

# Infrastructure Executive Talent: Needs, Opportunities & Trends

**Date:** 08.30-09.30, Tuesday 18th September

**Venue:** CMS, Cannon Place, 78 Cannon Street, London, EC4N 6AF



**08.00-08.30**

- Registration, Networking

**08.30-09.30**

- Panel Session

Moderator:

- Andrew Ivison, Partner, CMS

Panel Members:

- Martin Lennon, Co-Founder and Head, Infracapital

- Elizabeth Lutley, Senior Investment Director, Edmond de Rothschild

- Philippa Eddie, Head of Financial Advisory, IPA

- Marcus De Luca, Partner, Heidrick & Struggles

- Darryl Murphy, Head Infrastructure Debt, Aviva Investors

**09.30**

- Close of Session, Networking

## **DR DARRYL MURPHY**

HEAD OF INFRASTRUCTURE DEBT, AVIVA INVESTORS



Darryl is the head of infrastructure debt at Aviva Investors. Prior to joining Aviva Investors, Darryl was a partner at KPMG in the Infrastructure Advisory practice. Darryl has over 23 years' experience in infrastructure finance having also worked at Hambros, SG,

Newcourt Capital, RBC and was head of European Project Finance at HSBC. He has structured, advised and arranged on a wide number of projects globally and has particular expertise in public private partnerships. Darryl has experience working on major UK infrastructure projects including Offshore wind projects, rolling stock procurement, Hinkley Point C, HS2, Crossrail 2, Thames Tideway Tunnel, Silvertown Tunnel and OFTOs.

## **MARTIN LENNON**

CO-FOUNDER & HEAD, INFRACAPITAL



Martin has been Head of Infracapital since its inception in 2002, and has over 25 years' infrastructure, project finance and investment experience. Prior to founding Infracapital, Martin led the Project & Infrastructure Finance business at M&G, having joined the company

in 1998. He developed a substantial and diversified investment business, investing in infrastructure across a range of financial instruments including public bonds, private placements, loans, mezzanine and equity. Martin played a key role in the creation and development of the first secondary market PFI fund, the M&G Innisfree PPP Fund ("IMPPP").

In addition to playing an active role in the origination, execution and asset management of infrastructure investment activities, Martin chairs the Investment Committee of Infracapital and the Investment & Steering Committee of IMPPP. Prior to joining M&G, Martin worked in the infrastructure and project finance divisions of AMEC Plc and Brown & Root Limited. Martin was also a founding Board member of the Global Infrastructure Investor Association established as a representative body for equity investors in global infrastructure.

## **ELIZABETH LUTLEY**

SENIOR INVESTMENT DIRECTOR, EDMOND DE ROTHSCHILD



Elizabeth joined the Edmond de Rothschild infrastructure team in January 2018 to support the growth of its infrastructure debt platform (BRIDGE) and build out of its portfolio across the senior and higher yield debt space.

Previously, Elizabeth worked as a Director in the Aviva Investors infrastructure debt team focussing on origination and execution of transactions across infrastructure and energy sectors, as well as managing a team of six individuals. Prior to that Elizabeth held roles in the infrastructure advisory teams at Credit Agricole CIB and Investec Bank. Elizabeth started her career in the industry in the early-2000s, advising predominantly on social infrastructure and transport transactions. Elizabeth attended Imperial College, London where she received her BSC in Mathematics.

## **PHILIPPA EDDIE**

HEAD OF FINANCIAL ADVISORY, INFRASTRUCTURE FINANCE TEAM, INFRASTRUCTURE AND PROJECTS AUTHORITY



Philippa leads the financial advisory team within the Infrastructure and Projects Authority.

Philippa joined HM Treasury in 2013 after over 20 years in the private sector specialising in infrastructure finance, both advisory and lending. Prior to joining the UK Government,

Philippa was a Partner at the professional services firm, EY, and before that was at Deutsche Bank for many years. She has worked on projects across all sectors of infrastructure. In the IPA, Philippa advises Government departments on projects in the energy, transport, water, and digital sectors.

Philippa has also been mentoring and coaching people for many years. She is a civil service mentor and is currently doing a Diploma in Executive Coaching and Mentoring. Furthermore, Philippa is studying for a Masters in Applied Linguistics and has carried out research into the effect of language used in recruitment contexts.

## MARCUS DE LUCA

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PARTNER, HEIDRICK & STRUGGLES



Marcus De Luca is a Partner in Heidrick & Struggles' London office, where he leads the firm's global infrastructure practice. Situated within the firm's financial services practice Marcus works with banks, advisers and investors around the world pursuing financing

and investment opportunities across the energy, utilities, resources, transportation, telecommunications and social infrastructure sectors. With the Industrial and Board practices, he also works with investment clients on Non-Executive Board and C-suite leadership opportunities within their portfolio assets.

Marcus previously led the infrastructure practice at another global search firm. He established the firm's private equity and infrastructure practice in Australasia, based in Melbourne, and brings over 20 years' experience of leading senior level searches in the European, North American and Asia Pacific regions. Previously, he established an executive search firm in London concluding assignments for clients including funds, lenders, investment banks, government bodies and contractors/ developers.

Marcus commenced his career as a solicitor in London specialising in corporate finance, working in both private practice and in-house at a European bank before moving into executive search.

Marcus holds a law degree from the University of Central Lancashire, UK, and a Graduate Diploma of Sports Law from the University of Melbourne. He has served on the Board of state sporting association, Victorian Water Polo Inc., as well as having served as a member of the Development Board (Melbourne) at The Hunger Project Australia.

## ANDREW IVISON

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PARTNER, CMS



Andrew is the senior partner in the CMS Infrastructure and Energy Financing team. He has been advising on project and structured financings in the infrastructure and energy sectors for over 25 years, supporting banks and other financial institutions,

developers and sponsors and the public sector in the UK and overseas. Recent successes for the team include advising the lenders and creditors on Project Cloud, a €270m 235MW onshore wind farm in central Sweden, Aviva Investors on two UK broadband financings and the funders/sponsors on three of the four UK student accommodation deals closing so far in 2018, as well as restructuring and re-organising more than 20 of the projects affected by the Carillion insolvency at the beginning of the year.