

2nd Annual

ACE International Conference

Westminster Conference Centre, London, 20th May 2015



consultancy engineering business environment

Maximising Global Infrastructure Opportunities

The annual gathering for **UK-based global infrastructure experts and professionals**: delivering unique insight on current and future **global business opportunities**, **post-recession drivers** of change, investment strategies and successful approaches to navigating **market entry** risks and barriers.

20+ SENIOR INDUSTRY SPEAKERS



Prof Dr Uwe Krueger
CEO
Atkins



Julian Mills
Principal
McKinsey



Baroness Lynda Chalker



Julia Prescott
Chief Strategy
Officer
Meridiam



Paul Westbury
Group Technical
Director
Laing O'Rourke



Ogan Kose
Managing
Director
Accenture
Strategy



Henry Kerali
Regional Director
for the South
Caucasus
World Bank



Malcolm Cohen
Senior
International
Trade Adviser
UKTI



Ailie MacAdam
Managing
Director -
Global Rail
Bechtel

TOPICS INCLUDE

- ▶ How to take advantage of growing **global infrastructure opportunities**
- ▶ How best to **manage the risk** of overseas business opportunities
- ▶ **The international role** for small and medium sized businesses?
- ▶ The infrastructure **growth hotspots** – by country and sector
- ▶ Establishing a **local presence** for your business when chasing international clients
- ▶ Overcoming the barriers to **international market entry**
- ▶ How to effectively negotiate the **bureaucratic and regulatory challenges** of building businesses abroad
- ▶ How to benefit from opportunities presented by **market consolidation** in consultancy

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Maximising Global Infrastructure Opportunities

08:00 - 08:45

Registration & coffee

08:45 - 08:50

Chairman's opening statement

08:50 - 09:00

Welcome

Dr. Nelson Ogunshakin OBE, CEO, ACE

Session 1: Global infrastructure opportunities – understanding the drivers and challenges

According to a recent report by the McKinsey Global Institute an estimated \$57tn needs to be invested in infrastructure around the world by 2030 to keep pace with the demands of economic growth in the developed and emerging countries of the developing world. Add to this the need for on-going investment to clear maintenance backlogs, prepare for a changing climate and a picture emerges of huge opportunity for professionals in this burgeoning sector.

This session will examine the challenge in a post global recession world, of how to fund and finance this ambition, where to prioritise investment and boost the efficiency of delivery.

09:00 - 09:30

Keynote:

The global infrastructure investment landscape – opportunities and challenges for the UK engineering and consultancy market

- ▶ Where are the opportunities?
- ▶ The global hotspots – geographically and by sector
- ▶ What are the risks?
- ▶ Where is the competition?
- ▶ Lessons from the past
- ▶ What is the future?

Question and Answer

Julian Mills, Principal, McKinsey

09:30 - 10:20

Panel session:

Geopolitical change in landscape: a review of the international market over the last year: Europe, Asia, Middle East, Africa, Australia

- ▶ Where are the key opportunities for UK infrastructure professionals around the world today?
- ▶ What are the key barriers to entry and how can they be overcome?
- ▶ How can UK based firms improve their ability to win work overseas?
- ▶ What lessons can be learned from the success of other nations in the international infrastructure market?

John Horgan, Deputy Executive Chairman, AECOM

Malcolm Bairstow, Partner, Global Construction & Infrastructure Leader, EY

Mike Haigh, Regional Managing Director – Europe, UK & Africa, Mott MacDonald

Baroness Lynda Chalker

10:20 - 10:50

Coffee break

Session 2: SME and the international market; forming partnerships to win and deliver work

While business opportunities in the global infrastructure market continue to grow rapidly there is still a concern amongst small and medium sized enterprise businesses over the perceived or actual barriers to market entry. These barriers range from fears over the impact of relative size and ability to take on risk through to small firms' inexperience of the international market and lack of access to appropriate advice.

This session will explore these issues, share lessons learnt by others, explain how partnerships can assist in accessing markets and help delegates to understand the potential solutions available.

10:50 - 11:15

Keynote:

How should UK based SMEs use the expanding global infrastructure market to help grow their business and expand their market share?

- ▶ How to create an effective and sustainable international strategy
- ▶ How do UK SMEs access high value opportunities overseas
- ▶ What are the most effective routes to market?
- ▶ What support is available from UK government?

Malcolm Cohen, Senior International Trade Adviser, UKTI

11:15 - 11:55

Panel session:

The role and challenge of UK small businesses in driving growth in the international infrastructure sector

- ▶ What are the perceived or actual barriers to SME's embracing global infrastructure opportunities?
- ▶ How can partnerships help SMEs to access markets?
- ▶ What constitutes a good international partnership?
- ▶ What lessons can be learnt from past successes and failures in the international market?

Gavin English, Managing Director, IMC Worldwide

Bernard Obika, Managing Director, Roughton

Mark Whitby, Structural engineer, key figure in the construction industry, educator and visionary leader

Gerry O'Brien, Design Director, AKT II

Session 3 – Financing mechanisms for international infrastructure

As we now witness a long awaited economic upturn, this session will explore the way in which investors now approach major, globally important infrastructure projects. It will explain and discuss what constitutes a quality investable project and explain the emerging financial mechanisms being used to bring projects to life across the world and how infrastructure professionals can influence deliverability.

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12:00 - 12:25

Keynote:

International financing models for modern infrastructure delivery

- ▶ What are the current trends and drivers for global infrastructure financing?
- ▶ Which financing models are delivering the most success and how is this changing?
- ▶ How can governments work to boost the attractiveness of projects?
- ▶ How has the global economic upturn impacted the different infrastructure financing models?
- ▶ How can the UK engineering consultancy sector influence the financing of global infrastructure?

Ogan Kose, Managing Director, Accenture Strategy

12:25 - 13:10

Panel session:

- ▶ How has the appetite for investing in infrastructure changed in the last five years?
- ▶ In what ways have investors shifted toward shorter term returns?
- ▶ Is there a shift in the way investors now manage project risk across national boundaries?
- ▶ To what extent is foreign investment waiting to be poured into infrastructure?
- ▶ What role can UK government play to assist the delivery of global infrastructure opportunities for UK businesses?

Julia Prescott, Chief Strategy Officer, Meridiam
Henry Kerali, Regional Director for the South Caucasus, World Bank
Philippe Valahu, CEO, PMU

13:10 - 14:10 Lunch

Session 4: Managing Global Risks

There are a multitude of challenges and risks for UK businesses to manage when considering working internationally including issues such as legal and contract law, tax and business registration, copyright, currency risks, critical activity.

This session will explore the pitfalls and identify strategies to properly manage the risks, health & safety culture, duty of care, bribery and corruption. Failure to properly address these often critical issues can often turn a good business opportunity into a high risk, low return or even business.

14:10 - 14:35

Keynote:

Financing infrastructure and managing risk in a post-recessionary global market

Mark Beresford-Smith, Head of Economics, HSBC

14:35 - 15:10

Panel session:

- ▶ What are the new financing models
- ▶ What constitutes a quality project for investors in 2015
- ▶ What rates of return are being sought by investors?
- ▶ What is the impact of the falling oil price on the global investment market
- ▶ How is the appetite for risk amongst investors changing?

Ben Mellors, Partner, Beale and Company
Andrew Ivison, Partner, CMS Cameron McKenna

15:10 - 15:40 Coffee break

Session 5: The impact of business consolidation in the engineering and consultancy on competitiveness in the global infrastructure market

The landscapes of engineering and consultancy is changing rapidly with fewer, bigger global players emerging to dominate the global infrastructure design and delivery market. Most recently deals such as the AECOM purchase of URS Corporation, the Arcadis acquisition of Hyder Consulting and merger between WSP Group and Parsons Brinckerhoff have created a number of mega scale businesses capable of offering true end to end client services encompassing design, delivering and finance and operation.

This keynote presentation will provide a unique perspective and assessment of the impact that this trend brings to the global infrastructure market.

15:40 - 16:15

Panel session:

- ▶ Is business consolidation in engineering consultancy a trend that will continue?
- ▶ Is it possible for smaller firms to exist in a globally competitive market?
- ▶ How big can big firms get and how do UK businesses compare globally?
- ▶ In what ways should clients adjust to the new world of mega-sized global consultancies in engineering?
- ▶ Is there a role for globally competitive niche businesses in engineering consultancy?

Ailie MacAdam, Managing Director, Rail (global), Bechtel
Paul Westbury, Group Technical Director, Laing O'Rourke
Peter Chamley, Chair, Global Infrastructure Practice, Arup
Mathew Riley, Managing Director - Infrastructure and Environment, EC Harris

16:15 - 16:40

Keynote:

The future for UK consultancy and engineering firms in a global infrastructure market. Can UK expertise and creativity still lead the world?

Interview by Antony Oliver, Editor, Infrastructure Intelligence

- ▶ What are the greatest global challenges facing UK infrastructure businesses?
- ▶ How can UK engineering and consultancy boost its impact on the global stage?
- ▶ Is future global success for UK firms about being big or being niche?
- ▶ Where is the competition and are we ready?
- ▶ What is impact of global business consolidation on UK competitiveness?
- ▶ What will successful UK engineering and consultancy firms look like in future?

Prof Dr Uwe Krueger, CEO, Atkins

16:40 - 16:45 Closing Remarks

Dr. Nelson Ogunshakin OBE, CEO, ACE

16:45 - 17:45 Drinks Reception

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VENUE

1VS
The Westminster Conference Centre
1 Victoria Street
London
SW1H 0ET

UNDERGROUND:

1 Victoria Street within walking distance of Victoria, St James' Park and Westminster stations.

RAIL:

Victoria, Waterloo and Charing Cross stations are 10 to 20 minutes away by foot or by tube.

BUS:

Numbers 11, 24, 148, 211 stop right in front of our building. Other bus routes pass nearby. Visit Transport for London for further information.



1VS The Westminster Conference Centre

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Membership	Book by 27 th March	Book after 27 th March
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Progress Network Member	£100	£100
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