

Understand and take advantage of the opportunities that exist in this growing market by attending...

**SMi's 2nd Annual**

# Public Private Partnerships in Italy

5th & 6th September 2001, Jolly Hotel Villa Carpegna, Rome

A unique opportunity to discuss latest developments with leading government and industry experts including:

- **Luigi de Pieris**, Chief Executive, **PFI Taskforce - Italian Treasury**
- **Marco Nicolai**, General Manager, **Finlombarda**
- **William Pavone**, Senior Director, Head of Structured Finance Italy, **Royal Bank of Scotland**
- **Antonio Bargone**, Avvocato, **Studio Legale**
- **Giulio Pascazio**, Head of Project Finance, **Mediocredito Centrale**

Learn from the practical experiences of:

- **Fabrizio Pagani**, Head of Project Finance, **Crediop**
- **Marco Doglio**, CFO, **ACEA**
- **Pietro Cordova**, Head of Business Development, **Autostrade**
- **Paolo Novi**, Managing Director, **Eur**
- **David Mathieson**, Technical Director, **Turner & Townsend Project Management Italia**
- **Giovanni Diotallevi**, Avvocato, **Chiomenti Studio Legale**
- **Bruno Lago**, Head of Infrastructure, **European Investment Bank**
- **Paolo Esposito**, Partner, **Brosio, Casati - Allen & Overy**
- **Leonardo Castrichino**, Regional Manager Surety Europe, **AIG Europe**
- **Roger Harrison**, General Manager-Marketing, **Serco Rail**
- **Fred Maroudas**, Project Director, **Partnerships UK**
- **Nigel Middleton**, Head of PPP/PFI Advisory Services, **PricewaterhouseCoopers**

Chaired by:

- **Antonino Lo Bianco**, Partner, Head of Project Finance Europe, **Babcock & Brown**
- **Giovanni Nardulli**, Partner, **Gianni Origoni & Partners**

## Plus a half-day interactive workshop



### Exploring Insurance Issues Surrounding Public Private Partnerships

Morning of 7th September 2001 Jolly Hotel Villa Carpegna, Rome

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"The advancement of projects in Italy is indicative of the growth of the PPP sector in Italy.  
This event will consider the financial, and legal developments facilitating PPP in  
Italy and examine specific case studies from the latest projects"

## Day One 5th September 2001

8.30 Registration & Coffee

### 9.00 Chairman's Opening Remarks

**Antonino Lo Bianco**, Partner, Head of Project Finance  
Europe, **Babcock & Brown**

### PROMOTING PUBLIC PRIVATE INVESTMENT

#### 9.10 Activities in Public Private Partnerships

- Italy, the status of play and the way forward on PPP
- RBS involvement with PPP in Italy
- Experiences in the Italian market
- The future for PPP in Italy

**William Pavone**, Senior Director, Head of Structured Finance  
Italy, **Royal Bank of Scotland**

### BIDDING FOR A PUBLIC PRIVATE PARTNERSHIP

#### 9.40 Consortium bids for a Public Private Partnership

- Italian public bidding overview (under Maritoni ter law)
- Considerations specific to PPP and Project Financing
- Evaluation of projects to bid financial proposals
- An example of Acea Experience – Napoli Volturno sewage services
- Choice of consortium members regarding abilities needed to bid and manage the project
- Role of consortium members in each bidding stage
- Some problematic items in the proceeding
- Closing the deal (proposals to other speakers)

**Marco Doglio**, CFO, **ACEA**

### KEY NOTE ADDRESS

#### 10.20 Project Finance goals and procurement strategies in Italy

- Development of Project Finance in Italy
- Italian procurement model
- Current position on Public Private Partnerships
- Direction of Project Finance in Italy
- Perceived difficulties facing PPP
- Overcoming obstacles to the long term success of Project Financing

**Luigi de Pierriis**, Chief Executive, **PFI Taskforce - Italian Treasury**

11.00 Morning Coffee

### SOURCING BANKABLE PROJECTS

#### 11.20 Banking considerations for Project Financing

- Key aspects of the financial plan
- Proposal of guarantees
- Risk considerations
- Assessing capability of consortium
- Protection and indemnities
- Rights of lender

**Giulio Pascasio**, Export Credit Director, **Mediocredito Centrale**

### PROCUREMENT POLICIES IN LOMBARDIA REGION

#### 12.00 Long term plans for procuring regional infrastructure and service requirements

- Future opportunities for project financing in Lombardia
- Facilities for project financing in Lombardia
- First project financing experiences in Lombardia

**Marco Nicolai**, General Manager, **Finlombarda**

12.40 Lunch

### CASE STUDY – PALASPORT AND CONGRESS CENTRE IN EUR ROME

#### 2.00 EUR involvement with Public Private Partnership

- Overview of project
- Proposing a best value bid
- The procurement process
- Factors for ensuring a successful bid
- Difficulties encountered
- Lessons learnt

**Paolo Novi**, Managing Director, **Eur**

### CASE STUDY - ROMA METRO

#### 2.40 Advising the Comune di Roma

- Drivers for forming a joint venture
- Selecting the partners
- The Linea C Project
- The services required by Comune di Roma
- Considerations specific to PPP
- Expected growth of PPP in Italy

**David Mathieson**, Technical Director, **Turner & Townsend Project Management Italia**

3.20 Afternoon Tea

### SCOPE FOR PUBLIC PRIVATE PARTNERSHIPS

#### 3.40 The UK PPP experience and work of Partnerships UK

- Developments in the UK
- Obstacles and difficulties experienced
- What is Partnerships UK?
- Bridging gap between public and private sector
- Negotiating PPP projects
- Advising other government task forces

**Fred Maroudas**, Project Director, **Partnerships UK**

### CASE STUDY – SOC AUTOSTRADE

#### 4.20 Toll road concession

- Conditions prior PPP
- Overview of project
- Criteria for developing the bid
- Specifications of tender
- The Italian environment
- Future plans for developing Project Finance projects in Italy

**Pietro Cordova**, Head of Business Development, **Autostrade**

5.00 Chairman's Closing Remarks and Close of Day One