



# INFRASTRUCTURE PULSE AMERICAS

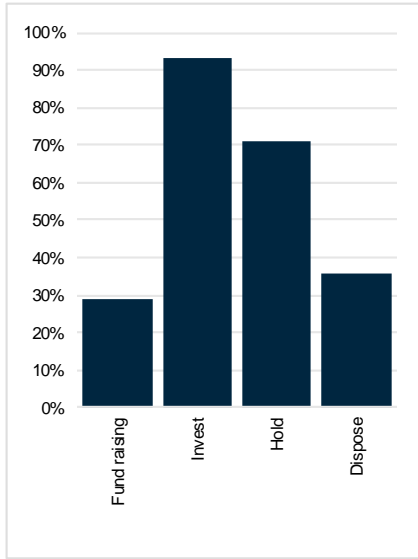
Q1 2021

## KEY FINDINGS FROM Q1 2021 REPORT

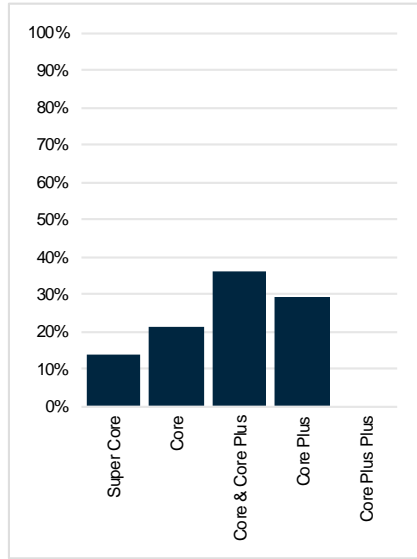
The Quarterly Infrastructure Pulse, compiled by Alvarez & Marsal in collaboration with the GIIA is a survey designed to provide a regular temperature check of sentiment in the sector and emerging trends. Against a backdrop of ongoing COVID-19 restrictions, a number of interesting themes are noted in the Q1 2021 survey:

1. Americas respondents raising capital expressed an increasingly positive view of the fundraising environment. Those investing new capital remained active, and respondents indicated positive infrastructure debt markets, with a significant improvement in sentiment noted relative to the prior survey. These positive sentiments were similar amongst European respondents but even more pronounced in the Americas. Funds targeting realizations indicated a significant increase in the appetite for and a number of planned disposals. Strength in all of these metrics support **confidence in the Infrastructure deal cycle in an uncertain world** and indicates that buyer and seller valuation expectations are broadly in equilibrium.
2. Outlook for all countries' attractiveness for investment was flat or improved from our last Americas survey results. Brazil showed the most significant improvement in the period but remained slightly negative overall. The United States continues to be the country that is most attractive for infrastructure investment for respondents.
3. In terms of sector outlook, respondents remain the most bullish about transactions in **Communications infrastructure (Fiber underpinning the new normal)** reflecting increased appetite for opportunities to increase fiber, data centers, and towers. Outlook increased across most key sectors with the notable exception of regulated utilities. Respondents believe that battery infrastructure has a favorable outlook, possibly driven by the new Biden administration's announced intent for the United States to re-join the Paris climate accord. Sustainable other (batteries) now ranks as the second most attractive infrastructure subsector in the Americas.
4. It is clear that there is an ongoing **seismic shift in the "Core Infrastructure" landscape** as "old school" storage and transport assets are replaced by communications infrastructure and energy transition assets as the key targets for investors. There has been a **rise in the Sustainable Agenda** with many funds having a reduced appetite for carbon-heavy assets. The expected timeline for yields to return to pre-COVID-19 levels continued to be lengthiest for Airports, Toll Roads, Seaports & Container Terminals, and Midstream assets, all of which are assets dependent on carbon-heavy customers. Meanwhile, the average importance of ESG to respondents' investment decisions continued to rise yet again this quarter.

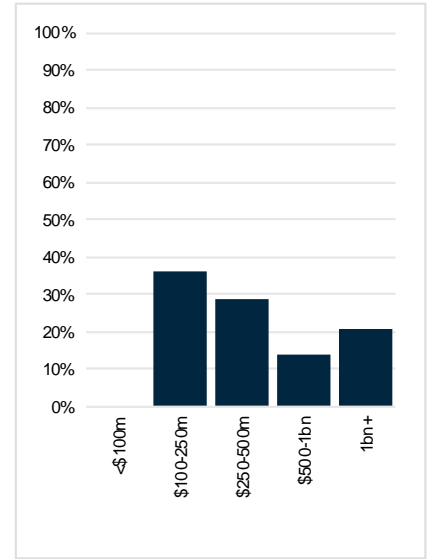
**How would you describe your current focus?**



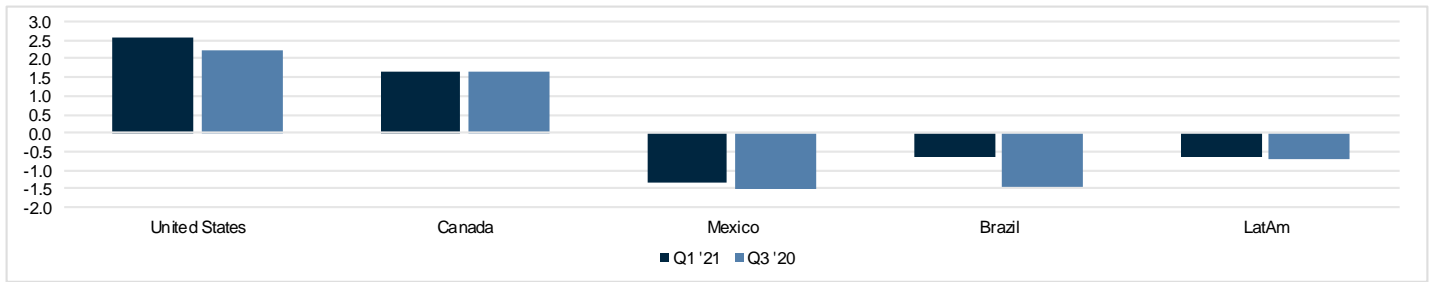
**How would you describe your investment criteria?**



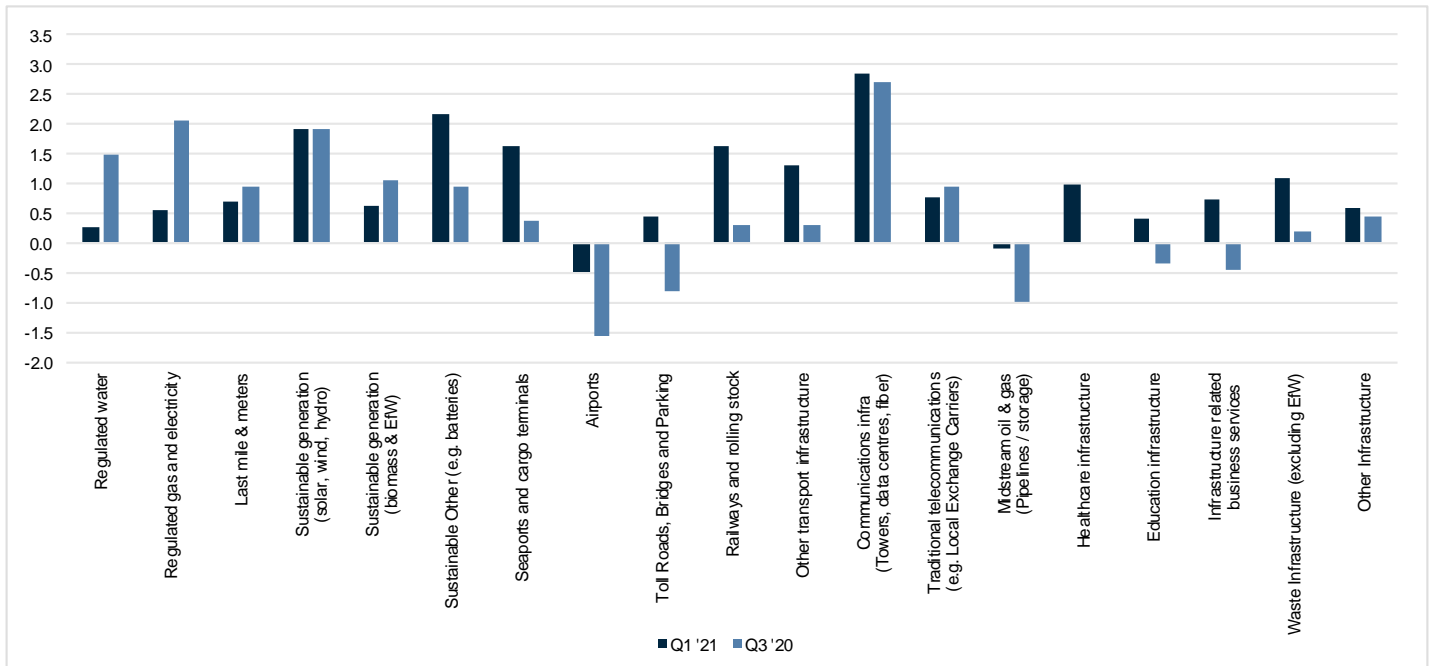
**What is your target equity check?**



**What is your outlook for the attractiveness of, and opportunities for, your / your fund(s) Infrastructure investment in the following countries in the next quarter? (Please score using the following rating scale: -5 Extremely negative, 0 Neutral, +5 Extremely positive).**



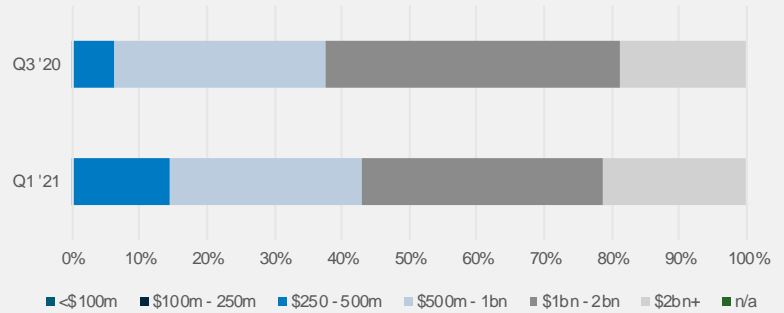
**What is your / your fund(s) outlook for overall infrastructure opportunities for your fund(s) in the following sectors in the next quarter? (Minus 5: extremely negative, 0: neutral, 5: extremely positive).**



If fund raising, how favorable is the current equity fund raising environment? Please score using the following rating scale: -5 Extremely unfavorable, 0 Neutral, +5 Extremely favorable.



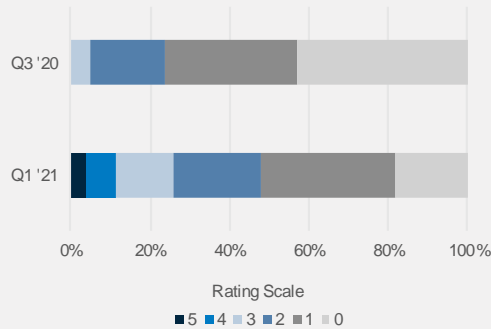
If deploying capital how much equity do you anticipate deploying in the next 12 months:



If deploying capital, how favorable do you consider the infra debt markets for current deals to be? (Minus 5: extremely unfavorable, 0: neutral, 5: extremely favorable).



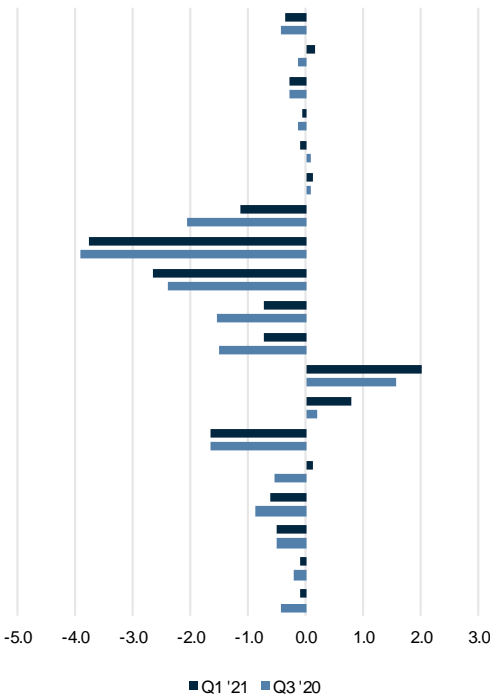
How many assets do you anticipate divesting in the next 12 months?



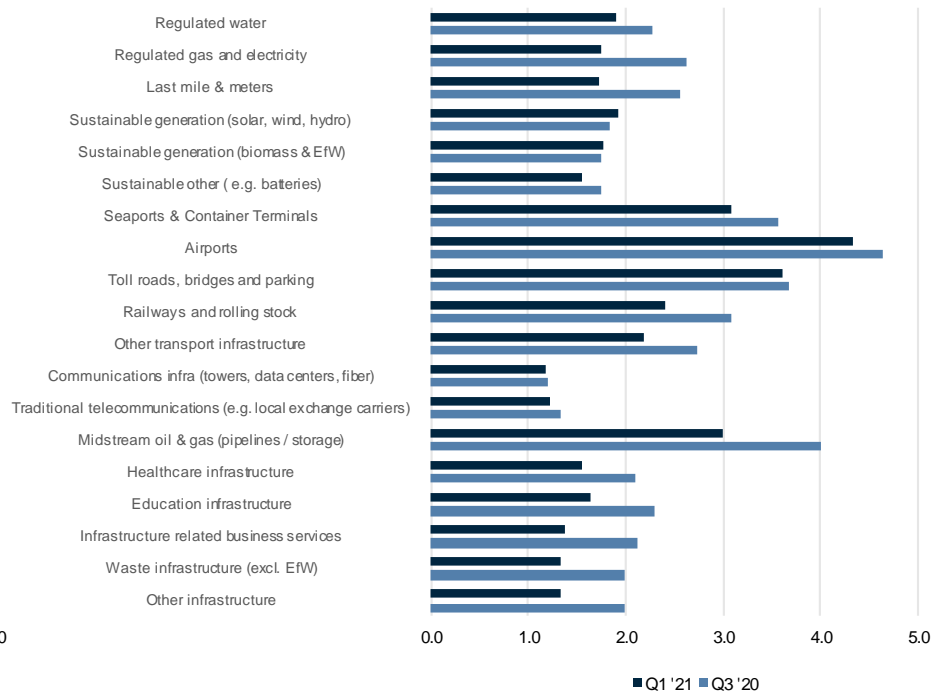
How important is ESG to you (or your LP's) and how strongly does it influence your investment decisions? (0 not considered, 5 Balance of factors, 10 Primary factor).



What is the anticipated impact of Covid-19 on your short term yield to investors from the following asset classes in your portfolio? Please score using the following rating scale: -5 Extremely negative, 0 Neutral, +5 Extremely positive.



What is the anticipated timeline for your portfolio yields to return to pre-Covid-19 levels for the following sectors: (1: Already no ongoing impact, 2: < 6 months, 3: < 12 months, 4: < 2 years, 5: anticipate ongoing negative impact).



## CONTACTS



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### ABOUT GLOBAL INFRASTRUCTURE INVESTOR ASSOCIATION

Global Infrastructure Investor Association (GIIA) is the membership body for the world's leading institutional investors. On their behalf, we work with governments and other stakeholders to promote the role of private investment in providing infrastructure that improves national, regional and local economies. Collectively, GIIA members have more than \$780bn in infrastructure assets under management across 55 countries.  
[giiia.net](http://giiia.net)



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A&M's Global Infrastructure Investors Group helps infrastructure funds, corporates, private equity, sovereign wealth funds, and family offices with comprehensive infrastructure support to deliver strategic and practical bottom lines for maximizing the utilization and value of assets. From inception of fund structuring to deal execution, portfolio optimization, through project delivery and asset disposal, our unrivalled team of transaction experts is dedicated to providing an integrated breadth of service and senior leadership across the entire infrastructure investment lifecycle.

Our deep-rooted projects expertise, combined with reputable due diligence capabilities and operational excellence, are unparalleled within the transaction services market. We offer guidance on clients' most critical project challenges and drive performance in all areas of infrastructure investments, including acquisition and vendor due diligence, risk mitigation, capital efficiency, project execution, financial modelling and cost rationalization. With a global network of more than 3,000 private equity and capital projects professionals across the U.S., Europe, Latin America and Asia, our robust team is comprised of transaction advisory specialists, tax and accounting experts, engineers, former industry operators and C-suite executives, all armed with next-level infrastructure insights to guide you in your next deal.

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