



Day 1 23rd May

8.20 **Networking & Registration Breakfast**

9.00 **Introduction: The Global Outlook for Infrastructure Investments**

9.20 **Keynote Presentation: The changing dynamics of the Infrastructure market**

- To what extent are macroeconomic and geopolitical factors affecting supply and demand?
- What is the consensus amongst economists and analysts about where the best opportunities will be found?
- Will regulation become a growing concern given the current uncertainty in Europe?
- What is the contrarian view?

09.45 **Investor Outlook Panel: What are the top issues on the agenda for investors who actively allocate to the Infrastructure asset class?**

- What potential returns do institutional investors want to see in order to increase their allocations to the asset class?
- What is the right balance going forward between fund investments, co-investments and direct investments?
- How important are sustainability considerations for LPs when investing into long-term infrastructure assets?
- What are the most concerning challenges that lie ahead for the infrastructure asset class?
- Which sectors are attracting most interest and how are investors / LPs gaining exposure?

10.35 **Networking Session**

11.05 **Presentation: Infrastructure debt – What is driving the growth of this sector?**

- How many infrastructure debt funds are now in the market and how are they competing against each other?
- Is it becoming clear who the superior fund managers are given that this is a relatively new part of the infrastructure market?
- What innovations & new trends are coming out of the debt markets?

11.25 **ESG and the long-term ownership of infrastructure assets**

- How do LPs evaluate the ESG strategy of a fund manager?
- How does ESG help to identify risks and opportunities for value creation?
- Does ESG fall outside the scope of fiduciary duty?
- Does ESG go beyond screening out specific sectors?
- To what degree does ESG become increasingly important when investing in the emerging markets, due to political risk and a lack of regulation?

12.10 **Where are the key opportunities in renewables?**

- Trends such as energy storage technology and off-shore wind are receiving increased attention in 2017 – which sectors outside of the mainstream are the most attractive?
- With India and China shifting focus toward renewables are these regions becoming hotspots for private investment?
- What role will emerging managers play in the renewables space?
- To what extent are government policies influencing investment decisions in the current climate?
- Where is the most capital flowing & where are the most robust strategies?



13.00 Networking Lunch & Investor Roundtables

14.10 Presentation: Fundraising outlook

- How much are LPs planning to allocate over the next year?
- Capital concentration was a prominent trend of 2016, with 50% of capital raised by just five funds. How can smaller managers attract the attention of LPs?
- What are likely to be the most effective fundraising strategies?
- How can a fund manager displace a competitor who has an existing place in an LP's portfolio?

14.30 The outlook for emerging markets

- How does the attractiveness of Asia, Africa and Latin America compare?
- What are the pros and cons of diversifying across geographies if an LP is making satisfactory returns in Europe or the US?
- Will anti-globalisation rhetoric affect emerging market investments?
- Are there still pre-conditions for LP investment in emerging markets funds?
- What are the most attractive sectors aside from solar?
- A record number of deals were completed in Asia during 2016 – what are the main drivers for increased investment in the region?

15.15 Networking Session

15.45 Identifying and backing the best fund managers

- How do LPs determine the best-in-category fund managers to back?
- Have most long-term LP-GP relationships already been formed and how easy is it for an emerging fund manager to get the attention of big LPs?
- How are the criteria changing for judging the leaders and laggards in the industry?
- What are the main concerns for funds over the next year and how are these issues being managed?
- To what extent does an effective ESG strategy provide a competitive advantage?

16.30 Infrastructure finance – The outlook for pricing and supply

- How have capital structures developed over the last year?
- What do the suppliers of capital regard as the most attractive type of deals to finance in the current environment?
- What is the outlook for pricing and what are the driving factors behind current and future valuations?
- Where do the opportunities lie to find well priced assets? What areas offer best value?

17.15 Chairman's wrap-up

17.20 Networking & Drinks Reception



Day 2 24th May

8.20 Networking & Registration Breakfast

9.00 Keynote Presentation: The changing dynamics of the renewables market

- To what extent are macroeconomic and geopolitical factors affecting supply and demand?
- What is the consensus amongst economists and analysts about where the best opportunities will be found?
- Will government energy policies become a growing concern?
- How quickly are we shifting from traditional to renewable energy?

09.30 Investor Outlook Panel: What are the top issues on the agenda for investors in the renewables space?

- What returns do institutional investors want to see to counter the risk of renewables?
- To what extent should investors consider political risk when investing in renewables?
- What are the most concerning challenges that lie ahead for the renewables asset class?
- Are investors seeing promise in distressed assets and periphery energy subsectors?
- How are LPs evaluating international opportunities and new entrants to the market?

10.15 Presentation: Infrastructure tech – How is the asset class being disrupted?

- To what extent has technology disrupted the infrastructure industry?
- Where are the best investment opportunities?
- How can incumbent players react effectively to these changes?

10.35 Networking Session

11.05 What is the future of the LP-GP relationship?

- How can direct investors be convinced to allocate capital to external managers?
- Fees, transparency, internal resources, deal flow – what are the priorities when choosing an investment platform?
- Do GPs need to change their fee structure? Or will greater transparency and communication suffice?

11.50 Why and how are investors moving toward direct and co-investment models?

- Do potential LPs have the in-house resources to succeed?
- What are the different skills required for direct and co-investments?
- What type of investor should look at this model? Which are best suited to fund investing?
- Are direct and co-investments as easily implemented within renewables?

12.35 Will renewables sustain their competitive edge throughout 2017?

- How will the US administration and Brexit affect renewables in the short and long term?
- What is the outlook for pricing of traditional fuels? What is the impact on renewables?
- To what extent are green bonds a viable alternative for financing infrastructure projects?
- Given the importance of ESG to LPs, to what extent do all infrastructure investments need to be 'green'?

13.20 Networking Lunch & Investor Roundtables

14.20 Networking & Drinks Reception