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VIRTUAL EVENT

AMERICAS DIGITAL INFRASTRUCTURE FINANCE

MARCH 3RD 2021



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"Whether you are a capital provider or an experienced developer looking for financing, this is the place to connect and find solutions that will put steel in the ground and generate yield for your investors."

Andy Israelson
Vice President
Convergent Energy + Power

EVENT OVERVIEW

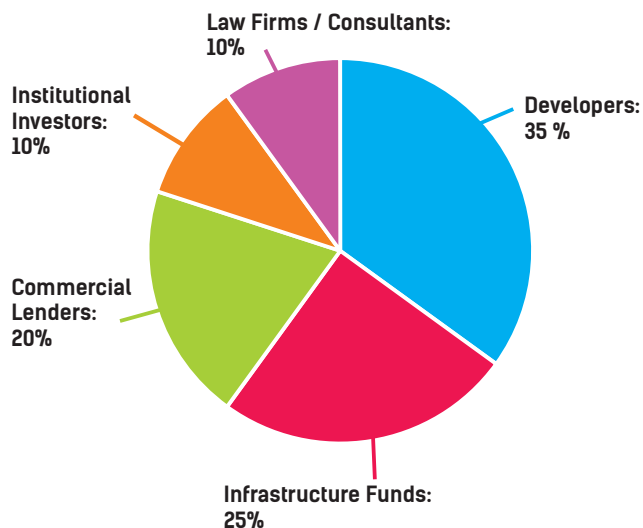
In the last 12 months banks have reported much higher debt financing volumes, and digital infrastructure has shrugged off a COVID-19 crisis that has caused so many challenges in other sectors.

Demand for data storage and bandwidth keeps climbing, users require higher reliability and better coverage, and projects have become ever more complex. Keeping in touch with all of the latest developments in financing digital infrastructure can be challenging.

Join us at Proximo Americas Digital Infrastructure Finance to discuss the next steps in the evolution of the market!

Be part of our custom-built virtual event platform designed with your needs in mind. Message anyone with an invite to your personal private meeting room - need an introduction? We are a couple of clicks away. What's more if you have to miss a session or two you can catch up on-demand afterwards.

DELEGATE BREAKDOWN



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SPEAKERS



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



**James
Courtenay-Evans**
Chief Financial
Officer
SiFi Networks



Sharif Metwalli
Chief Financial
Officer
**Vantage
Data Centers**



Tom Maher
Head of Business
Development
**Whitehelm
Capital**



John Veech
Managing Director and
Head of Americas
**Morgan Stanley
Infrastructure
Partners**



Jean-Valery Patin
Co-Head Energy,
Resources and Infra
for the Americas
BNP Paribas



Fredric Rosenberg
Head, U.S. Credit
Solutions and
Direct Lending
Deutsche Bank



Kemal Hawa
Shareholder
**Greenberg
Taurig**



Bob DeSantis
Chief Executive
Officer
365 Data Centers



Jeremy Wolfe
Director
CIT



Todd Coleman
President & CEO,
Founder
**eStruxture
Data Centers**



Thomaz Dreifuss
Director, TMT
M&A Advisory,
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BNP Paribas



Madison Williams
Executive Vice
President
**QTS Data
Centers**



Bernard Borghei
Co-Founder
and EVP of
Operations
Vertical Bridge



Sam Southall
Senior Vice
President
**Macquarie
Group**



Patrick Fear
Managing Director
**AB Private
Credit Investors**



Jeremy Villalobos
Chief Operating
Officer
GoldConnect



David Gonzalez
Managing Director & Head
of Project & Structured
Finance Latin America,
SMBC



Lian Phua
Underwriting Manager,
Global Political Risk,
Credit & Bond
AXA XL



Steven Marshall
Executive Chairman
and Managing Partner
Cordiant Capital



AGENDA



Timings listed in
US EASTERN TIME

10.30am	CHAIRPERSON'S OPENING REMARKS
10.35am	<p>DATA DEAL DRIVERS: DEVELOPMENT, ACQUISITION AND FINANCING MODELS IN FLUX</p> <ul style="list-style-type: none"> • Where investment needs are concentrated - from hyperscale to edge. • Customer profiles - will new types of data demand force developers and lenders to grapple with new business models? • Will governments - as hosts or customers - have any influence over data center development? • New financing structures - will the demands of edge data centers push developers towards corporate/portfolio models? • Current lender priorities in cashflow quality and residual value <p>Sharif Metwalli, Chief Financial Officer, Vantage Data Centers Madison Williams, Executive Vice President, QTS Data Centers Mark Prybutok, Managing Director, GI Partners Anubhav Raj, Chief Financial Officer, Aligned Energy Moderator: Quynh Tran, Managing Director and Co-Head, Infrastructure Finance - North America, SMBC</p> <p> Get your questions ready for Live Q&A!</p>
11.20am	<p>PHYSICAL CONVERGENCE: 5G, FIBER AND TOWERS</p> <ul style="list-style-type: none"> • For how much longer will fiber and wireless be considered separate asset classes for financial investors? • What advantages are there to combining data and fiber in investor portfolios? • Will mobile operators be the main vehicles for investment in 5G infrastructure? • What is the outlook for municipal fiber investment - and accompanying grant and tax-exempt financing structures? • Has COVID-19 led to a re-think of where investment in connectivity is required? Could open-access operators take the lead in spurring better residential connectivity? • Will financial services firms and markets continue to drive investments in fiber capacity? <p>Bernard Borghei, Co-Founder and EVP of Operations, Vertical Bridge James Courtenay-Evans, Chief Financial Officer, SiFi Networks Murray Coulcock, Chief Financial Officer, Parallel Infrastructure Steven Marshall, Chairman, Digital Infrastructure, Cordiant Capital Moderator: Chad Crank, Managing Director, Grain Management</p> <p> Join the speaker's lounge and turn on your camera to meet the speakers for live Q&A!</p>
12.10pm	<p>LATIN AMERICA: PROSPECTS AND OPPORTUNITIES</p> <ul style="list-style-type: none"> • Where are investment needs focused? • Country to country, what risk - and return- profiles are we looking at? Where has the most potential? • What opportunities does investment in digital infrastructure provide for Latin American economic growth? <p>David Gonzalez, Managing Director & Head of Project & Structured Finance Latin America, SMBC Jeremy Villalobos, Chief Operating Officer, GoldConnect Jean-Valery Patin, Managing Director, Co-Head Energy, Resources and Infrastructure Americas, BNP Paribas</p>
12.55pm	LUNCH AND VIRTUAL NETWORKING BREAK

1.10pm

SECONDARY SUCCESSION PROCESSES: M&A MARKET CONDITIONS REVIEWED

- Have specialist digital funds enjoyed an advantage over generalist infrastructure funds in competing for assets?
- SPACs as potential avenues for consolidation in towers, tower leases, and data centers.
- Do any digital assets pose conflicts with funds' investment mandates?
- Are mobile operators increasingly wary of private sales, relative to spin-off listings?
- Are bond market conditions still conducive to quick and painless refinancings of bank bridges?
- Are banks more wary of warehousing acquisition debt packages

Tom Maher, Head of Business Development, Whitehelm Capital

Sam Southall, Senior Vice President, Macquarie Group

Bob DeSantis, Chief Executive Officer, 365 Data Centers

Thomaz Dreifuss, Director, TMT M&A Advisory Latin America, BNP Paribas

Moderator: Kemal Hawa, Shareholder, Greenberg Traurig



Join the speaker's lounge and turn on your camera to meet the speakers for live Q&A!

1.55pm

DEBT FINANCE IN FOCUS - WHAT DISLOCATION BUT AT WHAT PRICE?

- Have banks even skipped a beat in their expansion into digital infrastructure?
- If there has been an easing, has it been in pricing, tenor or terms?
- Did the more complex capital markets structures make any headway?
- How important is relationship lending in such a fast-moving market?
- Towards a more ratings agency methodology for digital assets
- What opportunities might there be more widespread use of credit insurance products for bank portfolio management in this space?

Patrick Fear, Managing Director, AB Private Credit Investors

Fredric Rosenberg, Head, U.S. Credit Solutions and Direct Lending, Deutsche Bank

Lian Phua, Underwriting Manager, Global Political Risk, Credit & Bond, AXA XL

Jeremy Wolfe, Director, CIT

Moderator: Vincent Lima, Managing Director, Moelis & Company



Join the speaker's lounge and turn on your camera to meet the speakers for live Q&A!

2.35pm

CRYSTAL BALL AT THE SPEED OF LIGHT: WHAT'S NEXT IN DIGITAL INFRA?

- How consequential are bets on particular types of customers?
- How important is consistent and reliable access to financing markets?
- What is the outlook for non-bank investment in digital infrastructure debt?
- Is it possible yet for operators and owners to assess the consequences of a shift towards homeworking? Could investments in CBD infrastructure end up stranded?
- Will government be likely to assist in helping digital infrastructure providers deal with dislocations in work patterns?
- What is the least well understood potential impact of the introduction of 5G for incumbent infrastructure owners?

Todd Coleman, President & CEO, Founder, eStruxture Data Center

John Veech, Managing Director and Head of Americas, Morgan Stanley Infrastructure Partners

Jared Day, Chief Financial Officer, Compass Data Centers

Moderator: Tom Nelthorpe, Contributing Editor, Proximo

3.20pm

EVENT CLOSE AND NETWORKING

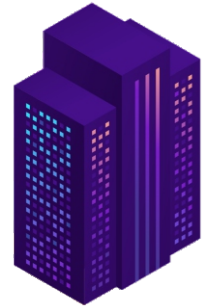


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APPLY TO ATTEND

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