

STRATEGIC PRIORITIES

Our strategy is enacted under three key areas:

Grow

our existing investment platform



Goal:

- Develop pipeline of institutional fund launches, leveraging our experience and performance track record
- Scale up our deployment, generating operating leverage

Strategy in action in FY23:

£172 million

Private Equity division organic fundraising in the year¹

£690 million

deployed by Infrastructure (FY22: £484 million), with substantial future deployment rights of £1,657 million (FY22: £427 million)

Year ahead:

- Strong pipeline of organic fundraising scheduled for FY24 and beyond, in markets with long-term structural growth trends
- Utilise historic leadership in our key markets to benefit from investment opportunities created by increasing sustainability focus of corporations and governments around the world

Diversify

and develop new investment strategies



Goal:

- Continue to invest into core asset classes whilst also diversifying into adjacent assets
- Utilise and transfer capabilities that we have developed within the Group's entrepreneurial culture to build our position in adjacent markets

Strategy in action in FY23:

Hydrogen market

Successfully expanded into adjacent classes such as green hydrogen and aquaculture

Carbon trading

Foresight Sustainable Forestry Company became the first listed fund to become a member of the London Stock Exchange's Voluntary Carbon Market

Year ahead:

- Utilise our existing green hydrogen infrastructure portfolio, and our experience in developing renewable energy projects, to strengthen our position in what we believe is a key area in helping companies and countries worldwide
- Continue to build diversified portfolios across the Group to deliver on their decarbonisation commitments, reduce risk and deliver robust, attractive returns

Expand

our geographic footprint



Goal:

- Expand investment strategies geographically
- Attract investors from across the globe

Strategy in action in FY23:

ICG acquisition

Transformational acquisition, strengthening international offering and establishing Foresight as one of the leading renewable generation and infrastructure investors in Australia

Expansion into US

Appointment as sub-adviser to the Cromwell Foresight Global Sustainable Infrastructure Fund

Year ahead:

- Market both established and new strategies to Foresight's diversified and increasingly international investor base
- Replicate successful expansion into the US through further distribution opportunities across other geographies, including Europe

1. Excluding funds already under Foresight management.