

Presentation overview

- **Responsible Investors in Canada**
- **Impact Investing**
- **Impact Infrastructure**
- **WCX Model**
- **CIIX Model**



Infrastructure is vital for our economy

- **Direct links between infrastructure and productivity.**
- **Governments are not able to finance all our infrastructure needs.**
- **Private investors will be required.**

Infrastructure market

- Estimates suggest over \$50 trillion is needed in global infrastructure investment in the next 20 years (OECD 2006).
- The Federation of Canadian Municipalities (FCM) state \$170 billion in infrastructure investment is required in Canada.





Canada's pension funds

- **Over \$1.2 trillion of assets**
- **World's experts in infrastructure investing**
- **Long term investors**
- **Largest 8 are signatories to the UN Principles for Responsible Investing**



Responsible Investing

- Brings environmental, social and governance (ESG) factors into investment decision-making.
- Belief that over time ESG factors lower risk and possibly contribute to financial out-performance.
- Signatories to UN PRI have \$35 trillion of assets under management.

The problem

- Canadian institutional investors lead the way in global infrastructure investment, but we lag behind in our own country. Why?
 - lack a means of understanding the real risks
 - lack a common set of metrics
 - lack concrete examples
 - lack a platform for exchange



Impact Investing



Impact investing explicitly seeks to generate environmental, social and economic benefits for communities, alongside risk-adjusted financial returns.

Impact Infrastructure Investing



Impact infrastructure directly targets positive impact for Canadian communities through designing, building, and operating in ways that do not diminish the social, economic and ecological processes required to maintain human equity, diversity, and the functionality of natural systems.

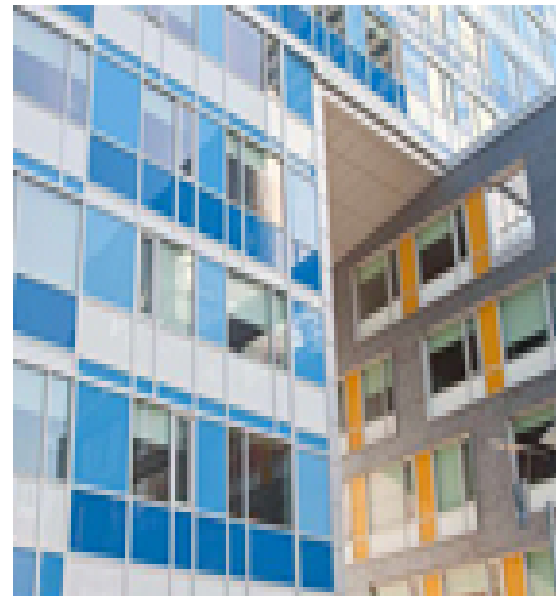


Why CIIX?

- **To facilitate large scale infrastructure investment requires an information platform capable of connecting capital with impact.**
- **To achieve the public/social benefits, it is crucial that the best projects are chosen and that they are tracked to ensure projected benefits are realized.**

Community level impacts

- The CIIX is designed to also act as an aggregator of smaller community-based deals in order to connect investors, communities, non-profits and social enterprises in a meaningful way.



YWCA Toronto – Affordable Housing



Model: The West Coast Exchange (WCX)

- The WCX was established between the states of California, Oregon, Washington and the province of British Columbia.
- WCX is designing ESG screening and certification criteria for projects to be included in this platform.
- It explicitly seeking to influence the choices of private market actors.



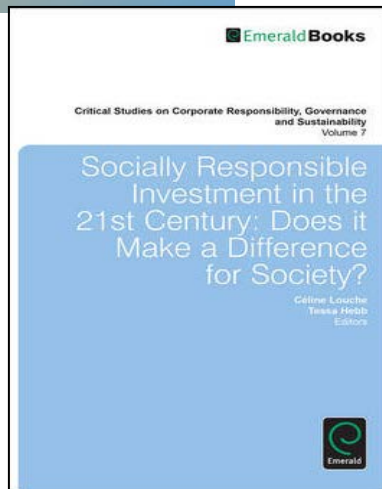
The Added Value of CIIX

- **CIIX seeks to create a market for private investment in public infrastructure that is responsive to protecting the public interest.**
- **Such P3s operate on a long-term profit motive generated by bundling two or more phases of infrastructure contracts together (e.g., design, build, finance and operate).**

CIIX is an information platform



- **The CIIX will not deliver or finance public infrastructure projects itself, it is about connecting jurisdictions to share best practices, templates, tools and guidance to improve outcomes and enable a disciplined approach to public procurement.**



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