## Business model

## Our key influences Our three business divisions Revenue model Our markets Infrastructure Group revenue 🔁 See page 10 Products provide direct access to a broad range of infrastructure classes, most notably addressing the significant investment opportunities resulting from Our assets the global decarbonisation, increasing electricity consumption and national 🔁 See pages 12-23 initiatives to increase energy security. Non-recurring Recurring • The experienced in-house global team source, develop, operate and manage Our workforce these investments on behalf of our fund investors. Management fees Arrangement fees 🔁 See pages 95-100 See pages 12-15 Based on NAV or Paid on specific deals committed capital of reflecting Foresight's Our Stakeholders' Private Equity Limited Partnership broad transactional views capabilities (capital funds. 🔁 See pages 48-53 • Remain one of the most active SME investors targeting the SME equity gap in the deployment, fundraising Secretarial fees UK and Ireland, focusing on the up to £10 million transaction sector. and refinancing). Administrative services Our sustainability · Leverage deep regional relationships and high-quality management capabilities provided to funds. Marketing fees approach to support and create value across our diverse portfolio through prevailing Based on initial funds 🔁 See pages 56-113 Directors' and market conditions. raised from tax-based monitoring fees See pages 16-19 retail products. When Foresight staff are appointed as Directors Performance/other fees Foresight Capital Management of portfolio companies. Performance-based income realised from Provide retail and institutional investors access to listed real assets and certain investment exits. sustainable investment opportunities through actively managed open-ended vehicles. • Apply Foresight's deep knowledge of private markets to opportunities in 85-90% 10 - 15%listed markets. Guidance Guidance 🔁 See pages 20-23