

23rd November 2011 – Taj Lands End, Mumbai



Presents



2nd Annual India
**Infrastructure
Finance** Conference 2011



**Uncovering the Scope of
Infra Project Structuring
for Bankability**

Key Take Aways

- ◆ Learn new policies, trends and options in infra financing
- ◆ Know how various external and internal risks can be overcome
- ◆ Understand how to structure project for better finance-worthiness
- ◆ Interact in the sessions by sharing your own experiences
- ◆ Meet industry peers, policymakers and financiers

Conference Chair
Luis Miranda
Chairman, IDFC Private Equity

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Rationale

Stemming from India's nascent entry into private development of gigantic proportions in infrastructure, the financing of this behemoth has often been called the hiccup in the works. Banks have traditionally blamed asset-liability mismatches (Alms) for not being able to finance infrastructure projects long term, while the 2008-9 financial downturn around the world has often been held responsible for a shortfall in equity.

However, all that is changing, and rapidly so. Thanks to ways around it, such as take-out financing schemes, refinancing, and better confidence levels among equity owners, domestic funds are no longer considered a thorn in the process. Although international funding and external commercial borrowings (ECBs), too, have been difficult in the past, global lenders and investors are eager to invest in India—particularly as the nation is one of the few to have emerged nearly unscathed from the recent economic downturn. Large landmark projects such as the Terminal 3 in Delhi, Dharma port and Mundra power plant were exemplary in their financial closure, and have become valuable experiences on which to build infrastructure finance professionally and efficiently.

That said the growth in our infrastructure sectors have not kept pace with the government's promises over the past two years. Only half the roads promised were actually constructed, power plants (and other sectors such as mining) suffered at the hands of environment, even the smaller projects in urban infrastructure have not achieved the levels they promised to. Much of this, again, is only a part of the learning process that is inevitable for nascent activities.

While project developers says they experience difficulties obtaining finance, financiers of infrastructure projects identify a) poor project structure b) project viability and c) external uncertainties (causing delays and cost overruns) as the major issues in finance.



Format

The 2nd Annual India Infrastructure Finance Conference 2011 will address issues and evolve specific solutions. The conference is deliberately structured in the form of relative brief speeches and longer panel discussions and interaction. This format will allow speakers to make presentations and then return to the table to discuss among session peers and later with the delegates. The format also facilitates more detailed interaction for delegates to share experiences and ask questions to the panelists.

Each session will include a Session Chair who will make a detailed introduction to the topics in his/her session. Apart from the Session Chair's detailed concluding remarks at the end of each session, the Conference Chair will, at the end of the conference, submit the outcomes of the conference.

Issues to be discussed

- ♦ Structuring projects for finance- worthiness
- ♦ New trends in infrastructure financing
- ♦ Internal and external risk factors
- ♦ Suggested solutions to infra finance
- ♦ Special topics on Power and Roads sectors

Speaker profile

Our speakers are comprise of Government officials, Policy Makers, Industry experts and leaders who will share their knowledge and experience through keynote presentations, panel discussions and case studies.



Confirmed Speakers

- ♦ Zarin Daruwala, President – Wholesale Banking, ICICI Bank Limited
 - ♦ Sujata Lamba, Head of PPP Advisory – South Asia, IFC (World Bank Group)
 - ♦ R. Vimala, Deputy Secretary – Planning Department, Mantralaya
 - ♦ Subba Rao Amarthaluru, Group CFO, GMR Group
 - ♦ Varun Bajpai, Chief Executive Officer, Violet Arch Capital Advisors
 - ♦ Darius Pandole, Partner, New Silk Route Advisors Private Limited
 - ♦ Supratim Sarkar, EVP & Group Head (Project Advisory & Structured Finance), SBI Capital Markets
 - ♦ N. (Niek) van der Sluijs, Director – Advisory Group Maritime & Waterways, Haskoning India
 - ♦ Ganesh Radhakrishnan, Advisor – GRID, PwC India
 - ♦ Arun Chandran, Project Director, Parsons Brinckerhoff
- and **more...**



Key Topics

The 2nd Annual India Infrastructure Finance Conference 2011 will deliberate upon various topics as follows:

- ◆ Project management and risk identification in infrastructure projects
- ◆ Cash flow-based financing: How it works
- ◆ The banker's HR dilemma: Why infra-ready experts are the banker's biggest issue
- ◆ Risk analysis and evaluation from developer and lender perspectives
- ◆ Developer guarantees and/or other usable models for finance-worthiness
- ◆ Case study: Power / RE project
- ◆ Take-out finance: Will it work for infrastructure?
- ◆ Development of the bond market in India OR infra debt funds
- ◆ Project finance through private equity
- ◆ Financing to SPVs: Issues and solutions
- ◆ Case study: the failed toll road project in Mexico due to unaffordability
- ◆ How land acquisition will work in new policy era
- ◆ The environmental clearances and cost uncertainties
- ◆ Finance issues in international collaboration projects/ FDI / ECB issues
- ◆ Finance issues and suggested solutions (panel discussion among policymakers, analysts and industry leaders)

Who should attend

India Infrastructure Finance 2011 will help delegates understand the nuances of finding the right finance or the right project. Through insightful and practicable sessions by international experts, you can expand your horizons of the mind and of your business.

Industry:

- ◆ **Construction Companies**
 - ◆ Infrastructure Developers
 - ◆ Infrastructure Consultants
- ◆ **Banks**
 - ◆ Corporate Finance Heads
 - ◆ Investment Bankers
 - ◆ Project Finance
 - ◆ Corporate Private Equity Heads
- ◆ **Sector specific representatives**
 - ◆ Power, Energy
 - ◆ Transportation - Roads; Rail; Ports and Shipping
- ◆ **Private Equity Companies**
- ◆ **International Funding Organizations**
- ◆ **Independent Infrastructure Advisors**

Delegate fees

The investment include full access to the entire conference, networking opportunities, lunch, tea/coffee and snacks.

Per delegate from India ₹ 14,000 + 10.30% Service Tax

Please contact: Saba Fulkar via e-mail at Saba@ASAPPmedia.com or call on +91 8108663000 for further details

Organiser profile

ASAPP Media Information Group

ASAPP CONFERENCES is a division of ASAPP Media. It organizes seminars and conferences. These foster the growing network of professionals and business owners interested in infrastructure, construction & realty sector and encourage the exchange of scientific, technical & commercial expertise and knowledge. These provide a platform to all stakeholders within the sector to discuss, deliberate, exchange, share knowledge and experiences and collaborate.

Some of our well known conferences are: India Roads, India Coal, India Rail, Equipment India, India Realty, India H2O, India Ports, India Metro Rail, Infrastructure Finance, Infrastructure Today International, India Oil & Gas and India Airports.



ASAPP Media Information Group

ASAPP Media is a 14-year-old multinational B2B media information group with diverse media properties in print, web and events space. It is committed to providing most authentic and timely information on the construction, infrastructure and realty sectors. ASAPP Media provides a 360 degree information experience through special interest business publications, conferences, seminars, industry recognition awards, industry portals, directory services, research reports and newsletters.

Web: www.ASAPPmedia.com

Publications Include: Construction World, Infrastructure Today, CW Interiors, Equipment India, Power Today, Projects Info, Project Reporter

Industry Awards: CONSTRUCTION WORLD ANNUAL AWARDS, CW ARCHITECT & BUILDER AWARDS, INFRASTRUCTURE TODAY AWARDS,



Infrastructure Today

Since 2003, our monthly business magazine Infrastructure Today (IT) has grown to a stature of national leadership in its domain, and covers roads, railways, ports, airports, water, energy and telecom sectors. The magazine now aims at building scientifically reasoned and objectively analysed public opinion in its domains, focusing on policy, finance and implementation issues.

In August 2011, Infrastructure Today received an honourable mention—the only Indian publication: Its Anniversary Issue 2010 was placed 20th among over 400 nominations in the Best Single Issues category at the prestigious New York-based Tabbie Awards, the world's best known b-2-b publication awards.

Contact us

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