

# Speaker Profiles

## UK/US HIGH SPEED RAIL

### Bob Docherty

#### *International Business Specialist*

#### UKTI

Bob has been working with UKTI for around 4 years, providing a broad base of market experience and expertise to the rail sector team. Previously his role with Corus Rail, as both Commercial Manager International based in Paris, and Business Development Manager operating from the UK, brought him into contact with many of the world's railways. Bob has first hand experience of more than 80 International Markets gained from selling rail products and services around the world.

### Tim Gray

#### *International Business Development Director* *Rail Industry Association*

Tim Gray has responsibility for export related activities on behalf of the Association's member companies. Members include manufacturers, all the major track renewal companies, rolling stock maintenance companies, consultants, leasing companies, and providers of specialist services to the world's railways. Tim has extensive experience in technical and commercial roles within the private sector. Early work involved testing of rolling stock and infrastructure interfaces before a move into commercial management at privatisation.

### Dana R. Levenson

#### *Managing Director*

#### *The Royal Bank of Scotland (RBS)*

Dana R. Levenson is the Managing Director in charge of The Royal Bank of Scotland's RBS' North American infrastructure banking business where he leads the effort either advising potential sellers of infrastructure assets or advising and arranging the financing for buyers. Prior to joining RBS, he was the City of Chicago's Chief Financial Officer where he oversaw the City Comptroller's Office and the departments of Budget and Management, Procurement Services and Revenue. In particular, he was responsible for the long-term lease concession sales of both the Chicago Skyway for \$1.83 billion in 2005 and the Chicago Downtown Parking System in 2006 for \$563 million. He also began the effort to lease Midway Airport and also led the effort to raise the City's bond ratings to their highest levels since 1978.

### David Narfesky

#### *Partner*

#### *Mayer Brown*

David Narfesky has 30 years experience in public law, has had an active role in high profile P3 transactions, with particular responsibility for governmental and regulatory aspects. He served as Deputy Corporation Counsel for the City of Chicago, where he managed the transactional and commercial legal work of the City, before joining Mayer Brown in 1989. His practice has included the representation of Chicago-area governments in the financing of convention center and sport stadium facilities, mass transportation projects and waste disposal facilities; and the representation of the State of Illinois, the Chicago Board of Education and the City of Chicago in public finance offerings.

## Joe Seliga

*Partner*

**Mayer Brown**

Joe Seliga represents public sector and private sector clients in a wide array of transactional, legislative and regulatory matters. Joe has extensive experience in complex government transactions, particularly in the infrastructure sector. He also has advised clients on path-breaking toll road, parking, airport, port and lottery concession transactions and represented clients with respect to wind farm, power plant, water and sanitary system and coal and coal gasification projects in various states.

## Tim Smart

*Director Engineering & Assets*

**HS1 Ltd**

Tim Smart is an Executive Director of HS1 the UK's first high speed railway with particular responsibility for engineering and operations. Tim has over thirty years of experience in civil engineering design and construction, a significant amount of which has been gained in railways including the high speed Channel Tunnel Rail Link [now HS1] and the Jubilee Line Extension. His experience has also included heading the engineering operations on some the busiest regions of the national UK rail network.

# Company Profiles

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### RBS Global Banking & Markets (GBM)

RBS Global Banking & Markets (GBM) division is a leading banking partner to major corporations, financial institutions and public sector clients around the world. GBM provides an extensive range of debt, equity and commodity markets, treasury and investor products, and financial advisory services. The division focuses on long-term customer relationships and excellence in global product execution. GBM is active in the Americas, EMEA and Asia Pacific.

RBS Securities Inc. a member of FINRA/SIPC, is a subsidiary of The Royal Bank of Scotland plc. RBS is the marketing name for the securities business of RBS Securities Inc.

### Mayer Brown

Mayer Brown is a leading international law firm with 22 offices in key business centers across the Americas, Europe and Asia. Mayer Brown has approximately 1,000 lawyers in the Americas, 300 in Asia and 500 in Europe. Our firm's Asian presence was enhanced by our 2008 combination with Johnson Stokes & Master (JSM), the largest and oldest law firm in Asia—confirming our commitment to international growth that reflects the businesses of our clients. In Brazil, for clients who require advice on local law issues, we work closely with our association firm, Tauil & Chequer, which has offices in São Paulo and Rio de Janeiro. Tauil & Chequer is one of Brazil's fastest growing law firms with a particular reputation in the energy, oil & gas and infrastructure markets.

### UK Trade and Investment (UKTI)

The UK is a springboard for global growth. Its dynamic economic and business environment offers a unique combination of opportunity, know-how, innovation, resources and potential for success. UK Trade & Investment is the Government organization that helps UK based companies succeed in international markets. We assist overseas companies to bring high quality investment to the UK's vibrant economy. UK Trade & Investment showcases the latest developments of the UK's vibrant rail industry and plays an important role in helping international railways; operators and suppliers take advantage of the vast expertise and innovation available from the UK rail sector. UK Trade & Investment offers expertise, business intelligence, access to industry networks, contacts and practical support through a network of international specialists throughout the UK, and in British Embassies and Consulates.

### The Railway Industry Association (RIA)

The Railway Industry Association is the business focus of Britain's railway supply industry. Its 160 member companies include major international groups and many specialist businesses offering a wide range of equipment, services and expertise. That range is exceptionally diverse and includes many skills and resources which were previously part of the national railway undertaking but which now operate commercially in the private sector.

Between them RIA members provide virtually all the products and services needed to maintain, renew or build railway systems and their capabilities range from restructuring and modernization of entire railways to supply of small highly-specialised components.

## HS1 Ltd

HS1 Ltd is the organization that owns the assets of the Channel Tunnel Rail Link (CTRL), now called High Speed 1. High Speed 1 is the railway between St Pancras in London and the Channel Tunnel and connects with the international high speed routes between London and Paris, and London and Brussels.

High speed domestic trains use the railway as well as international trains, which provided a much improved commuter service between London and Kent from late 2009. The railway is also capable of carrying freight traffic. HS1 Ltd is the owner of the stations along the route, including the magnificently refurbished St Pancras International.