

Deny Sullivan, M.A.

Director | Transport Research



Overview

- Transportation **economist** specializing in **traffic modelling** and **revenue forecasts**
- **7 years** of **experience** preparing **economic, traffic** and **revenue projections** for institutional investors deploying capital in the transportation sector
- **Commercial due diligence** team member for **10+** successful **acquisitions** of transportation assets with a combined value **over \$70 billion**
- **International** experience: economic and traffic forecasts across **20 countries** and **4 continents**
- Reviewed and analyzed **50+** toll road, railways, seaport, and airport **projects**

Academic Qualifications

- Master's of Economics (M.A.), University of Calgary
- BA Honours, Economics, St. Francis Xavier University

Publications

- Co-author, 'Traffic Impact of Road Tolls' (2024)
- Contributor, 'It's About Time' (Infrastructure Investor, September 2022)

Employment

CSR Group (2021 to present)

- Preparation of long-term traffic and revenue growth forecasts for global transportation assets (toll roads, railways, ports, airports)
- Commercial due diligence team member for successful transport asset acquisitions with a combined value over \$65 billion
- Independent review of traffic volume projections for traffic and revenue studies
- Deep-dive audits of transportation (traffic) models and their outputs
- Technical work on traffic and revenue projections for toll road-related legal cases

Brookfield Infrastructure Partners (2017 to 2021)

- Commercial due diligence for global transportation mergers and acquisitions
- Traffic & revenue forecasting for successful transport asset acquisitions (toll roads, railways, ports) with a combined value over \$5 billion
- Long-term macroeconomic forecasts and country-level monitoring, focused on emerging markets (Latam, Asia)
- Deep-dive research projects on multi-modal commodity flows and transport logistics in North America and Latin America