

# GLOBAL LISTED INFRASTRUCTURE

## A Compelling Mix of Growth Potential & Relative Value

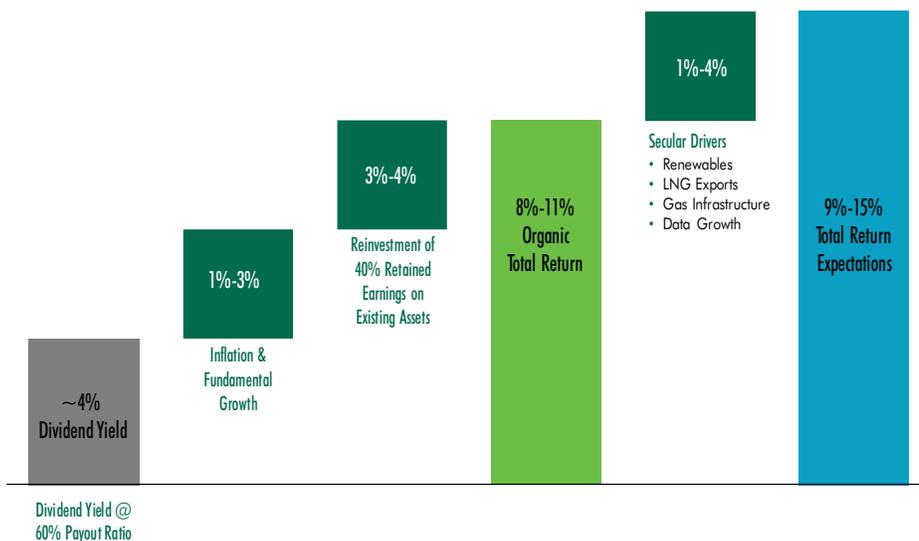
### Q1 2018

We expect global listed infrastructure will deliver attractive total returns in 2018, with a forecasted range of 10-12%. Listed infrastructure continues to trade at a discount relative to broad equities and the private infrastructure market. Also, secular demand is expected to continue to enhance the growth and total return potential of the asset class.

#### VISIBLE BUILDING BLOCKS FOR GROWTH AND TOTAL RETURN

Listed infrastructure provides a defensive and stable growth profile. It is anchored by dividend income, inflation-linked revenues, and growth from the reinvestment of capital which increases the efficiency, duration, and/or productivity of existing assets. Also, secular trends enhance the total return potential of the asset class beyond what may be earned from its organic building blocks. Demand for renewable energy and wireless communication infrastructure are both excellent examples. These current trends represent how environmental consciousness and data proliferation are changing infrastructure investment demands that drive both short and long-term opportunities for the listed companies we own in our portfolios. The chart below is an illustrative example of our underwriting of listed infrastructure companies' total return potential.

Organic and Secular Building Blocks of Total Return Underwriting



#### KEY TAKEAWAYS:

- Organic total return combined with secular demand support our 10%-12% total return expectation.
- Listed infrastructure trades at a discount to both equities and private market infrastructure.
- No changes to legislation are required to achieve our forecasted earnings growth of 9% over the next two years.

Source: CBRE Clarion. For illustrative purposes only. Not intended to provide current market analysis.

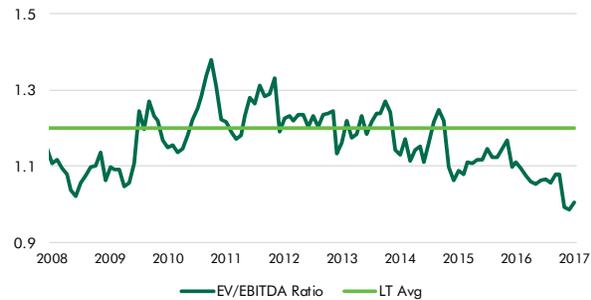
## DISCOUNTED VALUATION RELATIVE TO EQUITIES

Relative to broad equities global listed infrastructure companies are trading at a multiple well below their 10-year average. We believe that the growth outlook is very predictable and visible over the next 3-5 years. Relatively modest leverage and the reasonable payout ratio of listed infrastructure supports the defensive characteristics of the asset class. An allocation to listed infrastructure may provide steady income and growth potential with less risk than general equities.

### Global Listed Infrastructure Universe Valuation

|                                     |       |
|-------------------------------------|-------|
| PE/2018                             | 16.6x |
| EPS Growth<br>2 YR CAGR (2019/2017) | 9.2%  |
| EV/EBITDA 2018                      | 11.4x |
| Div Yield 2018                      | 3.9%  |
| Dividend Payout Ratio               | 59.4% |
| Debt/EV                             | 35.0% |

### History of Ratios of Global Infrastructure to U.S. Equities EV/EBITDA Multiples



Relative to broad equities, global listed infrastructure companies are trading at a multiple well below their 10-year average.

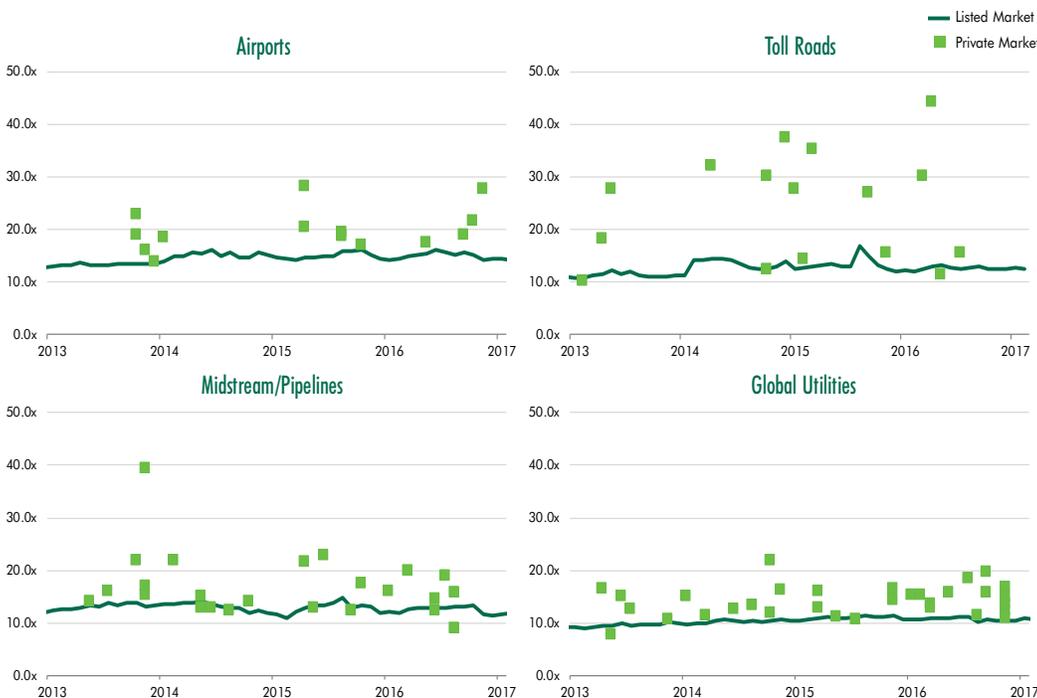
Source: CBRE Clarion investable universe, FactSet, and Bloomberg as of 12/31/2017. Global Listed Infrastructure Universe valuations are forecasts.

## CHEAP RELATIVE TO THE PRIVATE MARKET

Private market demand for infrastructure assets has reached an unprecedented level. Rising demand and prices in the private market may increase M&A activity involving listed company assets, unlocking additional value for shareholders. Increased demand and competition has pushed transaction multiples in the private infrastructure market higher.

Our analysis of historical EBITDA multiples shows that listed market multiples are undervalued when compared to private market transactions of similar assets. On average, listed infrastructure trades at a discount to private market values (circa 11x EBITDA multiple vs. private market values in the 14-16x range).

### Listed Market Trading Multiples vs. Private Market Transaction Multiples



Higher valuations for listed companies are supported by the premiums paid by private market investors for similar assets.

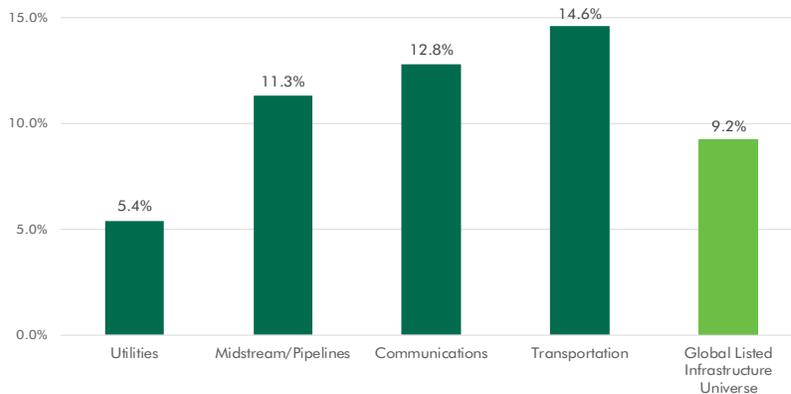
Source: CBRE Clarion, FactSet as of 12/31/2017.

## A CONSTRUCTIVE OUTLOOK

Looking ahead in 2018, listed infrastructure companies do not need a significant change from current political or regulatory frameworks to deliver attractive growth. Capital investment, a key driver of growth, is expected to continue to be robust in many sectors including gas utilities, water utilities, and airports. Moreover, volume exposed assets like transportation and midstream infrastructure should see increased growth due to rising economic activity.

We believe global listed infrastructure companies are attractively valued and well positioned to deliver compelling total returns. Our constructive outlook is supported by a 4% dividend yield, forecasted dividend growth of 7-8%, and estimated average earnings growth of over 9% globally over the next two years.

### Global Listed Infrastructure Estimated Earnings Growth



We are forecasting solid earnings growth across listed infrastructure sectors globally.

Source: CBRE Clarion as of 12/31/2017. Estimated earnings growth is based on a 2 year CAGR.

Global listed infrastructure has historically delivered attractive total returns with above-average income and less risk relative to broad equities. We believe these defensive characteristics combined with the secular demand drivers and the ongoing need for capital investment makes a compelling case for a long-term allocation to the asset class.

## IMPORTANT DISCLOSURES

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**Past performance of various investment strategies, sectors, vehicles and indices are not indicative of future results.** Investing in infrastructure securities involves risk including to potential loss of principal. Infrastructure equities are subject to risks similar to those associated with the direct ownership of infrastructure assets. Portfolios concentrated in infrastructure securities may experience price volatility and other risks associated with non-diversification. While equities may offer the potential for greater long-term growth than some debt securities, they generally have higher volatility. International investments may involve risk of capital loss from unfavorable fluctuation in currency values, from differences in generally accepted accounting principles, or from economic or political instability in other nations. There is no guarantee that risk can be managed successfully. There are no assurances performance will match or outperform any particular benchmark. Indices are unmanaged and not available for direct investment. PA02092018