

TU1402 Industry Innovation Days - Lisboa



ANTÓNIO SOUSA

April 2018



LEADING EUROPEAN MOTORWAY COMPANY



CREDENTIALS



6 concessions in Portugal



19 motorways



1600 km



43% market share (in km)



2400 employees



US & Holland footprint

+45 years of experience with proven results delivered

SHAREHOLDERS

57.3%



JOSÉ DE MELLO

Long lasting Portuguese Corporate Group (since the XIX century)
Diversified role in the Portuguese economy
Business platforms held by José de Mello, SGPS



40.6%



Independent fund manager investing in European infrastructure assets
Managing investments with aggregate enterprise value of €17bn



Remaining 2% are OTC Free Float

FINANCIALS



€ million	2015	2016	Δ%
Turnover	615	648	+5%
EBITDA	451	484	+7%
EBITDA-CAPEX	399	426	+6%

2017 YE consolidated accounts to be released by April 2018

Rating

		
	Baa3*	Ba1
	BBB+	BBB

*Positive outlook since Q3 2017

Investment Grade

Solid Financials with resilient cash-flow generation

PORTFOLIO

Motorway Concessions



70%



70%



50%



100%



37%



15%

Operations, Technology & Mobility Services



60%



100%



100%



100%



40%



100%



100%



50%



100%



79%



100%



Others



74%



36%

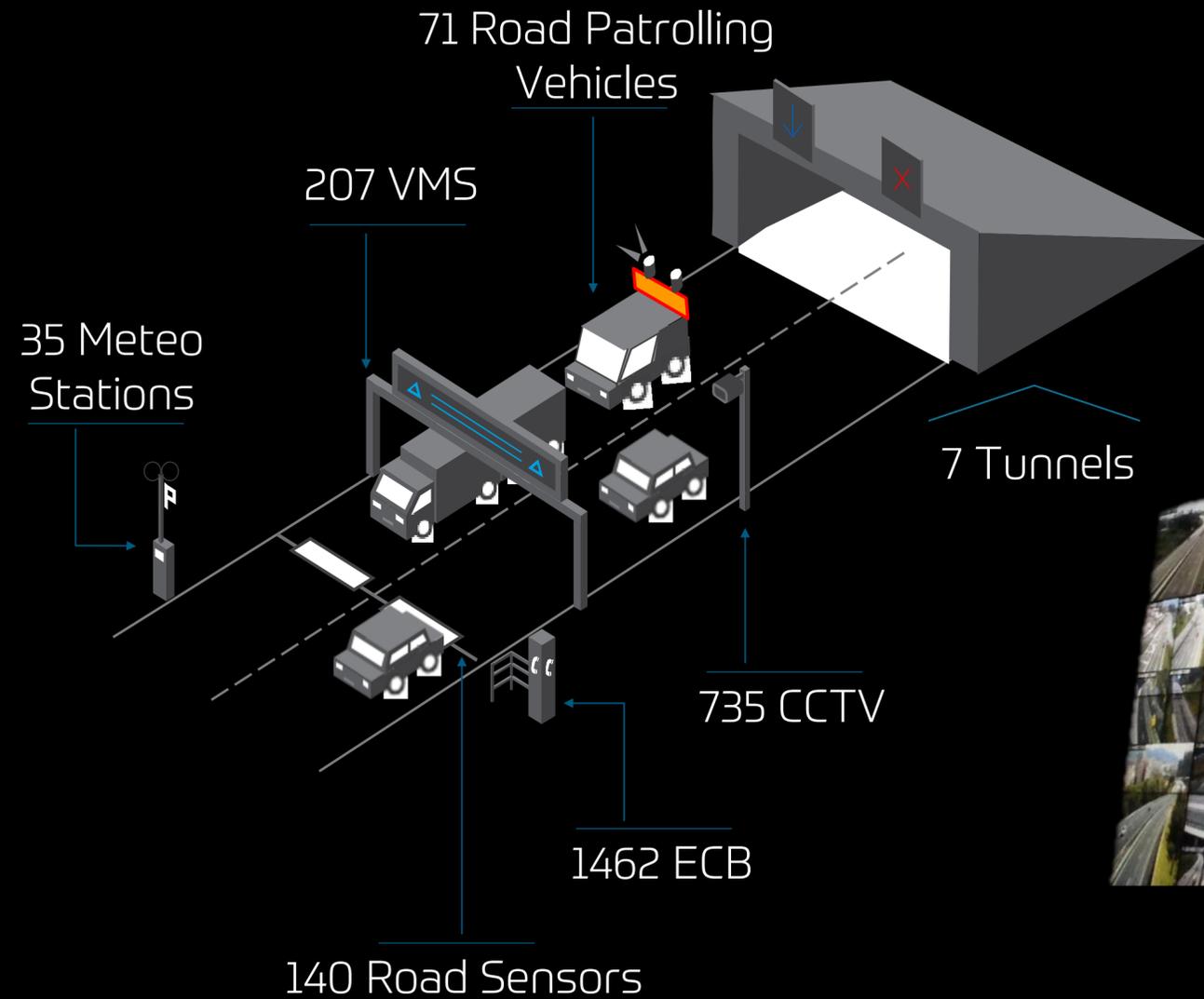


16%

1. Includes investments in road concessions in Portugal, Spain and France

OPERATIONS AND ROAD ASSISTANCE

Operational Coordination Center



Coordinates resources for an active traffic management including road assistance

Monitoring



Pavement monitoring



Retroreflection measurement

Environmental monitoring



Slope instrumentation



Materials testing

Bridges inspection



Road safety



Under BGI management



CAPEX

60 M€ per year



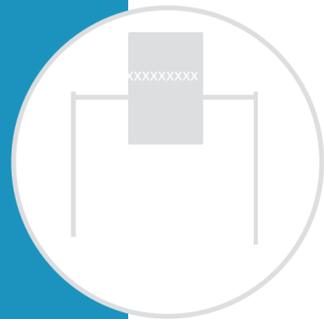
3 000 km

Pavement monitoring



10 000

Tests
(Environment and
Materials)



1 300

Gantries



SOS

2 956

Telematics equipment



2 576

Bridges, viaducts
and tunnels



35 000

Signs



Portagem

Péage

1 291

Tool equipments



580

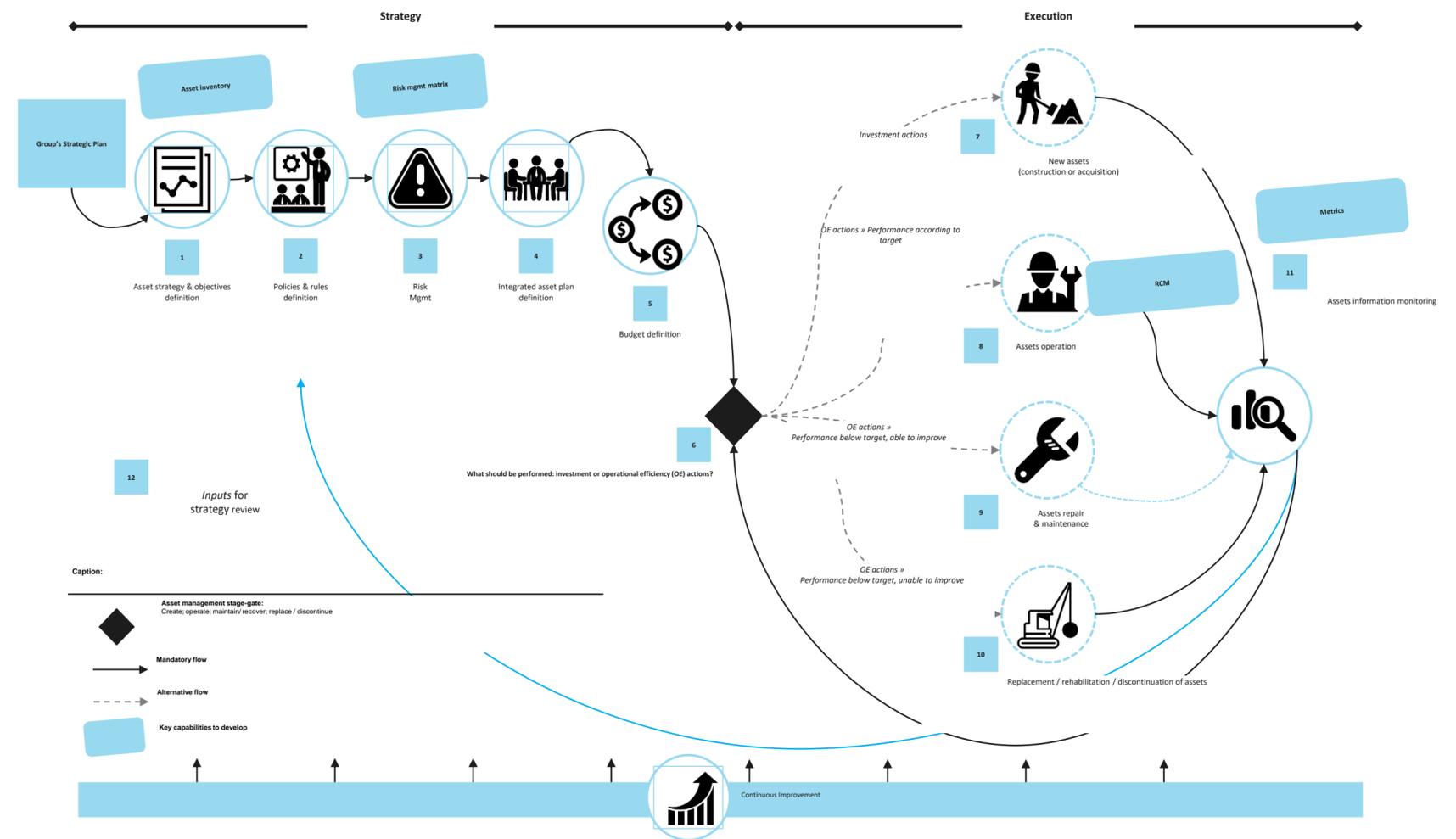
Equipaments for
slope monitoring



Our ambition

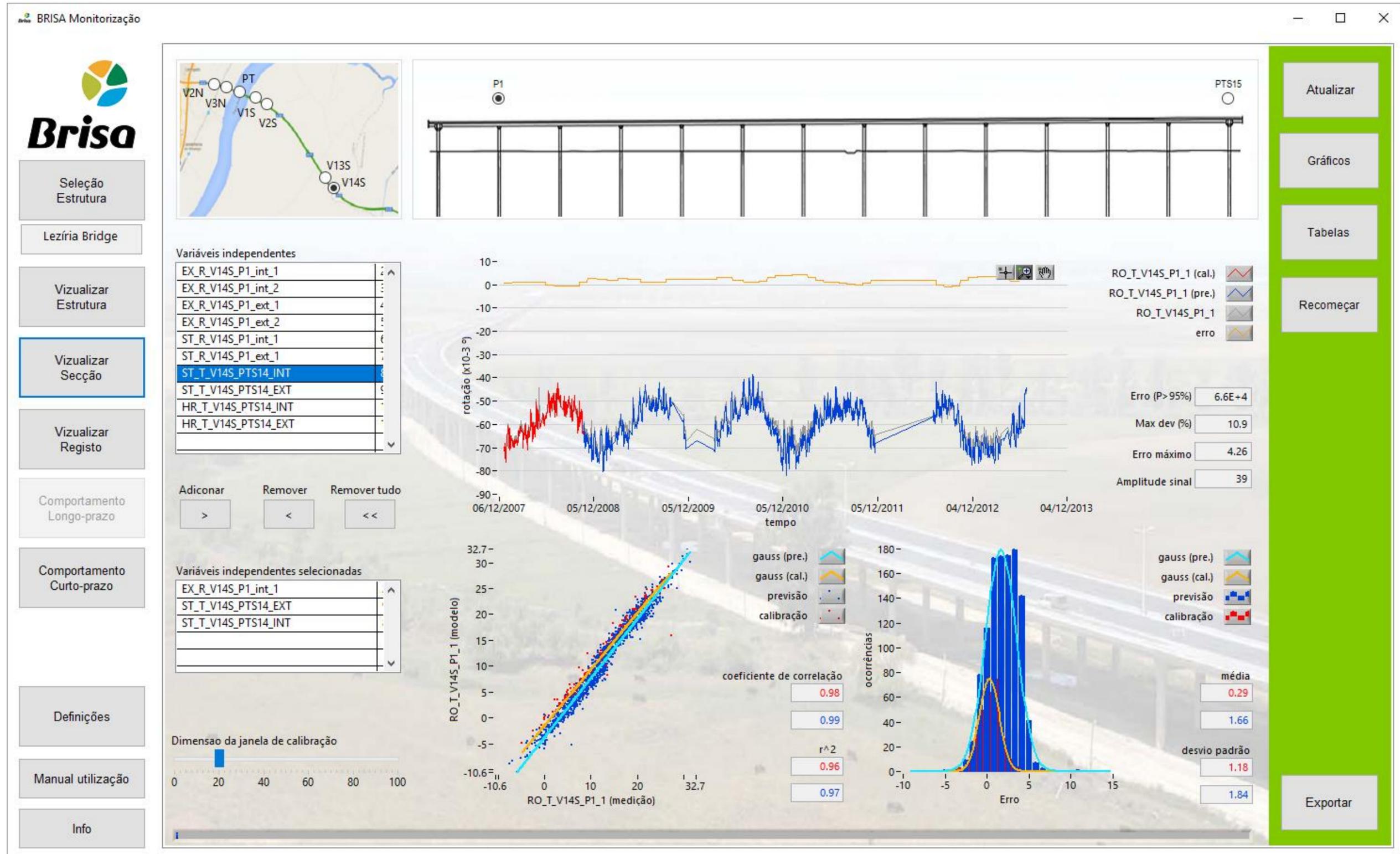
- Design and implementation of an Asset Management System
- Inventory of the assets under an integrated vision
- Implementation of an effective risk management system that supports the decision-making process
- Digital monitoring

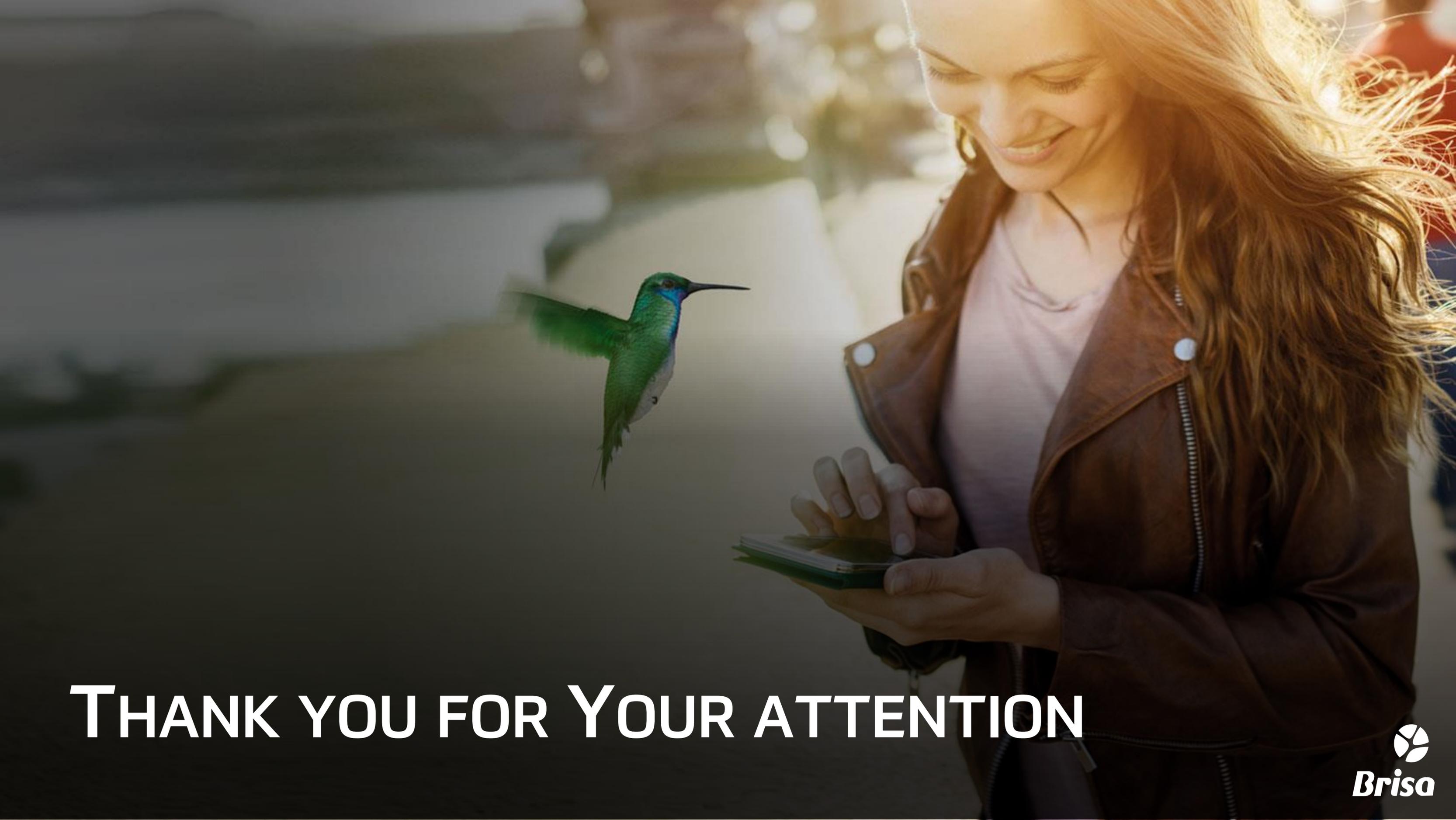
... reinforcing a culture of maintenance



Lezíria Bridge

Long-term vigilance – check patterns change in the measurements





THANK YOU FOR YOUR ATTENTION