



20 May 2024

Company Announcements  
ASX Limited  
20 Bridge Street  
SYDNEY NSW 2000

### Shareholder information meetings

Please find attached the presentation slides for the upcoming Shareholder Information Meetings of Argo Global Listed Infrastructure Limited (ASX: ALI) and Argo Investments Limited (ASX: ARG), being held in Melbourne, Adelaide, Brisbane, Sydney, Canberra and Perth.

Yours faithfully,

A handwritten signature in black ink, appearing to read "Tim Binks".

Tim Binks  
Company Secretary



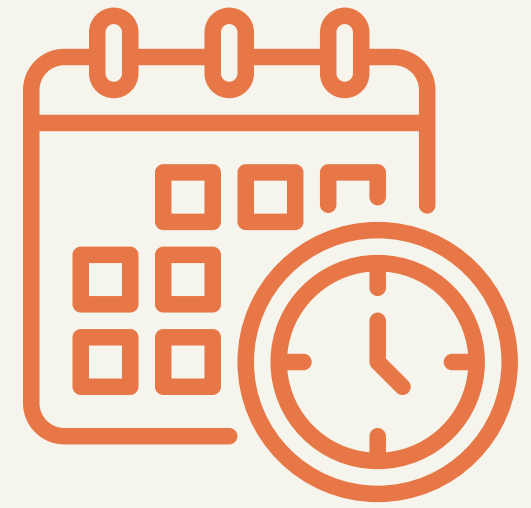
# Information Meetings



2024



# UPCOMING MEETING DATES



## MELBOURNE

Mon 20 May  
10 am

**Grand Hyatt Hotel**  
123 Collins St  
Melbourne

## ADELAIDE

Tues 21 May  
10 am

**Adelaide Convention  
Centre**  
North Terrace  
Adelaide

## BRISBANE

Wed 22 May  
10 am

**Pullman King  
George Square**  
Cnr Ann St & Roma St  
Brisbane

## SYDNEY

Thurs 23 May  
2 pm

**Marriott Hotel at  
Circular Quay**  
30 Pitt St  
Sydney

## CANBERRA

Wed 5 June  
10 am

**Hyatt Hotel Canberra**  
120 Commonwealth Ave  
Yarralumla

## PERTH

Wed 26 June  
10 am

**Parmelia Hilton**  
14 Mill St  
Perth





# DISCLAIMER

This presentation has been prepared by Argo Service Company Pty Ltd (ASCO) (ACN 603 367 479) (Australian Financial Services Licence 470477), on behalf of Argo Investments Limited (ACN 007 519 520) and Argo Global Listed Infrastructure Limited (ACN 604 986 914). ASCO's Financial Services Guide is available on request or at [argoinvestments.com.au](https://argoinvestments.com.au) or [argoinfrastructure.com.au](https://argoinfrastructure.com.au).

This presentation contains unsolicited general information only, which does not take into account the particular objectives, financial situation or needs of any individual investor. It is not intended to be passed on or relied upon as a recommendation by any person.

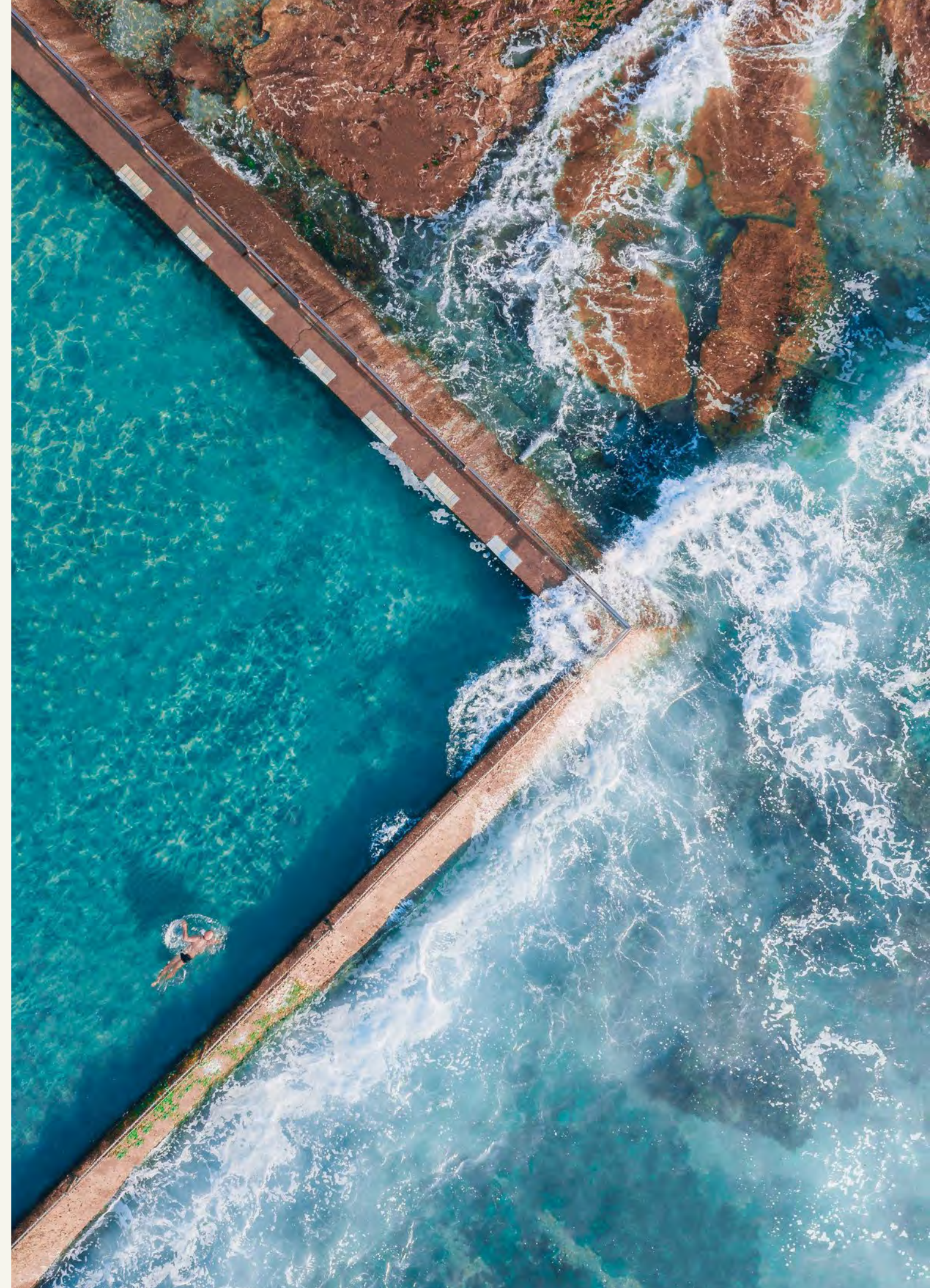
Before making any decision about the information provided, an investor should consult their independent adviser and consider the appropriateness of the information, having regard to their objectives, financial situation and needs.

Past performance may not be indicative of future performance and no guarantee of future returns is implied or given. While all reasonable care has been taken when preparing this presentation, no responsibility is accepted for any loss, damage, cost or expense resulting directly or indirectly from any error, omission or misrepresentation in the information presented.



# OUR AGENDA

1. Meet the team
2. Share market over time
3. About Argo Investments
4. Banking sector
5. Healthcare sector
6. Outlook
7. About Argo Infrastructure
8. Cohen & Steers





# REPRESENTING ARGO



**JASON BEDDOW**  
Managing Director



**ANDY FORSTER**  
Senior Investment  
Officer



**COLIN WHITEHEAD**  
Investment Analyst



**PAUL FROST**  
Investment Analyst



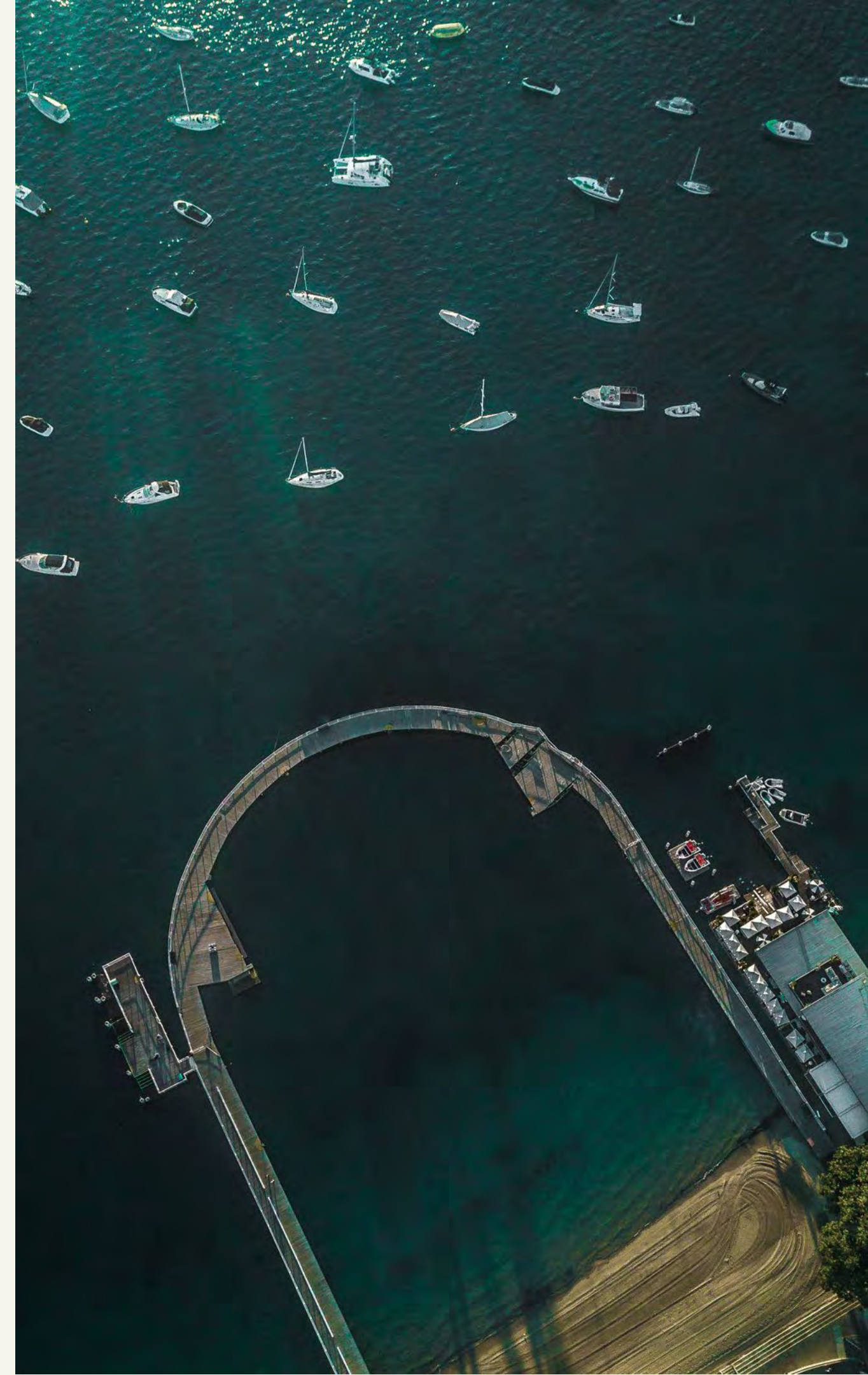
**MEREDITH HEMSLEY**  
Communications  
Manager



**LESLEY-MAY JOSEVSKI**  
Communications  
Officer

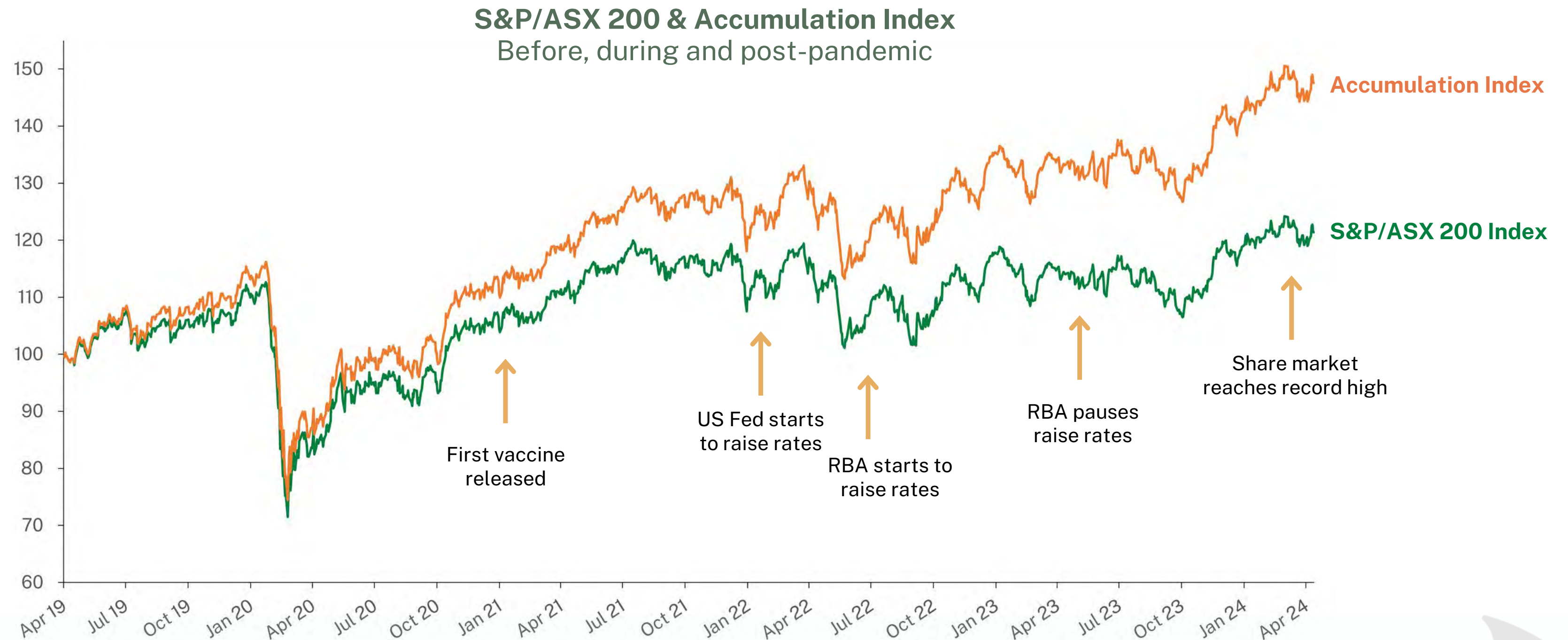


**TYLER ROSENLICHT**  
Portfolio Manager,  
Cohen & Steers



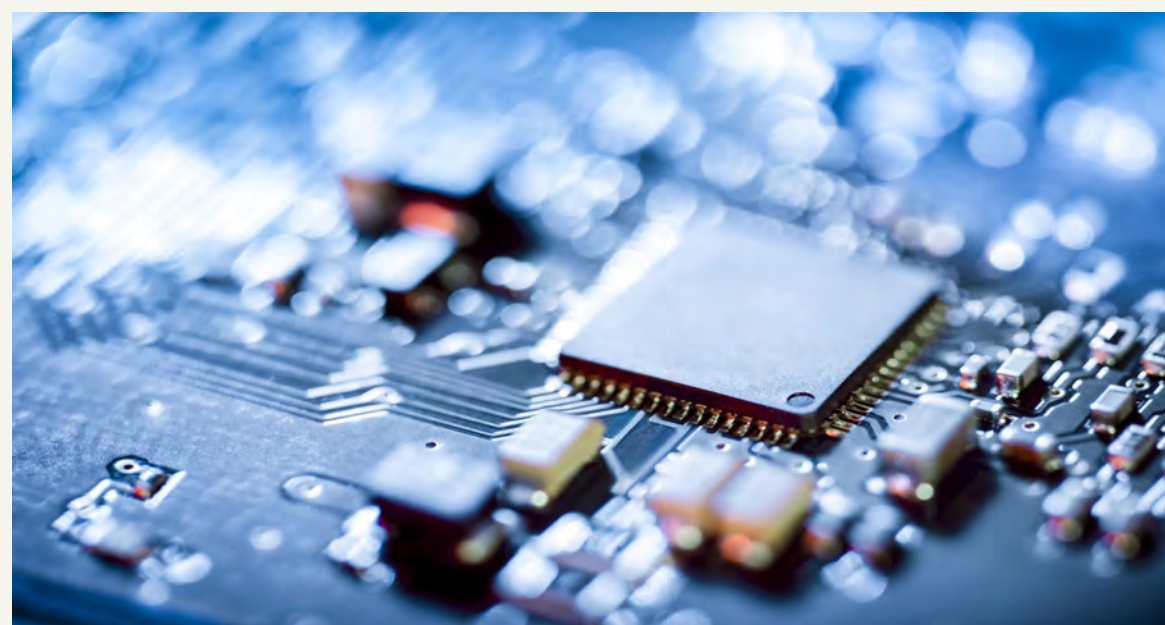


# SHARE MARKET OVER TIME





# ARGO INVESTMENTS OVERVIEW





# OVERVIEW

## Half-year profit

**\$125.3 million**

\$137.0m in 2023

## Half-year earnings per share

**16.5 cents**

18.2c per share in 2023

## Interim dividend, fully franked per share

**16.5 cents**

16.5c per share in 2023

---

## Dividend yield

**5.7%**

Grossed up to include franking credits

## MER

**0.15%**

(Management Expense Ratio)

## Total assets

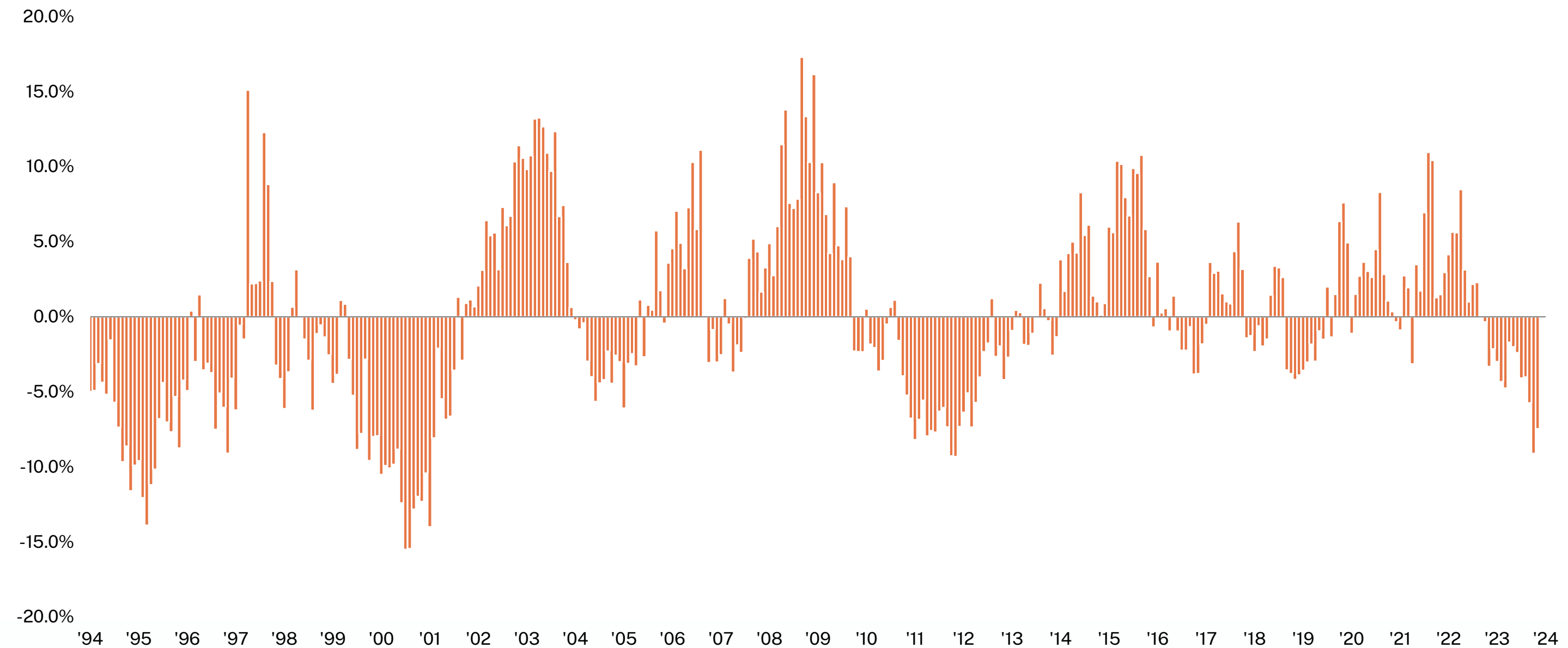
**\$7.1 billion**

\$6.6 billion in 2023



# PREMIUM/DISCOUNT TO NTA

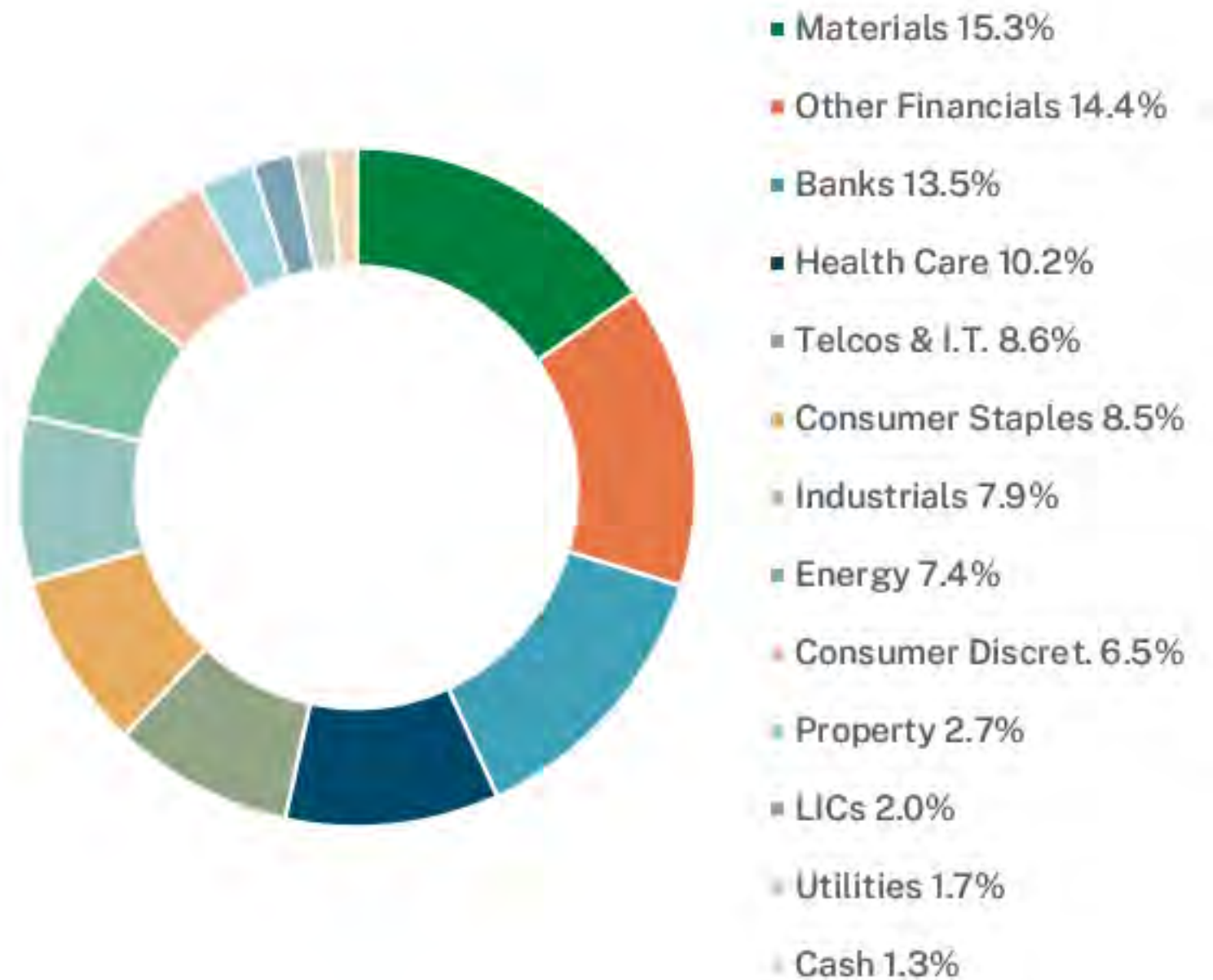
Share price premium/discount to NTA  
Over a 30-year time horizon





# INVESTMENT PORTFOLIO

## Sector diversification



## Top 10 holdings

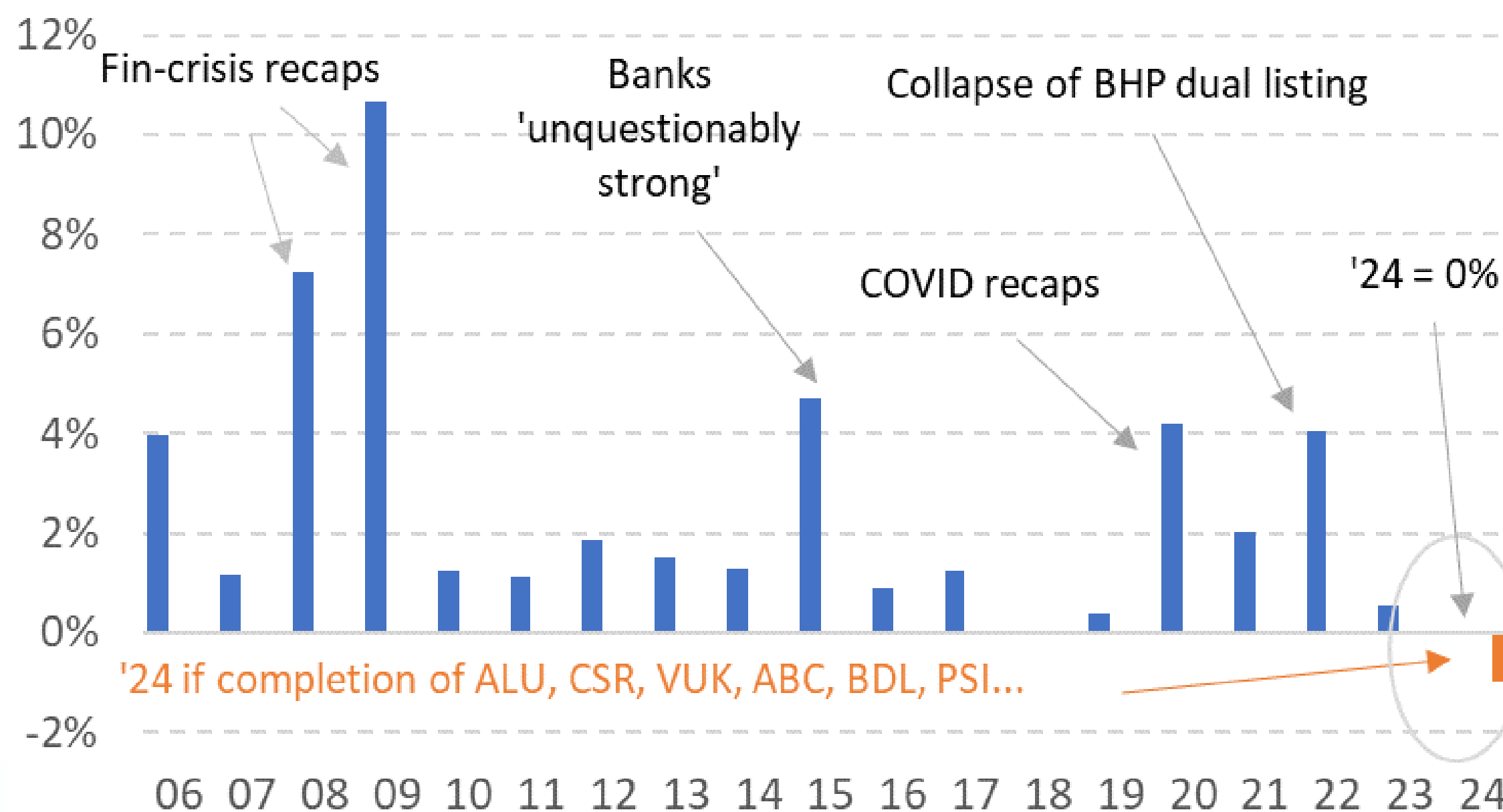
Macquarie Group	6.8%
BHP	5.7%
CSL	5.1%
CBA	4.4%
Wesfarmers	4.3%
Rio Tinto	4.0%
ANZ	3.2%
Westpac	3.0%
Santos	2.9%
NAB	2.8%





# THE SHRINKING SHARE MARKET

Change in market capitalisation of Australian share market  
On a net basis over 18 years





# AUSTRALIAN BANKING SECTOR





# BANKS REMAIN WELL POSITIONED



Half year profit  
\$3.3 billion  
**down 16%**

Interim dividend  
\$0.75 per share  
**up 7%**

Plus special dividend  
\$0.15c



**nab**

Half year profit  
\$3.5 billion  
**down 13%**

Interim dividend  
\$0.84 per share  
**up 1%**



Commonwealth Bank

Half year profit  
\$5.0 billion  
**down 3%**

Interim dividend  
\$2.15 per share  
**up 2%**



Half year profit  
\$3.6 billion  
**down 7%**

Interim dividend  
\$0.83 per share  
**up 2%**



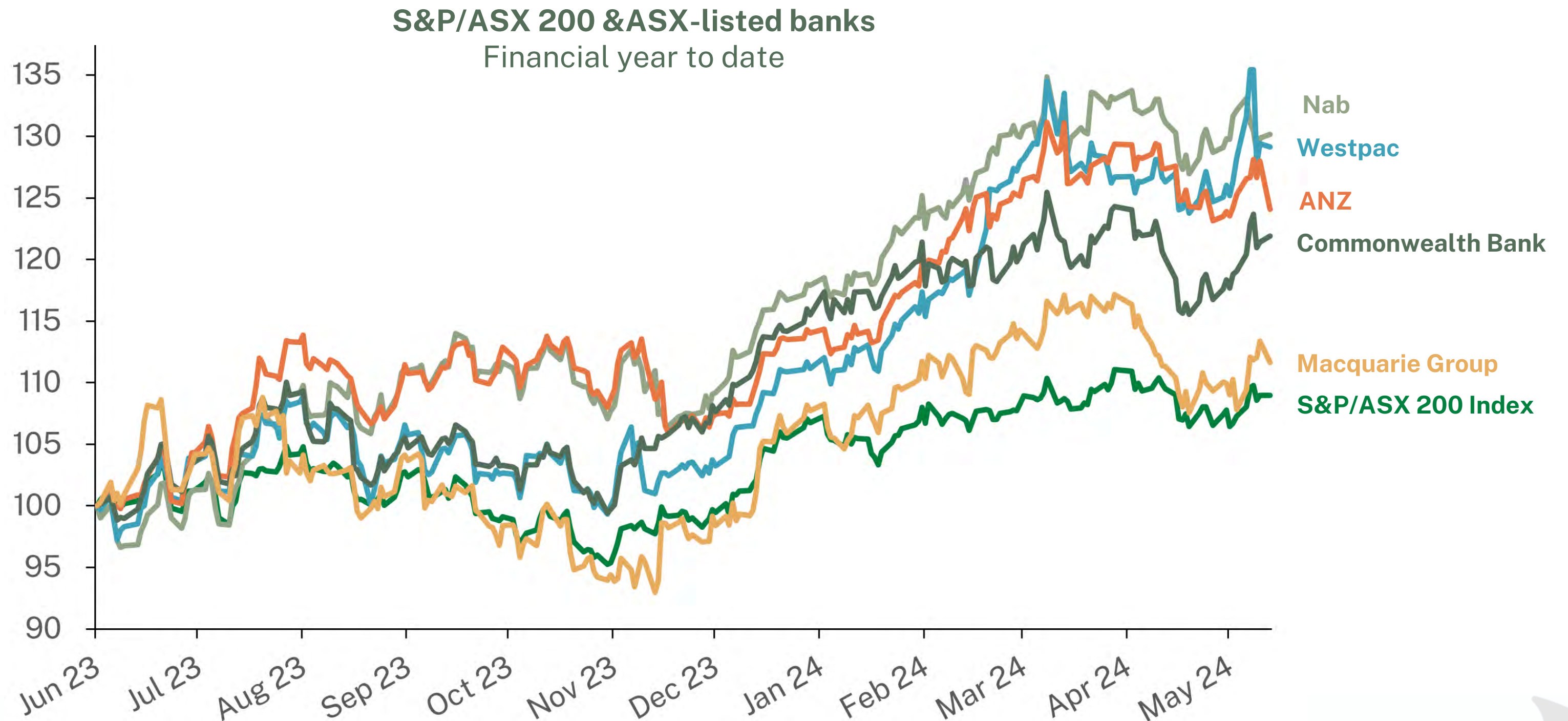
MACQUARIE  
BANK

Full year profit  
\$3.5 billion  
**down 32%**

Full year dividend  
\$6.40 per share  
**down 15%**



# BANKS OUTPERFORM MARKET





# PORTFOLIO MOVEMENTS

## Recent purchases

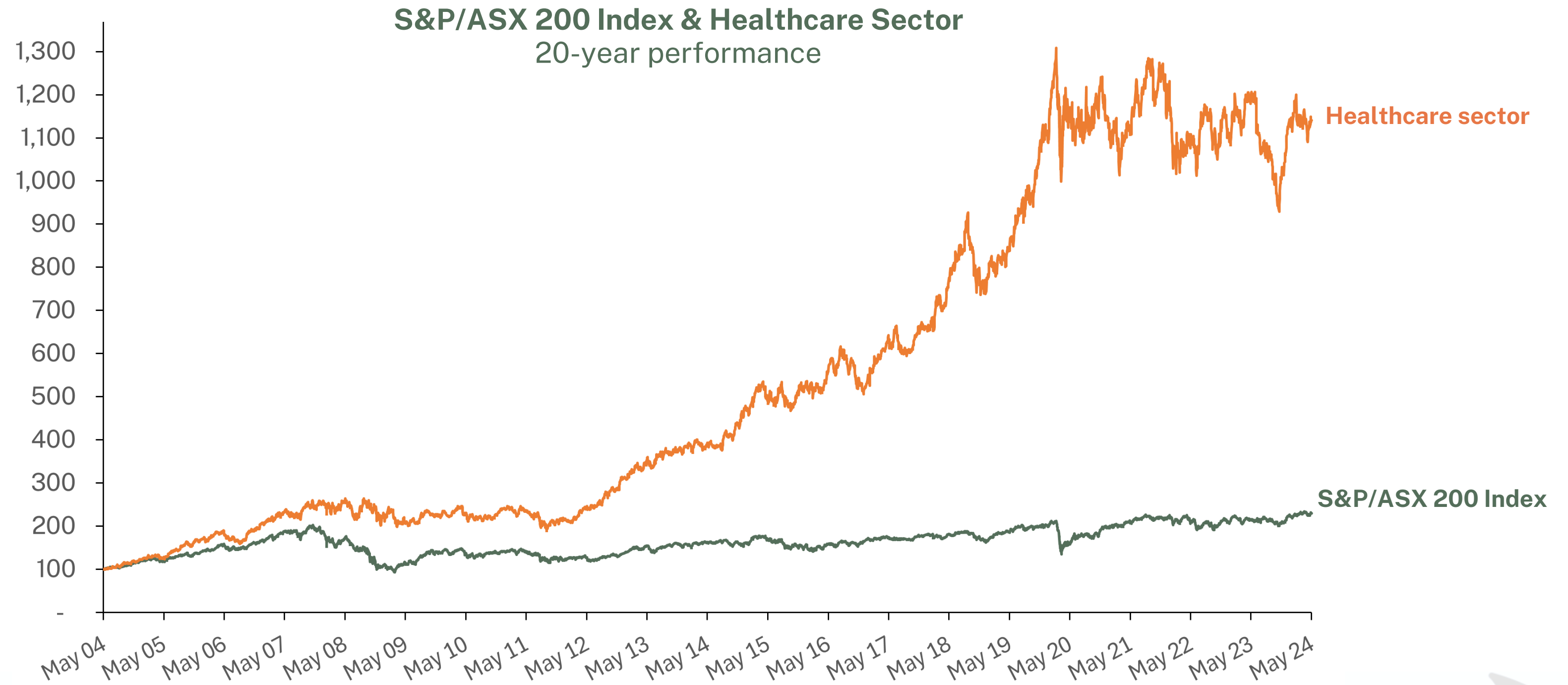


## Recent sales



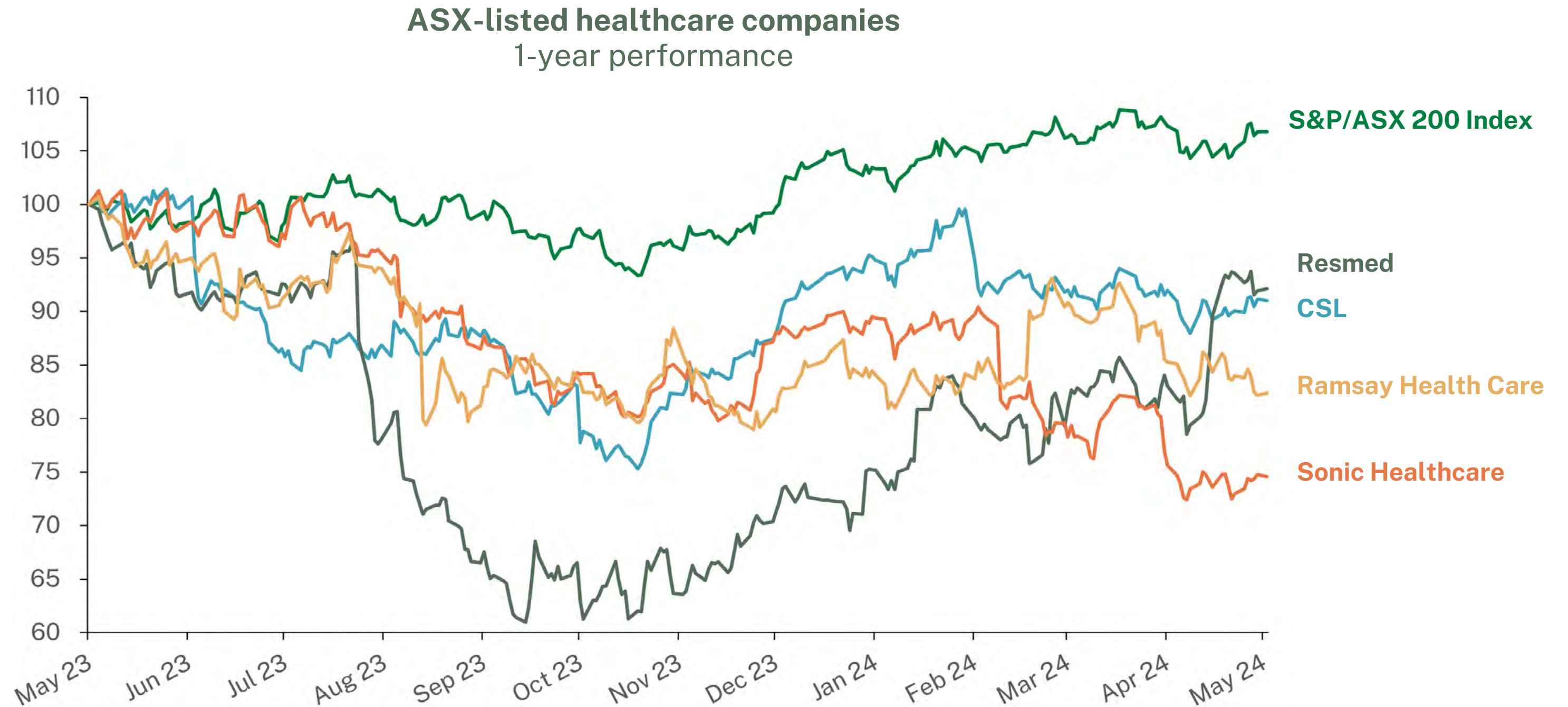


# HEALTHCARE PERFORMANCE





# SHORT-TERM PERFORMANCE





# HEALTHCARE SECTOR

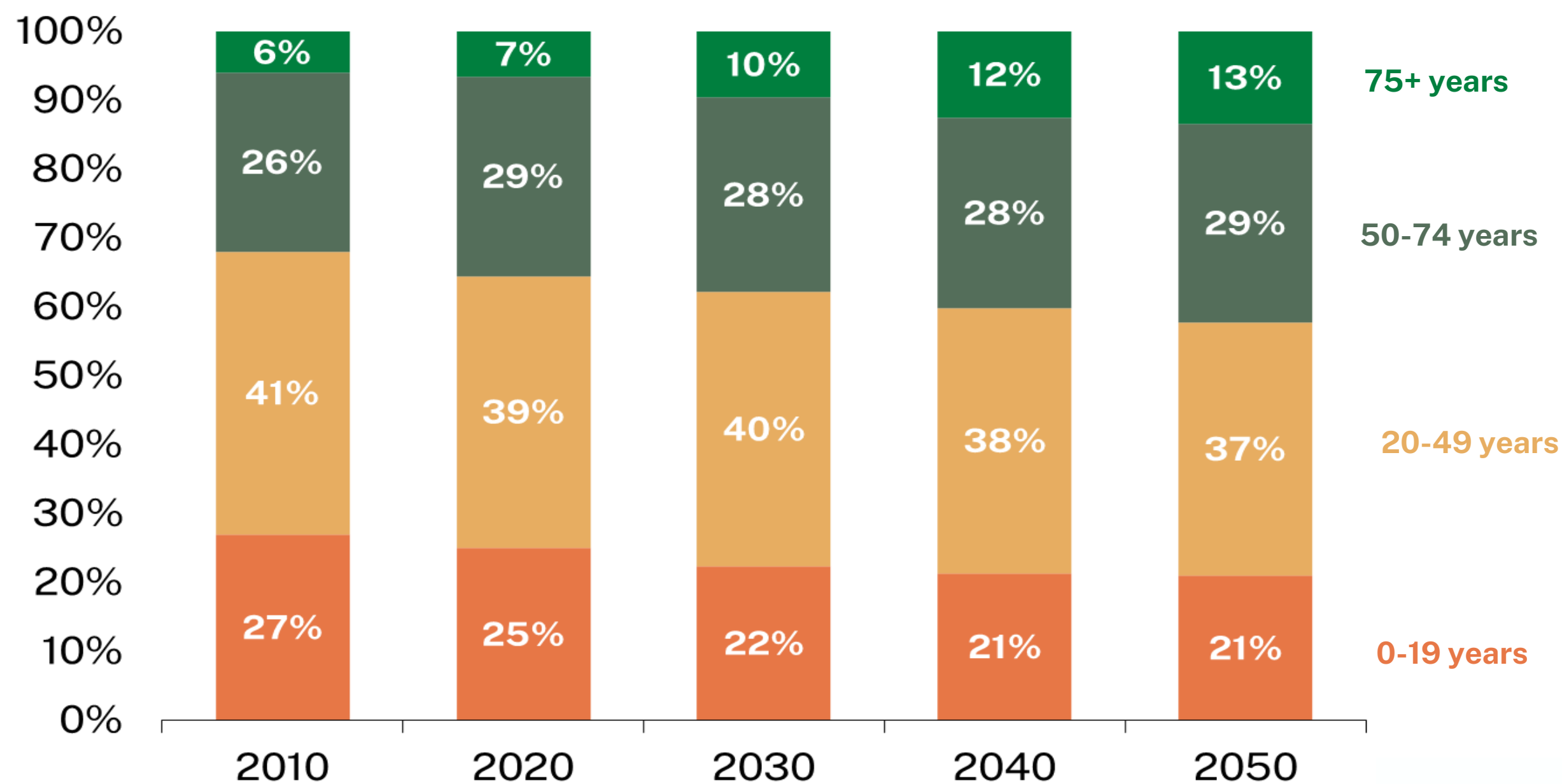
REPORT





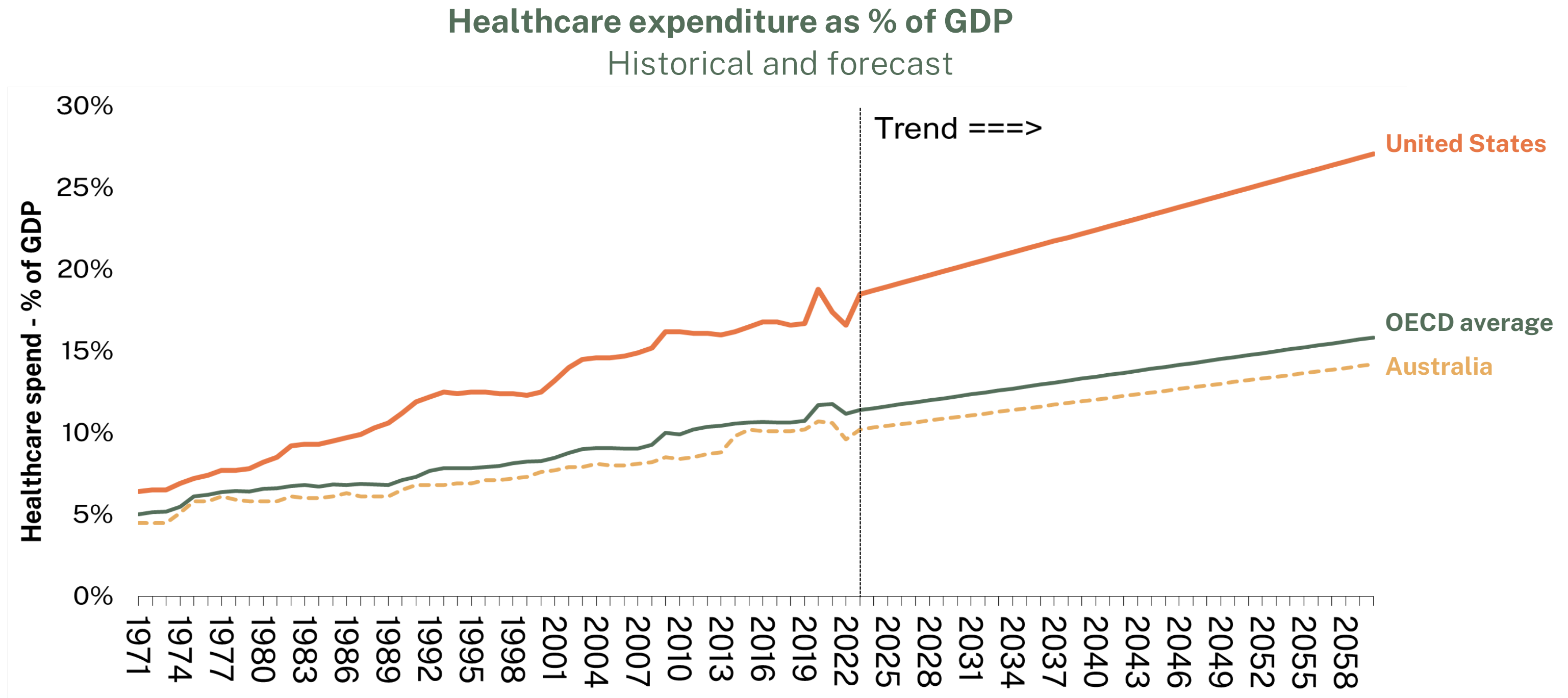
# DEMOGRAPHIC TAILWINDS

US % share of total population by age





# HEALTHCARE SPEND: % OF GDP





# HEALTHCARE SECTOR PROFILE

## Services



## Infrastructure



## Devices & Consumables



## Product Manufacture & Distribution





# SECTOR TAILWINDS & HEADWINDS





# COVID DISRUPTION

## Industry winners



Fisher & Paykel  
HEALTHCARE

Monash IVF

## Industry losers



CSL<sup>TM</sup>





# POST-COVID DYNAMICS

## Industry winners



**CSL Plasma**



## Industry losers





# OPPORTUNITIES & CHALLENGES

## Long-term tailwinds



## Short-term challenges





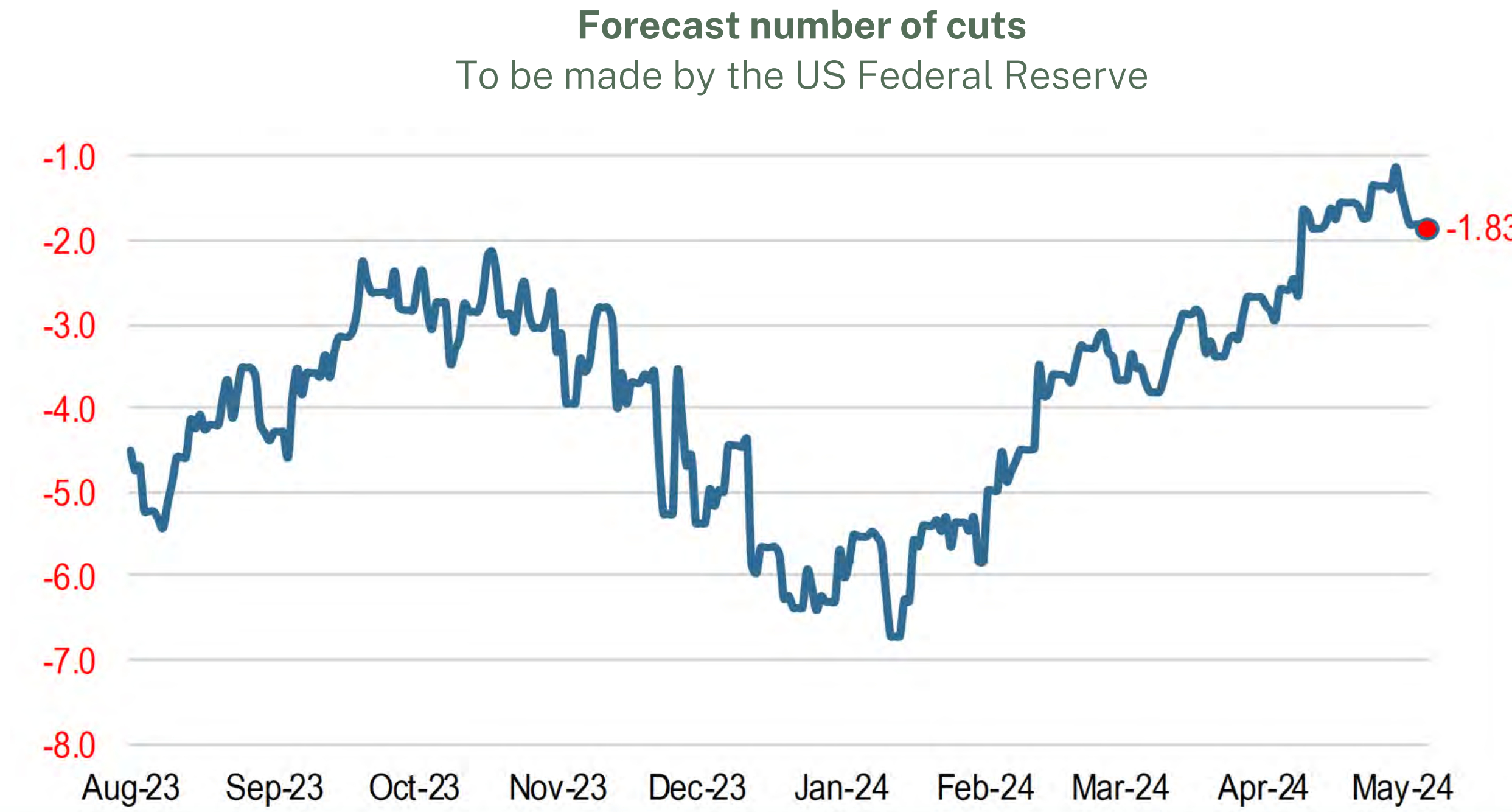
A woman with blonde hair, wearing a blue hoodie and an orange backpack, stands on a sandy beach looking out over a calm lake under a cloudy sky. The image has a soft, slightly blurred aesthetic.

LOOKING AHEAD

FAIR

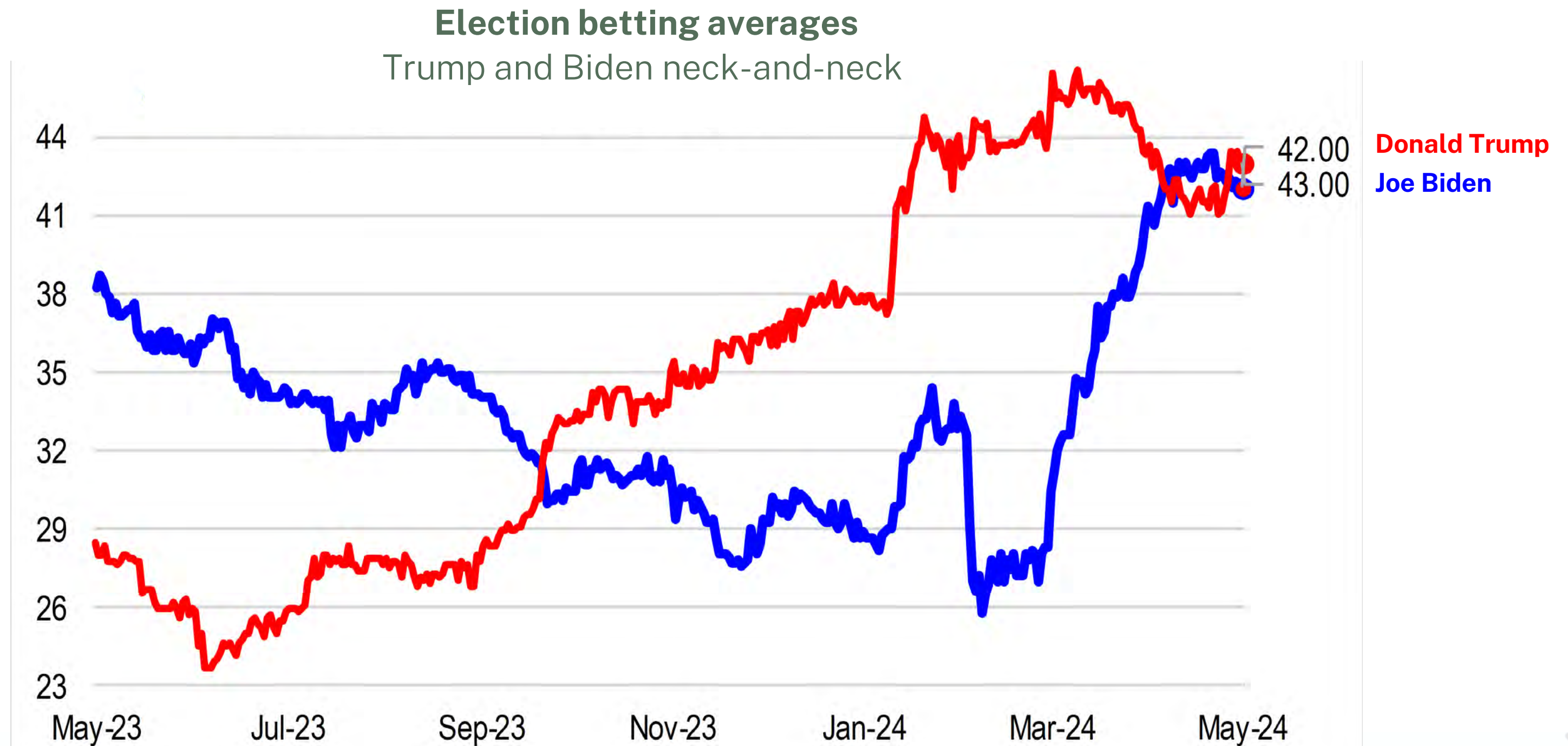


# FROM RATE CUTS TO HIKES?



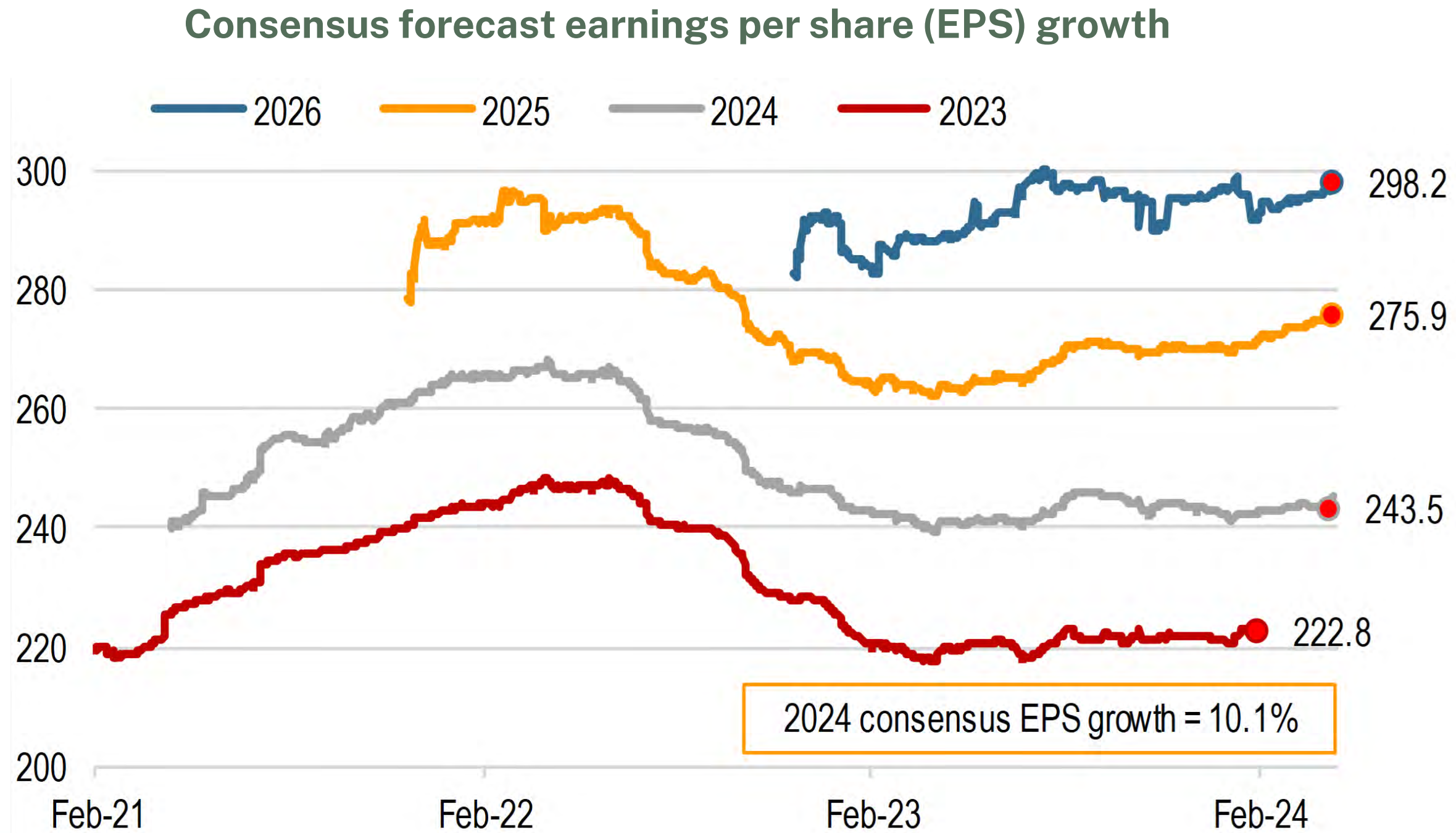


# US ELECTION



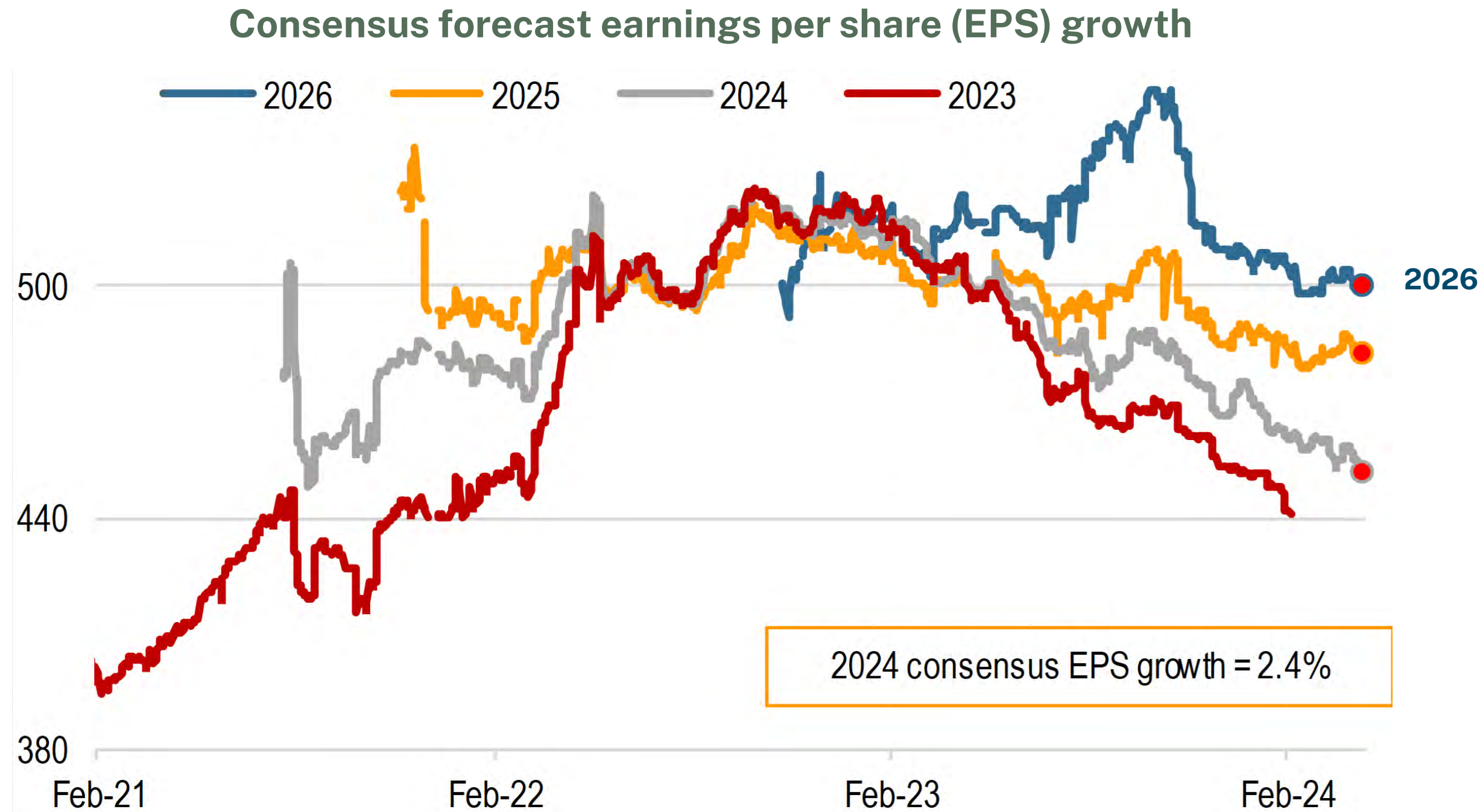


# US OUTLOOK HEALTHY



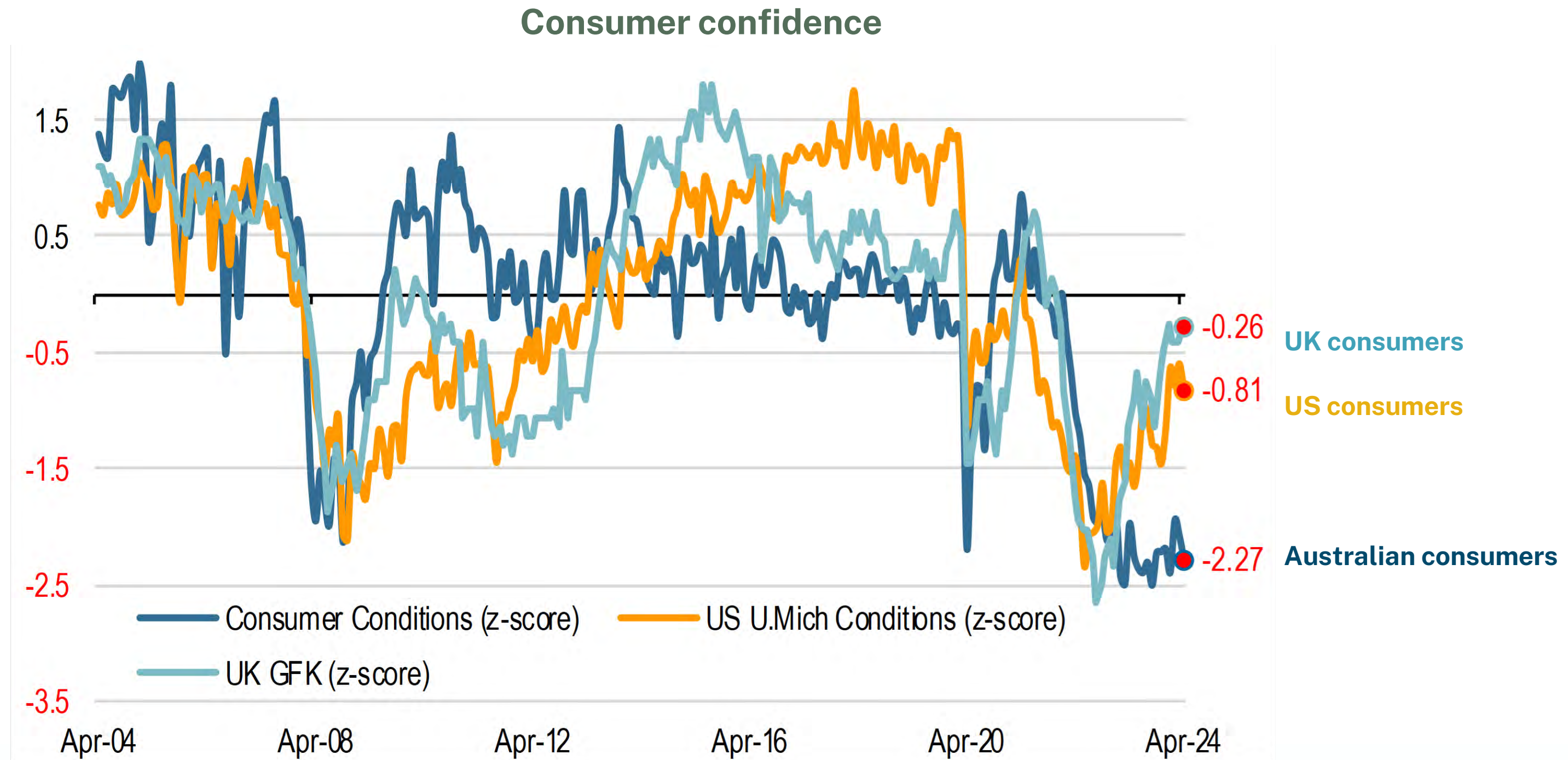


# DOMESTIC OUTLOOK SOFTER



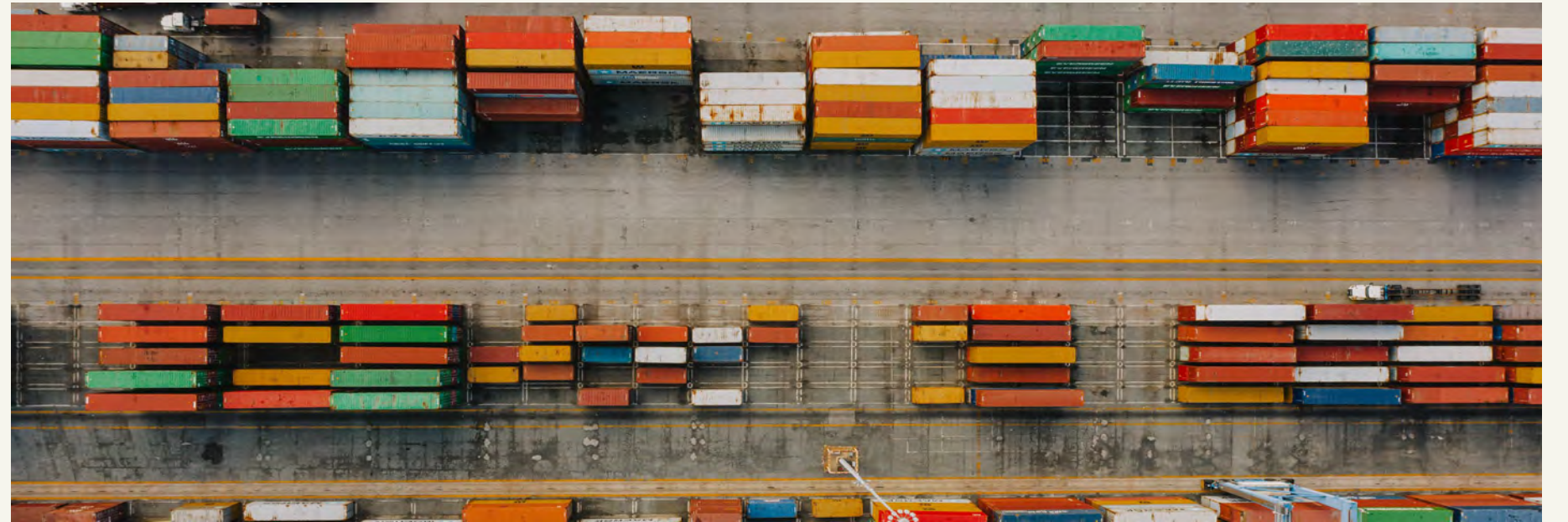


# AUSTRALIAN CONSUMERS GLOOMY





# ARGO INFRASTRUCTURE OVERVIEW





# OVERVIEW

ASX code

ALI

Dividend yield

5.9%

Grossed up to include  
franking credits

Consecutive fully  
franked dividends

12

Dividends paid every year  
since inception

Total assets

\$410 million  
\$434m in 2023

Manager

Argo  
Investments

Portfolio Manager

Cohen &  
Steers



# KEY CONSIDERATIONS FOR INVESTORS





# THE INVESTMENT CASE FOR GLOBAL LISTED INFRASTRUCTURE

## Key characteristics of the asset class



- Essential services
- High barriers to entry
- Predictable often inflation-linked cash flows
- Long operational life
- Relative stability of cash flows

## Differentiated performance profile



- Equity-like returns potential with historically lower volatility
- Attractive downside capture
- Inflation beta
- Expected returns comprised of 3–4% dividend yield and 4–6% long term cash flow growth

## Structural drivers of long-term investment



- Infrastructure spending is key for economic and societal growth:
  - Aging infrastructure
  - Population growth
  - Urbanization
  - Technological advancements



# INFRASTRUCTURE IS ESSENTIAL FOR ECONOMIC GROWTH

## Characteristics of Global Listed Infrastructure

- Long-lived real assets
- Often regulated or concession-based
- High barriers to entry
- Inflation-linked pricing

### Communications

Wireless towers,  
satellites,  
data centers



### Midstream Energy

Energy transportation,  
gathering & processing,  
storage



### Transportation

Toll roads, marine ports,  
railways, airports



### Utilities

Electric, gas, water,  
renewables





# WHY INFRASTRUCTURE NOW

**Supportive secular drivers**

**Differentiated performance profile**

**Supported valuations**

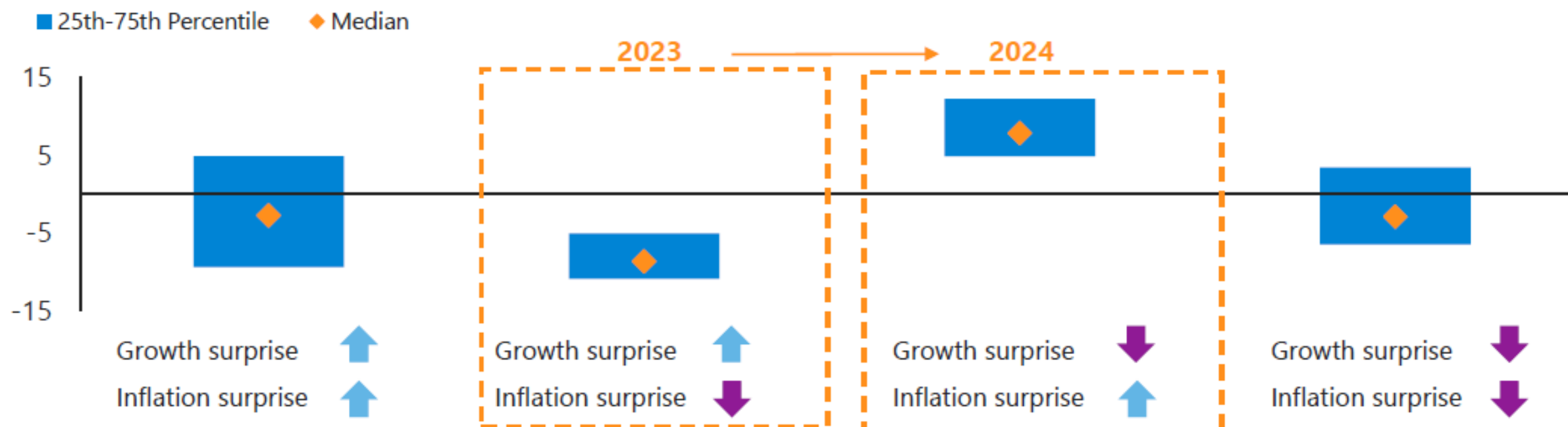
**Key sub-sector themes**



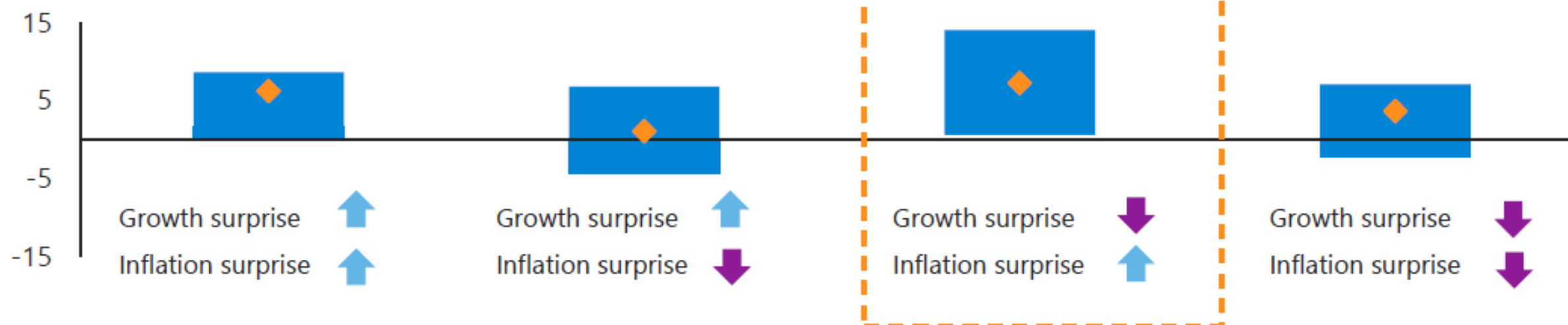
# RELATIVE PERFORMANCE OF INFRASTRUCTURE IN VARIOUS GROWTH, INFLATION AND RATES REGIMES

Real total return relative to MSCI World Equities (1979-2023), in (%)

10-year nominal yields rising



10-year nominal yields falling

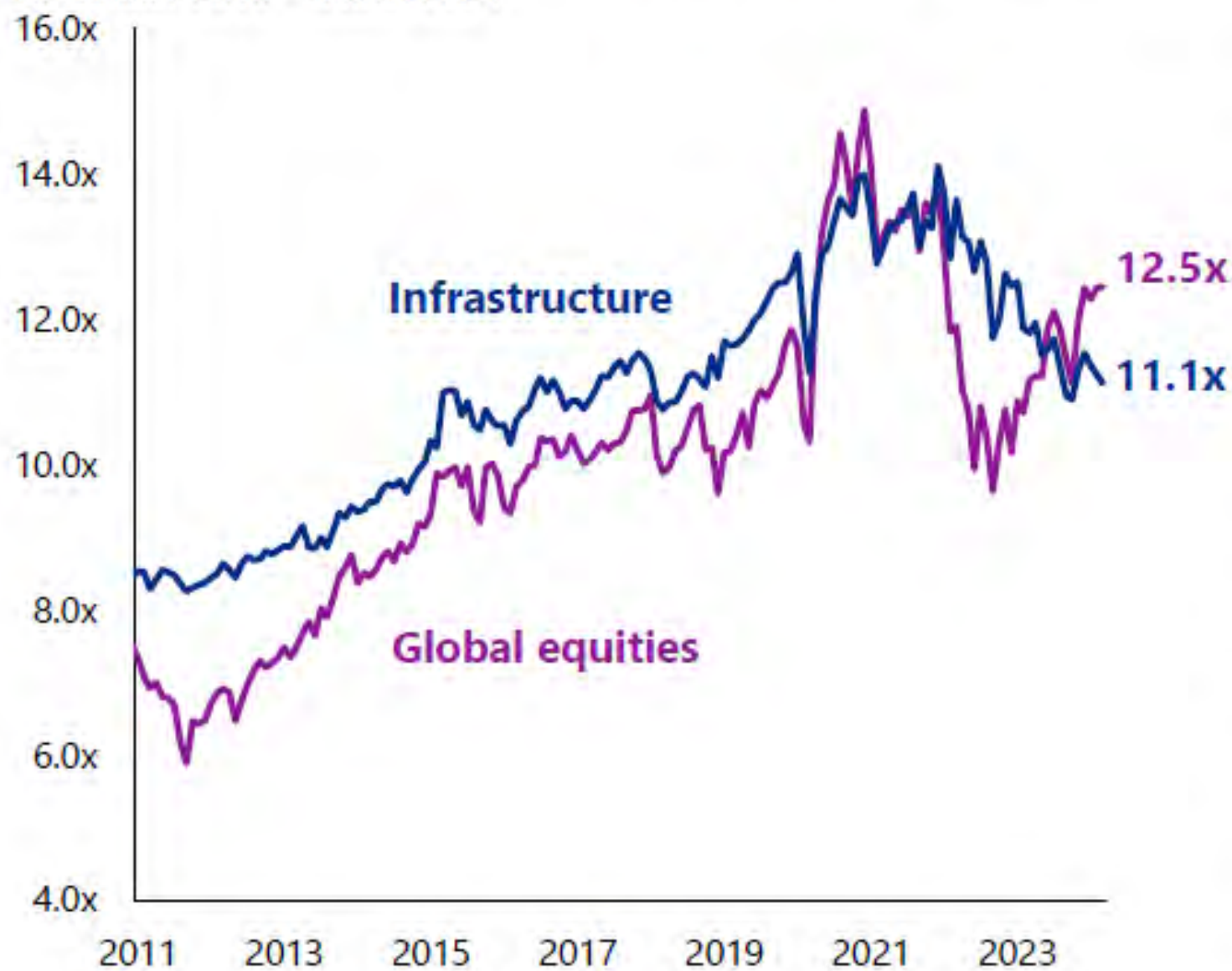




# CURRENT INFRASTRUCTURE VALUATIONS ARE ATTRACTIVE RELATIVE TO GLOBAL EQUITIES

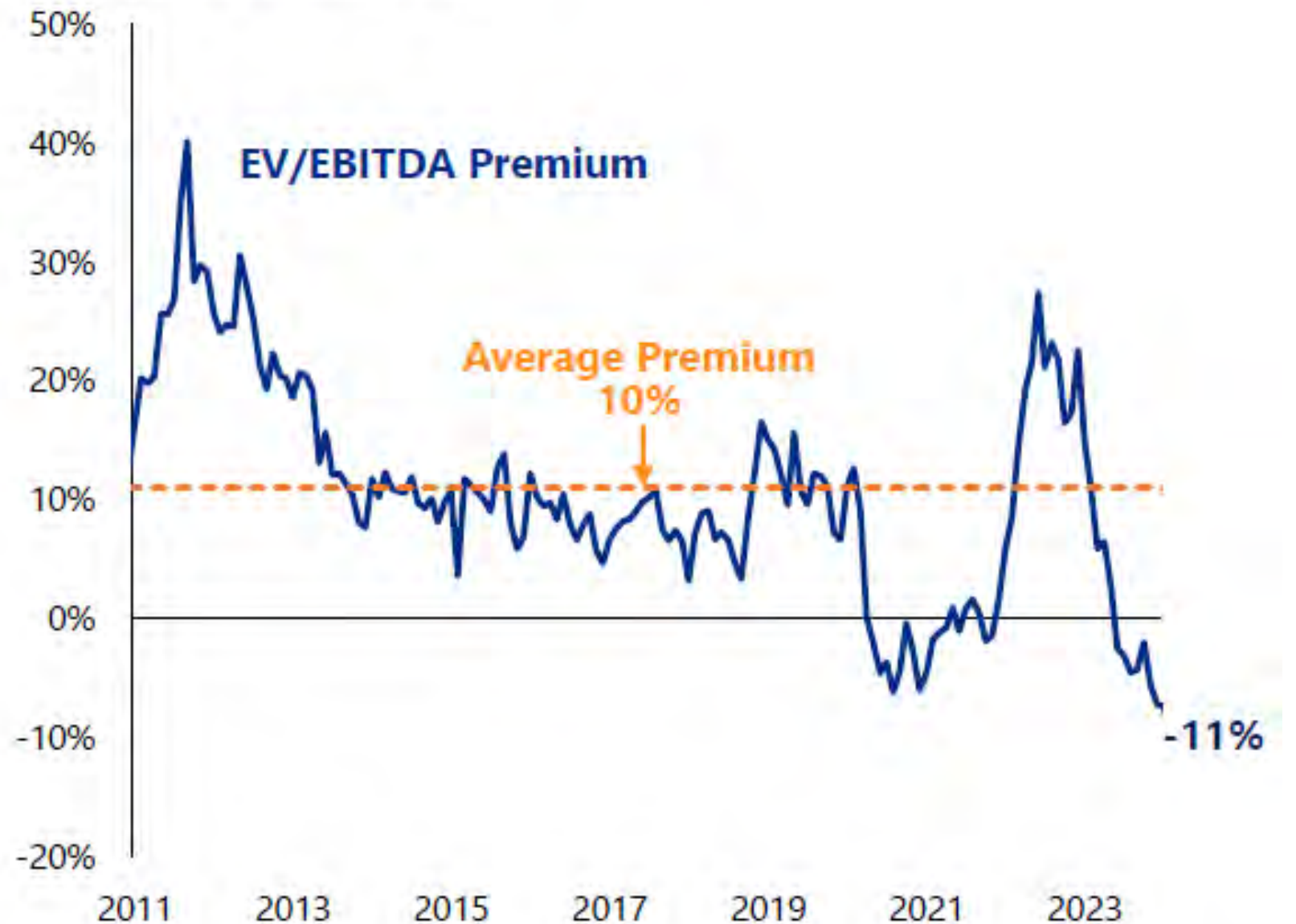
**Infrastructure vs. global equities EV/EBITDA**

December 2010 – March 2024



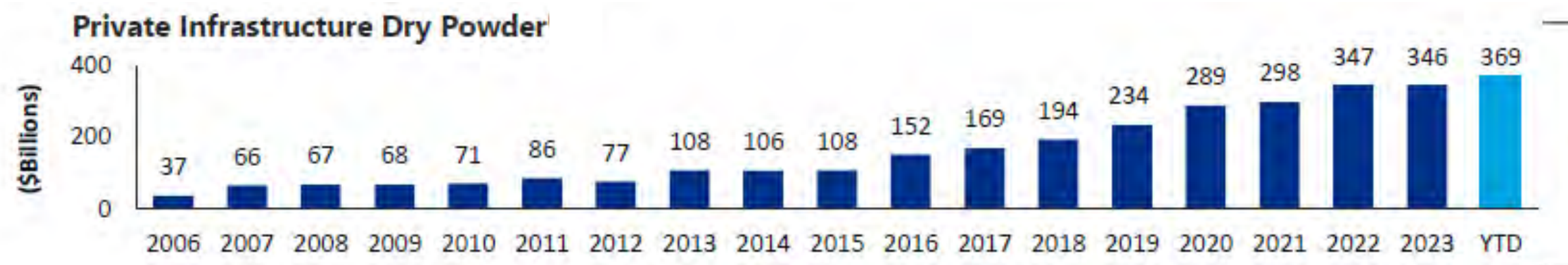
**Infrastructure is currently trading at a discount to global equities**

December 2010 – March 2024





# RECORD DRY POWDER CREATING A VALUATION FLOOR



**Over \$369B** in assets on the sidelines. This could cause private investors to chase a limited number of deals, with increased competition possibly driving down returns

## Recent Infrastructure Transactions

Asset	Buyer	Year	EV/EBITDA
50% of Offshore Business	Stonepeak	2024	-
LA & MS LDC Assets	Bernhard Capital Partners	2024	-
EDP Transmissao SP-MG/Mata Grade Transmissao de Energia	Edify	2023	10.0x
Cellnex Sweden/Cellnex Denmark	Stonepeak	2023	24x
Moray East Offshore	Equitix	2023	-
Wind Portfolio	Orlen	2023	-
20% stake in National Gas (gas transmission)	Macquarie + Others	2023	13.4x
NIPSCO	Blackstone	2023	-
Commercial Renewables	Brookfield	2023	9.2x
AMT Data Center Business (29% stake)	Stonepeak	2023	27.0x

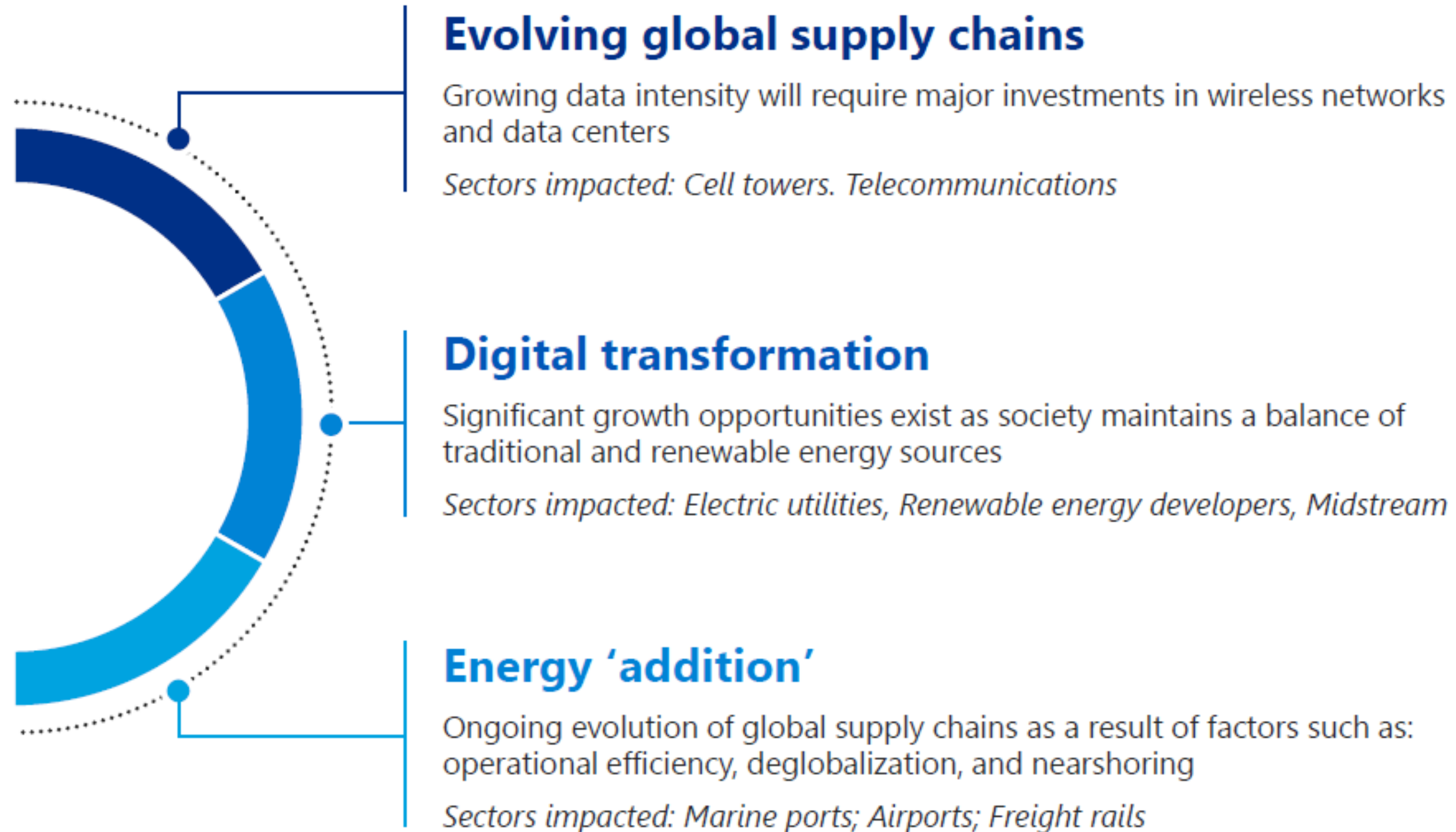
- Institutional investors are under allocated to infrastructure, only hitting an average of **70% of allocation targets**

Private funds are acquiring assets at **significant premiums** over prices prior to acquisition

Average premium  
**31%**



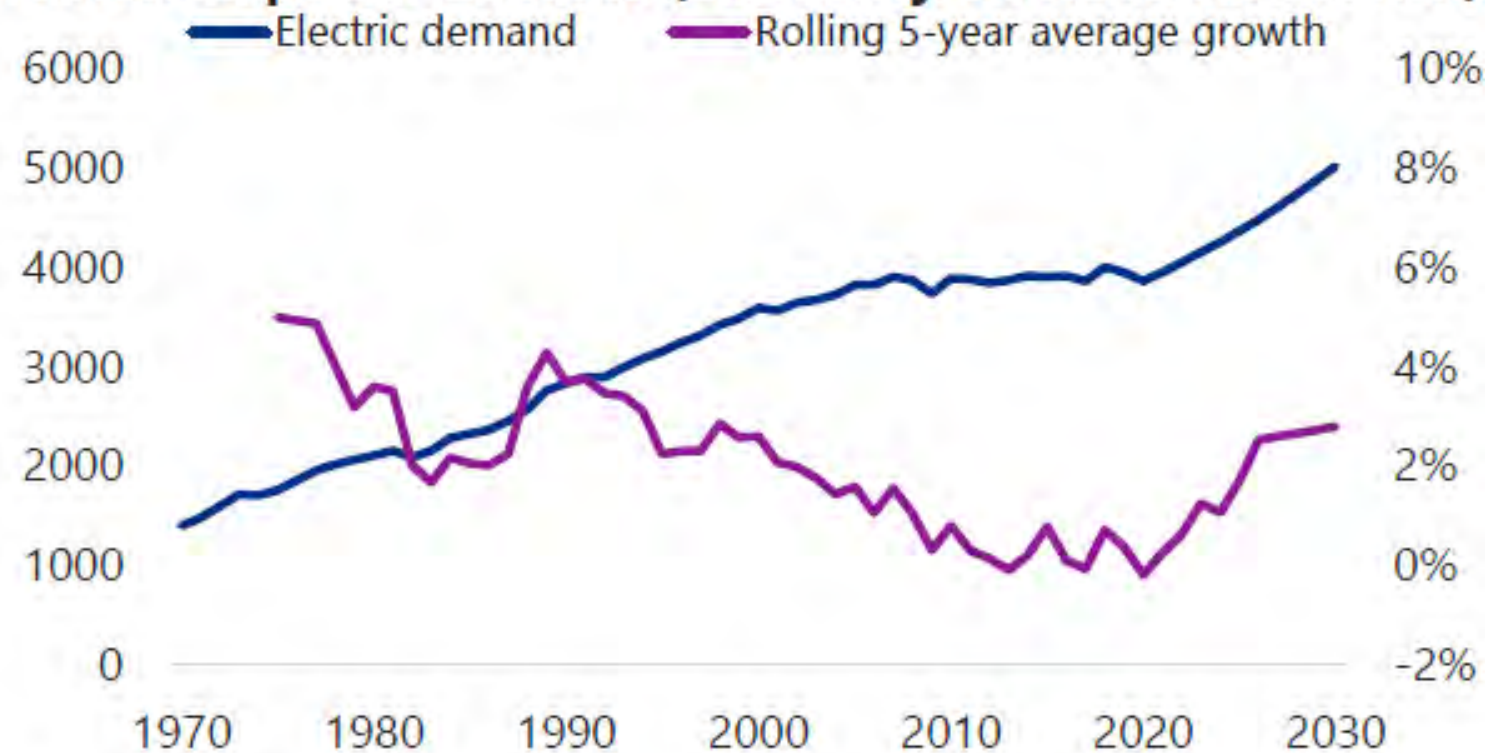
# KEY THEMES WITHIN LISTED INFRASTRUCTURE TODAY



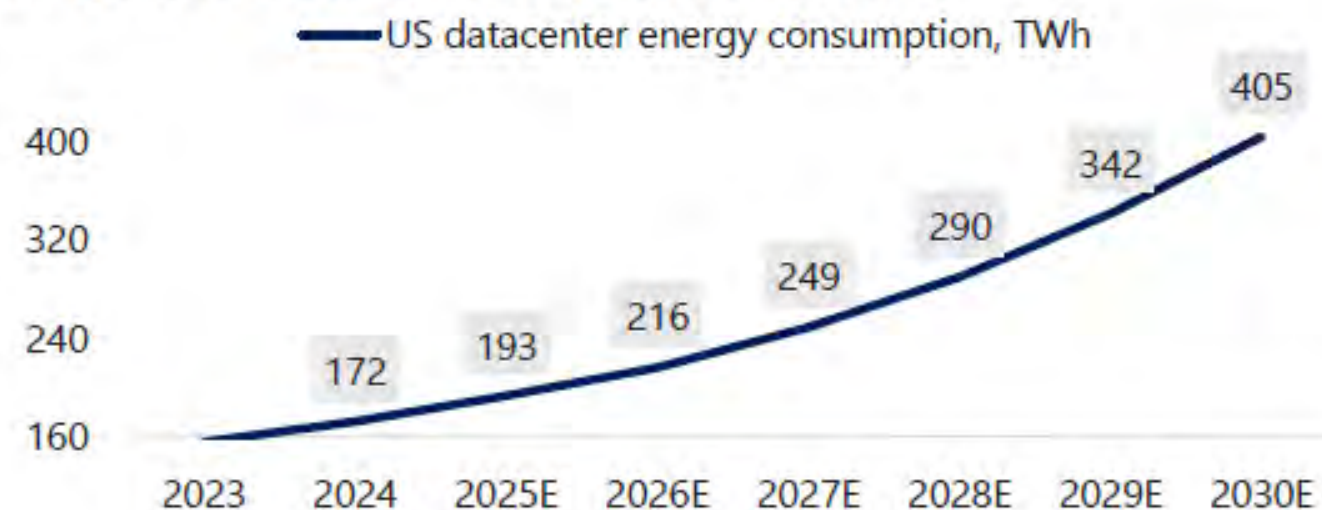


# HIGHER POWER DEMAND CAN BENEFIT REGULATED UTILITIES

**Historical power demand (Electricity Demand vs. Growth)**



**Projected data center power demand**



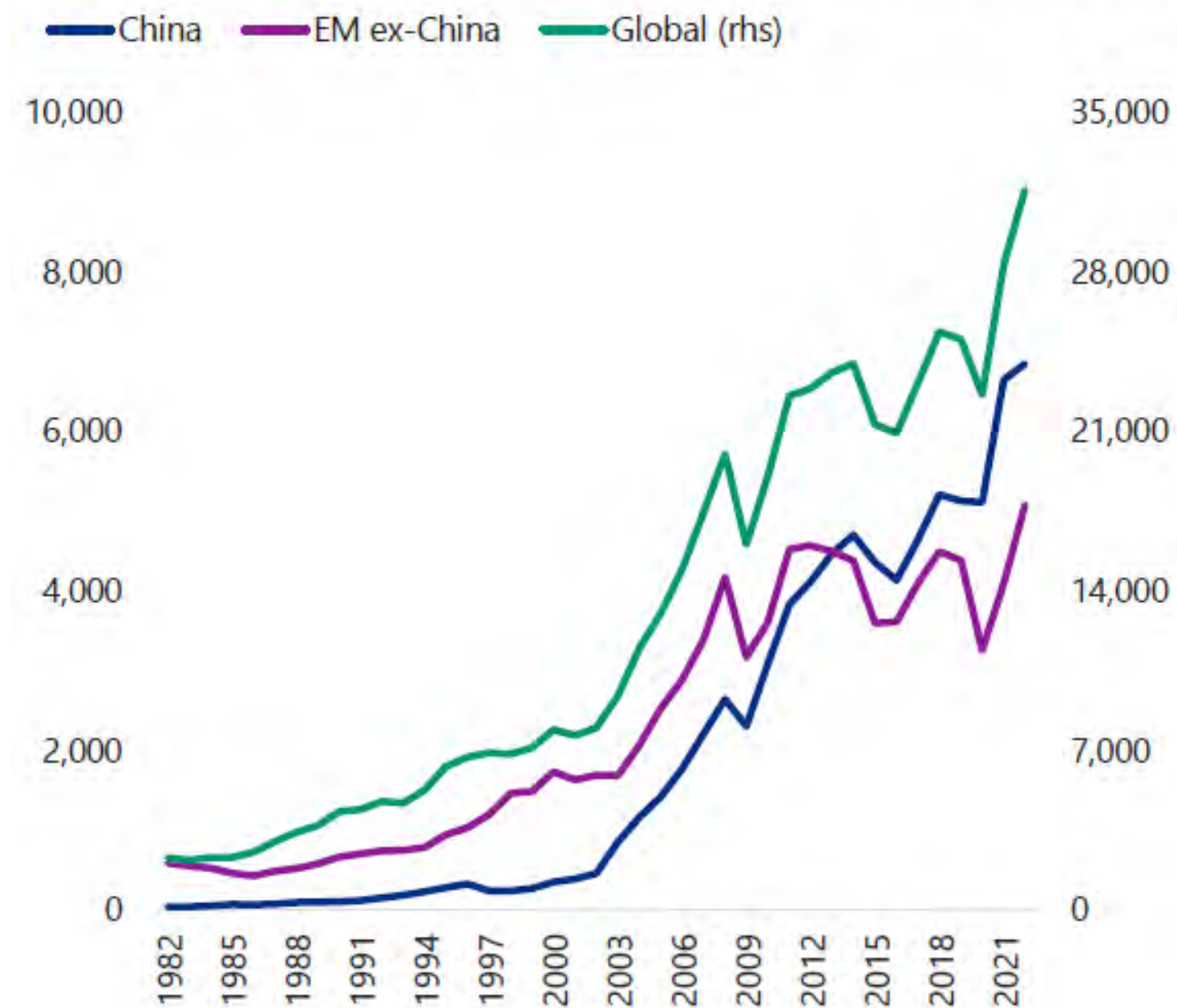
## Summary

- Power demand in the US has hardly grown since 2007, although new data centers are expected to add 405 TWh of new load by 2030.
- Data centers, electric vehicles, onshoring and the decarbonization of industrial processes will likely drive the biggest step-change in power demand since air conditioning. Several utilities have revised annualized load growth forecasts higher (from ~2% to ~5%) to account this new demand.
- This new demand should catalyze higher rate base and EPS growth for the sector, although regulatory support will be critical to monitor.
- However, the benefits of power demand growth are currently being overshadowed by higher interest rates and wildfire risk.
  - 80% of utility financing costs reside at operating companies, meaning that changes in those costs are recovered from customers.



# MARINE PORTS ARE BENEFITING FROM INCREASED VOLUMES AND THE REROUTING OF GLOBAL TRADE FLOWS

**Total Trade Flows (Imports + Exports, Current US \$bn)**



## Overview

- 90% of global trade relies on ocean freight, making maritime shipping crucial to the global economy
- Global trade flows continue to expand, driving volume growth at ports
- "Location, location, location!"
  - Many of the busiest ports in the world are in emerging market countries (i.e. China, India, UAE, Brazil, Malaysia)
  - Marine port real estate has long been 'spoken for', resulting in a wide moat for incumbents
  - Marine ports in tightly balanced markets benefit from pricing power

## Fundamentals & valuation

- Marine ports have generally traded at discounts to historical valuations, despite continuous improvement in fundamentals
- Generally good balance sheets and strong business fundamentals have translated into shareholder value, funding investments toward new growth projects, M&A, share repurchases and dividend acceleration



# PORTFOLIO IN ACTION



**PPL Corporation (PPL)**  
Electric Utilities



**Norfolk Southern Corporation (NSC)**  
Freight Rails



**International Container Terminal (ICT)**  
Marine Ports



**TC Energy (TRP)**  
Midstream

## Overview

- Large cap regulated US utility operating in constructive regulatory jurisdictions
- Best in class balance sheet to fund transition from coal to cleaner energy sources
- 6-8% earnings growth with upside from power demand

- North American freight rail company with assets across the eastern half of the United States
- Turnaround opportunity with activist-led credible path to improve operating margins over 3 ears
- Current 18x P/E multiple relative to peers at 20x+

- Largest independent port operator with assets across six continents and focus on Origin & Destination terminals
- Significant organic growth opportunity across core asset footprint
- Tariff increases driving strong EBITDA growth

- Owner and operator of franchise North American energy infrastructure assets
- Currently pursuing a spin of legacy crude oil pipeline business to unlock value
- 7.3% dividend yield with attractive growth potential

## Weight

3.60%

3.05%

3.87%



# COHEN & STEERS' COMPETITIVE ADVANTAGES

**Experienced global  
investment team**

**Cycle-tested record**

**Substantial market  
position**

**Dedicated real assets  
manager**

**Unique and rigorous  
investment process**

**Alignment of interest**



# TOP HOLDINGS

Top ten holdings	Portfolio %
NextEra Energy Inc.	5.60
Duke Energy Corporation	5.01
American Tower Corporation	4.72
TC Energy Corp	3.87
NiSource Inc.	3.80
Cheniere Energy Inc.	3.66
PPL Corporation	3.60
PG&E Corporation	3.22
Public Service Enterprise Group Incorporated	3.19
Norfolk Southern Corporation	3.05
<b>Total</b>	<b>39.72</b>



# COHEN & STEERS TEAM

**Jon Cheigh**  
Chief Investment Officer  
19/29

## Portfolio managers

**Ben Morton**  
Head of Global Listed Infrastructure,  
Senior Portfolio Manager  
New York  
21/26

**Tyler Rosenlicht**  
Portfolio Manager  
New York  
12/15

**Christopher DeNunzio**  
Portfolio Manager  
New York  
7/9

**Thuy Quynh Dang**  
Portfolio Manager  
London  
13/24

### Research analysts & associates

**João Monteclaro Cesar**  
Senior Analyst  
Hong Kong  
5/15

**Andrew Burd**  
Senior Analyst  
New York  
6/14

**Stefano Bezzato**  
Analyst  
London  
1/23

– Portfolio specialists.

**Michelle Butler**  
Senior Portfolio  
Specialist  
11/28

**Evan Serton**  
Senior Portfolio  
Specialist  
18/25

**Humberto Medina**  
Senior Analyst  
New York  
14/24

**Grace Ding**  
Senior Analyst  
Hong Kong  
14/18

**Trent Mangold**  
Analyst  
New York  
4/6

### Investment team resources

**Trading**  
Head Trader  
Matt Karcic 21/27  
6 Additional Traders

**Risk Management**  
Head of Risk Management  
Yigal Jhirad 17/37  
3 Analysts

**Quantitative Research**  
Head of Portfolio  
Solutions Group  
Joseph Handelman 8/21  
1 Analyst

**Investment Administration**  
 Chief Operating Officer of Investments  
 Christopher Parlman 9/24  
 Portfolio Manager Assistant  
 Christopher Jerejian 4/14  
 3 Additional members

**Economic Research**  
Head of Multi-Asset Solutions  
Jeffrey Palma 2/27

Macro Strategist  
John Muth 8/13  
1 Analyst

	Avg. years with CNS	Avg. years experience
Portfolio Managers	13	19
Analysts	7	17
Team Resources	10	23



# SUMMARY

## Why Invest in global listed infrastructure

---

- Massive infrastructure investments are needed globally
- Historically compelling risk-adjusted returns with attractive income component
- Low long-term correlations to broad stock and bond markets
- Liquidity of listed market provides ability to invest and manage a portfolio efficiently
- Access to large, diverse universe
- Investor-friendly terms compared with long lock-up periods and high fees associated with private infrastructure investments

## Why Cohen & Steers

---

- Cohen & Steers is a pioneer and leader in the listed real assets space; listed infrastructure is core strategy for firm
- Disciplined process that combines top-down and bottom-up research
- Strong 18-year+ track record, outperforming in both up and down markets
- Dedicated team with significant experience and global presence; current investment team members have been on the team since inception
- Ownership structure promotes independence and continuity



# LEGAL NOTES

This material is provided to qualified institutional and professional investors or their advisors only for informational purposes and reflects prevailing conditions and our judgment as of this date, which are subject to change. It does not constitute investment advice or a recommendation or offer. We consider the information in this presentation to be accurate, but we do not represent that it is complete or should be relied upon as the sole source of suitability for investment. Past results are not indicative of future results. Risks involved with investment, including potential loss of capital, should be carefully considered.

An investor cannot invest directly in an index and index performance does not reflect the deduction of any fees, expenses or taxes. Index comparisons have limitations as volatility and other characteristics may differ from a particular investment. The views and opinions are as of the date of publication and are subject to change without notice.

No representation or warranty is made as to the efficacy of any particular strategy or fund or the actual returns that may be achieved. Prospective investors in any Cohen & Steers fund should read its prospectus carefully for additional information including important risk considerations and details about fees and expenses.

This is general information, it does not take into account your financial situation, needs, goals or risk tolerance and is not a financial advice service under the Financial Markets Conduct Act 2013.

**Cohen & Steers Capital Management, Inc.** (Cohen & Steers) is a U.S. registered investment advisory firm that provides investment management services to corporate retirement, public and union retirement plans, U.S. endowments, foundations and mutual funds. **Cohen & Steers Asia Limited** is authorized and regulated by the Securities and Futures Commission of Hong Kong (ALZ367). **Cohen & Steers Japan Limited** is a registered financial instruments operator (investment advisory and agency business and discretionary investment management business with the Financial Services Agency of Japan and the Kanto Local Finance Bureau No. 3157) and is a member of the Japan Investment Advisers Association. **Cohen & Steers Ireland Limited** is regulated by the Central Bank of Ireland (No.C188319). **Cohen & Steers UK Limited** is authorized and regulated by the Financial Conduct Authority (FRN458459). **Cohen & Steers Singapore Private Limited** is a private company limited by shares in the Republic of Singapore.

Cohen & Steers claims compliance with the Global Investment Performance Standards (GIPS®). The information provided is supplemental to the full disclosure representation available from Cohen & Steers. To receive a complete list and description of Cohen & Steers' composite or a full GIPS® disclosure representation, please contact Cohen & Steers' Marketing Group at 212 822 1620, for calls outside the U.S. +1 212 822 1620.

Copyright © 2023 Cohen & Steers, Inc. All rights reserved.



**Find out more**

[argoinvestments.com.au](https://argoinvestments.com.au)

[argoinfrastructure.com.au](https://argoinfrastructure.com.au)

