

Evgeny Trusov,

Deputy Head of Infrastructure Capital and Project Finance at VTB Capital, has over 15 years of business and financial advisory experience, having worked prior to VTB Capital as a partner at Ernst & Young in charge of the corporate finance advisory in CIS.

His project and infrastructure finance advisory experience includes most of Russian concession and PPP projects. Evgeny provided advice on financial and commercial structuring of the Russian toll road and airport concessions (Moscow-St. Petersburg and CKAD, Pulkovo), advice on the acquisition of a stake in a regional Russian airport, worked with a consortium bidding for a Yanino waste plant concession in St. Petersburg, provided advice to Russian Railways on financial structuring of the HSR link between Moscow and St. Petersburg, and advised the sponsors on the financing of a CCGT power plant. He was also involved in a number of M&A transactions in other industry sectors.

Evgeny graduated from Moscow State Institute of International Relations and obtained MBA degree from Chicago University Graduate School of Business.

Trusov Summary

Overview of the main elements of the concessional model of transport infrastructure financing in Russia (taking as examples several projects that have already attracted project funding):

- Features of railway infrastructure projects in comparison with other modes of transport (roads, airports), affecting the structuring of project financing;
- The possibility of the application of project financing model when constructing new railway infrastructure objects, the necessary conditions to attract the limited regress financing, the main sources of funding.