



Responsible investing in infrastructure

Equitix is the UK's number one mid-market infrastructure investor, managing more than \$15.5 billion of AUM with assets across a diverse range of sectors. CEO Hugh Crossley spoke to IREI about the opportunities found in the sector. Following is an excerpt of that conversation.

Equitix is a leading infrastructure investor in the UK. Can you tell me a bit how you achieved this success?

At Equitix, our primary goal is to generate stable, long-term returns for our investors. We aim to achieve this by focusing on infrastructure projects that provide essential services and have predictable cash flows. Our investment strategy is underpinned by rigorous due diligence and active asset management, ensuring that we maximize the value of our investments. By investing in a diversified portfolio of assets, we aim to mitigate risks and enhance returns, seeking to provide our investors with consistent and reliable performance.

Active asset management is crucial to our success. It involves continuously monitoring and optimizing the performance of our assets. Our dedicated asset management team works closely with project partners and stakeholders to identify opportunities for improvement and address any challenges that arise. This proactive approach allows us to enhance the value of our investments and ensure their long-term sustainability. By actively managing our assets, we can adapt to changing market conditions and regulatory environments, ensuring that we continue to deliver value for our investors and the communities we serve.

This strategic approach involves regular performance reviews; investment in the maintenance and enhancement of our assets to extend their lifespan and improve efficiencies; actively engaging with the communities we serve, ensuring that projects meet local needs and contribute positively to societal well-being; and integrating environmental, social and governance principles into our operations.

Can you tell me more about the sectors you invest in and key areas of focus?

Equitix is leading in a number of sectors. For example, in renewable power, our investments equate to 35 percent of the UK's installed offshore wind capacity, with multiple assets including the world's second-biggest windfarm and the world's deepest fixed-bottom OFTO transmission lines.

Our heritage began in social infrastructure, and we now have the UK's largest number of social infrastructure assets. For example, our facilities allow for over 80,000 school pupil places, 12,000 healthcare beds and over 1.2 million streetlights. Our projects ensure that communities have access to high-quality healthcare services, improving overall well-being and quality of life.

Local investment is at the heart of our strategy. We believe that investing in local communities not only drives economic growth but also fosters social cohesion. Our projects often involve collaboration with local governments, businesses, and stakeholders to ensure that the benefits of our investments are widely shared. The type of public infrastructure we invest in directly improves the quality of life for local residents. By creating jobs and supporting local economies, we're making a tangible positive impact.

Can you explain how you're contributing to the green transition, as a "responsible" investor?

The transition to a low-carbon economy is a critical global challenge, and Equitix is committed to supporting this. We invest in renewable energy projects, which are essential for reducing carbon emissions. We focus on energy efficiency projects and sustainable infrastructure that support the reduction of greenhouse gases. By prioritizing investments in green technologies and sustainable practices, we not only contribute to environmental sustainability but also strive to create long-term value for our investors.

Equitix is differentiated among its UK counterparts by its growing portfolio of multi-sector greenfield projects. Why does greenfield play such a key part of your investment strategy?

Investing in greenfield projects offers a range of strategic advantages for investors like Equitix. By engaging from the earliest stages, often in collaboration with trusted partners, we maintain a high degree of control over project design and implementation. This enables us to embed best practices from the outset – driving greater efficiency, long-term sustainability, and enhanced profitability. In many cases, governments provide incentives and subsidies to attract greenfield investment, helping reduce upfront costs – savings that can ultimately benefit our investors. Beyond financial returns, these projects also stimulate local economies, create jobs, develop skills and improve the quality of life in growing communities.

CONTRIBUTOR



Hugh Crossley
CEO and Co-founder

CORPORATE OVERVIEW

Equitix is a responsible investor, developer and manager of core infrastructure assets. Established in 2007 with over \$15.5 billion AUM in 24 countries, Equitix invests in a diverse portfolio of socially important assets that strengthen regional, national and international connections, creating a lasting legacy for generations.

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