



Infrastructure Projects and Principal Investment in the Americas

Macquarie Capital

A pioneer and market leader in the infrastructure sector for over two decades

Our Infrastructure Projects and Principal (IPP) group specializes in concessions and projects combining best-in-class financial advisory services with flexible principal investing across the capital structure.

As a leading sponsor of P3 projects globally we have developed or advised on over US\$34 billion of P3 projects and have extensive expertise at every stage of development. Our team has worked across a broad range of availability and demand risk P3 projects which includes transport, social, telecommunication and other civil infrastructure projects.

Macquarie Capital was ranked number one Financial Advisor globally by deal value in the Inframation full-year 2017 league table.

Macquarie Capital's infrastructure projects currently under construction or development worth over

US\$ ~ 25 billion

globally. With an average monthly construction spend of ~US\$300 million



Our expertise

The IPP team sits within Macquarie Capital's 400 strong Infrastructure and Energy Group and specializes in:

Public Private Partnerships

With our multidisciplinary team we are able to share tender, bid, planning and development costs while contributing our technical expertise to a diverse range of projects.

We have extensive experience as lead sponsor across multiple sectors and jurisdictions as well as all aspects of commercial and financial structuring.

Principal Projects

We have the ability to sponsor and lead complex work streams, tenders and acquisitions and invest in pre-close development bid costs, tender costs and capital for infrastructure projects.

Our flexible balance sheet allows us to provide equity, debt, mezzanine or hybrid capital while providing bespoke greenfield project finance capital.

Project Finance

Since the global financial crisis we have raised over US\$59 billion and were ranked number one 2016 Global Financial Advisor for Project Finance by InfraDeals.

Our unique principal mindset allows us to drive winning debt solutions, making us an independent third-party advisor with long standing relationships with a wide range of capital providers.



Deal highlights

Goethals Bridge, New York

The US\$1.2 billion Goethals Bridge Replacement is critical to the Port Authority's plan to address infrastructure needs. The design, build, finance, operate and maintain (DBFOM) project involves the replacement of the Goethals Bridge with a new six lane, 1.3 mile, cable stayed bridge.

Macquarie Capital developed all commercial aspects of the bid. The project won Global Transport Deal of the Year and the P3 Award for Best Overall Project.



2014 North American
Public Private Partnership
Transaction of the Year



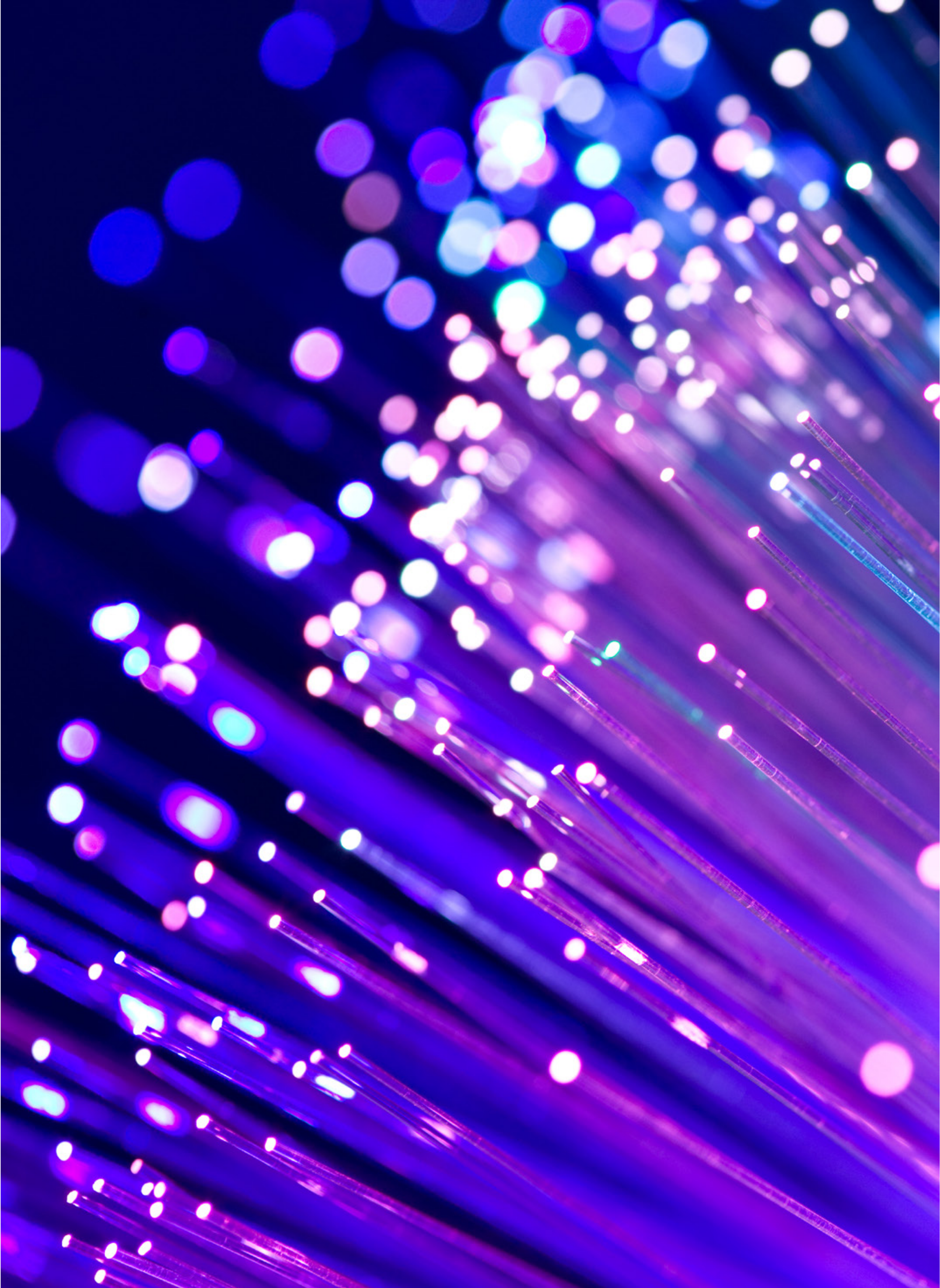
2014 Global Transport
Deal of the Year



2013 North American
Infrastructure Deal
of the Year



2013 North American
PPP Transaction
of the Year



Deal highlights

KentuckyWired, Kentucky

US\$324 million DBFOM connecting
120 counties to high speed internet.

The project is the first fiber optic P3 in the US and first hybrid tax / tax-exempt bond structure without Private Activity Bonds (PAB's). It is providing low cost, open access public networks available to multiple commercial providers.

Macquarie Capital acted as leading equity sponsor, investor and exclusive financial advisor.



Deal highlights

Elizabeth River Crossing, Virginia

US\$2.1 billion DBFOM and tolling project for a new two-lane tunnel in Virginia

The project also includes the rehabilitation of existing tunnels, delivering one of the largest and most complex P3 transportation projects to close.

Macquarie Capital successfully ran a multi-track funding competition enabling a 40% reduction in toll rates.



Deal highlights

Central 70, Denver

US\$1.2 billion DBFOM for reconstruction of 10 miles of roadway on I-70 east.

Ran a competitive bid process, guiding the Colorado Department of Transportation (CDOT) through commercial negotiations for the reconstruction of a 10-mile stretch of I-70, including the addition of express lanes, a new 4-acre park and the removal of aged infrastructure.

Macquarie Capital acted as exclusive procurement and financial advisor to CDOT through all bid phases.

Blankenburg Tunnel

THE NETHERLANDS



P3 worth approximately €1.2 billion, including construction and maintenance.

Macquarie's role and impact

- The A24 Blankenburg Tunnel will improve commuter access and is part of the Rotterdam Vooruit masterplan to develop the region between 2020-2040
- Macquarie Capital is majority equity sponsor and sole financial advisor to the selected consortium
- Financial close Q2 2018 (expected).

Norte III MEXICO



Acquisition of a 924 MW Combined-Cycle Power Plant Project.

Macquarie's role and impact

- Macquarie Capital's consortium raised US\$715 million in senior debt, securing construction of Mexico's largest combined-cycle power plant
- The structure included a complex insolvency proceeding and executing a lump-sum turn-key EPC contract
- Macquarie Capital acted as investor, sponsor and sole financial advisor.

D4/R7 Highway

SLOVAKIA



Europe's largest P3 in 2016 with over €1 billion of capital raised.

Macquarie's role and impact

- The project involves the construction of circa 60 kilometers of highway, including a bridge over the River Danube.
- As sole financial advisor and co-lead sponsor Macquarie Capital committed €40 million of equity and arranged a competitive financial structure.

**Partnerships
Awards 2017**

Gold Award Winner:
Best Road Project

IJGlobal 

2016 European Roads
Deal of the Year

PFI
AWARDS
2016

2016 Europe PPP
Deal of the Year

Mersey Gateway Bridge

ENGLAND



£600 million cable-stayed bridge – one of UK's largest infrastructure projects.

Macquarie's role and impact

- DBFOM of a new six-lane toll bridge across the Mersey River near Liverpool
- The project comprises a 30-year scheme to build, operate and maintain the bridge and received the 2015 Partnership Gold Award for Best Road Project
- Macquarie Capital acted as lead sponsor, sole financial advisor and debt arranger.

**Partnerships
Awards 2015**

Gold Award Winner:
Best Road Project

IJGlobal 

2014 European Roads
Deal of the Year

PFI
AWARDS
2014

2014 Europe Infrastructure
Deal of the Year

Grangegorman Campus

IRELAND



Circa €200 million DBFOM project for two buildings at the DIT campus.

Macquarie's role and impact

- This will be the largest Irish accommodation PPP ever closed and will bring together 10,000 students into one campus
- Macquarie Capital is sole sponsor and exclusive financial advisor
- Financial close 2018 (expected).

Malaga Metro

SPAIN



Circa 50%/€140 million controlling equity stake in Malaga Metro.

Macquarie's role and impact

- A €700 million total project including a 14.5 kilometer DBFOM for the underground and overground light metro system in Malaga
- Macquarie Capital acted as investor, capital arranger and exclusive financial advisor.
- Financial close 2016.

RECENT
PROJECTS

Recent North American projects

US/LATAM

CANADA



Awarding-winning expertise

The Banker

2017

Infrastructure and Project Finance
Deal of the Year Europe
MGT Teesside Renewable Energy Project

2017

Financial close 2017 MGT Teesside

2016

Financial close 2017 Baltic 2 Offshore Wind Farm



2016

Global Financial Sponsor of the year Macquarie
European PPP Deal of the Year D4/R7 Highway

2015

Americas Transport Deal of the Year
Indiana Toll Road

Americas Power Deal of the Year Salem Harbor
European Power Deal of the Year Galloper OFW

2014

European Infrastructure Deal of the Year
Mersey Gateway



2017

No.1 Global Financial Adviser by Value
Macquarie Capital

Partnerships Awards

2017

Silver Award Winner,
Financial Adviser of the Year Macquarie Capital

Gold Award Winner,
Best Social Infrastructure Project Amsterdam Court

Gold Award Winner, Best Road Project
D4/R7 Highway

2015

Gold Award Winner, Best Road Project
Mersey Gateway



2016

Best Business Initiative Malaga Metro



2016

Project Finance Deal of the Year in Southeast Asia
Manila Light Rail Transit System Line 1

THE BOND BUYER

2015

The Bond Buyer Deal of the Year
KentuckyWired



Q1 2017

No.1 Financial Adviser, Infrastructure by deal count

2016

Global Sponsor of the Year
Macquarie Capital

European and African Financial Adviser
of the Year Macquarie Capital

European M&A Deal of the Year
London City Airport Acquisition

African Roads Deal of the Year
SAIF Disposal

2015

American M&A Deal of the Year
Macquarie Capital

European Wind Deal of the Year
Galloper OFW



2016

North America Capital Raise of the Year
Lennar Multifamily Venture



2014

Global Transport Deal of the Year
Goethals Bridge

Contacts

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To find out more about Macquarie please visit

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