

Solvency II and Infrastructure

Drivers of infrastructure investment?

- More than standard formula calibration
- More than matching adjustment

Domain of the most sophisticated?

Approved internal models

Could Solvency II promote a more disciplined approach to infrastructure investment?

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The Case For Infrastructure

A Funding Gap

• \$3.4 trillion in total, \$500 billion per year

Attractive Yield: Credit spread of 1% to 2%

• 4% to 5% yield from PFI bonds vs 3% yield from sovereign debt

Lower Annual Default Rate

• 1.5% for project finance debt vs 1.8% for corporate bonds

Higher Recovery Rate

• 75% for project finance debts vs 45% for corporate bonds

Diversification

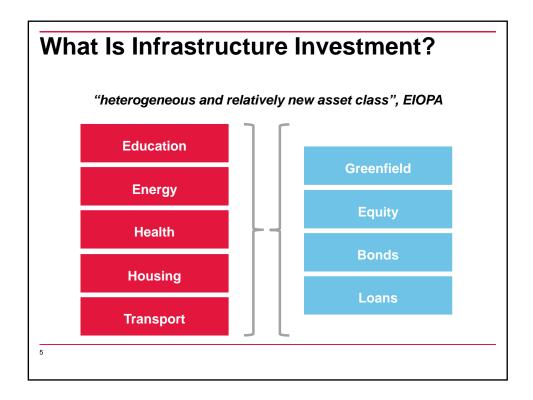
· Low correlation with other asset classes

Liability Match

• Long term investment horizon

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Allocation to infrastructure over next 12 months UK Insurance Growth Action Plan: £25 billion AXA: €10 billion AG Insurance: €3 billion CNP Assurances: €2 billion Increase Maintain Decrease Source: Preqin Investor Outlook Alternative Investments H1 2014



Standard Model Calibration

No tailored charges for infrastructure investments

- Function of whether listed/unlisted/equity/loan Implications:
- Not treated as a distinct asset class
- No specific diversification benefit
- · Does not account for specific default and recovery prospects

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Matching Adjustment

"What is important from the PRA's perspective is that a firm holds sufficient capital against the risks of its investments and that has

- · the right expertise
- information and;
- systems

to be able to manage the risks of those investments both at the underwriting stage and in its subsequent monitoring of the exposure."

Andrew Bulley, Director of Life Insurance, Bank of England

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Regulatory and political risks Construction risk Liquidity risk Hard to benchmark and value Lack of industry data Lack of knowledge and experience

Conclusion

Tempting, but not straight forward asset class

- · Potential to increase yields
- · Potential to reduce asset-liability mismatches

Necessary expertise likely to be limited to a few Availability of suitable projects

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Thank You

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Solvency II Could Be A Double-Edged Sword For Infrastructure Investment, July 7, 2014

Global Infrastructure: How To Fill A \$500 Billion Hole, January 16, 2014

How To Unlock Long-Term Investment In EMEA Infrastructure, October 4, 2013

Project Finance Default And Recovery: Shale Gas Fuels Rise in U.S. Defaults, August 9, 2013



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