



## Important notice and disclaimer

#### Disclaimer

Macquarie Atlas Roads (MQA) comprises Macquarie Atlas Roads Limited (ACN 141 075 201) (MARL) and Macquarie Atlas Roads International Limited (Registration No. 43828) (MARIL). Macquarie Fund Advisers Pty Limited (ACN 127 735 960) (AFSL 318 123) (MFA) is the manager/adviser of MARL and MARIL. MFA is a wholly owned subsidiary of Macquarie Group Limited (ACN 122 169 279).

None of the entities noted in this presentation is an authorised deposit-taking institution for the purposes of the Banking Act 1959 (Commonwealth of Australia). The obligations of these entities do not represent deposits or other liabilities of Macquarie Bank Limited (ABN 46 008 583 542) (MBL). MBL does not guarantee or otherwise provide assurance in respect of the obligations of these entities.

This presentation has been prepared by MFA and MQA based on information available to them. No representation or warranty, express or implied, is made as to the fairness, accuracy, completeness or correctness of the information, opinions and conclusions contained in this presentation. To the maximum extent permitted by law, none of Macquarie Group Limited, MFA, MARL, MARIL, their directors, employees or agents, nor any other person accepts any liability for any loss arising from the use of this presentation or its contents or otherwise arising in connection with it, including, without limitation, any liability arising from fault or negligence on the part of Macquarie Group Limited, MFA, MARL, MARIL or their directors, employees or agents.

#### **General Securities Warning**

This presentation is not an offer or invitation for subscription or purchase of or a recommendation of securities. It does not take into account the investment objectives, financial situation and particular needs of the investor. Before making an investment in MQA, the investor or prospective investor should consider whether such an investment is appropriate to their particular investment needs, objectives and financial circumstances and consult an investment adviser if necessary.

Information, including forecast financial information, in this presentation should not be considered as a recommendation in relation to holding, purchasing or selling, securities or other instruments in MQA. Due care and attention has been used in the preparation of forecast information. However, actual results may vary from forecasts and any variation may be materially positive or negative. Forecasts by their very nature, are subject to uncertainty and contingencies many of which are outside the control of MQA. Past performance is not a reliable indication of future performance.

#### Canada

This document does not constitute an offer to sell securities of MQA and is not soliciting an offer to buy such securities in any Canadian jurisdiction where the offer or sale is not permitted. MQA has not filed and currently does not intend to file a prospectus or similar document with any securities regulatory authority in Canada. None of the provincial securities commissions has passed upon the value of these securities, made any recommendations as to their purchase or passed upon the adequacy of this document. This document does not constitute an offer or solicitation in any jurisdiction to any person or entity to which it is unlawful to make such offer or solicitation in such jurisdiction.

#### **Hong Kong**

This document has been prepared and intended to be disposed solely to "professional investors" within the meaning of the Securities and Futures Ordinance (Cap.571) of Hong Kong for the purpose of providing preliminary information and does not constitute any offer to the public within the meaning of the Companies Ordinance (Cap.32) of Hong Kong. Macquarie Bank Limited and its holding companies including their subsidiaries and related companies do not carry on banking business in Hong Kong and are not Authorized Institutions under the Banking Ordinance (Cap.155) of Hong Kong and therefore are not subject to the supervision of the Hong Kong Monetary Authority. The contents of this information have not been reviewed by any regulatory authority in Hong Kong.



## Important notice and disclaimer

#### Japan

These materials have been prepared solely for qualified institutional investors in Japan as defined under the Financial Instruments and Exchange Act of Japan (FIEA). They do not constitute an offer of securities for sale in Japan and no registration statement has been or will be filed under Article 4, Paragraph 1 of FIEA with respect to securities in Macquarie Atlas Roads, nor is such registration contemplated. The contents of these materials have not been reviewed by any regulatory body in Japan.

#### Malaysia

Nothing in this presentation constitutes the making available, or offer for subscription or purchase, or invitation to subscribe for or purchase or sale on any securities in Malaysia and it cannot be distributed or circulated in Malaysia for that purpose.

#### **Singapore**

This document does not, and is not intended to, constitute an invitation or an offer of securities in Singapore. The information in this presentation is prepared and only intended for an institutional investor (as defined under Section 4A of the Securities and Futures Act, Chapter 289 of Singapore (the SFA)) and not to any other person. This presentation is not a prospectus as defined in the SFA. Accordingly, statutory liability under the SFA in relation to the content of prospectuses will not apply. Neither Macquarie Group Limited nor any of its related entities is licensed under the Banking Act, Chapter 19 of Singapore or the Monetary Authority of Singapore Act, Chapter 186 of Singapore to conduct banking business or to accept deposits in Singapore.

#### **United Kingdom**

This document is issued by Macquarie Infrastructure and Real Assets (Europe) Limited (MIRAEL). MIRAEL is registered in England and Wales (Company number 03976881, Firm Reference No.195652). The registered office for MIRAEL is Ropemaker Place, 28 Ropemaker Street, London, EC2Y 9HD. MIRAEL is authorised and regulated by the Financial Conduct Authority. In the United Kingdom this document is only being distributed to and is directed only at authorised firms under the Financial Services and Markets Act 2000 (FSMA) and certain other investment professionals falling within article 14 of the FSMA (Promotion of Collective Investment Schemes) (Exemptions) Order 2001. The transmission or distribution of this document to any other person in the UK is unauthorised and may contravene FSMA. No person should treat this document as constituting a promotion for any purposes whatsoever. MIRAEL is not an authorised deposit-taking institution for the purposes of the Banking Act 1959 (Commonwealth of Australia), and its obligations do not represent deposits or other liabilities of Macquarie Bank Limited. Macquarie Bank Limited does not guarantee or otherwise provide assurance in respect of the obligations of MIRAEL.

#### **United States**

These materials do not constitute an offer of securities for sale in the United States, and the securities have not been registered under the US Securities Act of 1933, as amended, or the securities laws of any US state, nor is such registration contemplated. The securities have not been approved or disapproved by the US Securities and Exchange Commission (the SEC) or by the securities regulatory authority of any US state, nor has the SEC or any such securities regulatory authority passed upon the accuracy or adequacy of these materials. Any representation to the contrary is a criminal offense. MQA is not and will not be registered as an investment company under the US Investment Company Act of 1940, as amended.

Dollar amounts throughout the presentation are Australian Dollars unless stated otherwise. Any arithmetic inconsistencies are due to rounding.





# Table of contents

01	Overview	4
02	APRR	7
03	Dulles Greenway	19
04	Summary	25



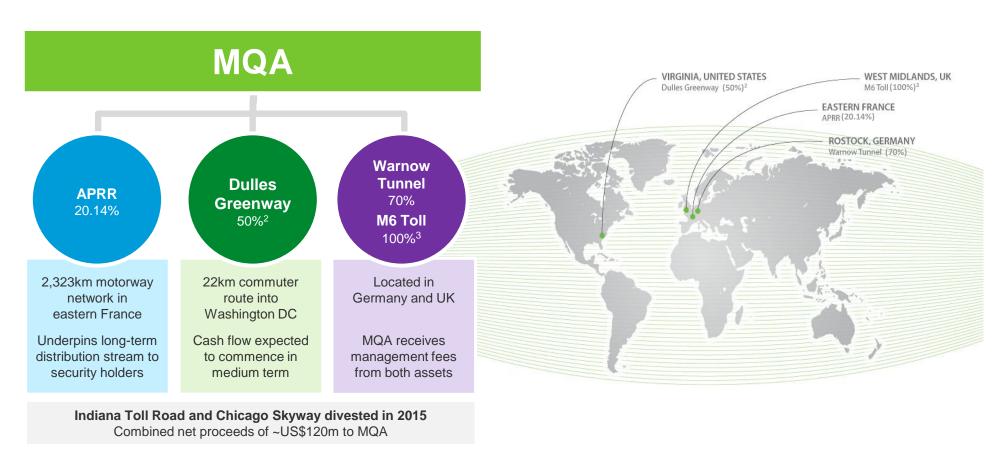
# Overview







Global infrastructure operator and developer listed on ASX 200 with market capitalisation of A\$2.5bn<sup>1</sup>



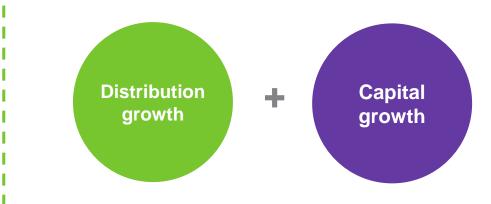
- 1. Market capitalisation as at 29 April 2016, based on security price of A\$4.87 and 517,484,950 securities on issue.
- 2. Estimated economic interest.
- 3. MQA holds 100% of the ordinary equity in M6 Toll, however the beneficial interest is 0% as MQA is no longer exposed to any variable returns from M6 Toll's ongoing operations.



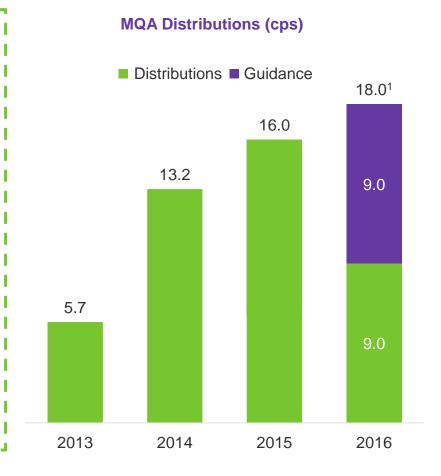




Delivering distribution growth and enhancing portfolio value



- Distribution growth underpinned by improved operational performance of existing portfolio assets
- Retained asset-level cash re-invested through capex and debt reduction
- Balance sheet strengthened through de-risking and disciplined capital management
- Open to consider accretive opportunities, including re-deployment of capital from asset divestments



<sup>1.</sup> Guidance provided as at 25 February 2016. Subject to foreign exchange movements and unforeseen events.



# **APRR**





APRR is the concessionaire of a 2,323km motorway network located in the east of France

#### 2015 Performance



Traffic 2.7%



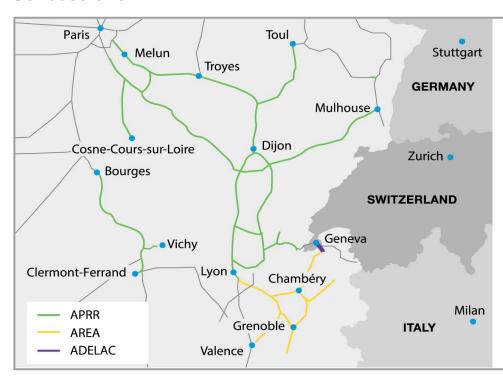
Revenue 3.0%

€2,213.8m



**EBITDA 4.5%**€1,588.6m<sup>1</sup>

#### **Concessions**



#### **APRR**

Concession Expiry: Nov 2035 Road Length: 1,894km

#### **AREA**

Concession Expiry: Sep 2036 Road Length: 410km

#### **ADELAC (49.9%)**

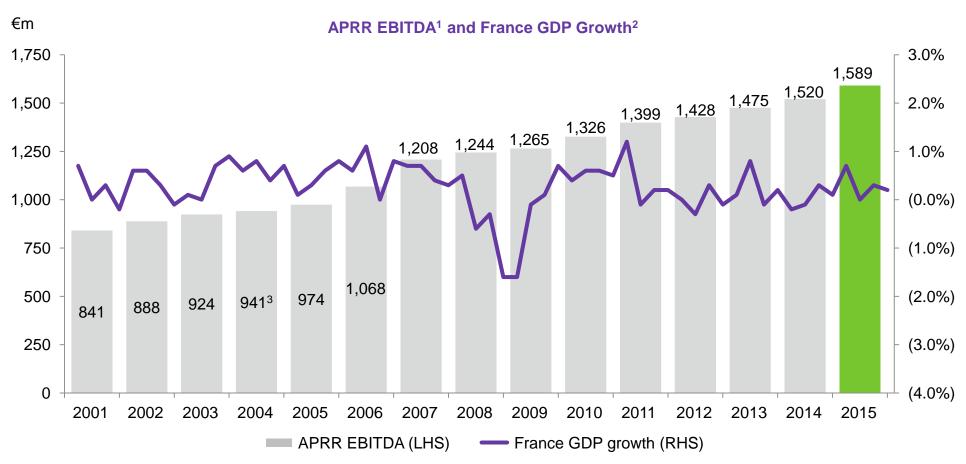
Concession Expiry: Dec 2060 Road Length: 19km

1. Results represent performance of the APRR Group. On a consolidated APRR and Eiffarie/FE basis, 2015 EBITDA was €1,587.5m. The difference results from €1.1m of operating expenses at the Eiffarie/FE level.

## APRR snapshot



## Growth maintained through economic cycles



- 1. Represents performance of APRR Group.
- 2. Source: INSEE (National Institute of Statistics and Economic studies), February 2016; quarter on quarter growth.

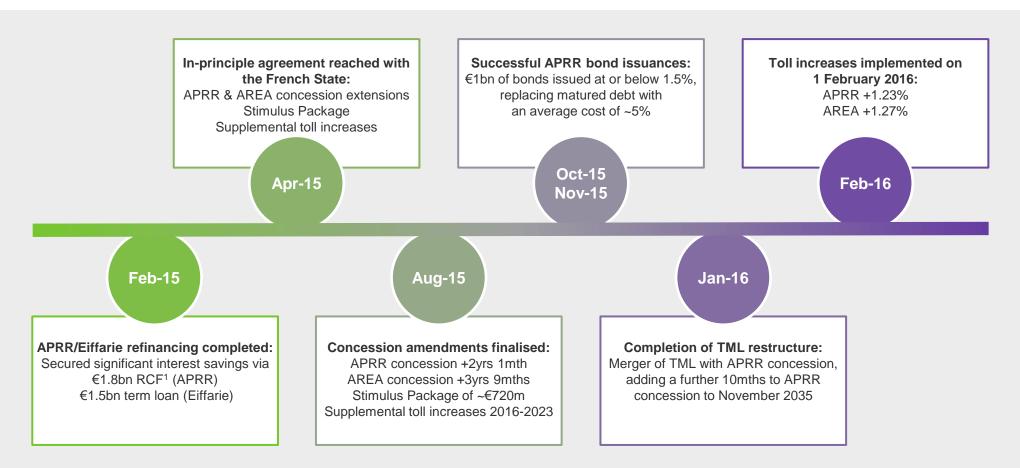
3. EBITDA from 2004 onwards prepared using IFRS.







Further value delivered through key achievements during the past 12 months



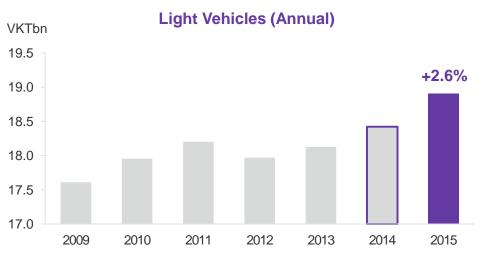
Revolving Credit Facility.

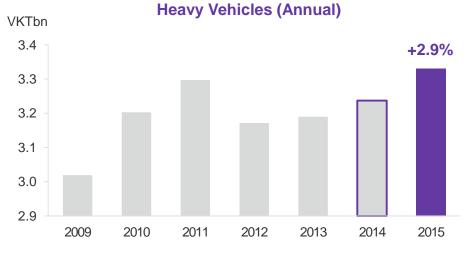




## **APRR** traffic

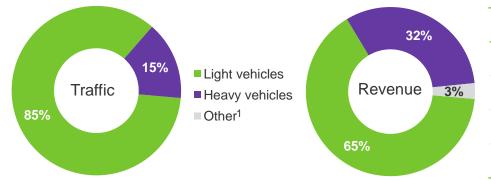
Total 2015 traffic up 2.7% against pcp, reaching 22.2bn vehicle kilometres travelled (VKT)





**Traffic Analysis 2015** 

3 months to 31 March 2016



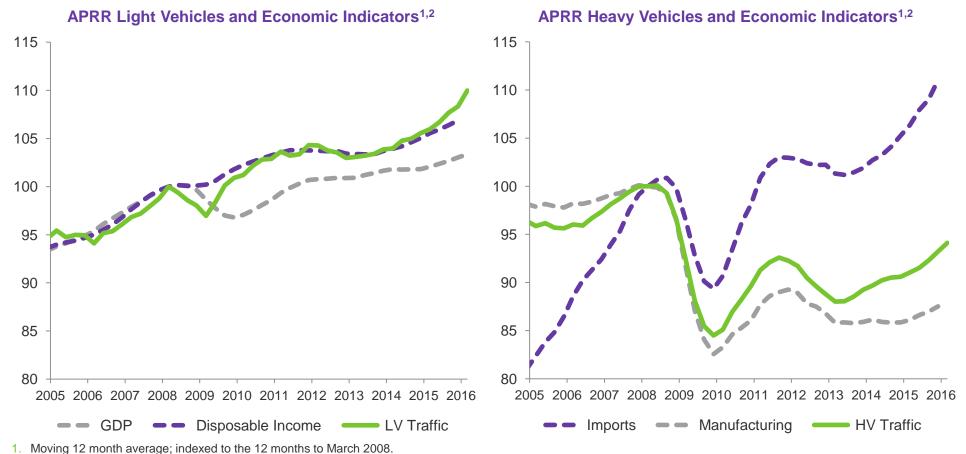
	1Q16	1Q15	Change
Traffic (VKTbn)	5.2	4.9	6.5%
Light Vehicles	4.4	4.1	7.1%
Heavy Vehicles	0.9	0.8	3.9%
Toll Revenue (€m)	525.8	491.4	7.0%

 ${\it 1.} \quad {\it Other includes revenue from motorway service areas and telecom assets.}$ 





Light vehicle traffic remains correlated to real household disposable income Heavy vehicle traffic remains correlated to French manufacturing and imports



2. Course INCEE April 2046

<sup>2.</sup> Source: INSEE, April 2016

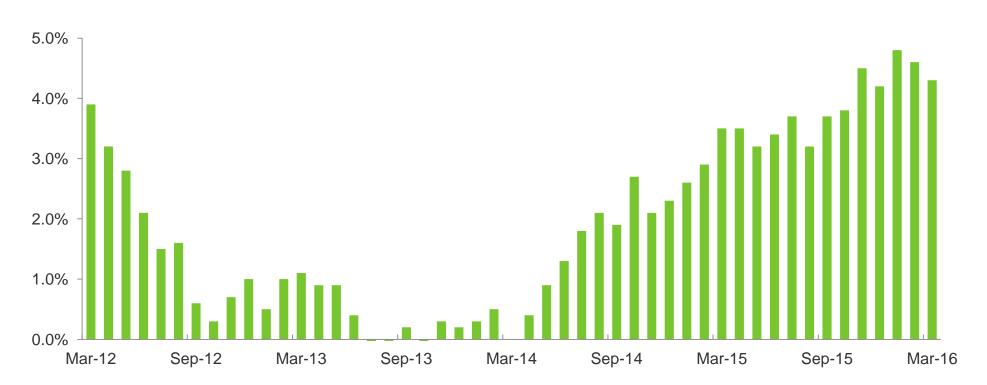






Continued lending growth to non-financial corporations suggests expansion of business activity

### Loans to Non-Financial Corporations (Annual Growth Rate)<sup>1</sup>

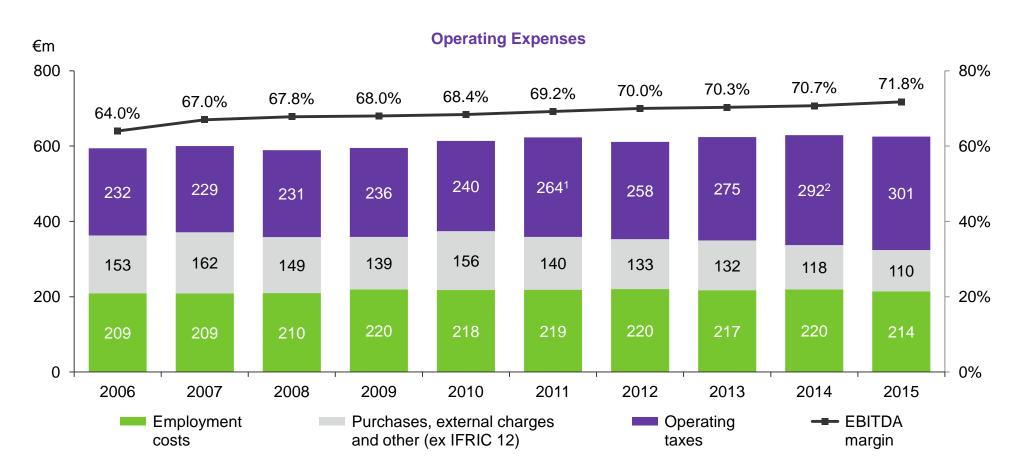


1. Source: Bank of France, April 2016. Annual growth rate calculated on a monthly basis.





Disciplined cost management resulted in operating expenses remaining flat in 2015



<sup>1.</sup> Taxe d'aménagement du territoire (TAT) (regional development tax) rates increased from €6.86 to €7.32 per 1,000km in 2011; compensation in the form of additional increases in tolls from 1 February 2011 (0.33% for APRR and 0.29% for AREA) and from February 2012 (0.17% for APRR and 0.14% for AREA).

<sup>2.</sup> Redevance domaniale (land tax) increase effective in July 2013.

## **APRR** operations



Active management of a 2,323km motorway network to deliver improved operations in 2015

### **Network Improvements**



- 18km of new motorway opened in 2015 (A719 extension and A466 link)
- Refurbishment of ~100 rest and service areas (37%)

## **Leveraging Technology**



- 96% automated transactions
- 54% ETC¹ transactions
- Installation of electrical charging stations

### **Safety**



Emergency call smartphone application "SOS AUTOROUTE" downloaded by ~500,000 customers

## People



- 3,483 FTE employees<sup>2</sup>
- Over 95% customer satisfaction
- AFNOR<sup>3</sup> Diversity Label

- 1. Electronic toll collection.
- 2. 2015 average FTE staff number excludes employees transitioning to retirement. As at 31 December 2015, total FTE staff was 3,456.

3. Association Française de Normalisation.





## Continued commitment to maintain and expand the existing network

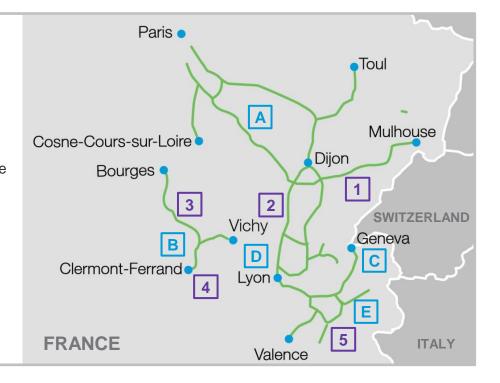
- Capital expenditure guidance (real as at December 2015)
  - 2016-2020: average ~€370m p.a. (includes 2014-2018 management contract and Stimulus Package)
  - 2021-2035: average ~€180m p.a.

### **Management Contract (2014)**

- A. A6 at Auxerre widening (Southbound)
- B. A71 north of Clermont-Ferrand widening (Northbound)
- C. A41 north of Annecy widening (both directions)
- D. A89-A6 link road construction north of Lyon
- E. A43/A41/Chambery high speed urban road interchange upgrade

### Stimulus Package (2015)

- 1. A36 Sévenans interchange
- A406 West/RCEA interchange near Mâcon
- 3. A714 East/RCEA interchange near Montmarault
- 4. A75 widening between Clermont-Ferrand and La Jonchère
- A480 widening near Grenoble





1,000

500

511

■ APRR Cash ■ Undrawn RCF





Reduction in interest costs as maturing debt is progressively replaced at lower rates

Sustainable debt maturity profile with strong liquidity position

**APRR/Eiffarie Pro Forma Debt Maturity Profile¹(€m)** 

APRR rated BBB+ (Stable outlook) by both Standard & Poor's and Fitch

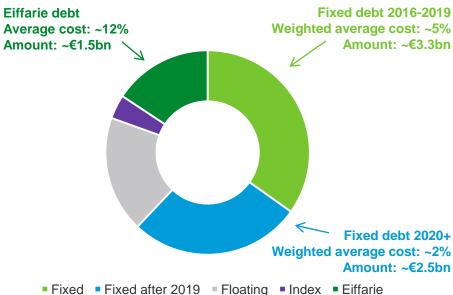
#### 2,500 -2,000 -1,500 -1,800 -1,481 -1,321 -1,209 1,229 -1,160

2016 2017 2018 2019 2020 2021 2022 2023 2024 2025+

■ APRR Debt ■ Eiffarie Facility

# 717 505

#### **APRR/Eiffarie Cost of Debt**<sup>1,2</sup> (€m)



<sup>1.</sup> As at 31 December 2015, adjusted to reflect the EMTN maturities in January 2016 (€500m fixed EMTN at 4.375% and €300m FRN). Excludes short term debt, accrued interest and mark to market on swaps. Assumes 7yr maturity (6yr plus 1yr extension) for Eiffarie term loan.

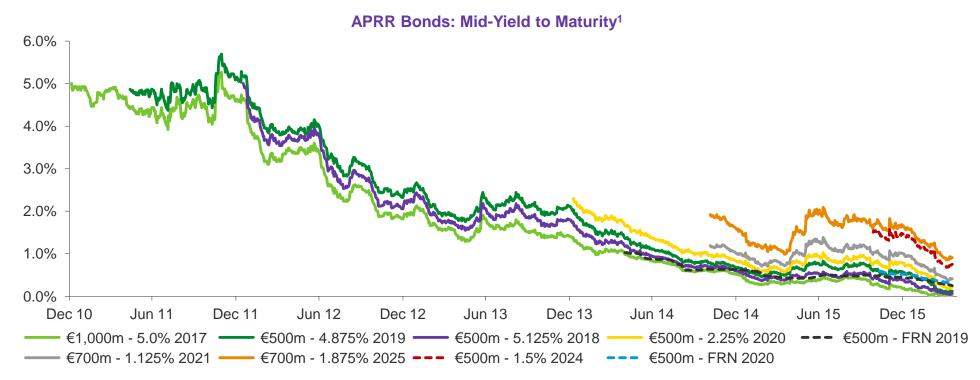
2. Eiffarie average cost of debt includes ~€3.3bn swaps which mature in June 2018.





## APRR issued €1.0bn of bonds during 2015

- €500m bond at 1.50% due 2024
- €500m floating rate note at Euribor+70bps due 2020
- APRR also signed a €275m loan facility with the European Investment Bank (EIB), at an average margin of 39bps over Euribor at the time of drawdown



1. Source: Bloomberg.



# **Dulles Greenway**





Dulles Greenway is a 22km toll road in Loudoun County, northern Virginia

#### **2015 Performance**



**Traffic 5.4%** 51,054 ADT

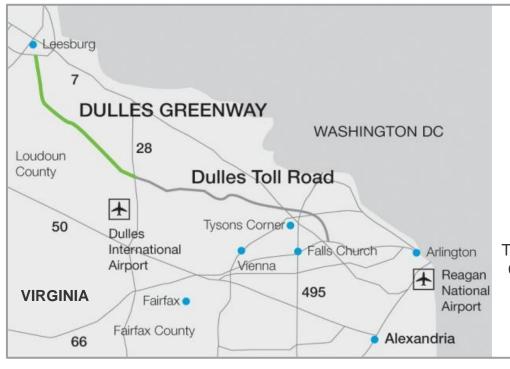


**7.9%**US\$85.1m



**5.1%** US\$66.2m<sup>1</sup>

#### Concession



### **Ownership**

50% estimated economic interest

#### **Concession End**

15 February 2056

## **Tolling Schedule**

2014-2020:

Tolls escalate by greater of: CPI +1%, real GDP, 2.8%

2020+:

By application to SCC

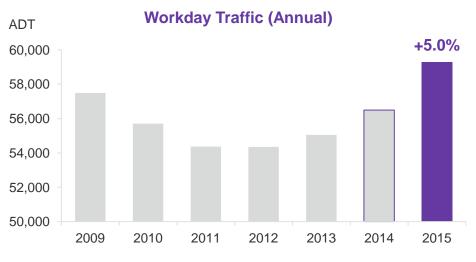
1. Dulles Greenway EBITDA was reduced by US\$2.0m due to a change in a US accounting standard (Topic 853 – Service Concession Arrangements). DSCR calculation methodology has been amended to offset the impact of this accounting change.



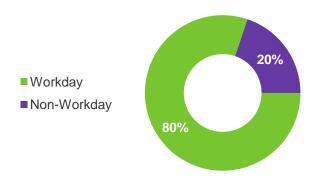


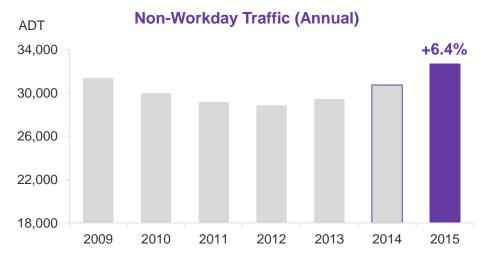
# Dulles Greenway traffic

Total 2015 traffic up 5.4% against pcp, reaching 51,054 average daily traffic (ADT)









3 months to 31 March 2016

	1Q16	1Q15	Change
Total traffic (ADT)	48,656	45,337	7.3%
Workdays	58,308	53,917	8.1%
Non-workdays	28,022	27,289	2.7%
Revenue <sup>1</sup> (US\$)	225,152	203,115	10.8%

1. Average Daily Toll Revenue



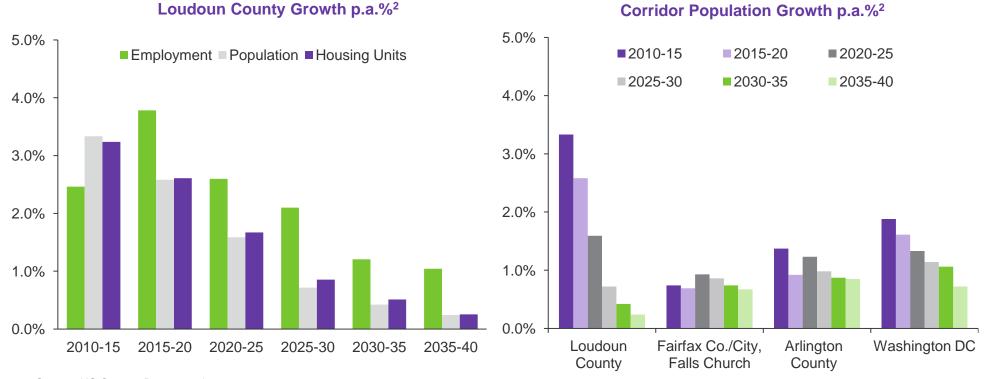




# Dulles Greenway corridor growth

Corridor traffic expected to further increase with regional growth

- Loudoun county is one of the fastest growing and most affluent counties in the US, with the 4th fastest population growth and the highest median income in 2014<sup>1</sup>
- Employment, population and housing units outlook remain strong



Source: US Census Bureau estimates.

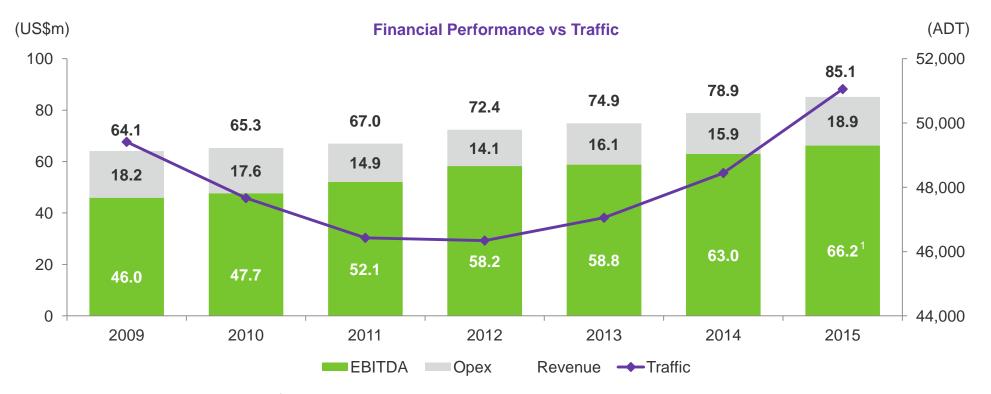
<sup>2.</sup> Source: Department of Community Planning Services Metropolitan Washington Council of Governments: Round 8.4 Cooperative forecasting (October 2015).



# Dulles Greenway performance

A combination of higher traffic volumes and toll increases have led to consistent growth in EBITDA

- 2016 toll increase implemented 23 February
- State Corporation Commission toll review finalised September 2015; remains subject to appeal



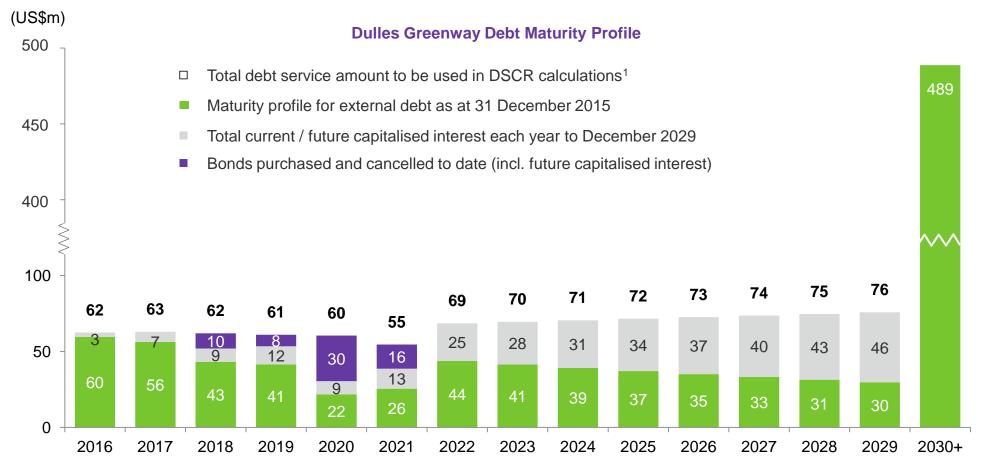
<sup>1.</sup> Dulles Greenway EBITDA was reduced by US\$2.0m due to a change in a US accounting standard (Topic 853 – Service Concession Arrangements). DSCR calculation methodology has been amended to offset the impact of this accounting change.





No refinancing requirements for the duration of the concession

Debt 100% fixed rate bonds, amortisation schedule locked in until 2056



1. Refer to the Management Information Report for further details on DSCR calculations.



# Summary

## Summary





Operational performance

- Growth in traffic, revenue and EBITDA across all portfolio assets during 2015
- Concession extensions achieved at APRR and AREA
- Strong regional growth in Dulles Greenway corridor, supporting long term outlook

**Distributions** 

- 1H16 distribution: 9.0 cps
- FY16 guidance: 18.0 cps<sup>1</sup>



Portfolio development

- Simplification of portfolio through divestment of non-core assets
  - ~US\$120m combined net proceeds
- Balance sheet strengthened through disciplined capital management

Growth

- Primary focus remains on supporting organic growth within existing portfolio
- Open to consider accretive opportunities that will complement MQA's existing portfolio

1. Guidance provided as at 25 February 2016. Subject to foreign exchange movements and unforeseen events.