Strategy Update: 31 December 2020

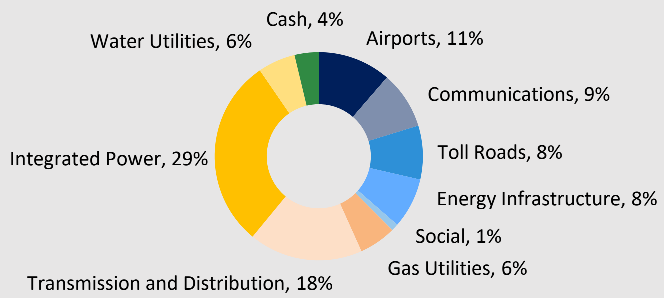
MFG Core Infrastructure (USD)

Portfolio Manager	Strategy Inception Date	Total Strategy Assets	Total Infrastructure Assets [1]
Gerald Stack	18 January 2012	USD $7,145.5 million	USD $14,112.0 million

Objective	Approach
Capital preservation in adverse markets	Diversified rules-based portfolio applying our proprietary infrastructure classification
Pre-fee return of CPI plus 5%p.a. through the economic cycle	Highly defensive, inflation-linked exposure
	Benchmark unaware

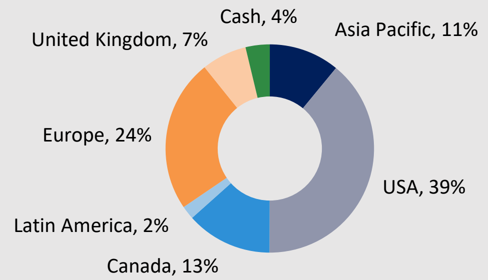
Top 10 Holdings[2]	Sector[2]	%
Aena SME SA	Airports	3.1
Transurban Group	Toll Roads	3.0
National Grid PLC	Transmission and Distribution	3.0
Enbridge Inc	Energy Infrastructure	2.9
Cellnex Telecom SA	Communications	2.8
Vinci SA	Toll Roads	2.8
TC Energy Corporation	Energy Infrastructure	2.6
Fortis Inc	Transmission and Distribution	2.6
Snam SpA	Gas Utilities	2.6
American Tower Corporation	Communications	2.1
	TOTAL:	27.5

Sector Exposure[2]



USD 5 Year Risk Measures[4]	Against Global Equities	Against Infrastructure Benchmark[5]
Upside Capture	0.5	0.9
Downside Capture	0.3	0.8
Beta	0.6	0.7
Correlation	0.7	0.9

Geographical Exposure[2]



Cumulative Performance[3]	3 Months (%)	1 Year (%)	3 Years (% p.a.)	5 Years (% p.a.)	7 Years (% p.a.)	Since Inception (% p.a.)
Composite (Gross)	6.7	-1.3	6.1	9.2	8.9	10.4
Composite (Net)	6.6	-1.8	5.5	8.5	8.2	9.6
Global Infrastructure Benchmark	14.8	-6.5	1.8	6.9	4.9	6.2
Excess (Gross)	-8.1	5.2	4.3	2.3	4.0	4.2
MSCI World NTR Index	14.0	15.9	10.5	12.2	9.2	11.5

Annual Performance[3]	2020 (%)	2019 (%)	2018 (%)	2017 (%)	2016 (%)	2015 (%)	2014 (%)	2013 (%)	2012* (%)
Composite (Gross)	-1.3	29.0	-6.1	21.2	7.2	-0.1	17.4	14.0	16.4
Composite (Net)	-1.8	28.2	-6.7	20.4	6.5	-0.8	16.6	13.2	15.6
Global Infrastructure Benchmark	-6.5	25.8	-10.4	19.1	11.4	-12.2	14.1	14.4	7.0
Excess (Gross)	5.2	3.2	4.3	2.1	-4.2	12.1	3.3	-0.4	9.4
MSCI World NTR Index	15.9	27.7	-8.7	22.4	7.5	-0.9	4.9	26.7	13.0

1 Comprised of all Infrastructure Strategies.
2 The data is based on a representative portfolio for the strategy. Refer to the GIPS Disclosure below for further information. Sectors are internally defined. Geographical exposure is by domicile of listing. Exposures may not sum to 100% due to rounding.
3 Returns are for the Global Core Infrastructure Composite and denoted in USD. Performance would vary if returns were denominated in a currency other than USD. Refer to the GIPS Disclosure section below for further information. Composite (Net) returns are net of fees charged to clients and have been reduced by the amount of the highest fee charged to any client employing that strategy during the period under consideration. Actual fees may vary depending on, among other things, the applicable fee schedule and portfolio size. Fees are available upon request.
4 Risk measures are for the Global Core Infrastructure Composite before fees. The Global Equity Index is the MSCI World NTR Index.
5 The Benchmark or Global Infrastructure benchmark is comprised of the following: from inception to 31 December 2014 the benchmark is UBS Developed Infrastructure & Utilities NTR Index and from 1 January 2015 onwards, the benchmark is the S&P Global Infrastructure NTR Index. Note: the UBS Developed Infrastructure and Utilities NTR Index ceased to be published from 31 May 2015, replaced on 1 January 2015 with the S&P Global Infrastructure Index NTR.

The Global Infrastructure Benchmark is comprised of the following: from inception to 31 December 2014 the benchmark is UBS Developed Infrastructure & Utilities Index Net Total Return and from 1 January 2015 the benchmark is S&P Global Infrastructure Net Total Return Index. The benchmark changed because UBS discontinued their index series.
The UBS Developed Infrastructure & Utilities Index Net Total Return is a market capitalisation weighted index that is designed to measure the equity performance of listed Infrastructure and Utility stocks. Index results assume the reinvestment of all distributions of capital gain and net investment income using a tax rate applicable to non-resident institutional investors who do not benefit from double taxation treaties.
The S&P Global Infrastructure Net Total Return Index is a market capitalisation weighted index that is designed to track 75 companies from around the world diversified across three infrastructure sectors energy, transportation and utilities. Index results assume the reinvestment of all distributions of capital gain and net investment income using a tax rate applicable to non-resident institutional investors who do not benefit from double taxation treaties.

GLOBAL INVESTMENT PERFORMANCE STANDARDS (GIPS®) DISCLOSURE

Magellan Asset Management Limited, doing business as MFG Asset Management in jurisdictions outside Australia and New Zealand, (MFG Asset Management) claims compliance with the Global Investment Performance Standards (GIPS ®)

For the purpose of complying with GIPS, the Firm is defined as all discretionary portfolios managed by MFG Asset Management, excluding brands managed by subsidiaries operating as distinct business entities. MFG Asset Management is a wholly-owned subsidiary of the publicly listed company Magellan Financial Group Limited. MFG Asset Management is based in Sydney, Australia. Total Firm assets is defined as all assets managed by MFG Asset Management, excluding assets managed by subsidiaries operating as distinct business entities.

The Global Core Infrastructure composite is a global strategy investing in strictly defined or "pure" infrastructure companies (typically 80-100). The filtered investment universe is comprised of stocks that 1. generate reliable income streams, 2. benefit from inflation protection and have an appropriate capital structure. The investment objective of the strategy is to minimise the risk of permanent capital loss; and achieve superior risk adjusted investment returns over the medium to long-term. The composite was created in February 2012.

To achieve investment objectives, the composite may also use derivative financial instruments including, but not limited to, options, swaps, futures and forwards. Derivatives are subject to the risk of changes in the market price of the underlying securities instruments, and the risk of the loss due to changes in interest rates. The use of certain derivatives may have a leveraging effect, which may increase the volatility of the composite and may reduce its returns.

A copy of the composite's GIPS compliant presentation and/or the firm's list of composite descriptions are available upon request by emailing client.reporting@magellangroup.com.au

The representative portfolio is an account in the composite that closely reflects the portfolio management style of the strategy. Performance is not a consideration in the selection of the representative portfolio. The characteristics of the representative portfolio may differ from those of the composite and of the other accounts in the composite. Information regarding the representative portfolio and the other accounts in the composite is available upon request.

USD is the currency used to calculate performance.

Strategy Commentary

The strategy recorded a positive return in the December quarter. The stocks that contributed the most included investments in Aena of Spain and Vinci and ADP of France. Aena, the world's largest airline operator, Vinci, which operates across transport infrastructure and contracting, and ADP, which manages Paris's airport system, rose on hopes that a vaccine for the virus that causes the illness known as COVID-19 would soon enough return life – and passenger traffic – to normal.

Stocks that detracted included the investments in SBA Communications of the US, TC Energy of Canada and Cellnex Telecom of Spain. SBA declined as the real estate investment trust that owns an interest in telecommunications saw investor expectations around a 2021 5G-driven acceleration in leasing activity decline. TC Energy and Cellnex Telecom fell as bullish investors turned away from safer stocks during a vaccine-fuelled rally. Cellnex declined even though the telecom reported results for nine months to September that showed deals across Europe had boosted earnings by 68% from a year earlier and the company announced it had agreed to buy the CK Hutchison Holdings European telecommunication towers for about 10 billion euros.

Index movements and stock contributors/detractors are based in local currency terms unless stated otherwise.

Stock Story: Aena

aena

Aena is the world's largest airport operator in terms of passenger traffic. The company earns that title by shuffling 275 million passengers through Spain's 46 airports and two heliports and another 18 million people through its 51%-owned Luton in the UK, one of the 45 airports outside Spain in which Aena has a direct or indirect holding.

In February 2020, the year ahead was looking good enough for the majority-Spanish-government-owned company to raise its forecast for growth in passenger traffic for last year to 1.9% from 1.1% – not a spectacular increase but a reflection of the steady growth that essential services tend to enjoy as populations grow in size and wealth. Needless to say, Aena's prediction was upended when the coronavirus arrived in Europe.

Passenger numbers are key for airports because they are the key determinants of their two main sources of earnings (which, for Aena, amounted to 4.5 billion euros in 2019). The biggest source of income is from aeronautical revenue (64% of Aena's revenue in 2019). This comprises the income from flights, terminal space rentals, landing fees and other usage fees. The other main source of revenue for airport operators is non-aeronautical earnings, the term for the money people spend at shops within a terminal and for parking their cars (29% of Aena's 2019 revenue). Basically, the more people fly, the more an airport operator earns. Thus, the income of airport operators was devastated when passenger numbers dived after European governments imposed restrictions on daily life and banned or restricted travel to combat infections.

The pandemic hit Spain hard so Aena's businesses suffered. Passenger numbers in March dropped by 59% from a year earlier. April's plunge was 99%, as was May's. The result for June was a dive of 96%, July's drop was 76% while August's decline came in at 70%, an improvement that reflected an easing of restrictions as infection rates declined.

Aena's stock naturally fell when the virus reached Europe as investors reassessed its earnings outlook and rating companies such as Moody's reviewed the ability of companies to repay debt. On March 31, for example, Moody's downgraded the debt rating on 11 European airport operators but only reduced the 'outlook' on Aena's 'A3' rating – which is a warning that Moody's might reduce the rating. From the end of 2019, Aena's stock fell as much as 48% by mid-March before ending 2020 only 17% lower overall for the year.

Another way to read that sentence is that Aena's stock ended the year 60% above its 2020 low. The gain was thanks to news in November that vaccines had been developed for the novel coronavirus, with the possibility that life could return to normal sooner. The optimism surrounding these vaccines even overcame concerns about the financial damage Europe's second wave of COVID-19 infections and related restrictions would herald. The UK in December became the first country to commence vaccinating its population. Expectations are high that, over 2021, vaccination campaigns can defeat the pandemic.

Aena is particularly well placed for a recovery compared with its listed airport peers. Not only does the company have a government-endorsed monopoly over air travel in Spain, but also, its mix of passenger traffic in terms of tilt towards domestic routes and purpose of travel makes it stand out.

We would expect domestic and regional traffic to come back first, followed by long-haul international travel. At Spanish airports, 91% of Aena's traffic in 2019 was domestic or EU travel. Aena also estimates that business travel represented only about 19% of total traffic in 2019 – well below that of other listed peers. This mix is especially important given potential structural shifts in the market that could arise from the pandemic – there is likely to be a quick rebound in leisure and personal travel but much slower revival in business flying.

Personal travel is likely to bounce back most quickly because people will be keen to see the friends and relatives they couldn't visit in 2020. Leisure travel is also likely to return to more pre-COVID-19 levels because, freed of lockdowns, people will look to get away on holiday; these would include many northern Europeans keen to escape their chilly countries by visiting sunny Spain. However, the recovery in business travel is expected to lag as the economic damage of the pandemic is likely to see businesses seek to reduce costs. Travel budgets will likely be one of the first areas to be cut, not least because the pandemic showed that Zoom, Microsoft Teams and other such software were adequate substitutes for many face-to-face meetings.

On top of all this, Aena is a well-managed company that due to exceptional control of costs recorded a profit in its aeronautical business in the third quarter of 7.5 million euros even though traffic was down 75% for the three months. That result added to years of reliable earnings. All up, we are confident that Aena can redisplay one of the key attributes we expect from infrastructure stocks; that is, the ability to offer reliable earnings.

It must be stressed that the pandemic is not over. COVID-19 could have transformed, rather than just temporarily impeded, people's holiday and personal travel habits in such a way that Aena loses out. Airlines' financial burdens have increased substantially, and it is unlikely all will survive. In addition, airport operators in Europe face the longer-term threat of increase environmental taxes on plane tickets, making air travel less attractive. Prior to the pandemic, there was an active 'flygskam' (flight shaming) movement to encourage the use of trains over planes. Even allowing for these, Aena seems one of the best-placed of the world's listed airport operators as 2021 gets underway.

Sources: Company website, Bloomberg and Dunn & Bradstreet.