



# 1<sup>st</sup>. Latin American - European Airport Dialog

An Intercontinental Seminar on (June 7.-8., 2000)

Privatization, Co-operation and Business Opportunities

# in the Latin American Airport Industry

An official event within the International Air- and Space Exhibition

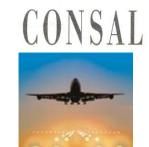


CONSAL Consultancy for Latin America, Berlin Institute of European – Latin American Relations (IRELA), Madrid Business Association for Latin America, Spain and Portugal, Hamburg

Hosted by Mr. Siegmar Mosdorf,
Parl. Secretary of State of the Ministry of Economy and Technology and
Coordinator of the Federal Government of the Air- and Space Industry









### Programme June 7, 2000

#### Berlin City Hall – Louise Schroeder Conference Room D-10173 Berlin

#### 9.30 a.m.

Welcome adresses

**Dr. Gisela Meister-Scheufelen**, Secretary of State of the Senate of Berlin, Ministry of Economy and Technology, Berlin

**Mr. Frank K. Westermann**, Managing Director of the Business Association for Latin America, Spain and Portugal, Hamburg

#### 9.50 a.m.

**The Argentine Experience, Lessons - The Year after Privatization**; Mr. Eduardo Sguiglia, President of the Regulation authority of the National Airport System (ORSNA), Buenos Aires - Discussion

#### 10.45 a.m.

The Brasilian Airport Sector, Mr. Fernando Perrone, CEO of Infraero, Brasilia

**The BNDES Privatization Experience,** Mrs. Estela María de Almeida Palombo, Superintendent of Privatization, Brasilian Development Bank BNDES, Rio de Janeiro

- Discussion

#### 11.45 a.m. Coffee break

#### 12.00 h

**Business opportunities arising from privatization of ANA S.A.**, Mr. António Rato, Privatisation task-force Coordinator, ANA S.A., Lisbon

Discussion









#### 12.45 h

**Aspects of the Air Navigation Systems for the Operation of Airports**, Mr. Peter Waldinger, Managing Director of DFS German Air Navigation Services, Offenbach/Langen

Discussion

#### 1.30 h p.m. Sponsored Lunch

3.00 p.m.

#### Experiences of European investors in the privatization process in Latinamerica

Mrs. Ana Alonso, Head of Financing of International Projects, AENA, Madrid

Mr. Kjel Binger, Director Copenhagen Airports/Denmark

- Discussion

#### 4. p.m.

**Public Private Project Financing of Airports and other Infrastructure Projects**, Dr. Christian Staab, Vice President Export and Project Finance Aerospace Infrastructure and Mr. Ludolf Rischmüller, First Vice President Head of Aerospace Finance, KfW Kreditanstalt für Wiederaufbau, Frankfurt/Main (Bank for Reconstruction and Development)

Discussion

#### 4.45 p.m.

The Future of the European Airport Industry: Going Public, Mergers or Strategic Alliances through Cooperation?, Mr. Herbert Meier, Senior Vice President International Business Development, Unique Airport, Zurich

-Discussion

## 5.30 p.m. Cocktail Reception in the City Hall, The Honorbale Mayor of Berlin, Mr. Eberhard Diepgen









## Programme June 8, 2000

ILA-Exposition Area at SXF Airport Congress Tent

#### 10.00 a.m.

**Airport Privatization in Latin America: A first Resumée**, Mr. , UN-Economic Comission for Latin America ECLA/CEPAL, Guest Fellow at the Institute of European - Latinamerican Relations IRELA, Madrid

- Discussion

#### 10.30 a.m.

**The BNDES Privatization Experience,** Mrs. Estela María de Almeida Palombo, Superintendent of Privatization, Brasilian Development Bank BNDES, Rio de Janeiro

Discussion

#### 11.15 a.m.

How to best organise the Bid-Management, Rita Bonifer Aviation Management Consulting, Hannover

- Discussion

#### 11.45 a.m. Coffee break

#### 12.10 h

**Recurring Legal Issues in Latin American Airport Privatizations**, Mr. Matías Travierso-Díaz, Partner Shaw Pittman Towbridge, Washington D.C./USA (read by Mr. Frank-C, Hansel, CONSAL)

- Discussion

#### **Final Considerations and Conclusions**

Frank C. Hansel, CONSAL Consultancy for Latin America