

# **HICL Infrastructure Company Limited**

Interim Results Presentation: six months to 30 September 2016

16 November 2016





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This presentation and subsequent discussion may contain certain forward looking statements with respect to the financial condition, results of operations and business of HICL Infrastructure Company Limited and its subsidiaries (the "Group"). These forward-looking statements represent the Group's expectations or beliefs concerning future events and involve known and unknown risks and uncertainty that could cause actual results, performance or events to differ materially from those expressed or implied in such statements. Additional detailed information concerning important factors that could cause actual results to differ materially is available in our Interim Report for the six months ended 30 September 2016 and in the New Ordinary Share Prospectus of 26 February 2013 which are available from the Company's website.

All data is accurate at 30 September 2016 unless otherwise stated

Past performance is not a reliable indicator of future performance

# Interim Results

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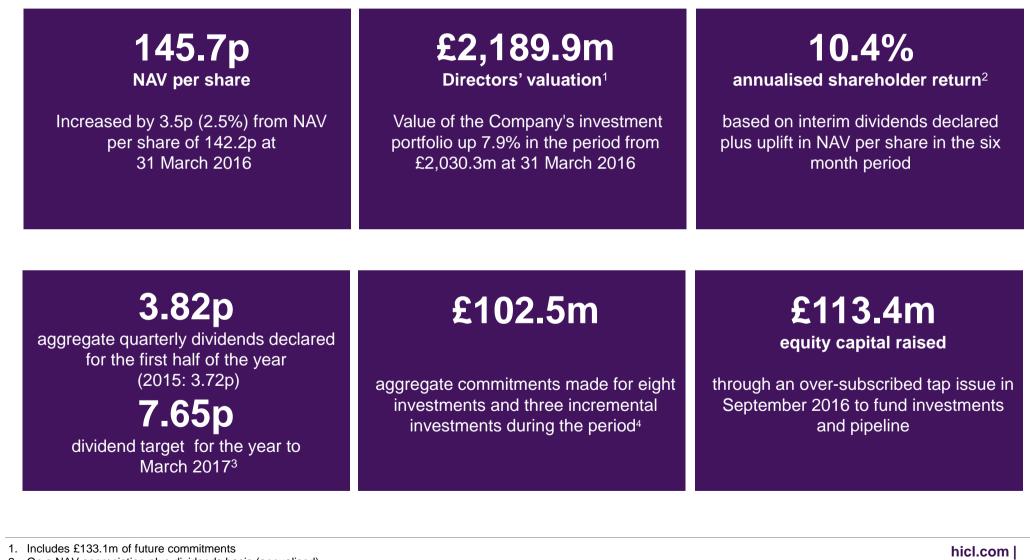
Infrastructure

Radclyffe School (Oldham Schools), UK

# **Highlights**

For the six months ended 30 September 2016





- 2. On a NAV appreciation plus dividends basis (annualised)
- 3. This is a target only and not a profit forecast. There can be no assurance that this target will be met
- 4. Includes four new investments and two incremental investments contracted in the period with limited conditions to completion

# Highlights

For the six months ended 30 September 2016



Performance	<ul> <li>Robust portfolio performance in line with projections</li> <li>Cashflows slightly ahead of expectations, despite low inflation</li> </ul>
Financials	<ul> <li>Total return of 7.3p per share for the period to 30 September 2016 – 10.4 % p.a. TSR<sup>1</sup></li> <li>NAV/share of 145.7p at 30 September 2016 (up from 142.2p/share at 31 March 2016)</li> </ul>
New Investments <sup>2</sup>	<ul> <li>Eight new and three follow-on investments committed in the period</li> <li>Total investment of £102.5m</li> </ul>
Funding	▲ £113.4m of equity raised through an oversubscribed tap issue in September 2016
Board and Governance	<ul> <li>Simon Holden and Kenneth D. Reid both joined as independent non-executive directors</li> <li>The board now comprises seven directors</li> </ul>
Target Markets	<ul> <li>PPP (social and transportation infrastructure)</li> <li>Regulated assets (e.g. electricity and gas transmission and distribution; water utilities)</li> <li>Demand-based assets (e.g. toll road concessions, student accommodation)</li> </ul>
Outlook and Pipeline	<ul> <li>All infrastructure markets subject to a supply-demand imbalance, driving up asset values</li> <li>InfraRed's approach remains consistent – assessing accretion across key metrics, with an emphasis on pricing discipline</li> <li>Acquisition strategy focused on opportunities at the lower end of the risk spectrum in target infrastructure market segments</li> </ul>

1. On a NAV appreciation plus dividends basis (annualised)

2. Includes four new investments and two incremental investments contracted in the period with limited conditions to completion

# **Summary Financials I**

Figures presented on an Investment Basis<sup>1</sup>



Income Statement (£m)	Six months to 30 September 2016	Six months to 30 September 2015
Total Income	99.5	84.4
Fund expenses & finance costs	(13.9)	(12.7)
Profit before tax	85.6	71.7
Earnings per share <sup>2</sup>	6.1р	5.6р
Ongoing Charges (as defined by the AIC)	1.08%	1.13%
Balance Sheet (£m)	30 September 2016	31 March 2016
Investments at fair value <sup>3</sup>	2,056.8	1,932.9

NAV per share (before interim dividend) <sup>2</sup>	145.7p	142.2p
Interim dividend	(1.9p) <sup>4</sup>	(1.9p)
NAV per share (after interim dividend) <sup>2</sup>	143.8p	140.3p

1. "Investment Basis": IFRS as applied in the March 2016 Annual Report & Consolidated Financial Statements which consolidates three fund subsidiaries. See Financial Results hicl.com | 6 section of Interim Report for further details

2. Earnings per share and NAV per share are the same under IFRS and Investment Basis

3. Directors' valuation at 30 September 2016 of £2,056.8m, net of £133.1m future investment commitments (March 2016: £1,932.9m, net of £97.4m future investment commitments)

4. 1.91p second quarterly interim dividend declared on 10 November 2016



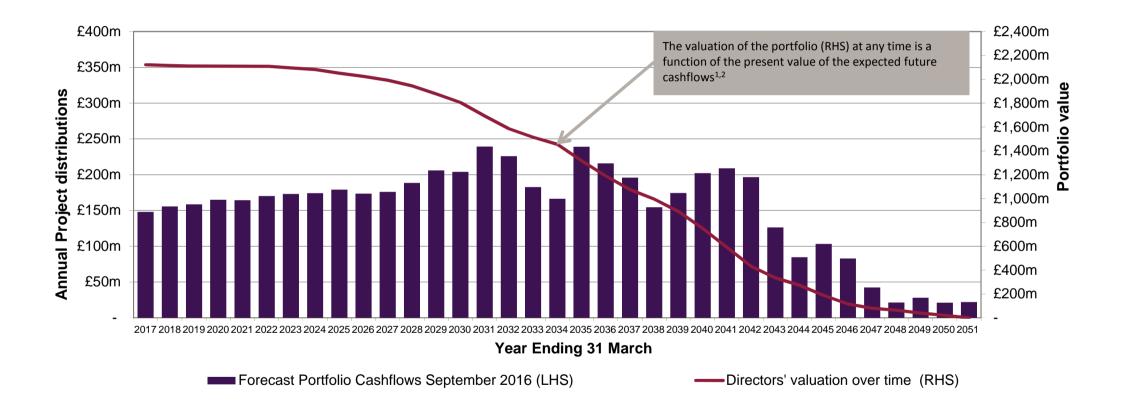
Cash Flow (six months ended) (£m)	30 September 2016	30 September 2015
Opening net cash	52.7	33.5
Net Operating Cashflow	60.9	58.9
Investments (net of disposals)	(75.8)	(128.4)
Equity Raised (net of costs)	112.5	90.5
Forex movements and debt issue costs	(18.9)	1.9
Dividends Paid	(48.2)	(45.3)
Net Cash	83.2	11.1 <sup>1</sup>

Dividend Cash Cover	1.26x	1.30x
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▲ Investment commitments at 30 September 2016 of £133.1m

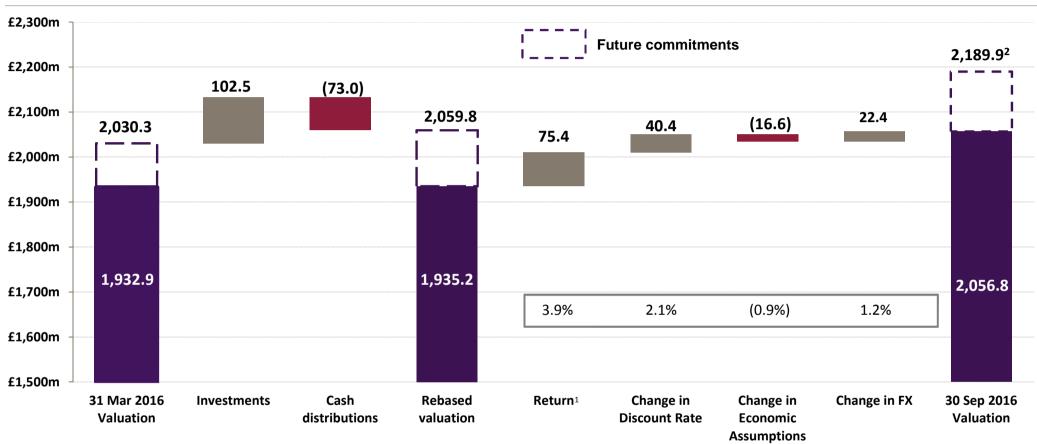
## **Portfolio Overview - Cashflow Profile<sup>1</sup>**





2. Subject to certain other assumptions, set out in detail in the Company's Interim Report for the six months ending 30 September 2016

## **Analysis of Change in Directors' Valuation**



- Valuation blocks (purple) have been split on an Investment Basis into investments at fair value (solid purple) and future commitments (dotted line). The percentage movements have been calculated on investments at fair value as this reflects the returns on the capital employed in the period.
- The portfolio return for the six months to 30 September 2016 is 3.9% (being £75.4m return on rebased valuation of £1,935.2m)



<sup>1. &</sup>quot;Return" comprises the unwinding of the discount rate and project performance

<sup>2. £2,189.9</sup>m reconciles to £2,056.8m Investments at fair value on an Investment Basis through £133.1m of future commitments

# **Discount Rate Analysis**

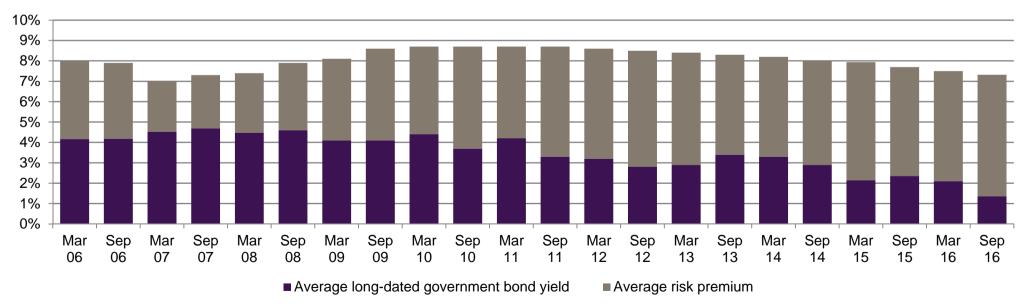
Weighted average discount rate



# Market valuation of assets increased in the year

- ▲ Discount rates for projects range between 6.5% and 9.9% (March 2016: 7.0% and 10.1%)
- Weighted average discount rate of 7.3%, down from 7.5% at 31 March 2016 and 7.7% at 30 September 2015
- Risk premium over long-dated government bonds increased by 0.5% in the half-year to 5.9%

	Appropriate long-dated government bond yield	þ	Risk premium		otal discount rate So September 2016 <sup>1</sup>	Total 31 March 2016	Total 30 September 2015
UK	1.4% .	+	5.9%	=	7.3%	7.5%	7.7%
Australia	2.1%	+	5.2%	=	7.3%	7.9%	8.2%
Eurozone	0.6% <sup>2</sup>	+	7.2%	=	7.8%	7.8%	8.0%
N. America	1.6%	+	5.4%	=	7.0%	7.1%	7.3%
Portfolio	1.4%	+	5.9 <b>%</b>	=	7.3%	7.5%	7.7%



1. Weighted average discount rate

2. The long-term government bond yield for the Eurozone is the weighted average for all of the countries in which the portfolio is invested (namely France, Holland and Ireland)

# **Key Valuation Assumptions**



		Movement	30 September 2016	31 March 2016
Discount Rate	Weighted Average	•	7.3%	7.5%
	UK (RPI <sup>2</sup> & RPIx <sup>2</sup> )		2.75%	2.75%
Inflation <sup>1</sup>	Eurozone (CPI)		1.0% until 2018, thereafter 2.00%	1.0% until 2018, thereafter 2.00%
(p.a.)	Canada (CPI)		2.00%	2.00%
	Australia (CPI)		2.50%	2.50%
	UK		1.0% to 2020, and 2.0% thereafter	1.0% to 2020, and 2.5% thereafter
	Eurozone	-	1.0% to 2020, and 2.0% thereafter	1.0% to 2020, and 2.5% thereafter
	Canada	(1	1.0% to 2020, and 2.0% thereafter	1.0% to 2020, and 2.5% thereafter
	Australia	(lower for longer)	2.6% with a gradual increase to 3.0% long-term	2.6% with a gradual increase to 3.0% long-term
	CAD / GBP		0.59	0.54
Foreign Exchange	EUR / GBP	(sterling	0.87	0.79
	AUD / GBP	devalued)	0.59	0.53
	UK		20% to 2017, 19% to 2020, 18% thereafter	20% to 2017, 19% to 2020, 18% thereafter
<b>Tax Rates</b> (p.a.)	Eurozone		Various (no change)	Various (no change)
	Canada		26% and 27% (territory-dependent)	26% and 27% (territory-dependent)
	Australia		30%	30%

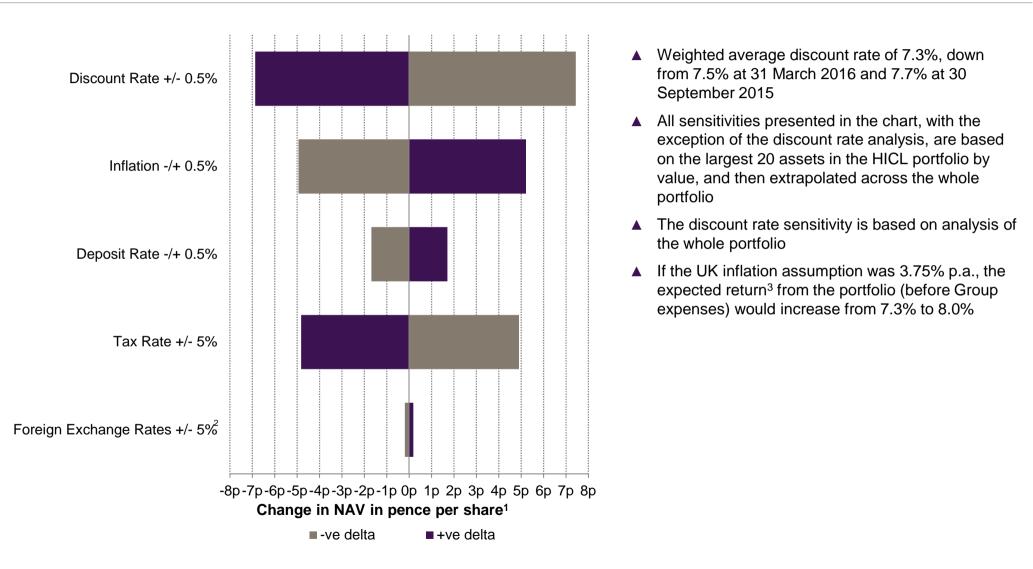
1. Some project income fully indexed, whilst some partially indexed

2. Retail Price Index and Retail Price Index excluding Mortgage Interest Payments

# **Key Valuation Sensitivities**

Sensitivity to key macroeconomic assumptions





1. NAV per share based on 1,458m ordinary shares in issue at 30 September 2016

2. Foreign exchange rate sensitivity is net of current Group hedging

3. Expected return is the expected gross internal rate of return

# HICL

# Investment Activity

Allenby and Connaught MoD Accommodation, UK

# **Investment Activity I**



Five investments completed in the period to 30 September 2016

Investme	Investment Activity						
Amount	Туре	Stage	Project	Sector	Stake Acquired	Overall Stake	Date
£14.5m	New	Operational	M1-A1 Road	Transport	30.0%	30.0%	Apr-16
£5.3m	New	Operational	Hinchingbrooke	Health	37.5%	37.5%	Apr-16
£3.311	Follow-on	Operational	Hinchingbrooke	Health	37.5%	75.0%	Jun-16
£9.9m	New	Construction	Irish Primary Care	Health	60.0%	60.0%	May-16
£50.1m	New	Operational	A13 Road (senior bonds)	Transport	n/a	n/a	Sep-16

### £79.8m



Hinchingbrooke Hospital, England



M1-A1 Road, England

# **Investment Activity II**



Contract signed in period to acquire a portfolio of six assets, subject to limited conditions

Investme	Investment Activity							
Amount	Туре	Stage	Project	Sector	Stake Acquired	Overall Stake		
	New	Operational	Bangor & Nendrum Schools	Education	20.4%	20.4%		
	New	Operational	East Ayrshire Schools	Education	25.5%	25.5%		
£22.7m	New	Operational	North Ayrshire Schools	Education	25.5%	25.5%		
£22.7111	New	Operational	Salford Schools	Education	25.5%	25.5%		
	Follow-on	Operational	Cork School of Music	Education	25.5%	75.5%		
	Follow-on	Operational	Manchester Schools	Education	25.5%	75.5%		



Bangor Academy, Wales



Harrop Fold, Salford, England

## **A13 Thames Gateway Bonds**

Case study of a recent acquisition

## Investment made in September 2016 in a portion of the Road Management Services (A13) PLC Index-Linked Guaranteed Secured Bonds 2028

- ▲ £50.1m investment made
- Used to finance 30-year PFI concession to design, build, finance and operate a 20km section of the A13 road on behalf of Transport for London ("TfL").
- Benefits from a guarantee from the monoline MBIA for all payments of interest and principal.
- ▲ As a senior secured debt investment, with direct RPIlinkage, the Bonds are expected to deliver a total return of circa.7%.
- ▲ These Bonds offer the appropriate balance of return, duration and inflation linkage for the portfolio.
- ▲ Acquired off-market and valuation uplift recognised at September 2016 based on quoted market price of bonds.



The project forms part of TfL's policy to improve transport links and access throughout East London along an axis from the M25 to the City of London.





# Portfolio, Asset Management and Risk

M80 Motorway, UK

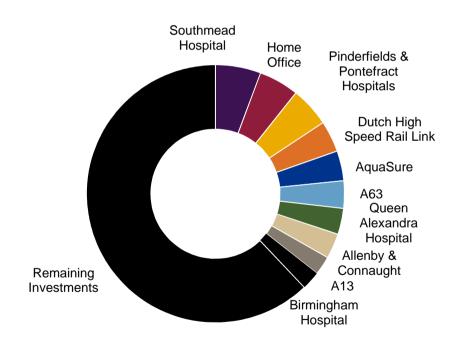
No hard shoulder for 200 yards

## The Portfolio, Performance and Asset Management I



	30 September 2016	31 March 2016
Number of Investments	112 <sup>1</sup>	104
Percentage of portfolio by value – 10 largest assets	38%	39%
Weighted average concession life	20.8 years	21.5 years
Average remaining maturity of long- term debt financing <sup>2</sup>	19.5 years	19.5 years





1. Includes five investments with limited conditions to completion at 30 September 2016 (March 2016: one)

2. Excludes AquaSure and A13 road senior bonds

## The Portfolio, Performance and Asset Management II

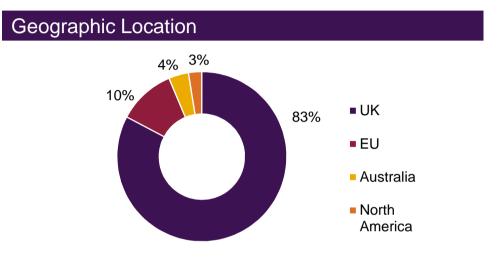


One project completed construction during the period	Priority Schools Building Programme North East Batch
Five projects under construction at 30 September 2016	RD901 road in France: financial close in 2014 with construction progress well advanced
	N17/N18 PPP road in Ireland: construction began shortly after financial close in May 2014
	Ecole Centrale Superlec in France: financial close occurred February 2016
	North European Accommodation project
	Irish Primary Care
Portfolio performing well with no material issues	As previously outlined, one road project with construction defects, proceeding with court action in 2017
	Voluntary termination served on a schools project, ending concession in early 2017. Market value compensation.
Active asset management seeking cost savings and value enhancements	Undertaken jointly with clients and sub-contractors
	Collective sharing of financial benefit, where generated
	Potential upside from lifecycle – budget re-assessment, condition surveys and re-profiling
Contract variations underway at a number of projects	Major variation signed at Allenby and Connaught to provide 2,600 bed spaces and other facilities for troops returning from Germany
	No impact on existing project; some incremental value to equity

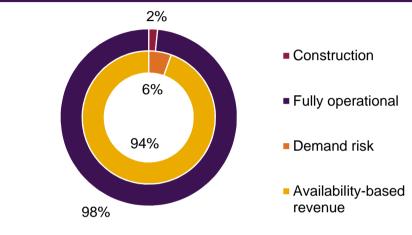
# **Portfolio Characteristics**

At 30 September 2016





### **Investment Status**



#### Ownership Analysis Sector 7% 30% 17% 35% Health 38% Education **100%** Accommodation **50% to 100%** less than 50% Transport 17% Law & Order 35% 21%

1. All charts are by value at 30 September 2016 using Directors' valuation of £2,189.9m (including future investment commitments)

2. Valuation includes four new investments and two incremental investments contracted in the period with limited conditions to completion

## **Risks and Uncertainties**



### Strict interpretation of contractual terms

- Some examples of clients alleging asset-wide defects, leading to material deductions often disputed, takes time to resolve
- Impact currently immaterial; if matters deteriorate and not solved, could lead to an impairment
- ▲ Working actively to resolve; cautiously optimistic of satisfactory outcomes

### Taxation

- ▲ OECD Base Erosion Profit Shifting may limit tax deductibility of debt interest costs
- Reference to 'public benefit exemption' has been retained
- InfraRed continues engagement with industry groups, HM Treasury and HMRC; draft legislation expected later in 2016, with full enactment from late 2017

## **European Referendum Vote**

- Minimal operational impact expected; effects likely be macroeconomic (e.g. Sterling fluctuation / near term inflation)
- **A** Board believes the Company's investment proposition remains attractive in a period of uncertainty
- ▲ The depreciation of Sterling to date has had limited impact due to Group hedges in place

# Market Conditions and Pipeline

6

Health and Safety Executive Merseyside Headquarters, UK

# **HICL Group Strategy**

Delivering Real Value.



## Acquisition Strategy – focus on Target Market Segments

HICL invests in infrastructure investments at the lower end of the risk spectrum. Target market segments are:

#### PPP

availability payments remain attractive due to lack of correlation with GDP

#### **Regulated assets**

accretion opportunities from inflation linkage and long asset lives; low correlation to GDP

### **Demand-based assets**

accretion available from inflation linkage and long asset lives

Acquisition Execution	Asset Management
Adherence to clear, stated strategy to deliver target returns	HICL aims to add value to its existing portfolio through:
<ul> <li>Consistent application of accretion tests</li> <li>Evaluate total return, yield, higher inflation-linkage and asset life</li> </ul>	Active management:         ▲       Managing operational and financial performance
<ul> <li>Careful sourcing:</li> <li>Use relationships, where possible</li> <li>Avoid over-competitive auction processes</li> <li>Maintain pricing discipline</li> </ul>	<ul> <li>Value enhancement:</li> <li>▲ Engaging with clients to generate cost savings</li> <li>▲ Facilitating contract variation</li> <li>▲ Seeking scale efficiencies</li> <li>▲ Risk management through better reporting systems</li> </ul>



## Demand

- Continued strong appetite for infrastructure investments globally
- ▲ Not limited to market segments where the Group is active
- Applies equally to primary and secondary markets
- Impact has been to increase asset pricing and reduce yields more challenging to source attractive, value accretive investments

## Supply & Current Activity

- PPP
  - New procurement activity remains inconsistent across most markets, with some exceptions (e.g. Netherlands)
  - Seeking operational and construction assets in target geographies; currently shortlisted on two greenfield PPP opportunities in the US
- ▲ Regulated assets
  - Significant market activity in this segment (bid unsuccessfully on sale of an interest in a UK gas distribution network)
  - Pursuing opportunities in gas and electricity transmission and distribution; and suitable water utilities
  - Shortlisted for OFTO Tender Round 4
- Demand-based assets
  - Elevated level of activity in this market segment in 2016 compared to recent years
  - Actively bidding on operational toll road opportunities (with proven traffic history) in Europe and North America
  - Also seeking operational and construction on-campus assets in the student accommodation sector in the UK and Australia

# Performance and Summary

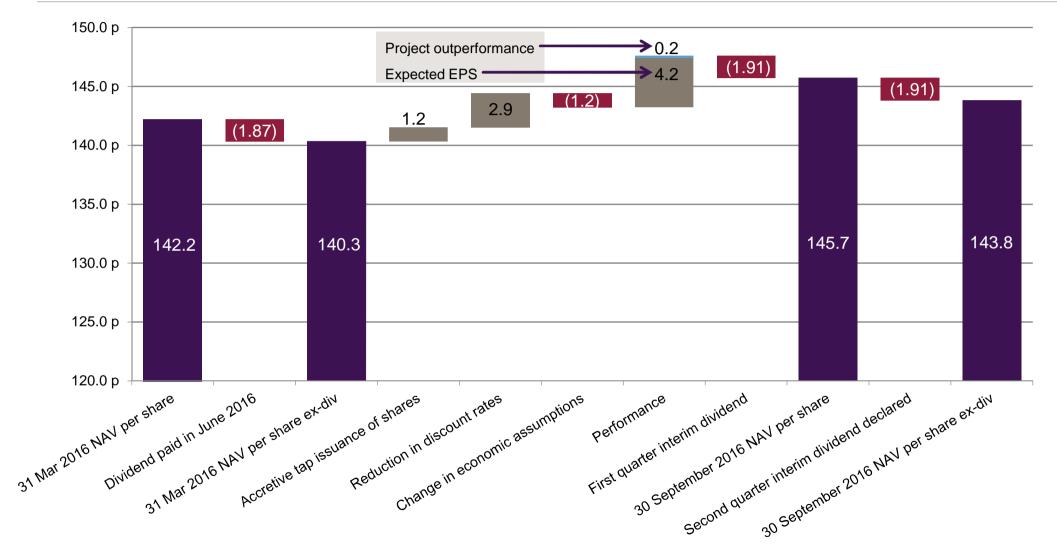
HICL

Birmingham New Hospitals, UK

# Analysis of Change in NAV per Share



Six months to 30 September 2016



# **Company's Performance**

Key Performance Indicators ("KPIs")



KPI	Measure	30 September 2016	30 September 2015	Objective	Commentary
Dividends	Aggregate interim dividends declared per share in the year	3.82p	3.72p	An annual distribution of at least that achieved in the prior year	Achieved
Total Return	NAV growth and dividends declared per share (since IPO)	9.7% p.a.	9.6% p.a.	A long-term IRR target of 7% to 8% as set out at IPO <sup>1</sup>	Achieved
Cash-covered Dividends	Operational cash flow / dividends paid to shareholders attributable to operational investments <sup>2</sup>	1.28x	1.34x <sup>3</sup>	Cash covered dividends	Achieved
Positive Inflation Correlation	Changes in expected portfolio return for 1% p.a. inflation change	0.7%	0.6%	Maintain positive correlation	Achieved
Competitive Investment Proposition	Annualised ongoing charges / average undiluted NAV <sup>3</sup>	1.08%	1.13%	Efficient gross (portfolio) to net (investor) returns, with the intention to reduce ongoing charges where possible	Achieved

1. Set by reference to the issue price of 100p/share, at the time of the Company's IPO in February 2006

2. Dividend cash cover compares operational cash flow of £60.9m to dividends attributable to operational investments. The proportion of the total dividends attributable to operational investments (98.4%) and construction investments (1.6%) is based on their respective share of the portfolio valuation during the year

3. Calculated in accordance with AIC guidelines. Ongoing charges excluding non-recurring items such as acquisition costs

# **Concluding remarks**

**Track Record** Consistently delivering real value for shareholders for over 10 years since IPO

## A Clear Strategy

Deliver sustainable long term income through investing in a portfolio of infrastructure investments positioned at the lower end of the risk spectrum

Active Management Achieving cost saving and revenue enhancing initiatives in collaboration with stakeholders

## Outlook

Pipeline of opportunities across PPP, regulated assets and demand based assets.

Dutch High Speed Rail Link, The Netherlands





Appendix I Valuation Methodology and Sensitivities

## **Valuation Methodology**



## The Company's valuation methodology is consistent with industry standard

### Semi-annual valuation and NAV reporting:

- Carried out by Investment Adviser
- Independent opinion for Directors from third-party valuation expert
- Approved by Directors

### Non traded - DCF methodology on investment cash flows

- Discount rate reflects market pricing for the investments and comprises the yield for government bonds plus an investment-specific premium (balancing item)
  - For bond yield, average of 20 and 30 year government bonds (matching concession lengths)

### Traded

Traded securities are valued at the quoted market price (as is the case with the listed senior debt in the A13 road project)

# **Portfolio Valuation – Sensitivities**



Sensitivities		- 0.5% change	Base Case	+ 0.5% change
			7.3%	
Discount Rate	Directors' valuation, and change	+ £108.4m	£2,189.9m	- £100.1m
	Implied change in NAV <sup>1</sup> per Ordinary Share	+ 7.4 pence		- 6.9 pence
Inflation Rates <sup>2</sup>			2.75%	
	Directors' valuation, and change	- £72.0m	£2,189.9m	+ £76.1m
	Implied change in NAV <sup>1</sup> per Ordinary Share	- 4.9 pence		+ 5.2 pence
Deposit Rates <sup>2</sup>			1% to 2020 and 2.0% thereafter	
	Directors' valuation, and change	- £24.6m	£2,189.9m	+ £24.9m
	Implied change in NAV <sup>1</sup> per Ordinary Share	- 1.7 pence		+ 1.7 pence
Sensitivity	-	- 5.0% change	Base Case	+ 5.0% change
Foreign Exchange Rates			30 September 2016 FX rates	
	Directors' valuation, and change	- £18.1m	£2,189.9m	+ £18.1m
	Implied change in NAV <sup>1</sup> per Ordinary Share <sup>4</sup>	- 0.2 pence		+ 0.2 pence

### Sensitivity to inflation depends on a project's initial structuring<sup>2</sup>

- PPP projects' income and costs linked (partially or wholly) to RPI/RPIx<sup>3</sup> in UK and CPI elsewhere.
  - Availability payments fully or partially indexed to inflation and operating costs also indexed to inflation
  - Financing costs can be index-linked and some projects have long-term RPI hedges in place

## Deposit Rates - positive sensitivity results from cash deposits held by project companies<sup>2</sup>

- ▲ Financing structure typically includes cash reserve accounts e.g. debt service reserve account, lifecycle reserve account, change in law reserve account
- ▲ Debt costs in each project hedged to interest rate exposure

<sup>1.</sup> NAV per share based on 1,458m ordinary shares in issue at 30 September 2016

<sup>2.</sup> Analysis based on extrapolation from 20 largest investments; changing all future periods from the base assumption – all other assumptions unchanged

<sup>3.</sup> Retail Price Index and Retail Price Index excluding mortgage interest payments

<sup>4.</sup> Foreign exchange rates sensitivity is net of current Group hedging

# Inflation



## Sensitivity to inflation depends on a project's initial structuring<sup>1</sup>

- Projects' income and costs linked (partially or wholly) to RPI/RPIx2 in UK and CPI elsewhere
  - Availability payments fully or partially indexed to inflation
  - Operating costs also indexed to inflation
  - Financing costs can be index-linked and some projects have long-term RPI hedges in place



**Directors' valuation** NAV per share Valuation 145.7p £2.189.9m Implied change in NAV Change per share + £76.1m +0.5% increase all years + 5.2p -0.5% decrease all years - £72.0m - 4.9p +0.5% increase next five years +£31.2m +2.1p -0.5% decrease next five years -£30.8m -2.1p

**Purple line -** Sensitivity changing assumption each and every year to maturity **Red line -** Sensitivity changing assumption for the next five years only

#### Composite inflation sensitivity example:

- 3% p.a. for years 1-5; 1.75% p.a. for years 6-10; and base case assumption thereafter
- Results in a 1.4p reduction in NAV per share

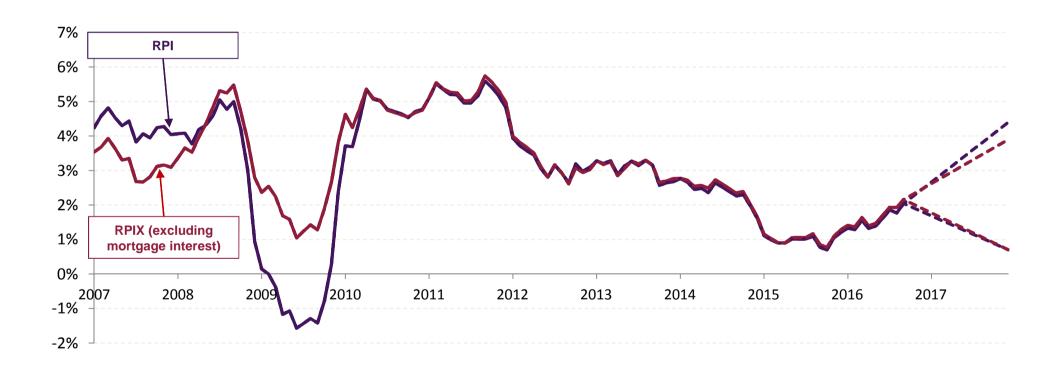
1. Analysis based on 20 largest investments

2. Retail Price Index and Retail Price Index excluding Mortgage Interest Payments

# Inflation



- ▲ UK year-on-year RPI growth was 2.0% in September 2016, with range of forecasts for December 2017 with a median of 3.2% and spread from 0.7% to 4.4% <sup>1,2</sup>
- ▲ Valuation assumptions are a simple proxy of possible outcomes



Sources:

1. RPI data as published by the Office for National Statistics

2. Forecasts for the UK economy, October 2016, A comparison of independent forecasts, HM Treasury.





# **Overview of InfraRed Capital Partners** www.ircp.com

InfraRed is the Investment Adviser and Operator of HICL



- Strong, 15+ year track record in raising and managing 15 value-add infrastructure and real estate funds (including HICL and TRIG)
- ▲ Currently over US\$9bn of equity under management infrastructure and real estate
- Independent manager owned by 23 partners following successful spin-out from HSBC Group in April 2011<sup>1</sup>
- London based, with offices in Hong Kong, New York, Seoul and Sydney, with over 120 partners and staff
- InfraRed is a signatory of the Principles for Responsible Investment (PRI). These principles provide a voluntary framework to help institutional investors incorporate ESG issues into investment analysis, decision-making and ownership practices. In the annual Assessment by PRI, InfraRed has achieved excellent ratings, standing well above industry standards for the last two consecutive years.

Infrastructure funds	Strategy	Amount (m)	Years	Status
Fund I	Unlisted, greenfield, capital growth	£125	2001-2006	Realised
Fund II	Unlisted, greenfield, capital growth	£300	2004-2012	Realised
HICL Infrastructure Company Limited ("HICL")	Listed, secondary, income yield	£2,474 <sup>2</sup>	Since 2006	Evergreen
Environmental Fund	Unlisted, greenfield, capital growth	€235	Since 2009	Divesting
Fund III	Unlisted, greenfield, capital growth	US\$1,217	Since 2011	Investing
Yield Fund	Unlisted, secondary, income yield	£500	Since 2012	Invested
The Renewables Infrastructure Group ("TRIG")	Listed, secondary, income yield	£879 <sup>2</sup>	Since 2013	Evergreen



Appendix III The Company and Group

### **HICL's Characteristics**



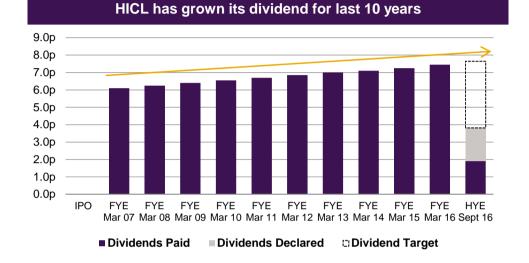
Mandate	To generate long-term, stable income from a portfolio of infrastructure investments
	▲ Focused on assets at the lower end of the risk spectrum, which generate inflation-linked returns
History	Ten years since IPO, nine successive years of dividend growth
	First infrastructure investment company to list on the main market of the London Stock Exchange
Portfolio	112 investments, including five investments with limited conditions to completion at 30 September 2016 (107 operational and five under construction)
	<ul> <li>Assets spread across five sectors and six countries</li> </ul>
Market Capitalisation	▲ £2,474m at 30 September 2016 (30 September 2015: £2,025m)
Net Asset Value	▲ Directors' Valuation of £2,189.9m at 30 September 2016 (31 March 2016: £2,030.3m) <sup>1</sup>
	NAV/share of 145.7p at 30 September 2016 (31 March 2016: 142.2p)
	▲ Directors' Valuation based on a weighted average discount rate of 7.3% (31 March 2016: 7.5%)
Board and Governance	Board comprises seven independent non-executive Directors
	Investment Adviser is InfraRed Capital Partners, a leading global investment manager focused on infrastructure and real estate
Fees and ongoing charges	Blended annual management fee based on portfolio's Adjusted Gross Asset Value (GAV) <sup>2</sup>
	Ongoing charges percentage (as defined by AIC) of 1.08% (30 September 2015: 1.13%)
Liquidity	Good daily liquidity – average daily trading volume of over 2m shares
	▲ Tight bid / offer spread of ~0.2p (~12bps)

2. Annually: 1.1% on GAV up to £750m, 1.0% thereafter up to GAV of £1.5bn, 0.9% thereafter up to GAV of £2.25bn, and 0.8% thereafter, plus a £0.1m investment advisory fee. In addition, a one-off 1.0% acquisition fee on new investments.

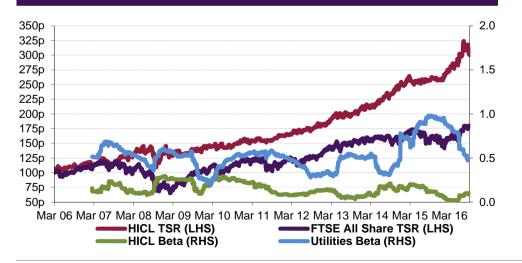
<sup>1.</sup> Including £133.1m of future investment obligations (March 2016: £97.4m)

### **Historic Performance**

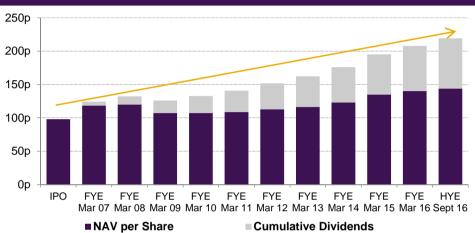




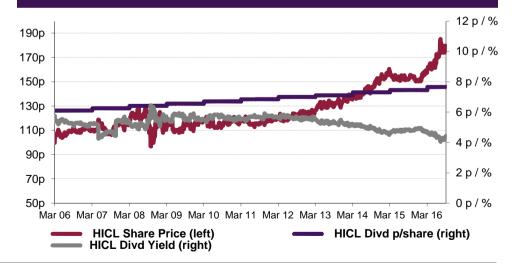
#### HICL has outperformed FTSE All Share while offering a low beta



Total Return (NAV growth and dividends) of 9.7% p.a. since IPO



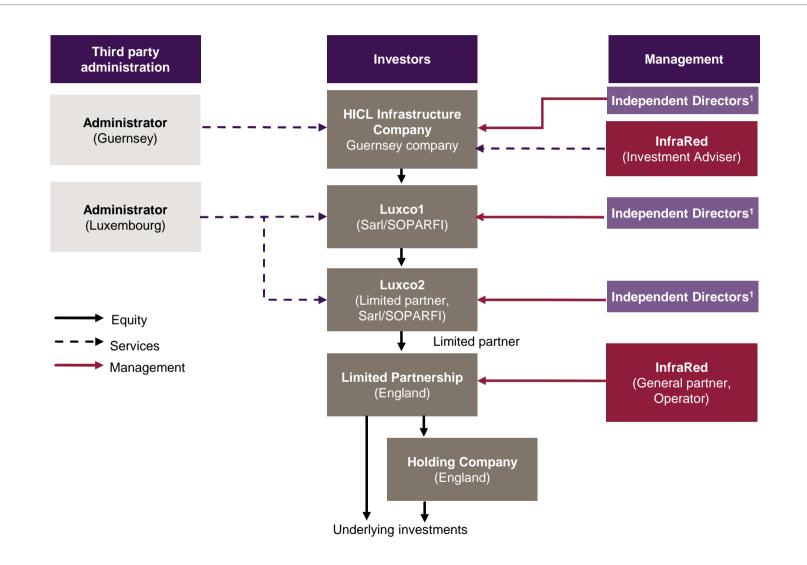
Growing dividend has maintained a 4 - 6% yield



Source: InfraRed, Thomson Reuters Datastream. Past performance is not a reliable indicator of future performance. Investments can fluctuate in value

### **Group Structure Diagram**





#### Governance



#### Independent board of non-executive Directors

- Approves and monitors adherence to strategy
- ▲ Fulfils Company's AIFM responsibilities under the European Commission's Alternative Investment Fund Managers Directive
- ▲ Monitors risk through Risk Committee
- Additional committees in respect of Audit, (Directors') Remuneration, Management Engagement and (Director) Nomination
- Monitors compliance with, and implementation of actions to address, regulation impacting HICL
- ▲ Sets Group's policies
- Monitors performance against objectives
- ▲ Oversees capital raising (equity or debt) and deployment of cash proceeds
- Appoints service providers and auditors

#### Investment Adviser / Operator: InfraRed Capital Partners Limited

- ▲ Day-to-day management of portfolio within agreed parameters
- ▲ Utilisation of cash proceeds
- ▲ Full discretion within strategy determined by Board over acquisitions and disposals (through Investment Committee)
- Authorised and regulated by the Financial Conduct Authority

#### **Board of Directors I**

Non-executive Directors with a broad range of relevant experience and gualifications





#### Ian Russell CBE, Chairman

#### Frank Nelson, SID

#### Sarah Evans, Director

lan, HICL's Chairman, is resident in the UK and is a qualified accountant. He worked for Scottish Power plc between 1994 and 2006. initially as Finance Director and. from 2001, as its CEO. Prior to this, he spent eight years as Finance HSBC Director at Asset Management, in Hong Kong and London.

lan is currently Chairman of Johnston Press plc and a nonexecutive director of Mercantile Investment Trust and BlackRock Income Strategies Trust (formerly British Assets Trust).

Frank, a UK resident, is a qualified accountant. He was Finance Director of the construction and house-building group Galliford Try plc from 2000 until October 2012. having held the position at Try Group plc from 1987. Following 2012, he took on the role of interim CFO of Lamprell plc, where he helped to complete its restructuring and turnaround.

He is the SID of both McCarthy and Stone as well as Eurocell plc, and a director of Telford Homes

Sarah, a Guernsey resident, is a Chartered Accountant and a nonexecutive director of several listed investment funds. She is a director of the UK Investment Companies' trade body, the AIC. She worked with with Barclays Bank plc from 1994 to 1998 where she was a Treasury Director then Finance Director of Barclays Mercantile.

Previously, Sarah ran her own consultancv business advising financial institutions securitisation. From 1982-88 she was with Kleinwort Benson, latterly as head of group finance.

Sally-Ann (known as Susie), a Guernsey resident, is a Fellow of the

Institute of Chartered Accountants in England and Wales, and is a nonexecutive director of a number of property and investment companies. Susie was a Banking and Finance Partner with KPMG Channel Islands from 1990 until 2001 and Head of Audit KPMG Channel Islands from 1999. She has served as President of the Guernsev Society of Chartered and Certified Accountants and as a member of The States of Guernsey Audit Commission and Vice-Chairman of the GFSC.

### **Board of Directors II**

Non-executive Directors with a broad range of relevant experience and qualifications





Simon Holden, Director

#### Kenneth D. Reid, Director

#### **Chris Russell, Director**

Simon, a Guernsey resident, has over 15 years of experience in private equity and portfolio company operations roles at Candover Investments then Terra Firma Capital Partners. From 2015 Simon held a limited number of directorships of alternative investment funds and fiduciary and trading company clients.

Simon graduated from the University of Cambridge with an MEng and MA in Manufacturing Engineering. He holds the IMC and is a member of the States of Guernsey's GIFA, NED Forum and IP Commercial Group Kenneth, a Singapore resident, has more than 30 years international experience in infrastructure development. construction and investment. Initially with Kier Group, and then from 1990 with Bilfinger Berger AG, Ken served globally in various project leadership and senior management roles, including as a member of the main PLC Board of Bilfinger between 2007 and 2010. Ken graduated in Civil Engineering from Heriot-Watt University with First Class Honours and then Edinburgh Business School with an MBA. He is a Chartered Engineer and a member of the Singapore Institute of Directors

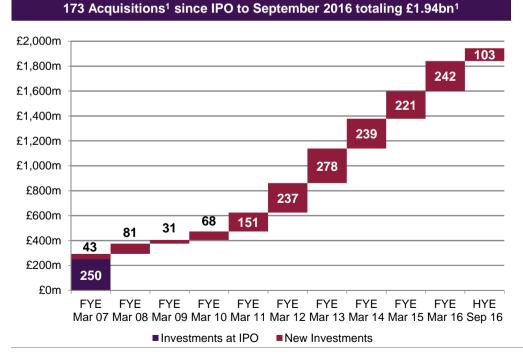
Chris, a Guernsey resident, is a nonexecutive director of investment and financial companies in the UK, Hong Kong and Guernsey. He is the Chairman of F&C Commercial Property Trust Limited. Chris was a director of Gartmore Investment Management plc, where he was Head of Gartmore's business in the US and Japan. Before that he was a holding board director of the Jardine Fleming Group in Asia.

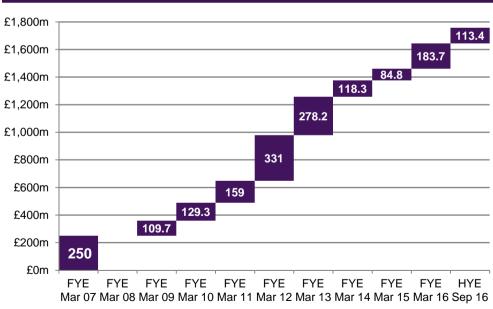
Chris is a Fellow of the UK Society of Investment Professionals and a Fellow of the Institute of Chartered Accountants in England and Wales.

### **Investment and Capital Raising**



- Acquisitions driven by demand for HICL shares and availability of further investments which fit the Investment Strategy
- Acquisitions are initially debt-funded (using £200m committed revolving credit facility at Group level), to avoid cash drag and to give shareholders visibility over the new investments, and then refinanced through equity issuance
- ▲ HICL has raised £250m at IPO and £1.5bn through subsequent share issues





£1.76bn of Equity Issuance from IPO to 30 September 2016<sup>2</sup>

2. Includes primary and secondary issuance by way of tap and scrip issues



Appendix IV The Investment Portfolio

## **Current Portfolio**

Portfolio of 112 assets



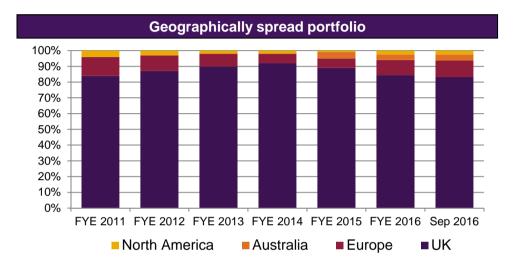
Education			Fire, law and order	Health		Accommodation	Transport
Bangor & Nendrum Schools	Barking & Dagenham Schools	Boldon School	Addiewell Prison	Barnet Hospital	Birmingham Hospitals	Allenby & Connaught MOD Accommodation	A13 Road
Bradford Schools 1	Bradford Schools 2	Conwy Schools	Dorset Fire & Rescue	Birmingham & Solihull LIFT	Bishop Auckland Hospital	AquaSure Desalination Plant	A249 Road
Cork School of Music	Croydon School	Darlington Schools	D & C Firearms Training Centre	Blackburn Hospital	Blackpool Primary Care Facility	Health & Safety Headquarters	A63 Motorway
Defence Sixth Form College	Derby Schools	Ealing Schools	Exeter Crown & County Court	Brentwood Community Hospital	Brighton Hospital	Home Office	A92 Road
East Ayrshire Schools	Ecole Centrale Supelec	Edinburgh Schools	Gloucester Fire & Rescue	Central Middlesex Hospital	Doncaster Mental Health Hospital	Miles Platting Social Housing	Connect PFI
Falkirk Schools NPD	Fife Schools 2	Haverstock School	Greater Manchester Police Stations	Ealing Care Homes	Glasgow Hospital	Newcastle Libraries	Dutch High Speed Rail Link
Health & Safety Labs	Helicopter Training Facility	Highland Schools PPP	Medway Police	Hinchingbrooke Hospital	Irish Primary Care Centres	Northwood MoD HQ	Kicking Horse Canyon P3
Irish Grouped Schools	Kent Schools	Manchester School	Metropolitan Police Training Centre	Lewisham Hospital	Medway LIFT	Oldham Library	M1-A1 Road
Newham BSF Schools	Newport Schools	North Ayrshire Schools	Northern European Project (details subject to NDA)	Newton Abbot Hospital	Nuffield Hospital	Royal School of Military Engineering	M80 Motorway DBFO
North Tyneside Schools	Norwich Schools	Oldham Schools	Royal Canadian Mounted Police HQ	Oxford Churchill Oncology	Oxford John Radcliffe Hospital	University of Sheffield Accommodation	N17/N18 Road
Perth & Kinross Schools	PSBP NE Batch	Renfrewshire Schools	South East London Police Stations	Pinderfields & Pontefract Hospitals	Queen Alexandra Hospital		NW Anthony Henday P3
Rhondda Schools	Salford & Wigan BSF Phase 1	Salford & Wigan BSF Phase 2	Sussex Custodial Centre	Redbridge & Waltham Forest LIFT	Romford Hospital		RD901
Salford Schools	Sheffield Schools	Sheffield BSF Schools	Tyne & Wear Fire Stations	Salford Hospital	Sheffield Hospital		
South Ayrshire Schools	University of Bourgogne	West Lothian Schools	Zaanstad Prison	Southmead Hospital	South West Hospital, Enniskillen		
Wooldale Centre for Learning				Staffordshire LIFT	Stoke Mandeville Hospital		
				Tameside General Hospital	West Middlesex Hospital	Кеу:	Portfolio as at 31 March 2016
				Willesden Hospital		Incremental stake acquired since 31 March 2016	New investment since 31 March 2016
					1	Incremental stake committed	Contracted to acquire

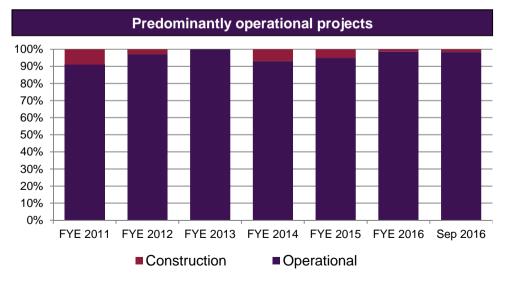
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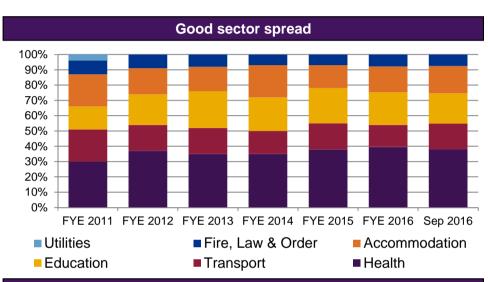
## **Current Portfolio – Key Attributes**

Evolution of the Group's portfolio

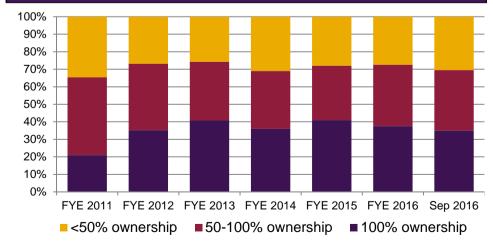












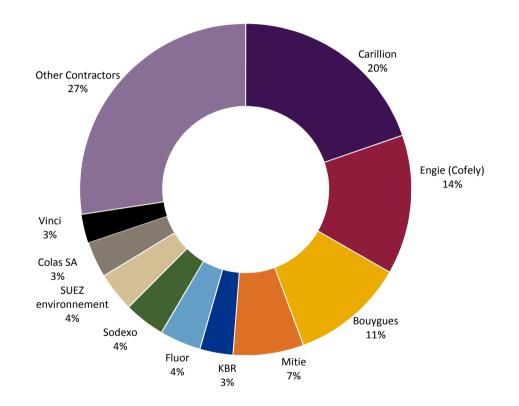
1. By value, using Directors' valuation at 31 March each year from 2010 to 2016 at September 2016 data, includes conditional investments

### **Portfolio Overview - Contractor Counterparty Exposure**

Ensuring diversification of supply chain providers



- Counterparties continue to perform
- Diversity of contractors ensures no over-reliance on any single entity
- Quarterly reviews by Investment Adviser
- Investment Adviser's asset management team has relationships with senior management



- 1. By value, at 30 September 2016, using Directors' valuation
- 2. Ten largest exposures shown
- 3. Where a project has more than one operations contractor in a joint and several contract, the better credit counterparty has been selected (based on analysis by the Investment Adviser)
- 4. Where a project has more than one operations contractor, not in a joint and several contract, the exposure is split equally among the contractors, so the sum of the pie segments equals the Directors' valuation
- 5. There were five projects under construction at 30 September 2016: RD901 road, N17/N18 PPP road in Ireland, Ecole Centrale Superlec, North European Accommodation project and Irish Primary Care

# **Financial Review**

**Income Statement** 



#### Reconciliation of Investment Basis to IFRS basis

	Six months ended 30 September 2016			Six months ended 30 September 2015		
£m	Investment Basis	Consolidation adjustments	IFRS basis	Investment Basis	Consolidation adjustments	IFRS basis
Total Income	99.5	(13.3)	86.2	84.4	(12.1)	72.3
Expenses and finance costs	(13.9)	13.0	(0.9)	(12.7)	12.0	(0.7)
Profit/(loss) before tax	85.6	(0.3)	85.3	71.7m	(0.1)	71.6
Earnings	85.3	-	85.3	71.6	-	71.6
Earnings per share	6.1p		6.1p	5.6p		5.6p

## **Financial Review**

Balance Sheet



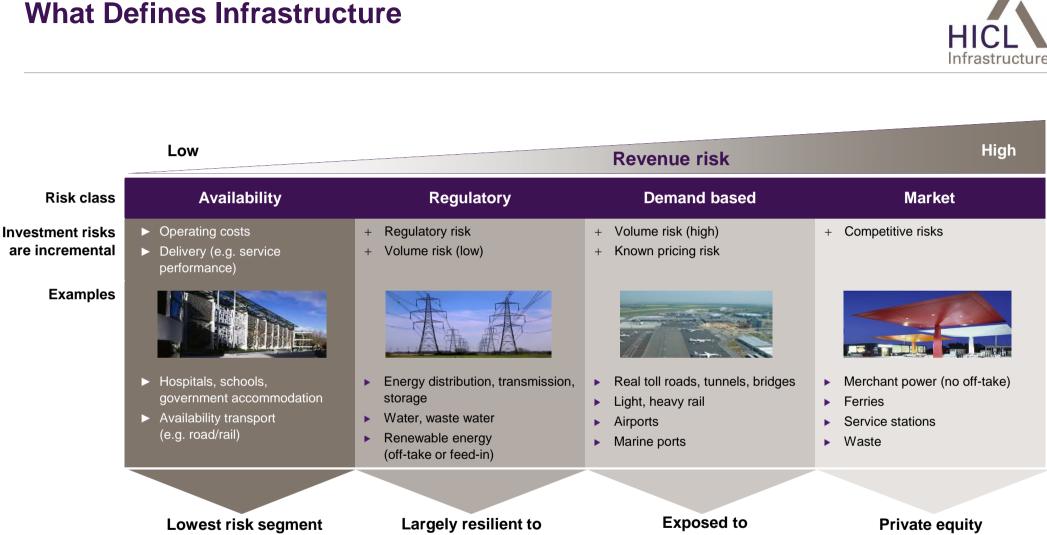
#### Reconciliation of Investment Basis to IFRS basis

	at 30 September 2016			at 31 March 2016			
£m	Investment Basis	Consolidation adjustments	IFRS basis	Investment Basis	Consolidation adjustments	IFRS basis	
Investments at fair value	2,056.8	66.5	2,123.3	1,932.9m	40.8	1,973.9	
Working capital	(16.6)	16.1	(0.5)	(11.7)	11.4	0.3	
Net cash	83.2	(82.6)	0.6	52.7	(52.2)	0.5	
Net assets attributable to Ordinary Shares	2,123.4	-	2,123.4	1,973.9	-	1,973.9	
NAV per Ordinary Share (before dividend)	145.7p		145.7p	142.2p		142.2p	
NAV per Ordinary Share (post distribution)	143.8p		143.8p	140.3p		140.3p	



Appendix V The Infrastructure Asset Class

## What Defines Infrastructure



('public assets')

economic cycle

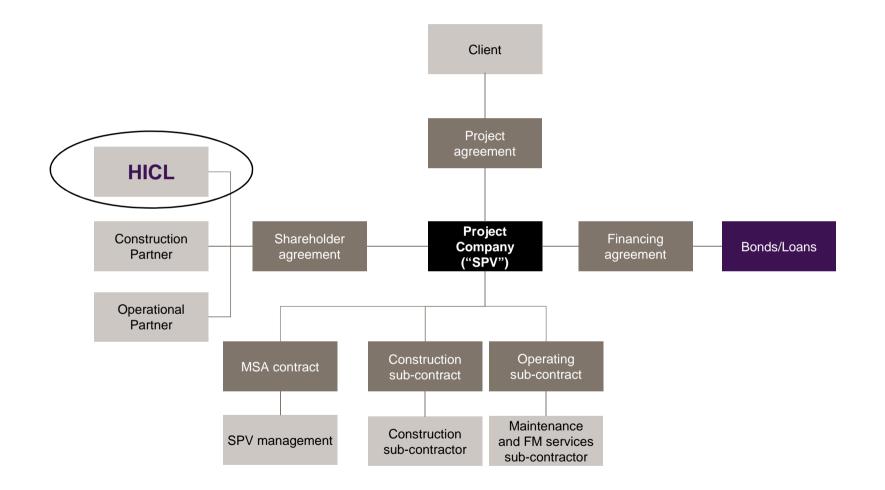
economic cycle

style exposure

Revenue risk is also influenced by factors such as jurisdiction and whether a project is operational or still under construction

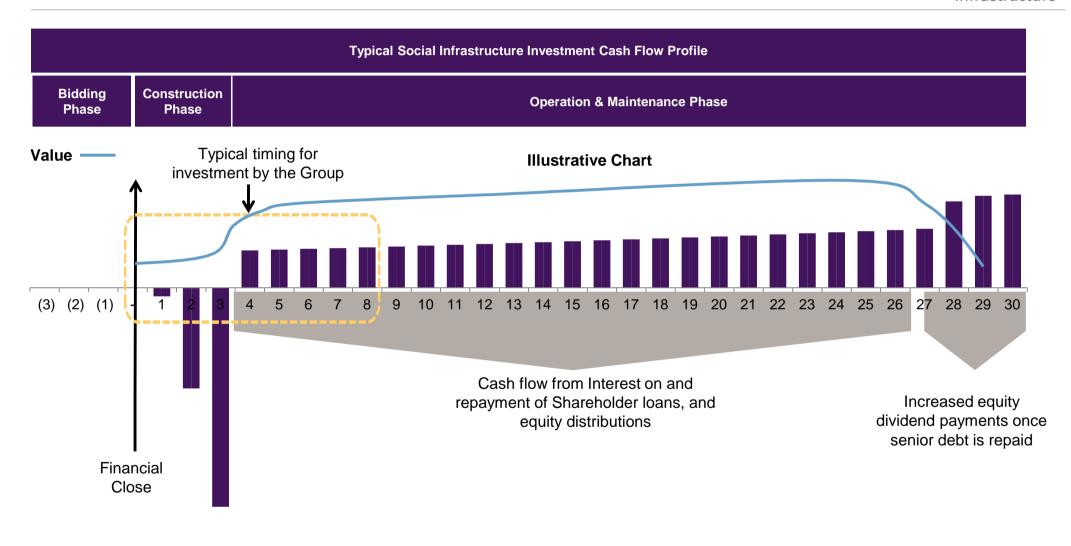
### **Typical Infrastructure Project Structure**





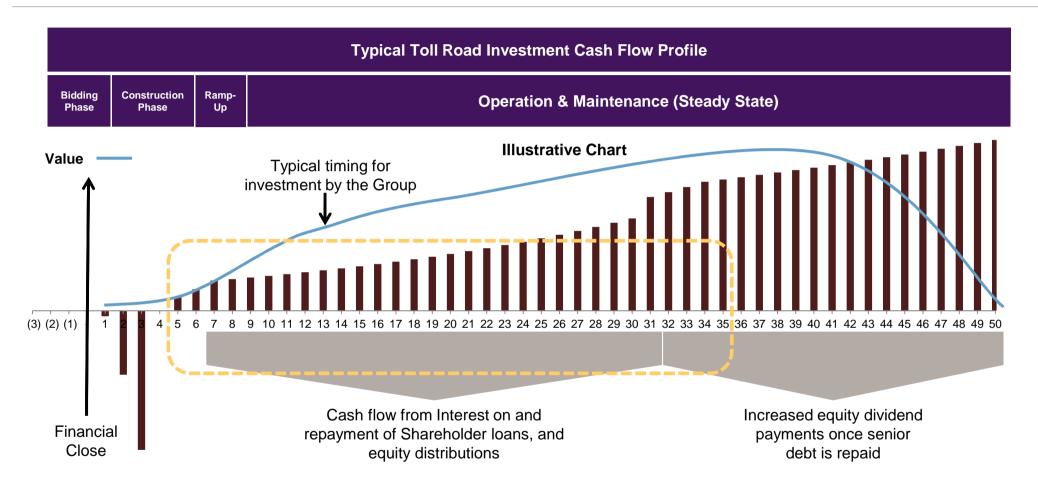
## Illustrative Investment Cashflow Profile over a Project's Life I

Example: Social infrastructure return derived from an 'availability' revenue stream



# Illustrative Investment Cashflow Profile over a Project's Life II

Example: Toll road return derived from a demand-based revenue stream

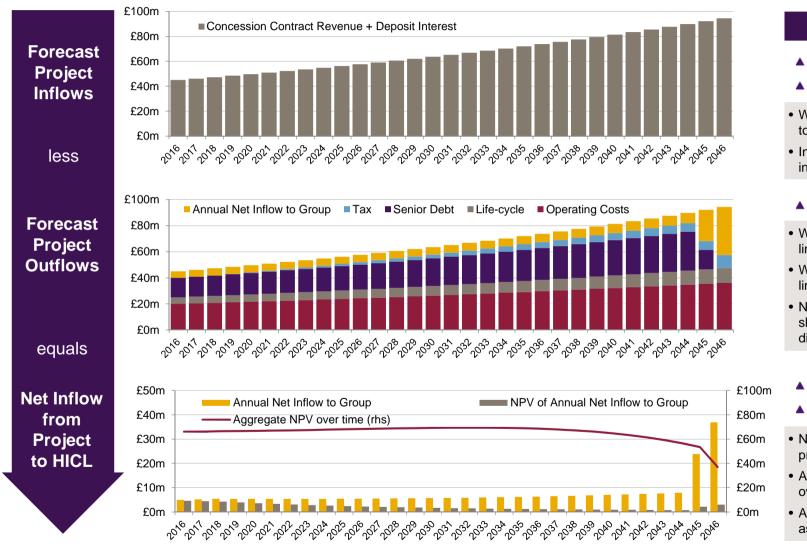




# Valuation – Methodology

Determining the net asset value of the portfolio and the Group (illustrative example)





#### **Key Variables/Assumptions**

- ▲ Long-term Inflation Rate
- Deposit Interest Rate
- Whole-of-life concession revenue linked to inflation
- Interest income from cash reserves at individual project level

#### Tax Rates

- Whole-of-life operating contracts fixed or linked to inflation
- Whole-of-life debt is fixed or inflationlinked
- Net Inflows to HICL in form of dividends, shareholder loan service & project co. directors' fees
- Discount Rate
- ▲ FX
- Net cashflows discounted to derive project valuation
  - All project cashflows aggregated to give overall portfolio valuation
  - Adjust for other Group net assets/liabilities to get Group NAV