

**Plenary Group Pty Ltd**

Level 29  
140 William Street  
Melbourne VIC 3000 Australia

Telephone +61 3 8888 7700  
Facsimile +61 3 8888 7701

[www.plenarygroup.com](http://www.plenarygroup.com)

Melbourne  
Sydney  
Adelaide  
Vancouver  
Toronto  
Edmonton  
Singapore

14 March 2012

Trade Commitments Branch  
Department of Foreign Affairs and Trade  
R.G. Casey Building  
John McEwen Crescent  
Barton ACT 0221

Dear Sir/Madam

I am writing in support of Canada's participation in the Trans-Pacific Partnership (TPP) Trade Agreement.

**Background**

Plenary Group is an independent long-term investor, developer and operator of public infrastructure. Engaged specifically in Public Private Partnership (PPP) projects on behalf of Governments, it is a specialist in the delivery of social infrastructure.

Established in Australia in 2004 with a small core team of six staff, Plenary Group exported its business model to Canada in 2005. Plenary Group Canada now operates as a sister company.

In 2012, Plenary Group has over 90 professional staff spread across 7 offices - Melbourne, Sydney, Adelaide and Singapore in the Asia Pacific; and Vancouver, Toronto, Edmonton in Canada.

The business has been successful on twenty (20) PPP projects and has an asset portfolio with a project capitalisation of over AUD\$10 billion.

Plenary Group has created an integrated business that sits comfortably on either side of the Pacific, delivering new opportunities for employment, investment and public infrastructure.

**Submission**

Plenary Group understands that negotiations are underway toward a Trans-Pacific Partnership Trade Agreement, an Asia-Pacific regional trade agreement between nine countries (Australia, Brunei, Chile, Malaysia, New Zealand, Peru, Singapore, the United States and Vietnam). We also understand that Canada wishes to join these negotiations.

Plenary Group has established itself as a leader in the delivery of public infrastructure in two core markets; Australia and Canada. We can see the potential advantages of including Canada in TPP trade negotiations

The rationale behind Plenary Group's decision to establish in these two markets was based on the common traits that exist across the countries' systems of Government, law, and financial markets. From Plenary's perspective it has made the movement of resources, expertise and knowledge between the two countries a productive and rewarding process, helping to create many direct and indirect employment opportunities in both countries. While their PPP/P3 markets are at different points of development, Canada and Australia share many similar lessons and challenges based on their size, population density and infrastructure needs.

Our Canadian business has become an important like-minded partner for our Australian business on a broad range of infrastructure issues in the PPP/P3 sector. The sharing of sophisticated approaches to private financing of public infrastructure between the two businesses has made a strong contribution to the development of the public infrastructure market in both countries.

Important partnerships have grown between our Australian business and Canadian based companies and investors. Our Canadian business has similarly benefited from key partnerships with Australian based companies.

Plenary Group has facilitated the investment of other companies investing and trading across the Pacific. In Canada, Australian health planning architects Silver Thomas Handley were invited to work on PPP projects in British Columbia by the current Plenary Group principals. They now have a strong practice in Canada employing many local designers, architects and health planners.

Similarly, Plenary has introduced construction company PCL to the Australian PPP market where we have successfully bid on the A\$1 billion Victorian Comprehensive Cancer Centre. Coming off a steady pipeline of PPP projects in Canada we know PCL's expertise will add significant value to this project as well as the broader Victorian construction market.

As a business that operates successfully in both countries we would encourage Australia and Canada to work together to create a larger free trade area of the Asia Pacific.

We can see the TPP becoming an important building block to grow existing bilateral trade between the two countries, expand access to key trading partners for both countries and increase the cooperative approach to business-to-business linkages and services that support trans-ocean investment growth.

Please accept this correspondence as a submission of support to Canada's participation in the Trans-Pacific Partnership (TPP) Trade Agreement.

Yours sincerely,



**Kelvyn Lavelle**  
Executive Director, Corporate Affairs