

# PROXIMO AMERICAS

DIGITAL INFRASTRUCTURE

# 2022

NEW YORK, MARCH

INVITE-ONLY EVENT

ETC VENUES 360 MADISON AVENUE  
NEW YORK, NY 10017, USA

## SPONSORS



MAYER | BROWN



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JAYMIE SCORTO & ASSOCIATES



PROXIMO  
AMERICAS  
DIGITAL INFRASTRUCTURE  
2022  
NEW YORK, MARCH  
INVITE-ONLY EVENT

3 MARCH, ETC VENUES 360 MADISON AVENUE

## OVERVIEW

Proximo is taking New York! Block out your diary on 3 March 22 and join America's foremost digital infrastructure dealmakers including leading developers and operators, focused members of the investment ecosystem and the most forward facing government agencies. Don't miss engaging session types that promise to leave you with insights that will equip you for the next big moves in digital infrastructure and new ideas across the financing landscape, M&A opportunities for data centres, fiber, cell towers and more. In the wonderful world of 'hybrid', join in-person in New York and get all the benefits of an online event.

FOR SPEAKING OPPORTUNITIES PLEASE EMAIL: [MAURA.MURPHY@PROXIMOINFRA.COM](mailto:MAURA.MURPHY@PROXIMOINFRA.COM)

FOR SPONSORSHIP OR MEMBERSHIP ENQUIRIES PLEASE EMAIL: [DAVID.SAMUEL@PROXIMOINFRA.COM](mailto:DAVID.SAMUEL@PROXIMOINFRA.COM)

### PHYSICAL EVENT TICKET

- Additional networking features such as ice-breaker drinks and cocktail reception
- Access to the virtual event platform – reach out to virtual-only attendees and watch all sessions on-demand if you miss them
- Delegate list of all those on-site so you can arrange meetings in advance
- Networking concierge service – allow us to do the leg work and introduce you to new potential clients

### VIRTUAL EVENT TICKET

Exclusive to Proximo Members!

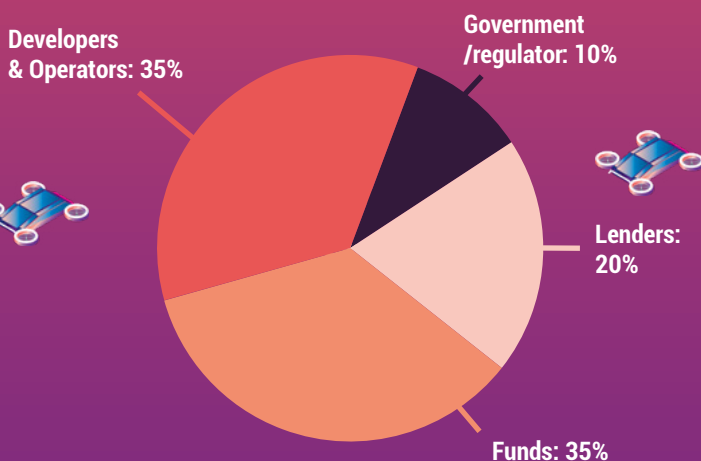
Watch all sessions on-demand after the event as well as use our 'Search the Guest List' feature to reach out to other virtual attendees and those joining the physical event in-person.



### APPLY TO ATTEND

### FIND OUT MORE

### DELEGATE BREAKDOWN



"As an inaugural event in an unprecedented time, Proximo's ability to bring together such an expert group to address America's infrastructure should be commended. Sessions were informative, well attended and the interaction between the audience and panelists effective. We'll definitely add this to our calendar of events in future years."

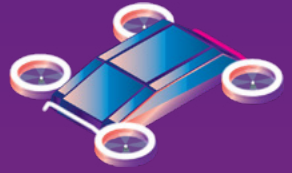
Sia Kusha  
Senior Vice President  
PLENARY

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# AGENDA

MARCH 3, 2022  
NEW YORK, NY



9:30 AM	<b>BREAKFAST &amp; REGISTRATION</b>
10:20 AM	<b>OPENING REMARKS</b> <b>Maura Murphy</b> , Senior Content Producer, <b>PROXIMO</b>
10:30 AM	<b>FINANCING THE LANDSCAPE FOR DIGITAL ASSETS</b> <ul style="list-style-type: none"><li>Is ever increasing demand driving new financing and deal structures?</li><li>What risks are not being recognized?</li><li>Where is investment in connectivity most needed?</li></ul> <b>Michael Brescio</b> , CFO, <b>ZenFi Networks</b> <b>Steven Marshall</b> , Executive Chairman - Telecoms, <b>Cordiant Capital</b> <b>Michael Obhof</b> , Managing Director, <b>Ardian</b> <b>Nicholas Laag</b> , Chief Executive Officer, <b>Prime Data Centers</b> <b>Moderator: Kemal Hawa</b> , Partner, <b>Greenberg Traurig</b>
11:15 AM	<b>BUILDING NEW "ROADS" - THE FUTURE PATH OF DIGITAL INFRASTRUCTURE</b> <ul style="list-style-type: none"><li>Digital access as a utility</li><li>Infrastructure bill incentives for rural connection</li><li>Renewable power and socially conscious infrastructure in action</li></ul> <b>Anubhav Raj</b> , Chief Financial Officer, <b>Aligned Data Centers</b> <b>Ted Morcarski</b> , Senior Partner, <b>Novacap</b> <b>Marlon Smith</b> , Managing Director, <b>JLC Infrastructure</b> <b>Josh Pang</b> , Managing Director, Head of Digital Infrastructure, <b>Carlyle Global Infrastructure</b> <b>Moderator: Chad Crank</b> , Managing Director, Private Equity, <b>Grain Management</b>
12:00 PM	<b>DATA GROWTH DRIVERS</b> <ul style="list-style-type: none"><li>What lenders are leading the charge</li><li>How are end users changing</li><li>Where are investment needs focused?</li><li>How are hyperscalers moving the conversation?</li><li>Data Priorities of FANG / financial services - how do they differ?</li></ul> <b>James Redmond</b> , Director, <b>Infra Debt</b> , <b>AMP Capital</b> <b>Chris Moon</b> , Managing Director, <b>Digital Bridge</b> <b>Tom Brown</b> , President and CEO, <b>DataGryd</b> <b>Quynh Tran</b> , Co-Head and Managing Director, Infrastructure Group, <b>SMBC</b> <b>Moderator: Dolly Mirchandani</b> , Partner, <b>White &amp; Case</b>
12:50 PM	<b>LUNCH</b>
2:15 PM	<b>DEAL OR NO DEAL</b> Proximo's signature gameshow! Lenders from the market come together to discuss 3 hypothetical deals and <ul style="list-style-type: none"><li>USA PPP Broadband</li><li>Latam tower consolidation</li><li>Canadian clean energy/ carbon neutral data center</li></ul> <b>Vanessa Roy</b> , Director, <b>SMBC</b> <b>John Ghirardelli</b> , Executive Director, <b>Morgan Stanley</b> <b>Stephen Nettler</b> , Managing Director, <b>ING Capital</b> <b>Moderator: Ed Moeller</b> , Senior Underwriter, <b>AXA XL</b>
3:15 PM	<b>NETWORKING BREAK</b>
3:55 PM	<b>FIBER TO THE PREMISES</b> <ul style="list-style-type: none"><li>Rural connection incentives at the federal level</li><li>What advantages are there to combining data and fiber in investor portfolios?</li><li>What revenue Models work best for rapid Deployment?</li><li>Rights of way and working with commercial partners</li><li>Blending debt, grants, and non-traditional finance</li></ul> <b>Kanan Joshi</b> , Head of Digital Infrastructure, <b>DIF</b> <b>Felix Boyeaux</b> , Principal, <b>KKR</b> <b>Erin Austin</b> , Chief Operating Officer, <b>Smart City Infrastructure Fund</b> <b>Moderator: Fritz Lark</b> , Partner, <b>Mayer Brown</b>
4:45 PM	<b>5G AND TOWERS</b> <ul style="list-style-type: none"><li>Where is investment in connectivity most needed?</li><li>What new entrants are there to the market? Are they changing the playing field?</li><li>How are relationships with landowners and carriers evolving?</li></ul> <b>Aniceto Huertas</b> , Partner, <b>Beel Infrastructure Partners</b> <b>Geneviève Maltais-Boisvert</b> , Principal, <b>DigitalBridge</b> <b>Suruchi Ahuja</b> , Chief Executive Officer, <b>Tillman Global</b> <b>Moderator: Lawrence Askowitz</b> , Managing Director, <b>Bank Street</b>
5:30 PM	<b>CLOSING REMARKS &amp; NETWORKING RECEPTION</b>

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# PREVIOUS ATTENDEES INCLUDE:



## DEVELOPERS

eStructure  
Aptum Technologies  
Mobilitie  
SunGrid  
Vantage Data Centers  
Vertical Bridge  
Ascent  
GoldConnect  
BluEarth Renewables  
SiFi Networks  
365 Data Centers  
Compass Data Centers  
Bandwidth IG  
QTS Data Centers  
Parallel Infrastructure  
Aligned Energy  
Arup  
John Laing  
Diode Ventures  
DigitalBridge  
EdgeConnex  
Generate Capital  
Southern Cross Group  
Edison Energy  
NTI  
Sumitomo Corporation  
Plenary Group  
Machool  
Zenfi  
Phoenix Tower Group  
Sabey Data Center Properties

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Macquarie Capital  
Ares Management  
Grain Management  
AMP Capital  
Cordiant Capital  
ISquared Capital

Allianz Global Investors  
M/C Partners  
Basalt Infrastructure Partners LLP  
Blackstone  
Landmark Dividend  
Windsor Private Capital  
MetLife Investment Management  
Lumerity Capital  
Mapletree Investments  
Exagon Impact Capital  
Phoenix Group  
Alliance Bernstein  
Texas Municipal Retirement System  
Washington state investment board  
Morgan Stanley Infrastructure  
Nuveen  
Vantage Infrastructure  
Xona Partners  
Seva Capital

## FINANCIAL INSTITUTIONS

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Texel  
Citi  
ING Bank  
HSBC  
Société Générale  
Moelis & Company  
European Investment Bank  
Wilmington Trust  
Goldman Sachs  
MUFG Bank  
Truist  
Kaiserwetter  
DB Insurance  
Brean Capital  
Prumo Logística S.A.  
KBFG Securities America

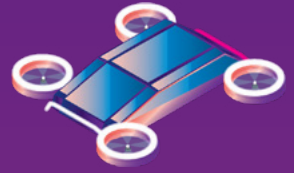
## LAW FIRMS

Greenberg Traurig  
Milbank LLP  
Allen & Overy  
Berwin Leighton Paisner  
Shearman & Sterling





# APPLY TO ATTEND!



As this event is invite-only, spaces are extremely limited. If you would like to take part please email:

***david.samuel@proximoinfra.com***  
to request a ticket.

## WHAT DOES THE PROXIMO MEMBERSHIP GIVE YOU?

*Virtual-only access to this event is included in a Proximo Membership!*

### MEET

One-to-one online interaction with industry leaders through our virtual events and webinars

### SHARE

Interact and build lasting relationships with our growing network of energy, infrastructure and project finance leaders through our members hub

### ENHANCE

One-to-one interaction with training course experts, plus access to live training sessions

### COLLABORATE

Find project finance deal-makers showcasing expertise and areas of interest to work with through Tagmydeals

**EMAIL [DAVID.SAMUEL@PROXIMOINFRA.COM](mailto:DAVID.SAMUEL@PROXIMOINFRA.COM) TO LEARN MORE**

## GET IN TOUCH



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