

# Equity Investors Panel Discussion:



# Dealflow, Fund Raising, Asset Pricing and Refinancing

**Date:** 08.30-10.00, Wednesday 15 May, 2019  
**Venue:** Osler, Hoskin & Harcourt LLP, 100 King St W, Toronto, ON M5X 1B8

- 08.30-09.00 Registration, Networking, Breakfast
- 09.00-09.45 Panel Discussion
- Panel Members:
  - Alina Osorio, President, Fiera Infrastructure
  - Jonathan Stone, Partner, InstarAGF
  - Robert Azzam, VP, Project Finance, Concert Infrastructure
- Moderator:
  - Danna Donald, Partner, Osler, Hoskin & Harcourt LLP
- 09.45 Close of Panel Discussion + Networking/ Coffee

# SPEAKER PROFILES

## DANNA DONALD

PARTNER, OSLER, HOSKIN & HARCOURT LLP



Danna's practice focuses on project finance, including social and transportation infrastructure, renewable energy, public-private partnerships, syndicated loan facilities and acquisition loan facilities. She advises a broad range of corporate borrowers and lenders including developers, equity sponsors, contractors, domestic and

foreign banks, bond underwriters and other investors on the negotiation of credit facilities, indentures and infrastructure documents.

Danna has led Osler's commercial team in providing advisory services on a number of infrastructure and energy transactions, including the debt and equity financing of some of Canada's largest wind and solar projects. Danna is a Founding Member and the Past Chair (2014-2016) of the Toronto Women's Infrastructure Network and is currently a member of the Steering Committee.

## JONATHAN STONE

PARTNER, INSTARAGF ASSET MANAGEMENT INC.



Jonathan Stone is a seasoned infrastructure investment professional with over 20 years of experience as a financial advisor, equity sponsor and contractor across multiple sectors and jurisdictions. As a partner at InstarAGF, Jonathan shares responsibility for strategic and business development, transactions and asset management.

Jonathan was most recently Managing Director and Co-Head, Energy, Infrastructure, Power & Utilities EMEA at Scotiabank, where he advised such businesses in identifying, marketing, negotiating and executing investment opportunities. He co-founded the Scotia Waterous Infrastructure Finance Team (SWIFT), an internal joint venture to pursue energy infrastructure M&A opportunities such as storage, midstream and LNG.

Prior to Scotiabank, Jonathan served as a Vice President of Plenary Group (Canada), leading public-private partnership transactions as a developer and equity investor. Jonathan's prior experience includes serving as Vice President for CIT Energy and Infrastructure, where he led financial advisory mandates for Canadian public-private partnerships across multiple sectors including transportation, light and heavy rail, social infrastructure and power generation

Jonathan holds a MBA from Cambridge University, a Bachelor of Engineering from McGill University, and the Chartered Financial Analyst designation.

## ROBERT AZZAM

VICE PRESIDENT, PROJECT FINANCE, CONCERT INFRASTRUCTURE



Robert has over 18 years of experience in project finance and Public Private Partnerships, including public-sector; private sector lending; and private sector investments.

As the Vice President, Project Finance at Concert Infrastructure, Robert is responsible for leading Concert's financing interest and objectives in the pursuits of infrastructure investments opportunities across Canada, including greenfield PPP opportunities and investments in the PPP secondary market.

Prior to working at Concert, Robert was the Finance Lead on P3 projects at TD Bank Group and Infrastructure Ontario (IO). At TD, Robert lead a team of Directors in the development and execution of TD's project finance strategy. At IO, Robert was part of the team that developed the IO AFP program from a project finance perspective, including participation in development of the Project Agreement, procurement documents, and Value for Money template. In addition, Robert played a lead role in several AFP projects at IO as the finance lead responsible for RFP financial evaluation, and negotiation through financial close.

Robert holds an MBA from McGill University, and an Honours Bachelor Degree in Economics from Concordia University.

## ALINA OSORIO

PRESIDENT, FIERA INFRASTRUCTURE



Alina is a seasoned professional in the utility and infrastructure investment and financing sector. She has worked as an infrastructure investment professional and has been a key player in the sector for more than two decades. Her many years of experience stem from her roles as an equity research analyst covering Canadian utility companies, an investment banker in the infrastructure sector, a principal investor, and finally, as a portfolio strategist for a major Canadian pension fund. She has extensive experience and a solid track record in her field.

Before joining Fiera Infrastructure, she was CEO of Aquila Infrastructure, where she oversaw the creation of the firm and its growth to more than \$225 million in assets under management. Prior to that, she was CEO of the Macquarie Essential Assets Partnership ("MEAP"), North America's first unlisted infrastructure fund, which invested in Canada and the United States. Under her leadership, MEAP pursued and assessed numerous opportunities, completed five acquisitions and one divestment. Alina went on to lead the infrastructure program at OPTrust, with a capital allocation of \$2.5 billion. In this role, she was responsible for setting strategic direction, overseeing investment strategies and acquisitions, and managing an infrastructure portfolio in excess of \$1 billion.

Alina holds a bachelor's degree in Engineering from McGill University and an MBA from the Schulich School of Business. She is also a Chartered Financial Analyst and a Professional Engineer in the Province of Ontario.