



Recent Progress & 2024 Focus

- Signed partnership agreement with FT (Financial Times) Wilshire in late 2023 to develop a suite of specialist-listed infrastructure benchmarks. These will be offered to members and the broader investment community. Partnering with the FT and Wilshire provides GLIO with a much broader platform to promote the asset class.
- The launch of the FT Wilshire GLIO Developed Infrastructure Index took place on February 06, 2024. Further index products will be launched during 2024 based on member's feedback and client demand.
- 12x Monthly mailout (delivered first trading day of every month) – FT Wilshire GLIO Index monthly round-up and stats, plus members' research and news. Emails have a +50% 'Open rate' according to Constant Contact reports. Members' research reports are included where provided.
- 52x Weekly (delivered weekends) FT Wilshire GLIO Index mailout – key constituent press releases and member news. Emails have a +50% 'Open rate' according to Mail Chimp reports. Members' research reports are included where provided.
- 2x GLIO Journals distributed to 5,500 individuals. Distribution dates are January and July. The Journal on average is read by 3,000 individuals. 1,000 copies are printed and sent to members, potential members, and the CIOs of the top 300 global pension funds. Members' research and opinion article are included where provided.
- Sale of advertising space in the GLIO Journal, plus on weekly and monthly email 'real estate'. Advertising was introduced to cover the increased costs of production and distribution.
- Launched a curated 'real-time' news service for the FT Wilshire GLIO Index constituents and GLIO members. We capture all relevant company press releases and display them here, plus these are repeated in the weekly and monthly emails:
 - <https://www.glio.org/index-news>
 - <https://www.glio.org/members-news>
- Launched searchable research database which includes GLIO Journal articles, and GLIO members contributed research. This will help investors easily access key educational material and listed infrastructure reports. Use code: GLIO88
 - <https://www.kubrosearch.com/portal/glio-public/research.php>



GLOBAL LISTED INFRASTRUCTURE ORGANISATION

- Launched GLIO YouTube channel as a central point for GLIO seminar videos and members contributed videos.
 - See: <https://www.youtube.com/@listedinfra/videos>
- Organise GLIO annual seminars with the GLIO Outreach Committee in:
 - Sydney – March 19, 2024 (with Morgan Stanley)
 - Stockholm – mid-May, 2024 (with United Bankers)
 - London – July 3, 2024 (with National Grid)
 - New York – late September 2024 (with DWS)
 - Zurich – October/November 2024 (with Vontobel/Duff & Phelps)
 - For 2023 events see: <https://www.glio.org/outreach-committee>
 - Targeting investment managers, pension funds, SWFs, investment consultants, and listed companies. Over 350 attended GLIO events in total in 2023.
- Continued to work with the G20/OECD to recommend the formation of listed Infrastructure Investment Trusts (IITs) to help finance national infrastructure fund gaps.
- Global Trademarks in place for 'GLIO' and 'IIT'
- Work with GLIO corporate members to maintain individual infrastructure sector [primer/101s](#) to help investors better understand the key benefits of the main sector groups. Issue 14 of the GLIO Journal includes CEO Q&As on Utilities, Towers, and Energy Transport.
- Continuing to grow the GLIO membership network, supporting members forging closer links with each other. Membership 70 members at the end of 2023. Target to grow the membership to 85 by the end of 2024. The long-term target is 150 members to be 'truly representative'.
- Expanding research on the FT Wilshire GLIO Index series to educate asset owners and consultants to better understand the benefits of listed infrastructure investment.



GLOBAL LISTED INFRASTRUCTURE ORGANISATION

- Continue to promote the benefits of listed infrastructure via education articles in the specialist investment press, notably:
 - 'IPE Real Assets' plus GLIO Index stats
 - 'i3 – Investing in Infrastructure' plus asset class updates
 - Infrastructure Investor & Information
- Between IPE & i3, GLIO promotion reaches over 10,000 global buy-side professionals – it is simply fantastic awareness for the asset class.
- Continue to help grow the approx. \$153bn funds under management which are currently managed by the dedicated listed infrastructure managers through research, education, and global investor outreach.
- Regular [LinkedIn](#) posts promoting the asset class. FH/GLIO has >22,000 followers. Post views average between 1,500 and 3,000. We regularly 'repost' member's news and research to 'boost' views.
- Continue to grow GLIO's active contact list (currently 5,500 individuals) with a focus on the buy-side and investment consultant community. For example, we added 1,600 US pension fund contacts in 2023.
- www.glio.org increased traffic to 3,000 unique users in 2023.