

Review & Outlook

## Lazard Global Listed Infrastructure (AUD Hedge)

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# Agenda

Investment Team, Philosophy and Process

Strategy Review

Please refer to the Appendix for the current "Global Investment Performance Standards (GIPS®) Composite Information".

# Investment Team, Philosophy and Process

### Lazard Global Listed Infrastructure

Strategy Objective	Seek long-term, defensive, low-volatility returns that exceed inflation by investing in a range of global companies that are considered to be "preferred infrastructure".
Performance Objective	<ul> <li>Inflation +5% p.a. over rolling 5-year periods (Long-term risk/reward profile between equities and fixed income)</li> <li>Shorter term performance reference: MSCI World Core Infrastructure Index (Local Currency)<sup>1</sup></li> </ul>
Investment Universe	"Preferred Infrastructure"
Investment Style	Value, benchmark unaware
Investment Basis	Long-only
Number of Stocks	25-50
Currency Management	Passive hedge to investor's currency
Strategy Inception	October 2005
AUM	USD 16.2 billion <sup>2</sup>

1 The Global Listed Infrastructure Index (AUD Hedged) from inception to 31 March 2015, is the UBS Global 50/50 Infrastructure and Utilities Net Index (AUD Hedged); from 1 April 2015 to 30 June 2018, the FTSE Developed Core Infrastructure 50/50 100% Hedged to AUD Net Tax Index; and thereafter, the MSCI World Core Infrastructure 100% Hedged to AUD Index.

2 As of 31 March 2025. AUM is indicative of total assets in the Global Listed Infrastructure – CAD Hedge, Global Listed Infrastructure – GBP Hedge, Global Listed Infrastructure – USD Hedge, Global Listed Infrastructure Unhedged, Global Listed Infrastructure – AUD Hedge, Global Listed Infrastructure – EUR Hedge and Global Listed Infrastructure – JPY Hedge Target returns are provided for illustrative purposes only. There can be no assurances that target returns will be achieved. Such target returns are not intended to serve as and must not be relied upon by any prospective investor as, a guaranty, an assurance, a prediction of a definitive statement of fact or a probability. Actual events and circumstances are difficult or impossible to determine and may differ from assumptions.

Lazard was one of the first managers to launch a diversified global listed infrastructure strategy. "Preferred Infrastructure" is a subset of the infrastructure market that we believe has higher revenue certainty, profitability and lower volatility.

Not all infrastructure assets will deliver these investment characteristics. To identify the ones which we call "Preferred Infrastructure" we focus on the following factors:

Infrastructure asse	s can have attra	ctive investment	characteristics.	includina:
	<u> </u>		,	

Long-life assets	Lower risk of capital loss
Inflation-linked returns	Low correlations (portfolio diversifier)
What parameters to focus on	
	<ul> <li>Stable demand</li> </ul>
a) Revenue Certainty	<ul> <li>Monopoly-like characteristics</li> </ul>
	<ul> <li>Price regulated and inflation-linked</li> </ul>
	<ul> <li>Long-term</li> </ul>
	<ul> <li>High operating margins</li> </ul>
b) Profitability	<ul> <li>Sustainable leverage</li> </ul>
	<ul> <li>Appropriate cost structure</li> </ul>
c) Longevity	<ul> <li>ESG risk and considerations</li> </ul>

### Not All Infrastructure is Created Equal...

We believe a strict adherence to our Preferred Infrastructure investment philosophy is critical to delivering on the attractive characteristics of infrastructure.

Preferred	Non-Preferred
Regulated Utility (e.g., National Grid; Consolidated Edison)	Merchant Electricity Generator (e.g., Drax Power; Constellation Energy Group)
✓ Monopoly-like assets	× Competitive markets
✓ Regulated return	× Commodity price volatility
<ul> <li>Explicit/implicit inflation pass through</li> </ul>	× High fixed cost structure
<ul> <li>Stable, consistent pattern of return</li> </ul>	= Volatile, uncertain pattern of return
Other examples	

- ✓ Ioll Roads
- ✓ Airports
- ✓ Broadcast towers
- ✓ OECD countries

- × Construction companies, road services
- × Airlines, baggage handling
- × Telecommunication service companies
- × Emerging/Developing countries

Securities identified in this document are not necessarily held by Lazard Asset Management for all client portfolios and should not be considered as a recommendation or solicitation to purchase, sell or hold these securities. It should also not be assumed that any investment in these securities was or will be profitable.

### **Investment Process Overview**

Lazard Global Listed Infrastructure



Lazard's investment process is neither sequential nor static, but ongoing.

Note: The number of stocks in each stage may vary with time and the evolution of the infrastructure sector and the investment process. Lazard's investment process is presented here in sequential steps for illustrative purposes only. In practice, the process is not sequential and will, as needed, weigh certain criteria over others.

### Lazard Preferred Infrastructure Universe







The "Value Rank" illustrates the expected returns of each stock within the Preferred Infrastructure universe.

STAGE 1

Initial Filtering

STAGE 2

Qualitative

Risk Ranking

STAGE 3

Fundamental

Analysis and Value Ranking

STAGE 4

Portfolio

Construction

#### As of 30 June 2025

1 Over 3 years, assuming all the stocks trade at our valuation in 3 years time.

The opinions and estimates contained in this graph are based on current information and are subject to change. It should not be assumed that any investment was, or will be profitable. Expected returns do not represent a promise or guarantee of future results and are subject to change.

#### Shown for illustrative purposes only.

Each bar represents an individual stock's expected return per annum for the next three years. This is based on a comparison of Lazard's Global Listed Infrastructure team's intrinsic valuation of the stock three years out, the market price of the stock today and the interim forecast dividends.

### Lazard Preferred Infrastructure Universe

### Value Rank by Country

#### Expected return<sup>1</sup> (%)



 
 STAGE 1
 STAGE 2
 STAGE 3
 STAGE 4

 Initial Filtering
 Qualitative Risk Ranking
 Fundamental Analysis and Value Ranking
 Portfolio Construction

The "Value Rank" illustrates the expected returns of each stock within the Preferred Infrastructure universe.

#### As of 30 June 2025

1 Over 3 years, assuming all the stocks trade at our valuation in 3 years time.

The opinions and estimates contained in this graph are based on current information and are subject to change. It should not be assumed that any investment was, or will be profitable. Expected returns do not represent a promise or guarantee of future results and are subject to change.

Shown for illustrative purposes only.

Each bar represents an individual stock's expected return per annum for the next three years. This is based on a comparison of Lazard's Global Listed Infrastructure team's intrinsic valuation of the stock three years out, the market price of the stock today and the interim forecast dividends.

### Portfolio by Country and Sector

Lazard Global Listed Infrastructure (AUD Hedge)

### Broken Down by Company Domicile



As of 30 June 2025

\* Excludes Crown Castle's 40,000+ mobile phone towers The allocations mentioned are based upon a Portfolio. Allocations are subject to change. Portfolio summary is based on underlying company assets This information is for illustrative purposes only and is supplemental to the "GIPS® Standards Composite Information." Source: Lazard, FactSet





Global Asset Diversification (Toll Roads) 97 toll road concessions 10,000+ kms of toll roads 10 countries

# Strategy Review

Lazard Asset Management

### Top 10 Holdings

### Lazard Global Listed Infrastructure

Company	Country	Sector	% Portfolio
National Grid	United Kingdom	Diversified Utilities	8.1
Ferrovial	Spain	Tollroads	8.0
Vinci	France	Tollroads	8.0
CSX	United States	Railroads	7.9
Snam	Italy	Gas Utilities	6.7
Terna	Italy	Electricity Utilities	6.2
United Utilities	United Kingdom	Water Utilities	4.8
Norfolk Southern	United States	Railroads	4.7
Severn Trent	United Kingdom	Water Utilities	4.7
Italgas	Italy	Gas Utilities	4.3



As of 30 June 2025. Source: Lazard, FactSet

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### **Performance Summary**

Lazard Global Listed Infrastructure (AUD Hedge)

Returns for Period Ending 30 June 2025 (%)

	Lazard Global Listed Infrastructure (AUD Hedge) - Net	Global Infrastructure Index (AUD Hedged) <sup>2</sup>	MSCI World Index (Local)	Bloomberg Barclay Global Treasury (AUD Hedged)
QTD	9.2	2.9	9.5	1.4
YTD	17.0	9.9	6.6	2.1
1 Year	26.1	18.9	13.7	4.8
3 Years p.a.	10.5	5.6	17.7	1.7
5 Years p.a.	10.7	7.3	14.7	-1.0
10 Years p.a.	9.8	7.5	10.9	1.9
Since Inception returns p.a. (AUD) <sup>1</sup>	10.4	8.2	8.3	4.5

1 Since inception is from 5 October 2005.

2 The Global Listed Infrastructure Index (AUD Hedged) from inception to 31 March 2015, is the UBS Global 50/50 Infrastructure and Utilities Net Index (AUD Hedged); from 1 April 2015 to 30 June 2018, the FTSE Developed Core Infrastructure 50/50 100% Hedged to AUD Net Tax Index; and thereafter, the MSCI World Core Infrastructure 100% Hedged to AUD Index.

Performance is based upon a Portfolio. Performance is preliminary and presented net of fees. The performance quoted represents past performance. **Past performance does not guarantee future results.** Index performance is shown for illustrative purposes only. Lazard Global Listed Infrastructure is not measured versus the performance of any benchmark. Past performance is not a reliable indicator of future results. Source: Lazard, UBS, FTSE, MSCI, Bloomberg

### **Performance Summary**

Lazard Global Listed Infrastructure (AUD Hedge)

#### Growth of \$100: Since Inception



1 Since inception is from 31 October 2005.

2 The Global Listed Infrastructure Index (AUD Hedged) from inception to 31 March 2015, is the UBS Global 50/50 Infrastructure and Utilities Net Index (AUD Hedged); from 1 April 2015 to 30 June 2018, the FTSE Developed Core Infrastructure 50/50 100% Hedged to AUD Net Tax Index; and thereafter, the MSCI World Core Infrastructure 100% Hedged to AUD Index.

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### Holdings by Infrastructure - Sector

### Lazard Global Listed Infrastructure

	% of		% of
Holdings	Portfolio	Holdings	Portfolio
Airports	6.3	Gas Utilities	11.1
Aena		Italgas	
Auckland International Airport		Snam	
Flughafen Zuerich		Railroads	12.7
Fraport		CSX	
Communications Infrastructure	4.7	Norfolk Southern	
Crown Castle		Tollroads	21.3
Eutelsat Communications		Atlas Arteria	
SES		Ferrovial	
Diversified Utilities	23.2	Transurban	
Algonquin Power & Utilities		Vinci	
CK Infrastructure		Water Utilities	11.3
Eversource Energy		Pennon	
Exelon		Severn Trent	
Hera		United Utilities	
National Grid		Cash & Equivalents	0.4
Power Assets		Total Portfolio	100.0
Electricity Utilities	9.0		
American Electric Power			

As of 30 June 2025. Source: Lazard, MSCI, FactSet

**Redes Energeticas Nacionais** 

Terna

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### Holdings by Infrastructure - Country

### Lazard Global Listed Infrastructure

	% of		% of
Holdings	Portfolio	Holdings	Portfolio
Australia	5.2	Spain	10.1
Atlas Arteria		Aena	
Transurban		Ferrovial	
Canada	2.2	Switzerland	1.6
Algonquin Power & Utilities		Flughafen Zuerich	
France	9.7	United Kingdom	19.4
Eutelsat Communications		National Grid	
SES		Pennon	
Vinci		Severn Trent	
Germany	1.6	United Utilities	
Fraport		United States	22.0
Hong Kong	5.7	American Electric Power	
CK Infrastructure		CSX	
Power Assets		Crown Castle	
Italy	19.9	Eversource Energy	
Hera		Exelon	
Italgas		Norfolk Southern	
Snam		Cash & Equivalents	0.4
Terna		Total Portfolio	100.0
New Zealand	1.2		
Auckland International Airport			
Portugal	1.0		
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Redes Energeticas Nacionais

As of 30 June 2025. Source: Lazard, MSCI, FactSet

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### Stock Contribution - Top Contributors and Detractors

### Lazard Global Listed Infrastructure

### Q2 2025

Contributors	Average Weight (%)	Total Performance (%)	Contribution (%)	. <u>Con</u>
Ferrovial	8.0	14.3	1.12	Vinc
Vinci	7.3	14.0	1.11	Ferr
Snam	6.8	14.0	0.91	Exel
Italgas	3.4	27.3	0.86	Nati
United Utilities	5.0	17.7	0.85	Sna
Detractors	Average Weight (%)	Total Performance (%)	Contribution (%)	Detr
Exelon	4.9	-9.7	-0.46	Crov
American Electric Power	2.2	-9.1	-0.25	_
Eutelsat Communications	0.5	-12.1	-0.08	_
Crown Castle	1.2	-4.3	-0.07	_
Auckland International Airport	1.3	-3.4	-0.04	-

#### 1 Year

n	Contributors	Average Weight (%)	Total Performance (%)	Contribution (%)
	Vinci	7.9	46.7	3.55
	Ferrovial	8.2	42.1	3.25
	Exelon	7.3	32.2	3.07
	National Grid	8.2	39.0	3.07
	Snam	6.4	46.7	2.68
า	Detractors	Average Weight (%)	Total Performance (%)	Contribution (%)
	Crown Castle	0.3	-4.3	-0.07
	_	_	-	-
	_	-	-	-
	_	-	-	-
	_	-	-	-

#### As of 30 June 2025. Reporting Currency: Australian Dollar. Source: Lazard. FactSet

Contribution is based upon a representative portfolio. Contribution analysis is provided for illustrative purposes only, as values are calculated based on returns gross of fees. Performance would be lower if fees and expenses were included. Past performance is not a reliable indicator of future results.

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- The combination of volatile equity markets and our conservative approach leads us to view current market conditions cautiously. We see some pockets of attractive value opportunities, particularly in Europe.
- The Lazard Global Infrastructure strategy remains underweight US utilities. However, we are beginning to see some specific stock opportunities within the US utilities sector. We may seek to take advantage of these opportunities in the months ahead.
- Cautious, value-based stock-selection remains critical to generating positive returns.
- Preferred Infrastructure characteristics, such as revenue certainty, profitability and longevity, derived from monopoly or monopoly-like underlying assets should, in our view, perform relatively well in a high inflation low growth/recessionary economic environment.
- Given that the broader equity markets appear expensive, we believe the relative expected returns for listed infrastructure are currently favourable, particularly on a risk adjusted basis.

The opinions and estimates contained in this presentation are as at 30 June 2025 and are subject to change and should not be considered a recommendation or solicitation to purchase or sell particular securities.

### Lazard Global Listed Infrastructure (AUD Hedge)

### Composite Report

Reporting Date: Composite Inception Date: Reporting Currency: 31 December 2024 01 November 2005 Australian Dollar

#### **Composite Description**

The composite returns represent the total returns of all fully discretionary portfolios with a Global Listed Infrastructure (AUD Hedge) investment mandate and a minimum of A\$5 million in assets under management. Lazard Global Listed Infrastructure (AUD Hedge) strategy reflects a long-only, valuation-driven investment approach that seeks long-term, defensive, low volatility returns by investing in a range of companies around the world that Lazard considers to be "Preferred Infrastructure." The Preferred Infrastructure approach focuses primarily on companies that own assets that meet certain preferred criteria, such as revenue certainty, profitability, and longevity. The strategy typically invests in 25-50 equity securities of companies that fall within the Preferred Infrastructure framework, and have a minimum market capitalization of \$250 million at purchase. The strategy invests in foreign currency exposures substantially hedged back to the Australian dollar. Therefore, the composite returns provided are in hedged Australian dollar terms only.

#### Calculation of Performance Returns

The composite returns are reported net of foreign withholding taxes on dividends, interest and capital gains. The composite returns presented represent past performance and is not a reliable indicator of future results, which may vary.

#### Fee Schedule

Lazard's standard fee schedule for Global Listed Infrastructure (AUD Hedge) accounts is 0.90% on the first A\$10 million of assets, 0.80% on the next A\$10 million of assets, 0.75% on the next A\$30 million of assets, 0.75% on the next A\$100 million of asset, 0.75% on the next A\$100 million of asset,

#### Benchmark Information

The Lazard Global Listed Infrastructure (AUD Hedge) Composite has no benchmark, as an appropriate index does not exist.

#### Disclosures

Lazard Asset Management claims compliance with the Global Investment Performance Standards (GIPS®) and has prepared and presented this report in compliance with the GIPS standards. Lazard Asset Management has been independently verified for the periods January 1, 1993 through December 31, 2023. The verification reports are available upon request. A firm that claims compliance with the GIPS standards must establish policies and procedures for complying with all the applicable requirements of the GIPS standards. Verification provides assurance on whether the firm's policies and procedures related to composite and pooled fund maintenance, as well as the calculation, presentation, and distribution of performance have been designed in compliance with the GIPS standards and have been implemented on a firm-wide basis. Verification does not provide assurance on the accuracy of any specific performance report. Lazard Asset Management is the "Firm" to which the GIPS standards apply (Frankfurt office included in Firm definition as of January 1, 2003). In March 2023, LAM acquired all of the membership interests of Truwo Investment Partners, LLC ("Truwo"), a registered investment adviser that offers wealth management services to sophisticated families with complex balance sheets. The personnel who joined LAM in the acquisition now conduct their wealth management activities as a wholly-owned division of LAM named Lazard Family Office Partners. GIPS@is a registered trademark of CFA Institute. CFA Institute does not endorse or promote this organization, nor does it warrant the accuracy or quality of the content contained herein. Policies for valuing investments, calculating performance, and preparing GIPS reports are available upon request. A complete list and description of all Lazard composites and pooled funds is available upon request. The composite creation date is April 2006.

	Calendar								
2024	2023	2022	2021	2020	2019	2018	2017	2016	2015

Lazard Rate of Return (%; Gross of Fees)	6.43	10.31	-1.32	21.27	-7.44	24.12	-2.53	24.83	11.85	13.75
Lazard Rate of Return (%; Net of Fees)	5.50	9.36	-2.17	20.26	-8.27	23.08	-3.37	23.76	10.88	12.77
Composite Standard Deviation Gross (3-yr. Ann.)	13.72	13.96	17.99	15.25	15.08	9.51	9.69	9.51	8.56	8.99
# of Portfolios	2	2	2	2	3	3	4	4	3	3
Composite Dispersion Gross (Asset Wtd. Std. Dev.)	0.16	0.11	0.09	0.03	0.47	0.13	0.04	0.25	0.41	0.11
Composite Assets (AUD Millions)	2201.2	2209.6	2174.1	2382.9	2213.1	2352.7	2111.6	2200.6	1583.2	1573.2
Total Firm Assets (AUD Billions)	270.7	279.4	249.1	305.5	276.1	292.3	251.7	264.2	232.0	220.0

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