



ASFINAG - A USER FINANCED SYSTEM FOR HIGHWAY CONSTRUCTION AND MAINTENANCE

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ASFINAG – Baumanagement GmbH

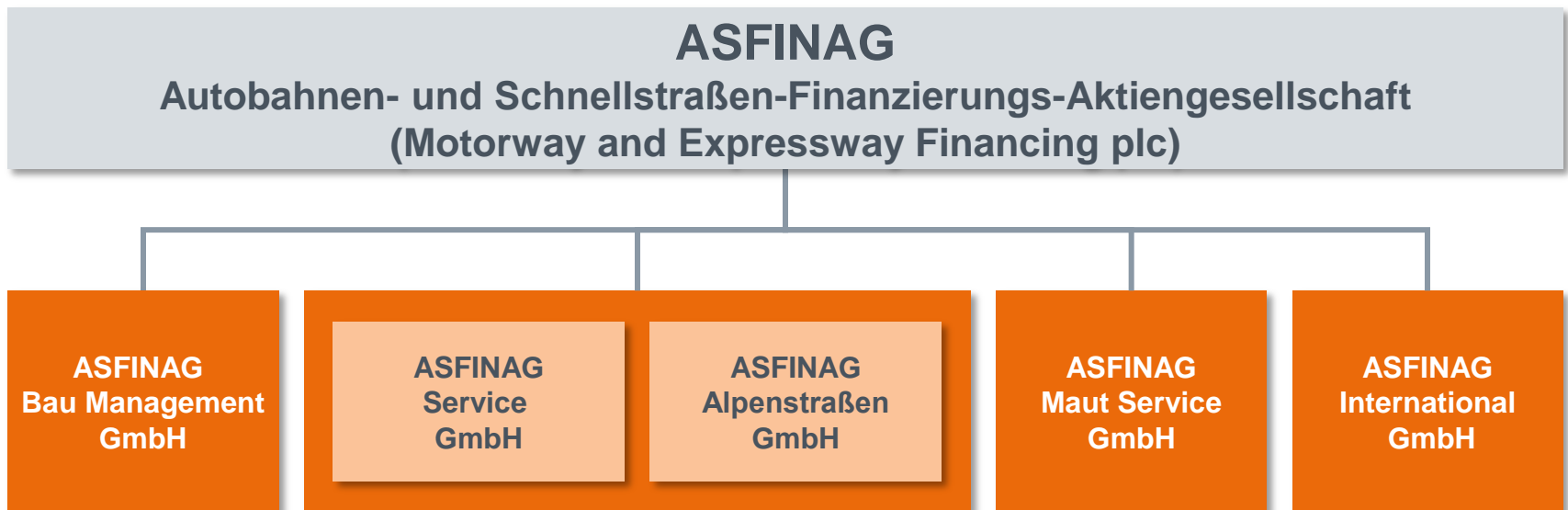
Ceske Budejovice – Asphalt Pavement 2013



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- Construction activities

The ASFINAG Group



ASFINAG Overview

- **Tasks:** Planning, construction, maintenance, operation, funding and tolling of motorways and expressways in Austria
- **Road network:** In operation: 2,178 km
- **Employees – group:** 2,670
- **Motorway operation and maintenance facilities:** 43
- **National traffic management center:** 1
- **Regional traffic management centres:** 9
- **Locations:** Wien, Graz, Innsbruck, Salzburg, Ansfelden
- **Financing:** Vehicles < 3.5 t: toll stickers + special tolls
Trucks > 3.5 t: mileage-dependent toll

The ASFINAG Mission

Reliability all the Way

ASFINAG is an efficiently operating **user-financed builder and operator of motorways** and expressways.

We provide a **road network** that meets our customers' requirements, is **well-serviced** and developed with a special focus on road safety and **optimal availability** as well as user-friendly tolling systems.

All our activities are directed towards fulfilling our economic, environmental and social responsibilities whilst strengthening Austria's position as a business location.

The ASFINAG Vision 2020

Top-level Service Provider

ASFINAG is one of Europe's leading motorway network operators with a special focus on

- availability
- traffic management
- traffic information
- road safety and
- technological innovations

We act internationally and interlink with public transport.

Strategies for implementing ASFINAG's Vision 2020

Finance:

Striking a balance between investments, costs and revenues with a focus on ensuring economic independence

Customers:

Increasing customer satisfaction by

- providing a safe and optimally available road network
- user-friendly tolling systems
- user-oriented traffic information and
- interlinking with public transport

Strategies for implementing ASFINAG's Vision 2020

Processes:

Increasing productivity by

- reducing the number of interfaces
- optimising key processes and
- implementing technological innovations

Staff:

Deployment and development of appropriately qualified and highly motivated employees.

Ongoing development of a corporate culture based on trust, communication and appreciation.

Formation of ASFINAG

“Special companies”

1960: Brenner-, Tauern-, Pyhrn Autobahn and Alpenstraßen AG
Autobahnen- und Schnellstraßen AG (ASAG)
Wiener Bundesstraßen Gesellschaft (WBG)

“ASFINAG old”

1982: Establishment of ASFINAG – initially exclusively as financing company

1993: Foundation of ÖSAG (Tauern, Pyhrn, WBG, ASAG) and ASG (Arlberg, Brenner)

Evolution of ASFINAG

“ASFINAG new”

- 1997:** Usufructus contract → toll sticker
ÖSAG/ASG taken over by ASFINAG
- 2004:** Introduction of truck toll
- 2006:** Termination of service contracts with
federal provinces, roads now operated
directly by ASFINAG
- 2007:** Amendment of usufructus contract –
preparation of master plan
- 2008:** Structural adjustments – stronger focus
on core tasks, cost optimisation
- 2010:** Consolidation of operational service
companies

Road Network subject to Tolling in Austria

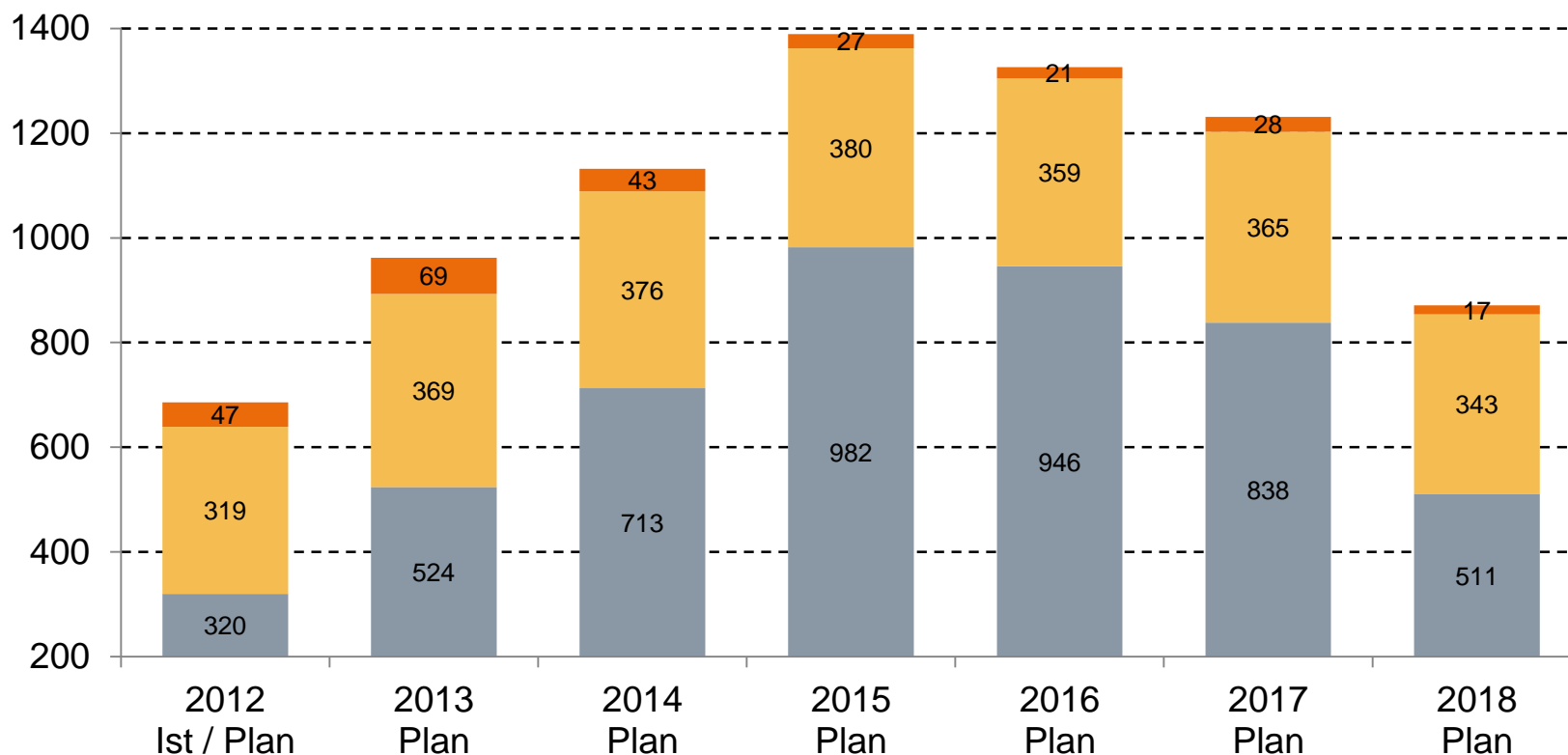


Key Financial Data 2012 (in EUR million)

	2012	11 → 12	2011
Net profit for the year	471	+7.1 %	440
Debt reduction	67	-28.7 %	94
Current and non-current liabilities	11,525	-2.2 %	11,786

Construction Programme

■ New constructions & expansion
 ■ Structural maintenance
 ■ Investment



ASFINAG – Financing of ASFINAG

- ASFINAG is financed via the capital market and is a well-established **issuer of bonds** that is highly regarded in the national and international financial markets.
- The bonds issued are provided with a **guarantee by the Republic of Austria** and receive the rating of **Aaa/AA+** by rating agencies.
- The guarantee provided by the state and its excellent rating enable ASFINAG to benefit from highly **favourable financing terms**.
- International financing activities are based on the ASFINAG **European Medium Term Note Programme** (EMTN), which is updated annually and defines the legal framework for issues.

Motorway Operation and Maintenance Monitoring Centres



ASFINAG MOTORWAY MAINTENANCE, MONITORING CENTRES

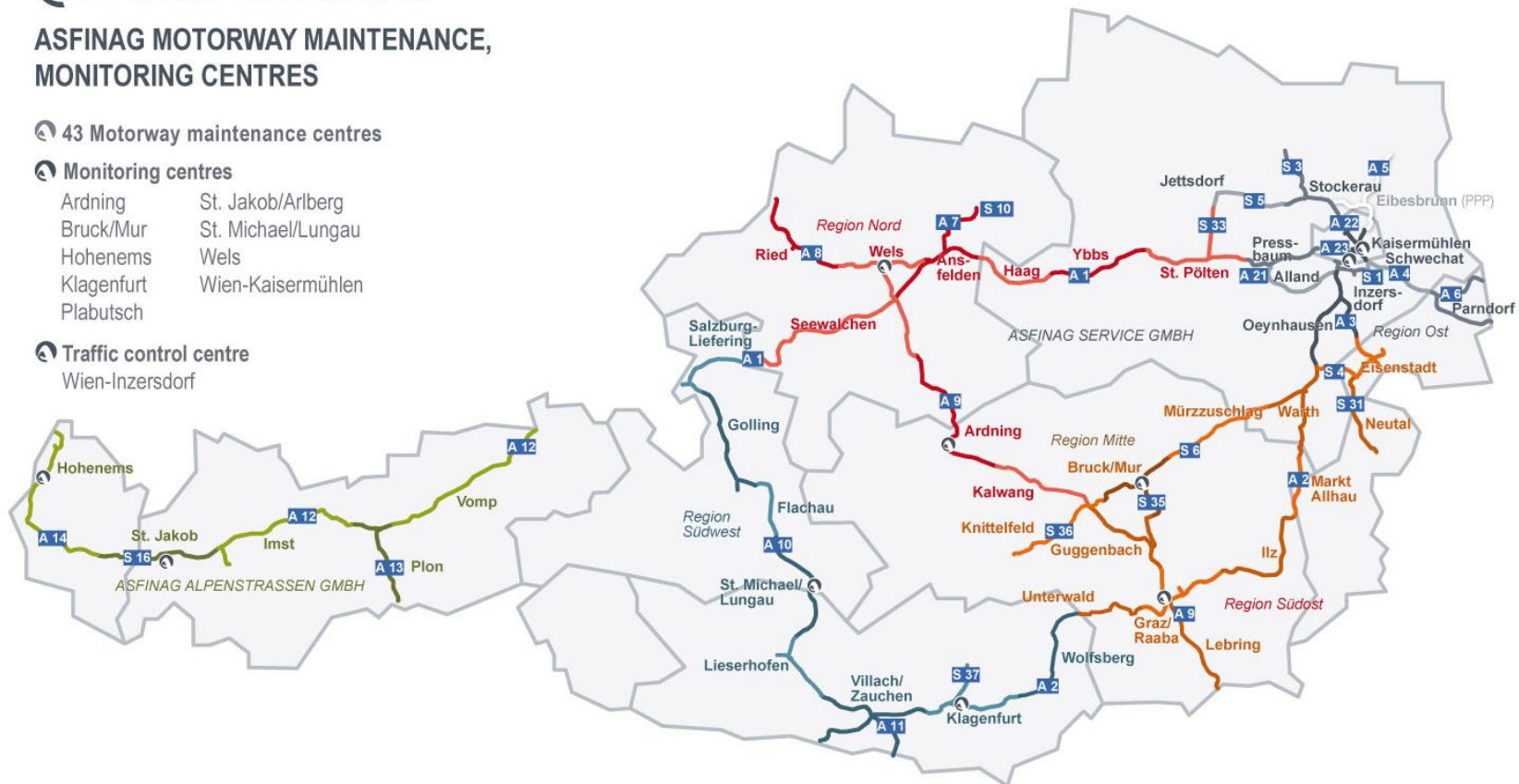
 43 Motorway maintenance centres

Monitoring centres

Ardning	St. Jakob/Arberg
Bruck/Mur	St. Michael/Lungau
Hohenems	Wels
Klagenfurt	Wien-Kaisermühlen
Plabutsch	










Traffic control centre

Wien-Inzersdorf



Toll System in Austria:

Overview and Revenue 2012

Up to 3.5t mpgw	<p>Toll sticker</p>    <p>Revenue*) of EUR 383 million</p>	<p>Special toll</p>   <p>Revenue*) of EUR 136 million</p>
More than 3.5t mpgw	<p> Fully electronic toll payment by GO-Box</p>    <p>Revenue*) of EUR 1,103 million</p>	

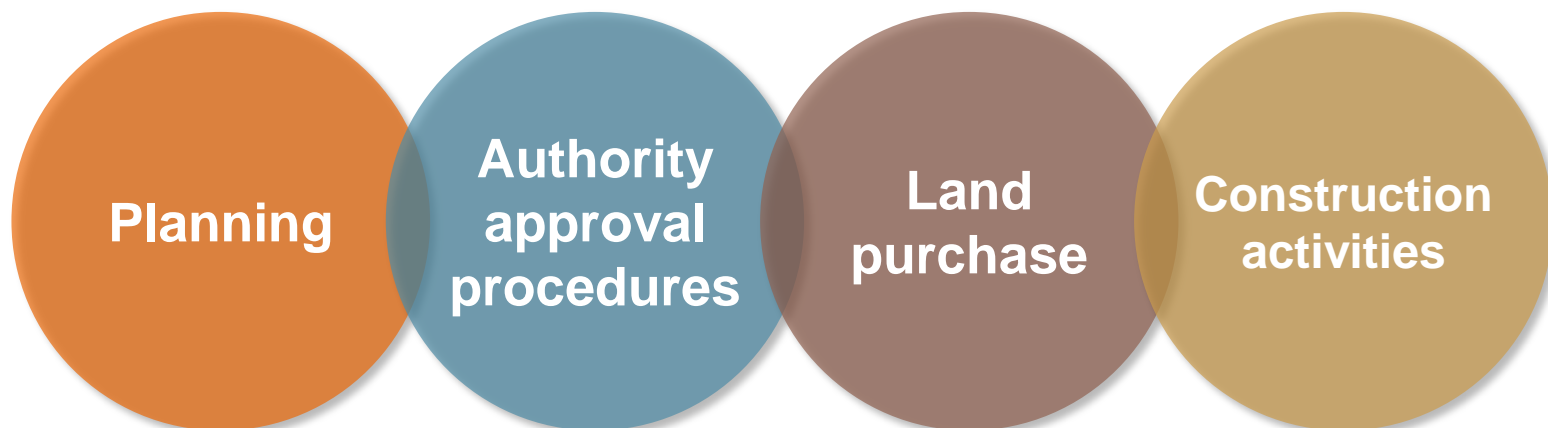
*) net revenue 2012, rounded

Construction Activities



Construction Activities – Expertise I

- Bundling of all planning and construction responsibilities and expertise for the effective and efficient handling of projects
- Provision of a safe network that is extended to meet customers requirements



Construction Activities – Expertise II

Project planning & structural implementation of ...

- New motorways & expressways
- Junctions, rest areas & traffic control points, truck parking spaces
- Capacity increasing measures (including additional lanes, second tunnel tubes)
- Maintenance works (overall refurbishment, renewal, structural refurbishment, upgrading and expansion of the safety-related systems and elements)
- Activities to reduce the impact of traffic on the environment / noise protection activities
- Structural engineering activities (building motorway operation and maintenance facilities)
- Activities to increase traffic and tunnel safety (like traffic control systems, renewal and upgrading of the electrical engineering equipment in tunnels)



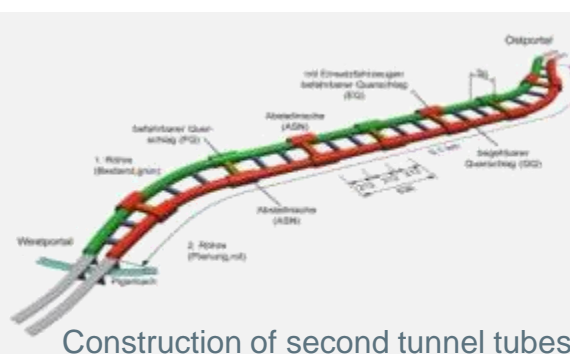
Construction Activities – General Framework I

- Efficient & needs-based use of resources
 - Evaluation & adaptation of expansion, cost & time schedules
- Open planning processes & active management of framework conditions
 - Raising acceptance levels among affected parties & stakeholders
 - Mediating between groups with conflicting interests in a complex environment
 - Taking responsibility for the environment
 - Sustainable project planning and execution
 - Compensation of environmental impacts in line with current standards and regulations
- Reconciliation of internal and external interfaces

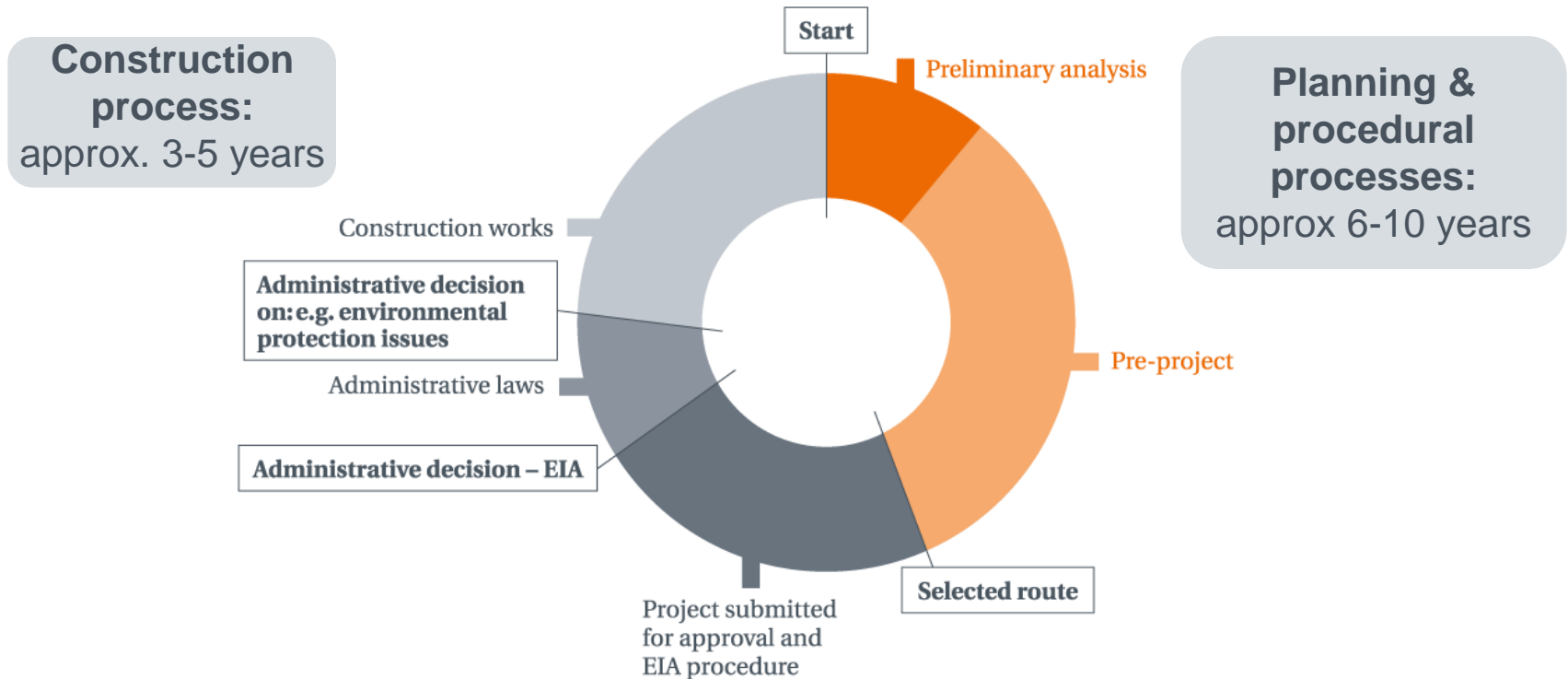


Construction Activities – General Framework II

- Guaranteeing high-quality planning and execution of works
 - Standardising processes and tender procedures
 - Knowledge management (internal and external)
 - Research & Development, participation in relevant committees
 - Regulations, participating in committees, internal techn. Regulations, participating in international organisations like PIARC, CEDR
- Increasing traffic and tunnel safety
 - Implementing the Tunnel Safety Offensive
 - Modern and dense network of rest areas
- Maximising customer parameters and optimising construction site management
 - Performing road works in normal traffic conditions
 - Minimising impact on traffic flow and road safety



Construction Activities – Projects Processing



Documents submitted for project approval of the S 7 expressway

Construction Activities – Facts & Figures I

Costs of building motorways and expressways



Rural area: **EUR 10-25 million / km**

Construction Activities – Facts & Figures II

Costs of building motorways and expressways



In and around cities: **EUR 60-80 million / km**



Thank you for your attention!
Questions?





RELIABILITY ALL THE WAY.