



Your Investment Partner

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# About Gaia

## Specialist Infrastructure Asset Manager



**Established:** 2013

### Assets Under Management:

- 12 Transactions
- AUM R3.2 billion



### Pipeline:

- > R1 Bn SA Based

## FOCUS

core infrastructure



*Synonym(s):* central to existence, principal, key, basic

**Definition:** infrastructure assets with a high confidence in forecasted cash flows

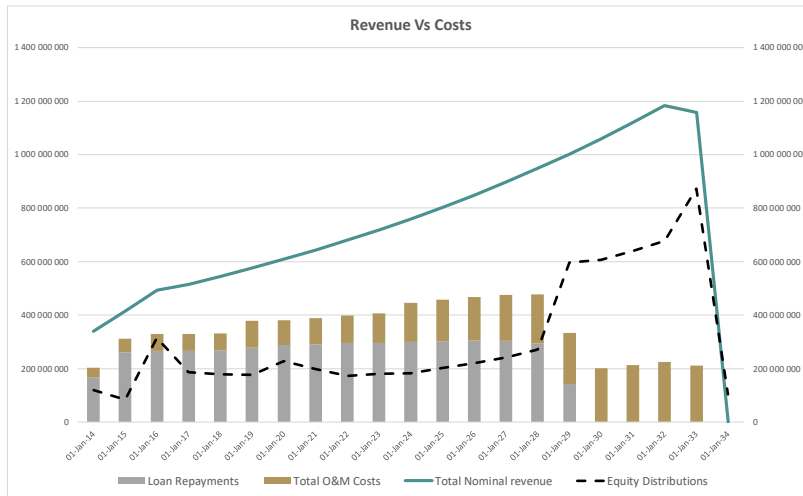
*Criteria:*

1. mature beyond their ramp-up phases,
2. functioning in established and transparent regulatory environments,
3. serving demographically and economically sound service areas,
4. long-lived with minimal obsolescence or technology risks, and
5. the cash flows enable instrument structuring



# Our Offering

## Investment Case: Similar to Property



## Property & Infrastructure

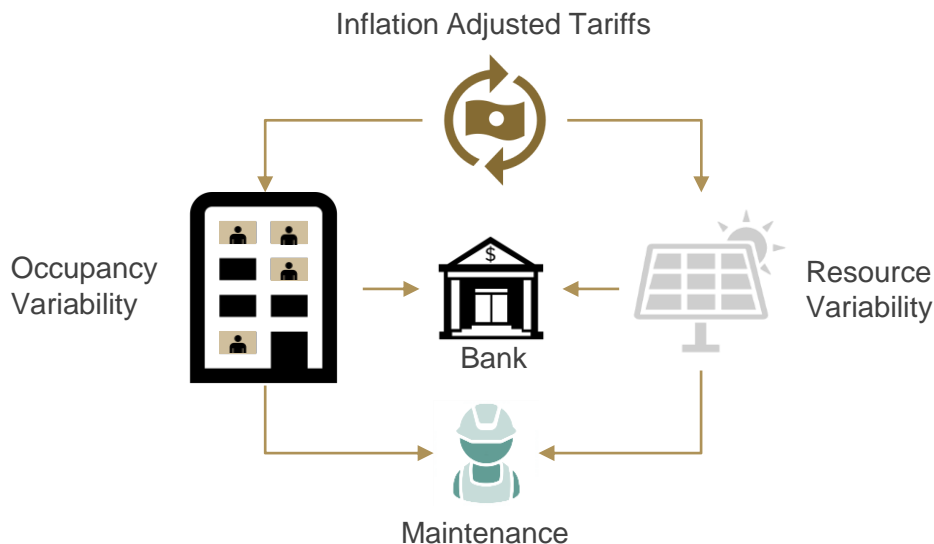
- Revenue increases by inflation
- 'Fixed' debt repayments
- Discreet maintenance costs

## Similarities

- Real asset
- Inflation linked real returns
- Cash yield as return mechanism
- Long duration

## Differences

- Better cash flow predictability
- No valuation cycles
- Supports debt acquisitions
- Manager value add



# Our Differentiator

## Active Management: Bridge Engineering & Finance



**Mich Nieuwoudt**  
 Managing Director  
 Pr Eng, B Eng (Electronic), MBA

**Clive Ferreira**  
 Director  
 BSc (Civil Eng), Bcom, MBA

**Leon de Wit**  
 Director  
 Bcom (Maths), FIA (Actuary), OPM Harvard

**Botha Schabot**  
 Director  
 Pr Eng, Hons B Eng, MBA

**Hendrik Snyman**  
 Deal Principal  
 BSc Eng, MSc Eng, MCom (Fin Management)

**Renier De Wit**  
 Managing Director: Gaia Private Equity  
 BCom (Actuarial Science), FIA (Actuary)

**Jarno Kruger**  
 Analyst  
 BCom (Law), LLB, MBA

**Doug Gower**  
 Analyst  
 BSc Hons Applied Maths, CFA

**Tumi Leie**  
 Analyst  
 BAcc, LLB

**Ismael Abrahams**  
 Head of Finance  
 BCom Honors, HDip (Tax)

### Personnel & Expertise

- Engineering ★★★★★
- Corporate Finance ★★★★★
- Asset Management ★★★★★
- Legal ★★★
- Accounting ★★★

Ability, ○

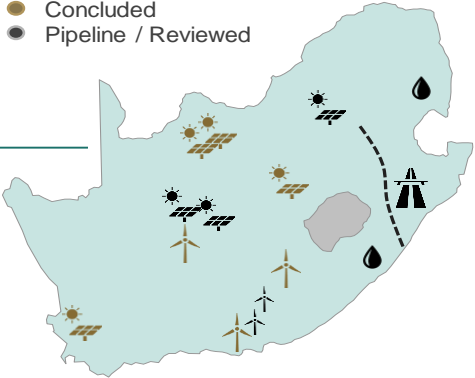
Track Record & ●

Exposure ●

as

Unique Differentiators

- Concluded
- Pipeline / Reviewed



# Track Record

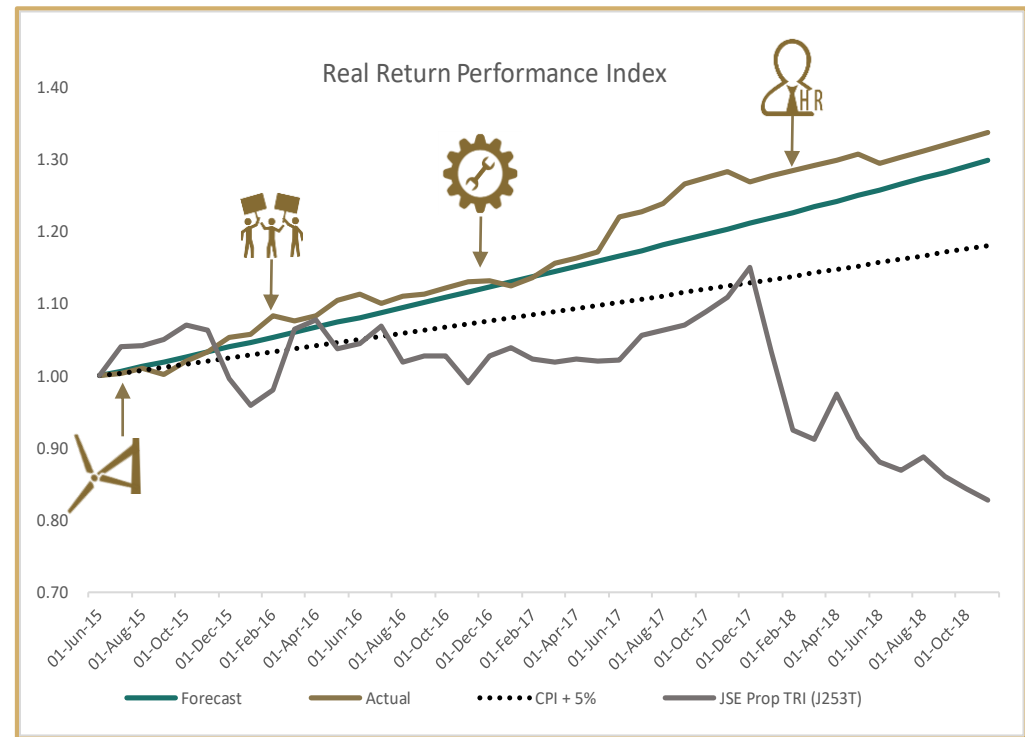
**Manager Value Add:** Gaia actively manages its investments in an effort to maintain operation and revenue, control expenses, and optimize capital structures

## Outperformance despite setbacks

- Turbine Collapse
- Protest Action
- Gearbox Replacement
- Human Resource Management

## Active Management Includes

- Maintenance reviews & optimisation
- Technical problem solving
- Management & process improvements
- Human Resource Management

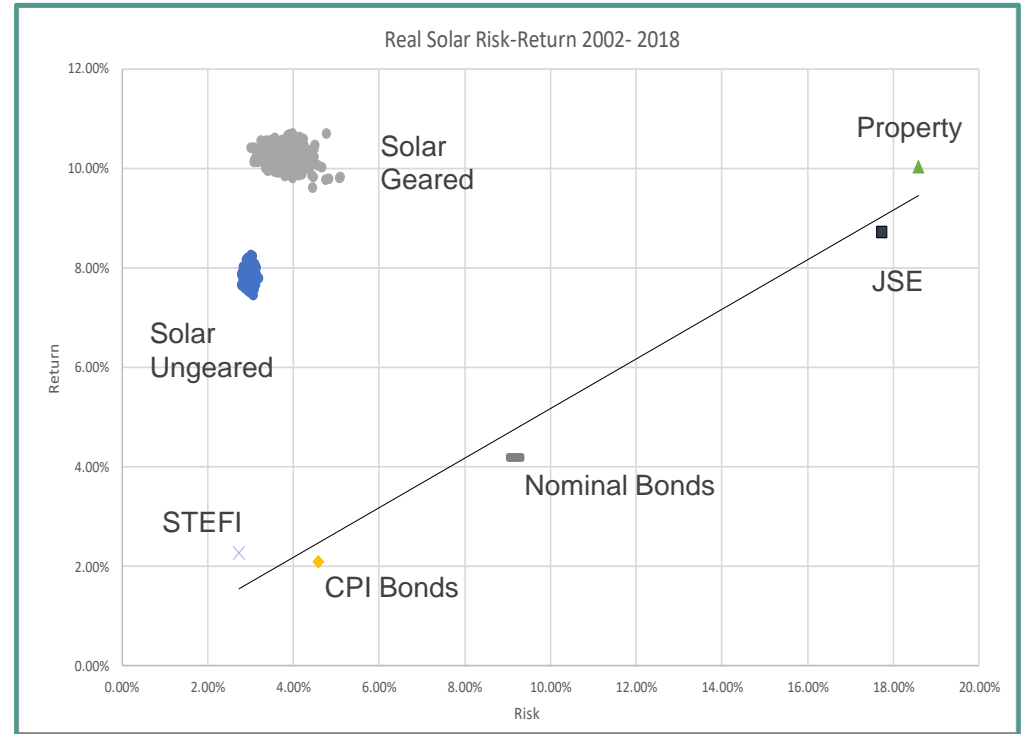


# Portfolio Application

**Historical Review:** Utilising actual site specific and economic data over 16 years

## Long term results:

- Equity returns @ bond risk
- Enhancement via gearing
- Risk adjusted outperformance



## Recent Comparison:

Nominal Compound Annual Growth

Source: SAVCA 2018 Private Equity Report

Year	Net of Fees			Before Fees
	Ungeared Infrastructure	Geared Infrastructure	Private Equity	All Share Index
10 year	12.9%	16.5%	11.6%	10.7%
5 year	11.8%	17.6%	13.1%	11.9%
3 year	11.9%	15.9%	10.9%	9.3%



# A Compelling Investment Case



## **Infrastructure focused investment**

*Direct exposure to large infrastructure assets in key sectors of the economy: energy, water, roads*

## **Lower risk, inflation-linked cash flows**

*Long term contracted cash flows with limited operating risk deliver attractive real returns*

## **Support risk return instrument structuring**

*Satisfy the need for inflation linked debt products & high equity returns*

## **Pipeline of attractive, exclusive acquisitions**

*Ability to have a portfolio from the beginning*

## **Multi disciplinary, technically sophisticated investment team**

*Strong and experienced investment and management team with access to unique opportunities*





**Thank you!**

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