

PROXIMO

INFRASTRUCTURE | ENERGY | PROJECTS

FINANCING AMERICA'S INFRASTRUCTURE

VIRTUAL EVENT:
SEPTEMBER 22-24, 2020



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EVENT OVERVIEW

There's no "right" way to procure much-needed upgrades to America's infrastructure. America's states, cities and localities all make decisions in the best interest of their citizens.

But there is best practice in financing infrastructure. This involves allocating risk properly, choosing the right partners, and picking the best financing markets.

Proximo brings you the 2020 **Financing America's Infrastructure event**. It will cover all assets and all financing markets. Whether building a new university campus or selling a container port to another private investor, whether accessing the term loan B or tax-exempt municipal market, this event will cover the latest financing trends with the leading investors and contractors in their segments.

This event will look at what makes assets bankable, bond market-ready or investible, depending on who's looking. It will discuss at how lenders will tackle direct-procure, build-finance, design-build-finance, design-build-finance-maintain, P3, non-profit or fully private structures, with a heavy focus on the deals that are AT or NEAR market.

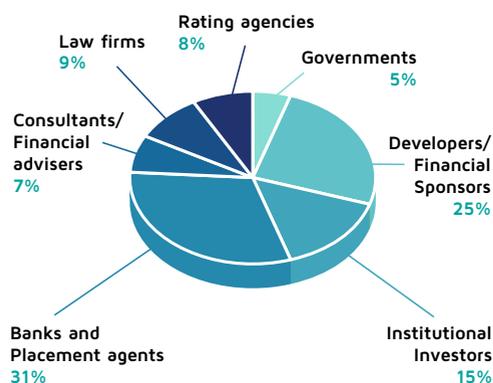
FINANCING AND PROCUREMENT MARKETS COVERED

Tax-exempt muni	Taxable muni	Private placement	P3
PAB	Commercial bank	Listed bond	Leveraged loan/TLB
Securitisation	Build-finance	Non-profit/6320	Development/blended finance

SECTORS COVERED

Transport	Social Infrastructure	Next-generation assets
Roads/Bridges/Tunnels	Higher education	Data centers
Rail	Education	EV Charging
Airports and aviation	Healthcare	Smart cities
Transit	Water & Waste	Leisure/sports
Ports	Student housing	Government data
Parking	District heating	Mobile infrastructure
Street lighting	Justice	Fiber

DELEGATE BREAKDOWN



VIRTUAL EVENT FEATURES



Break out virtual rooms



Interactive Q&A



Chat features: One to one and one to many conversations



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HD Voice & Video

COMPANIES JOINING THE VIRTUAL EVENT INCLUDE:

Acciona Concessions	Colliers	Kiewit Canada Development Corp.	Phoenix Infrastructure Group
ACS Infrastructure	CRC	LA Streetcar, Inc	Plenary Group
Agentis Capital	Cycle	Larsen & Toubro	Prudential private capital
Alinda	Digital Colony	Legal & General Investment Management America (LGIMA)	Ridgewood Infrastructure
Allen & Overy	EdgeConnex	Local Pensions Partnership	ROADIS USA HOLDING LLC
AllianzGI	Edgemoor Infrastructure & Real Estate	Los Angeles Metro	Sumitomo Mitsui Banking Corporation (SMBC)
Apollo	Fengate Asset Management	LSM	Sun Life Financial
Arup	Ferrovial	Madrus	SunLife
Ashurst	FHWA	MDOT	Tampa Bay Rays
AXA XL	First Avenue Capital	MEAG	TD Asset Management
Barclays	Firstbase	Meridiam	Texas Capital Bank
BDO USA	Fitch Ratings	MetLife Investment Management	Transurban
Beel Infrastructure Partners	Garney Construction	Mobilinx Hurontario General Partnership	U.S. DOT - Build America Bureau
Berkeley Research Group	Gateway Program Development Corporation	Navigatio Capital	UBS Asset Management
Bird Construction	General Electric	New Jersey Economic Development Authority	US Environmental Protection Agency
BlackRock	Global Infrastructure Partners	New York Life Insurance Company	Vantage Infrastructure
Brookfield	Graham	NEXUS Infrastructure Capital Management	VICO Infrastructure
Brookfield Asset Management	HNTB	Nippon Export and Investment Insurance	VINCI Concessions USA
Caisse de dépôt et placement du Québec (CDPQ)	HSBC	Nuveen	Voya
Capstone Development Partners	Husch Blackwell LLP	Parsons	Water Asset Management, LLC
Ceres Infrastructure Asset Management	Itinera		WSP
Citi	Jacobs		
Clearway Energy	John Laing		
	Keel Harbour		

SPEAKERS



Morteza Farajian
Executive Director
U.S. DOT - Build
America Bureau



Francis Sacr
Interim Executive
Director
Gateway Program
Development
Corporation



Charles-Henry Leconte
Global Co-Head & Head
of Infrastructure Debt,
North America
Legal and General
Investment Management



Krudo Dejesus
Vice President
Fengate Asset
Management



Kent Rowley
Partner
Allen & Overy



Quynh Tran
Managing Director,
Co-Head, Infrastructure
Finance - North America
SMBC



Ray Diprinzio
Executive Director
and Co-Head,
Infrastructure Finance
SMBC



Nick Cleary
Partner
Vantage
Infrastructure



Jordan Gaston
Director of Finance
Capstone
Development
Partners



Colin Peppard
Senior Director,
Public-Private
Partnerships
& Innovation
Los Angeles Metro



Hadley Peer Marshall
Managing Director,
Infrastructure
Brookfield



Christina Kim
Senior Vice
President
Prudential
Private Capital



Jonathan Duguay-Arbesfeld
Senior Director,
Infrastructure Financing
Caisse de dépôt
et placement du
Québec (CDPQ)



Noah Jolley
Vice President,
Project
Development
ACS Infrastructure



Sia Kusha
Group Head,
Project
Development
and Partnering
Plenary Group



Ryan Prince
Senior
Investment
Director
Itinera



Jaime Diaz Perez
Head of Business
Development,
Concessions
North America
Acciona



Dorina Yessios
Partner
Allen & Overy



Joseph Harar
Chief Financial
Officer
EdgeConnex



Scott Zuchorski
Managing Director,
Head of Infrastructure
& Project Finance
Ratings - North America
Fitch Ratings



Matthew Diserio
President
Water Asset
Management, LLC



Perry Offutt
Managing Director,
Head of
Infrastructure
Americas
UBS Asset
Management



Yuval Cohen
Director, Global
Technology
Leader, Capital
& Transactions
Advisory
Jacobs



Andrew Smith
Counsel
Ashurst



Michael Tranter
Exec Director
SMBC



Sallye Perrin
Senior Vice
President
WSP USA

AGENDA

DAY 1: TRANSPORTATION

WELCOME AND OPENING REMARKS

10:00AM **David Samuel, Commercial Director, Proximo**
Maura Murphy, Senior Content Producer, Proximo

10:10AM KEYNOTE ADDRESS: THE AMERICAN INFRASTRUCTURE RENAISSANCE?

EST How has the state of America's infrastructure evolved?
Priority sectors and regions for investment in the US
Prospects for improvement in US infrastructure, and categories that might shift
What is the policy and legislative climate for infrastructure investment?
Might US infrastructure need to be "re-wired" for the post-COVID age?

DJ Gribbin, Founder, Madrus; Senior Operating Partner, Stonepeak Infrastructure Partners

10:45AM WHERE'S THE FUNDING? USER CHARGES, GRANTS, NEW MECHANISMS

EST What is the future for tolls/farebox-supported investment in an age of lower mobility?
Why have states been wary of making grant-funded investments in high-speed rail/transit?
What is the likelihood of new incentive programs for private infrastructure investment?
What support might be needed/available to keep air travel afloat? Will availability concessions still be the best way of procuring aviation upgrades rather than privatisations?
Could retail/entertainment/commercial development be incorporated into transport projects' revenue mixes more effectively?

Colin Peppard, Senior Director of Public Private Partnerships and Innovation, LA Metro
Frank Sacr, Interim Executive Director, Gateway Development Partners
Scott Zuchorski, Managing Director and Head of Infrastructure & Project Finance, North America, Fitch Ratings
Moderator: Adam Sheets, Vice President - National Practice Consultant, HNTB

11:30AM REFRESHMENT AND NETWORKING BREAK

Interactive small group networking - Raise your hand and join the conversation!

12:00PM LUNCHEON KEYNOTE

EST Morteza Farajian, Executive Director, U.S. DOT, Build America Bureau

12:20PM WHERE'S THE FINANCING? IS IT ALL ABOUT COST?

EST Liquidity versus dry powder - can funds gain ground on banks in unsettled markets?
What federal financing programs are available?
The muni meltdown that wasn't - GO financings hold their ground
Evolving role of regulatory treatment and credit ratings in infrastructure financings
Current state of investor tolerance for construction risk and possible mitigants
Pricing, terms and speed of execution - what matters most right now?
Key factors involved in procurement discussions: risk transfer, debt capacity, policy priorities, private sector capacity
How enabling legislation encourages flexible decision-making - and how it can hinder

Charles-Henry Lecointe, Global Co-Head & Head of Infrastructure Debt, North America, Legal & General Investment Management
Daniel Schned, Project Development Coordinator, U.S. DOT, Build America Bureau
Hadley Peer Marshall, Managing Director, Brookfield
Sia Kusha, Group Head, Project Development and Partnering, Plenary Group
Moderator: Kent Rowey, Partner, Allen & Overy

1:05PM WHO'S GOT THE SHOVELS? CONTRACTORS, SPONSORS, OR THOSE THAT DO BOTH?

EST Are large contractors reassessing their willingness to take on design, permitting, and even price risk?
Do strategic equity providers add value to P3 deals or can a 100% financial sponsor grouping work well?
The projects that attract healthy bidding - and the ones that struggle
Secondary market activity: private-private and public-private - opportunities to recycle capital
The value of a clear and dependable procurement programme, regardless of method

Krudo DeJesus, Vice President, Fengate Asset Management
Noah Jolley, Vice President, Project Development, ACS Infrastructure
Ryan Prince, Senior Director of Investments, Itinera
Moderator: Andrew Smith, Counsel, Ashurst

1:45PM VALUE DIVE: APPRAISING REVENUE RISK ASSETS

EST A panel of industry experts looks at the recovery trajectory for transit, toll road and aviation assets. Presenters for each sector put their case
How your sector has coped with the downturn?
What your expected recovery profile is?
What investment might be needed to re-adapt infrastructure?
What the prospects for greenfield projects are?
Are public and private vendors still expecting high multiples?

Albert Racciatti, Chief Economist, Itinera Infrastructure & Concessions

Scott Monroe, Senior Director, Global Infrastructure, Fitch Ratings

Sallye Perrin, Senior Vice President, WSP USA

Moderator: Michael Whalen, Managing Director, Berkley Research Group

2:15PM CONCLUDING REMARKS AND NETWORKING

DAY 2: SOCIAL INFRASTRUCTURE

10:00AM OPENING REMARKS

Bryan Gartenberg, Senior Vice President - Escrow and Specialized Services, Texas Capital Bank

10:05AM PUTTING SUSTAINABILITY AT THE HEART OF ALL INFRASTRUCTURE

EST Developing, and financing infrastructure to improve Americans' outcomes and well-being.
Going beyond renewables.

Nick Cleary, Partner, Vantage Infrastructure

Jaime Diaz Perez, Head of Business Development, North America, ACCIONA

Jed Freedlander, Managing Partner & Head of Business Development, Phoenix Infrastructure Group

Jason Taylor, Vice President, Public Private Partnerships, American Campus Communities

Moderator: Yuval Cohen, Director, Global Technology Leader, Capital & Transactions

Advisory, Jacobs

10:50AM HIGHER EDUCATION AT A CROSSROADS

EST The outlook for demand for college facilities and college educations - likely winners and losers
Can universities' drive to outsource infrastructure operation maintain its momentum?
Student housing: Dealing with existing assets and planning ahead
A clear-eyed look at institutions' finances

Jason Taylor, Vice President, Public Private Partnerships, American Campus Communities

Jordan Gaston, Director of Finance, Capstone Development Partners, LLC

Archie Chandrasekhar, Director | Higher Education and Not-for-Profit Health

Care | Public Finance Department, Citi

Moderator: Matt Myllykangas, Founder, Rush Lake Development

11:30AM REFRESHMENT AND NETWORKING BREAK

Interactive small group networking - Raise your hand and join the conversation!

12:00PM WATER: MEETING ITS PROMISE AT LAST

EST A review of WIFIA and other methods of attracting capital to the sector
Has the sector capitalised properly on interest in sustainable investments?
Potential impacts from climate change and environmental issues
Outlook for privatisation, outsourcing, and new contracting models

Perry Offutt, Managing Director, Head of Infrastructure Americas, UBS Asset Management

Matthew Diserio, President, Water Asset Management LLC

Brian Cullen, CEO, VICO

Mike Heitmann, CEO, Garney Construction

Moderator: Raymond DiPrinzio, Co-Head of Infrastructure, North America Global

Structured Finance, SMBC

12:45PM FINANCIAL INVESTORS: US SOCIAL INFRASTRUCTURE STARTS TO DE-RISK

EST Which assets have proved most attractive in the secondary market?
Do cities, states and colleges show continued interest in recycling capital?
How US assets compare with jurisdictions elsewhere for investors
The likely next frontiers for financial investors

Mansi Patel, Director, Vice President Infrastructure and Project Finance, Americas,

Metlife Investment Management

Gregory Kitscha, Investment Director - North America, John Laing

Matthew Coady, Director, Financial Advisory, Plenary Group

Moderator: Anna Hermelin, Co-head of Projects, Americas and Office Managing Partner, Ashurst

1:30PM DEAL OR NO DEAL?

EST Suggested: Managed lanes, hospital deal and memorial stadium
What's the asset?
What are the economics?
Who's the owner?
What are the debt terms?
Would you do the deal?

Michael Tranter, Executive Director and Group Head, SMBC

Christina Kim, Senior Vice President, Prudential Private Capital

Amy Lloyd, Director, P3 and Project Finance, Citi

Moderator: Tom Nelthorpe, Editor, Proximo

2:15PM CONCLUDING REMARKS AND NETWORKING

DAY 3: NEXT GENERATION INFRASTRUCTURE

10:00AM OPENING ADDRESS: NEXT GENERATION OF INFRASTRUCTURE IN AMERICAN COMMUNITIES AND THE FUTURE OF WORK

EST

Listening to the clients: What America's states and municipalities need
Why next generation assets will benefit from private capital
Connected cities AND rural communities
Outcomes-based infrastructure procurement

Chris Herd, Founder and CEO, Firstbase

10:45AM DIGITAL INFRASTRUCTURE: OPTIONS FOR PROCUREMENT

EST

Working with existing firms, or building up open-access providers
Data centres - public and private focus, real estate or infrastructure fund focus
5G and improved mobile connectivity
Developing procurement methods that serve ALL communities

Jonathan Duguay-Arbesfeld, Senior Director, Infrastructure Financing, Caisse de dépôt et placement du Québec (CDPQ)

Joseph Harar, Chief Financial Officer, EdgeConnex

Tom Yanagi, Managing Director, Digital Colony

Quynh Tran, Managing Director, Co-Head, Infrastructure Finance - North America, SMBC

Moderator: Dorina Yessios, Partner, Allen & Overy

11:30PM STADIUM AND ARENA FINANCE

EST

Can the sports industry talk about growth or only recovery?
Are leisure facilities still viable vehicles for regeneration?
Financing options - fully private, municipal, TIF - and bank or bond?
M&A-driven options for other assets - and possible non-recourse financing structures

Chad Lewis, Senior Director, Fitch Ratings

Aron Davidowitz, Senior Director, Private Capital Investments, New York Life Insurance Company

Stacy Sonnenberg, Managing Director, Public Sector & Infrastructure / Global Sports Finance, Goldman Sachs

David Abrams, Banker, Inner City Sports

Moderator: Tom Nelthorpe, Editor, Proximo

12:15PM CLOSE OF EVENT AND POST EVENT NETWORKING

EST

Interactive small group networking - Raise your hand and join the conversation!



GET IN TOUCH!

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2 tickets **\$795**
3 tickets **\$999**

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CONSTANTINA CHRISTOPHIDE

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