

PROXIMO *Financing*

America's INFRASTRUCTURE

2023

23RD – 24TH MAY, NASHVILLE



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#PROXIMONASHVILLE23

PROXIMO *Financing* America's INFRASTRUCTURE

HILTON NASHVILLE DOWNTOWN
23RD & 24TH MAY

JOIN THE CONVERSATION AT NASHVILLE'S PREMIER FINANCE EVENT

Buckle up for a fast-track to fresh leads and red-hot deals in US Infrastructure!

We return to Nashville for the second year running, bringing with us the top players in American Infrastructure finance.

Be at the forefront of innovation and growth! Explore the implications of **how policy changes will affect new-build infrastructure** and **what market movers are looking to finance in the secondary markets**. Discover **what makes assets attractive to investors**, learn about **projects that are at or near market readiness** and much more.

Pack your bags and get ready for two days of unmatched networking, and business development. Meet key **developers, government agencies, DOT's, institutional investors, banks, law firms, financial sponsors** and **more** - don't miss this fast-track to success in US Infrastructure.

VIEW ONLINE EVENT AGENDA



An event that is dedicated to facilitating introductions and meetings with current clients within the American Infrastructure market specifically



Access to that all-important delegate list well in advance of the event so you can reach out and arrange meetings



Senior level speakers discussing the most pressing issues facing the market - expect to see the best CEOs and Global Heads experts in their field!



Additional networking activities around the main event including ice-breaker drinks on the eve of the event, and a music themed walking tour the evening prior.

SPONSORSHIP PACKAGES:
CONTACT

DAVID.SAMUEL@PROXIMOINFRA.COM

SPEAKING OPPORTUNITIES:
CONTACT

MAURA.MURPHY@PROXIMOINFRA.COM

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MEET THE SPEAKERS



Stephen Brich
Commissioner
Virginia
Department of
Transportation



Russell McMurry
Commissioner
Georgia
Department of
Transportation



Michael Discenza
Interim President
Transurban -
North America



Butch Eley
Deputy Governor
and Commissioner
of Transportation
Tennessee



Jenn Aument
Non-Executive
Director



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



Jennifer Wright
Project Finance
& Debt Director
Texas Department
of Transportation
(TXDOT)



Jared Day
President
and CFO
Compass Data
Centers



Kate Speir
Senior Vice President,
Project Development
Itinera
Infrastructure
and Concessions



Carlos Uguarte
Global Head
of Business
and Corporate
Development
Cintra



Jason Taylor
VP Public Private
Partnerships
American
Campus
Communities



Vineet Agrawal
Senior
Vice President
PIMCO



**Allison
Wisniewski**
Director
Carlyle



**Archie
Chandrasekhar**
Director | Higher
Education and Social
Infrastructure |
Municipal Banking
Citi



Richard Hoskins
Managing
Director
Carlyle



Madelyn Nolan
Vice President
Brookfield



Todd Coleman
Founder,
President
and CEO
eStructure



Daniel Pinan
Head of Corporate
Development for
North America
Ferroviair Airports



Leonarda Orani
Managing
Director
Ardian



Anubhav Raj
Chief Financial
Officer
Aligned Data
Centers



Bob Cantey
Managing Director,
Head of
Infrastructure Debt
Nuveen



Jorge Camina
Head of Sustainable
Infrastructure Credit
Platform
Denham Capital



Lucas Lahitou
Head of
Origination
& Structuring
S&B USA



Kangdi Peng
Associate
Director -
Infrastructure
AustralianSuper



William Parry
Director,
Infrastructure
Investments
Fengate



Reed Singer
Managing Director
Ullico
Infrastructure
Management Co



Ted Schremp
Founder,
President
and CEO
IQ Fiber



Léonie Maruani
Senior Director
Vauban
Infrastructure
Partners



Mark Jennings
Executive
Vice President
Balfour Beatty



Andre Burba
Managing Director,
Private Equity
Partners Group



Carolyn Arida
Managing
Director and Head
of Utilities
Harrison Street



Joel McIntyre
Chief Operating
Officer
Tillman
Digital Cities



Frank Ferramosca
Vice President
of Business
Development
Bernhard



Marco Morra
Principal
GI Partners



Michael Obhof
Managing
Director
Ardian

PRE EVENT - MAY 22

5:00PM

NASHVILLE WALKING TOUR

Join us for a walking tour of downtown Nashville the night before the event! Beginning at the Hilton Downtown hotel at 4pm CT, we will be touring some of the attractions and sights Nashville is famous for - Please RSVP - space is limited!

6:30PM

ICE BREAKER DRINKS

If you aren't able to make the walking tour fear not! Meet us at Rudy's Jazz Room from 6:30 to 8:30 pm to enjoy a drink, good company and live music to kick off the event!

Hosted by:

WHITE & CASE

AGENDA - DAY ONE

8:00AM

NETWORKING BREAKFAST & REGISTRATION

8:55AM

WELCOME REMARKS

Maura Murphy, Head of Production, **Proximo**

9:05AM

ONE HAND IN MY LIQUIDITY POCKET: BANKS AND FUNDS UNITE

Bankers and funds unite to dive deeply into market trends; where the capital for projects is coming from, the risk reward expectations in both debt and equity markets, and explore how banks and private placement investors view market conditions.

- How are debt players feeling about the uncertainty caused by inflation and dislocation in the market?
- Do strategic equity providers add value to P3 deals or can a 100% financial sponsor grouping work well?
- Secondary market activity: private-private and public-private - opportunities to recycle capital
- Will private credit emerge as a substantial player in infrastructure debt markets?

Bob Cantey, Managing Director, **Nuveen**

Andre Burba, Managing Director, Private Equity, **Partners Group**

Richard Hoskins, Managing Director, **Carlyle**

Nanda Kamat, Managing Director - Project Finance, **MUFG**

Moderator: David Christensen, Partner, **Allen & Overy**

9:50AM

DEAL OR NO DEAL

Proximo's signature gameshow returns to Nashville! Top lenders come together to discuss three completely hypothetical deals to discuss:

- What risks are involved
- Financial Structuring and appetite
- And if they would do the deal!

This year's gameshow will include assets from core infra, social, and digital - so get your briefcase ready to play!

Moderator: Thomas Hopkins, Deputy Editor, **Proximo**

10:30AM

NETWORKING BREAK

INFRASTRUCTURE

11:10AM

AROUND THE ..DOT: GOVERNMENT ROUNDTABLE

Roundtable discussion; An opportunity for public officials to convene and discuss updates in the market and the best ways to navigate the changing landscape of infrastructure.

Topic: Public sector perspective on PPP portfolio management -

- Managing ongoing communications with project companies
- What opportunities for additional brownfield works can there be under existing P3 contracts?
- Successfully managing the refinancing process.
- If you had a time machine, what advice would you give the PPP procurement team for the assets you manage?

Stephen Brich, Commissioner, **Virginia Department of Transportation**

Jennifer Wright, Project Finance & Debt Director, **TX DOT**

Russell McMurtry, Commissioner, **Georgia Department of Transportation**

Moderator: Chris Livingstone, Principle, **CohnReznick**

DIGITAL INFRASTRUCTURE

SHOULD I STAY OR SHOULD I GO?

Closer dive in valuations for digital infrastructure assets - Much like the global health of the financial markets are affecting traditionally protected assets, they have the potential to truly affect newer, shorter termed contracts.

- How does this interest rate and valuation changes affect digital assets? How long will it last?
- How are themes of convergence between assets changing the landscape of how projects are delivered?
- Supply chain in digital infrastructure - is this a more secure asset class with opportunities in nearshoring? Or just as impacted as any other market?
- How is 5G building out across the US?

Michael Obhof, Managing Director, **Ardian**

Vineet Agrawal, Senior Vice President, **PIMCO**

Madelyn Nolan, Vice President, **Brookfield**

Moderator: Kemal Hawa, Shareholder, **Greenberg Traurig LLP**

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INFRASTRUCTURE

SIMPLY THE BEST: DEVELOPERS IN THE SPOTLIGHT

Panel of top level market leaders taking stock and exploring new avenues - what asset classes are the most active, what challenges are they facing, and how they are managing through dislocations and quickly fluctuating interest rates?

- Breakdown of the market discussing recent trends in transportation, civil, and social infrastructure
- Risk transfer, capital requirements, and labor shortages affecting project delivery
- Is more legislative impetus needed? In what direction?
- What changes might be needed to bidding processes and structures to cope with uncertainty?
- Will the IIJA and IRA have as profound an impact on the transport and social infrastructure market as it could in renewable energy?

Michael Discenza, President (Acting), **Transurban North America**

Jenn Aument, Non-Executive Board Member

Carlos Uguarte, Global Head of Business Development, **Cintra**

Morteza Farajian, Executive Director, **United States Build America Bureau**

Ray DiPrinzio, Managing Director Co-Head of Infrastructure, North America, Global Structured Finance, **SMBC**

11:55AM

LUNCH

MORE THAN '9 TO 5': INFRASTRUCTURE AS A SERVICE

The definition of infrastructure continues to evolve. Fewer and fewer true greenfield assets are coming to market, and more projects are being delivered as a service. Our session leaders will work through:

- What project structures work best?
- More and more we are seeing hybrid PF /private capital deals; for what assets are these types of deal structures best?
- The value of a clear and dependable procurement program, regardless of method

Andrew Lin, Senior Director, Project Finance & Infrastructure, **KBRA**

Frank Ferramosca, Vice President of Business Development, **Bernhard**

Brian Cullen, CEO, **VICO Infrastructure**

Connie X. Zhai, Director, **Ponder & Co.**

Brian Dugan, Managing Director, **Edgemoor Infrastructure & Real Estate**

Moderator: Joseph Saverino, Partner, **Chapman**

2:20PM

STRUCTURING AMERICA'S INFRASTRUCTURE FINANCE WORKSHOP

This workshop session allows for hands-on discussions to breakdown best practices in structuring new deals. Our session leaders will work through:

- What project structures work best? More and more we are seeing hybrid PF /private capital deals; for what assets are these types of deal structures best?
- The value of a clear and dependable procurement program, regardless of method
- The importance and growing need of including local community stakeholders in any project structuring and financing

Lucas Lahitou, Head of Origination and Structuring, **S&B USA**

John Pickhaver, Head of Infrastructure and Energy Capital, **Americas Macquarie**

Roger Boothe, Senior Director, U.S. Infrastructure P3, **Altus Group**

Reed Singer, Managing Director, **Ullico Infrastructure Management Company**

Moderator: Kevin Weeks, Global Corporate Trust and Custody Sales Head, **US Bank**

3:05PM

DIGITAL INFRASTRUCTURE

AT THE CENTER OF IT ALL: DATA CENTER DISCUSSION

Arguably the hottest asset class within digital infrastructure, Data centers continue to have some of the largest ticket sizes in the market. The US is also home to the most data centers with well over 2,000 active projects.

- What is the appetite within the US? Are the best opportunities for new builds outside of the country?
- What lenders are top in the sector? Is there any changing of the guard or new entrants?
- Is having a FANG offtaker still necessary for projects to be approved?
- What opportunities are there for entrants in the public financing market?

Anubhav Raj, Chief Financial Officer, **Aligned Data Centers**

Todd Coleman, Founder, President and CEO, **eStructure**

Jared Day, President and CFO, **Compass Data Centers**

Quynh Tran, Co-head Infrastructure Group, **SMBC**

Santhosh Rao, Managing Director, Head of Digital Infrastructure | TMT Banking, **MUFG**

Moderator: Greg Tan, Partner, **Paul Hastings**

HOME SWEET (FIBER TO THE) HOME

The demand for Fiber infrastructure in the US is projected to be high, but is it high enough to disrupt cable providers?

- Where are the highest demands seen? What risk is there of overbuild?
- How are established cable providers responding? How much of an advantage do first movers have?
- What opportunities are there in rural communities? What challenges do remote locations present?
- Blending debt, grants, and non-traditional finance

Allison Wisniewski, Director, **Carlyle**

Kangdi Peng, Associate Director - Infrastructure, **AustralianSuper**

Rob Buckley, Director, Global Cross Sector, **Fitch Ratings**

Ted Schremp, Founder, president and CEO, **IQ Fiber**

Richard Knowlton, Managing Director, Technology, Media & Telecom, **Societe Generale**

Moderator: Dolly Mirchandani, Partner, **White & Case**

COUNTRY ROADS: RURAL BROADBAND BUILDOUT

Panel of government leads on state led build out of broadband and fiber - where are the opportunities?

- State by state discussion of pipeline
- What guidance do state authorities need in delivering these projects? What guidance does the private sector need in working with public sector assets?
- What characteristics are state and municipal authorities looking for in returned proposals?

Marco Morra, Principal, **GI Partners**

Steve Nettler, Managing Director, **TMT ING Capital**

Brian R. Kirschbaum, Partner, **Astra Capital Management**

Dado Slezak, Managing Director, **Global Investments, Astatine**

Hannah Schofield, Managing Director, **DC Advisory**

Moderator: David Strauss, Principal, **Broadband Success Partners**

INFRASTRUCTURE

DON'T STOP BELIEVING: BUILDING FOR TOMORROW

ESG in Infrastructure is becoming more and more top of mind for developers, lenders and investors alike. How can we ensure that existing and greenfield projects have the end user in mind? How are we really defining "smart" infrastructure; just as something that has a digital interface, or one created with intelligent, user-friendly design?

- Accessibility in transit and building projects
- Equity in infrastructure: how do we include Wider stakeholders in design and execution? How do we decide the level of need for new projects/updates?
- What top lenders are the largest players in this space? How do they approach different pools of capital for these developments?
- What are the components and processes for sustainable/ green labeling for debt financings?

Leonarda Orani, Managing Director, **Ardian**

Léonie Maruani, Senior Director, **Vauban Infrastructure Partners**

Kate Speir, Senior Vice President, **ASTMNA**

Moderator: Aaron Singer, Commercial Vice President - Transformation, Global Transportation Business Line, **AECOM**

3:50PM

DIGITAL INFRASTRUCTURE

ALL ALONG THE (WATCH) TOWERS

Interview for the inside scoop on tower infrastructure -

- What is the projected demand for telecom tower infrastructure within the US?
- Where is investment in connectivity most needed? How is this affected by continued buildout of
- How are relationships with landowners and carriers evolving?

William Parry, Director, Infrastructure Investments, **Fengate**

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

4:30PM

NETWORKING BREAK

5:00PM

TRIVIA

Test your general, market, and music knowledge against your peers! Each table will team up while our head of intelligence takes you through increasingly tougher questions. Winning group gets to choose the charity of their choice!

5:15PM

PROXIMO NORTH AMERICAN INFRASTRUCTURE DEALS OF THE YEAR AWARD CEREMONY

Please join us in congratulating our Deal of the Year winners for outstanding performance in infrastructure in 2022!

Sponsored by:

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6:15PM

CLOSE EVENT, NETWORKING RECEPTION BEGINS

Bob Bentley, Managing Director, **Northern**
 Nadia Burba, Managing Director, **Elm & Equity Partners Group**
 Richard Hoskins, Managing Director, **Proxima**
 Nadeen Kamal, Managing Director, **Proxima Finance**, **MUSC**
 Moderator: David Christensen, **Proxima**

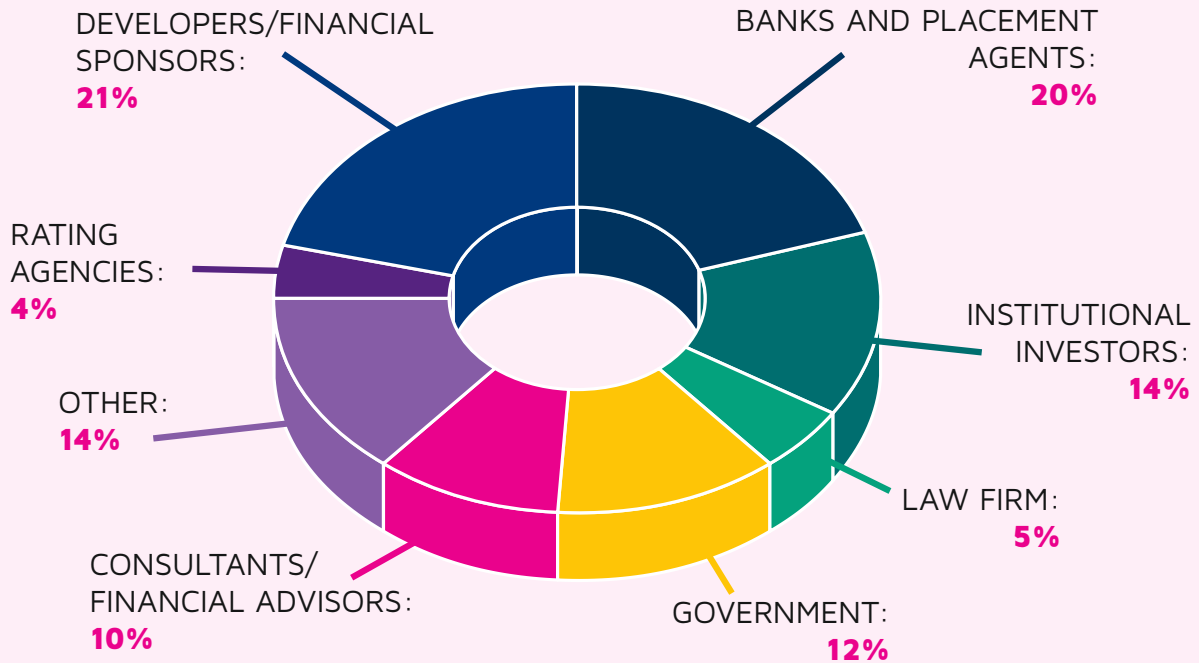
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AGENDA - DAY TWO

8:20AM	BREAKFAST AND REGISTRATION
9:20AM	WELCOME REMARKS
9:30AM	<p>COME TOGETHER: TENNESSEE'S LANDMARK TRANSPORTATION BILL</p> <p>Deputy Governor/TDOT Commissioner Butch Eley will discuss the Transportation Modernization Act, how the passing of this critical legislation will prepare TDOT with the resources needed to build and maintain roads across our rural and urban communities, fundamentally changes the way we deliver projects, and sets us up for a sustainable revenue source for the future.</p> <p>Butch Eley, Deputy Governor & Commissioner, Tennessee Department of Transportation</p>
9:50AM	<p>IMAGINE: FUTURE OF AMERICAN INFRASTRUCTURE</p> <p>Crowd favorite session comes back to the stage to discuss the future interaction between public policy, finance and infrastructure development.</p> <ul style="list-style-type: none"> • What new technological developments are revolutionizing US Infrastructure? • Where are the real weak points in maintaining current assets? How can these be addressed? • Leveraging private market financing for new projects • What effect have the IJA and IRA had in improving sustainability requirements in access to capital? <p>Joel McIntyre, Chief Operating Officer, Tillman Digital Cities Carolyn Arida, Managing Director and Head of Utilities, Harrison Street</p>
10:35AM	<p>WE BUILT THIS CITY: MULTI FAMILY AND CAMPUS HOUSING</p> <p>Back to school! Especially as more and more students return to in person attendance for college, how are campus developers looking to meet demand?</p> <ul style="list-style-type: none"> • Opportunities in multi family - diversifying into new assets • What do campus communities need now, and how do we plan for future expansion? What investors are involved with further push out into district heating or parking projects? • Approaching expansion and affordable housing in highly populated and urban campuses <p>Jason Taylor, Vice President, American Campus Communities Archie Chandrasekhar, Director Municipal Banking, Citi Mark Jennings, Executive Vice President, Balfour Beatty Moderator: Scott Monroe, Senior Director - Head of Infrastructure, North America, Fitch Ratings</p>
11:20AM	NETWORKING BREAK
12:00PM	<p>STOMP, STOMP, CLAP: STADIUM FINANCE</p> <p>Demand and interest in the sector grows - from New York to Hawaii, new stadiums are being updated and built to meet the higher expectations of fans and visitors. What drives demand for the sector, and how do market health related (market AND medical) factors affect the procurement and delivery processes?</p> <ul style="list-style-type: none"> • Government and municipal grants are less accessible for these asset classes - with high fluctuations in the market, what sources can new stadiums turn to? • Procurement processes for stadium finance and getting noticed by the issuing authority • Revenue mix -Auxiliary services and year-round use of facilities for seats, concessions, music, naming rights etc? <p>Shannon Myer, SVP and Chief Financial Officer, NFL Tennessee Titans Keegan McDonald, Vice President, Business Development, Oak View Group Michael Hoffmann, VP, Sports & Entertainment Group Corporate Relationship Manager, Truist Josh Glessing, Chief of Strategy and Corporate Development, Haslam Sports Group</p>
12:45PM	<p>BORN TO CHARGE: EVS PAVE THE WAY</p> <p>Easily one of the most talked about sectors within transportation: electric vehicle charging provides immense opportunities for new build and utilization of existing infrastructure to deliver updated access for EV demand across the country. However, with lack of proven returns, uptake rate, and high initial costs for access for the end user, there are still some trials and tribulations for a fully realized electric transportation future.</p> <ul style="list-style-type: none"> • What risks are lenders and developers taking on? How reliable have revenue models been (and will be)? • At what scale do chargers generate returns? What factors should investors be looking into? Is it just about the electrons or are there cross sales available for the charging stations? • What levels of financing are developers seeking? What qualities are they looking for in lenders? Corporate vs project structures <p>Josephine Tucker, Managing Director, JLL Americas Keith Berger, Chief Executive Officer, Oodles Energy R. Earl Lewis, Director, Zero Emission Bus Infrastructure MDOT MTA, Maryland Department of Transportation Moderator: Jennifer Wnek, Partner, Allen & Overy</p>
1:30PM	CLOSING REMARKS
1:45PM	END OF EVENT

WHO WILL YOU MEET?

2022 COMPANY BREAKDOWN



"I had an excellent and fun experience participating. Event organisers worked above and beyond to ensure the virtual event went off without a hitch. The event was well advertised and prompted great interest, the virtual platform was easy to navigate, and the audience was fully engaged. With Maura and Proximo's team support, we were able to have a lively and interactive session."

Tanya Langman
US Department of Transportation



"Great event, with high profile speakers, interesting insights and debates. It was a pleasure speaking at the panel Sustainability Infrastructure. I am looking forward to working with you again."

Fatima Hadj
Climate Action Women



"Proximo always creates fun and informational events, with a broad range of topics, a creative agenda and a diverse group of speakers."

Jason Kahan
Basalt Infrastructure Partners



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A-Z OF COMPANIES THAT JOINED IN 2022 INCLUDED:

Access Intelligence
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 ACS Infrastructure
 Development
 Advantage Capital
 Aecom
 AECON
 Agentis Capital
 AIAI
 Align Capital Solutions
 Alliance Bernstein
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 Altus Group
 Altus Group Limited
 American Campus
 Communities
 Antin Infrastructure
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 BMO Capital Markets
 Bracewell
 British Consulate,
 New York
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 Ceres Infrastructure
 Asset Management
 Chapman and Cutler
 Chatham Financial
 CIBC

Cigna
 Citi
 Cohn Reznick
 Conservative
 International
 Cozen O'Connor
 DBRS Morningstar
 Delaware Trust
 Denham Capital
 EllisDon
 EllisDon Capital
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 First Avenue Partners
 Fitch Ratings Ltd.
 FLO AddEnergie
 Garney Construction
 Gilbane Development
 Company
 Hannon Armstrong
 Harbert Management
 Corporation
 HNTB
 Independent
 Infrastructure Canada
 ING Bank
 Inner Circle Sports
 Intesa San Paolo
 Invensis
 Invesis
 JLL
 John Laing
 JP Morgan
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 KPMG
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 McDermott Will & Emery
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 New Energy Risk
 Nuveen
 PCL Construction
 Phoenix Infrastructure Group
 Plenary
 Prince William County
 Proximo
 Prudential private capital
 S&B USA
 Searchlight Capital
 SMBC
 Star America
 Infrastructure Partners
 State Street Bank & Trust
 Texas Department
 of Transportation (TXDOT)
 The Boring Company
 Transurban
 Transurban - North America
 U.S. DOT - Build America Bureau
 UK Export Finance
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Please contact

david.samuel@proximoinfra.com
to get the ball rolling!

VENUE

PROXIMO NASHVILLE WILL TAKE PLACE AT THE GLAMOROUS HILTON DOWNTOWN NASHVILLE:
HILTON NASHVILLE DOWNTOWN, 121 4TH AVE S, NASHVILLE, TN 37201, UNITED STATES

ACCOMMODATION: We are pleased to announce that the Proximo team has secured a reduced room rate at Hilton Downtown Nashville for event attendees. These rooms are available across the whole event week. These rooms are available at \$289++ per night and are available to book **HERE**

All booking queries and cancellations must be discussed directly with the hotel.

Please contact Danielle Lall danielle.lall@exilegroup.com
if you have any questions about the venue or accommodation.

MEET THE TEAM



AMARA CHAN

Events & Marketing Assistant

Ask me about media partnerships,
group booking discounts and
subscribers

AMARA.CHAN@EXILEGROUP.COM

DAVID SAMUEL

Commercial Director & Co-Founder

Ask me about sponsorship, group
bookings and how you can
maximise your exposure

DAVID.SAMUEL@PROXIMOINFRA.COM



MAURA MURPHY

Head of Content

Ask me about how to share your
ideas as a speaker, or apply for
your corporate-rate ticket

MAURA.MURPHY@PROXIMOINFRA.COM

DANIELLE LALL
Operations Manager

Contact me for help with
our virtual event platform

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