



# AUSTRALIAN INFRASTRUCTURE FINANCE SUMMIT 2014

**19 - 21 November 2014 | Stamford Plaza Brisbane | Australia**

**Generating capital investment in Australia's infrastructure assets**

**Sponsorship and  
Exhibition Opportunities**

Organised by:

Quest Events

Meet. Learn. *Grow.*



**[www.questevents.com.au](http://www.questevents.com.au)**



## About the Event

A steady new infrastructure development pipeline has short and long term economic benefits, can boost the productivity of infrastructure dependent industries, and is also essential for achieving social outcomes, especially in a growing population. In 2011 Infrastructure Australia's Infrastructure Finance Working Group estimated that carrying out the Australian infrastructure task requires sourcing at least \$30 billion per year, every year to 2020.

To be held in Brisbane from 17-19 November 2014, the Australian Infrastructure Finance Summit will provide a unique Australian opportunity for local and foreign investors to discuss critical elements of the reforms that are required to attract further private investment into Australian infrastructure, share case examples of successful reforms and best practice infrastructure project finance partnerships, and offer opportunities for key stakeholders in infrastructure finance to network and do business.

Especially in light of this year's G20 discussions around infrastructure investment, we believe that an event of this sort, at this time, will provide a valuable opportunity to bring together the broader group of infrastructure finance stakeholders around this important topic agenda. Our hope is that continuing these conversations between investors and infrastructure developers will foster more direct application of learnings, attracting a steadier supply of finance into Australia's infrastructure pipeline.

## Key topics on the discussion agenda will include:

- Understanding Australia's infrastructure pipeline and investment needs
- Improving coordination in infrastructure planning and development
- Increasing deal flow into capital recycling: building a more consistent cycle of brownfields privatisations and greenfields infrastructure projects
- Protecting infrastructure service delivery objectives when privatising formerly publicly held assets
- Building project alliances that work – understanding the factors contributing to strong consortium partnerships
- Risk allocation, bankability and risk mitigation in infrastructure transactions
- Opportunities for the reduction of project bid costs in Australia
- Investor perspectives on the characteristics that make for an attractive infrastructure asset
- The role of debt capital markets in Australian infrastructure finance
- Regulatory impediments and incentives to investment

**Australia's infrastructure pipeline requires around 30 billion a year in capital to 2020 to meet finance needs. Join the Australian Infrastructure Finance Summit and capitalize on opportunities in investment and development of Australian infrastructure.**



*By recycling assets that are not part of core public service delivery, we have created a capacity to invest in new infrastructure, without pushing debt to levels that would trigger a rating downgrade"*

**The Hon. Mike Baird**  
Treasurer  
**NSW Government**

The Australian, 19th June 2013



# AUSTRALIAN INFRASTRUCTURE FINANCE SUMMIT 2014

19 - 21 November 2014 | Stamford Plaza Brisbane | Australia

Generating capital investment in Australia's infrastructure assets

## Official Event Advisory Panel:



**Geoff Haley**  
Global Executive Chairman  
**International Project  
Finance Association**



**Keith Orchison**  
Former Managing Director  
**Energy Supply Association  
of Australia**



**Jon Stanford**  
Director  
**Insight Economics**



**Roger Black**  
Executive Director  
**Infrastructure Association  
of Queensland**



**Stuart Wilson**  
Director  
**Strategy, Water Services  
Association of Australia**



**Peter Love**  
John Curtin Distinguished  
Professor  
**Department of Civil  
Engineering, Curtin University**

Quest Events would like to take this opportunity to sincerely thank the official event advisory panel who contributed their valuable time and expertise to ensure the agenda for this event is timely and relevant for all stakeholders in the energy sector.

## Who will you meet?

Infrastructure and investment decision makers and potential customers of your solutions – we bring them to you.

Attracting further infrastructure finance to Australia is a critical and multi-sectoral task, requiring the coordinated reform of public/private partnership structures, privatization models, infrastructure planning, design and delivery, market conditions and regulatory frameworks. The Australian Infrastructure Finance Summit will engage participation from all infrastructure development stakeholders including:

- Institutional Investors – including local and international Banks, Insurance Companies, Pension Funds, Sovereign Wealth Funds and Hedge Funds
- Infrastructure Investment Managers - Investment Banks and Infrastructure Funds
- Finance and Regulatory Government Departments
- Infrastructure Related Government Departments
- Private Infrastructure Engineers and Developers
- Private Infrastructure Operators
- Economic Experts

## Who should sponsor, exhibit or speak?

Delegates at the Australian Infrastructure Finance Summit will have a strong interest in meeting with and learning from organisations offering products and services which assist them in infrastructure finance or development.

Get in touch with us to find out more if you are a company looking to develop business and meet key decision makers and buyers in infrastructure investment and development. We are keen to negotiate partnerships offering exposure to organisations trading in:

- Government departments seeking investment in infrastructure
- Investment banking
- Legal advisory
- Financial advisory
- Infrastructure project advisory
- Risk advisory
- Asset managers, administrators and trustees
- Insurance
- Compliance
- Technology
- Research and ratings



***“Money is not the problem – there's plenty of capital – the issue is deal flow.”***

**Paul Foster**

Head of Infrastructure

**AMP Capital**

Financial Services Conference, 1 August 2013



***“Attendees at the Australian Infrastructure Finance Summit will be looking to learn about key legal, financial, risk and regulatory considerations in infrastructure investment and development, learn from best practice case studies, and evaluate new technologies and products that will make the complex task of managing public private partnerships easier to handle. This is your opportunity to place your brand at the front of their minds.”***



## Why you need to sponsor

Financing and developing infrastructure is a complex undertaking which depends on a wealth of supporting partners. Delegates at the Australian Infrastructure Finance Summit will have a strong interest in meeting with and learning from organisations offering products and services which assist them in infrastructure finance or development.

A range of sponsorship and exhibition opportunities will be available at the summit, which stand to significant benefit to organisations working to develop business and meet key decision makers and buyers in infrastructure investment and development through:

- **Direct marketing** - Your corporate identity and message will be seen by key decision-makers and prospective clients whether they attend or not. They are targeted by our highly focused marketing and mailing campaign.
- **Public relations** - The impact you will make at the summit as a sponsor will be considerable. Extensive banner exposure will create an impression that cannot be ignored and will not be forgotten.
- **Alignment with a high quality event** - The summit has been co-developed with and will be attended by a targeted group of senior executives in infrastructure development and investment, from both the private and public sectors. Many of the delegates to the conference have the power to influence and approve purchasing decisions in infrastructure finance and asset construction or operation.
- **Sponsorship of the conference** - provides a unique opportunity for organisations to gain access to these key decision-makers and demonstrate your commitment to excellence and knowledge enhancement. These attending industry professionals will comprise an extensive potential client base.



**“I think there is going to be more privatisation in Australia and that will provide more opportunities for the kind of investment these Canadian pension funds have already shown they're looking for.”**

**Prime Minister Tony Abbott**  
The Australian, 10th June 2014

The Australian Infrastructure Finance Summit will offer the ideal opportunity to profile your organisation, products and services to decision makers in a targeted, high profile gathering of local and international executives involved in infrastructure development and finance.

**Sponsorship and exhibition opportunities are limited and selling fast - book now or risk missing out!**

## Preparation for the summit is now underway

**Contact Oli Russell-Cowan today on +61 2 8188 7536 to discuss a package that is right for you.**

### Potential sponsors please note:

In designing this event we have researched extensively with infrastructure investment and development stakeholders about their challenges and we have designed an agenda specifically for them. By sponsoring this event you have a prime opportunity to demonstrate that you have their solutions at a time and a place where they are actively seeking them.

## Sponsorship and Exhibition Packages

If you have solutions or services relating to infrastructure finance and you want to meet senior investment and infrastructure development managers we'd like to talk to you about speaking or exhibiting at this important event.

**Packages are limited and will be tailored to suit your needs.**

For a confidential discussion about a sponsorship solution tailored just for you, please contact **Oli Russell-Cowan** on **+61 (0)2 8188 7536** or email **olir@questevents.com.au**



*"I strongly believe that the private sector owning commercial assets will bring about a lot more productive use of the assets than government ownership of the assets,"*

**Rod Sims**

Chairman

**ACCC**

Australian Financial Review,

Monday January 6th 2014



### About the organiser

Quest Events is a fast-growing business information and networking event provider – producing timely and relevant conferences, exhibitions and training seminars for industry and government participants alike.

Through high-level networking and knowledge provision, our unique events are designed to inform and inspire you – helping you grow your business and progress your career.

Our team has extensive experience developing and staging live, face-to-face, content led events in a wide range of sectors, both domestically and abroad.

The in-depth research that goes into the production of every Quest event means you can be assured of the highest level of quality and can expect value that is second to none.

Our mission, put simply, is to become and remain the leading producer of business events of the highest quality, providing you with unrivalled opportunities to **Meet. Learn. Grow.** It's what we're all about.

To discuss sponsorship or exhibition opportunities in more detail, please contact:

#### **Oli Russell-Cowan**

Sponsorship Sales Manager

#### **Quest Events Pty Ltd**

Suite 3, Level 2, 53-55 Sydney Rd

Manly NSW 2095

D: **+61 (0)2 8188 7536**

F: **+61 (0)2 9977 0567**

M: **+61 (0)452 176 823**

E: **olir@questevents.com.au**







[www.questevents.com.au](http://www.questevents.com.au)