

The Californian Infrastructure Market

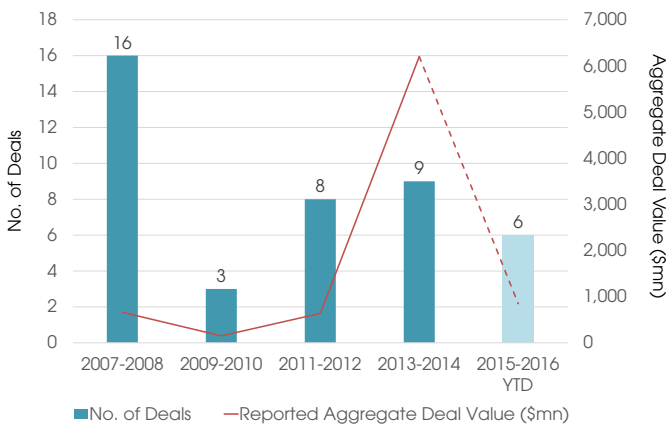
The deals module on Preqin's **Infrastructure Online** features extensive information on approximately 12,200 infrastructure deals, including information on 42 completed transactions in California since 2007. Deal flow peaked between 2007 and 2008, with 16 transactions completed, although it was not until 2013 and 2014 that aggregate deal value surpassed the \$1bn mark; nine transactions were completed in California during the period for a reported \$6.2bn (Fig. 1). The large deal values seen in 2013-2014 were mainly due to one large deal: the merger agreement for URS Corporation by AECOM for a \$6bn commitment, the largest Californian infrastructure deal in the period.

Deals involving renewable energy assets accounted for the majority (83%) of completed transactions since 2010, with deals involving solar power assets responsible for over half of Californian deal flow since 2007 (Fig. 2). As Fig. 3 displays, new developments were responsible for the majority (61%) of completed deals since 2007, with secondary stage assets representing over a quarter of transactions in California.

Preqin's **Infrastructure Online** contains detailed profiles for over 2,500 institutional investors targeting infrastructure, including 118 based in California. As with most developed US markets, California contains a diverse mix of institutional investors, with endowment plans, foundations, pension funds and private wealth institutions representing the majority of infrastructure investors (Fig. 4). High numbers of typically smaller institutional investor types mean that 40% of investors hold less than \$1bn in assets under management (AUM), with 67% possessing less than \$5bn in AUM (Fig. 5).

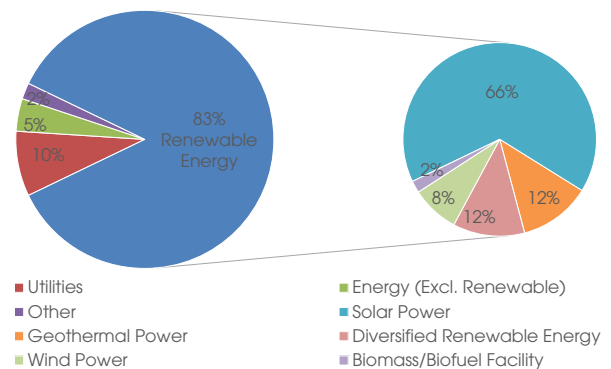
The majority of California-based infrastructure investors prefer to not invest in the asset class through a separate infrastructure allocation, choosing instead to invest via their real assets (34%) or private equity allocation (28%), in line with other US-based investors (Fig. 6). In terms of route to market, there is a clear preference among California-based infrastructure investors for investing through unlisted vehicles; 90% gain exposure through this route.

Fig. 1: Number and Aggregate Value of Completed Californian Infrastructure Deals, 2007 - 2016 YTD (As at 20 April 2016)



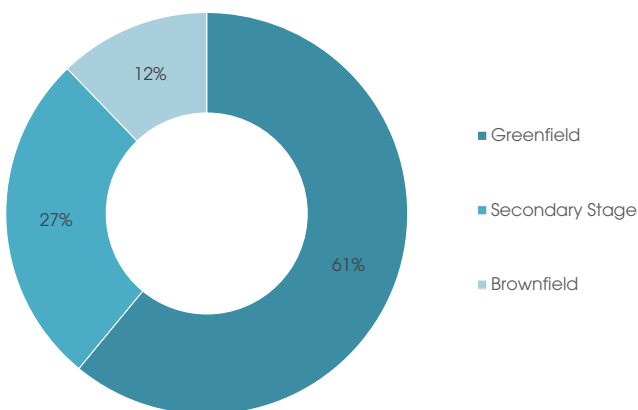
Source: Preqin Infrastructure Online

Fig. 2: Completed Californian Infrastructure Deals by Sector, 2007 - 2016 YTD (As at 20 April 2016)



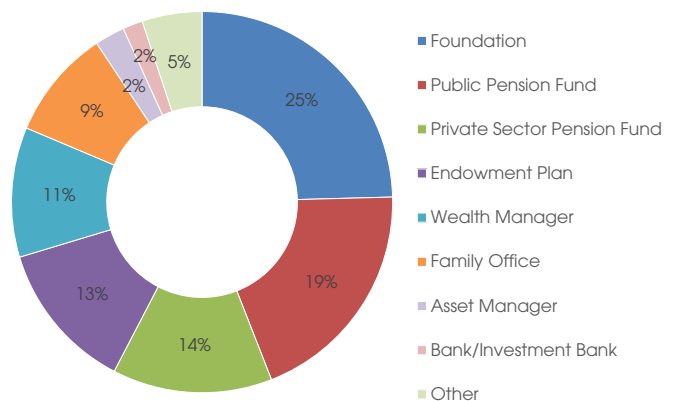
Source: Preqin Infrastructure Online

Fig. 3: Completed Californian Infrastructure Deals by Project Stage, 2007 - 2016 YTD (As at 20 April 2016)



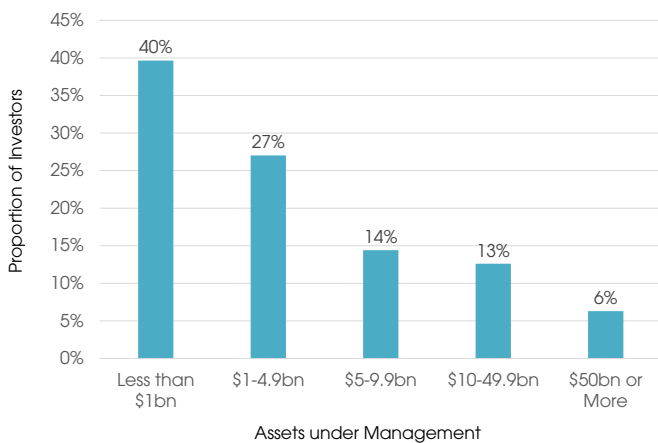
Source: Preqin Infrastructure Online

Fig. 4: California-Based Infrastructure Investors by Type



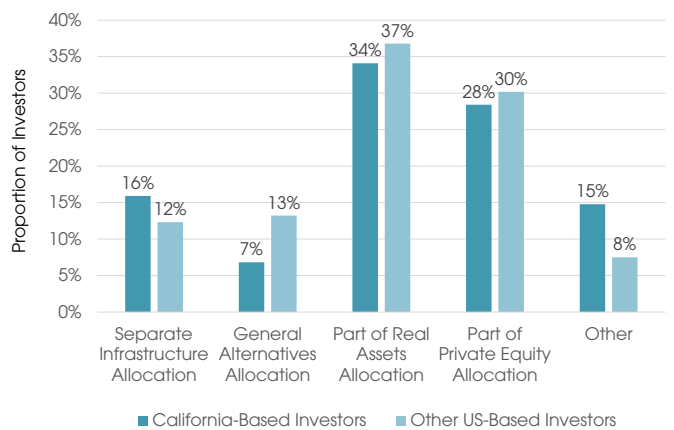
Source: Preqin Infrastructure Online

Fig. 5: California-Based Infrastructure Investors by Assets under Management



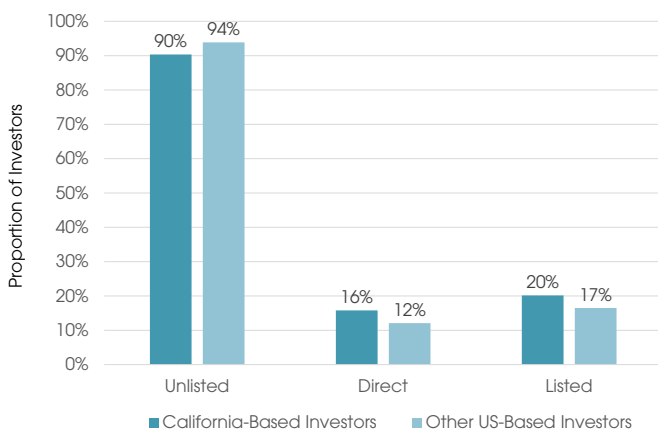
Source: Preqin Infrastructure Online

Fig. 6: Infrastructure Investors by Source of Allocation: California-Based Investors vs. Other US-Based Investors



Source: Preqin Infrastructure Online

Fig. 7: Preferred Route to Market of California-Based Investors vs. Other US-Based Investors



Source: Preqin Infrastructure Online

Fig. 8: Largest California-Based Infrastructure Fund Managers by Aggregate Capital Raised for Unlisted Infrastructure Funds in the Last 10 Years

Rank	Firm	City	Total Capital Raised in Last 10 Years (\$mn)
1	Ares Management	Los Angeles	3,063
2	McMorgan & Company	San Francisco	1325
3	US Renewables Group	Santa Monica	645
4	Vision Ridge Partners	Boulder	430
5	CIM Group	Los Angeles	200

Source: Preqin Infrastructure Online

Fig. 9: Notable Completed Infrastructure Deals in California, 2007 - 2016 YTD (As at 20 April 2016)

Asset	Investor(s)	Deal Date	Industry	Total Deal Size (mn)
URS Corporation	AECOM	Jul-14	Economic	6,000 USD
California Flats Solar Project	Apple Inc.	Feb-15	Solar Power	848 USD
Shiloh II Wind Project	EDF Group, J.P. Morgan, New York Life Insurance Company, Wells Fargo Bank	Apr-08	Wind Power	300 USD
BrightSource Energy	Alstom, BP Ventures, California State Teachers' Retirement System (CalSTRS), Chevron Technology Ventures, DBL Partners, Draper Fisher Jurvetson, Morgan Stanley, VantagePoint Capital Partners	Mar-11	Renewable Energy	200 USD
Rialto Water & Waste	Table Rock Capital, Unidentified Investor(s)	Dec-12	Water Utilities	172 USD

Source: Preqin Infrastructure Online

Data Source:

Preqin's **Infrastructure Online** is the leading source of intelligence on the infrastructure industry and features details for all aspects of the asset class, including infrastructure transactions, fund managers, strategic investors and trade buyers, net-to-investor fund performance, fundraising information, institutional investor profiles and more.

For more information, or to arrange a demo, please visit: www.preqin.com/infrastructure