

PROXIMO

CANADIAN INFRASTRUCTURE EXCHANGE 2019

19 JUNE, DELTA HOTEL, 75 LOWER SIMCOE ST, TORONTO



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women's
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A Canadian infrastructure event built for you

It is now well known that Canadian infrastructure development has fallen behind where it needs to be. This brand new one day event is here to provide a new, innovative setting for national and regional governments to mix with key developers, financial institutions and advisory and promote the ideas, honest debate and relationship building that will help get things moving in Canada.

Scope out new opportunities with a pipeline update from every provincial government and the CIB, see how top bankers are weighing up deals during our new game show Deal or No Deal session format and much more throughout the day.

This is the end of identikit project finance conferences; you won't have been to an industry event like this before.

Welcome to Proximo

Proximo is a brand new platform here to bring the way projects, energy and infrastructure content is delivered into the 21st century through an independent voice, novel media and fun, innovative events. Think podcasts, deep dive opinion articles and gameshow discussion sessions in cool destinations. We are backed by a wealth of industry expertise, allowing us to bring you better, independent insights than you've seen before and relationship building opportunities in markets around the world. Make sure you are part of the project finance revolution and join us today!

Event Features and Themes



Networking app to book meetings on the day



Building smart cities session



Explore mergers and Acquisitions in Infrastructure



Interactive debate on the P3 landscape



Networking opportunities



Game Show: Deal or No Deal



Surveying the future of infrastructure



LRT developments and projection



Future opportunities in infrastructure

Speakers



Nicholas Hann
Head of
Investments
**Canadian
Infrastructure
Bank (CIB)**



Yeganeh Pakdaman
Senior Director,
Project Finance,
Private Debt
**Sun Life Investment
Management**



Mac Bell
Director and Head of P3
Investments
**Fengate Capital
Management**



**Charles-Andre
Pronovost**
Head of Public-Private
Partnership, Global
Sales
Bombardier



Victoria Turnbull
Managing Director
and Co-Head,
Infrastructure
Finance
RBC Capital Markets



Lal Wannappa
Vice President,
Development
HOCHTIEF PPP Solutions



Syed Ahmed
Associate Director, Private
Credit, Infrastructure
Investments
Metlife



Bruce Anderson
Managing Director,
Project Finance and
Infrastructure
**Manulife Financial
Corporation**



**Jonathan Duguay-
Arbesfeld**
Senior Director, Specialty
Finance Fixed Income
**Caisse de dépôt et
placement du Québec
(CDPQ)**



Sébastien Munsch
Managing Director
Canada Life



Vivian Chao
Investor
Relations
Manager
**Fiera
Infrastructure**



Derek Goring
Senior Vice President
Development
First Gulf



Chris Gauer
President, Project Delivery
Infrastructure Ontario



Chris Swail
Director, Stage 2 Project
Office
City of Ottawa



**Assistant Deputy
Minister Kevin Volk**
Major Projects,
Infrastructure
& Properties
Department, Ministry
of Transportation &
Infrastructure
British Columbia



Simon Shekleton
Director
Project Development
Transurban



Mark Liedemann
President & CEO
Partnerships BC



Ryan Gow
Vice President
Fiera Infrastructure



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



Elisabeth Hivon
Partner, Executive
Director
**Meridiam
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Lisa Mitchell
Senior Director,
Investment
**Partnership
and Innovation
Infrastructure
Canada**



Michael Tranter
Director
**Infrastructure
Finance SMBC**



Laith Qamheiah
Managing Director
**BMO Capital
Markets**



David Klassen
Head of Design Build
EllisDon



Andrew Dzikowski
Managing Director,
Infrastructure & Real Estate
HSBC



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



Carmen Wade
Partner
Deloitte



Paul Boucher
Vice President,
Development,
**Kiewit Canada
Development Corp.**



Nanda Kamat
Managing Director
MUFG

AGENDA

19 June 2019

Networking Breakfast & Registration

9:00 AM	Welcome remarks
9:10 AM	Surveying the landscape: deal pipeline by province In this soap box session we will have ministers and senior officials across Canada with responsibility for infrastructure will discuss what's next in their respective provinces <ul style="list-style-type: none">• Political opportunities and obstacles in partnering with the private sector• What type of infrastructure has the most traction in your province? What areas need more development?• What does your project pipeline look like, and how can developers engage with it?• Are there likely to be any major changes to the types of risk you ask private developers to assume? Mark Liedemann , President & CEO, Partnerships BC Chris Gauer , President, Project Delivery, Infrastructure Ontario Assistant Deputy Minister Kevin Volk , Major Projects, Infrastructure & Properties Department, Ministry of Transportation & Infrastructure, British Columbia Lisa Mitchell , Senior Director, Investment, Partnership and Innovation Infrastructure Canada Moderator: Mark Romoff , President & CEO, Canadian Council for Public Private Partnerships
9:50 AM	The \$35 billion dollar question: Update from the Canadian Infrastructure Bank <ul style="list-style-type: none">• What demand risk projects will be the best candidates for CIB support?• How can CIB financing sit alongside private capital? Can it sit with project bonds?• Lessons learned from the multibank Réseau Express Métropolitain• How the CIB will interpret its advisory mandate Nick Hann , Head of Investments, Canada Infrastructure Bank
10:15 AM	Audience Response Survey
10:25 AM	Networking break
11:05 AM	Game show: Deal or 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: <ol style="list-style-type: none">1) Whether they would do the deal2) How they would price the deal3) Whether they would distribute the deal Laith Qamheiah , Managing Director, BMO Capital Markets Bruce Anderson , Managing Director, Project Finance and Infrastructure, Manulife Financial Andrew Dzikowski , Managing Director, Infrastructure & Real Estate, HSBC Moderator: Tom Nelthorpe , Contributing Editor, Proximo
12:00 AM	Building a sustainable future: ESG investment in infrastructure Audience Polling + Panel ESG and Sustainability are taking center-stage in investment strategies and portfolios, even in the world of structured finance. <ul style="list-style-type: none">• How has pressure on ESG and sustainability from the greater market affected your investment strategy?• Does ESG / Sustainability considerations change what financial tools you use? Why?• What reporting frameworks are you using to measure your ESG?• How do we price in climate resilience and decarbonisation in infra assets?• We've had green bonds in Canadian P3. Can we see greater interest on the part of equity investors in, say, mass transit compared to roads/aviation? Vivian Chao , Investor Relations Manager, Fiera Infrastructure Jonathan Duguay-Arbesfeld , Director, Investments, Caisse de dépôt et placement du Québec (CDPQ) Mario Angastiniotism Director , Global Infrastructure, Project Finance Group, Fitch Ratings Moderator: Maura Murphy , Senior Content Producer, Proximo
12:30 PM	Lunch
1:45 PM	Best practices in Canadian procurement and development <ul style="list-style-type: none">• Notes on the current procurement method in Canada• Procurement models outside of P3s - what works and what doesn't?• Potential tools in activating new infrastructure funding Simon Shekelton , Director, Project Development, TRANSURBAN Paul Boucher , Vice President, Development, Kiewit Canada Development Corp. David Klassen , Head of Design Build, EllisDon Moderator: Carmen Wade , Partner, Deloitte

<p>2:20 PM</p>	<p>Mergers & acquisitions in infrastructure</p> <ul style="list-style-type: none"> • Managing relationships through the transaction • Deal flow trends • Pricing structures • What does the uptick in M&A indicate for the future of Canadian infrastructure? <p><i>Syed Ahmed</i>, Associate Director, Private Credit, Infrastructure Investments, Metlife <i>Ryan Gow</i>, Vice President, Fiera Infrastructure <i>Michael Tranter</i>, Director, Infrastructure Finance, SMBC Moderator: Tom Nelthorpe, Contributing Editor, Proximo</p>
<p>2:55 PM</p>	<p>Networking break</p>
<p>3:30 PM</p>	<p>Racing ahead: LRT developments and projections</p> <ul style="list-style-type: none"> • Nuances with each LRT project, both proposed and in process • Provincial vs municipal spending on LRT: how does it affect the project? • Are P3s the best tool in financing LRT projects? • Identifying and mitigating software risks in LRT <p><i>Charles-Andre Pronovost</i>, Head of Public-Private Partnership, Global Sales, Bombardier <i>Chris Swail</i>, Former Director, Stage 2 Project Office, City of Ottawa Moderator: Nanda Kamat, Managing Director, MUFG</p>
<p>4:00 PM</p>	<p>Automating the future: smart city trendline</p> <p>An update on the risks and opportunities for investors in smart cities, and what it means for the future of infrastructure.</p> <ul style="list-style-type: none"> • Digital infrastructure installation and operation • What risks do these new technologies pose for banks and other lenders in financing new assets? • What are the projected returns on the project, and what's the realistic time frame for those returns? • How will automated cars affect the future of transportation infrastructure in municipalities? • Quayside: Toronto's pioneer smart city was initially a praised project and is now getting a decent amount of pushback from the public. • How is the project finance community view the potential of smart city assets? • Is the reward worth the risk; and what indications do we have that this asset class has a positive future in project finance? <p><i>Hisham Omara</i>, Vice President, Strategic Growth, Opus One Solutions <i>Derek Goring</i>, Senior Vice President, Development, First Gulf Moderator: Victoria Turnbull, Managing Director and Co-Head, Infrastructure Finance, RBC Capital Markets</p>
<p>4:35 PM</p>	<p>Drivers & disruptors in PPP</p> <p>Quick-fire Roundup!</p> <ul style="list-style-type: none"> • Current P3 landscape summary • What could the upcoming election cycle forecast for the future of P3? • What triage can we do to prevent project cancellation? • Is this the end of the current P3 model in Canada? • Is now the right time to look at shifting more of projects' funding to user charges? • Exporting the Canadian P3 model • Potential boosters to the Canadian P3 market • What is the role of CIB in boosting the infrastructure sector? • How about capital markets and pension funds part to play in direct investment into this sector? • How are we defining P3's at this stage- Does DB count as a P3 now and how has the definition changed in the last 15 years? <p><i>Elisabeth Hivon</i>, Partner, Executive Director, Meridiam Infrastructure <i>Lal Wannappa</i>, Vice President, Development, HOCTIEF PPP Solutions <i>Mac Bell</i>, Director and Head of P3 Investments, Fengate Asset Management <i>Yeganeh Pakdaman</i>, Senior Director, Project Finance and Infrastructure, Private Debt, Sun Life Investment Management <i>Sébastien Munsch</i>, Managing Director, Canada Life Moderator: Tom Nelthorpe, Contributing Editor, Proximo</p>
<p>5:10 PM</p>	<p>Closing Remarks - End of conference</p>
<p>5:20 PM</p>	<p>Drinks reception begins on 'The Roof at SOCO'</p>

Tickets

Canadian Infrastructure Exchange 2019

Standard rate
USD 900.00

The Proximo Canada 2 day pass!

Extend your pass to the Canada Power and Renewables Exchange on June 20th with a combo ticket

Standard rate
USD 1,200.00

Get in touch



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