

# 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%



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



MOODY'S	Baa3*	Ba1
FitchRatings	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%

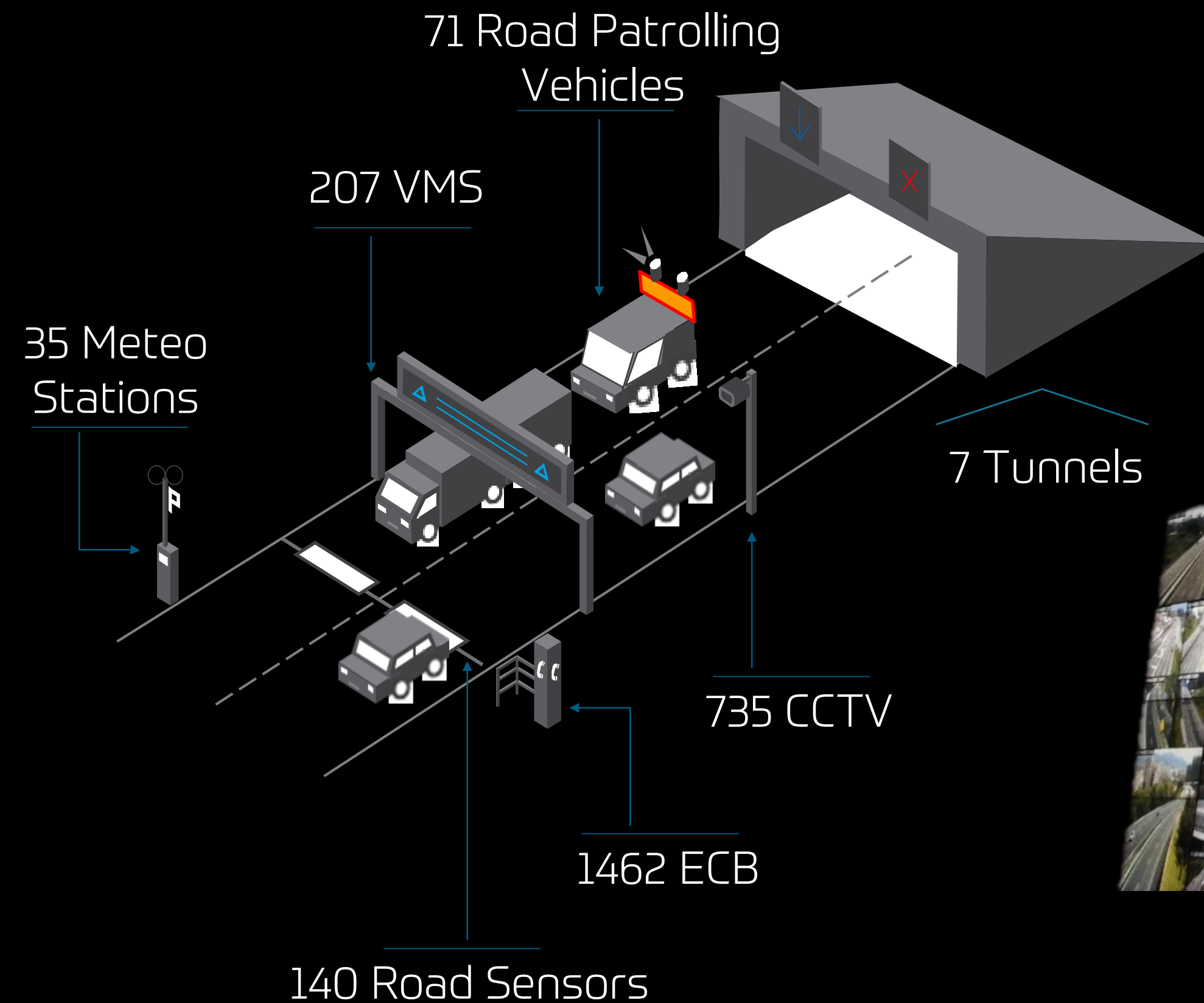
1. Includes investments in road concessions in Portugal, Spain and France





# 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



60 M€ per year



3 000 km

Pavement monitoring



10 000

Tests  
(Environment and  
Materials)



1300

Gantries



2 956

Telematics equipment



2576

Bridges, viaducts  
and tunnels



35 000

Signs



1 291

Tool equipments



580

Equipaments for  
slope monitoring

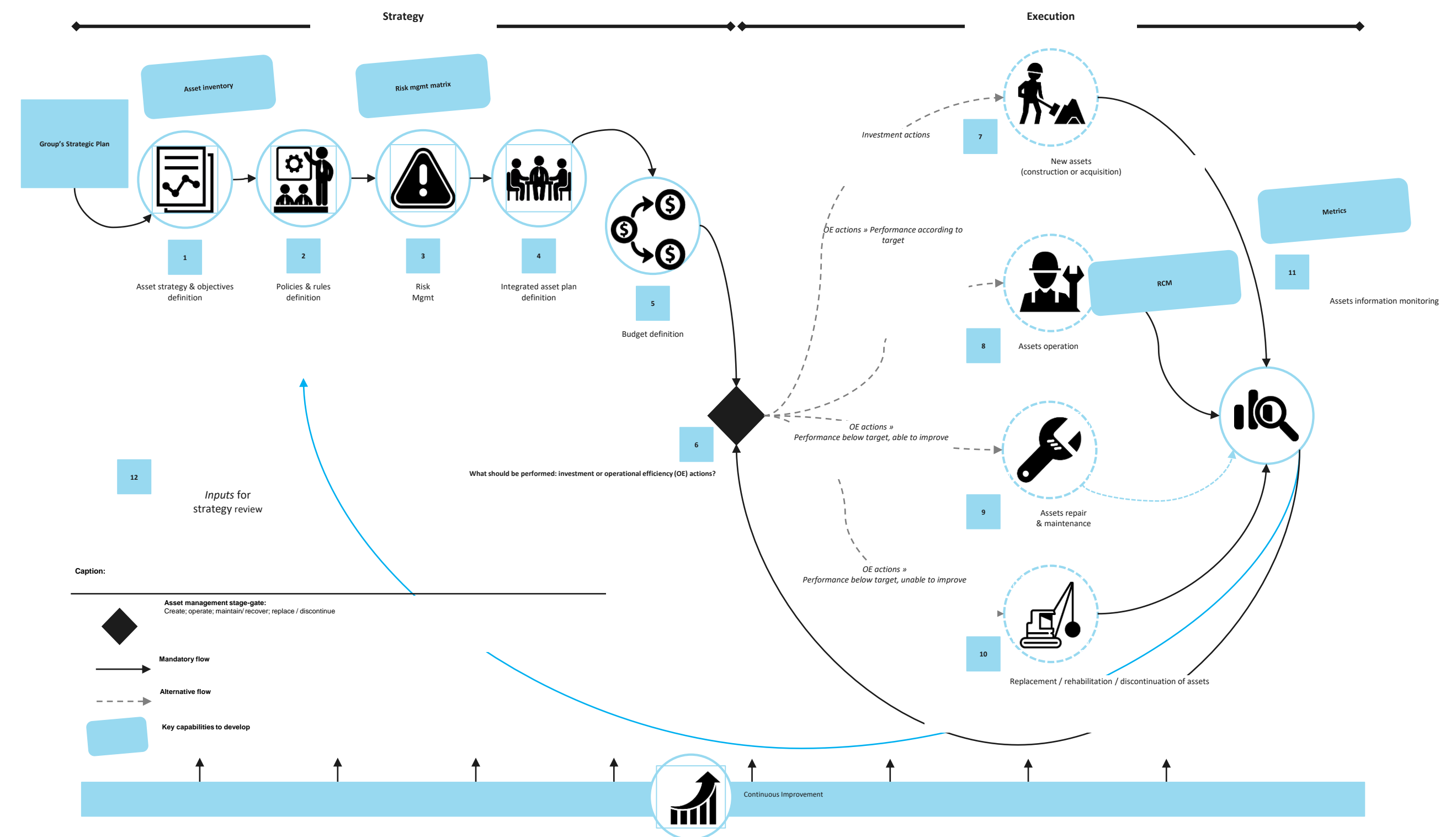




# Our ambition

- 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

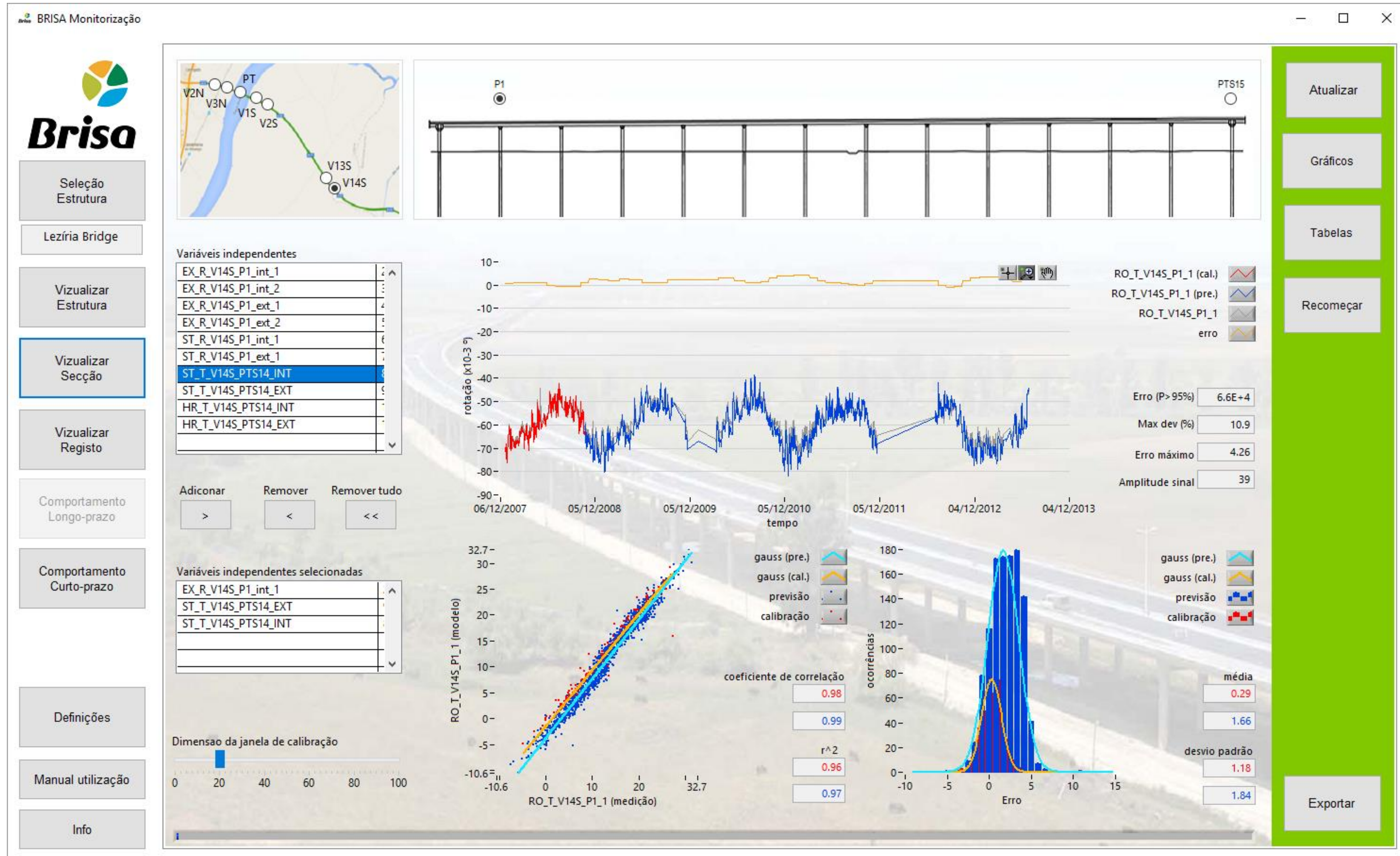
... reinforcing a culture of maintenance



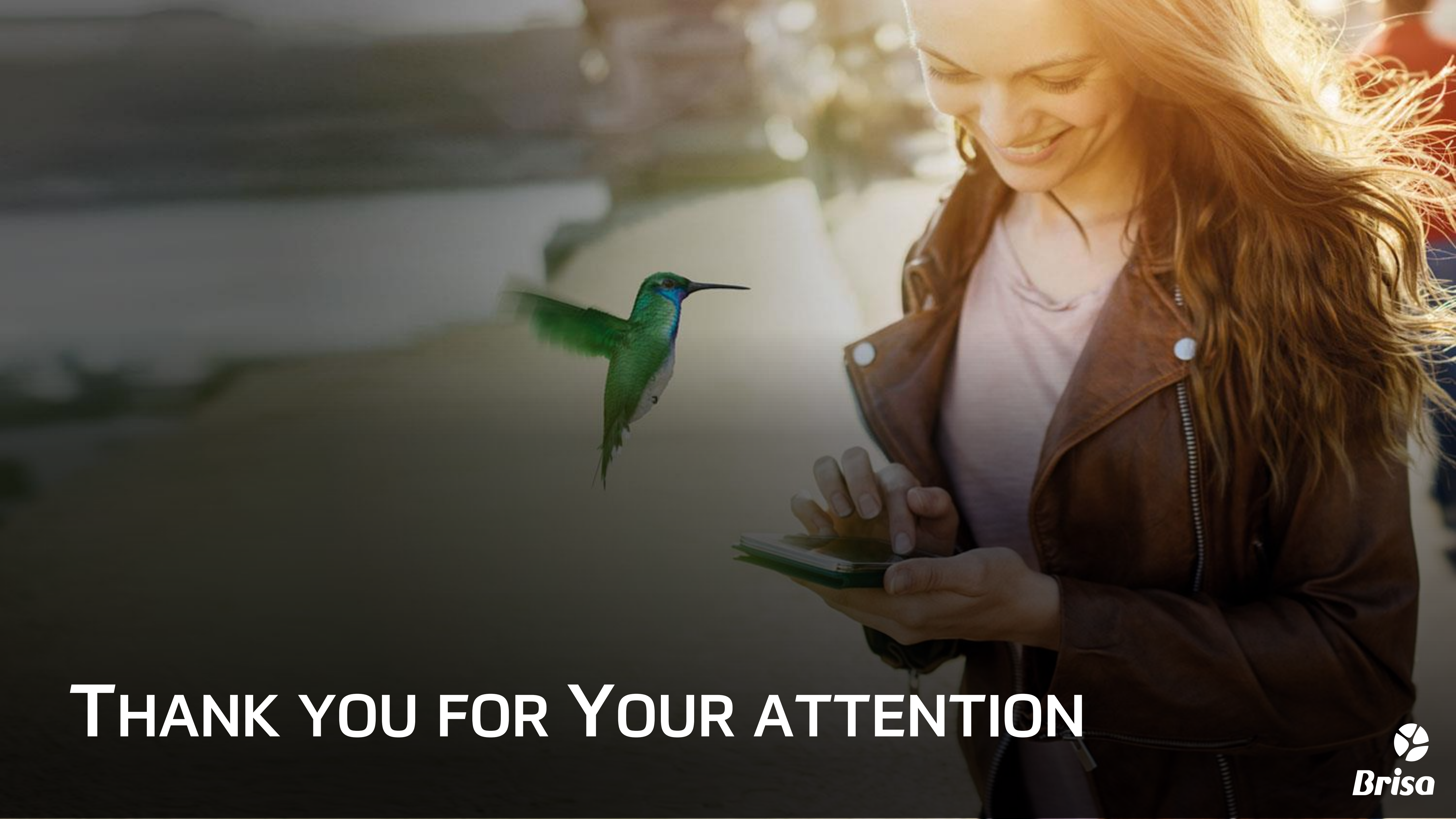


# Lezíria Bridge

## Long-term vigilance – check patterns change in the measurements







THANK YOU FOR YOUR ATTENTION

