



Topic

**Australia meets Germany:
Investing in Australian
Infrastructure**

February 12, 2015

Venue:

Hotel Roomers, Gutleutstr. 85,
60329 Frankfurt am Main

Find out more about Australia's significant infrastructure project pipeline and how to best take advantage of the investment opportunities it presents.

Australia's buoyant economy, growing population and increasing freight volumes are creating high demand for new infrastructure and opening up major opportunities for international investment.

The Australian Business Council has estimated that the public infrastructure project pipeline is worth A\$760 billion over the next 10 years. Greater opportunities are also emerging with the privatisation of government owned assets, with Infrastructure Australia valuing the privatisation pipeline at A\$210 billion.

BAI and the Australian Trade Commission are pleased to invite you to this unique networking opportunity to hear about the practical experiences of Australian and German companies, and their advice on how to do business in Australia.



Agenda

- 15:00 h **Registration**
- 15:30 h **Welcome**
Frank Dornseifer, Managing Director, BAI
- 15:40 h **Opening words: Opportunities in Australian Infrastructure**
David Campbell, Consul General & Senior Trade & Investment Commissioner Western Europe,
Australian Trade Commission
- 16:00 h **Financing Trends in Australian Infrastructure Projects**
Nick Williams, Director, ANZ
- 16:20 h **Australia's Infrastructure Landscape**
Philippe Taillardat Partner, Direct Infrastructure, First State Investments
- 16:40 h **Accessing Australian Economic and Social Infrastructure Assets –
Perspectives from an Australian Global Funds Manager**
Annabel Wiscarson, Executive Director, Business Development, IFM Investors
- 17:00 h **Australia's Infrastructure Pipeline**
David Krueger, Partner, Deloitte
- 17:20 h **Case Study: Foreign Engagement in the Australian Infrastructure Market**
Nick Dawson, Managing Director, Project Investments, Bilfinger Asset Management
- 17:40 h **Q&A and Closing Remarks**

followed by a Get Together with Australian wine and finger food



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David Campbell was appointed Consul General Frankfurt and Senior Trade and Investment Commissioner, West Europe in February 2013. He manages a network of offices in major European markets and is responsible for attracting European businesses to establish operations in Australia, promoting Australia as a study destination and assisting Australian companies to enter the European market. In addition his consular team provides services to the southern regions of Germany. David joined Austrade from the financial services industry with more than 18 years of experience in Australasian and UK/European markets. Originally a lawyer, he has held numerous senior business development roles in the wholesale and investment banking sectors. Most recently David was a Managing Director with UBS where he managed the Melbourne office of the global Wealth Management business and was a member of the Australian Executive Committee.



Nick Dawson is head of Bilfinger's global asset management business, with operations in Australia, North America, UK and Continental Europe. The business is responsible for a wide variety of assets from major highways, tunnels and bridges, through to schools, hospitals, prisons, and commercial real estate. Nick has worked for Bilfinger for more than 12 years, previously as head of its global PPP business, which invested substantially in Australian public infrastructure. Nick's background is in civil engineering, and he has lived and worked in many countries. He spent five years in Australia in the eighties managing the construction of the North West Shelf gas project for Woodside Petroleum.



Frank Dornseifer is Managing Director of Bundesverband Alternative Investments e.V., the German lobby organization for the Alternative Investment industry. He studied law at the universities of Bonn, Dublin (Trinity College) and Lausanne. After admission to the German Bar in 2000 he practised various years as attorney in an international law firm in the field of corporate and securities law before joining the German Financial Regulator BaFin as deputy head of the policy unit within the investment management department. In this function he also represented BaFin in the Investment Management Committee of IOSCO. Mr. Dornseifer frequently publishes articles both on investment and corporate law and he is co-editor of legal commentaries on the German Investment Act and on the AIFM Directive. The finance committee of the German Bundestag, the EU commission and the European Parliament denominated him several times as expert on capital market law. Mr. Dornseifer gives frequently speeches at national and international conferences on investment and regulatory topics.



David Krüger, a Munich based Corporate Finance partner, leads the Deloitte Germany Infrastructure M&A practice and the Renewables & Cleantech practice. He focuses on complex, cross-border transactions in the Energy, Infrastructure and Renewables sectors with a focus on financial due diligence and business modelling. David has over 18 years M&A experience advising institutional investors and infrastructure funds as well as utilities & power companies out of the UK, USA, Australia and Germany. He has advised on over 250 transactions including a range of infrastructure asset classes including transmission and distribution, generation (gas, coal, nuclear, wind and solar), transport, oil & gas storage and water. David spent a number of years in Australia where he was active in a number of infrastructure privatisations and trade sales. David is a member of the Institute of Chartered Accountants in England and Wales and holds a Bachelor of Commerce (with Honors) degree from the University of Melbourne. He is fluent in German and English.



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Philippe Taillardat is a partner of Direct Infrastructure for CFSGAM / First State Investments based in Europe. In his role, Philippe is primarily responsible for portfolio management, client interface, and contributes his experience to investment decisions. Prior to joining FSI in September 2011, Philippe was Co-Founder of Oaksley Conseil, an advisory company providing investment solutions to institutional investors and asset management platforms in the energy and infrastructure sectors. He was previously Managing Director at Amundi Private Equity Funds for three years, where he was responsible for the infrastructure fund selection. Before that, Philippe held various roles at Calyon CIB, AXA, Credit Suisse Group and BNP Paribas. In total, Philippe has 21 years' experience in energy, infrastructure and other industrial sectors, including principal investing, financial advisory, equity and debt financing. Philippe holds a Master in Business Administration from EMLYON Business School, and an MS in Mechanical Engineering from Arts et Métiers ParisTech with a major in Industrial System Management.



Annabel Wiscarson joined IFM Investors in January 2011 and heads up the firm's global investor relations team in Europe. Annabel specialises in the infrastructure equity and debt sectors following a 13-year career focused on the infrastructure asset class. Annabel is a member of IFM's Leadership Team. Prior to joining IFM Investors, Annabel spent nine years with Macquarie in the UK, the US and Australia, establishing European and North American infrastructure funds. She also had responsibility for emerging market infrastructure funds, private equity and agriculture alternatives. Annabel is a Governor and Member of the Finance Committee for Queen Anne's School in the UK and is a Trustee of their charitable trust. She holds a BSc (Honours) in International Management and French from the University of Manchester.



Nicholas Williams is Head of Transaction Banking Sales for our European MNC clients working with his team to expand further an already growing business for the client set locally and into Australia, New Zealand and the Asian Super-region in line with agreed targets. He has worked for ANZ in 5 different countries always with a focus on client business development or risk management and has spent the past 14 years in the European market with a trade and supply chain focus. 29 years of global experience within the ANZ Group positions him well to progress business opportunities, exploiting his network and product knowledge across the ANZ footprint. Nick holds an MBA with distinction from the University of Hull Business School is vice chair of the Association of Foreign Bank's Trade Committee and is well known in the London trade finance community. Married with two daughters, when he is not swimming open water events or playing golf, Nick is ferrying his children to swimming galas.

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Nach der Veranstaltung möchten wir Sie herzlich zu einem Imbiss einladen.

Rückfragen richten Sie bitte an die Geschäftsstelle des BAI unter 0228-96987-0 oder info@bvai.de.

Weitere Informationen erhalten Sie zudem auf unserer Homepage www.bvai.de, dort in der Rubrik Veranstaltungen.