

#### MACQUARIE ATLAS ROADS MORGAN STANLEY – INSTITUTIONAL INVESTOR BRIEFING 5 APRIL 2011







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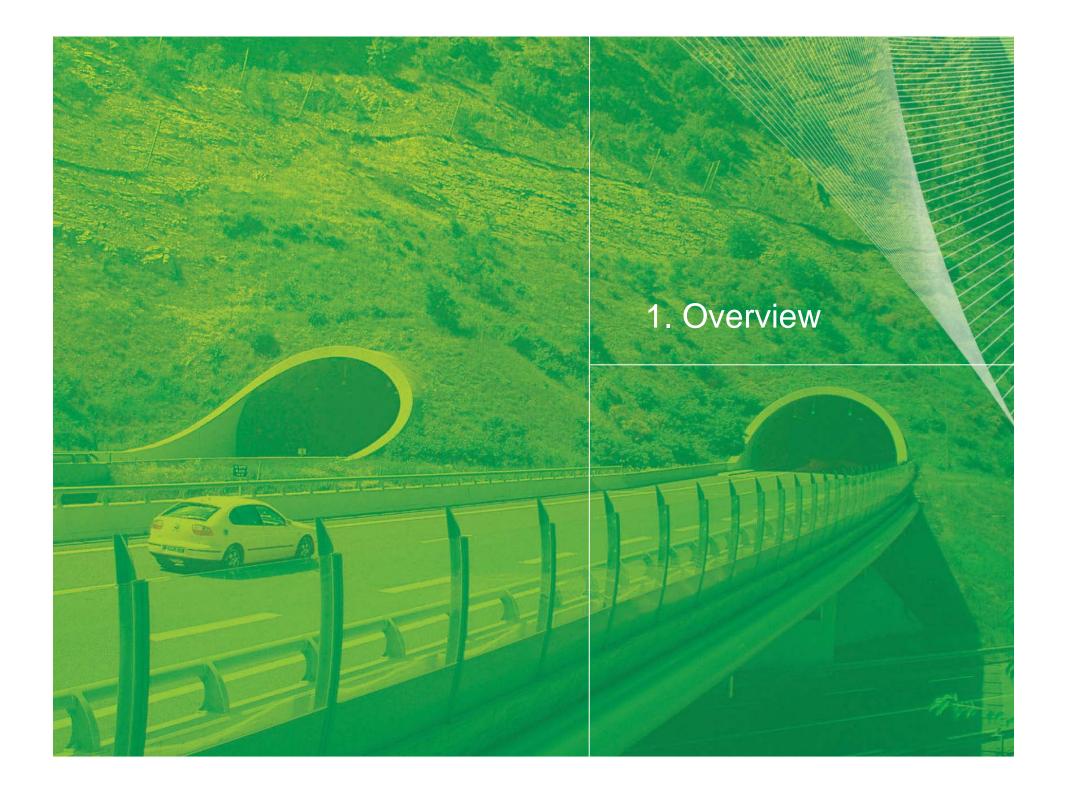
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### Agenda

- 1. Overview
- 2. Recent Performance
- **3.** Portfolio Core Assets
- 4. Outlook
- 5. Questions

Note: Dollar amounts throughout the presentation are Australian Dollars unless stated otherwise



### **MQA Snapshot**



MQA was created out of the restructure of Macquarie Infrastructure Group into two separate ASX-listed toll road groups, MQA and Intoll

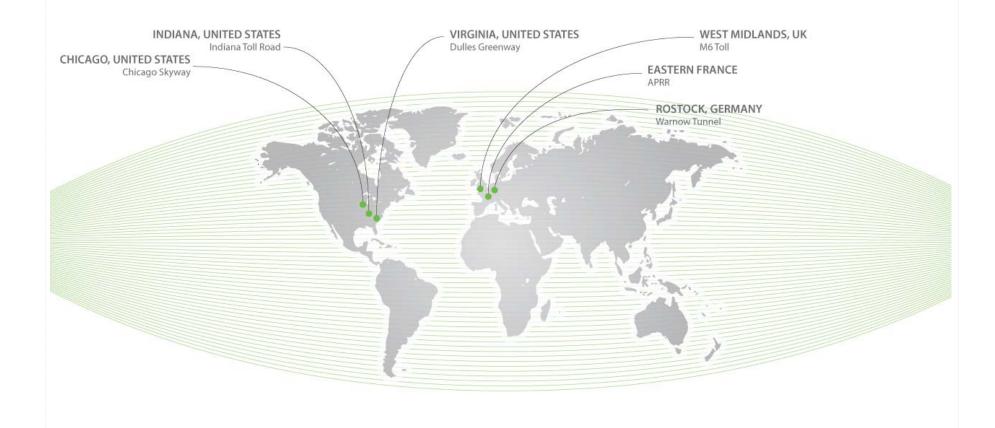
	2011
Listing Date	25 January 2010
Market Capitalisation <sup>1</sup>	A\$866,242,412
Shares on Issue	452,345,907
ASX Ranking	Тор 200
Toll Roads in Portfolio	6
Country Spread	4
Weighted Average Length of Concessions Remaining <sup>2</sup>	32
1. As at 31 March 2011	

2. Weighted by proportionate EBITDA. APRR's remaining concession life is 22 years, with the weighted average concession life of the remainder of the portfolio being 53 years



### **MQA** Portfolio

#### MQA's toll road investments are located in France, UK, USA and Germany





### **MQA Structure**

#### MQA's structure is integral to its strategy

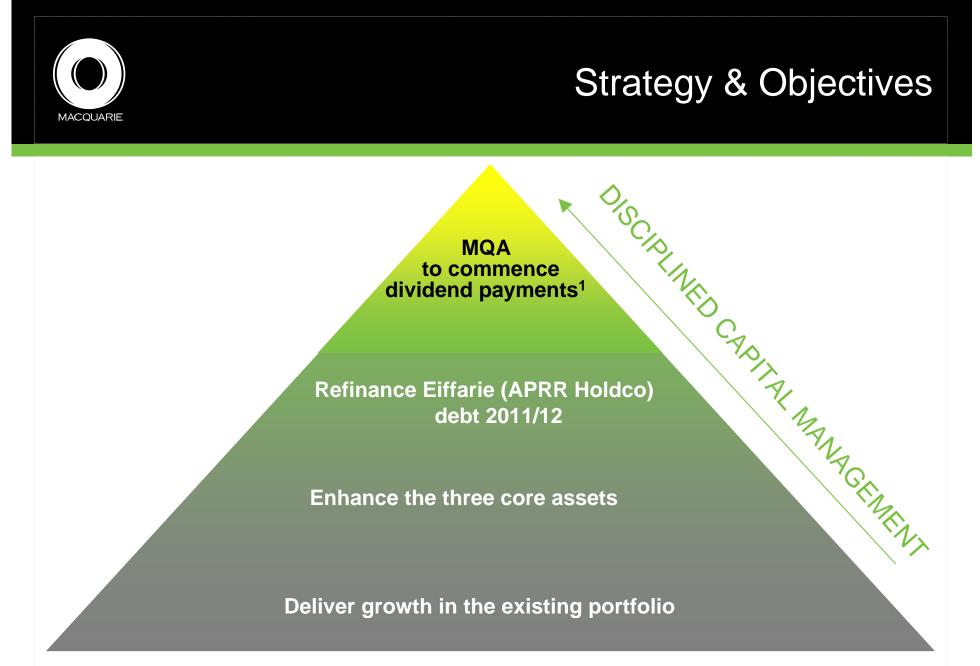
- MQA has no corporate level debt and A\$31.9m cash<sup>1</sup>
- Each asset is in a separate holding company structure
- All asset level debt is project finance, with no recourse to MQA or any other portfolio asset
- There are no cross-default or cross-collateralisation provisions between assets

MQA										
	19.44%	, <sup>2</sup>		50.0%	, <sup>3</sup>	100.0%	)	22.5%	25.0%	70.0%
AF	PRR	G	Dulle Green		Μ	6 Toll		icago yway	a Toll ad	now nnel

#### Best valued as sum of parts with zero value as the maximum downside for any asset

1. As at 31 March 2011

- 2. Estimated interest post compulsory acquisition of remaining APRR shares by Eiffarie
- 3. Estimated economic interest

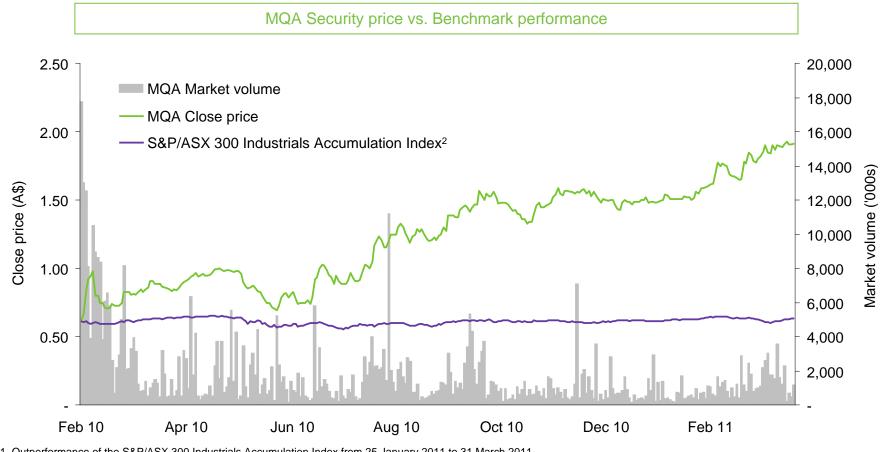


1. Timing and amount of any future dividends will depend on the final terms of Eiffarie's refinancing and economic conditions generally



### **MQA** Performance

#### MQA has outperformed the benchmark by 208%<sup>1</sup> since listing on 25 January 2010



1. Outperformance of the S&P/ASX 300 Industrials Accumulation Index from 25 January 2011 to 31 March 2011

2. Benchmark rebased to the opening MQA value of \$0.615 as at 25 Jan 2010



### **MQA Valuation Considerations**

#### APRR is MQA's largest asset



Not including the value in assets other than APRR/Eiffarie, MQA's market capitalisation<sup>1</sup> would imply an APRR/Eiffarie valuation at ~10.4x EV/EBITDA as at December 2010. Metrics will continue to improve with the benefits of growth and fiscal consolidation.

MQA portfolio also includes:

- Dulles Greenway, remaining concession of 45 years<sup>2</sup>
- M6 Toll, remaining concession of 43 years<sup>3</sup>
- A\$31.9m cash<sup>4</sup>
- Corporate expenses, which should be deducted

<sup>1.</sup> MQA share price as at 31 March 2011

<sup>2.</sup> Dulles Greenway concession expiry 15 February 2056

<sup>3.</sup> M6 Toll concession expiry 31 January 2054

<sup>4.</sup> Cash as at 31 March 2011

# 2. Recent Performance



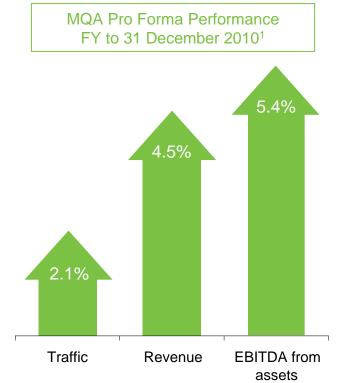
### 2010 Highlights

#### Solid performance during 12 months to 31 December 2010

- Positive results despite heavy winter conditions impacting traffic in both first and fourth quarters of 2010
- 4.5% Revenue growth<sup>2</sup>
- 5.4% EBITDA growth<sup>2</sup>
- 72.1% portfolio EBITDA margin increasing from 71.5% in 2009<sup>3</sup>

#### Positive cash position

- Operating cash flow positive
- A\$31.9m cash at corporate level<sup>4</sup>



<sup>1.</sup> Pro forma data adjusts the results of MQA's portfolio of road assets for the 12 months ended 31 December 2009 for ownership interests and foreign exchange rates for the 12 months ended 31 December 2010

4. Cash as at 31 March 2011. Cash balance at 31 December 2010 was A\$23.1m

<sup>2.</sup> Proportionally consolidated total asset revenue and EBITDA for the 12 month period to 31 December 2010 compared to the previous corresponding period on a pro forma basis

<sup>3.</sup> Calculated using proportionately consolidated revenue and EBITDA from assets for the 12 month period to 31 December 2010



### 2010 On Track

Initiative	Status	Comments
APRR Minority Acquisition	$\checkmark$	98.2% ownership of APRR to date Improves cash flow, credit metrics and refinance outlook
Disciplined Capital Management	$\checkmark$	All free capital allocated to APRR minority purchase; no capital raising required or planned; no corporate debt required or planned
Operational Efficiency	$\checkmark$	Operational initiatives at assets ongoing
Eiffarie Refinancing	Plan in progress	Target completion for 2011/12
Distributions to MQA investors	Following Eiffarie refinance	Timing and quantum subject to terms of debt

### 3. Portfolio – Core Assets



### **APRR/Eiffarie**

Concession expiry	<ul> <li>31 December 2032 (APRR, AREA)</li> <li>31 December 2042 (Maurice Lemaire)</li> <li>31 December 2060 (ADELAC)</li> </ul>					
Tolling	Escalation by 0.5% in 2010					
	<ul> <li>85% of inflation (CPI ex tobacco) plus 0.5% annually to 2013; 0.7% of inflation from 2014</li> <li>Bourges</li> <li>Bourges</li> <li>SWITZERLAND</li> </ul>					
	Taxe d'aménagement du territoire adjustment <sup>1</sup>					
Ownership	<ul> <li>~19.44% (held as a ~19.44%<sup>2</sup> interest in Financière Eiffarie, the acquisition vehicle, in conjunction with other Macquarie Funds (30.6%) and Eiffage (50%))</li> </ul>					
Length	2,246 km (36km to be constructed and opened by 2016)					
Location /	Covers major trade and tourism routes through Western Europe					
Strategic Attraction	Link between France's two largest cities - A6 links Paris and Lyon					
	Interconnection between France, Switzerland, Italy & gateway to Central/Eastern Europe					
	Leveraged to European economic growth – with heavy goods vehicles accounting for 15% of total vehicle km travelled (VKT) in 2010					
1 Additional increase for A	RPR and AREA of 0.22% and 0.20% in 2011 and 0.17% and 0.14% in 2012					

1. Additional increase for APRR and AREA of 0.33% and 0.29% in 2011 and 0.17% and 0.14% in 2012

2. Estimated interest post compulsory acquisition of remaining APRR shares by Eiffarie



### **APRR/Eiffarie - Performance**

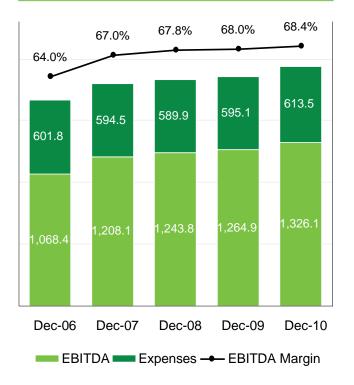
#### 2010 represents another strong year of growth

- 12 months to December 2010: traffic +2.6%, revenue +4.3%, EBITDA +4.8%
  - Heavy winter conditions in Q1 and Q4 impacted light vehicle traffic (85% of total traffic)
  - Yield enhanced by recovery in HGV Traffic (+6.1%) and toll rises implemented in February 2010

#### Key events

- New management contracts agreed with the French State by APRR and AREA (2009-2013) which provide for additional capital expenditure of €500m and agreed tariff increases
- Minority acquisition in June 2010 significantly improves refinancing outlook

### EBITDA Performance<sup>1</sup> 12 Months ended 31 Dec (€m)



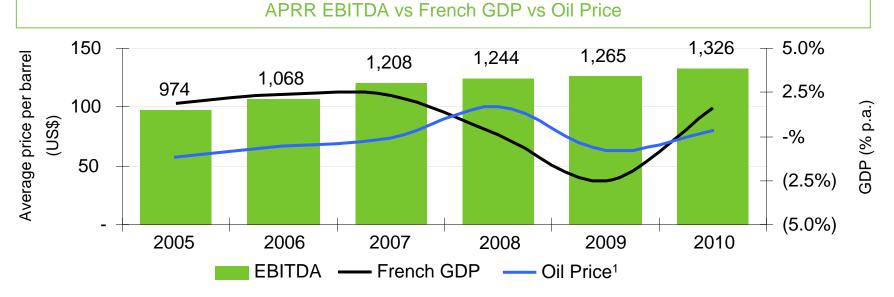
1. Performance of APRR on a standalone basis. Consolidated APRR/Eiffarie EBITDA for 2010 was €1,320.4m (growth on pcp of 4.6%)



### APRR/Eiffarie – Refinancing Considerations

#### Continued growth throughout economic downturn and 2008 oil spike

- APRR's resilient performance recognised by credit markets - €1.25bn bonds issued since Jan 10
- Refinancing of Eiffarie debt targeted well in advance of maturity in February 2013
- Increased shareholding and fiscal consolidation materially improve Eiffarie's cash flows
- Eiffarie debt expected to reduce from €3.6bn to ~€2.7bn by Q1 2012
- Expected Group Net Debt/EBITDA of ~6.0x at December 2012



1. Yearly average of NYMEX Light Sweet Crude Futures



### Dulles Greenway

Concession expiry	15 February 2056	Leesburg				
Tolling	Fixed toll increases until Dec 2012					
	From 2013 to 2020, escalate by greater of CPI +1%, Real GDP, or 2.8%	Middleburg DULLES GREENWAY Loudoun County Dulles Toll Road				
	By application to the SCC thereafter	50 Dulles 15 International Falls Church Artington				
Ownership	50% estimated economic interest	Airport Vienna Fairfax • 495 Reagan National Airport				
Length	22km	66 Fáirfax County 123				
Location / Strategic Located in Loudoun County – one of the fastest growing counties in the United States with over Attraction 100,000 residents						
	Can be expanded to meet traffic deman	d				
Financing	Concession life bond financing structure					
	No refinancing requirements for the duration of the concession					



### **Dulles Greenway - Performance**

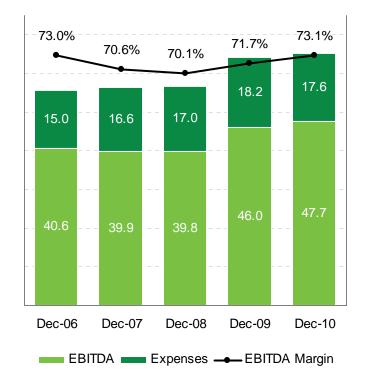
#### Positive financial performance despite traffic outturn

- 12 months to December 2010: traffic -3.5%, revenue +1.8%, EBITDA +3.8%
  - Heavy winter conditions over 50" snow negatively impacted traffic and costs in the first quarter
  - Increase in tolls and savings from internalisation of operations and maintenance

#### 2011 Distribution Test

- Opportunity to exit lock-up in December 2011 releasing cash accumulated since 2007
- Cash will continue to accumulate until test is met

#### EBITDA Performance 12 Months ended 31 Dec (US\$m)





### M6 Toll

Concession expiry	/	to Glasgow
Tolling	Market based tolling	Leeds • • Manchester
Ownership	<b>1</b> 00%	Liverpool M62 Sheffield A1
Length	42 km	M6 TOLL Nottingham
Location / Strategic Attraction	Bypasses the City of Birmingham and the M6 Motorway, one of the most congested motorways in the UK	M54 M42 Birmingham M5 Northhampton M40
	<ul> <li>Significant industrial, housing and economic development occurring along route as a result of road opening</li> </ul>	M40 M1 to London



### M6 Toll - Performance

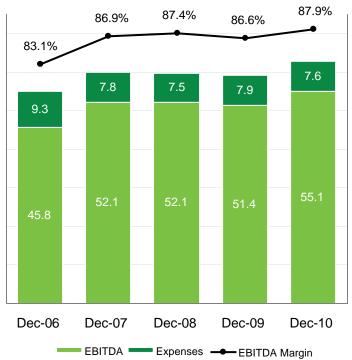
## EBITDA maintained through recession by active management

- 12 months to December 2010: traffic +3.2%, revenue +5.8%, EBITDA +7.3%
  - Strong recovery in traffic throughout year partially offset by heavy snow in Q4
  - Increased toll prices effective 1 March 2010
  - Strict cost control

#### **Distributions**

- Distribution of £15.1m to MQA during 2010 and a further £8.6m in February 2011
- Distributions expected to decrease in future years

#### EBITDA Performance 12 Months ended 31 Dec (£m)

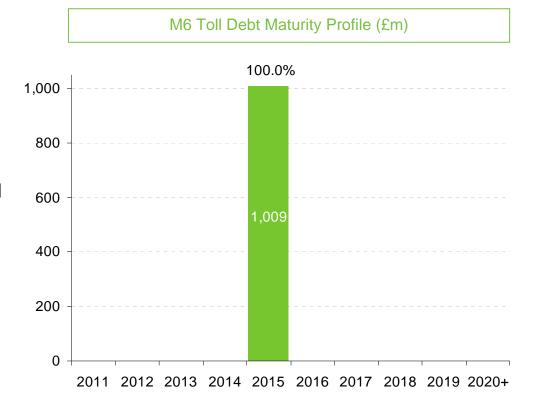


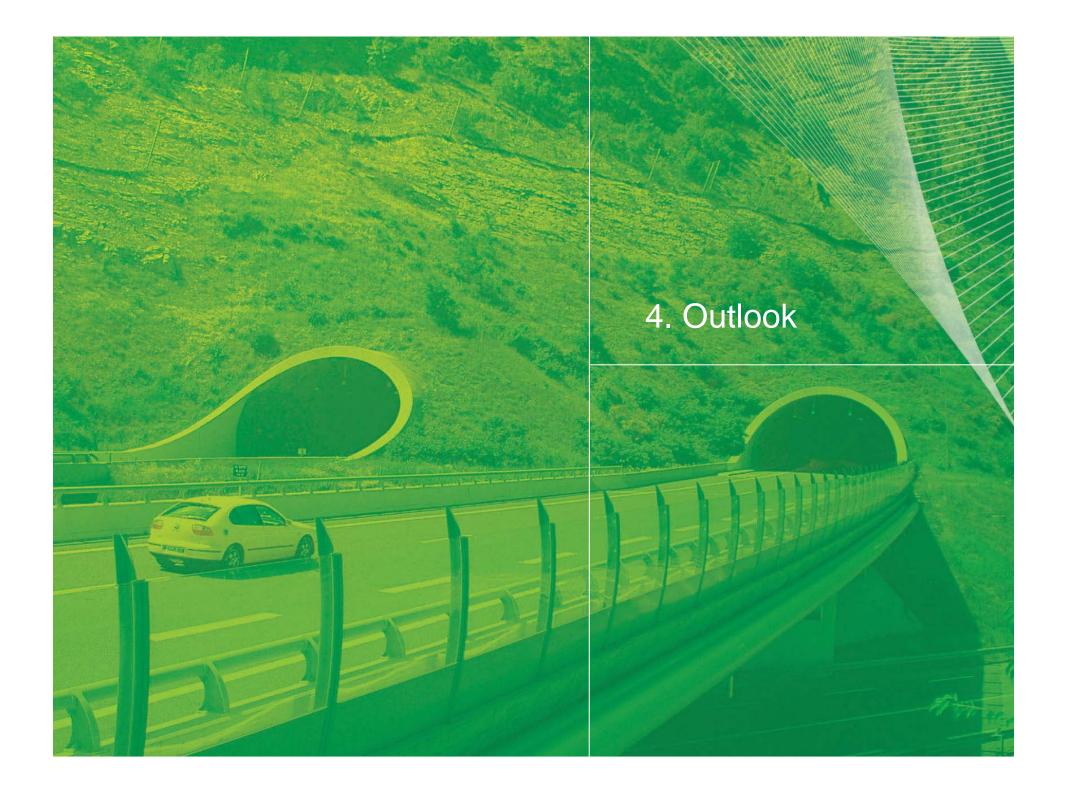


### M6 Toll - Financing

#### £1.0bn of debt maturing August 2015 providing 4.5 year window to assess refinancing

- Asset performance is expected to satisfy all obligations and covenants until debt maturity
- DSCR: 2.01x (1.40x lock up) as at 31 December 2010

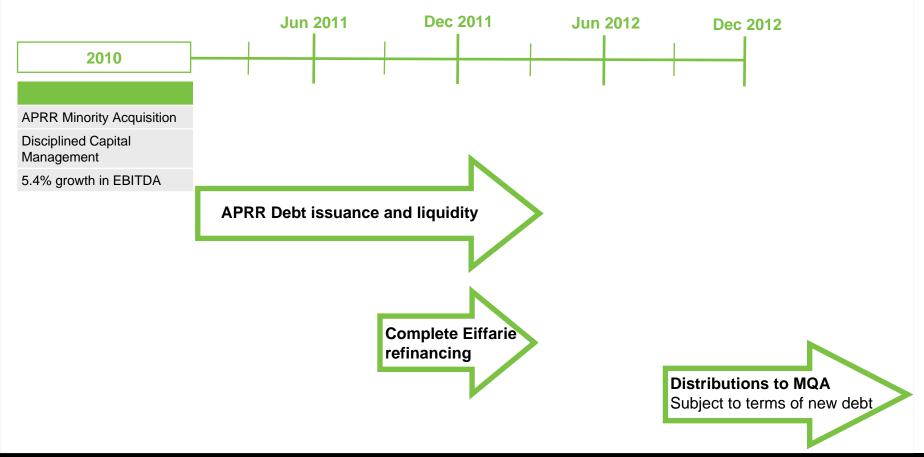






### The Road Ahead

APRR is key to releasing yield for MQA investors with remaining value in portfolio to contribute incremental value in medium to long term





### Management's Outlook

- Overall positive trend in portfolio's 2010 results expected to continue in 2011
  - Current high oil prices may cause short-term softness in light vehicle traffic across the portfolio with further potential softness on UK traffic over the next 12-18 months due to austerity measures
  - Continued recovery of heavy vehicle traffic APRR and ITR ticket system. APRR is also benefitting from strong growth in Germany
  - Further increases in tariffs expected during 2011 on all assets except Dulles Greenway
  - Strict management of opex
- Opportunity for Dulles Greenway cash to be released from lock-up at end of 2011 however subject to traffic performance
- Continue to progress APRR refinancing plan

### MQA has worked to deliver against plan and is on track to continue with disciplined approach

