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***VIDEO TRANSCRIPT OF TFI-NEWS INTERVIEW WITH STEPHEN BURNS,
EUROPEAN HEAD, AE CAPITAL ADVISORS***

INTRO: With its roots in Australia, Access Capital Advisors is the seventh largest infrastructure manager in the world, combining the roles of investment advisor, portfolio manager, asset manager and asset consultant.

TFI News met with Stephen Burns, the European Head to discuss the business further. I started by asking Stephen about their business model and its origins.

BURNS: Access has been advising pension fund clients in the infrastructure and alternative space for about 14 years.

We got into the alternative and infrastructure space originally on the back of sort of requests from our clients and interest from our clients in this space and a lack of, I guess, detailed knowledge on the sector in the advisory space, back in Australia, for sort of 14 years ago.

Over the last 14 years, we've obviously got up a team that looks after various assets for our clients and we now, I think, have a unique skill set in that we combine the intellectual rigour of an investment advisor with the execution and management skills of a fund manager.

Our approach these days is primarily direct, although some clients do hold some indirect fund investments in the alternative space and the key focus, I think of mostly myself and most of my colleagues is on active management of our clients various assets

TFI: And you are now based here in London, heading up the U.K. and European operations. Is this due to client demand, requesting you move to the European marketplace or is that more assets to look at purchasing.

BURNS: Yes, personally I've been with Access for about 10 years now and I spent the first seven or eight back in Australia 'cutting my teeth', moved over here a couple of years ago and I've been helping to lead the effort in this part of the world.

Since that time, we have had offshore offices here in the U.K. and also in the U.S. for four or five years now and inaudible designed obviously to help service our clients existing exposures in the alternative space but also to enable us to be in the markets where we are looking to deploy capital, for our clients.

TFI: In terms of your clients, what's their profile and how come they select you for your services rather than the traditional infrastructure equity fund and what's your USP.

BURNS: Yeah. I think our clients are typically pension funds in Australia, so it would be a corporate government or industry pension funds.

Our clients, like I said earlier, started their investing life in alternatives in the funds space but quickly became aware of the various shortcomings of the fund, fund model and looked for an alternative and I think that's sort of where our platform was born from.

We sort of now have a club platform, if you like, where we pull interest from various clients and that enables them to have the scale to invest directly into alternatives and the club platform does address a lot of the issues that the traditional fund platform throws off in terms of conflict. We are a hundred percent dependent and in terms of, I guess, this approach, clients can actually come to us and say, "we want our portfolio to look like this" and we can deliver what it says on the box.

TFI: Now in terms of the investment premises, you are involved in both equity and debt. Do you see the debt side expanding now, as banks continue to tussle with their balance sheets and issues of financial lending?

BURNS: Yeah, I think that's right. I think our clients have the flexibility of being able to invest anywhere in the capital structure and we have successfully done that through the cycle, in terms of senior and junior debt opportunities and equity for the last decade or so.

In terms of the opportunities, going forward, clearly the issues with the European banks are well known and we've been able to take advantage of that, we've acquired a number of pieces of paper for clients over the last 3 to 6 months and in most cases it's been European banks looking to the best assets abroad and bring that cash back into Europe. So that's been a good opportunity for our clients and we've been quite pleased with that.

In terms of the opportunities, going forward, I think the refinancing wall, tsunami that's coming, will no doubt throw up a lot of opportunities and particularly distressed opportunities for our clients to look at and I suspect, there'll be plenty to go around for everyone.

TFI: Looking at the U.K. market now, the Government's in consultation with the industry on a new PFI Mark II model, using pension fund money for Greenfield projects, based on your experience in Australia, how has it worked in Australia and what lessons can the U.K. learn from the Australian market?

BURNS: Yeah, I think the Coalition government clearly has some pretty ambitious plans here in the U.K. I think that some of the numbers they have been throwing around or rather eye-watering in terms of the number of infrastructure projects they are looking to pursue over the next decade, as well as the quantum of sterling that is required to fund those and it clearly makes sense for private funds to come in and assist in that process and pension funds are obviously part of that.

One of the key approaches that they've put forward in terms of helping to facilitate pension fund money coming into that process, is to effectively introduce a (inaudible) vehicle, whereby a lot of the smaller or medium size pension funds can come together and contribute toward the infrastructure effort here in the U.K.

I think that make sense, I think that's a good idea, I think that provides effectively another route to market for those small to medium-sized funds. That said, I think an alternative, obviously is, more of a reform within the pension fund sector and some consolidation to create scale and I think that scale is effectively what has enabled a lot of the guys in offshore markets, the pension funds in Australia and the Netherlands and Canada to get so involved in investing in the infrastructure.

In terms of the conditions for infrastructure, I think they are there, I think the international pension funds that have come into the U.K. have proven that. They're been able to get comfortable with the local market and I'd be surprised if the local pension funds weren't able to get comfortable with the investing infrastructure in their own backyard.

TFI: Looking at 2012, what's your concern and hopes for the year?

BURNS: 2012 I think, should throw up plenty of opportunities for investors in the infrastructure space. There's clearly a lot of privatization activity coming, that we will hopefully get involved in for our clients.

I think there's obviously a lot of distress out there, so potential opportunities coming from corporates that could be quite attractive and as I've mentioned before, I think there are opportunities further down the capital structure in both mezz and senior debt debt to assist companies on that front.

TFI: Steve, thank you very much. Thank you.

BURNS: No worries