

VIP VISIONS INFRASTRUCTURE INSIGHTS & PERSPECTIVES

FORMERLY
i3

FROM THE PUBLISHERS OF:
Institutional Investing
in Infrastructure (i3)

JUNE 12-14, 2018

Shangri-La Hotel Toronto

TORONTO, CANADA



 #vipinfra2018

2018 VISIONS, INSIGHTS & PERSPECTIVES (VIP) INFRASTRUCTURE CONFERENCE CO-CHAIRS:



Geoffrey Dohrmann
President & CEO
Institutional Real Estate, Inc.



Chase McWhorter
Managing Director,
Infrastructure
Institutional Real Estate, Inc.



Jonathan Schein
SVP, Managing Director
of Global Business Development
Institutional Real Estate, Inc.

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Mark Canavan
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Portfolio
Manager
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**James
Maloney**
Director
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APG Asset
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Executive
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Top TEN reasons to attend the 2018 Visions, Insights & Perspectives (VIP) Infrastructure

1. Timely, action-oriented content
2. Speakers who are global thought leaders in infrastructure
3. Global conference for a global asset class
4. Marketing-free environment
5. Invitation-only means you'll connect with the right people and organizations
6. Roundtable discussion sessions designed to provide new market insights and build relationships
7. Relaxed networking environment
8. Built by and for the investor community by an independent advisory board
9. Interactive forum where everyone can engage and contribute
10. Actively managed program designed to examine the details behind the numbers and trends

SUPERB CONTENT:

The content of *2018 Visions, Insights & Perspectives (VIP) Infrastructure* is carefully tailored to the trends and information that are important to you as an industry executive. Speakers are chosen for their topic expertise, and the presentation environment is kept marketing-free so attendees receive pure content.

NETWORKING:

2018 VIP Infrastructure delivers a networking experience that not only encourages candid discussions, but also helps attendees foster relationships that go beyond the conference. The event has a strict 3:1 ratio of investment managers to investors, which limits the size and also produces a much more efficient networking experience. Managers are able to meet the right investors, and investors can meet managers in a setting that is more relaxed and productive. Throughout the event, there are a number of opportunities to get to know other attendees. Whether you are discussing a crucial industry topic in a small roundtable discussion group, at a networking breakfast or on a planned recreational activity, you will walk away with new colleagues.

MARKETING-FREE:

2018 VIP Infrastructure is a marketing-free environment. This means that sales pitches are not allowed in presentations. This rule is enforced and any violators will be gonged ... literally. As a result, our attendees are delivered exceptional content that help them strategize, make better decisions and grow their business.



The 2018 Visions, Insights & Perspectives (VIP) Infrastructure Audience

- ▶ Senior pension fund, foundation, endowment and Taft-Hartley executives with an allocation to infrastructure
- ▶ Opportunity fund managers
- ▶ Investment managers specializing in infrastructure
- ▶ Investment managers considering adding infrastructure as investment option
- ▶ Investment bankers
- ▶ Consultants
- ▶ Attorneys
- ▶ Government officials

TO SEE WHO JOINS US AT 2018 VISIONS, INSIGHTS & PERSPECTIVES (VIP) INFRASTRUCTURE, PLEASE SEE A PARTIAL LIST OF FIRMS THAT HAVE ATTENDED IN THE PAST:

- ▶ Actis
- ▶ Alberta Investment Management Corporation (AIMCo)
- ▶ Alinda Capital Partners
- ▶ Allstate Investments
- ▶ AMP Capital Investors
- ▶ Antin Infrastructure
- ▶ Arcus Infrastructure Partners, LLP
- ▶ AustralianSuper
- ▶ Aviva Investors
- ▶ Bank of Nova Scotia Pension
- ▶ Bastion Infrastructure Group
- ▶ BMO Pension Fund
- ▶ Brookfield Asset Management, Inc.
- ▶ Caisse de dépôt et placement du Québec
- ▶ Caledon Capital Management
- ▶ California Public Employees' Retirement System
- ▶ California State Teachers' Retirement System
- ▶ Cambridge Associates
- ▶ Campbell Lutyens & Co.
- ▶ Canada Life
- ▶ Canada Pension Plan Investment Board
- ▶ Canada Post Pension Plan
- ▶ Canadian National Railway Pension
- ▶ CBRE Clarion Securities
- ▶ CenterSquare Investment Management
- ▶ Cohen & Steers Capital Management
- ▶ College of Applied Arts and Technology Pension Plan
- ▶ Desjardins Group Pension Plan
- ▶ Deutsche Asset & Wealth Management
- ▶ EISER Infrastructure
- ▶ Emerging Energy & Environment, LLC
- ▶ Establishment Retraite Additionnelle de la Fonction Publique (ERAFFP)
- ▶ First Avenue Partners, LLP
- ▶ First Reserve Corporation
- ▶ First State Investments Limited
- ▶ Florida State Board of Administration
- ▶ Generali Deutschland Immobilien GmbH
- ▶ Goldman Sachs Infrastructure Investment Group
- ▶ Hastings
- ▶ Healthcare of Ontario Pension Plan
- ▶ Hydro One Pension Plan
- ▶ I Squared Capital
- ▶ IFM Investors
- ▶ John Hancock Financial Services
- ▶ J.P. Morgan Asset Management
- ▶ Kohlberg Kravis Roberts (KKR)
- ▶ Macquarie Infrastructure and Real Assets
- ▶ Manitoba Public Insurance Corporation
- ▶ Meridiam Infrastructure Managers
- ▶ Morgan Stanley Infrastructure
- ▶ National Pension Service of Korea
- ▶ New Mexico State Investment Council
- ▶ Northwestern Mutual Life Insurance
- ▶ Officer of the New York City Comptroller
- ▶ OMERS Investment Management
- ▶ Ontario Pension Board
- ▶ Ontario Power Generation
- ▶ Ontario Public Services Employees Union Pension Trust
- ▶ Ontario Teachers Pension Plan
- ▶ Panada Power Funds
- ▶ Partners Group
- ▶ Pegasus Capital Advisors
- ▶ QIC Limited
- ▶ RARE Infrastructure
- ▶ Saudi Aramco Investment Management
- ▶ Seattle City Employees Retirement System
- ▶ Starwood Energy Group
- ▶ State of Michigan Retirement System
- ▶ State of Wisconsin Investment
- ▶ StepStone Group
- ▶ Sun Life Financial
- ▶ Teacher Retirement System of Texas
- ▶ Teachers Insurance & Annuity Association (TIAA)
- ▶ Towers Watson
- ▶ UBS Global Asset Management
- ▶ University of Toronto Asset Management
- ▶ USAA Real Estate Co.
- ▶ Utah State Retirement System
- ▶ Virginia Retirement System
- ▶ Washington State Investment Board



- 4:00 p.m. **Investor-Only and Manager-Only Roundtable Breakout Session**
Discuss timely issues with your fellow investors or managers in an open-forum discussion designed to examine various topics of interest to both groups. We will then bring the two groups together and listen to table leader reports. As each table reports, discover where differences and common ground exist, and gain new insights and a broader perspective on important issues.
- 5:30 p.m. **Welcome Reception**
Join us for cocktails and hors d'oeuvres.

WEDNESDAY, JUNE 13, 2018

- 8:00 a.m. **Breakfast**
- 9:00 a.m. **Welcome and Overview**
Geoffrey Dohrmann, *President & CEO, Institutional Real Estate, Inc.*
Chase McWhorter, *Managing Director, Infrastructure, Institutional Real Estate, Inc.*
Jonathan Schein, *SVP, Managing Director of Global Business Development, Institutional Real Estate, Inc.*
- 9:15 a.m. **A Global Perspective: The World as Our Editorial Advisory Board Members See It**
IREI's president and CEO will share key themes and insights from our global editorial board meetings and then lead a moderated Q&A session with two advisory board members for comments about global trends.
Moderator:
Geoffrey Dohrmann, *President & CEO, Institutional Real Estate, Inc.*
Panelists:
Carolyn Hansard, *Director, Teacher Retirement System of Texas*
Eugene Zhuchenko, *Executive Director, Long-Term Infrastructure Investors Association*
- 10:00 a.m. **Global Capital Flows**
FundTracker Trends highlights open the session to set the stage for a panel discussion on global capital flow trends and what challenges and opportunities they present for investors.
Moderator:
Jonathan Schein, *SVP, Managing Director of Global Business Development, Institutional Real Estate, Inc.*
Panelists:
Sid Vittal, *Principal, Infrastructure, Mercer Private Markets*
Deborah Zurkow, *Managing Director, Global Head of Alternatives, Allianz Global Investors*
- 10:30 a.m. **Speed Networking**
Individuals at each individual table will take a few moments to network with their table group by stating their name, title and organization, as well as a brief (1-2 minutes) personal story about their favorite trip, movie, concert or sport. Toward the end of this session, one of the event chairs will randomly select a few tables to have them share the most interesting story they heard.
Moderators:
Chase McWhorter, *Managing Director, Infrastructure, Institutional Real Estate, Inc.*
Jonathan Schein, *SVP, Managing Director of Global Business Development, Institutional Real Estate, Inc.*
- 10:45 a.m. **Break**
- 11:15 a.m. **Evolution of Infrastructure**
Infrastructure, while evolving, remains a relatively immature asset class. Is there a universal infrastructure definition? What should core attributes include? What are some types of infrastructure that have gone from alternative to mainstream? What are some of the new emerging alternative types of infrastructure today? Where would they fit on the risk / return spectrum? We'll review and discuss how and why they could go mainstream.
Moderator:
Danny Latham, *Partner, Infrastructure Investments, First State Investments*
Panelists:
David Altshuler, *Executive Director, IFM Investors (US)*
Jeremy Anagnos, *CFA, Director, CIO - Infrastructure, CBRE Clarion Securities*
Renaud de Matharel, *CEO & Managing Partner, Cube Infrastructure Managers*
Stephen Dowd, *Partner, CBRE Caledon Capital Management*

12:15 p.m.

Lunch



1:30 p.m.

Evolution of Infrastructure: Roundtable Discussions and Group Leader Reports

Each table will have a group leader as a facilitator and will have the option of picking one of several topics around evolution and related questions for discussion. Following table discussions, we will have an interactive open forum with the audience during our group leader reports, where group leaders will share their findings.

Moderators:

Chase McWhorter, *Managing Director, Infrastructure, Institutional Real Estate, Inc.*

Jonathan Schein, *SVP, Managing Director of Global Business Development, Institutional Real Estate, Inc.*

2:30 p.m.

State of Benchmarking

Benchmarks are essential to determining success and assessing opportunity costs. What are the different benchmarking options? What are the strengths and limitations of these different benchmarks? What factors should investors consider when evaluating different benchmark options to decide which might be best for their organization and implementation approach?

Moderator:

Jonathan Schein, *SVP, Managing Director of Global Business Development, Institutional Real Estate, Inc.*

Panelists:

James Harkness, *Executive Director, MSCl*

Guy Hopgood, *Director, Client Consultant, US, bfinance*

Dan Winters, *CRE, Head of Americas, GRESB*

3:15 p.m.

Break

3:45 p.m.

How are disruptive technologies reshaping infrastructure's opportunities and risks sets?

Technological innovation is changing the way in which infrastructure is being viewed and implemented. Which sectors and strategies have new opportunities? What new risks are emerging? Is traditional infrastructure a stable and safe investment option in the world of shifting innovation? Are data and battery storage centers really infrastructure? Are parking garages a long-term option? How might blockchain technology change the energy market? How might technology change the supply/demand dynamics of transportation investments?

Moderator:

Geoffrey Dohrmann, *President & CEO, Institutional Real Estate, Inc.*

Panelists:

Lennart Blecher, *Partner, Deputy Managing Partner and Head of Real Assets, EQT Partners*

Ross Israel, *Head of Global Infrastructure, QIC*

Todd Lapenna, *Partner, StepStone Group*

Zaman Velji, *Portfolio Manager, Infrastructure & Renewable Resources, BCI*

4:30 p.m.

Which sectors and strategies have the best risk-adjusted returns in this part of the cycle?

Many consider core infrastructure expensive at this point in the cycle and are searching for better risk-adjusted returns. Can debt be an alternative to core equity? Are there greenfield opportunities with core attributes? Traditional energy vs. renewables: which one offers the best risk-adjusted returns now, and why? What regulatory trends should investors watch for? And what new opportunities and risk sets?

Moderator:

Jonathan Schein, *SVP, Managing Director of Global Business Development, Institutional Real Estate, Inc.*

Panelists:

Alex Greenbaum, *Senior Vice President, GIC Private Limited*

Chris Koski, *Global Head of Investment Strategy, Morgan Stanley Infrastructure Partners*

Brent Tasugi, *Principal, Infrastructure Equity, AMP Capital Investors (US) Limited*

Greg Taylor, *Partner, Sequoia Investment Management Company*

5:15 p.m.

Wrap-Up Summary

5:30 p.m.

Adjourn

6:30 p.m.

Networking Cocktails

7:30 p.m.

Dinner

9:30 p.m.

Adjourn



8:30 a.m. **Breakfast**

9:30 a.m. **Building Partnerships: JV, Co-Investment, Fund of One**

What makes a good GP and LP partnership? As an investor, what is required and expected with these investment models: JV, Co-Investment and Fund of One? In these discussions, we will also cover governance issues and how best to avoid the challenge of adverse selection.

Moderator:

Mark Weisdorf, *Investment Committee Member, IST3 Global Infrastructure Fund, Managing Partner, Mark Weisdorf Associates*

Panelists:

Stephen Beatty, *Global Chairman, Infrastructure Chairman, Cities Centre of Excellence, KPMG LLP*

Mark Canavan, *Senior Portfolio Manager, New Mexico Educational Retirement Board*

J. Michael McCarthy, *Senior Portfolio Manager, APG Asset Management*

Jim Metcalfe, *Partner and Head of Global Investments, Alinda Capital Partners*

10:15 a.m. **Building Partnerships: Roundtable Discussions and Group Leader Reports**

Each table will have a group leader as a facilitator and will have the option of picking one of several building partnership topics and related questions for discussion. Following table discussions, we will have an interactive open forum with the audience during our group leader reports, where group leaders will share their findings.

Moderators:

Chase McWhorter, *Managing Director, Infrastructure, Institutional Real Estate, Inc.*

Jonathan Schein, *SVP, Managing Director of Global Business Development, Institutional Real Estate, Inc.*

11:00 a.m. **Advisory Board Wrap-Up Panel**

Gain perspective as several advisory board members share key insights and questions for you to keep in mind from our event.

Moderator:

Chase McWhorter, *Managing Director, Infrastructure, Institutional Real Estate, Inc.*

Panelists:

Mark Canavan, *Senior Portfolio Manager, New Mexico Educational Retirement Board*

Ali Naqvi, CFA, *Portfolio Manager, Real Assets Strategy, Canada Pension Plan Investment Board*

Janet Rabovsky, *Partner, Ellement Consulting Group*

11:30 a.m. **Farewell Lunch**

2:00 p.m. **Adjourn**



2018 Visions, Insights & Perspectives (VIP) Infrastructure Conference Co-Chairs:



Geoffrey Dohrmann
President & CEO
Institutional Real Estate, Inc.



Chase McWhorter
Managing Director,
Infrastructure
Institutional Real Estate, Inc.

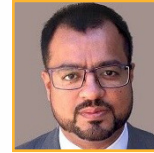


Jonathan Schein
SVP, Managing Director of Global Business Development
Institutional Real Estate, Inc.

2018 VIP INFRASTRUCTURE ADVISORY BOARD:



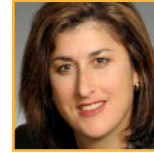
Mark Canavan
Senior Portfolio Manager
New Mexico Educational Retirement Board



Ali Naqvi, CFA
Portfolio Manager, Real Assets Strategy
Canada Pension Plan Investment Board



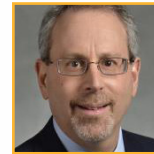
Carolyn Hansard
Director
Teacher Retirement System of Texas



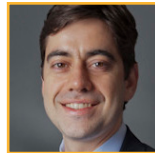
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James Maloney
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Illinois Public Pension Fund Association



Howard Stern
Managing Director
Northwestern Mutual



J. Michael McCarthy
Senior Portfolio Manager
APG Asset Management



Eugene Zhuchenko
Executive Director
Long-Term Infrastructure Investors Association

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Will be held
June 12-14, 2018

Shangri-La Hotel Toronto
Toronto, Canada

“VIP Infrastructure is one conference I try to attend. It provides valuable information, thought leadership and insight through its speakers and panel discussions. Topics are current and relevant.”

Janet Rabovsky,
Partner,
Ellement Consulting Group

Registration Fees

**INVESTMENT MANAGER / ADVISER,
OTHER FEE – \$1,995.00**

**QUALIFIED INSTITUTIONAL
INVESTOR & GOVERNMENT
OFFICIAL – COMPLIMENTARY**

The Qualified Institutional Investor registration category is reserved for individuals employed by a public, corporate or union pension fund organization, a foundation or endowment, or an insurance company with responsibility for infrastructure investment strategy or decision-making. A government official is defined as a federal, state, local or city-level government employee focused on the policy making, planning, and/or funding/financing of infrastructure projects, as well as legislators and their staff. This definition does not include pension/benefit plan administrators.

Institutional Real Estate, Inc. reserves the right to review the credentials and employment status of anyone registering for 2018 VIP Infrastructure. If an individual does not meet our criteria for any of the registration categories, we reserve the right to decline registration or enforce an additional registration fee. Registrations are not confirmed until a payment has been received where applicable.

Reservations

All attendees, including sponsors, advisory board members and speakers, are responsible for making their own reservations. Institutional Real Estate, Inc. has contracted a limited number of rooms at a discounted rate. These rooms are available to registered attendees on a first-come, first-served basis. More information is provided upon registration.

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