



407 ETR RESULTS JANUARY - DECEMBER 2018

407 ETR is located in Toronto (Canada). Ferrovial owns a 43.2% stake of the asset and it is equity accounted.

EBITDA +9.7%
Dividends +8.9%

407 ETR TRAFFIC PERFORMANCE

	dic-18	dic-17	Var.
Avg trip length (km)	21,70	21,54	0,7%
Traffic/trips (mn)	126.625	125.738	0,7%
VKTs (mn)	2.747	2.709	1,4%
Avg revenue per trip (CAD)	10,86	9,96	9,0%

VKT (Vehicle Kilometres Travelled)

Traffic (kilometres travelled) +1.4%, with more trips (+0.7%) and an increase in the average distance travelled (+0.7%), mainly due to overall economic growth and longer trips given the construction works on the alternate highways and roads.

407 ETR FINANCIAL RESULTS

(CAD mn)	dic-18	dic-17	Var.
Revenues	1.390	1.268	9,7%
EBITDA	1.211	1.104	9,7%
EBITDA margin	87,1%	87,1%	
EBIT	1.103	998	10,6%
EBIT margin	79,4%	78,7%	
Financial results	-370	-358	-3,3%
EBT	733	640	14,6%
Corporate income tax	-194	-169	-14,5%
Net Income	539	470	14,6%

Revenues at 407 ETR +9.7% in local currency in 2018.

- **Toll revenues** (93% of total): +9.9% to CAD1,295mn, mainly due to tariff increases applied since February 2018 & traffic improvement.
- **Fee revenues** (6% of total) CAD90mn (+9.1%), mainly on higher late payment charges, higher transponder lease fee revenues due to an increase in transponders in circulation and higher fixed fee from the opening of phase 2a in early 2018.

EBITDA +9.7%, with an 87.1% EBITDA margin (vs. 87.1% 2017).

407 ETR Tariffs

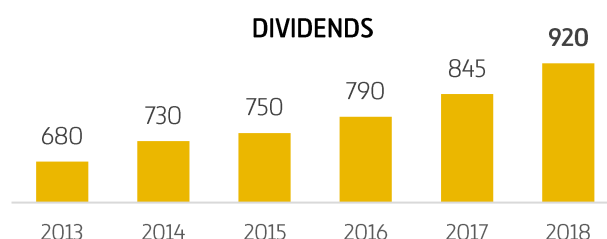
2018 tariff structure (from Feb 1st 2018) includes different tariffs by direction of travel, area, day & time of travel; and includes an additional Zone Tariffs for light vehicles:

CAD (¢/km)	EASTBOUND				WESTBOUND			
	Zone 1	Zone 2	Zone 3	Zone 4	Zone 1	Zone 2	Zone 3	Zone 4
AM Peak Period (Mon-Fri: 6-7am, 9-10am)	39.33	39.57	39.21	36.38	37.08	38.49	39.21	39.21
AM Pk Hrs (Mon-Fri: 7-9am)	47.09	46.66	46.24	41.39	42.18	43.78	44.6	46.24
PM Peak Period (Mon-Fri: 2.30-3.30pm, 6-7pm)	38.11	41.05	42.17	40.68	42.55	42.55	42.17	37.75
PM Pk Hrs (Mon-Fri: 3.30-6pm)	43.30	49.21	50.55	48.76	51.00	48.34	47.91	42.89
Midday Rate								
Weekdays (10am-2:30pm)	33.81	33.81	33.81	33.81	33.81	33.81	33.81	33.81
Weekend & holidays (11am-7pm)	30.83	30.83	30.83	30.83	30.83	30.83	30.83	30.83
Off Peak Rate								
Weekdays (7pm-6am), Weekend & holidays (7pm-11am)	23.38	23.38	23.38	23.38	23.38	23.38	23.38	23.38

Figures in CADmn unless otherwise specified.

407 ETR DIVIDENDS

In 2018, 407 ETR distributed dividends of CAD920mn, **+8.9% vs. 2017**.

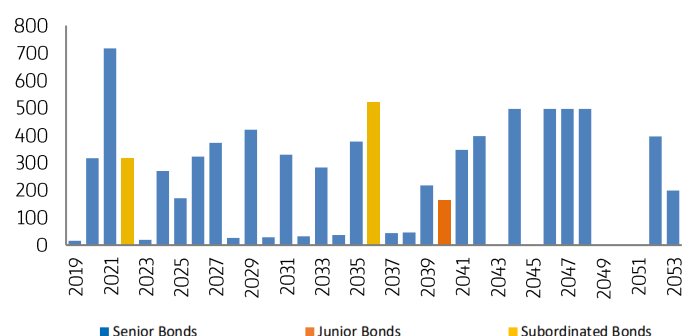


At the February Board meeting, 1Q 2019 dividend payment was approved in the amount of CAD250mn (**+10.5% vs. 1Q 2018**).

407 ETR credit rating

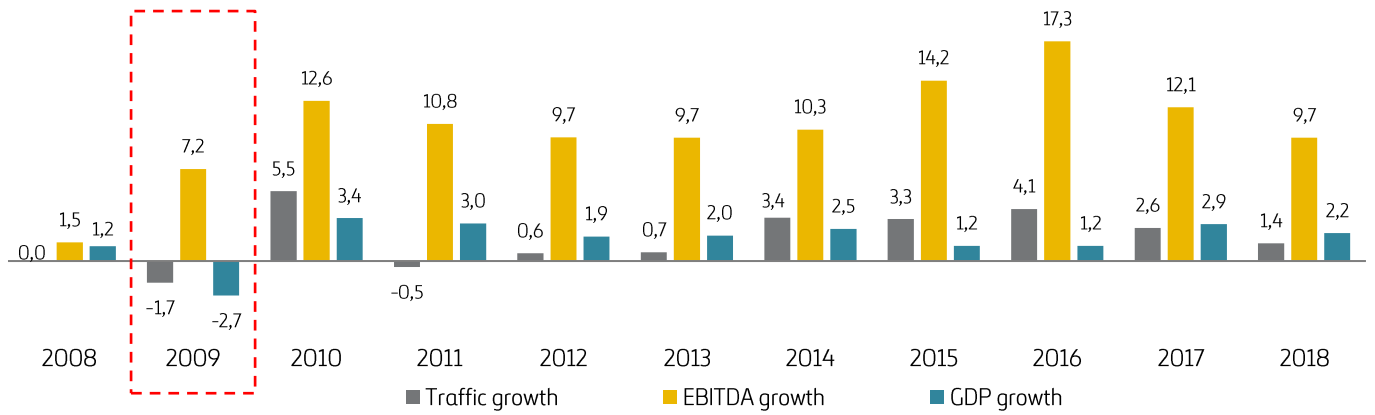
- **S&P:** "A" (Senior Debt), "A-" (Junior Debt) & "BBB" (Subordinated Debt), with stable outlook, issued on 31 May 2018.
- **DBRS:** "A" (Senior Debt), "A low" (Junior Debt) & "BBB" (Subordinated Debt), with stable outlook, issued on 3 December 2018.

407 ETR BOND MATURITY PROFILE

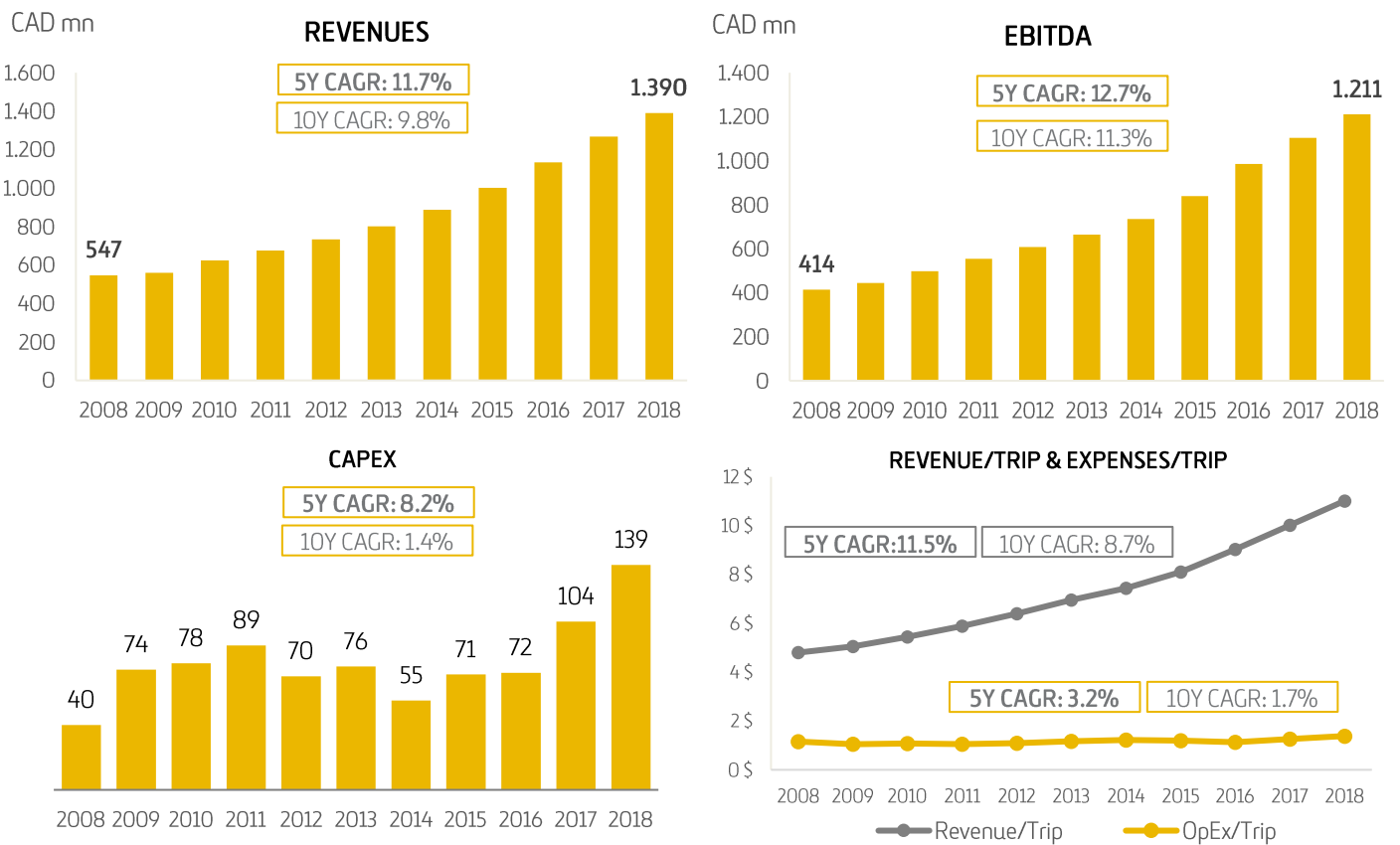


Find further information on 407 ETR 2018 results in the following [link](#)

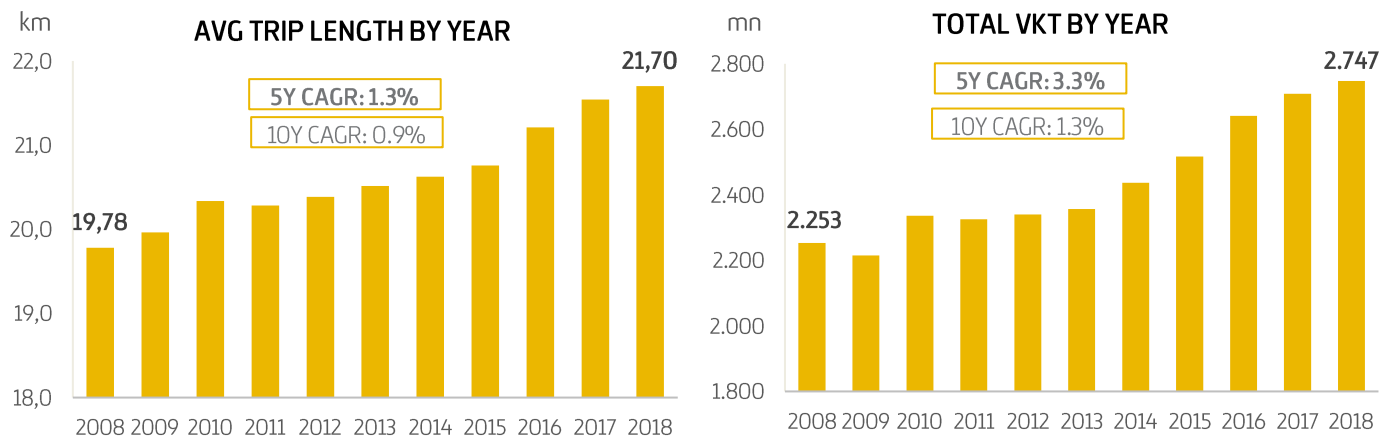
Traffic, EBITDA & GDP growth (%)



407 ETR'S FINANCIAL INDICATORS

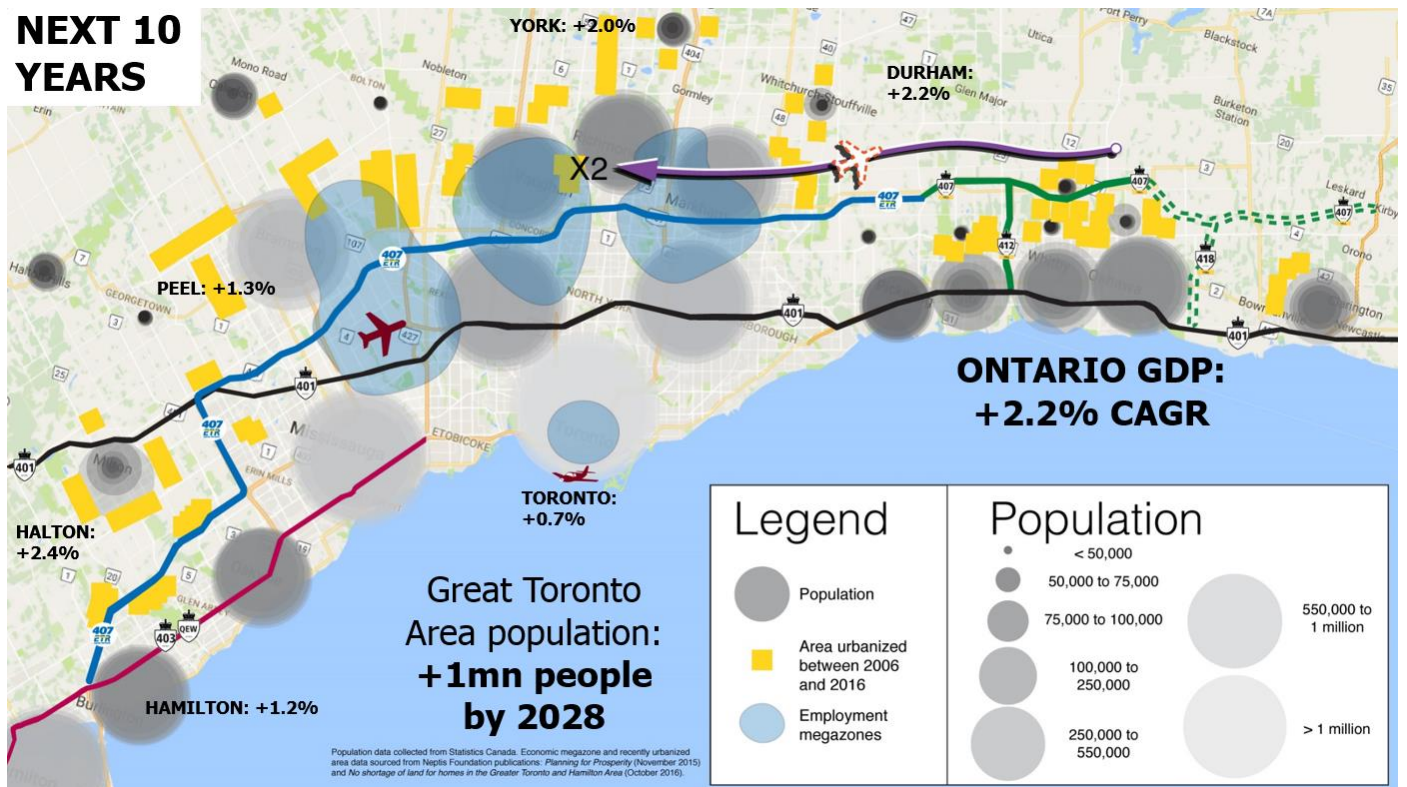


407 ETR'S TRAFFIC PERFORMANCE



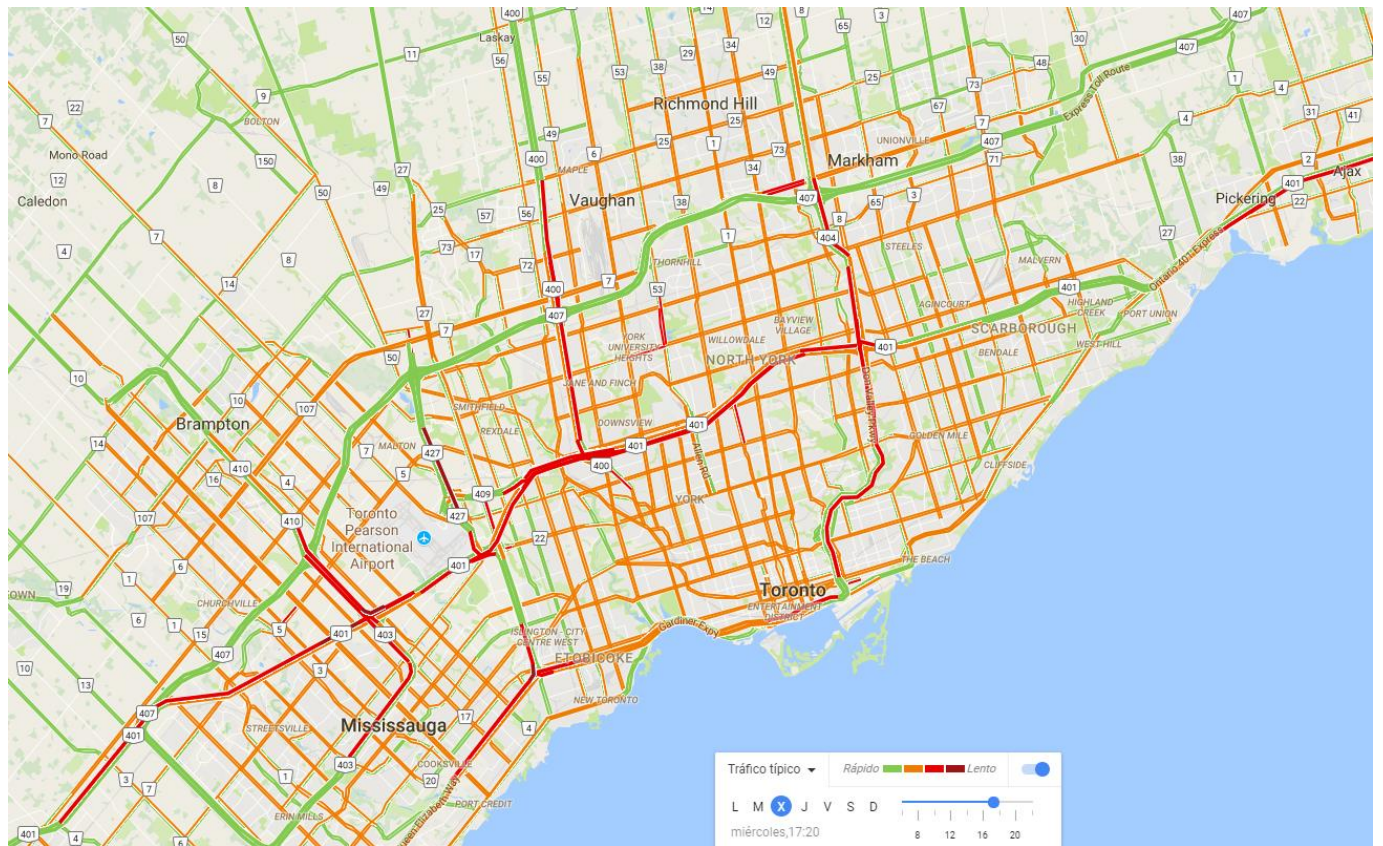
FUTURE EXPECTED GROWTH

NEXT 10 YEARS



GDP growth (Source: Statistics Canada and Ontario Ministry of Finance)

407 ETR TRAFFIC LEVELS vs ALTERNATIVE ROUTES



Typical traffic on a Wednesday at 5:20 p.m. (Source: Google)