



# IREI's Infrastructure Platform

Institutional Real Estate, Inc.'s infrastructure platform is designed to connect investors, consultants and managers with news, data, insights and each other.





#### WEB-BASED SERVICES

IREI's website news is refreshed daily. It is the go-to site for investors and investment managers working within the institutional real estate marketplace.



#### SUBSCRIPTIONS

Investors receive only the news that is relevant to them; investment managers get inside knowledge on investor sentiment.

## INVESTOR FOCUSED



#### DATABASES

Our IREI.Q database is like having your own research department. Investors receive access to hundreds of different proprietary searches; investment managers can purchase a paid subscription or receive access through sponsorship.



#### EVENTS

Investors can enjoy IREI's marketing-free events where we strive for a 3:1 manager/investor ratio; managers can also network in a relaxed environment where there is plenty of opportunity to meet the right investors.



#### SPONSORSHIP AND ADVERTISING

Investment managers can raise their visibility to our exclusive investor audience.

## IREI's Platform

For more than 30 years, Institutional Real Estate, Inc. (IREI) has been the most trusted and reliable source of data, insight and perspective on the real estate, infrastructure and real asset classes.

With a unique and singular platform that focuses on the investor in the most important regions of the world – the Americas, Europe and Asia Pacific – we facilitate a more open dialogue between the investors and the people and companies who serve them.

Armed with tailored daily news content; monthly print publications; online database resources; and exclusive invitation-only programs and events that address investors' needs, concerns and what's keeping them up at night, you're able to make more informed investment strategy decisions.

What's more, investment managers who sponsor IREI's publications and events have the unique opportunity to meet one-on-one with many of the most active investors and raise their firm's profile and differentiate their services.

The result is the ability to build closer relationships faster, more efficiently and at a much lower cost.



# IREI Infrastructure Platform

IREI's infrastructure platform offers many different options to get involved at both the individual and organization level.

Our infrastructure platform is expansive, including a publication, *Institutional Investing in Infrastructure (i3)*; annual conference, Visions, Insights & Perspectives (VIP) Infrastructure; annual Editorial Advisory Board meeting; and original digital content.

There are three distinct levels of collaboration within IREI's infrastructure platform, all designed to connect investors, consultants and managers with news, data, insights and each other.

## INFORMATION

- *i3 Newsline* - free to sign up
- *i3* Videos and Podcasts - free to participate
- *i3* Publication - \$195 for a one-year subscription

## ENGAGEMENT

- Advertising in *i3* - digital and print options, prices vary
- Attend VIP Infrastructure - annual event, \$2,395 to attend
- Exclusively Curated Virtual Roundtables

## SPONSORSHIP

- *i3* Publication Sponsorship - \$56,500 annually, 12-month program
- *i3* Editorial Advisory Board meeting - annual, invite-only event





# Information



## i3 NEWSLINE

Our *i3 Newsline* delivers the day's top stories on the institutional infrastructure market, including news on commitments, fundraising, transactions, project announcements and updates, research reports, and people.

*i3 Newsline* is a FREE news service. All you have to do is opt in to start receiving news stories every weekday.



## VIDEOS & PODCASTS

IREI regularly releases original videos and podcasts geared to the infrastructure industry. Tune in to hear industry executives and thought leaders share their market perspectives and insights.



## i3 PUBLICATION

*Institutional Investing in Infrastructure (i3)* is a smart and insightful publication emailed monthly and mailed quarterly to members of the global institutional investment community who have investments in infrastructure or are considering the asset class for future commitments. *i3* reports news about the transactions, fund offerings, commitments and people that institutional investors and their advisers need to stay competitive in the market. *i3* also delivers in-depth investor and sector profiles, feature articles and interviews with thought leaders and decision makers who are shaping the market.

- Readership of nearly 2,000
- Circulation includes investors, consultants, managers, bankers, placement agents and other service providers in infrastructure investing
- Content directed by investor-led Editorial Advisory Board



## REPRESENTATIVE SAMPLE OF i3 READERSHIP

### INVESTORS:

- Allstate Investments, LLC
- Bank of Montreal Pension Plan
- GIC Private Limited
- Halifax Regional Municipality (HRM Pension Plan)
- Laval University Pension Plan
- MEAG
- New Jersey Division of Investment
- New York Common Retirement System
- Royal Bank of Canada
- Texas Municipal Retirement System
- The Dow Chemical Company
- Toronto Transit Commission Pension Fund Society
- United Nations Joint Staff Pension Fund
- University of Toronto Asset Management Corp.
- Wisayah (Saudi Aramco)

### CONSULTANTS:

- bfinance
- Cambridge Associates
- Cliffwater, LLC
- Hamilton Lane
- Mercer
- StepStone Group
- Willis Towers Watson

### INVESTMENT MANAGERS:

- Allianz Global Investors
- Arcus Infrastructure Partners LLP
- Ardian
- AVAIO Capital
- Cohen & Steers Capital Management
- Cube Infrastructure Managers
- DWS
- Equilibrium Capital
- First State Investments Limited
- North Sky Capital
- Pantheon Ventures, Ltd.
- Prostar Capital
- UBS Asset Management (UK) Ltd



# Engagement

## ADVERTISING

i3's website, newslines and publications are highly targeted advertising vehicles to help you reach the key players in the infrastructure industry with impact and authority. Sponsoring firms receive advertising with their package of benefits, but you don't have to be a sponsor to advertise in our publications. Advertising is a great way to gain visibility in the community and get your message in front of leading institutional investors.

## WEBSITE:

**FOCUSSED STRATEGY BUILD-TO-CORE**  
**HEADER BANNER - 960W X 120H**

**STRENGTH A COMPANY THAT SETS STANDARDS. THEN EXCEEDS THEM.**  
**SIDE BANNER - 300W X 600H**

**Campbell Lutyens is a global and independent private capital advisor, focused on fund placement and secondary advisory services.**  
**MIDDLE BANNER - 960W X 120H**

**12TH GLOBAL INFRASTRUCTURE LEADERSHIP FORUM**  
**SIDE BANNER - 300W X 250H**

**EDHECinfra Days 2020**  
**SIDE BANNER - 300W X 250H**

**At Partners Group we create value in private infrastructure by combining strategic vision with industry expertise.**  
**FOOTER BANNER - 960W X 120H**

## /i3 NEWSLINE:

**We invest. We manage. We grow. We achieve.**  
**LEADERBOARD BANNER - 760W X 100H**

**when we see infrastructure, we see opportunity.**  
**SPONSORED CONTENT SIDE BANNER - 200W X 385H**

**Campbell Lutyens is a global and independent private capital advisor, focused on fund placement and secondary advisory services.**  
**MIDDLE BANNER - 520W X 100H**

**FOCUSSED STRATEGY BUILD-TO-CORE**  
**National REAL ESTATE ADVISORS**  
**SIDE BANNER - 200W X 150H**

## DIGITAL BANNER PROGRAM

Receive exposure through digital ad placements in our *i3 Newsline*, which is distributed every weekday to 4,300. You may also place your banner ad on our Infrastructure homepage or news page for even more branding options.

## PUBLICATION ADVERTISEMENT PROGRAM

There are quarter-page, half-page, full-page, and double-page spread advertisement options in our *Institutional Investing in Infrastructure (i3)* publication. Prices for these ad placements range from \$935 - \$7,050.



# Engagement

## VISIONS, INSIGHTS & PERSPECTIVES (VIP) INFRASTRUCTURE

VIP Infrastructure brings together institutional investors and investment managers who are actively investing in the infrastructure asset class or are exploring it for the future.

The event offers exclusive content, expert analysis and insightful perspectives.

- Annual conference open to investors, consultants, managers, placement agents and other service providers in infrastructure.
- Agenda developed by an independent, investor-led advisory board.
- No “pay to play” – advisory board chooses panelists.
- Content designed to educate investors and provide insight to others on investor needs.
- Specially curated networking events to deepen relationships and a strict “no side meetings” policy.
- Different levels of conference participation, from attending to sponsoring event – ranging from \$2,395 - \$22,500.

## EXCLUSIVELY CURATED VIRTUAL ROUNDTABLES

IREI offers intimate and off-the-record conversations where investors, consultants and investment managers engage on a wide ranging variety of topics of the day and create long-term and profitable relationships.



## REPRESENTATIVE SAMPLE OF VIP INFRASTRUCTURE ATTENDING ORGANIZATIONS

### INVESTORS:

AustralianSuper Pty Ltd  
Canada Mortgage and Housing Corporation  
Canada Pension Plan Investment Board  
Desjardins Group Pension Plan  
Investment Management Corporation of Ontario  
Nationwide Insurance Co.  
New Mexico Board of Education  
Northern Trust Securities, Inc.  
Ontario Power Generation  
Retail Employees Superannuation Trust (REST)  
Swiss Life Asset Management  
TD Bank Pension Fund  
Teacher Retirement System of Texas  
TIAA  
York University

### CONSULTANTS:

Aon Hewitt Investment Consulting  
CBRE Caledon Capital Management  
Eckler Ltd.  
NEPC, LLC  
Pathway Capital Management, LLC  
Segal Rogerscasey Canada  
StepStone Group

### INVESTMENT MANAGERS:

Brookfield Asset Management Inc.  
CenterSquare Investment Management  
Fengate Asset Management  
HarbourVest Partners, LLC  
Harrison Street  
I Squared Capital  
IFM Investors (US)  
Macquarie Infrastructure and Real Assets  
Morgan Stanley  
Starwood Energy Group Global, LLC  
Stonepeak Infrastructure Partners  
Upper Bay Infrastructure Partners  
Vantage Infrastructure

# Sponsorship

Sponsorship is a unique program that provides you with a rich array of services designed to help you position your firm for the best success in the infrastructure marketplace. Our current sponsors are among the top investment advisory firms in the industry. When you become a sponsor you are aligning your company with these leading firms. You and your firm will get noticed and be heard in the industry.

A sponsorship bundles our information and engagement products, plus it includes consulting time and an invitation to be an *i3* board member.

**Our *i3* Publication Sponsorship is \$56,500 annually.**



BENEFIT	FULL LEVEL
<b>MARKETING/BRANDING</b>	
Advertising (publication or digital)	8 Credits
Editorial Advisory Board Member listed in publication	Throughout sponsor term
Company listing on back of publication	Throughout sponsor term
Company listing on IREI website	Throughout sponsor term
Complimentary PDF reprints of sponsor interviews and contributed features	Unlimited
<b>INVESTOR RELATIONS/RESEARCH</b>	
Event: Editorial Advisory Board Meeting	1 seat
Event: Sponsor Briefing on Annual Investor Survey	Unlimited attendees
Event: Roundtable Meetings (virtual & in-person)	~4 per year (varies based on schedule)
Event: Visions, Insights & Perspectives (VIP) Infrastructure Conference	1 registration
Subscription: <i>Institutional Investing in Infrastructure</i> (Daily Email)	Unlimited
Subscription: <i>Institutional Investing in Infrastructure</i> (Monthly Publication)	13 Subscriptions
Research Hours	6 Hours
Consulting	1 Hour
<b>OTHER</b>	
Priority and discounted registration for VIP Americas conference	20% Discount
Discounts on additional IREI items: conference sponsorships, advertising in special reports, etc.	25% Discount
Discounts on sponsoring other IREI publications	20% Discount
Complimentary contribution to feature stories	
Complimentary video interviews and podcasts	

**\*All sponsorship benefits must be utilized within the term dates of the agreement.**



# *i3* Editorial Advisory Board Meeting

The *i3* Editorial Advisory Board meeting is an invitation-only event designed to create and foster stimulating dialogue. This meeting provides an open forum for this representative group to exchange ideas and cultivate discussions to improve the quality of institutional investing in infrastructure globally.

- Board members include investors, consultants and publication-sponsoring managers.
- The *i3* Editorial Advisory Board meeting is held annually.
- The discussions at the Editorial Advisory Board meeting direct *i3* content for the year moving forward.

## REPRESENTATIVE SAMPLE OF *i3* BOARD MEMBERS

### INVESTMENT MANAGERS (CURRENT PUBLICATION SPONSORS):

Antin Infrastructure Partners (Antin IP)	DWS	Pacific Pension & Investment Institute (PPI)
ArcLight Capital Partners	Foresight Group	Ridgewood Infrastructure
Arcus Infrastructure Partners	GRESB	Tiger Infrastructure Partners
Ardian	Harrison Street	UBS Asset Management, Global Real Estate
Argo Infrastructure Partners	Igneo Infrastructure Partners	Vantage Infrastructure
Campbell Lutyens	Instar Asset Management	
CBRE Investment Management	I Squared Capital	
CIM Group LLC	McMorgan & Company	
Cube Infrastructure Managers	NOVA Infrastructure	
DIF Capital Partners		

## EDITORIAL BOARD MEETING



## REPRESENTATIVE SAMPLE OF *i3* BOARD MEMBERS (CONTINUED)

### INVESTORS:

- Allstate
- CalPERS
- CalSTRS
- City of Montreal
- College of Applied Arts & Technology
- GPIF
- IMCO
- Japan Post Bank
- Milwaukee County
- New Mexico State Investment Council
- Tokio Marine
- Virginia Retirement System
- World Bank Pension

### CONSULTANTS:

- AON
- bfinance
- Callan
- Cliffwater
- Ellement Consulting
- Hamilton Lane
- Marquette Associates
- Meketa
- NEPC
- StepStone
- Willis Towers Watson

## ROUNDTABLES







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