

The Luxembourg Private Equity and Venture Capital Association presents

# The LPEA Academy 2024

*Infrastructure*



**Session 1 – Infra as an Asset Class**

22/10/2024 from 9:00 AM to 12:00 PM

In person at Deloitte Premises

**Module Price (includes 3 sessions):**

**Members: 460 EUR\***

**Non-Member: 615 EUR\***

**Part 1:**

- What is Infra and Infra Subsectors
- A specific look at Infra Debt

**Part 2:**

- Infra from a risk and reward perspective (from Core to Opportunistic)
- Market information on Infra trends (built from Prequin)

*\*Prices subject to VAT (3%)*

<https://lpea.lu/academy/>

**Francisco da Cunha****Partner**

**Cross-Border Tax**

**Deloitte Tax & Consulting**



Francisco joined Deloitte in 2008 and is now Partner in the Cross-Border Tax department, Deloitte Luxembourg's Real Estate Tax Leader and Infrastructure Industry leader.

Francisco is currently assisting a wide variety of public and private clients in the Real Estate, Infrastructure and Private Equity industries. As part of his work, Francisco handles international tax structuring advice for these clients and assists in determining the most efficient tax structure for the purposes of (i) financing, (ii) on-going repatriation mechanics and (iii) exit/divestment.

As part of this work, Francisco handles a team of tax professionals in Luxembourg and is in frequent contact with the Deloitte affiliated offices so as to offer the most suitable and tailor made solution to his clients.

Aside from this, Francisco handles Latin American and Southern European business development, counting with a multilingual team of Portuguese, Spanish, Brazilian, and Peruvian professionals for these purposes. As a part of these efforts, Francisco travels frequently to Latin America, Portugal and Spain and is a frequent speaker on conferences related to tax structuring in these countries.

Francisco is a Lawyer registered in the Portuguese Bar Association and since beginning of his career has always performed its activity in the field of international tax.

Having started in Lisbon in Andersen's VAT department where he then moved to the International Tax Department, Francisco was also in charge of the Madeira representation of one of the most reputed law firms in Portugal and worked as well as Tax Lawyer in the Lisbon representation of a Spanish Law firm, before joining Deloitte Luxembourg in 2008.

Francisco is a frequent speaker in conferences and author of several articles related to International Tax.

**Session 2 – Valuation specifics for Infra**

23/10/2024 from 9:00 AM to 12:00 PM

In person at Deloitte Premises

**Module Price (includes 3 sessions):**

**Members: 460 EUR\***

**Non-Member: 615 EUR\***

**Part1:**

- Risk Taking / Investment process
- Buy and Hold vs Buy and Sell
- ESG for Infra Assets (how the Infra targeting is allowing net zero strategies to be implemented)

**Part2:**

- Valuation: practical examples (Core/Core+/Value Add)
- Stress testing for Infra assets from the eyes of an Asset Manager

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**Pedro Alonso-Lamberti**

Allianz Capital Partners

A company of Allianz Global Investors

**Director**

**Portfolio Management Private Markets**



Pedro is a Senior Portfolio Manager at ACP Luxembourg with a focus on Infrastructure and Private Equity, encompassing both direct and indirect strategies. In his position, he is responsible for: financial planning, performance monitoring and optimization of investments, including modelling and forecasting.

Besides, Pedro serves on different boards as director and acts as a voting member of related investment committees.

In his 15 years of professional career, he deployed his experience within corporate finance departments of Big 4 firms (dealing with M&A, valuation and business modelling) based in Madrid, LatAm and Luxembourg focused on renewable energies, core infrastructures and natural resources.

**Rafaël Le Saux**

**Advisory Director, Corporate Finance –  
PwC Luxembourg**



**Session 3 – Structuring for Infra Assets**

24/10/2024 from 9:00 AM to 12:00 PM

In person at Deloitte Premises

**Module Price (includes 3 sessions):**

**Members: 460 EUR\***

**Non-Member: 615 EUR\***

**Part 1:**

- Direct investment / Indirect Investment / Co-Investment (valuation / interest in duplicating Mgt fees, underwriting with JV Partners) -
- ESG for Funds (SFDR, Governance, Certifications) -
- Tax structuring specifics

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