

## West Street Private Infrastructure Fund (AUD)

### Fund Summary

<b>Feeder Fund</b>	West Street Private Infrastructure Fund (AUD)
<b>Underlying Fund / G-INFRA</b>	G-INFRA (Lux) a sub-fund of Goldman Sachs Alternatives SICAV
<b>Manager</b>	Goldman Sachs Asset Management Fund Services Limited, Goldman Sachs Asset Management International
<b>Asset Class</b>	Private Infrastructure
<b>Sub-Asset Class</b>	Energy Transition & Renewables, Transport & Logistics, Digital Infrastructure, Social Infrastructure
<b>Strategy Description</b>	<p>The Feeder Fund, via its investment in G-INFRA, seeks to generate long-term capital appreciation by investing in a diversified global portfolio of infrastructure comprised of equity, equity-related and similar securities, including debt or other securities with equity-like returns or an equity component (including shareholder loans).</p> <p>G-INFRA will invest in mid-market, value add "new infrastructure" through a portfolio of Direct Infrastructure Investment (50%-70%), Vintage Infrastructure Investments (15%-35%) and Liquidity Assets (10%-20%).</p>
<b>Net Return Objective*</b>	<ul style="list-style-type: none"> <li>Targeting 10%+ p.a. returns</li> <li>Targeting 3% - 5% p.a. cash yield</li> </ul>
<b>Distribution Frequency</b>	Quarterly distributions, subject to the availability of cash from the Underlying Fund, which intends to make distributions on a discretionary basis.
<b>Fund Structure</b>	Australian Registered Managed Investment Scheme
<b>Terms of the Investment</b>	<ul style="list-style-type: none"> <li>Evergreen, open-ended (with a 2-year soft lock up on the Underlying Fund).</li> <li>Monthly redemptions, subject to 5% of NAV quarterly from the Underlying Fund</li> <li>Monthly redemptions may also be offered on the Feeder Fund level (not subject to the soft lock up), on a best endeavors basis</li> </ul>
<b>Fees (Inclusive of GST)</b>	<ul style="list-style-type: none"> <li>Management fee – 1.25% p.a.</li> <li>Performance fee – 12.5% over 5% hurdle with a catch up, subject to high watermark p.a.</li> <li>Contribution Fee – 1.1% once off charge, upon entry of each investment into the fund</li> <li>Underlying Fund Expenses – 1.02% p.a. (estimated)</li> </ul>
<b>Drawdown Profile</b>	N/A – Fully drawn on day one into an existing portfolio with 9 investments
<b>Minimum Investment</b>	\$100,000
<b>Key Dates</b>	Refer to: <a href="https://www.partnersprivate.com.au/investments/unlisted/goldman-sachs-west-st-private-infrastructure-fund/">https://www.partnersprivate.com.au/investments/unlisted/goldman-sachs-west-st-private-infrastructure-fund/</a>
<b>Offer Documents</b>	Information Memorandum

\*Net Return Objectives are not guaranteed, and total returns may be above or below target range.

This summary has been provided for illustrative purposes only. All terms and conditions contained herein are subject to and will be superseded by the final documentation. Please refer to the Fund's Information Memorandum for further details. This summary is not an offer or solicitation to purchase interests in the Fund. Such interests are only offered pursuant to the terms of the Information Memorandum, which should be reviewed carefully prior to investing. Past performance and/or forward-looking statements are not a reliable indicator of future performance.



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## The Opportunity

Accelerating secular trends present opportunities that infrastructure investors are well positioned to capitalise. These secular megatrends which are key investment themes for the Underlying Fund, including:

- **Digitalisation** such as data centres and digital infrastructure,
- **Decarbonisation** such as energy transition,
- **Deglobalisation** such as transport and logistics, and
- **Demographics** including social infrastructure.

In addition to these trends, GSAM believes private infrastructure is set to benefit from

- **Structural tailwinds** such as government stimulus programs and corporate commitments to Net Zero targets that will funnel capital to critical infrastructure,
- **Resilient asset class**, private infrastructure has defensive characteristics and is backed by long-term contracts that provide regular and stable cash flows,
- **Inflation hedge** in the current volatile and prior inflationary macro environment; and
- **Historical strong performance**, over the past 6 quarters, infrastructure has returned an average of 2.0% per quarter vs. senior debt (1.1%), buyout (0.5%), and real estate (0.4%).

*Source: Cambridge Associates, as of Q2, 2023. Performance is the average of quarterly results.*

## The Fund Manager

Goldman Sachs Asset Management (GSAM) is a leading alternative asset manager. They manage \$485bn of assets and over 1,000 investment professionals across 41 offices, having invested across the full spectrum of private markets asset classes for over 35 years.

The Private Infrastructure team at GSAM manages over US\$16bn and has operated in global infrastructure markets since 2006, navigating through economic cycles and thematic shifts. The team includes 34 investment professionals with an average tenure at the Managing Director level of 14 years, with deep domain and cross-sector expertise.

The team is a global investor, focused on mid-market (up to \$2bn enterprise value) and value-add infrastructure opportunities. GSAM believes this area of the private infrastructure market is the most compelling in the current environment and where they are differentiated through value creation and leveraging of the Goldman Sachs Network.

Previous value-add, mid-market focused funds which are active and fully deployed (WSIP II and WSIP III) have delivered a 16% net IRR / 2x net MOIC.\* Net performance is net of management fees, override for each fund and excludes impact of any subscription facility on returns.

*\*Past performance is not an indicator or future performance. Combined as of June 30, 2023.*

### Value Creation Focus

The GS Value Accelerator is a high calibre team of operating experts ranging from Fortune 100 CEOs to recognized sector leaders. Relevant advisors and subject matter experts are selectively engaged for specific value creation initiatives to make each engagement highly differentiated and impactful.

*Image for illustrative purposes only and not indicative of investment opportunity.*





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## The Strategy

Private Infrastructure with a value-add, mid-market focus by a global investor that invests in operating businesses across the four key investment themes. The strategy focuses on market-leading, resilient businesses providing services that are mission critical. The portfolio will seek to provide a diversified allocation across thematic, maturity and geographies with cashflow flexibility.

The GSAM Infrastructure team deploys a rigorous due diligence and selection process, with access to significant proprietary deal flow across the wider Goldman network.

Infrastructure will be underwritten with the following principles:

- **Stable Cash Flows:** Businesses anchored in long-term customer contracts or with strong contract renewal history.
- **Strong Market Position:** Businesses with leadership positions, operating in markets with demonstrated barriers to entry.
- **Resilience:** Businesses with a durable capital structure and a strong track record through the cycle.
- **Critical To Society:** Businesses providing mission-critical services to their customers

## Illustrative Portfolio Composition

Direct Infrastructure Investments	50%-70%	Control positions in value-add mid-market operating businesses across four investment themes.
Infrastructure Secondaries	15%-30%	To be introduced as a diversification enhancer post portfolio ramp-up phase.
Liquid Assets	10%-20%	Cash equivalents/ money-market funds/ investment-grade credit

## Partners Private View

Partners Private is of the view that now is a good time to invest in "new infrastructure" with value-add and middle market characteristics due to the tailwinds from the convergence of thematic such as new technology, energy transition, geopolitics and domestic security.

We like that G-INFRA has a differentiated approach in targeting robust projects at varying levels of discount, using their scale and wider Goldman Network to obtain proprietary access. These investments aim to have resilient characteristics with an ability to create value via their expertise in financial services and their Value Accelerator program.

This fund can be considered by investors looking to:

- Complement existing traditional equity and fixed income exposures.
- Capitalise on major long-term secular trends and structural opportunities.
- Create a relatively uncorrelated return profile via private markets exposure.
- Diversify away from Australia and into the US and EU.
- Receive a source of income with the potential for capital appreciation over time.
- Obtain access to an asset with a degree of inflation hedge.
- Gain access to a significant investable opportunity set in infrastructure that is not generally accessible to private wealth.