



1st. 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. Siegmur 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 addresses

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 Brazilian Airport Sector, Mr. Fernando Perrone, CEO of Infraero, Brasilia

The BNDES Privatization Experience, Mrs. Estela María de Almeida Palombo, Superintendent of Privatization, Brazilian 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. Kjell 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 Honorable 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 Commission 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, Brazilian 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 Traverso-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