

**Roundtable: Financing and structuring solutions for digital infrastructure**  
**Roundtable Hosts: Heuking Kühn Lüer Wojtek/Scope Ratings**

Time: **10.30 - 11.30 & 14.45 - 15.45**

Room: **Frankfurt**

 **HEUKING KÜHN LÜER WOJTEK**



**Heuking Kühn Lüer Wojtek** is one of the largest independent German corporate, tax and commercial law firms. National and international clients trust the expertise and experience of our more than 400 lawyers, tax advisors and notaries. We represent medium-sized and large companies in the area of industry, trade and the provision of services as well as organisations, public corporations and private clients in the most diverse fields of law. **Scope Ratings** is the leading European credit rating agency. The company specialises in the analysis and rating of financial institutions, corporates, structured finance, project finance and public finance. Scope Ratings offers credit risk analysis that is opinion-driven, forward-looking and non-mechanistic – an approach which adds to a greater diversity of opinions for institutional investors. Scope Ratings is registered in accordance with the EU rating regulation and operating in the European Union with ECAI status. Scope Ratings is part of the Scope Group with headquarters in Berlin and offices in Frankfurt, London, Madrid, Milan, Oslo and Paris.

**Klaus Weinand-Härer** is Partner and Tax Advisor in the Frankfurt office of Heuking. For more than 25 years, Klaus has specialised in the tax structuring of acquisitions, funds, financings including leasing transactions. His clients are international groups, funds, infrastructure investors as well as domestic and international investors with respect to debt and equity investments.

**Markus Lennartz**, Lawyer and Partner at Heuking has 20 years of experience in the IT and telecommunications industry. He started his professional career at Deutsche Telekom AG in the M&A Management, then became Head of Corporate Office of Deutsche Telekom AG with direct reporting to the CEO and the Chairman of the Supervisory Board. At Heuking, his focus is since 2015 infrastructure as well as (re-)structuring and M&A projects.

**Guillaume Jolivet** is executive board member of Scope Ratings GmbH. He has been developing Scope's Structured Finance business since 2013 and has over 16 years of experience in credit analysis and ratings working at Scope, Moody's and UBS Warburg. From 2008 to 2013, he held several senior positions at Moody's, including the supervision of its European CLO monitoring team covering 200 transactions (leveraged loans, project finance, SMEs), and senior analyst for financial institutions. Prior to 2008, he rated a large variety of structured finance transactions including CLOs, credit derivatives and esoteric asset-backed securities. He started his career at UBS Warburg as a credit analyst for corporates.

**Objective:**

During the workshop participants will gain an of how of the pros and cons of different financing and structuring solutions for digital infrastructure.

**Content:**

- Status quo: market situation for digital infrastructure investments  
What are the pros and cons of public subsidies ("beneficial capital" vs time delays and regulatory requirements)
- What are the Dos and Donts
- How to involve infrastructure investors? What are options for Off-Balance financing? How can such a financing solution be structured? Corporate Finance or Project?
- Which role could local utilities or municipalities play in Next Generation Network roll out? What is necessary to realise economies of scale?

**Format:**

- Interactive workshop with max. 15 participants
- Presentations only support the workshop discussion. The major focus is the active participation and integration of the participants
- Chatham House rules apply for every Di<sup>2</sup> Summit Workshop and secure the high-level trustful environment