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12 April 2012

ASX RELEASE

### Macquarie Atlas Roads

### **Annual General Meeting**



MACQUARIE

Please find attached the presentation to be given by Macquarie Atlas Roads Limited Chairman, David Walsh, Macquarie Atlas Roads International Limited Chairman, Jeffrey Conyers, and MQA Chief Executive Officer, Peter Trent, at the Annual General Meetings which will be held today in Sydney.

### For further information, please contact:

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### MACQUARIE ATLAS ROADS LIMITED MACQUARIE ATLAS ROADS INTERNATIONAL LIMITED ANNUAL GENERAL MEETING 12 APRIL 2012



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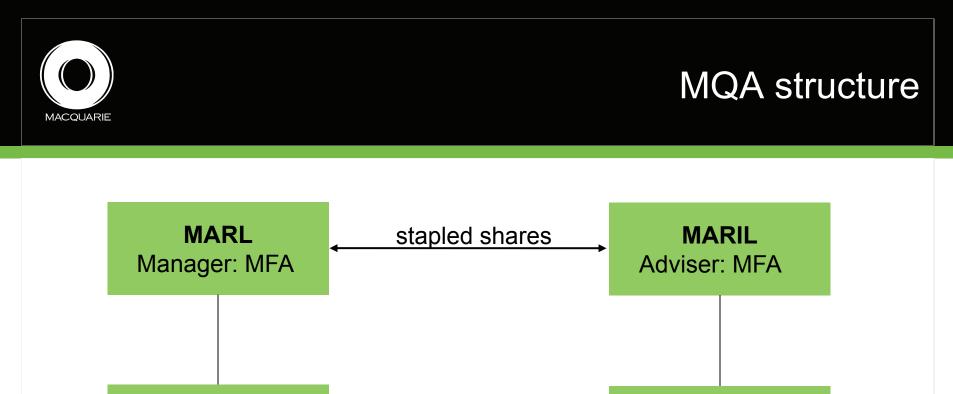
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Any arithmetic inconsistencies are due to rounding.



- North American toll road investments
- UK, European and North American toll road investments
- MARL Macquarie Atlas Roads Limited (an Australian public company)
- MARIL Macquarie Atlas Roads International Limited (Bermudan mutual fund company)
- MFA Macquarie Fund Advisers Pty Limited (Macquarie Group Limited subsidiary)



# Board of directors

- Macquarie Atlas Roads International Limited
  - Jeffrey Conyers (Chairman)
  - Derek Stapley
  - David Walsh
  - Peter Dyer

Independent Director Independent Director Independent Director Non-Executive Director



# **Board of directors**

- Macquarie Atlas Roads Limited
  - David Walsh (Chairman)
  - Marc de Cure
  - Richard England
  - John Roberts

Independent Director Independent Director Independent Director Non-Executive Director

- MQA Management
  - Peter Trent
  - Mary Nicholson

Chief Executive Officer Chief Financial Officer



# Registry, Scrutineer & Lawyers

Registry

— David Dickson Computershare

Auditor (and scrutineer for voting)

— Wayne Andrews PricewaterhouseCoopers

### Lawyers

— Meredith Paynter Mallesons Stephen Jaques



# Meeting structure

- 1. Introduction and Address by Chairmen David Walsh, Jeffrey Conyers
- 2. Update by CEO Peter Trent
- 3. MARL 2012 AGM Resolutions and Polls
- 4. MARIL 2012 AGM Resolutions and Polls
- 5. Closure of meeting
- 6. Refreshments served
- 7. Voting results announced to ASX

## Chairmen's Address

David Walsh MARL Chairman

Jeffrey Conyers MARIL Chairman

# Chief Executive Officer's Address

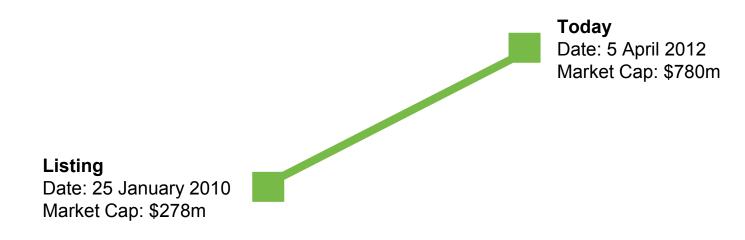
Mr Peter Trent



# MQA overview

### Macquarie Atlas Roads (MQA) is a global toll road operator and developer

- Created out of the restructure of Macquarie Infrastructure Group 2 years ago
- Market capitalisation has grown substantially since listing to \$780m currently<sup>1</sup>
  - Outperformed the S&P/ASX 300 Industrials Accumulation Index by 168%



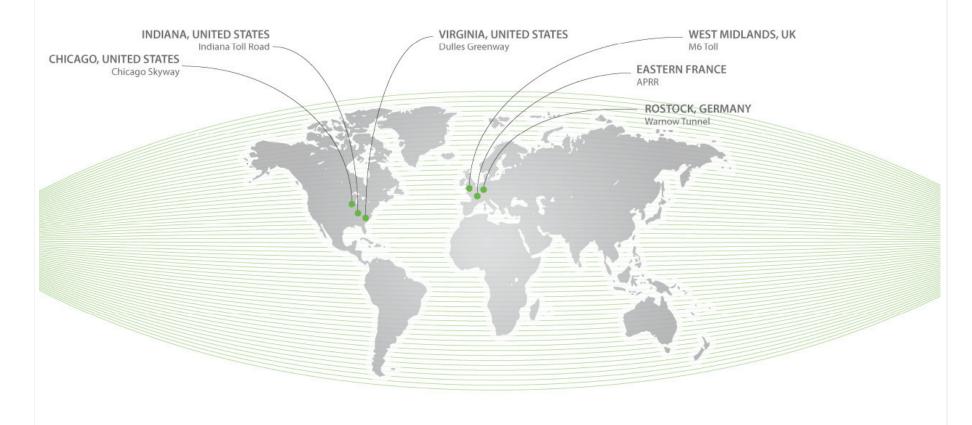
MQA's strategy is to deliver growth in the value of its existing portfolio of toll roads

1. Market capitalisation based on MQA share price of \$1.68 as at 5 April 2012.



# MQA portfolio

### MQA's toll road investments are located in France, UK, USA and Germany<sup>1</sup>





requirements.



# 2011 progressed according to plan

Achievement of key milestone – APRR/Eiffarie refinancing

- Material de-risking of MQA's flagship investment
- Significant step towards enabling MQA to commence dividends to shareholders

Commitment to disciplined capital management

— No capital raising required or planned; no corporate debt required or planned

Delivering operational efficiency

- EBITDA increased 4.0% despite soft traffic performance



# 2011 results

### Solid portfolio EBITDA performance achieved in difficult economic conditions

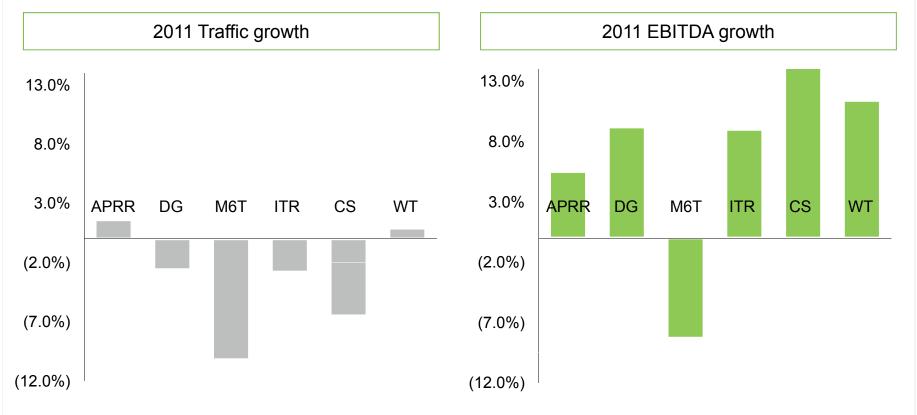
# Statutory results summary 2011 Revenue: A\$91.9m (2010: A\$103.1m) 2011 Loss after income tax : A\$289.5m (2010: A\$226.9m loss) Portfolio highlights APRR delivers solid growth in EBITDA (+5.5%) Toll increases mitigating impact of weak economic conditions 72.8% portfolio EBITDA margin up from 72.1% in 20101 Cash position A\$16.1m available cash at corporate level at 29 February 2012 0.7% Traffic Revenue<sup>2</sup> EBITDA<sup>2</sup>

- 1. Calculated using proportionately consolidated revenue and EBITDA from assets for the 12 month period to 31 December 2010 albeit MQA did not acquire the assets until 2 February 2010.
- 2. Proportionally consolidated total asset revenue and EBITDA for the 12 month period to 31 December 2011 compared to the previous corresponding period (pcp) on a pro forma basis.



# 2011 segmented results

- APRR, MQA's largest asset, continued to perform robustly both in traffic and EBITDA
- Despite weak traffic, EBITDA increased at all other assets except the M6 Toll
  - Growth in EBITDA supported by higher tolls and cost control





# APRR/Eiffarie refinancing completed

### Management delivered the refinancing according to plan

|              |   | Ju           | n 11   | De | c 11 | Jur | 12 | Dec 12   |
|--------------|---|--------------|--|----|------|-----|----|----------|
| 2010         |   |              |  |    |      |     |    |          |
| Status       | Comments  | 2011-12      |  |    |      |     |    |          |
| $\checkmark$ | Minority acquisition materially                                 |              |  |    |      |     |    |          |
|              | reduces refinancing risk  | Status       | Comments   |    |      |     |    |          |
| $\checkmark$ | Financial advisor appointed                                     | $\checkmark$ | APRR Debt issuance and liquidity<br>January 2011 – January 2012  |    |      |     |    |          |
| $\checkmark$ | January 2011 issuance of €1.05bn<br>bonds commences building of |              | ■ APRR builds liquidity, debt issuance of €2.55bn  |    |      |     |    |          |
|              | liquidity at APRR   | $\checkmark$ | <ul> <li>Complete Eiffarie refinancing</li> <li>February 2012</li> <li>A total of €3.5bn raised to refinance debt facilities at APRR and Eiffarie</li> </ul> |    |      |     |    | cilities |



# Other management initiatives

# During 2011, management progressed a number of initiatives

APRR

- Improving operational efficiency through increasing automation
  - Automated transactions 84.8% of total transactions at APRR in 2011 vs 77.5% in 2010
  - Number of Liber-t tags increased by 19% at APRR to over 1 million in circulation

### **Dulles Greenway**

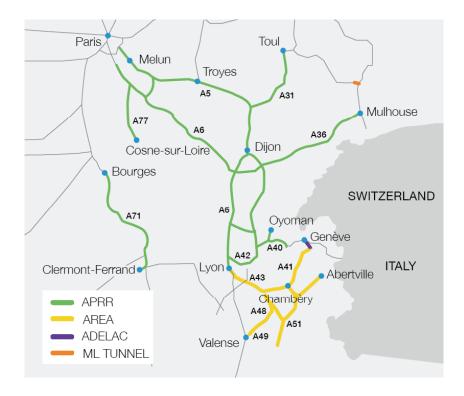
- Realisation of savings from O&M efficiencies
- Enhancement of return on locked cash through repurchase of bonds (close to 8% yield vs ~0.1% earned in interest)



# APRR Europe's fourth largest motorway network

APRR's network covers major trade and tourism routes through Western Europe and links Paris and Lyon, France's two largest cities

- MQA ownership: ~19.4%<sup>1</sup>
- Network length: 2,264km
- Remaining concession life of 21 years
- Regulated toll increases
- FY2011: Traffic +1.6%, EBITDA +5.5%

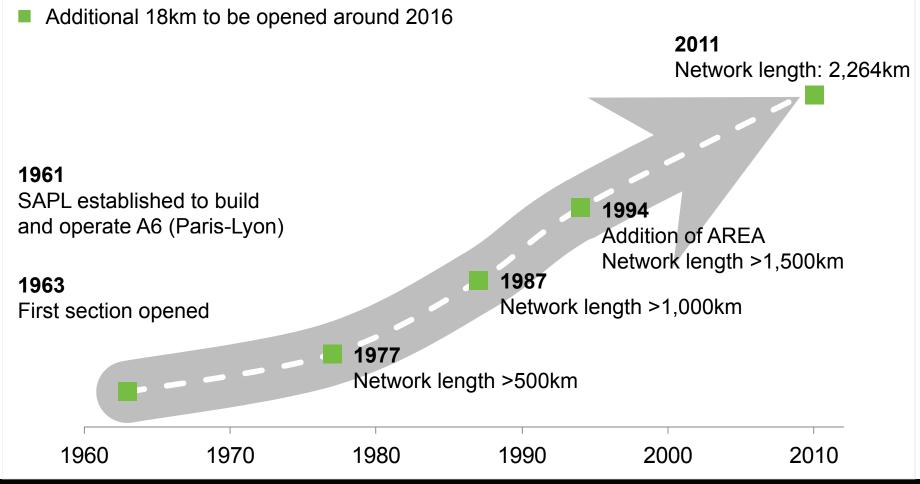


1. Estimated interest post compulsory acquisition of remaining APRR shares by Eiffarie, the investment vehicle for APRR. Eiffarie's ownership of APRR currently at 98.9%.



# APRR Mature and expansive network

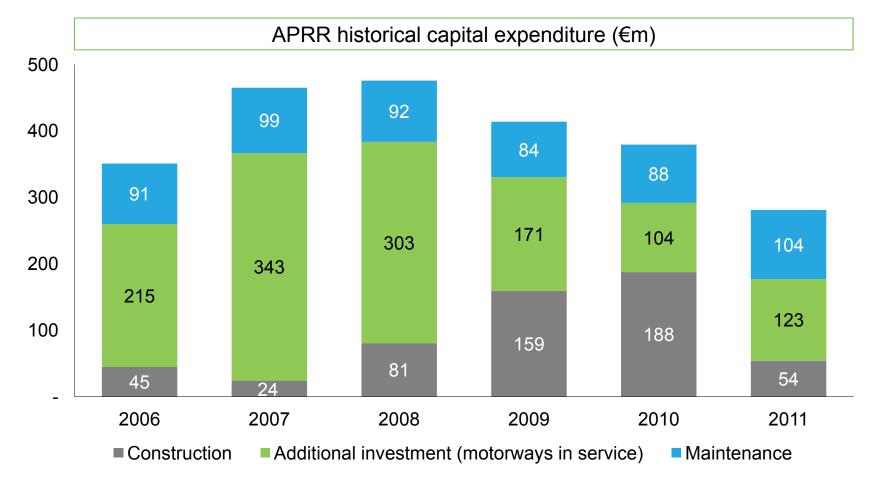
### 50 years old and close to completion





# APRR Maintaining a high quality asset

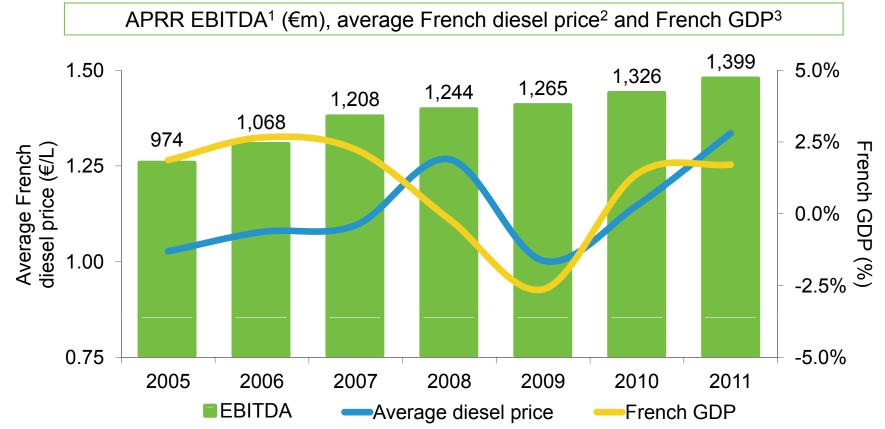
Since 2006, €2.4bn has been spent to grow, improve and maintain the network





# APRR Resilient financial performance

### Robust performance demonstrated through economic downturn and oil spikes



1. Represents performance of APRR on a standalone basis.

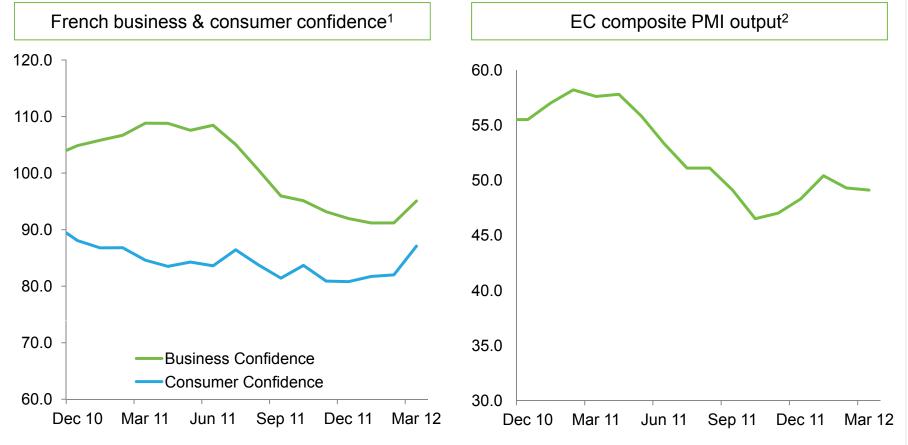
2. Yearly average of French diesel prices . Source: French Ministry of Ecology, Energy, Sustainable Development and the Sea.

3. Source: INSEE.



# EU leading indicators

### Sentiment improving, but near term weakness likely to remain



1. Source: INSEE.

2. Source: Bloomberg.



# 2012 Outlook

### **APRR/Eiffarie**

- IQ traffic expected to be slightly negative but anticipated to gradually improve over 2012
- Revenue expected to be above pcp, supported by the toll increase in February 2012

### Other portfolio assets

- Improving traffic performance for US roads generally
- UK traffic conditions expected to remain weak
- Revenue to continue to benefit from toll increases: Dulles Greenway (January 2012); M6 Toll (March 2012); ITR (July 2012); Warnow Tunnel (May 2012)

### MQA dividends

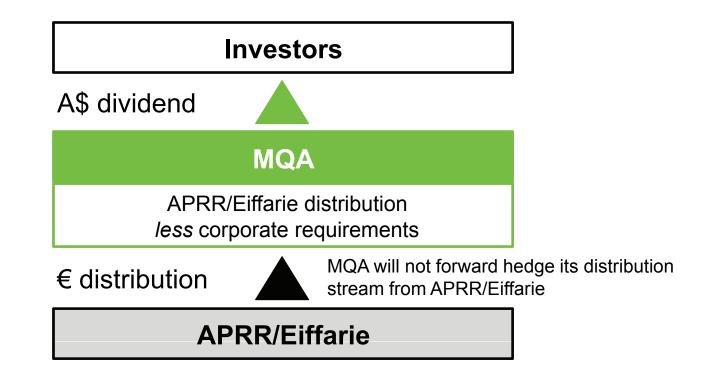
MQA dividends anticipated to commence in 2013

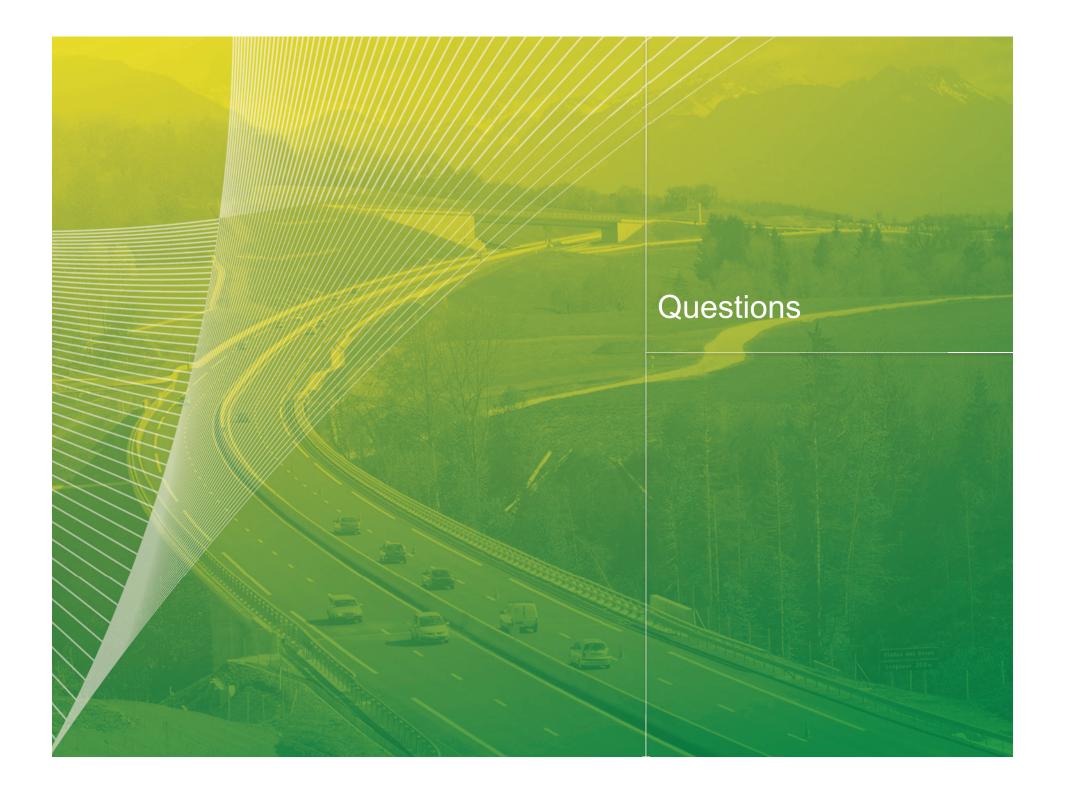


# **Dividend framework**

### Based on current outlook, MQA dividends are anticipated to commence in 2013

Dividends will be paid out of cash flow derived from APRR/Eiffarie distributions after addressing corporate requirements





# Formal Business of Meetings

Macquarie Atlas Roads Limited 2012 AGM

Macquarie Atlas Roads International Limited 2012 AGM



# Agenda items

### MARL 2012 AGM

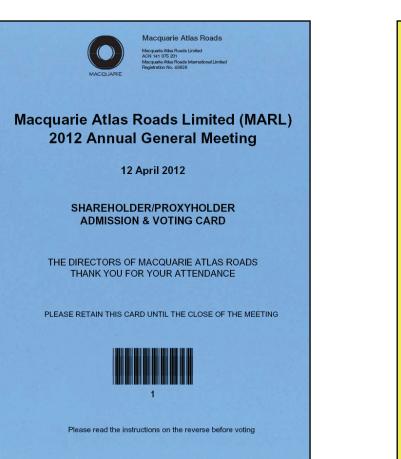
- Receive Financial Accounts and Reports
- Adoption of Remuneration Report
- Re-appointment of Director Marc de Cure

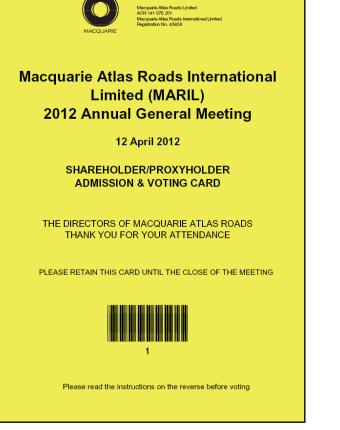
### MARIL 2012 AGM

- Receive Audited Financial Statements
- Re-appointment of PricewaterhouseCoopers as auditors
- Re-appointment of Director Derek Stapley
- Re-appointment of Director David Walsh



# Voting cards





Macquarie Atlas Roads



# Notices of Meeting MARL 2012 AGM and MARIL 2012 AGM

### To be taken as read

|      | MACQUARIE ATLAS ROADS<br>ANNUAL GENERAL MEETING  |
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| No   | tice of 2012 Annual General Meeting and Explanatory Notes<br>cquarle Alas Roads Limited (ACN 141 075 201)  |
| No   | tice of 2012 Annual General Meeting and Explanatory Notes  |
| None | icquarie Atlas Roads International Limited (Registration no. 43828)<br>s of the entities noted in this document is an authorised deposit-taking institution for the purposes of the Banking Act 1959 (Commonweith of Australia). The obligations of these entities |
|      | ot represent deposits or other liabilities of Macquarie Bank Limited ABN 46 006 583 542 (MBL). MBL does not guarantee or otherwise provide assurance in respect of the obligations of  |



# Item 1: MARL 2012 AGM Item 1: MARIL 2012 AGM

### MARL 2012 AGM

### **Financial Accounts and Reports**

"To receive and consider the Financial Report of MARL and the Directors' and Auditor's Reports, for the period from 1 January to 31 December 2011."

### MARIL 2012 AGM

### **Audited Financial Statements**

"To note the laying of the 31 December 2011 audited financial statements of MARIL before the meeting."



# Resolution 1: MARL 2012 AGM

### MARL 2012 AGM

### **Resolution 1 – Adoption of Remuneration Report**

"That MARL adopt the Remuneration Report included in the MQA 2011 Annual Report for the financial year ended 31 December 2011."



# Resolution 1: MARIL 2012 AGM

### MARIL 2012 AGM

### **Resolution 1 – Re-appointment of PricewaterhouseCoopers as Auditors**

"That PricewaterhouseCoopers be re-appointed as auditors of MARIL until the conclusion of the next annual general meeting and that the directors be authorised to determine their remuneration."



# Resolutions 2: MARL 2012 AGM Resolutions 2 and 3: MARIL 2012 AGM

### MARL 2012 AGM

**Resolution 2 – Re-appointment of Director – Marc de Cure** "That Marc de Cure be re-appointed as a director of MARL."

### MARIL 2012 AGM

**Resolution 2 – Re-appointment of Director – Derek Stapley** "That Derek Stapley be re-appointed as a director of MARIL."

**Resolution 3 – Re-appointment of Director – David Walsh** 

"That David Walsh be re-appointed as a director of MARIL."



# Proxy votes

### MARL 2012 AGM

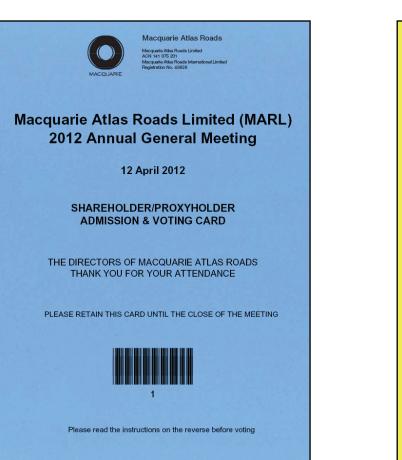
|              | FOR                     | OPEN                 | AGAINST               | ABSTAIN   |
|--------------|-------------------------|----------------------|-----------------------|-----------|
| Resolution 1 | 303,866,348<br>(96.15%) | 186,991<br>(0.06%)   | 11,984,652<br>(3.79%) | 3,536,538 |
| Resolution 2 | 317,130,150<br>(99.24%) | 1,130,491<br>(0.35%) | 1,285,822<br>(0.40%)  | 60,666    |

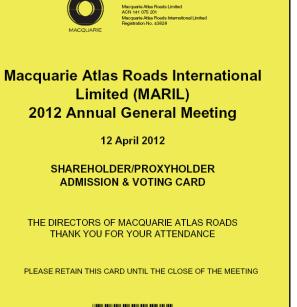
### MARIL 2012 AGM

|              | FOR                     | OPEN                 | AGAINST               | ABSTAIN |
|--------------|-------------------------|----------------------|-----------------------|---------|
| Resolution 1 | 316,591,716<br>(99.11%) | 1,118,691<br>(0.35%) | 1,716,751<br>(0.54%)  | 179,971 |
| Resolution 2 | 304,339,357<br>(95.25%) | 1,125,862<br>(0.35%) | 14,055,706<br>(4.40%) | 86,204  |
| Resolution 3 | 317,735,539<br>(99.44%) | 1,127,195<br>(0.35%) | 663,289<br>(0.21%)    | 81,106  |



# Voting cards





Macquarie Atlas Roads



Please read the instructions on the reverse before voting

# Formal Business of Meetings

Macquarie Atlas Roads Limited 2012 AGM

Macquarie Atlas Roads International Limited 2012 AGM

### MACQUARIE ATLAS ROADS LIMITED MACQUARIE ATLAS ROADS INTERNATIONAL LIMITED ANNUAL GENERAL MEETING 12 APRIL 2012



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