

Digital Infrastructure Investment Summit
Airport Club Frankfurt, 12 March 2018

Roundtable: Hello Bank! What's Your Role in Building Digital Networks in Germany?

Roundtable Host: HSH Nordbank

Time: 12:00 - 13:30

Room: London



HSH Nordbank AG – the "Bank for entrepreneurs", based in Hamburg. HSH is the first mover in Germany to arrange and structure optic fibre transactions and data centers in the style of a ring-fenced project finance structure within the Infrastructure Sector. It has an experienced team with extensive expertise, which is familiar with wide range of essential Infrastructure. That means:

- Understanding of business models & market mechanisms in different geographies and markets in the EU
- Tailor-made & complex financing solutions for public tenders & commercial driven broadband expansions
- Refinancing of equity pre-financed passive networks within an established project financing approach
- Extensive track record and decent deal pipeline

Steffen Leiwesmeier is Head of Financing Digital Infrastructure, and **Mira Kohlberg** is Relationship Manager, within the Origination team of Infrastructure franchise of HSH.

Roundtable Content:

A guide for financing German broadband from an infrastructure financing perspective

- urban vs. rural
- FTTC vs. FTTH
- carve out vs. roll out
- corporate vs. project finance
- boosting the financing structure with funding from German development banks
- presentation of HSH market study of the Germany broadband market