

PRIVATE MARKETS PERSPECTIVES

Marketing Document

27 November 2025

The structural case for infrastructure

Infrastructure is the world of energy grids, rail networks, water supply systems, mobile masts, and data centres that keep daily life running and our societies thriving. Private infrastructure brings these essential physical structures facilities and systems into focus.

Foundations of the real economy

Private markets have become an important part of global investing. Unlike public markets, they involve investments made outside stock exchanges and cover areas such as private equity, private credit, real estate, and infrastructure. Private markets offer investors access to assets that are typically unavailable through traditional public channels, providing opportunities for diversification, long-term returns and direct exposure to the real economy.

Within this broad universe, infrastructure has developed into a meaningful and increasingly recognised segment. Private infrastructure has a very real presence in everyday life. It covers the systems and structures that allow societies to function and grow. Roads, bridges, power networks, broadband cables, ports, water treatment facilities, hospitals, and schools all fall under this category. These assets underpin economic and social activity, as well as the operational framework of modern economies around the world.

Historically, governments were the main investors in infrastructure. As needs expanded in the late twentieth century and public budgets began to tighten, governments began working more closely with private investors. This led to the rise of public-private partnerships and later to dedicated so-called infrastructure funds. Many of these funds operate in private markets, giving investors access to long-term projects with return profiles that are defined by stable underlying demand.

For private investors, infrastructure provides a different type of exposure from conventional public equities or bonds. It offers access to essential services with distinct economic characteristics. These features have contributed to its growing appeal among institutions and, increasingly, among private investors who seek to diversify their portfolios.

The structure of the infrastructure market

Infrastructure investments span a wide range of sectors. Some areas attract more private capital than others, based on scale, maturity, and regulatory frameworks.

- **Energy** accounts for an estimated 30 to 40 percent of private infrastructure investments. This covers renewable energy projects, electricity grids, and storage systems. In the last decade, the transition to cleaner energy sources has accelerated activity in this sector.
- **Transportation** represents around 20 to 30 percent. This includes roads, airports, railways, and other assets that support the movement of people and goods.
- Utilities make up roughly 15 to 25 percent, covering water systems, waste management, and power distribution.
- **Digital infrastructure** represents around 10 to 20 percent, reflecting growing reliance on data centres, fibre networks, and cloud-related facilities.
- **Social infrastructure** accounts for approximately 5 to 10 percent, including schools, hospitals, and community facilities.

Although these sectors differ operationally, they share several defining, overarching features that set infrastructure apart within private markets.

Building blocks for growth

Infrastructure assets provide essential services that people and businesses rely on each day. Demand for electricity, clean water, transport links, and internet connectivity does not disappear during an economic downturn. This consistent demand supports a degree of resilience, which can be valuable in periods of financial uncertainty.

These assets are built to remain in operation for long periods. Many infrastructure assets operate for several decades and sometimes far longer. This gives investors visibility over extended time horizons and supports long-term planning.

Demand for infrastructure services tends to remain stable even during economic fluctuations. This inelastic demand reflects the fact that households and businesses cannot easily reduce their consumption of basic services such as power or water. This stability can translate into predictable usage and reliable revenues for the asset operators.

Infrastructure projects involve significant barriers to entry. They require substantial capital commitments, specialist expertise, and various regulatory approvals. These factors restrict the number of potential operators. In some cases, a single operator may hold a dominant position because duplicating the asset would be inefficient or impossible. Such market structures can support operational stability and consistent financial performance.

Alongside these defensive features, private infrastructure contributes to broader portfolio objectives. Cash flows in infrastructure tend to be predictable and stable, as they are often governed by long-term contracts. These contracts may include inflation-linked mechanisms or regulated pricing structures, which can provide transparency and a clearer visibility of expected returns. Many assets can also gain value over time through operational improvements, rising demand, or scarcity. This introduces a capital appreciation component that complements the income profile.

Correlation with equities and bonds is generally low, improving diversification and helping reduce overall portfolio volatility. Further, private infrastructure is less sensitive to both systemic risks and in turn to market contagion or intersectoral spillovers that tend to occur in public markets. Exposure to real, physical assets also gives investors a more concrete sense of what they hold compared with purely financial instruments.

Importantly, many infrastructure projects advance environmental and social priorities. Energy transition platforms, cleaner mobility networks, water infrastructure, and digital inclusion initiatives are common examples. These projects allow investors to align allocations with ESG goals while contributing to long-term economic resilience.

Cementing the investment case

For private investors, infrastructure represents an opportunity to diversify portfolios with assets that behave differently from publicly listed equities and traditional bonds. Its long-term orientation may appeal to those seeking stability and a smoother return profile. The essential nature of the services involved can reduce sensitivity to short-term market movements. In addition, infrastructure plays a role in broader economic and social priorities. The shift toward renewable energy, the growth of digital networks, and improvements in transport and public services all require long-term investment. Private capital helps address funding gaps and supports development that benefits communities and businesses.



Jean-François Becu Head of Private Equity Degroof Petercam Bank



Nicholas Greenwood Investor Relations Private Equity CFM Indosuez

About Tiera Capital, the Indosuez Wealth Management offering on private markets



As a leading player in these markets, Tiera Capital manages or advises on over 10 billion euros in assets and has made more than 500 investments since its inception nearly 25 years ago. Its distinctive and innovative offering stands out due to:

- Access to a diverse range of investment funds: including multi-strategy vintage funds (primary, secondary, co-investment), feeder funds (including Tiera Capital Innovation), and semi-liquid Private Equity and Private Credit funds.
- A comprehensive offering in terms of assets, strategies, and geographies: covering Private Equity, private debt, infrastructure, and real
 estate; strategies such as primary, secondary, and co-investment; and regions including Europe, North America, and Asia-Pacific.
- Tailored support services: to build and manage unlisted asset portfolios, including discretionary management and investment advisory services.

DISCLAIMER

This document entitled "Private Markets Perspectives" (the "Publication") is issued for marketing communication only.

The languages in which it is drafted form part of the working languages of Indosuez Wealth Management.

The information published in the Publication has not been reviewed and is not subject to the approval or authorisation of any regulatory or market authority whatsoever, in whatever jurisdiction.

The Publication is not intended for or aimed at the persons of any country in particular. The Publication is not intended for persons who are citizens, domiciled or resident in a country or jurisdiction in which its distribution, publication, availability or use would contravene applicable laws or regulations. This document does not constitute or contain an offer or an invitation to buy or sell any financial instrument and/or service whatsoever. Similarly, it does not, in any way, constitute a strategy, personalised or general investment or disinvestment recommendation or advice, legal or tax advice, audit advice, or any other advice of a professional nature. No representation is made that any investment or strategy is suitable and appropriate to individual circumstance or that any investment or strategy constitutes a personalised investment advice to any investor.

The relevant date in this document is, unless otherwise specified, the editing date mentioned on the last page of this disclaimer. The information contained herein are based on sources considered reliable. We use our best effort to ensure the timeliness, accuracy, and comprehensives of the information contained in this document. All information as well as the price, market valuations and calculations indicated herein may change without notice. Past prices and performances are not necessarily a guide to future prices and performances.

The risks include, amongst others, political risks, credit risks, foreign exchange risks, economic risks and market risks. Before entering into any transaction, you should consult your investment advisor and, where necessary, obtain independent professional advice in respect of risks, as well as any legal, regulatory, credit, tax, and accounting consequences. You are advised to contact your usual advisers in order to make your decisions independently, in light of your particular financial situation and your financial knowledge and experience Foreign currency rates may adversely affect the value, price or income of the investment when it is realised and converted back into the investor's base currency.

CA Indosuez a French company, the holding company for the Crédit Agricole group's wealth management business, and its related subsidiaries or entities, namely CA Indosuez (Switzerland) SA, CA Indosuez Wealth (Europe), CFM Indosuez Wealth, their respective subsidiaries, branches, and representative offices, whatever their location, operate under the single brand Indosuez Wealth Management. Each of the subsidiaries, their respective subsidiaries, branches, and representative offices, as well as each of the other Indosuez Wealth Management entities are referred to individually as the "Entity" and collectively as the "Entities".

The Entities or their shareholders as well as its shareholders, subsidiaries, and more generally companies in the Crédit Agricole SA group (the "Group") and respectively their corporate officers, senior management or employees may, on a personal basis or in the name and on behalf of third parties, undertake transactions in the financial instruments described in the Publication, hold other financial instruments in respect of the issuer or the guarantor of those financial instruments, or may provide or seek to provide securities services, financial services or any other type of service for or from these Entities. Where an Entity and/or a Crédit Agricole Group Entity acts as an investment adviser and/or manager, administrator, distributor or placement agent for certain products or services mentioned in the Publication, or carries out other services in which an Entity or the Crédit Agricole Group has or is likely to have a direct or indirect interest, your Entity shall give priority to the investor's interest.

Some investments, products, and services, including custody, may be subject to legal and regulatory restrictions or may not be available worldwide on an unrestricted basis taking into consideration the law of your country of origin, your country of residence or any other country with which you may have ties. In particular, any the products or services featured in the Publication are not suitable for residents of US and Canada. Products and services may be provided by Entities under their contractual conditions and prices, in accordance with applicable laws and regulations and subject to their licence. They may be modified or withdrawn at any time without any notification.

Please contact your relationship manager for further information.

In accordance with applicable regulations, each Entity makes the Publication available:

- In France: this Publication is distributed by CA Indosuez, limited-liability company under French law (société anonyme) with share capital of 853'57l'130 euros, parent company of the Indosuez group and a fully-fledged banking establishment authorised to provide investment services and insurance brokerage, whose registered office is located at 17, rue du Docteur Lancereaux, 75008 Paris, France, registered on the Paris Trade and Companies Register under the number 572 171 635 (individual VAT identification number: FR 075 72 17 16 35).
- In Luxembourg: the Publication is distributed by CA Indosuez Wealth (Europe), a Luxembourg public limited company (société anonyme) having its registered office at 39 allée Scheffer L-2520 Luxembourg, registered under number B91.986 in the Trade and Companies Register, a licensed credit institution established in Luxembourg and regulated by the Commission de Surveillance du Secteur Financier (CSSF).
- In Spain: the Publication is distributed by CA Indosuez Wealth (Europe) Sucursal en España, supervised by the Banco de España (www.bde.es) and the Comision Nacional del Mercado de Valores (CNMV) (www.cnmv.es), a branch of CA Indosuez Wealth (Europe). Address: Paseo de la Castellana numero 1, 28046 Madrid (Spain), registered with the Bank of Spain under number 1545. Registered with the Madrid Trade and Companies Register under number T 30.176, F 1, S 8, H M-543170, CIF (Tax Identification Number).
- In Italy: the Publication is distributed by CA Indosuez Wealth (Europe), Italy Branch based in Piazza Cavour 2, Milan, Italy, registered in the Register of Banks no. 8097, tax code and registration number in the Business Register of Milan, Monza Brianza and Lodi n. 97902220157.
- In Portugal: the Publication is distributed by CA Indosuez Wealth (Europe), Sucursal em Portugal located at Avenida da Liberdade, 190, 2.° B 1250-147 Lisboa, Portugal, registered with the Bank of Portugal under number 282, tax code 980814227.
- In Belgium: the Publication is distributed by Banque Degroof Petercam SA, located at rue de l'Industrie 44, 1040 Brussels, Belgium, registered in the Business Register under number 0403 212 172, registered with the Crossroads Bank for Enterprises (Belgian business database) under VAT number BE 0403 212 172 (RPM Brussels).
- Within the European Union: the Publication may be distributed by Indosuez Wealth Management Entities authorised to do so under the Free Provision of Services.
- In Monaco: the Publication is distributed by CFM Indosuez Wealth, 11, Boulevard Albert 1er 98000 Monaco registered in the Monaco Trade and Industry Register under number 56S00341, accreditation: EC/2012-08.
- In Switzerland: the Publication is distributed by CA Indosuez (Switzerland) SA, Quai Général-Guisan 4, 1204 Geneva and by CA Indosuez Finanziaria SA, Via F. Pelli 3, 6900 Lugano and by their Swiss branches and/or agencies. The Publication constitutes marketing material and does not constitute the product of a financial analysis within the meaning of the directives of the Swiss Bankers Association (SBA) relating to the independence of financial analysis within the meaning of Swiss law. Consequently, these directives are not applicable to the Publication.
- In Hong Kong SAR: the Publication is distributed by CA Indosuez(Switzerland) SA, Hong Kong Branch, Suite 2918, Two Pacific Place, 88 Queensway. No information contained in the Publication constitutes an investment recommendation. The Publication has not been referred to the Securities and Futures Commission (SFC) or any other regulatory authority in Hong Kong. The Publication and products it may mention have not been authorised by the SFC within the meaning of sections 103, 104, 104A or 105 of the Securities and Futures Ordinance (Cap. 571)(SFO).
- In Singapore: the Publication is distributed by CA Indosuez (Switzerland) SA, Singapore Branch, 2 Central Boulevard, West Tower #12-02, IOI Central Boulevard Towers, 018916 Singapore. In Singapore, the Publication is only intended for persons considered to be high net worth individuals in accordance with the Monetary Authority of Singapore's Guideline No. FAA-607, or accredited investors, institutional investors or expert investors as defined by the Securities and Futures Act, Chapter 289 of Singapore. For any questions concerning the Publication, recipients in Singapore can contact CA Indosuez (Switzerland) SA, Singapore Branch.
- In the DIFC: the Publication the brochure is distributed by CA Indosuez (Switzerland) SA, DIFC Branch, AI Fattan Currency House, Tower 2 Level 23 Unit 4 DIFC PO Box 507232 Dubai UAE a company regulated by the Dubai Financial Service Authority ("DFSA"). This brochure is intended for professional client and/or market counterparty only and no other person should act upon it. The financial products or services to which this publication relates will only be made available to a client who meets the DFSA professional client and/or market counterparty requirements. This brochure is provided for information purposes only. It is not to be construed as an offer to buy or sell or solicitation of an offer to buy or sell any financial instruments or to participate in any particular trading strategy in any jurisdiction.
- In the UAE: the Publication is distributed by CA Indosuez (Switzerland) SA, Abu Dhabi Representative Office, Zayed The 1st Street- Al Muhairy Center, Office Tower, 5th Floor, P.O. Box 44836 Abu Dhabi, United Arab Emirates. CA Indosuez (Switzerland) SA operates in the United Arab Emirates (UAE) via its representative office which comes under the supervisory authority of the UAE Central Bank. In accordance with the rules and regulations applicable in the UAE, CA Indosuez (Switzerland) SA representation office may not carry out any banking activity. The representative office may only market and promote CA Indosuez (Switzerland) SA's activities and products. The Publication does not constitute an offer to a particular person or the general public, or an invitation to submit an offer. It is distributed on a private basis and has not been reviewed or approved by the UAE Central Bank or by another UAE regulatory authority.
- Other countries: laws and regulations of other countries may also limit the distribution of this publication. Anyone in possession of this publication must seek information about any legal restrictions and comply with them.

The Publication may not be photocopied or reproduced or distributed, in full or in part, in any form without the prior agreement of your Bank.

© 2025, CA Indosuez (Switzerland) SA / All rights reserved.