

Di² Summit 2020
Airport Club Frankfurt, 04 March 2020

Roundtable: **Case study: Reliable financing for a reliable digital infrastructure**
Roundtable Host: **Jens Heil, Christian Felix Munz, Michael Weiss (all LBBW)**

Time: **11:45-12:45**

Room: **Vienna**

Jens Heil is Head of Project Finance Infrastructure & Energy, Continental Europe. Has been working in Structured Finance for 20 years across several segments such as Infrastructure, Renewable Energy and Commercial Real Estate in different management positions at LBBW and its affiliates in Germany and London, UK.

Christian Felix Munz is Deputy Head of Project Finance Infrastructure Europe at LBBW. Working in project finance since 2003, he is responsible for origination, structuring, execution and portfolio management of international clients and infrastructure transactions covering several sectors including Telecommunications.

Michael Weiss is Sector Head Technology, Media & Telecommunications (TMT) with LBBW, in charge for strategic presales, business development, risk and portfolio optimization for the TMT sector. 20+ years of senior management experience in the Tech industry with Computacenter plc, and strategy consulting background with The Boston Consulting Group.

Objective:

The workshop discusses the credit development process and relevant financing criteria as to LBBW's participation in the infrastructure acquisition financing of an international fiber optic network company. It addresses various risks and their mitigants, structure elements and challenges beyond the horizon in order to achieve a positive credit decision for this type of infrastructure.

Format:

- Interactive workshop with max. 15 participants
- One 1h session
- Presentations only support the workshop discussion. The major focus is the active participation and integration of the participants
- Chatham House rules apply for every Di² Summit Workshop and secure the high-level trustful environment

Content of the Roundtable:

1. LBBW's view on Digital Infrastructure Investments from a project finance/ infrastructure acquisition finance perspective and market trends in Germany
2. Case Study of a major European hybrid fiber financing
3. Dos and Don'ts in (hybrid) debt financings
4. Discussion:
What limitations do investors perceive on the part of lenders and what do they wish from lenders?
How could a fiber network be valued to enhance credit decisions?
Is a fiber financing eligible for a green bond?