



**Infrastructure
Investor**

Global Summit Berlin 2022

21 - 24 March

2022 Agenda

Monday 21 March

[Emerging Markets Forum](#) | [Social Infrastructure Forum](#) | [ESG & Sustainability Forum](#)

Tuesday 22 March

[Global Investor Forum – Day one](#)

Wednesday 23 March

[Global Investor Forum – Day two](#)

Thursday 24 March

[Energy Transition Forum](#) | [Digital Infrastructure Forum](#) | [Infrastructure Debt Forum](#)

Monday 21 March

Emerging Markets Forum	Social Infrastructure Forum	ESG & Sustainability Forum
<p>09:10 - 09:30 Introduction from Infrastructure Investor and Welcome from the chair</p>	<p>09:10 – 09:30 Introduction from Infrastructure Investor and Welcome from the chair</p>	<p>09:10 – 09:30 Introduction from Infrastructure Investor and Welcome from the chair</p>
<p>09:30 – 10:15 How have emerging markets fared two years on from conception of the pandemic <i>In-person & live streamed</i></p> <ul style="list-style-type: none"> • How government spending in emerging markets has been impacted by covid-19 • Innovation in financing models to bring infrastructure development back on track in the emerging economies • The impact of the pandemic on PPPs and new projects 	<p>09:30 – 10:15 Opening panel session: Re-defining social infrastructure <i>In-person & live streamed</i></p> <ul style="list-style-type: none"> • How the market now defines and measures social infrastructure • Identifying the gaps in social infrastructure investment • Identifying where the boundary is between social infrastructure and real estate and where investors can seek returns 	<p>09:30 – 10:15 What the EU taxonomy means for infrastructure funds <i>In-person & live streamed</i></p> <ul style="list-style-type: none"> • Seeing the taxonomy as more of an opportunity than a burden for managers • What will make more infra funds sign up to science-based targets? • What are the challenges around implementation?
<p>10:15 – 11:00 The role of emerging markets in the climate battle</p> <ul style="list-style-type: none"> • What private investors are doing in relation to aiding climate adaptation • The implications and opportunities that came out of COP-26 in relation to emerging market infrastructure • How to mitigate the disproportionate exposure to climate change in emerging markets 	<p>10:15 – 11:00 Healthcare as an independent asset class</p> <ul style="list-style-type: none"> • How healthcare investment compares to infrastructure or private equity • How healthcare investment priorities have developed, post Covid, with changing demographics • How investing in healthcare increases the risk curve compared to the traditional sub sectors of infrastructure 	<p>10:15 – 11:00 How investors allocations are being impacted by ESG strategies of funds</p> <ul style="list-style-type: none"> • How are investors working with fund managers on more challenging investments? • When and why are allocations being withdrawn due to ESG issues? • Views on infra managers compared to other private market strategies
<p>11:00 – 11:30 Coffee and networking</p>		

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<p>11:30 – 12:15 How to identify the correct financing models in emerging market investment <i>In-person & live streamed</i></p> <ul style="list-style-type: none"> • How different governmental bodies are attempting to make their markets more attractive to private capital • The evolving role of MDBs in emerging market investment • What needs to be done to streamline the link from private capital to projects within emerging markets 	<p>11:30 – 12:15 Doing well and doing good: The opportunities and limitations of impact investing <i>In-person & live streamed</i></p> <ul style="list-style-type: none"> • How social infrastructure is a means to achieving the SDGs • How institutional investors navigate 'greenwashing' when investing in social infrastructure • How investors add quantitative assessments of the ESG credentials of their portfolios 	<p>11:30 – 12:15 Working together with investment teams on value creation</p> <ul style="list-style-type: none"> • How does an increased focus on sustainable infrastructure change the way deal teams/ESG teams must work together? • Partnering with assets to create value through ESG • Examples of work on ESG adding to multiple paid at exit
<p>12:15 – 13:00 Growth of impact investing in emerging markets</p> <ul style="list-style-type: none"> • How institutional investors can navigate the different regulation requirements within emerging markets • Identifying best practice in impact investing in the emerging markets • Managing and controlling supply chain to help the move to net-zero 	<p>12:15 – 13:00 Building back better? The global outlook on social infrastructure</p> <ul style="list-style-type: none"> • What impact the Biden administration and the <i>Build Back Better</i> initiative had on the social infrastructure landscape in the US • What social infrastructure looks like in the emerging markets • Identifying if infrastructure investors are deploying capital in the right assets that countries need most 	<p>12:15 – 13:00 Making ESG data useful for investment strategy</p> <ul style="list-style-type: none"> • How can service providers make their offerings more relevant to infrastructure? • How are LP requests changing? • To what extent are reams of data being made use of in value creation?
<p>13:00 – 14:00 Networking lunch</p>		
<p>14:00 – 15:00 Presentation: Expansion of infrastructure spending by global players in emerging markets</p>	<p>14:00 – 15:00 Case Study: Just Transitions – World Bank Initiative</p>	<p>14:00 – 14:40 The implications of COP-26 on investing in emerging markets</p> <ul style="list-style-type: none"> • Defining what is meant by the just transition • Managing societal issues when investing in EM • Examples of successful EM investments which had a positive impact

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		<p>14:40 – 15:00 What is the FAST-Infra initiative?</p> <ul style="list-style-type: none"> • Background to how it has developed • Why it could be a game changer for investors • How to get involved
<p>15:00 – 15:30 Coffee & networking</p>		
<p>15:30 – 16:15 The energy transition landscape in growth markets <i>In-person & live streamed</i></p> <ul style="list-style-type: none"> • How the global energy mix needs to change to meet growing demand, and how this can be done sustainably • What grid investment opportunities look like in frontier economies • The role base-load technology like large scale waste-to-energy and more efficient fossil fuels must play in the near future 	<p>15:30 - 16:15 Treading carefully – the role of energy transition in moving towards net zero <i>In-person & live streamed</i></p> <ul style="list-style-type: none"> • How suppliers are managing the demand for social consideration in energy models in regards to supply chain • Which decarbonisation avenues receive the most substantial social acceptance • How to improve the measurement of local consequences, including employment efforts, of moving towards net zero 	<p>15:30 – 16:15 Biodiversity and Infrastructure: Managing risk and adding value</p> <ul style="list-style-type: none"> • Assessing the implications of COP-15 for investors • Outlining why the issue is so important from a risk perspective • Case studies of where addressing biodiversity has added value
<p>16:15 – 17:00 The digital revolution in emerging economies</p> <ul style="list-style-type: none"> • Finding a place for fibre, towers and data centres within the emerging markets in a 5G world • How 5G and AI are contributing to eliminating the digital divide and connecting emerging economies • How covid-19 impacted the digital investment landscape, from rising digital provider demands to supply chain disruption 	<p>16:15 – 17:00 The role, challenges, and changes of PPP structures</p> <ul style="list-style-type: none"> • How to manage the strain on the public purse as we enter the post pandemic era • What has been learnt from PPP models based in developed markets • How returns have been compressed and the way to offset it 	<p>16:15 – 17:00 Investor and Manager Scenario Session: Deal or No Deal</p> <p>The session will highlight the increased role of ESG in due diligence. A fund manager and an institutional investor will discuss a hypothetical investment opportunity with ESG issues. They will ask the questions they would ask in a real investment situation with specific infrastructure assets and reflect on the ESG risk of the investment. The audience will then be given the opportunity to quiz the presenters on their decisions and decide whether they would themselves invest.</p>

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<p>17:00 – 17:45 Mitigating the perception of risk in emerging market investment <i>In-person & live streamed</i></p> <ul style="list-style-type: none"> • How to find new normalities to overcome weaker framework approaches • How investment gains can avoid reduction in sometimes volatile currencies • How government bodies reduce the perception of political risk in unstable environments 	<p>17.00 – 17.45 Social infrastructure investment vehicles: The old and the new <i>In-person & live streamed</i></p> <ul style="list-style-type: none"> • Identifying why there's a limited number of social infrastructure funds • To what extent are social infrastructure cashflows dependant on government funding • The importance of scale and whether there's a niche for smaller funds 	<p>17.00 – 17:45 Networking roundtables discussion</p>
<p>17:45 Closing comments from the chair</p>		

Tuesday 22 March

Global Investor Forum

08:30 – 08:50

Welcome from Infrastructure Investor

In-person & live streamed

08:40 – 08:50

Chair's welcome

In-person & live streamed

08:50 – 09:30

Keynote panel: Putting COP22 promises into action: What infrastructure investors can do today

- How COP26 and climate change are affecting portfolio valuations
- Asset utilisation - how asset valuation will develop over the next decade
- Greenfield resilience and brownfield adaptation- what does building back better mean in this context?

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09:30 – 10:10

Is infrastructure adapting for a changing climate?

In-person & live streamed

- Beyond clean energy- looking at energy storage, smart grids, decarbonisation and nature-based infrastructure
- Putting a price on physical climate risk
- Why adaptation and resilience can make a project bankable

10:10 – 10:50

Keynote: Learn the art and science of leadership with Gillian Tett's anthropological take on business

In-person & live streamed

- Learning how to make better decisions, navigate risk and work out what our peers are really thinking
- Empathising with alternative views and looking back at yourself with more perspective
- Avoiding tunnel vision and identifying 'social silences' which can block change

10:50 – 11:20

Coffee and networking

11:20 – 12:00

Assessing the Fit for 55 package and the European outlook going forward

In-person & live streamed

- Green infrastructure needs and the EU sustainable finance strategy
- Sectors in focus: key opportunities in energy, transport, and urban infrastructure
- How quickly are the deals going to start arriving?

12:00 – 12:40

The infrastructure scorecard: A deep dive on opportunities in the US infrastructure market

In-person & live streamed

- Assessing the Biden administration through an infrastructure lens
- Getting the bipartisan framework working: What the investor community needs to see
- State-level developments on introducing or upgrading P3 legislation

12:40 – 13:50

Networking lunch

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Stream A - Sectors and strategies in focus	Stream B - The energy transition examined
<p>13:50 - 14:30 Digital and smart infrastructure: Discussing risk and opportunity across the sector <i>In-person & live streamed</i></p> <ul style="list-style-type: none"> • FTTH - still the key investment opportunity or getting overheated? • Beyond fibre, towers and data centres: New areas of digital examined • Driving growth and monetizing total addressable market: Key questions for investors to ask of management teams 	<p>13:50 -14:30 Defining the energy transition: Debating the changing shape of the energy market <i>In-person & live streamed</i></p> <ul style="list-style-type: none"> • Managing the transition to clean energy and what it means for funds and investors in the space • Making sure the right team and expertise is in place for a change of strategy • How to get investors comfortable with executing a net-zero product
<p>14.30 - 14.40 Switchover time</p>	
<p>14.40-15.20 The roadmap for more sustainable transport infrastructure <i>In-person & live streamed</i></p> <ul style="list-style-type: none"> • How to decarbonise and manage road assets • Key steps: managing the electrification of transport, facilitating sustainable fuels and reducing emissions • Solving the decarbonisation of the entire freight supply chain 	<p>14.40-15.20 Less renewable? Exploring the darker side of the energy transition <i>In-person & live streamed</i></p> <ul style="list-style-type: none"> • From reactive to pre-emptive: Expanding the scope of green investment opportunities • The risk spectrum, exposure by sector and technological and market risks • Advancing a circular economy in the energy transition space

15:20 – 15:50

Coffee and networking

15:50 – 16:30

Achieving net zero: The case for new nuclear and RAB financing

In-person & live streamed

- The importance of decarbonising the electricity grid
- How the regulated asset base model can bring down the cost of financing new nuclear
- Taking the lead on climate-smart investments for the future

16:30 – 17:10

Global Keynote Panel: The big ideas shaping the industry in 2022 and beyond

In-person & live streamed

- The race to net zero- is the infrastructure industry doing enough?

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- A results business: The latest on manager selection and performance monitoring
- Looking to the future: Identifying and expanding into new sectors

17:10 – 17:40

The state of play: Examining investor strategies in 2022 and beyond

- Top-down institutional preference, changing risk appetites and what gets the CIO interested
- A look at the disparity in investor interest for growth/core+ strategies versus core and supercore
- Balancing the investor portfolio in a post-pandemic environment

17.40 – 17.50

Chair's summary and close of day one

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Wednesday 23 March

Global Investor Forum

08:00 – 09:00

Investor-only Think Tank session

(by invite only)

Themes include:

- Consolidating manager relationships- separate and managed accounts, co-investments and more
- Creating investment structures and products to suit changing investor portfolio construction
- Alignment of interest issues- management fees, carry structures and assessing performance

09:00 – 09:15

Chair's welcome back

In-person & live streamed

09.15 – 10.00

Keynote: A roadmap for the infrastructure asset class

- Infrastructure market trends – The 3D's: decarbonisation, digitalisation, decentralisation
- Where is money moving? New markets, sectors and more
- Trends in motion- where are deals being done in the space?

10:00 – 10:40

Keeping the license to operate: The growing role of social issues in infrastructure

In-person & live streamed

- Creating more sustainable businesses by improving social indicators
- Why social issues are as material as environmental and governance
- The new wave: how to address socioeconomic equality; diversity, equality and inclusion, digital rights and land issues

10:40 – 11:10

Coffee and networking

11:10 – 11:50

Has the market accurately assessed valuations post-pandemic?

For information on how to join the Global Summit, please [get in touch](#) with a member of the team.

In-person & live streamed

- Getting frothy: Assessing prices for renewables and digital assets during the pandemic
- Public or private? Assessing differences in valuations between listed assets and those in the private markets
- Troubled sectors: Examining distressed opportunities for investors by sector or asset

11:50 – 12:30

Keynote interview: How to get climate adaptation right

In-person & live streamed

- Investing in resilience and why solutions are needed now
- Which assets face the greatest adaptation issues and why?
- Developing greater collaboration between the public and private sectors

12:30 – 13:40

Networking lunch

13:40 – 14:20

Getting things moving again: The plan for transportation infrastructure

In-person & live streamed

- More PPPs and where the development will happen: Ports, roads, airports and more
- The recovery of toll roads: more managed lanes, demand data and the future procurement process
- Undervalued assets and buying opportunities for transport investors

14:20 – 15:00

Market update from Infrastructure Investor

In-person & live streamed

Our reports analyse the current state of the infrastructure market and detail the significant trends affecting the asset class in each quarter. We review 2021 from a fundraising perspective and look ahead to trends for 2022, then discuss the findings with a panel of industry experts.

15:00 – 15:30

Coffee and networking

15:30 – 16:10

Leadership, risk and volatility

In-person & live streamed

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- Making sense of 18 months of restrictions, risk and opportunity
- Accepting where risk is inevitable and what to do about it
- Balancing data privacy, commercial power and increased regulation

16:10 – 16:50

The evolution of asset management before, during and after the pandemic

In-person & live streamed

- How investors have managed their assets amid global travel restrictions
- Going digital: The importance of data and analytics in value creation
- AI, machine learning and more: Looking at innovation in infrastructure asset management

16:50 – 17:30

Smart money: Sector-focused strategies to capitalise on market dislocations

In-person & live streamed

- Comparing credit, distressed debt, turnaround and special situations with other strategies
- What do investors think of the various specialist strategies?
- Getting the timing right for new vehicles and products

17:30 – 17:40

Chair's summary and close of Global Investor Forum

In-person & live streamed

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Thursday 24 March

Energy Transition Forum	Digital Infrastructure Forum	Infrastructure Debt Forum
<p>08:45 – 09:00 Introduction from Infrastructure Investor and welcome from the chair</p>	<p>08:45 – 09:00 Introduction from Infrastructure Investor and welcome from the chair</p>	<p>08:45 – 09:00 Introduction from Infrastructure Investor and welcome from the chair</p>
<p>09:00 – 09:40 Navigating the energy transition post COP-26 <i>In-person & live streamed</i></p> <ul style="list-style-type: none"> • Are the decarbonisation pathways fast enough to avoid a disorderly transition? • What is the role of gas and nuclear in the energy transition? • What has the recent energy crisis told us about gas' future energy markets? 	<p>09:00 – 09:40 Opening panel session: Here to stay: A hybrid world driving digital infrastructure investment</p> <ul style="list-style-type: none"> • The economics and market factors driving the charge towards increasing capital deployment • Edge computing and other sub-sectors at the forefront of digital infrastructure acceleration • Moving from a necessity to a priority – digital infra's evolving role in LPs portfolios 	<p>09:00 – 09:40 Opening panel session: The new core infrastructure? How debt is providing security & opportunity for forward-thinking investors</p> <ul style="list-style-type: none"> • Fewer defaults and higher recoveries? The reasons why infra debt is outperforming other alternative credit strategies • The big names and big launches flooding to market as the asset class matures • Can debt overtake equity as the core infrastructure class of the future?
<p>09:40 – 10:20 Generating alpha in a competitive investment environment <i>In-person & live streamed</i></p> <ul style="list-style-type: none"> • How are fund managers putting dry powder to work in such a competitive space? • Opportunities to support companies' growth as opposed to buying assets at high prices • To what extent are investors comfortable with some of the more innovative strategies? 	<p>09:40 – 10:20 Panel session: The role of digital infrastructure in achieving sustainability targets</p> <ul style="list-style-type: none"> • COP26, SFDR and more – examining the increased sustainability spotlight on infrastructure investments • Addressing issues around power consumption and energy efficiency of certain assets 	<p>09:40 – 10:20 Panel session: Investor views on infrastructure debt opportunities in 2022 and beyond</p> <ul style="list-style-type: none"> • Amidst the continuing evolution & definitions of alternative assets, where does infrastructure debt sit in LP portfolios? • Funds vs separately managed accounts (SMAs) – what are most appealing to LPs at present and why?

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<ul style="list-style-type: none"> The challenges of operating in the same markets as large corporates and strategics with different priorities 	<ul style="list-style-type: none"> How are digital infrastructure funds rising to the challenge? 	<ul style="list-style-type: none"> Why LPs are choosing infrastructure debt as their route towards diversification and a broader debt mandate
<p>10:20 – 11:00 Asset allocators views on the latest trends in the energy transition</p> <ul style="list-style-type: none"> How increased focus on ESG is seeing more investors' money flood into the energy transition Investing in asset creation: To what extent are investors comfortable with funds taking on more development risk? Views on new technologies and regions for investing 	<p>10:20 – 11:00 Panel session: Assessing the evolving GP landscape and what this means for investors <i>In-person & live streamed</i></p> <ul style="list-style-type: none"> Increasing competition – a crowded market or space for all in the wake of unprecedented demand? Generalist infra vs dedicated digital funds – how do LPs go about identifying opportunities and what do they need to take into account? Competing with energy transition and renewables infra – what barriers does digital infra still face before it can achieve similar fundraising levels? 	<p>10:20 – 11:00 Panel session: Moving with the times – how debt managers can improve their ESG integration</p> <ul style="list-style-type: none"> The fallout from COP26 and expected impact on global infrastructure debt funds, projects and returns SFDR – operating infrastructure debt funds under articles 7, 8 & 9 Examining the 'S' and the 'G' in an era dominated by the 'E' Exerting influence as a debt investor
<p>11:00 – 11:30 Coffee and networking</p>		
<p>11:30 – 12:10 Electrification and the road to profitability</p> <ul style="list-style-type: none"> Assessing the EV business model for investors When does EV become a mainstream infra play? Taking stock on Government evolving frameworks for EV 	<p>11:30 – 12:10 Panel session: The keys to success in the future of digital infrastructure</p> <ul style="list-style-type: none"> How can improved operational capabilities help funds seize emerging opportunities in small cells, enterprise fibre and other areas? Education & partnerships –working with policymakers, cities and other stakeholders to build the future Staying vigilant to disruption and reducing your exposure to technology risk 	<p>11:30 – 12:10 Panel session: The emergence of the green infrastructure debt brand</p> <ul style="list-style-type: none"> Who's labelling their funds as 'green infrastructure debt' and what exactly does this mean? How wary should LPs be of greenwashing in these instances? Finding value and generating returns whilst working within investor demands and the EU taxonomy

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<p>12:10 – 12:40 The business case for investing in energy efficiency</p> <ul style="list-style-type: none"> • The opportunity of turning waste into power • Why have so many funds been slow to put money to work on energy efficiency? • What is holding back managers and/or companies in deployment? 	<p>12:10 – 12:30 Digital Infrastructure Investment Case Study <i>In-person & live streamed</i></p>	<p>12:10 – 12:30 Case Study</p>
<p>12:30 – 13:00 Case study</p>	<p>12:30 – 13:00 Presentation/Fireside chat: Green data centres and achieving energy efficiency</p> <ul style="list-style-type: none"> • Operating at the edge – the importance of local data storage • Innovation and development in power usage effectiveness • Will investors see reduced returns in exchange for greener data centres? How can this be mitigated? 	<p>12:30 – 13:00 Presentation/Fireside chat</p>
<p>13:00 – 14:00 Networking lunch</p>		
<p>14:00 – 14:40 Are green hydrogen and green methanol the missing link in the energy transition? <i>In-person & live streamed</i></p> <ul style="list-style-type: none"> • How have the hydrogen and methanol landscapes been evolving? • Is blue hydrogen a necessary transitional step or is it a distraction from going green? • How hydrogen can utilise existing gas networks • Is there any reason to believe that the cost of hydrogen will come down as has happened with solar and wind? 	<p>14:00 – 14:40 Panel session: Where do opportunities lie in the continuing global fibre rollout? <i>In-person & live streamed</i></p> <ul style="list-style-type: none"> • Filling the fibre gap – how funds are deploying capital, striking partnerships with developers and more • How will 5G play out across the key European markets and further afield? • Striking the balance with overbuild risk, finding policy frameworks to suit your models and other considerations 	<p>14:00 – 14:40 Panel session: The rise and rise of higher-yielding strategies</p> <ul style="list-style-type: none"> • Examining the supply and demand for junior debt strategies • What profile of investors are looking at this and how might this change in the coming years? • Finding value across the capital structure in the quest for core-level return generation

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<p>14:40 – 15:20 Mobilising investment for clean energy in emerging markets <i>In-person & live streamed</i></p> <ul style="list-style-type: none"> • Are investors attracted to EM for opportunities? • How comfortable are investors with the risk/return profile? • Which EM countries and regions offer the most attractive investment opportunities? 	<p>14:40 – 15:20 Panel session: Zeroing in on the 5G revolution</p> <ul style="list-style-type: none"> • Weighing up risk-return profiles – how are 5G opportunities currently viewed by institutional and private investors? • Multiple-input multiple-output (MIMO), indoor and outdoor distributed antenna systems (DAS) and more – explaining the technology underpinning 5G deployment • Cutting through the 6G noise – how managers must focus efforts on 5G deployment across different regions 	<p>14:40 – 15:20 Panel session: The cost of debt: too good to be true?</p> <ul style="list-style-type: none"> • What market factors are causing current debt prices to be so cheap? • Is this sustainable? • What should LPs and GPs alike be wary of when it comes to pricings in the coming months?
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<p>15:20 – 16:00 Is now the time for mainstream infra funds to invest in battery storage?</p> <ul style="list-style-type: none"> • Why hasn't the market grown as fast as some predicted in recent years? What is holding investors back? • The importance of government in stimulating activity • Battery storage revenue models 	<p>15:20 – 16:00 Panel session: Panel session: Valuations of digital infrastructure assets <i>In-person & live streamed</i></p> <ul style="list-style-type: none"> • What trends are we seeing in valuations across digital infrastructure assets and why? • How are valuations varying across digital infra hotspots and regions? • Assessing current valuation methods and where the room for improvement lies 	<p>15:20 – 16:00 Panel session: Pinpointing the key infrastructure sectors ripe for debt investment in 2022 and beyond</p> <ul style="list-style-type: none"> • Assessing the trends driving investments in energy transition, social, digital and other infrastructure projects • How sophisticated must LPs be to lead the charge when it comes to sector-specific fund selection? • The where and the what - finding the right opportunities in the right regions across the globe
<p>16:00 Closing comments from the chair</p>	<p>16:00 Close of conference</p>	<p>16:00 Close of conference</p>

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