

### Investor Presentation

December 2024



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### **Overview**

- Introduction
- Why UEM invests in emerging markets
  - Structural growth drivers
  - Infrastructure megatrends
  - Valuations remain attractive
- Why UEM
  - Differentiated EM portfolio
  - Resilient portfolio
  - Portfolio construction
  - Strong performance
  - Attractive dividend
- Outlook
- Portfolio opportunities

## Introduction to Utilico Emerging Markets Trust plc

UK listed closed ended investment trust investing in infrastructure and utilities in emerging markets



Past performance is not a guide to future returns and future returns are not guaranteed. 1. As at 30 November 2024.



## Why Emerging Markets and UEM

BARTOLONEU DIAS

## Why UEM invests in Emerging Markets

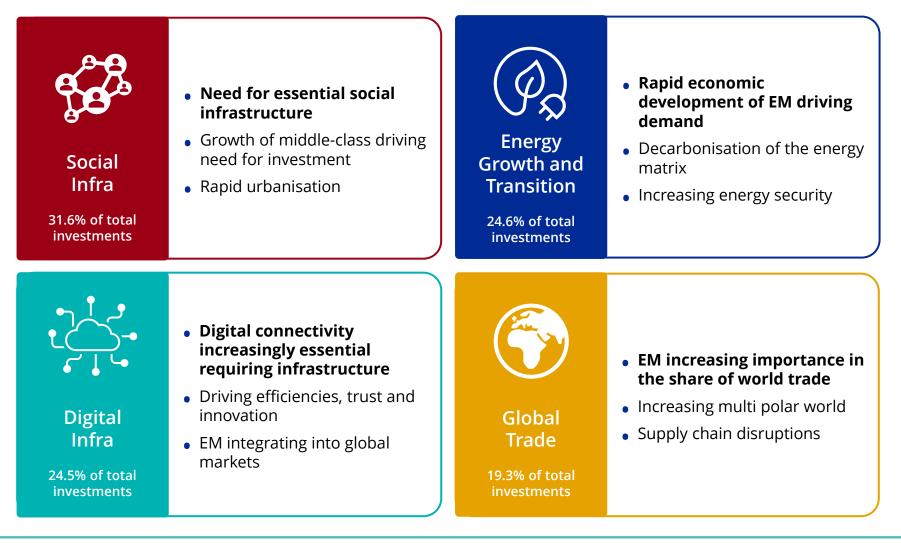
Long term fundamental pillars driving sustainable and accelerating growth







## EM Supported by Global Infrastructure Megatrends

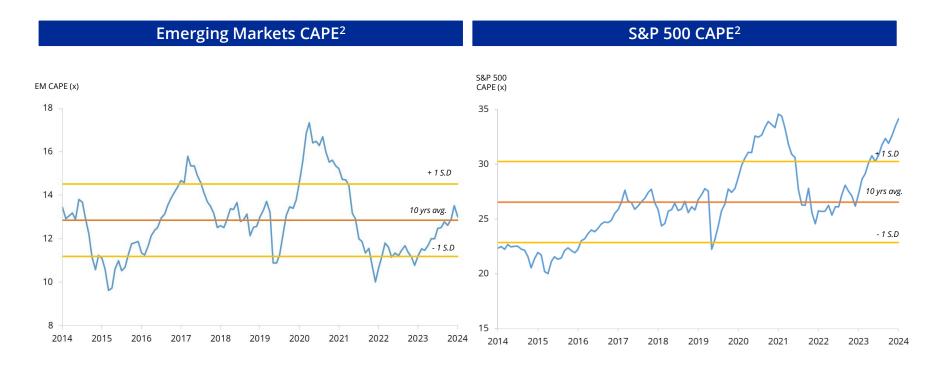


% of UEM's portfolio as at 30 November 2024.

## **Emerging Markets Continues to be Attractively Valued**

### UEM's portfolio continues to be attractively valued

• UEM is currently on a **22.0% discount**<sup>1</sup>, despite **sector leading performance**, a **dividend yield higher than sector peers** at 4.4%<sup>1</sup> and **low volatility**, providing a **compelling entry point** for new and existing investors



#### EM valuations continue to be low in absolute and relative terms



## **Resilient Portfolio**

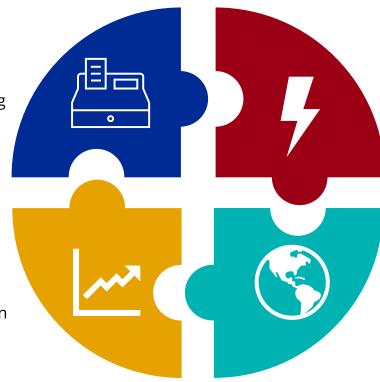
Despite macro volatility and geopolitical uncertainty investment in infrastructure will continue

### Inflation

- Concession contract linked to inflation
- Monopolistic nature / strong market position

### **Interest Rates**

- Average net debt / EBITDA in portfolio 1.9x<sup>1</sup>
- Limited FX risk



### **Energy Prices**

- Energy generation assets benefitting
- Ability to pass through fuel price increases

### **Geopolitical Tensions**

- Reshaping of competitive environment
- Diverse supply chains providing opportunities



1. As at 30 November 2024.

## **Differentiated Absolute Return Portfolio**

Closed ended, actively managed bottom-up, benchmark agonistic portfolio providing resilience to cyclicality

	UEM Portfolio	UEM Portfolio		MSCI Emerging Markets Index		
	Sector	% in UEM's portfolio	Sector	% in MSCI EM Index	Sector in UEM	
	Electricity	15.5%	IT	24.2%	√	
Sector Split	Ports	13.8%	13.8% Financials Consumer Discretionary		×	
	Data Services and Digital Infrastructure	13.4%			×	
	Water and Waste	12.3%       8.0%       Industrials		9.0%	✓	
	Airports			6.8%	✓	
	Logistics	7.0%	Materials	6.7%	×	
	Telecommunications	6.0%	Consumer Staples	5.2%	×	
	Gas	5.8%	Energy-	5.1%		
	Renewables	5.6%	Health Care	3.6%	· · ·	
	Infrastructure Investment Funds	4.9%			•	
	Other	3.9%	Utilities	3.1%	✓	
	Road and Rail	3.8%	Real Estate	1.5%	×	

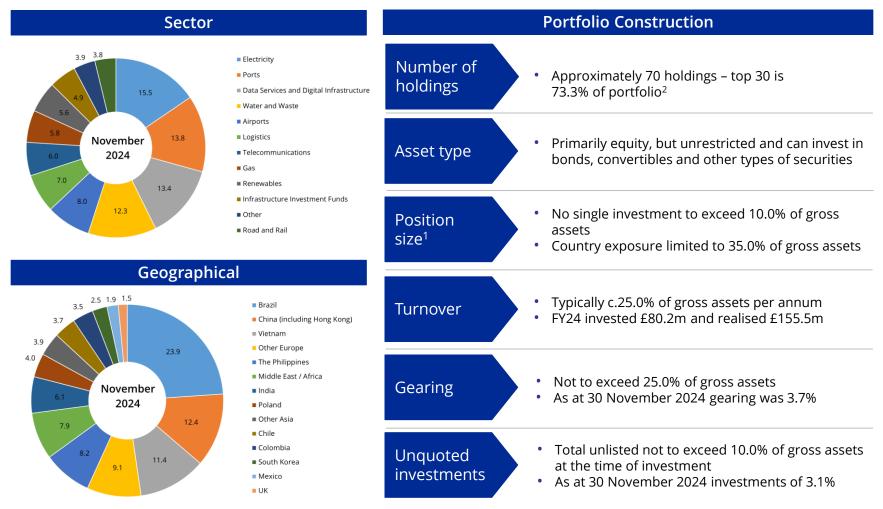
Geographical Split	Country	% in UEM's portfolio	Country	% in MSCI EM Index	UEM (under) or overweight
	Brazil	23.9%	China	27.0%	(14.6%)
	India	6.1%	India	19.9%	(13.8%)
	China (including Hong Kong)	12.4%	Taiwan	18.9%	×
	Vietnam	11.4%	South Korea	9.7%	(7.2%)
	South Korea	2.5%	Brazil	4.5%	19.4%
	Other	43.7%	Other	20.0%	-

Past performance is not a guide to future returns and future returns are not guaranteed. As at 30 November 2024.



## **Portfolio Construction**

### Risk mitigation through sector and geographical diversification

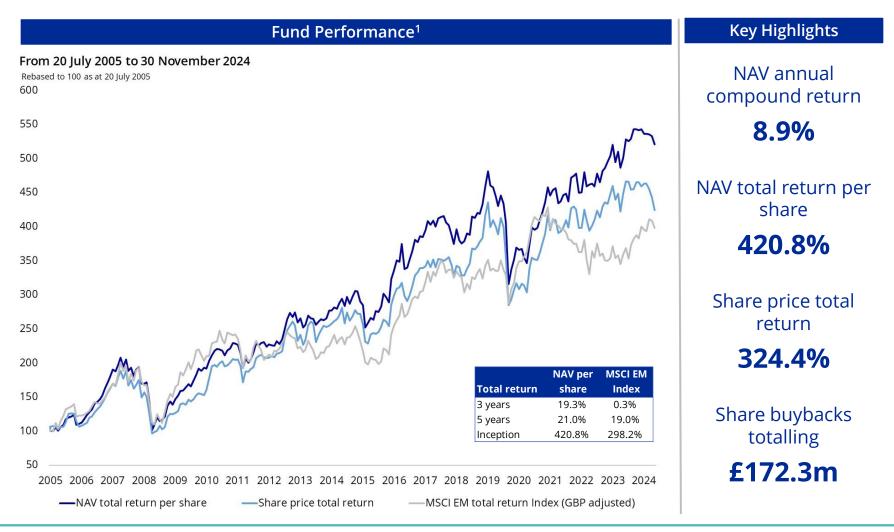


Past performance is not a guide to future returns and future returns are not guaranteed.

1. Internal UEM limit – per prospectus - single company not to exceed 20.0% of gross assets at time of investment and single country not to exceed 50.0% of gross assets at time of investment. 2.. As at 30 November 2024.



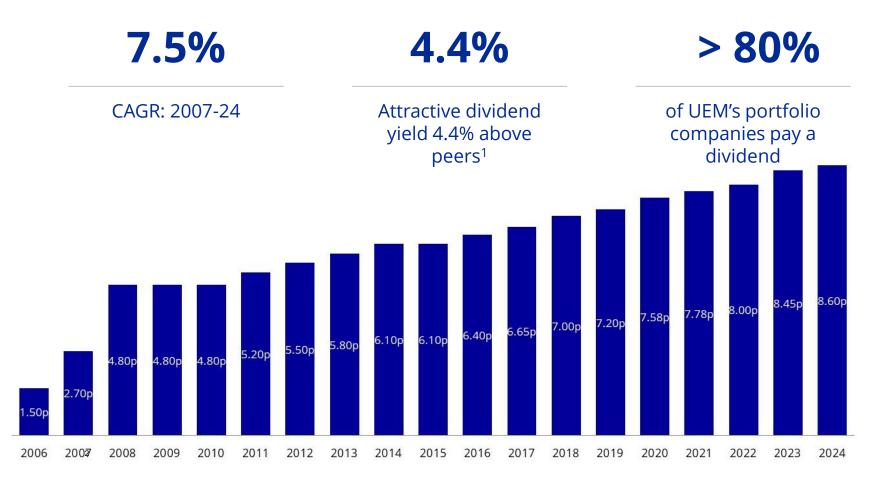
## **Strong NAV and Share Price Performance**



Past performance is not a guide to future returns and future returns are not guaranteed. 1. Adjusted for the exercise of warrants and subscription shares. Source: ICM and Bloomberg

### **Attractive Dividend Growth**

Dividends has continued to grow, remains fully covered and paid quarterly



Past performance is not a guide to future returns and future returns are not guaranteed. Dividends paid as at year end 31 March. 1. As at 30 November 2024. 2. From 20 July 2005 to 31 March 2006.



## Outlook for 2025

### Global economy has resisted recession, but a high degree of uncertainty remains

#### 2024 a year of ...

- US growth moderating but inflationary concerns remained
- China failed to deliver continued to face deflation, falling property prices and weaking consumer confidence
- Elections!

#### Outlook for 2025

- Question marks around what will Trump 2.0 look like?
  - Trade war escalation
  - Inflationary expansionary fiscal policy
- China continue to manage risk rather than commit to expansion policy
- Geopolitical tensions remain elevated
- Emerging markets corporates continue to deliver strong underlying growth despite challenging backdrop

Despite macro volatility and geopolitical uncertainty, infra megatrends will remain



### Why UEM?





Infrastructure is critical to both today's needs and tomorrow's innovations



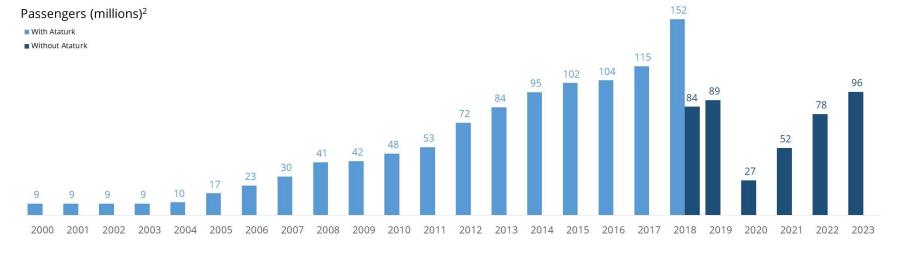
## Social Infra

### Case study: TAV

#### Description

- Operates 15 airports in 8 countries
- Through its services subsidiaries provides services in all areas of airport operations resulting in a global footprint in 110 airports in 33 countries
- Handled 96m passengers in 2023
- Listed on Istanbul Stock Exchange, Turkey
- Market cap of USD 2.9bn<sup>1</sup>





Past performance is not a guide to future returns and future returns are not guaranteed. 1. As at 30 November 2024. 2. Source: TAV.





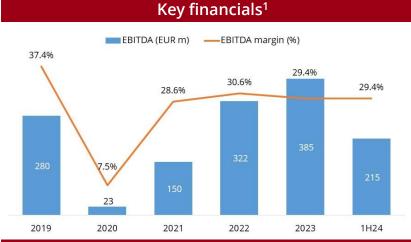
Airports

## Social Infra



### Case study: TAV (continued)





#### Share price performance<sup>2</sup> (TRY)



Past performance is not a guide to future returns and future returns are not guaranteed. 1. Source: ICM. 2. Source: Bloomberg.



#### Why we are investors

- High quality assets with long term concessions
- Regulated passenger fees denominated in hard currency
- Strong passenger growth
- Good corporate governance boosted by Groupe ADP as major shareholder of 46.1%
- Attractively valued relative to global peers, with single-digit PE and EV/EBITDA multiple



## **Digital Infra**

### **Case Study: Sonatel**

#### Description

- Leading telecoms operator in Senegal, Mali, Guinea, Guinea Bissau and Sierra Leone
- 42m mobile customers with rapid growth in mobile internet users
- Listed on the BRVM Exchange, Ivory Coast
- Market Cap USD 3.8bn<sup>1</sup>

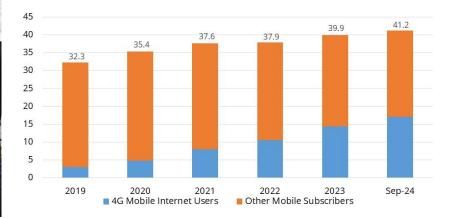


Past performance is not a guide to future returns and future returns are not guaranteed. 1. As at 30 November 2024. 2. Source: Sonatel.





#### Mobile Subscribers<sup>2</sup> (m)







### sonatel

## **Digital Infra**

### Case Study: Sonatel (continued)



#### Share price performance<sup>2</sup> (XOF)



Past performance is not a guide to future returns and future returns are not guaranteed. 1. Source: ICM. 2.Source: Bloomberg.



#### Why we are investors

- Strong growth in 4G data, fibre broadband and mobile money users
- Internet penetration remains relatively low
- Support from largest shareholder, Orange (formerly France Telecom)
- Majority of revenues in XOF (pegged to Euro)
- Strong cashflows and dividend yield





sonatel

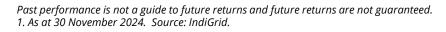


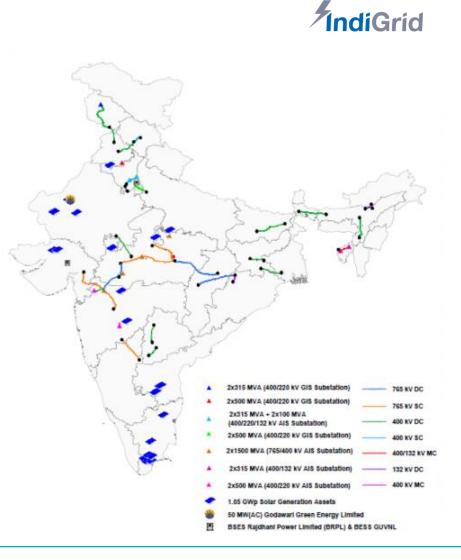
## **Energy Growth and Transition**

### Case Study: IndiGrid

#### Description

- An infrastructure investment trust (InvIT) engaging in the development and operation of power transmission lines and solar generation in India
- AUM of INR297bn, comprising c.8,700km of transmission lines and 1.1GW of solar generation capacity
- Listed on the National Stock Exchange
- Market cap USD 1.2bn<sup>1</sup>







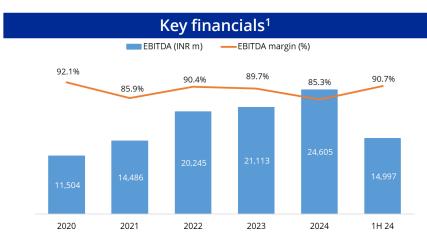


## **Energy Growth and Transition**



### Case Study: IndiGrid (continued)





#### Share price performance<sup>2</sup> (INR)



Past performance is not a guide to future returns and future returns are not guaranteed. 1. Source: ICM. 2. Source: Factset.



#### Why we are investors

- Well positioned to benefit from India's rising power demand and green transition
- Excellent operator consistently achieving near 100% availability on its transmission lines
- Stable operations and long term contracts provide excellent visibility and reliable cash flow generation
- Tax efficient REIT-like structure distributing 90% of net cashflows to investors via quarterly distributions
- Demonstrated growth track record that has been consistently accretive to dividend per unit



## **Global Trade**



12.8m

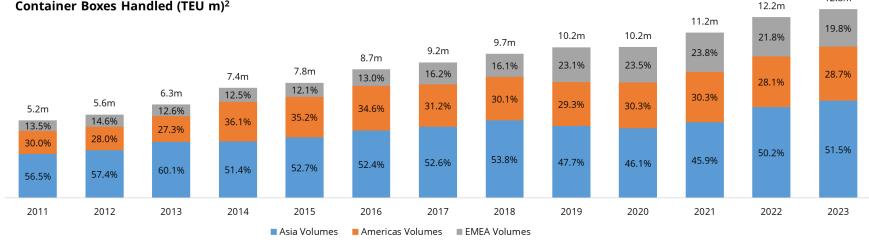
### **Case study: International Container Terminal Services**



#### Description

- International Container Terminal Services ("ICT") acquires, develops, manages and operates small to medium sized container ports and terminals
- Operates 33 terminals in 20 countries, primarily origin and destination ports and located in EM countries
- Listed on the Philippines Stock Exchange
- Market cap USD 7.4bn<sup>1</sup>





Past performance is not a guide to future returns and future returns are not guaranteed. 1. As at 30 November 2024. 2. Source: ICM & ICT.



#### Container Boxes Handled (TEU m)<sup>2</sup>

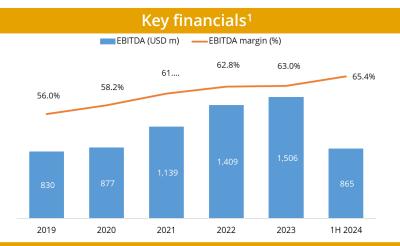
## **Global Trade**



International

**Container Terminal** 

### Case study: ICT (continued)



#### Share price performance<sup>2</sup> (PHP)



Past performance is not a guide to future returns and future returns are not guaranteed. 1. Source: ICM. 2. Source: Bloomberg.



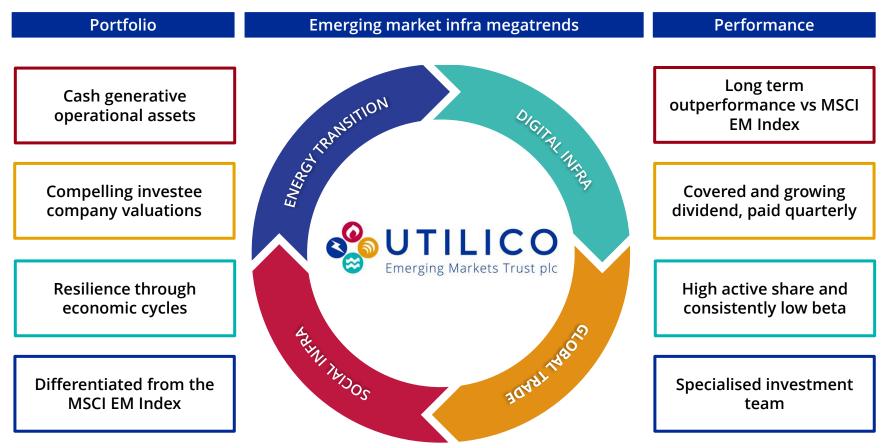
#### Why we are investors

- Long term concession agreements capturing economic growth of EM driven by the increasing consumption of the growing middle class
- Unique strategy focused on acquiring underperforming ports with scope for operational improvements
- Solid margin expansion driven by operational efficiencies
- Strong management team



## **UEM's Unique and Attractive Investment Case**

### Actively managed infrastructure megatrends investment trust focused on EM



#### Annualised total return of 8.9% over 19 years with a 4.4% dividend yield<sup>1</sup>

Past performance is not a guide to future returns and future returns are not guaranteed. 1. As at 30 November 2024.



# Appendix



## UEM Top Twenty as at 30 November 2024

### **Diversified portfolio**

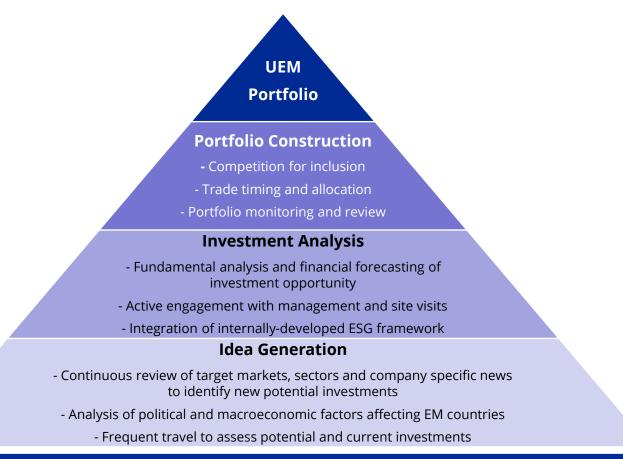
Company	Country	Sector	Megatrend	% of UEM
1 FPT Corporation	*	Data Services and Digital Infrastructure	Digital Infra	5.6%
2 International Container Terminal Services, Inc. (ICT)		Ports	Global Trade	5.0%
3 Alupar Investimento S.A.		Electricity	Constant Service Servi	3.8%
4 Orizon Valorizacao de Residuos S.A.		Water and Waste	Social Infra	3.7%
5 Santos Brasil Participacoes S.A.		Ports	Global Trade	3.5%
6 India Grid Trust	۲	Electricity	Construction Energy Growth and Transition	3.4%
7 Cia de Saneamento Basico do Estado de Sao Paulo (Sabesp)		Water and Waste	Social Infra	3.3%
8 InPost S.A.		Logistics	, 가는 Digital 다니 Infra	3.3%
9 TAV Havalimanlari Holding A.S.	<b>C</b> *	Airports	Social Infra	3.0%
10 Manila Water Company, Inc		Water and Waste	Social Infra	3.0%
11 KunLun Energy Company	*)	Gas	Construction Energy Growth and Transition	2.6%
12 VinaCapital Vietnam Opportunity Fund Ltd	*	Investment Funds	Social Infra	2.5%
13 Korean Internet Neutral Exchange Inc. (KINX)	<b>*</b> •*	Data Services and Digital Infrastructure	, 가는 Digital 다니 Infra	2.4%
14 Umeme Limited		Electricity	Social Infra	2.4%
15 Aguas Andinas S.A.	*	Water and Waste	Social Infra	2.2%
16 Centrais Eletricas Brasileiras S.A. (Eletrobras)		Electricity	Construction Energy Growth and Transition	2.0%
17 Serena Energia S.A.		Renewables	Growth and Transition	1.9%
18 Societe Nationale des Telecommunications du Senegal (Sonatel)	*	Telecommunication	Digital	1.8%
19 Ocean Wilsons Holdings Limited		Ports	Global Trade	1.8%
20 Citic Telecom International Holdings Limited	*)	Telecommunication	کچ Digital	1.7%

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## **Investment Approach**

Detailed analysis generates a high conviction, benchmark agnostic portfolio



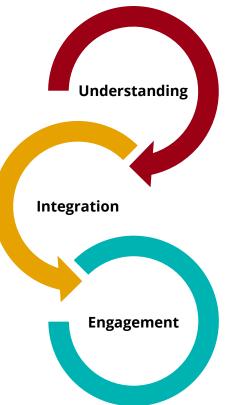
Closed-ended fund structure enables long-term investment approach



## ESG Investment Approach

**ESG** approach

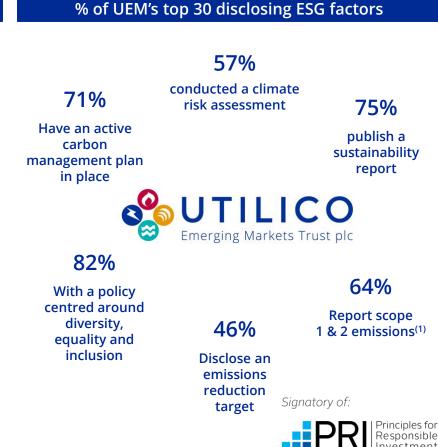
### UEM has an embedded ESG into the investment framework



**In-depth analysis** of the key issues that face potential and current holdings, as well as a **deep understanding** of the industry in which they operate

Incorporate the output of the 'Understanding' component detailed above into the full company analysis to ensure a **clear and complete picture** of the investment opportunity is obtained

Engage with investee companies on the key issues on a regular basis, both virtually and on location, where possible, to **discuss** and identify any gaps in their ESG policy to further develop and improve their ESG disclosure and implementation



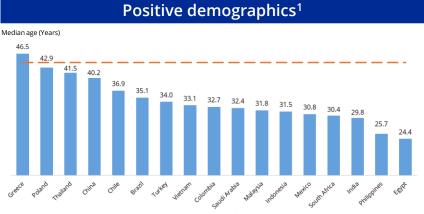
ESG forms part of the integrated research analysis, decision-making and ongoing monitoring

1. Scope 1 & 2 emissions are the emissions that are owned or controlled by a company.

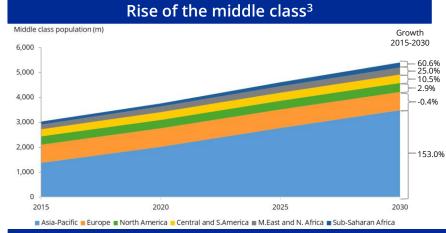


## **UEM benefitting from EM Structural Growth Drivers**

### Fundamental pillars driving sustainable and accelerating growth in EM



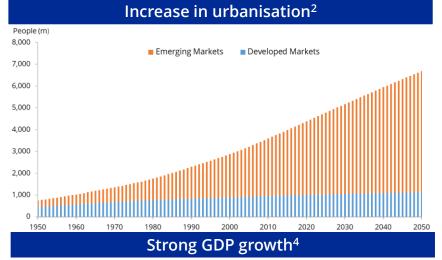
G7 comprises Canada, France, Germany, Italy, Japan, United Kingdom and United States.

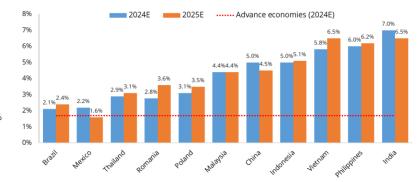


#### Underlying drivers supporting attractive emerging market growth

1. CIA World Factsbook. 2. Source: UN Urbanisation Prospectus. 3. Forecast of the global middle class population from 2015 to 2030 – Statista. 4. Source: IMF.







## Megatrends Driving Upside in Emerging Markets

### Infrastructure related investments are the key drivers of global 'megatrends'

	Rapid economic development requires significant investment in energy infrastructure		Emerging market economies <b>offer</b> <b>strong GDP growth</b> increasing their importance in the share of world trade
Energy Growth and Transition	Lower or net zero emissions targets to combat climate change require <b>decarbonisation of the energy matrix</b>	(England	The increasingly multi-polar world and <b>the reshaping of the competitive</b>
	<b>Geopolitical concerns driving energy</b> <b>security</b> higher up the agenda, look to cut reliance on imported oil and gas		environment are presenting new opportunities
	Huge investment in renewables assets and supporting grid infrastructure across emerging markets	Global Trade	Supply chain disruptions, geopolitical tensions and increasing export restrictions has led companies to reconsider their <b>supply chains</b>
<b>6-0</b>	Most emerging market countries lack adequate essential social infrastructure		Affordable information technology drives innovation, knowledge and accountability driving social benefits and commercial returns
e e	The <b>growth of the middle class</b> is increasing demand for better quality services and infrastructure		A more capable and connected digital infrastructure is empowering companies in EM to deliver goods and
Social Infra	<b>Rapid urbanisation</b> is creating a need for huge investments in infrastructure, transportation, communication and internet services, creating exciting opportunities for portfolio companies	Digital Infra	services to a <b>global customer base</b> New and disruptive applications         developed in EM are facilitating new         business models and efficiencies



## **Energy Growth and Transition**



### Decarbonisation and investment in energy to support economic growth

#### Megatrend drivers

- Rapid economic development requires significant investment in energy infrastructure
- Lower or net zero emissions targets to combat climate change require decarbonisation of the energy matrix
- Geopolitical concerns driving energy security higher up the agenda, look to cut reliance on imported oil and gas
- Huge investment in renewables assets and supporting grid infrastructure across EM



#### Renewables displacing fossil fuels

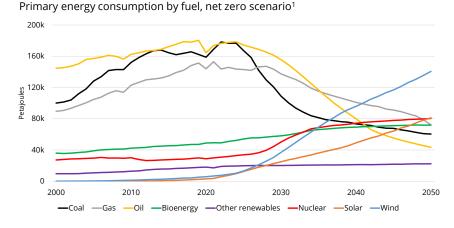




Photo: Andre S Prietsch.



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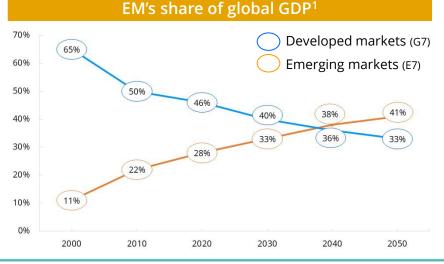
## **Global Trade**



### Trade being fuelled by structural growth drivers, geopolitical dynamics and shifting supply chains



- EM economies offering **strong GDP growth** increasing their importance in the share of world trade
- Supply chain disruptions, geopolitical tensions and increasing export restrictions has led companies to reconsider their supply chains
- The increasingly multi-polar world and the reshaping of the competitive environment are presenting new investment opportunities





1. Source: The World Bank and DIT. G7 comprises Canada, France, Germany, Italy, Japan, United Kingdom and United States; and E7 comprises Brazil, China, India, Indonesia, Mexico, Russia and Turkey.



Portfolio investments

International Container Terminal

Services, Inc.



rumo

OCEAN WILSONS

HOLDINGS LIMITED

## **Digital Infra**



### Rapid digital adoption accelerating demand for digital infrastructure

### Advantageous demographics of EM populations typically are more tech savvy driving demand for digital infra

**Megatrend drivers** 

- Affordable IT drives innovation, knowledge and accountability driving social benefits and commercial returns
- A more capable and connected digital infra is empowering companies in EM to deliver G&S globally
- New and disruptive applications developed in EM are facilitating new business models and efficiencies

% of individuals using the internet<sup>1</sup>

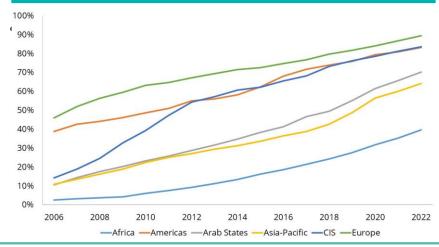


 Figure Rein

 Citic telecom international

 Sonatel

 Image: Sonatel

 Ima

Portfolio investments



UTILICO Emerging Markets Trust plc

1. Source: International Telecommunication Union.

## Social Infra

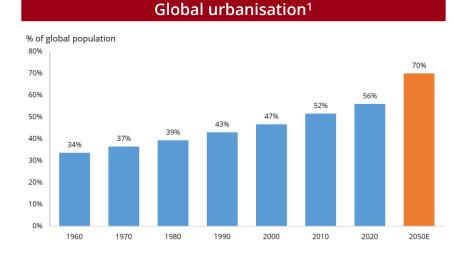


### Urbanisation and rising of the middle class driving demand for better social infra

#### Megatrend drivers

- Most emerging market countries lack adequate essential social infrastructure
- The **growth of the middle class** is increasing demand for better quality services and infrastructure
- **Rapid urbanisation** is creating a need for huge investments in infrastructure, transportation, communication and internet services, creating exciting opportunities for portfolio companies





1. Source: The World Bank.





### **ICM Investment Team**

### Dedicated investment team with over 100 years of experience



Charles Jillings Investment Manager CEO, ICM



Eduardo Greca Investment Strategist Latam



Jacqueline Broers Deputy Portfolio Manager Transportation & Utilities



George Velikov Investment Strategist Eastern Europe



Mark Lebbell

Senior Analyst

**Digital Infrastructure** 

Henry Beck Analyst Asia



Gillian Zhao Analyst China Specialist



Conrado Freitas Analyst Latam



Saif Alsadi Analyst

Supported by ICM resources operating in more than 10 locations globally with over 20 specialists including country and sector experts and over 80 staff

Full details about the Investment Team can be found at <u>www.uemtrust.co.uk</u>



### **Fund Facts**

UEM	<ul> <li>Fund size as at 30 November 2024 £499.8m</li> <li>Trading on the Main Market of the London Stock Exchange</li> <li>Ordinary shares in issue as at 30 November 2024 187.2m</li> </ul>
Management Fee	<ul> <li>1.0% of NAV up to and including £500m; 0.9% of NAV exceeding £500m up to and including £750m; 0.85% of NAV exceeding £750m up to and including £1,000m; and 0.75% of NAV exceeding £1,000m</li> </ul>
Ongoing Charges	<ul><li> 1.5% as at 30 September 2024</li><li> No performance fee</li></ul>
Portfolio Managers	<ul> <li>AIFM, Joint Portfolio Manager and Secretary: ICM Investment Management Limited</li> <li>Joint Portfolio Manager: ICM Limited</li> </ul>
Advisors	<ul> <li>Administrator and Custodian: JPMorgan Chase Bank N.A. – London Branch</li> <li>Brokers: Shore Capital and Corporate Limited, Barclays Bank PLC, RMS Partners</li> <li>Lawyers: Norton Rose Fulbright LLP</li> <li>Public Relations: Montfort Communications Limited</li> <li>Banker: Barclays Bank PLC</li> </ul>

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