

Canada Infrastructure Bank

November 2018

**CANADA 
INFRASTRUCTURE BANK**

**BANQUE DE L'INFRASTRUCTURE DU
CANADA **

CIB Mandate

Invest \$35B...

Attract private capital...

Into **new** infrastructure projects...

In the **public interest**

Transfer significant **usage or demand risk ...**

Provide advisory services including best practices, data, information and
Inventory of Canadian Infrastructure Projects

We will invest >\$5bn in each of the focus areas



Green
Infrastructure

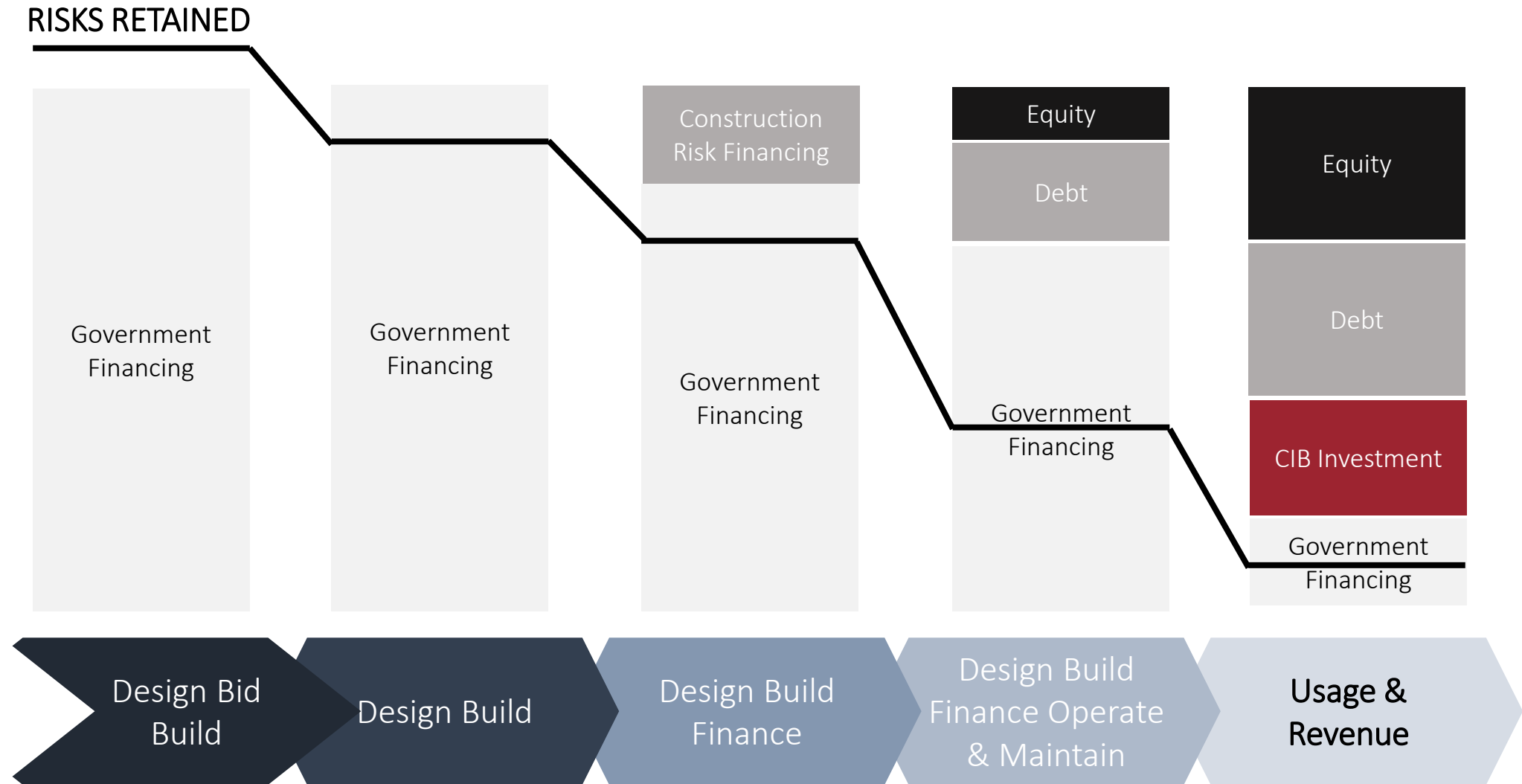


Public
Transit



Transport
and Trade

Building Blocks – Expanding on success of PPPs



CIB Investment Criteria – Type of Project



Transformative



Public Interest



Sustainable

Bankability
Reasonable Prospect
of earning returns on
Investment

Level Playing Field
Competing Infrastructure

**Go to Market
Procurement Strategy**

CIB Investment Criteria – Structure

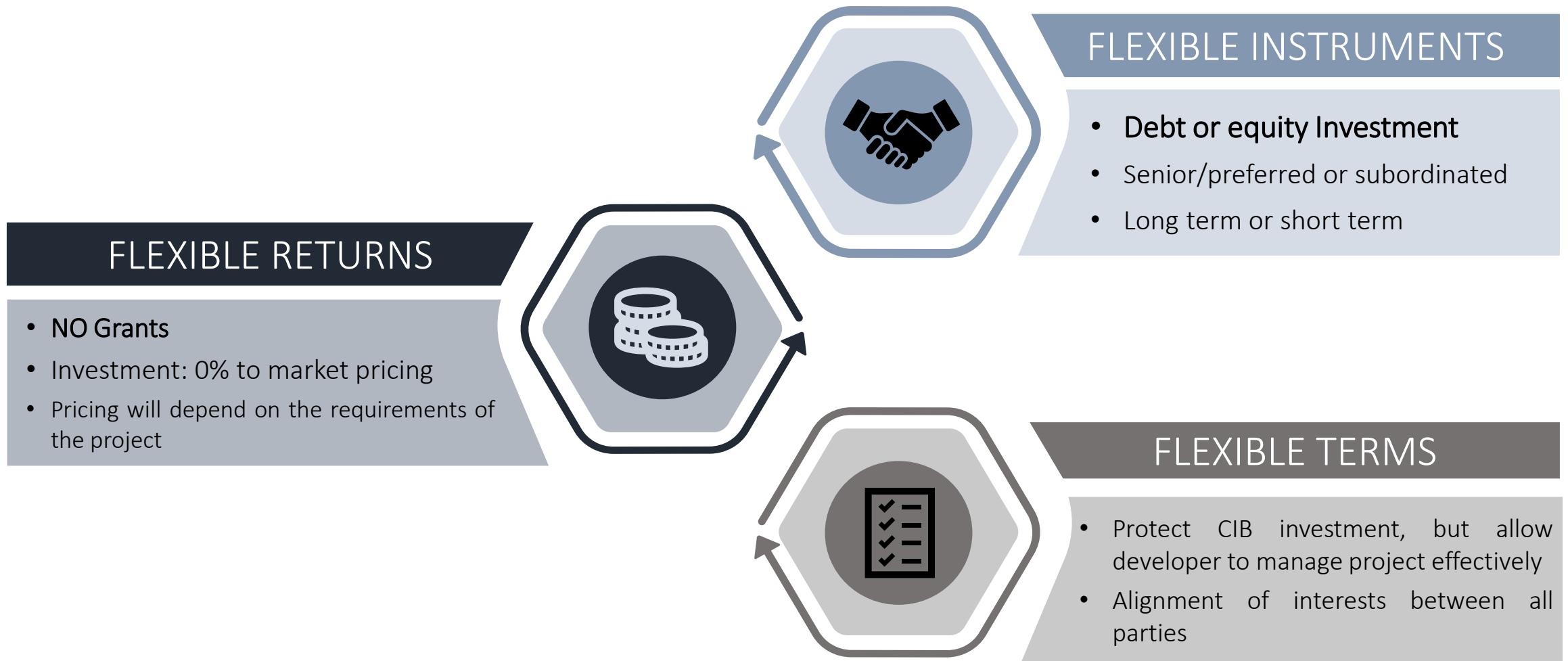
CIB seeks

- To **finance projects**
- Private sector **risk sharing**
 - Construction
 - Usage and revenue, ramp-up
 - Capacity
 - Regulatory
 - Operational
- Private investment = a **multiple of CIB's**
- Strong alignment of all partners
- Level playing field

CIB does NOT

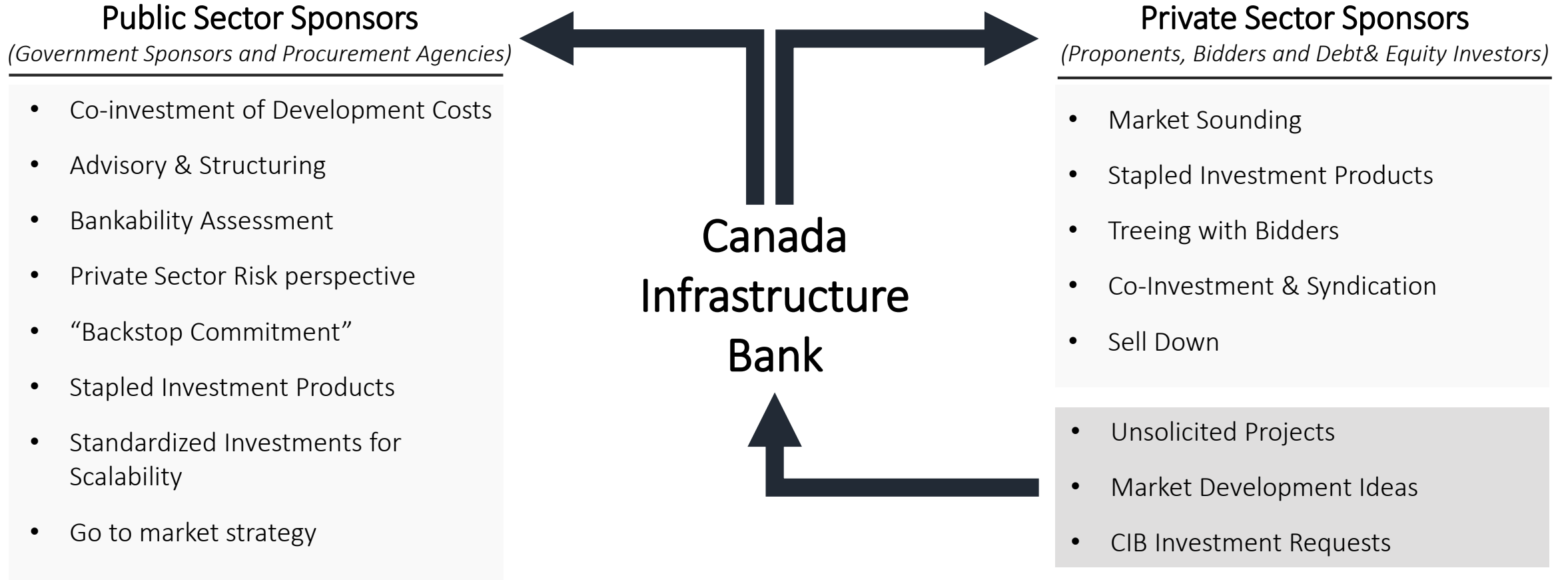
- Provide recurring funding
- Take all of the risk
- Crowd-out private investment with cheap capital
- Allow first money out for private investors
- Create unfair market advantage

CIB will fill in gaps to improve viability of Projects

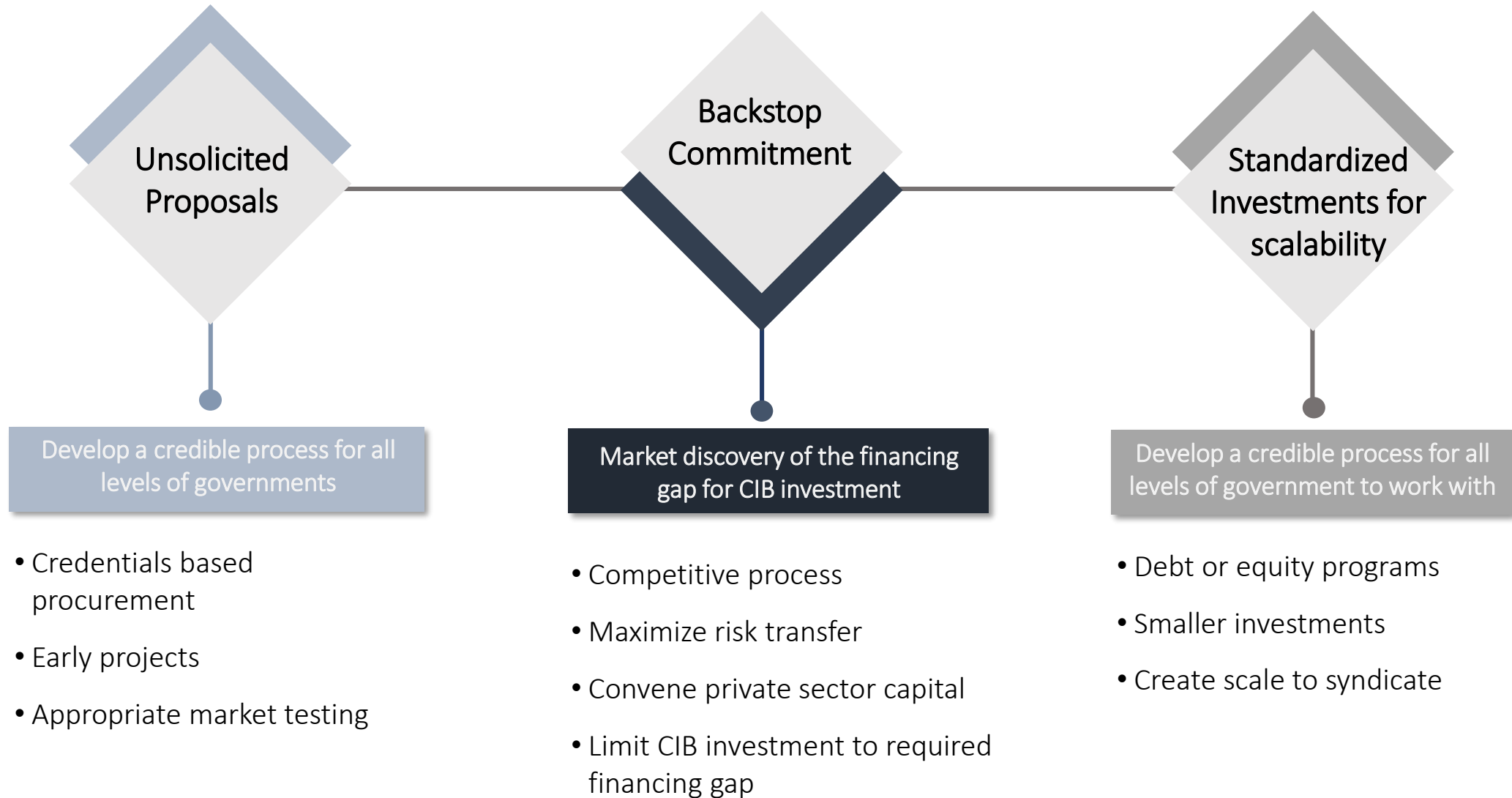


CIB Market Roles

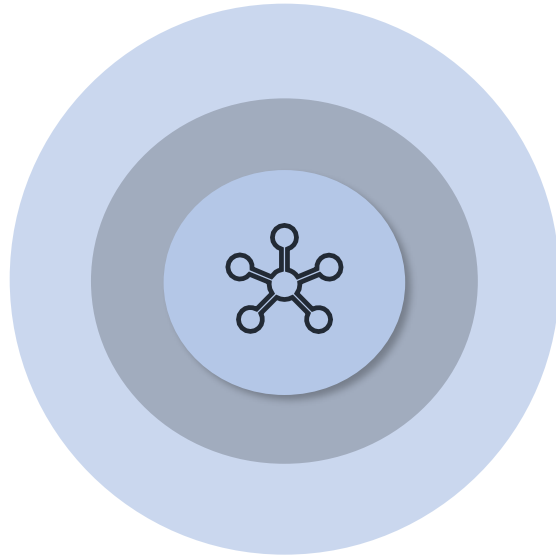
CIB actively works with the Public and Private Sector



Market Engagement

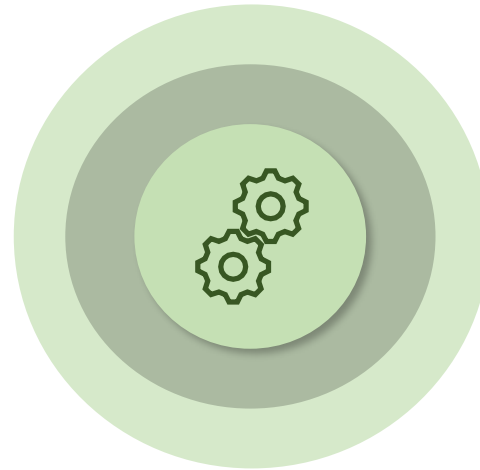


We have had over 120 outreach meetings



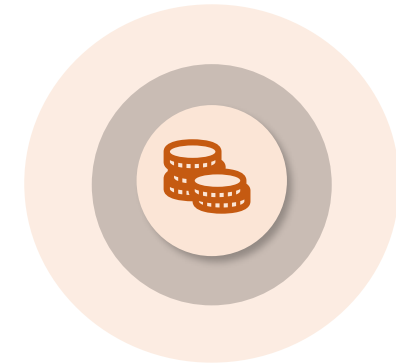
Project Discussions

> 55 projects
50% unsolicited



Actively Engaged

10 projects



Closed

1 investment

Réseau Express Métropolitain (REM)

\$1,283,000,000



Senior Secured Lender
15-Year Term Loan

August 2018

BANQUE DE L'INFRASTRUCTURE DU
CANADA

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INFRASTRUCTURE BANK

- Interest Rate =1% escalating to 3%
- \$2.9 billion of private capital is more than two times CIB's
- Core investment area for CIB
- Meets CIB's public interest and bankability criteria
- Five months to negotiate and finalize

Inventory of Canadian Infrastructure Projects

Objectives	
Promote opportunities to domestic and international service and capital providers	Foster collaboration, sharing of best practices and coordination of procurement

- Content provided by project proponents, managed by CIB
- Accessible to any user, free of charge
- Comprehensive list, not just projects meeting CIB criteria
- Projects in all stages of development
- Submission details to include project description, cost, stage, timing
- Expected launch by mid 2019

We are building more infrastructure for Canadians
and a larger addressable market

More large scale transformative projects

More “government demand” for private investments

More equity and debt

Sophisticated unsolicited proposal process

More revenue, usage and operating risks and returns

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