



**CORPORATE
PRESENTATION 2018**

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Together we move the world

Abertis manages thousands of kilometres of high capacity, high quality roads around the world. Our top priority is the safety of all travelers using our roads.

We want to be a part of the solution to challenges associated with increasing global road travel. That's why our commitment to society focuses on long-term investments in high-quality infrastructures.

We have been working for over 60 years to become a leader in the sustainable financing and management of the infrastructure of the future. Our track record makes us a trusted partner for governments.

This is how we aim to build the foundations of our success, for the benefit of our employees, clients and partners.



1 Abertis at a glance

International leader

We manage thousands of kilometers of high capacity, high quality roads around the world.



15 countries



8,650 kilometres



More than 15,000 collaborators

Partnering with governments

Our long-term commitment and high quality services make us a trusted partner to governments.

Long-term vision

We want to be a part of the solution to problems associated with the increase in global traffic.



More than 60 years of experience



Best practices



Management excellence

Safe and innovative roads

We invest in technology and smart engineering to make sure our customers have the best experience.



Global road safety campaigns



Mobility innovation



Leaders in free-flow toll systems

Financial strength and industrial experience

Abertis is a leader on one of today's greatest global challenges: the sustainable financing of the infrastructure of the future.



Solid results:
Revenue +13%
Ebitda +14%
Net profit 13%



Investments
€3,728Mn

Value creation

We combine commitment to our shareholders and employees with our contribution to the growth of the countries in which we operate.



Dividends: 10%



Committed to society and the environment



Over €1,800Mn in tax contributions



Responsibility and transparency

2 Abertis in the world

France

2,039 km
2,756

Spain

1,778 km
2,058

Brazil

3,250 km
5,375

Italy

236 km
609

Chile

771 km
1,231

Puerto Rico

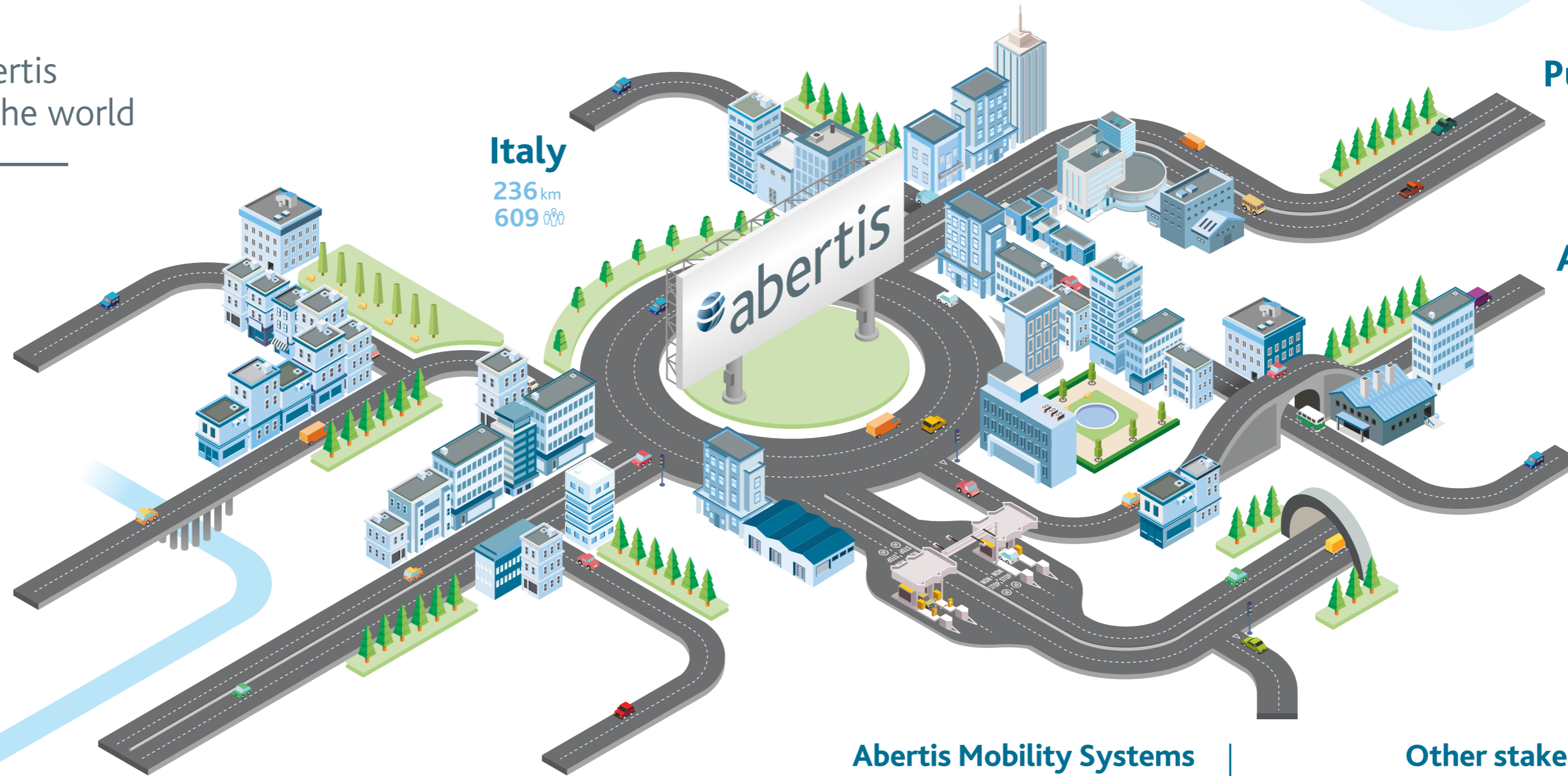
90 km
80

Argentina

175 km
2,160

India

152 km
53



Abertis Mobility Systems

715
Collaborators

8
Countries



Other stakes

Financial holdings

86km Colombia
74km United Kingdom

Other non-consolidated holdings

90% hispasat
34% cellnex
driving telecom connectivity

3 Road Safety, our priority

Our ambition: zero fatalities in our roads

Abertis' Road Safety program capitalizes on more than 50 years of knowledge and experience in road construction and management with the highest standards of quality.

We invest in technology and smart engineering to make sure our customers have a smooth experience using our roads.

We apply advanced construction and management practices and collaborate with world-class institutions and organisations.

Each year we launch awareness-raising initiatives for groups such as children and young people, while promoting university research programs.

Since 2017 we have been partnering with UNICEF to help them with their initiatives to fight the main cause of death of children in school age: road accidents.



Continuous investment

€ **43** Mn
in 2017

Accident rate (FR-1)

▼ **3,2%**
2017

Death rate (FR-3)

▼ **6,1%**
2017



4 Road Tech

A platform for a smarter, safer and cleaner mobility

Abertis is committed to finding solutions to the challenges of the mobility of the future

We manage roads in an efficient and modern way, innovating in technology and investing in smart engineering programmes for a sustainable future.

Abertis' Road Tech programme drives projects that focus on the new challenges facing

mobility, such as electric, connected or autonomous vehicles.

The Group also leads on innovation in the digitalization of toll road payment methods and mobility solutions through the implementation of free flow toll projects in several countries.

Road Tech Projects

Connected roads



Autonomous vehicles



Electric vehicles



Abertis Mobility Services

State-of-the-art tolling and free-flow technology



Transactions / year
341 million

Accounts managed
3,8 million

Payment devices



Client accounts
8.000

Devices in the EU
150.000

Collaboration



5 A trusted partner for the infrastructures of the future

Our partners



Brookfield

ARDIAN



Abertis wants to be a trusted partner to both governments and companies, to contribute to one of today's global challenges: the sustainable financing of the infrastructures of the future.

Fostering public-private partnerships

Our track record of collaboration with governments brings alive the advantages of public-private partnerships:

- Efficient management of public assets
- Sustainable mobility solutions
- Boost to economic development
- Contributes to make public resources available

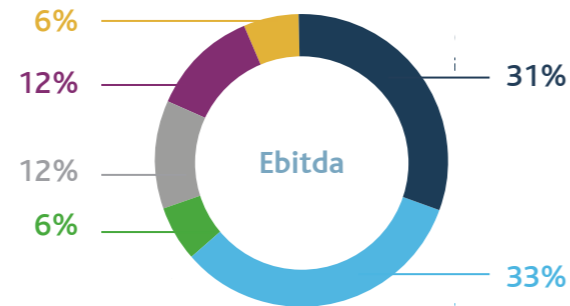
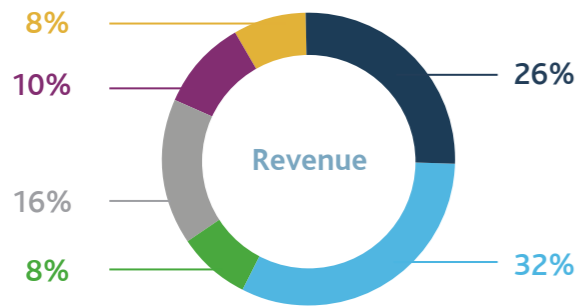
Investment agreements in exchange for extensions to concession terms

France	Brazil	Chile	Puerto Rico	Italy	Argentina
€ 750 Mn	€ 2,000 Mn	€ ~800 Mn	€ 125 Mn	€ 1,500 Mn	€ 565 Mn
Relance Plan I Relance Plan II	Arteris network improvement plan	Autopista Central and Autopista del Sol	Extension of PR-22 and PR-5	Northern Link	GCO and Ausol network improvements

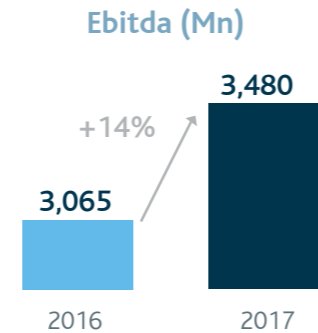
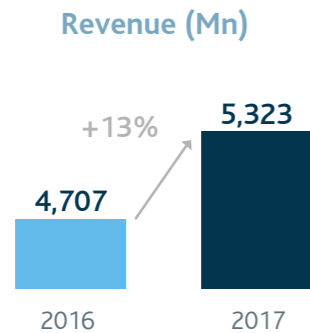


6 Solid growing results

Growth across all figures (2017)



● Spain ● France ● Italy ● Brazil ● Chile ● Rest



We offer our shareholders the best combination of growth and yield

Efficient balance sheet management

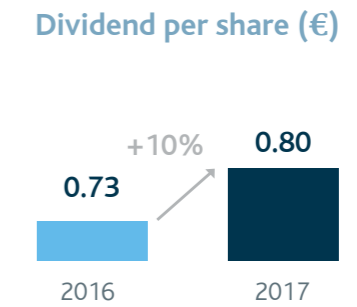
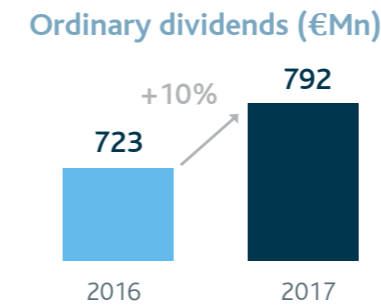


Fitch BBB+
S&P BBB
Rating

4%
Average cost
of debt

2.1%
Cost of
corporate debt

Increasing shareholder remuneration



7 Focused on continuous growth

Abertis focuses on disciplined growth in markets with solid and trusted legal frameworks.

The Group analyzes all projects under a strict financial discipline, from the perspective of the industrial role that characterizes the company.

In the last years, Abertis has grown with its entry into new markets through acquisitions, or by reinforcing its existing asset base through the purchase of additional minorities –in France or Italy-, or new concessions –Brazil-.

Over € **7,000** Mn
investment in growth in the
2015-2017 period

Over € **3,600** Mn
investment in growth (2017)

France

Acquisition of up to 100% of HIT (Sanef)

Italy

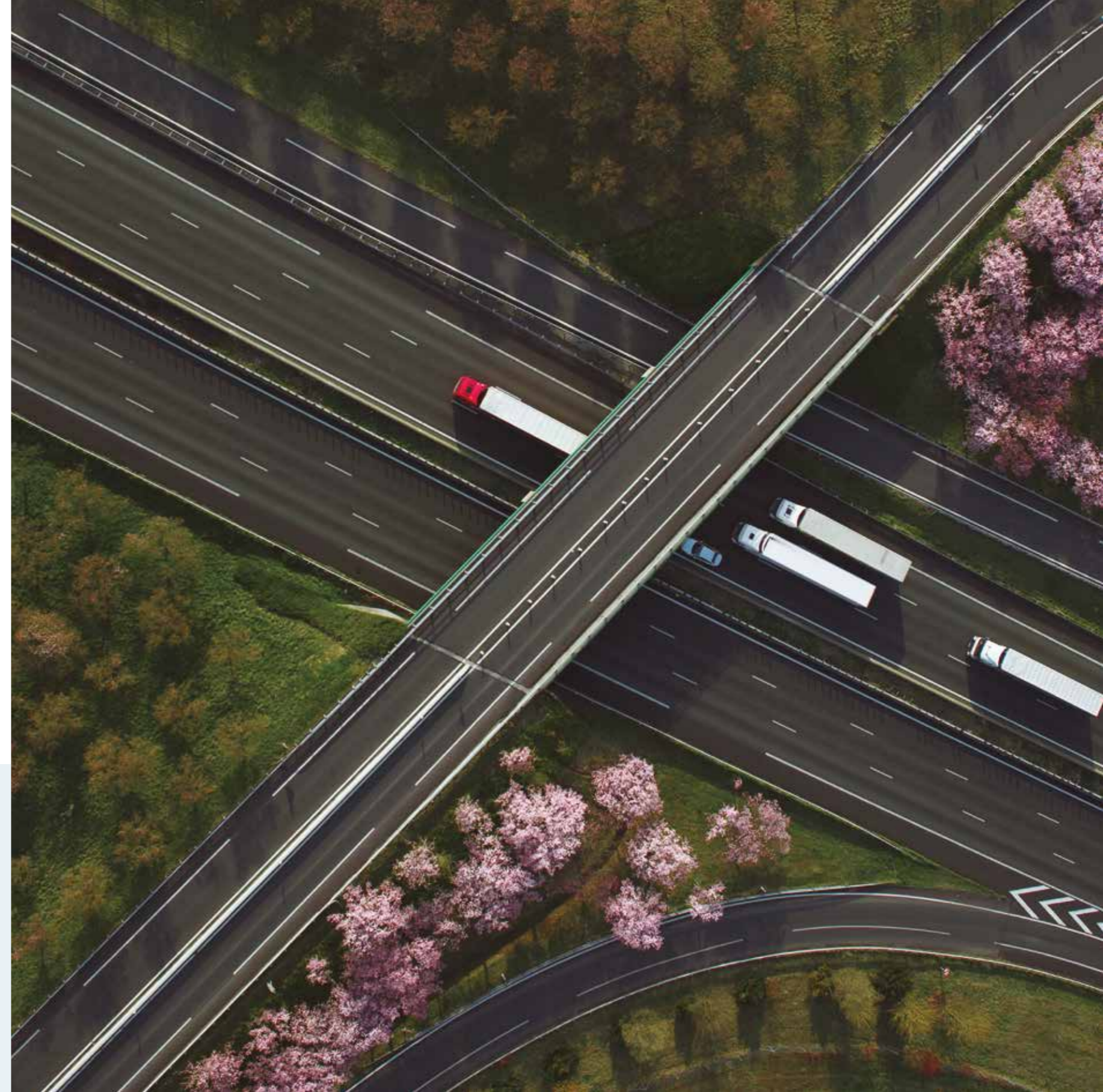
Acquisition of up to over 90% of A4 Holding

India

Acquisition of two roads

Brazil

Acquisition of Via Paulista



8 Commitment to Society and the Environment

We want to contribute to the growth of the countries in which we operate, not only from a purely economic perspective, but also through the social impact of our activities: with our dividends and salaries, improved road infrastructure resulting from our continuous investment, territorial development in terms of our relationship with suppliers and clients or the financing of wellbeing through taxes, among others.

We are committed to a fair and inclusive work environment where the contribution from each employee is valued.

We promote diversity through our hiring, internal promotion and training and development programs.

Through the Abertis Foundation, we develop a broad program of partnerships with society focusing on projects linked to road safety, the environment, culture and social inclusion.

Fiscal contribution

€ 1,832 Mn

in 2017

90%

Executive positions filled through internal promotion

▼ 32%

Workplace accidents

foundation
abertis

chairs
abertis
international network | transport infrastructures management and road safety





 abertis