

Fourth annual conference on Telecom Financing

January 27-29, 2009

London

Agenda

Day 1 (27 January 2009): Emerging Markets

08:15-09:10

Registration and networking breakfast

09:10-09:15

Official Opening:

Introduction: Claire Landon, Editor, TelecomFinance.

09:15-09:30

Keynote address: Redefining Emerging Markets

Speaker: Sanjiv Ahuja, Chairman and CEO, Augere

- Which regions can still be classified as emerging?
- Decoupling: fact or fiction?
- The shift East: liquidity, finance professionals, wealth and power
- Prey becomes predator

09:30-11:00

Topic 1: National champions flex muscle at home and abroad

Chair: James Dodd, Managing Director, Anthem Corporate Finance Limited

Speakers:

Erik Arveschoug, Head of TMT Corporate Bank/Corporate Finance, CEEMEA, Citi

Thomas Frisanco, Managing Consultant, Corporate Finance, Detecon International

Hakam Kanafani, Chief Business Development Officer, Mergers and Acquisitions, Oger Telecom

Hilal Malawi, Global Head of Business Development, Qtel

- Will emerging markets consolidators displace Western operators looking to expand overseas?
- Emerging markets regional consolidators look abroad to ensure continued growth
- Cross regional consolidation: inevitable or unviable?
- How to make cross-regional consolidation work

11:00-11:30

Networking break

11:30-13:00

Topic 2: Emerging markets: the ongoing search for growth

Chair: Darragh Stokes, Managing Partner, Hardiman Telecommunications Ltd

Speakers:

Matthieu Coutière, Corporate Vice President, Strategy and

Development, Vivendi

Glenn Gerstell, Head of Global Communications Practice, Milbank
Karim-Michel Nasr, Head of Corporate Finance, Orascom

Kamal Shehadi, Chairman & CEO, Lebanese Telecoms Regulatory
Authority

- Opportunities for Tier II operators to go global
- The less travelled road: Iran, Iraq, the –stans
- Are emerging markets players at an advantage in developing nations?
- Case study: How Western players evaluate acquisitions
- Case study: How regional consolidators evaluate acquisitions

13:00-14:15

Lunch sponsored by:



14:15-15:30

Topic 3: India – still the land of opportunity?

Chair: **Nicholas Jotischsky**, Principal analyst, Informa Telecoms & Media

Speakers:

Jean Abergel, Managing Director, Co-Head European Media & Communications Group, Morgan Stanley

Zeljko Ivic, Managing Director, Head of Telecom & Media, Millennium Finance Corporation

Vincent Le Stradic Head of Telecommunications Group, Lazard

- New operators vs established ones
- Overseas investors – benefits of greenfield vs acquisition
- Has the land rush led to overcapacity?
- Aspirations of local players at home and abroad
- Foreign direct investment caps – help or hindrance?
- Sponsor view – India still on the menu?

15:30-16:00

Networking break

16:00-16:30

Special presentation: Eastern and Central Europe - a snapshot from the inside

Speaker: **Kinga Stanislawska**, Director, Technology, Media & Telecoms, Raiffeisen Investment

- Review of 2008: planned deals and cancellations
- What's ahead for 2009: privatisations and other opportunities
- Will traditional CEE investors move decamp to further afield?

16:30-17:30

Topic 4: Emerging markets finance – roundtable discussion

Chair: Caroline Lauer, Deputy Editor, TelecomFinance

Speakers:

Lorraine Audsley Director of TMT Financing, Export Development Canada (EDC)

Michelle Senecal de Fonseca, Director of Telecoms, Informatics and Media, European Bank for Reconstruction and Development

Kinga Stanislawska, Director, Technology, Media & Telecoms, Raiffeisen Investment

Nina Triantis Managing Director, Global Head of Telecoms & Media, Standard Bank

- State of the market, region by region
- Local liquidity pools
- Decoupling: fact or fiction?
- Role of DFIs

17:30

Close of Day and Cocktail Reception

Day 2 (28 January 2009): Telecom Finance

08:15-09:00	Networking breakfast sponsored by: 
09:00-09:05	Opening remarks Introduction: Claire Landon , Editor, TelecomFinance.
09:05-09:20	Keynote address: State of the market A year and a half after the credit crunch hit, how are deals getting financed? How to manage risk – economic, currency, macroeconomic.
09:20-10:40	Topic 1: M&A Panel: what will deals look like now? Chair: Richard Good , Partner and Telecoms Sector Leader, Linklaters LLP Speakers: Jake Donovan , Global co-Head of TMT and Head of Europe, Middle East & Africa Telecoms Group, JPMorgan Simon Holden , Global co-Head Telecommunications Group, Goldman Sachs International Paulo Pereira , Partner, Perella Weinberg Partners David Wheeler , Chairman of European Telecom Group (IBD), Credit Suisse <ul style="list-style-type: none">▪ Where to go for M&A activity?▪ Do cross-border deals still make sense?▪ When will there be a consolidation of consolidators?▪ Are transformational deals off the menu?▪ Portfolio rationalisation▪ What will be the effect on the role of SWF?▪ Mismatch of expectations between vendors and buyers?
10:40-11:10	Networking break
11:10-12:30	Topic 2: The operator panel: how to maintain growth in a slowing market Chair: Claire Landon , Editor, TelecomFinance Speakers: Arne-Kjetil Lian , Senior Vice President Mobile Expansion, Telenor Peter Trinkl , Senior Consultant & Management Board Member, Sebastian & Partner and former Chief Strategy Officer, Swisscom Mobile Ltd <ul style="list-style-type: none">▪ Value of cross-border consolidation▪ Taking advantage of lower valuations

- Better to sell up or stay the course?
- Value of minority holdings
- Convergence: adding strings to the bow

12:30-13:40

Lunch sponsored by:

DentonWildeSapte...

13:40-14:40

Topic 3: Telecoms in a downturn: organic strategy masterclass

Chair: Philip Shepherd, Partner, Telecoms Strategy Group, PricewaterhouseCoopers

Speakers:

Bruno Duarte, Strategy Director, Orange UK

Christian Salbaing, Deputy Chairman, Hutchison Whampoa (Europe) Limited and Managing Director, Europe 3 Group

- How recession-proof is the sector? The sector as it looks today has never experienced a consumer slowdown
- What are the consequences of a downturn and on whom in the value chain
- Are structural faultlines in the sector being exposed that require a reappraisal of the traditional business models?
- How can operators respond; is the preserving cash the new KPI?
- Is restructuring and consolidation the endgame?

14:40-15:10

Networking break

15:10-16:30

Topic 4: Finance Panel: Alternative ways of funding deals

Chair: Matt Woodington, Assistant Editor, TelecomFinance

Speakers:

Stephen Harris, Director of Business Development Europe, Middle East and Africa, American Tower Corporation

Matthew Harvey, Partner, Banking & Finance, Denton Wilde Sapte

Zarif Imam, Global Financing Director, ZTE Corporation

Nicolas Paulmier, Partner, Cinven

- Share swaps
- Vendor financing
- Staple finance
- Sovereign wealth funds
- Export Credit Agencies, Development Financial Institutions and International Financial Institutions
- The importance of relationships
- ECM

16:30-17:30

Topic 5: Regulation

The role of the regulator: How much is enough?

Chair: Stephanie Liston, Managing Director, Peasenhall Ventures Limited, former non-executive director, Ofcom and co-chair of IBA Telecoms

Speakers:

Prof Martin Cave, Director, Centre for Management under Regulation, Warwick Business School, University of Warwick

David Eisenberg, Co-head, Telecommunications, Media and Technology Practice Group, White & Case

Emma Gilthorpe, Group Director, Industry Policy and Regulation, BT

Chinyelu Onwurah, Head of Telecom's Technology, Ofcom

- to encourage investment in NGN and NGA improving high speed broadband access
- to spur growth in emerging markets
- to encourage infrastructure sharing/separation or consolidation

17:30

Close of Day 2

17:30-19:00

Cocktail reception

19:00

TelecomFinance Annual Awards Ceremony and Dinner, hosted by the Rt Hon John Prescott MP*.

Day 3 (29 January 2009): Telecom Finance

08:30-09:10	Networking breakfast
09:10-09:15	Opening remarks Introduction: <u>Claire Landon</u> , Editor, TelecomFinance.
09:15-09:30	Keynote address: New role of London With liquidity and jobs moving East, what does this mean for London as a financial capital? <ul style="list-style-type: none">▪ Who will be coming to London for lending and advice?▪ Will this be decided by region, by company type and size?▪ What does London have to do to stay in the limelight?▪ Differentiation between/appetite for funding operations and acquisitions How will this affect consolidation?
09:30-10:45	Topic 1: The changing face of sponsors Chair: <u>Gary Taylor</u> , Director, Telecom Strategy Practice, PricewaterhouseCoopers Speakers: <u>Mark Joseph</u> , Partner, Oakley Capital Private Equity <u>Hythem El-Nazer</u> , Senior Vice President, TA Associates <u>Francisco Rey</u> , Senior Managing Director, Corporate Advisory Group, Blackstone <u>John Woyton</u> , TMT Director, Advent International <ul style="list-style-type: none">▪ To what extent do emerging markets deals need financing from banks?▪ Threat from SWFs to banks – how do banks stay relevant?▪ How is private equity deploying funds post-credit crunch? Can it edge out lending banks?▪ What will infrastructure funds do next, now that the shine has come off?▪ Is infrastructure separation a passing trend?▪ Are VCs bucking the trend?▪ Is there a role for hedge funds?
10:45-11:15	Networking break
11:15-12:45	Topic 2: Defining convergence Chair: <u>Ingrid Silver</u> , Partner, Telecoms, Media & Technology, Denton Wilde Sapte Speakers: <u>Andrew Bud</u> , Executive Chairman, mBlox Ltd

Rick Fant, Head of Internet Discovery, Vodafone Internet Services
John McMahon, President and Managing Director, Europe Sony Pictures Television International (SPTI)

Nicholas Wheeler, Managing Director, ITN On

- Merits, practicality, profitability of convergence
- Device, billing, portal
- Triple/quadruple-play
- Telecoms/technology, telecoms/media, telecoms/IT services
- Mobile banking

12:45-14:00

Lunch

14:00-15:30

International case studies on convergence:

- The case for telcos investing in media
- When will DSL providers become interested in cable and vice-versa?
- Does it make sense to offer telecoms and broadband, or is it best to focus?
- How long will private equity hold on to cable assets?
- Importance of the last mile.

15:30

Closing remarks

Close of conference

*** TelecomFinance 2009 Awards Dinner - 28th January**

Former deputy PM to host the TelecomFinance 2009 Awards Ceremony

The TelecomFinance awards, honouring the top deals and banks of 2008, are to be presented by former British Deputy Prime Minister John Prescott.

Mr Prescott, Britain's longest serving Deputy Prime Minister and a key player in the Blair government, will present the awards at a gala dinner on the second day of the conference, on January 28.

For the deals of the year categories, the TelecomFinance editorial team selected a shortlist of the top transactions in three regions - Europe, the Middle East & Africa and Asia. Looking at both M&A and loans, the team endeavoured to reflect the main consolidation trends of 2008 as well as the increasingly difficult financial situation.

The award categories for 2008 deals are:

- EMEA Bank of the Year by Euro Deal Value
- EMEA M&A Bank of the Year by Number of Deals
- EMEA Debt Bank of the Year
- Europe Deal of the Year.
- Middle East & Africa Deal of the Year
- Asia Deal of the Year
- Asia Bank of the Year by Value of Deals