

# PROXIMO

# CANADIAN INFRASTRUCTURE EXCHANGE 2020

## 15TH OF JULY



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# A MODERN CANADIAN INFRASTRUCTURE EVENT IN LIGHT OF INTERESTING TIMES

## BUILDING ON SUCCESSES IN CANADIAN INFRASTRUCTURE FINANCE

With a focus on real opportunities in today's even more challenging development market and exploration of political influences on procurement trends, this virtual event will facilitate an environment for industry leaders to identify and debate key priorities and evolving characteristics of the Canadian infrastructure ecosystem.

Join us to hear and put questions to top government officials, leading developers, investors and lenders as we discuss adopting dynamic PPP contracts, Covid-19, improving public-private collaboration to align goals and to putting in place appropriate and robust risk transfer for future projects.

As Canadian PPP - a global success story - moves into the new decade, the market will need to build on its enviable track record to maintain growth. Now more than ever is a time to pull together and consolidate. Be sure to join us and industry wide colleagues for an interactive day online this July.

### CONNECT WITH A PAN-REGIONAL COMMUNITY



INTERACTIVE  
LIVE CHAT THROUGHOUT

### REGIONAL GOVERNMENTS



LOCAL POLICY  
EXPERTISE

### GAMIFIED SESSIONS



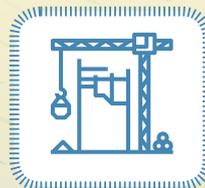
FUN CANDID DEBATE

### ASK SPEAKERS QUESTIONS



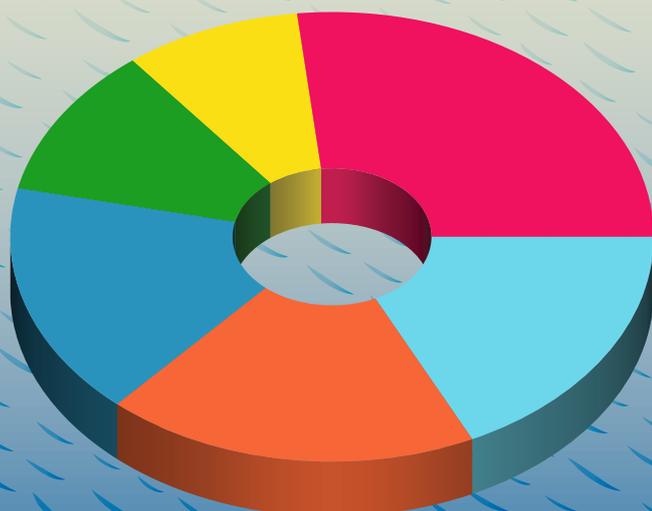
GET ANSWERS LIVE

### TOP CANADIAN



INFRASTRUCTURE  
DEVELOPERS

## WHO ATTENDED IN 2019?



- Bank 18%
- Developer 19%
- Fund 17%
- Government 11%
- Law firm 9%
- Other 27%



# COMPANIES THAT ATTENDED IN 2019

ACS Infrastructure Canada Inc

Addenda Capital inc

AECON

AXA XL

Bank of Montreal

Bench: Municipal Law + Governance

Blake, Cassels & Graydon ( Blakes )

BMO Capital Markets

Bombardier

Borden Ladner Gervais (BLG)

Caisse de dépôt et placement du Québec (CDPQ)

Canada Infrastructure Bank (Banque de  
l'infrastructure du Canada)

Canada Life

Canadian Council for Aboriginal Business

Canadian Council for Public Private Partnerships

Canadian Infrastructure Bank (CIB)

CIBC Capital Markets

City of Mississauga

City of Ottawa

Concert Infrastructure

Davies Ward Phillips & Vineberg

DBRS

Deloitte

DIF

EllisDon

Engie

Fasken Martineau LLP

Fengate Asset Management

Fiera Capital Corporation

Fiera Infrastructure

First Gulf

Fitch Ratings

Gowling WLG

Graham Capital

HOCHTIEF PPP Solutions

HSBC

IAM Private Debt

Infrastructure Canada

Infrastructure Ontario

John Laing

Kiewit Canada Development Corp.

Manulife

Meridiam

Meridiam Infrastructure

Metlife

Ministry of Transportation & Infrastructure, British

Columbia

Mizuho

Modern Niagara

MUFG Bank, Ltd

North Leaf Capital Advisors

Office of the Ontario Minister of Infrastructure

Opus One Solutions

Parsons

Partnerships BC

Plenary Group

PricewaterhouseCoopers GmbH

RBC Capital Markets

Silicon Valley Bank

SLC Management

SNC-Lavalin

Sumitomo Mitsui Banking Corporation (SMBC)

Sun Life

TD Asset Management

TD Bank

Toraza

Torys

Transurban

Travelers Capital Corporation

Turner Townsend

Ventum Real Asset Finance

Veolia North America

WSP Parsons Brinckerhoff





## PROXIMO CANADIAN INFRASTRUCTURE EXCHANGE 2020

**TIMING:**  
**10:30AM - 2:00PM**  
Canada (EST)



**10:30 AM**  
(EST)

### OPENING REMARKS

#### SHOVEL READY: THE NEW REALITY OF INFRASTRUCTURE PROJECTS

As Canada reopens we look to developers, bankers and funds to discuss the strategies and projections for what is ready to go after opening, how current investments will manage, and the new reality of Canada's infrastructure plans.

**10:35 AM**  
(EST)

- How will infrastructure that relies on user models fare as we reopen?
- What can we expect to sell - and who is buying?
- Acceleration of projects, and willingness to proceed after opening.
- Defining "Shovel Ready" and how to get projects to that stage in the meantime
- Communication to investors the recovery strategy

**Michael Lindsay, President, Project Delivery, Infrastructure Ontario**

**Lisa Mitchell, Senior Director - Investment, Partnership and Innovation Infrastructure Canada**

**Phil Verster, President & Chief Executive Officer, Metrolinx**

**11:20 AM**  
(EST)

#### RISK DISTRIBUTION AND UPDATES TO THE PPP MODEL

Transport P3 procurement has tried to benefit from the aggressive risk transfer built into social infrastructure P3s, but in the current market, does a more flexible, more collaborative approach need to take center stage in all infrastructure procurement? Who takes construction risk on and how can it be more balanced?

- Looking towards a developer-owner-operator model and understanding gaps in design build contracts
- How provinces can allocate design, life-cycle and operational risk
- Creating a PPP model that acts as a living contract
- Is it on the private sector to push back on inefficient risk allocation?
- Have the problems that UK and Canadian contractors have experienced led to any debates about how construction risk should be managed in P3?

**Guillaume Bouthillier, Vice President, Head of Global Partnerships, Bombardier**

**Mark Romoff, President and CEO, Canadian Council for Public Private Partnerships**

**Amardeep Grewal, Vice President, Head of Concessions and Infrastructure Finance, Parsons**

**Mario Angastiniotis, Director, Global Infrastructure, Project Finance Group, Fitch Ratings**

**12:00 PM**  
(EST)

### NETWORKING AND LUNCH BREAK

**12:30 PM**  
(EST)

#### APPETITIES FOR DIGITAL INFRASTRUCTURE IN A VIRTUAL WORLD

As the sheer number of deals in the digital infrastructure space increase, we take a peek at the landscape of the rise of digital infrastructure in Canada, and more specifically Canadian data centers

- Data center infrastructure management
- Appetite for investment
- M&A

**Quynh Tran, Co-Head, Infrastructure Finance - North America, SMBC**

**Spencer Ivey, Partner, Infrastructure Debt, AMP Capital**

**1:20 PM**  
(EST)

#### DEAL / NO DEAL

A fun and interactive way to look at pricing and deal making. We present a panel of industry experts with a rapid-fire series of hypothetical deals questions. Their task is to decide:

- 1) Whether they would do the deal
- 2) How they would price the deal
- 3) Whether they would distribute the deal

**Adam Sherman, Managing Director, Group Head - Public and Infrastructure Finance, SMBC**

**Mansi Patel, Director, Vice President, Infrastructure and Project Finance, Americas, MetLife Investment Management**

**Paul Martin, Senior Vice President and Co-Head, Origination Group, Plenary Group**

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to attend the Canadian  
Infrastructure and Power  
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## GET IN TOUCH WITH:



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For speaking opportunities and all things concerning the content covered in this event.

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**ANDREW WOODHOUSE**

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