

31 August 2022

#### **ASX RELEASE**

#### Atlas Arteria Results Presentation for the half year ended 30 June 2022

Atlas Arteria (**ASX:ALX**) is pleased to release the attached results presentation for the half year ended 30 June 2022.

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This announcement has been authorised for release by the Boards of Atlas Arteria Limited and Atlas Arteria International Limited.

#### **About Atlas Arteria**

Atlas Arteria (ASX:ALX) is a global owner, operator and developer of toll roads, creating value for our investors over the long-term through considered and disciplined management. The roads we own, operate and develop benefit communities through reduced travel time, greater time certainty, reduced fuel consumption and carbon emissions.

Today the Atlas Arteria Group consists of four businesses. We currently own a 31.14% interest in the APRR toll road group in France. Adjacent to the APRR business is the smaller ADELAC business which connects to APRR in south-east France. Together APRR and ADELAC comprise a 2,406km motorway network located in the East and South East of France. In the US, we have 100% of the economic interest in the Dulles Greenway, a 22km toll road in the Commonwealth of Virginia. In Germany, we own 100% of the Warnow Tunnel in the north-east city of Rostock.

www.atlasarteria.com



## H1 2022 RESULTS PRESENTATION

for the six months ending 30 June 2022



#### **Important Information**



#### **Disclaimer**

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#### **Forward Looking Statements**

This presentation may contain forward-looking statements including statements with respect to Atlas Arteria's future performance. Such forward-looking statements are not guarantees of future performance. Due care and attention have been exercised in the preparation of forward-looking statements, however actual results may vary as a result of various factors beyond the control of Atlas Arteria, its subsidiaries and their officers, employees, agents and advisors. The words, 'plan', 'will', expect', 'may', 'should', and similar expressions are intended to identify forward looking statements.

#### **Non-IFRS Information**

This presentation includes certain financial measures that are not recognised under Australian Accounting Standards (AAS) or International Financial Reporting Standards (IFRS). Such non-IFRS financial measures do not have a standardised meaning prescribed by AAS or IFRS and may not be comparable to similarly titled measures presented by other entities, and should not be construed as an alternative to other financial measures determined in accordance with AAS or IFRS. Recipients are cautioned not to place undue reliance on any non-IFRS financial measures included in this presentation. The non-IFRS information has not been subject to audit or review by Atlas Arteria's external auditor.

#### **Basis of Preparation**

All financial results are presented in Australian dollars unless stated otherwise. Data used for calculating percentage movements has been based on actual numbers. Percentage changes are based on prior comparative period unless otherwise stated. Atlas Arteria has a 31 December financial year end. Refer to the Glossary of Terms for key terms used in this presentation.

#### No Offer

This presentation does not constitute an offer to sell, or the solicitation of an offer to buy, any securities in the United States or any other jurisdiction. Atlas Arteria's securities have not been, and will not be, registered under the US Securities Act of 1933, as amended (US Securities Act) or the securities laws of any state or other jurisdiction of the United States or elsewhere. Accordingly, Atlas Arteria's securities may not be offered or sold, directly or indirectly, in the United States unless they are offered or sold pursuant to an exemption from, or in a transaction not subject to, the registration requirements of the US Securities Act and any other applicable US state securities laws.

#### **U.S. Ownership Restrictions**

Atlas Arteria's securities are subject to ownership restrictions that apply to residents of the United States and other US persons who are not "qualified purchasers" (as defined in Section 2(a)(51) of the US Investment Company Act of 1940). For further details, please see our website

https://atlasarteria.com/stores/ sharedfiles/US Ownership/Atla sArteria-USownershiprestrictions.pdf



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- **KEY HIGHLIGHTS**
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## Strong financial performance and delivery on strategy driving value for securityholders

#### **H1 2022 HIGHLIGHTS**



Strong weighted average traffic up

22.7%

in H1 2022 vs H1 2021 driven by continued performance at APRR Reinstated distribution guidance for two periods reflects sustained recovery in traffic

Positively leveraged to high inflation which increases gross margins

First stand alone
Sustainability Report
released in April
providing more
information on key
metrics

APRR network expanded with ownership of A79<sup>1</sup> finalised and construction on track to complete late 2022

Engagement with new Administration ahead of Virginia's next legislative session



#### **H1 2022 FINANCIAL OVERVIEW**

#### Toll Revenue and EBITDA above 2019 levels as strong performance at APRR and ADELAC continues

	Revenue Contribution	H1 202	2 Traffic	H1 2022 Tol	l Revenue <sup>1,2</sup>	H1 2022 EBITDA <sup>1,2</sup>	
Business	Atlas Arteria	VS H1 2021	VS H1 2019	VS H1 2021	VS H1 2019	VS H1 2021	VS H1 2019
APRR	90.3%	23.4%	2.3%	20.0%	6.1%	23.0%	8.0%
ADELAC	2.0%	42.1%	(2.2%)	52.1%	5.9%	55.9%	8.8%
Warnow Tunnel	1.3%	10.1%	(8.5%)	11.5%	(3.9%)	13.6%	(14.0%)
Dulles Greenway	6.3%	12.3%	(34.0%)	20.3%	(27.5%)	27.9%	(30.1%)
	Weighted average <sup>3</sup>	22.7%	(1.3%)	20.5%	2.9%	23.8%	4.0%

<sup>1.</sup> Revenues and operating costs are presented under IFRS in local currency, excluding impacts of IFRIC 12.

<sup>2.</sup> Toll revenue % and EBITDA % change is calculated using the respective businesses local currencies.

<sup>3.</sup> Refer to slide 33 for weighted average calculation methodology.

#### ATLAS ARTERIA DISTRIBUTIONS

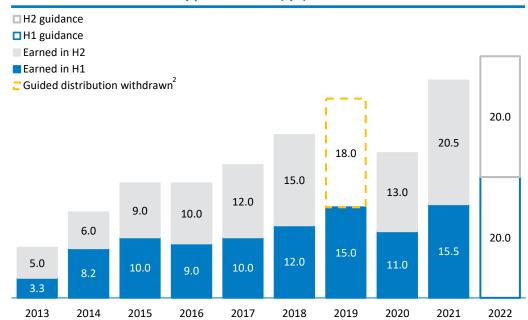
#### atlas**Arteria**

#### Record first half distribution for Atlas Arteria

#### Distribution guidance for H1 2022 and H2 2022

- Distribution guidance of 20.0 cps for H1 2022 reflects the strong performance of both APRR and Warnow Tunnel during the H1 2022 period
  - H1 2022 distribution affected by the weakening of the EUR vs AUD exchange rate and movements in the APRR maintenance provision
  - A 29% increase on H1 2021 distribution (paid in H2)
  - Expected to announce in September with payment by early October
- H2 2022 distribution is expected to be 20.0 cps
  - H2 2022 distribution expected to be affected by the full year impact of the APRR maintenance provision, commencement of amortisation of the Eiffarie debt facility<sup>1</sup> and a continuing weak EUR vs AUD exchange rate
- Guidance subject to continued business performance, movements in foreign exchange rates, and other future events

#### Atlas Arteria distributions – by period earned (cps)



<sup>1.</sup> Scheduled 30 June 2023 amortisation payment on the Eiffarie debt facility will be withheld by Eiffarie.

<sup>2.</sup> Distribution withdrawn and funds used to restructure Atlas Arteria's balance sheet.



#### POSITIVELY CORRELATED TO INFLATION

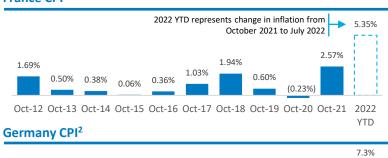
#### Inflationary environment supports toll increases and earnings

- Toll prices at APRR, ADELAC and Warnow are directly linked to inflation, with inflation rates in France and Germany reaching highest levels in over 10 years
  - Toll price increases at APRR/AREA are scheduled to occur in February 2023 using 2022 inflation data (October year end)
  - Toll price increases at Warnow Tunnel are scheduled to occur in November 2022 using 2021 and Q1 2022 inflation and GDP data
- · High proportion of debt within Atlas Arteria portfolio is fixed rate debt limiting impact of rising rates
- · Given the high margin nature of the businesses, gross margins should increase in an inflationary environment

Business	Toll escalation (% of CPI)	H1 2022 EBITDA Margin	% of fixed rate debt	Average debt duration (years) <sup>5</sup>
APRR	70%	86%4	87%	5.2
ADELAC	100%	85%	86%	7.6
Warnow Tunnel	100%	69%	75%	19.4
Dulles Greenway	n/a³	79%	100%	24.0

<sup>1.</sup> INSEE. October year end total CPI (excluding tobacco) for France is used for toll increases as per concession contract (i.e. October 2021 CPI x 0.70% + 0.25% set the toll increase for APRR in 2022).

#### France CPI<sup>1</sup>





Germany Federal Statistical Office. Calendar year and Q1 average inflation and GDP for Germany and Mecklenburg Vorpommern is used for toll increases at Warnow Tunnel.

<sup>3.</sup> Refer to slide 44 for legislative toll price process.

<sup>4.</sup> APRR H1 2022 EBITDA margin excluding operating taxes.

<sup>5.</sup> Calculated based on schedule of contracted debt repayments.

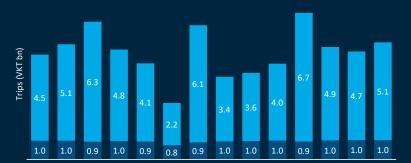


#### TRAFFIC GROWTH AT APRR

#### Traffic outperforms 2019 levels due to strong leisure demand and international trade





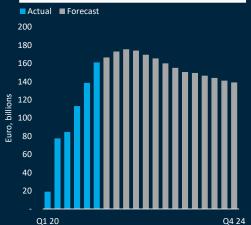


- LV traffic in H1 2022 was 28.3% higher than 2021 (which was impacted by nationwide lockdowns) and 2.1% higher than 2019
- HV traffic continues to grow with international trade, 4.0% higher in H1 2022 compared to 2021 and 3.1% higher than 2019

Q1 19 Q2 19 Q3 19 Q4 19 Q1 20 Q2 20 Q3 20 Q4 20 Q1 21 Q2 21 Q3 21 Q4 21 Q1 22 Q2 22

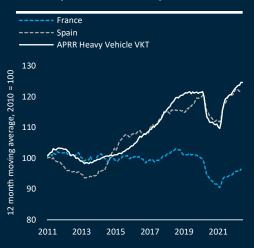
- Despite high fuel prices in France, demand remained strong particularly during school holidays and public holiday periods
- Traffic at APRR over the European summer remains above 2019 levels

#### Excess household savings<sup>1</sup>



 Elevated levels of household savings is forecast to continue for a number of years, providing a good foundation for future leisure and holiday travel

#### Healthy trade recovery<sup>2</sup>



- Strong trade recovery in Spain continues to hold, generating demand for heavy vehicle freight services
- French trade is yet to recover to pre-COVID levels

<sup>1.</sup> Excess household savings in France forecast based on December 2021 projections from the Banque de France.

<sup>2.</sup> Based on data from Eurostat, 'EU trade since 1999 by SITC' (DS-018995).

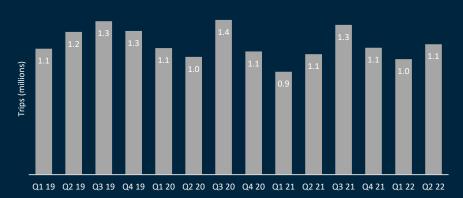


#### TRAFFIC STABILISING AT WARNOW TUNNEL

#### Traffic performance stable as most COVID restrictions now removed



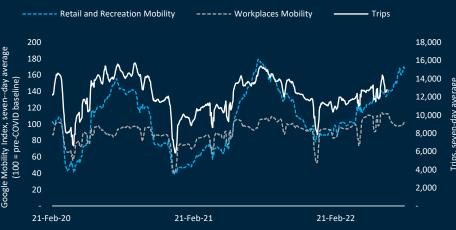
#### Warnow Tunnel Traffic



#### Most COVID-19 restrictions in Mecklenburg-Vorpommern were removed during March and April, including work-from-home requirements

- Traffic remains lower compared to 2019 in-part due to a reduction in roadworks on competing routes which elevated traffic in 2019
- Traffic has been negatively impacted since June by the German Government's €9 rail
  ticket, providing discounted local and regional transport over the summer period, which is
  valid until the end of August

#### Mobility and daily traffic<sup>1</sup>



 Workplace and recreation mobility in Mecklenburg-Vorpommern improved through the period, exceeding levels observed in the prior year



#### TRAFFIC RECOVERY CONTINUES AT DULLES GREENWAY

Continued improvement in weekday traffic reflecting a gradual return to the office



#### **Dulles Greenway Traffic**



- Traffic recovery was slowed by periods of heavy snow at the start of the year and by a more gradual return to office-based work
- Traffic since 30 June has been below 2021 levels as mobility in the region falls over the summer holiday period

#### Mobility recovery<sup>1</sup>



- Workplace mobility remains below pre COVID-19 levels due to continued working from home
- Virginia and District of Columbia state government employees expected to return to the office from July 2022

#### Peak and off-peak traffic



- Traffic in peak periods continues to recover, in-line with the upward trends in mobility
- Peak period traffic (as a proportion of total trips) throughout H1 2022 has been higher than any level achieved throughout 2021

#### **SUSTAINABILITY PRIORITIES**











#### **CUSTOMERS &**



#### Headline targets

- Lost time injury frequency rate1 target for large businesses ≤3; and a lost time injury rate target for small businesses <12
- Maintain our 40% commitment to gender balance and evolve representation across and within specific teams
- Establish a baseline customer satisfaction score in 2022
- 25% reduction in scope 1 and 2 greenhouse gas emissions by 2025, and 46% by 2030, compared to a 2019 baseline3

#### **Supporting** actions

- Continue to foster a safety-first. "zero-harm" culture across all businesses and corporate offices
- Implement customer-focused safety campaign, 'Move Forwards not Backwards', at Dulles Greenway
- Achieve ISO45001 certification at Warnow Tunnel
- Standardise use of safety reporting software across businesses to improve performance monitoring

- Double the number of females in the top 50 roles at APRR by 2025
- Complete a pay equity review for targeted roles at head office
- Embed inclusive policies, practices and behaviours including a continued focus on flexible working
- Roll out employee engagement surveys in wholly-owned businesses
- Perform a diversity, equity and inclusion diagnostic

- On the A79, introduce the most extensive free-flow tolling system in France, improving traffic flow and convenience
- Develop the Warnow Tunnel App, providing customers with easy access to price, payment options and tunnel reports
- Undertake a customer satisfaction assessment at Dulles Greenway
- Formalise tracking of customer complaints at Dulles Greenway

- Transition APRR to 100% renewable electricity in 2023
- Transition 75% of APRR's light vehicle fleet to electric vehicles by 2025
- Equip 100% of service areas along APRR with EV charging stations by end 2022
- **Undertake Scope 3 emissions** assessment for wholly-owned businesses
- Complete 19 wildlife crossings along the APRR and AREA networks by 2024







Completed

<sup>2.</sup> APRR is considered a large business and Dulles Greenway and Warnow small businesses.



#### FIRST STANDALONE SUSTAINABILITY REPORT

Increased focus on Environmental, Social and Governance matters reflected in 2021 Sustainability Report



## Strong financial performance in inflationary environment



#### ATLAS ARTERIA INCOME STATEMENT

Improved profitability reflecting increase in share of net profits in associates

A\$m	H1 2022	H1 2021 <sup>1</sup>	% Chg		
Revenue and other income					Increase driven by Dulles Greenway toll revenue as a result of
<ul> <li>Toll revenue</li> </ul>	53.8	43.1	25%	<b>←</b>	higher traffic and increased toll rates as well as the strengthening of the USD
<ul> <li>Other income</li> </ul>	0.9	0.4	113%	<b>←</b>	
Operating expenses				Ч	Reflects increase of interest income on cash deposits
<ul> <li>Business operations</li> </ul>	(16.0)	(14.4)	(11%)		Increase in business operations expenses primarily reflects the
<ul> <li>Corporate costs</li> </ul>	(15.1)	(11.9)	(27%)	$  \leftarrow   \sqcup  $	weakening of the AUD against the USD and increased maintenance
Finance costs	(42.5)	(41.3)	(3%)		provision at Warnow Tunnel
Depreciation and amortisation	(31.8)	(29.3)	(9%)		Corporate costs increased due to investment in capability in order
Share of net profits in associates	168.6	108.7	55%	<b>←</b> , └┤	to deliver on strategic objectives. Expect corporate costs to be in the \$34m - \$36m <sup>3</sup> range for 2022 plus IFM approach costs of
Income tax benefit/(expense)	(0.8)	0.9	(182%)	'	\$1.5m - \$2.0m
Net Profit after tax (excl notable items)	117.1	56.2	108%		Increase in share of net profits in associates reflects strong traffic
Notable Items					performance at APRR, partially offset by the lower average value of the EUR
<ul> <li>Warnow Tunnel net accounting impacts of capital restructure<sup>2</sup></li> </ul>	-	(15.0)	n/a	_	
Net Profit after tax	117.1	41.2	184%		

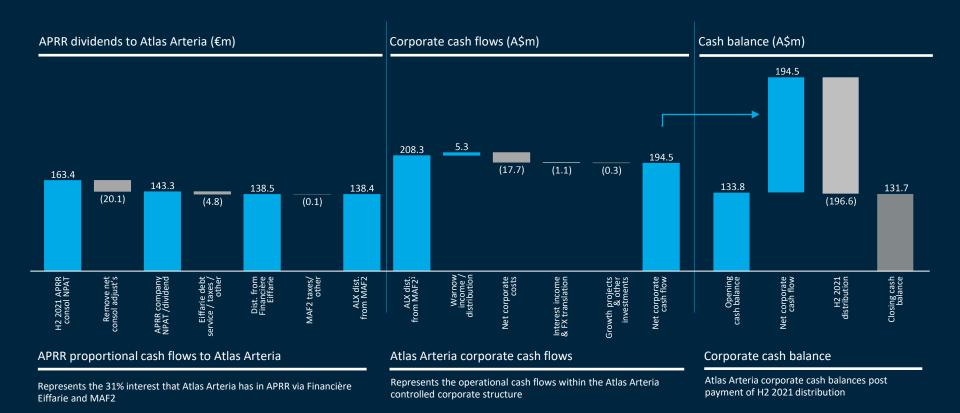
<sup>1.</sup> The previous year Interim Financial Statements have been revised. Refer to the Interim Financial Statements for further information.

<sup>2.</sup> Removal of fair value adjustment allocated to legacy debt at Warnow Tunnel was partially offset by the recognition of a deferred tax asset with the expectation of future taxable income from the Warnow Tunnel.

<sup>3.</sup> Excludes transaction costs/growth projects and outcomes of capitalised investment expenditure.



#### **ATLAS ARTERIA CASH FLOW FOR H1 2022**



<sup>1.</sup> Represents the exchange rate at the date of distribution payment, AUD/EUR of 0.664.



#### APRR FINANCIAL PERFORMANCE

#### Solid traffic throughout the half contributed to a strong first half profit

€m¹	H1 2022	H1 2021	% change
Traffic (VKTm)	11,828.2	9,588.0	23.4%
Operating revenue	1,348.4	1,113.0	21.1%
Operating expenses	(316.8)	(274.4)	(15.5%)
Total EBITDA	1,031.5	838.6	23.0%
EBITDA margin %	76.5%	75.3%	1.2%
EBITDA margin % (excluding op. taxes)	86.4%	85.4%	1.1%
Provisions and Other <sup>2</sup>	(15.1)	(29.2)	48.3%
Net interest expense	(49.9)	(45.2)	(10.4%)
Depreciation and amortisation	(243.2)	(228.1)	(6.6%)
APRR corporate income tax	(188.5)	(127.7)	(47.6%)
APRR consolidated NPAT	534.9	408.6	30.9%
Removing APRR net consolidation adjustments	(103.1)	(70.6)	(46.0%)
APRR company NPAT/dividend	431.8	338.0	27.8%
APRR average cost of debt (%)	1.3%	1.2%	
Eiffarie average cost of debt (%)	0.6%	0.6%	

- Revenues supported by increased traffic, toll price increases, and €17m contribution from the Fulli business (€6m in H1 2021)
- Light vehicle traffic more heavily impacted by COVID-19 measures during H1 2021, therefore H1 2022 represents a normalised LV/HV mix impacting weighted average toll price
- Increase in operating expenses predominately reflect:
  - Costs associated with the Fulli business (€17m in H1 2022 vs €6m in H1 2021)
  - Higher TAT and CET expenses associated with higher traffic and earnings (€21m increase on prior period)
- Decrease in provisions a result of the increase in the financial discount rate used to discount future maintenance obligations. Provision will be updated in December 2022 and will reflect cost inflation
- Increases in D&A reflect continued completion of major capital expenditure works on the network
- Higher net interest expense predominately reflects an increase in debt in the period and a higher average cost of debt
- APRR consolidated NPAT for H1 2022 19.4% higher than H1 2019
- Increase in APRR consolidation adjustments reflects the increase in the maintenance provision under the APRR standalone accounts, reflecting cost inflation<sup>2</sup>

<sup>1.</sup> Revenues and operating costs are presented on a consolidated basis under IFRS, excluding impacts of IFRIC 12. The APRR distribution is paid from APRR company NPAT on a standalone basis (accounts prepared under French GAAP). APRR net consolidation adjustments ordinarily reflect the differences between APRR standalone company and APRR consolidated NPAT within the period.

<sup>2.</sup> Provisions are calculated differently under APRR consolidated accounts (IFRS) vs APRR standalone accounts (French GAAP).

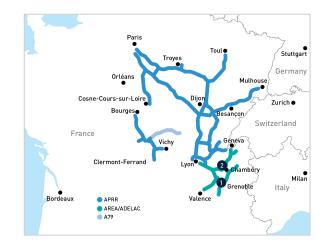




Investing to grow the footprint and improve customer experience

#### **APRR Capital Expenditure Program**

- · Capex projects continued during the year
  - All projects progressing well and on track for completion with minimal delays
  - Capex spend across the half was around €170m excluding A79
- Capex guidance (excluding A79 and any future investment plans, € real at 30 June 2022):
  - Expected capex spend for 2022 2023 is €650m - €700m
  - Average €200m €250m p.a. post 2023
- Significant balance sheet capacity to fund future capex projects under the 2018 Infrastructure Agenda (including the A412 Thonon-Machilly project which is currently in tender stage)
- Discussions with the French government continue regarding future capex projects



- Ongoing major projects include:
  - **A48/A480** project (H2 2022)
  - 2 A43-A41 Chambery junction (H1 2023)
  - 3 19 wildlife crossings (2024)

#### A79 Update

- On 30 June 2022, 99.8% of ownership of A79 was transferred to APRR (taking APRR ownership to 99.9%) at a cost of €658.9m<sup>1</sup>
- Construction is scheduled to finish in Q4 2022
- Toll prices to be announced on opening and grouped by vehicle class with a multiplier for heavy vehicles



#### **APRR GROUP FINANCIAL POSITION**

#### APRR strong balance sheet rated A- with a stable outlook

#### APRR Group debt maturity profile as at 30 June 2022 (€m)<sup>1</sup>



#### APRR has significant balance sheet flexibility to support growth

- In May 2022, Fitch Ratings placed APRR on credit rating watch positive. APRR is currently rated A- by Fitch Ratings and S&P
- €9.2bn in total debt outstanding as at 30 June 2022
- Strong coverage of debt covenants at 30 June 2022:
  - Net debt/EBITDA of 3.4x relative to 7.0x default covenant
  - Interest cover ratio of 16.5x relative to 2.2x default covenant
- €377m of debt remaining to mature in second half of 2022 the majority of which is the commercial paper program

<sup>1.</sup> Chart excludes the €21m Maurice-Lemaire Loans.



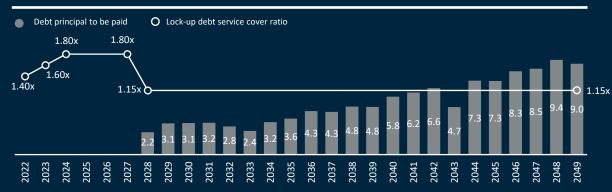
#### WARNOW TUNNEL FINANCIAL OVERVIEW

#### Strong financial performance despite COVID-19 related movement restrictions

€m¹	H1 2022	H1 2021	% chg
Traffic (m)	2.1	2.0	10.1%
Operating revenue	6.1	5.5	10.9%
Operating expenses	(1.9)	(1.8)	(5.1%)
Total EBITDA	4.3	3.7	13.6%
EBITDA margin %	69.5%	67.8%	1.7%
Net Debt	104.4	104.9	(0.5%)
Debt Service Cover Ratio	3.93x	3.72x	

- Traffic during the half was impacted by social and mobility restrictions, although to a lesser extent than H1 2021
- Traffic remains lower compared to 2019 in-part due to a reduction in roadworks on competing routes which elevated traffic in 2019
- A €5.3 million distribution was paid in August to Atlas Arteria

#### **Debt repayment profile for Warnow Tunnel (€m)**



#### Warnow Tunnel Debt Key Terms

	Fixed Rate Component	Variable Rate Component		
Amount	€86.25m	€28.75m		
Interest rate	2.07%	6mth Euribor +1.70%²		
Maturity	31 Decen	nber 2049		
Amortisation	No amortisation in first 7 years Sculptured amortisation from 30 Ju 2028			

<sup>1.</sup> Revenues and operating costs are presented under IFRS.

<sup>2.</sup> All in interest rate (Euribor + 1.70%) floor at 0%.



#### **DULLES GREENWAY FINANCIAL OVERVIEW**

#### Gradual traffic recovery with toll increases driving stronger financial performance

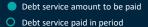
US\$m <sup>1</sup>	H1 2022	H1 2021	% chg
Traffic (m)	5.9	5.2	12.3%
Operating revenue	32.3	26.8	20.1%
Operating expenses	(6.9)	(7.0)	1.9%
Total EBITDA	25.4	19.8	27.9%
EBITDA margin %	78.7%	73.9%	4.8%
Capex	0.2	0.7	(78.0%)
Cash balance retained for capital projects	1.4	4.9	(71.6%)
"Locked Cash" otherwise available for distribution	61.4	78.9	(22.2%)

- performance and 5.0% increase in off-peak toll prices from January 2022 (5.3% increase in off-peak toll prices made the prior year in May 2021)
- Liquidity within the business is strong with US\$179m available across restricted and unrestricted reserve accounts as at 30 June 2022

• Increased operating revenues reflect improved traffic

- In February 2022, U\$\$17.6m of cash was drawn down in order to supplement debt service funds to ensure bond service requirements were met. As at 30 June 2022, U\$\$61.4m is available in cash reserves for distribution if lock up tests are met
- US\$1,088m in total debt outstanding as at 30 June 2022

#### Debt service profile to 2036 as at 30 June 2022 (US\$m)





<sup>1.</sup> Revenues and operating costs are presented under IFRS.



#### **CAPITAL MANAGEMENT**

Disciplined balance sheet management for the benefit of securityholders

### Sustainable distribution growth funded from operating business cash flows

- Strong traffic performance at APRR driving distributions
- Warnow Tunnel capital restructure complete and contributing distributions
- Ongoing focus on strategies to deliver sustainable cash flows from Dulles Greenway

#### Appropriate gearing across the portfolio

- Strong credit rating at APRR with A-Stable Outlook rating by Fitch Ratings and S&P
- Warnow Tunnel capital restructure completed to investment grade metrics in March 2021
- Seeking to reinstate an investment grade capital structure at Dulles Greenway

#### Funding to support growth objectives

- Capacity to implement holding company debt, on appropriate terms, at the right time for the right opportunity
- Available excess cash held on balance sheet
- Significant balance sheet capacity at APRR to fund opportunities in France
- Access to equity markets if required

Improving average portfolio concession life and generating sustainable cash flows from Dulles Greenway



#### **HOW IS ATLAS ARTERIA EXECUTING ITS STRATEGY?**

#### **Strategic Framework**

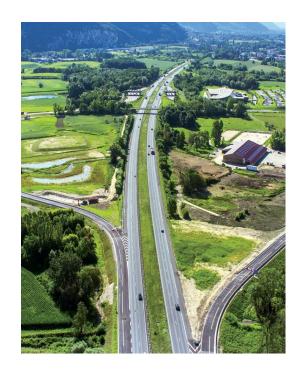
- 1 Reduce legacy complexity to maximise our value
- 2 Maximise operational efficiencies in existing businesses
- 3 Disciplined capital management to underpin distributions
- 4 Lengthen average concession life
- 5 Diversify and manage risk

#### **H1 2022 Key Strategic Outcomes:**

- Ownership of A79 finalised
- Review of ~€400 million Investment Plan by ART received in May
- Developing a long-term pathway to increase the value proposition of the Dulles Greenway for all stakeholders
- APRR continued dialogue with the French State to provide support for the Government's road development objectives
- Reviewing opportunities to drive long-term value and returns to securityholders

#### ATTRACTIVE INVESTMENT PROPOSITION





- Positively leveraged to high inflation
- Sustainable distribution yield
- Strong growth potential within and external to the current portfolio
- A uniquely experienced team and culture, with a proven track record of executing complex multi-party transactions to unlock value
- Resilient balance sheet with good liquidity



#### **GROWTH OF THE APRR BUSINESS**

The French Government compensates for capex investment through toll increases or concession extensions on a project by project basis





#### **DULLES GREENWAY UPDATE**

#### **Engagement with key stakeholders in the region continues**

#### **Engagement across the community**

- · We have continued our engagement across the community to gather further support for the restructuring of Dulles Greenway
  - Ongoing active dialogue with key stakeholders and broader community driving alignment on desire for toll reform and distancebased tolling on the Greenway
  - Engagement with new Administration aiming to establish a pathway ahead of Virginia's next legislative session in early 2023
- On the community side, key events during the period included:
  - Run the Greenway held in May attracted around 1,700 participants raising ~US\$220,000 for local charities
  - The Dulles Greenway Eagle Cam installed in the Dulles Greenway Wetlands provided the catalyst for a naming contest conducted with Loudoun County Public Schools to name the pair of bald eagles. The winning names were Rosa and Martin, in honor of civil rights leaders Rosa Parks and Martin Luther King Jr
  - The Eagle Cam captured the birth of the first eaglet at the nest in March with a naming contest launched via social media channels with the eaglet named Orion



#### **Distance-based tolling**

- · Distance-based tolling means motorists pay for the distance they travel
- During May 2022, a customer satisfaction survey was undertaken at the Greenway:





Indicated distance-based tolling would make them more likely to use the Greenway



Satisfied with overall experience of driving on the Greenway

#### **OUTLOOK FOR GROWTH**



Extending average concession life of Atlas Arteria business

Focus on A rated, OECD countries

Complementary to our existing businesses

Opportunity to bring our skills to bear

Adding value for our securityholders

"During the half we have reviewed opportunities for growth both internal and external to our business. Our balance sheet capacity remains strong, and we are well positioned to support our growth objectives. We will continue to seek opportunities where we can see a clear ability for Atlas Arteria to add value to businesses and deliver appropriate returns for our securityholders."

Graeme Bevans, CEO

#### **KEY PRIORITIES AND OUTLOOK**





#### **ATLAS ARTERIA**

- Strategic priorities of improving the average concession life of the portfolio and generating sustainable cash flows from Dulles Greenway
- Focus on meeting headline targets across sustainability priorities
- Continue to look at opportunities for value adding growth



#### **APRR AND ADELAC**

- Traffic at APRR supported by excess household savings and trade growth
- Ongoing dialogue with French Government on achieving their road development and ESG objectives in return for concession extensions
- A79 construction expected to complete in H2 2022 with tolling to commence on opening



#### WARNOW TUNNEL

- Traffic levels expected to stabilise as several major roadworks on competing routes are now complete and COVID-19 restrictions lifted
- Additional safety improvements for customers and employees
- Continue rollout of improved payment options for customers



#### **DULLES GREENWAY**

- Continued return to officebased work expected to drive traffic recovery
- Active dialogue with key stakeholders to drive alignment on toll reform
- Corridor wide solution to provide for a better customer experience across the network

#### **THANK YOU**

## Q&A

#### Contact for investors

Tess Palmer Director, Investor Relations +61 (0) 438 493 692 investors@atlasarteria.com

# Additional Financial Information



#### ATLAS ARTERIA CONSOLIDATED BALANCE SHEET

Statutory accounts	As at 30 June 2022	As at 31 December 2021
A\$m		
Current assets	206.5	245.2
Investments in associates	2,498.9	2,591.8
Tolling concessions	2,166.9	2,101.4
Goodwill	13.4	13.7
Other non-current assets	249.8	267.1
Total assets	5,135.5	5,219.2
Current liabilities	(111.0)	(109.0)
Non-current liabilities	(1,631.9)	(1,612.2)
Total liabilities	(1,742.9)	(1,721.2)
Net assets	3,392.6	3,498.0



#### **PROPORTIONATE EBITDA BY BUSINESS**

APRR 100% (€m)	H1 2022	H1 2021	% change	H1 2019	% change
Traffic (VKTm)	11,828.2	9,588.0	23.4%	11,561.9	2.3%
Operating revenue	1,348.4	1,113.0	21.1%	1,250.8	7.8%
Operating expenses	(316.8)	(274.4)	(15.5%)	(295.5)	(7.2%)
Total EBITDA	1,031.5	838.6	23.0%	955.3	8.0%
Total EBITDA (proportional, A\$m) <sup>1,2</sup>	488.5	397.2	23.0%	452.4	8.0%

ADELAC 100% (€m)	H1 2022	H1 2021	% change	H1 2019	% change
Traffic (m)	5.2	3.7	42.1%	5.3	(2.2%)
Operating revenue	29.7	19.5	51.8%	28.0	6.1%
Operating expenses	(4.6)	(3.4)	(32.9%)	(4.9)	6.4%
Total EBITDA	25.1	16.1	55.9%	23.1	8.8%
Total EBITDA (proportional, A\$m) <sup>1,2</sup>	11.9	7.6	55.9%	10.9	8.8%

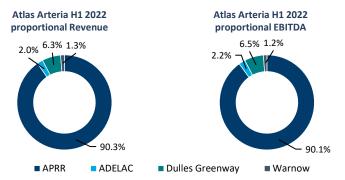
Warnow Tunnel 100% (€m)	H1 2022	H1 2021	% change	H1 2019	% change
Traffic (m)	2.1	2.0	10.1%	2.3	(8.5%)
Operating revenue	6.1	5.5	10.9%	6.4	(3.8%)
Operating expenses	(1.9)	(1.8)	(5.1%)	(1.4)	(31.8%)
Total EBITDA	4.3	3.7	13.6%	4.9	(14.0%)
Total EBITDA (proportional, A\$m) <sup>1, 2</sup>	6.5	5.7	13.6%	7.5	(14.0%)

Note: Revenue and operating costs are presented under IFRS, excluding the impact of IFRIC 12.

- 1. Average foreign currency exchange rates from the current period AUD = 0.719 USD and AUD = 0.658 EUR.
- 2. EBITDA for H1 2021 and H1 2019 has been derived by restating the H1 2021 and H1 2019 results with the current asset ownership percentage and foreign currency exchange rates from the current period.
- Traffic growth is weighted by Atlas Arteria's beneficial interests in the revenue from each business, in AUD using the average exchange rates in the period.

Dulles Greenway 100% (US\$m)	H1 2022	H1 2021	% change	H1 2019	% change
Traffic (m)	5.9	5.2	12.3%	8.9	(34.0%)
Operating revenue	32.3	26.8	20.1%	44.4	(27.4%)
Operating expenses	(6.9)	(7.0)	1.9%	(8.1)	15.3%
Total EBITDA	25.4	19.8	27.9%	36.3	(30.1%)
Total EBITDA (proportional, A\$m) <sup>1, 2</sup>	35.3	27.6	27.9%	50.5	(30.1%)

Atlas Arteria proportionate (A\$m) <sup>1,2</sup>	H1 2022	H1 2021	% change	H1 2019	% change
Traffic (Weighted Average) <sup>3</sup>	n.a.	n.a.	22.7%	n.a.	(1.3%)
Toll revenue	678.6	563.4	20.5%	659.8	2.9%
Operating revenue	706.8	582.1	21.4%	677.1	4.4%
Operating expenses	(164.6)	(144.0)	(14.3%)	(155.7)	(5.7%)
Total EBITDA	542.2	438.1	23.8%	521.4	4.0%



# About the Business

#### THE ATLAS ARTERIA BUSINESS



#### **Atlas Arteria Portfolio**

#### APRR

Ownership: 31.14% 2,386km motorway network in Eastern France 2035 concession expiry<sup>1</sup>

#### **ADELAC**

Ownership: 31.17% 20km commuter road connecting Annecy to Geneva 2060 concession expiry



#### **DULLES GREENWAY**

Ownership: 100%<sup>2</sup>
22km commuter route
into the greater
Washington DC area
2056 concession expiry



#### WARNOW TUNNEL

Ownership: 100% 2.1km road and tunnel in Rostock, Germany 2053 concession expiry





<sup>1.</sup> APRR concession expires in November 2035, AREA concession expires in September 2036, A79 concession expires in February 2068.

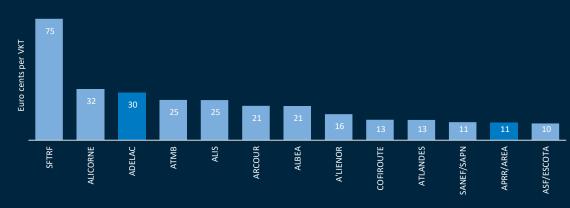


# APRR CONNECTING PARIS WITH LYON AND CENTRAL/EASTERN FRANCE

An efficient, safe and cost effective network for customers



Comparison between average tolls on APRR versus rest of France<sup>1</sup>



#### A focus on user experience and convenience

- APRR provides high value effective outcomes for customers compared with other toll roads in France
- Road network growth to date has been funded by a combination of concession extensions and toll increases
- Innovation for customer experience (such as investment in charging stations) positions APRR as a convenient and competitive travel solution
- Nearly 23% of ADELAC trip length is tunnels and viaducts

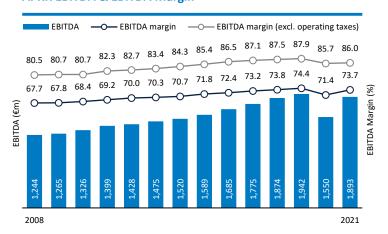


# **APRR**

# Historically strong traffic and EBITDA growth with market leading margins

# APRR Light Vehicle Traffic APRR Heavy Vehicle Traffic APRR HV VKT Linear (APRR HV VKT) Supplied Lyx Present (APRR HV VKT) CAGR 2008 – H1 2022 = 1.5% APRR Heavy Vehicle Traffic CAGR 2008 – H1 2022 = 0.8% 2022 2008 2022

#### **APRR EBITDA & EBITDA Margin**



- The APRR network provides a high quality, safer and faster alternative travel option compared with free roads and train travel
  - The network is on average ~ 30% faster than the untolled network
- Travelling by car on tolled roads is typically the preferred option for trips between regional destinations (much more flexible, cost effective, and efficient)
- Heavy vehicle traffic forms a major part of the demand on the APRR network
  - The APRR network is located at the intersection between several major freight corridors in Europe, connecting Spain, France, Germany, the BENELUX countries and north sea ports
  - The reduction of trade barriers within and beyond the EU has fostered longer and more complex supply chains, and has grown the range of customers for European companies
  - These trends have resulted in an increase in demand for freight and logistics, to move goods between suppliers and customers supporting heavy vehicle traffic on the APRR network



# **APRR, AREA & ADELAC TARIFF FORMULA**

## Predictable cash flows underpinned by inflation-linked tolling and established regulatory regimes

#### **APRR & AREA tariff formula**

- Tolls escalate annually in February by a percentage of French CPI, plus supplemental increases as agreed with the French State as a result of APRR funded capex projects
- The current toll escalation formulae are shown below:

	APRR	AREA
2022 – 2023	70% x CPI <sup>1</sup> + 0.25%	70% x CPI <sup>1</sup> + 0.26%
2024+	70% x CPI <sup>1</sup>	70% x CPI <sup>1</sup>

#### **ADELAC** tariff formula

- Under the concession contract, tolls typically increase each year in February by French CPI plus a fixed percentage
- During 2021, ADELAC and the Ministry of Transport had separately negotiated a tolling solution at the Cruseilles toll station and main plaza to align the toll prices at the entry points and improve safety
- In return, the toll escalation formulae for ADELAC was altered as outlined below:

Prior agreement		Updated agreement		
2022 – 2030	CPI <sup>1</sup> + 1.0%	2022	CPI <sup>1</sup>	
2030+	CPI <sup>1</sup>	2023 – 2027	CPI <sup>1</sup> + 1.0%	
		2028	CPI <sup>1</sup> + 0.41%	
		2029+	CPI <sup>1</sup>	

<sup>1.</sup> CPI = Consumer Price index (exc. Tobacco) from October in the prior year (i.e. October 2021 CPI x 0.70% + 0.25% set the toll increase for APRR in 2022).

# FRENCH TAX RATES

#### The Current Tax Situation



#### **Corporate Income Tax**

 The current corporate tax rates in France are shown in the table below (for companies with a turnover above €250m)

Financial year opened as from	Current Tax Rate	Current Tax Rate (incl surtax)
1 January 2021	27.50%	28.41%
1 January 2022	25.00%	25.83%
1 January 2023	25.00%	25.83%

#### **Motorway Specific Tax**

- The French Tax Code provides for a specific tax payable by motorway companies based on the number of kilometres travelled by users on their motorways
- Since 2012, the tax rate was set at €7.32 per 1,000 kilometres travelled
- Recent changes in law now apply to index this tax to inflation. The indexation is equal to 70% of inflation appraised between 2018 and the year preceding the current one (this 70% figure corresponding to the minimum annual increase in toll rates provided for in motorway concession contracts). This change commenced for the 2020 year. The rate applicable for 2021 is €7.36 per 1,000 kilometres travelled
  - APRR is considering its options with the French Government, regarding compensation for this additional tax increase

#### Territorial economic contribution (CET)

- The territorial economic contribution (Contribution Economique Territoriale or CET) is a local tax imposed by the municipal, departmental and regional councils on businesses to assist in the funding of local services and the Chambres de Commerce/Metiers
- The CET comprises of two different taxes (CFE and CVAE). Prior to FY21, the CET (sum of the CFE and CVAE) was capped at 3% of the company's added value
- The 2021 Finance Law reduces the cap from 3% to 2% for CET due from FY21
- The company's added value is calculated based on the turnover of the company adjusted for certain products (such as immobilized productions, positive inventory changes, other common management products) and charges (such as external services, purchases of stored raw and other supplies, negative inventory changes)
- The company's added value is capped at 85% of turnover for companies with a turnover greater than €7.6m



# **WARNOW TUNNEL**

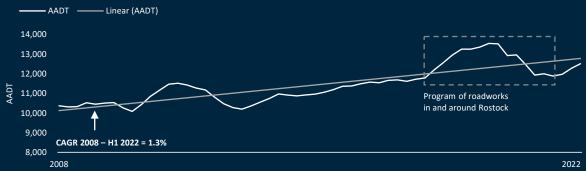
## Program of works on surrounding networks positively impacted performance in recent years



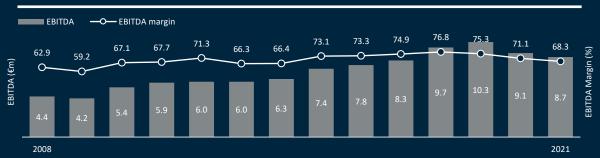
# Roadworks in and around Rostock have historically supported traffic at the Warnow Tunnel

- 1 Steintor (2018-19)
- 2 A19/A20 (2019)
- 3 Ulmenstrasse (2019-21)
- 4 Carl Hopp Str (2021)
- 5 Richard Wagner Str (2020-21)

### **Warnow Tunnel Traffic**



#### **Warnow Tunnel EBITDA & EBTDA Margin**



# WARNOW TUNNEL TARIFF FORMULA

# atlas**Arteria**

Warnow Tunnel toll escalation

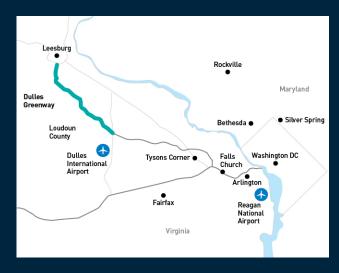
- Tolls may be escalated annually and are subject to approval by the Ministry of Energy, Infrastructure and State Development for the State of Mecklenburg-Vorpommern
- Toll increases are linked to pre-tax equity IRR of the concession as outlined below
- Over the last 7 years, Warnow Tunnel tolls have been increasing on the basis of a calculation using inflation and GDP growth
- No toll increase was implemented in November 2021 as a result of 2020 GDP growth being negative as a result of the impact of COVID-19
- Strong 2021 inflation and GDP growth outcome will underpin toll price increase application for 2022





# **DULLES GREENWAY OVERVIEW**

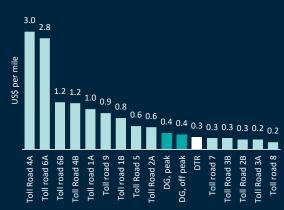
## Connecting growing, prosperous communities to connector roads and Washington DC



On a stand alone basis, tolls on the Dulles Greenway are in the mid to high end of prices for the roads in Virginia<sup>1</sup>



On a per mile basis, the Dulles Greenway offers good value for customers<sup>1</sup>



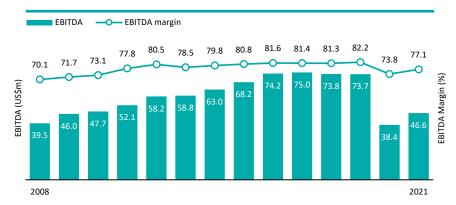
- Population growth is an important driver of long-term growth. Loudoun County population has grown 35% since 2010 (3% per annum)<sup>2</sup>
- Median household income in Loudoun County is 2.3x the national average <sup>2</sup>
- Loudoun County has a pro growth economic development strategy, including promoting a mixed use of low, medium and high-density developments along the corridor
- · Developments encompass residential, commercial and retail, targeted at the middle/upper income band



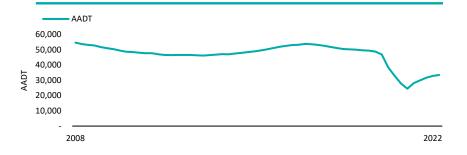
# **DULLES GREENWAY EARNINGS HISTORY**

## Stable historical financial performance prior to COVID-19

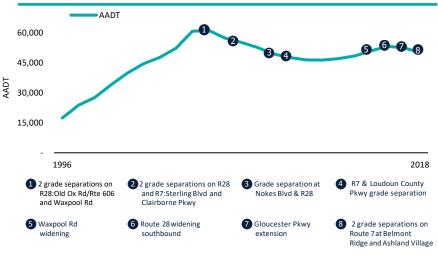
#### **Dulles Greenway EBITDA & EBITDA Margin**



#### **Dulles Greenway Traffic**



# Historically, surrounding network events have negatively impacted traffic however the current program is now complete



- Upgrades on competing routes have historically had a negative impact on traffic growth on the Greenway
- In mid 2021, the program of works along competing Routes 28 & 7 completed and these will create a free alternative non-stop route from Leesburg to Sterling
- The completion of this program achieves a key objective of the State and region
- The longer term underlying demand drivers of employment and population growth in the region should continue to support growth in demand on the Greenway

# atlas**Arteria**

# **DULLES GREENWAY TOLL REGIME**

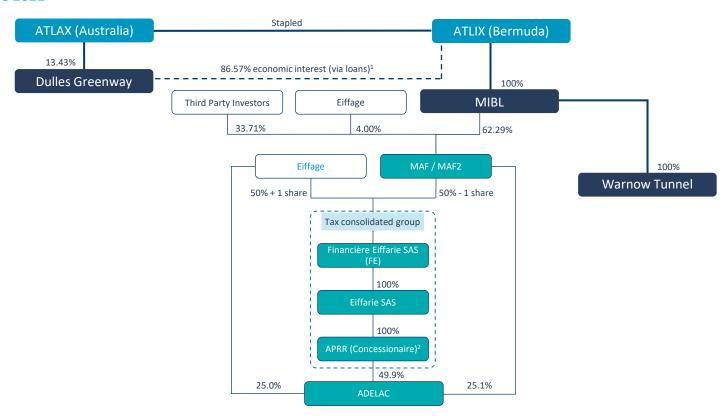
Tolls on the Dulles Greenway are set on application by the Virginia State Corporation Commission (SCC) under the Virginia Highway Corporation Act (1988) (VHCA)

- From 1 Jan 2022 onward, the SCC will determine the toll rates under the VHCA in accordance with Section §56-542D:
  - SCC shall "have the duty and authority to approve or revise the toll rates charged by the operator". Toll rates should be set at a level that:
    - 1. "is reasonable to the user in relation to the benefit obtained": and
    - 2. "will not materially discourage use of the roadway by the public"; and
    - 3. "will provide the operator with no more than a reasonable rate of return as determined by the SCC"
  - The SCC may not approve more than one year of toll rate increases at a time (where previously approvals have granted multiple increases for up to five years as part of any one rate case submission), with this change applying following the current rate case period which ends on 31 December 2022; and
  - The threshold at which toll increases would be considered to "materially discourage use" is set at a 3% fall in traffic, adjusted for population growth
- On 27 April 2021 the SCC increased off-peak tolls by 5.3% in 2021 and 5.0% in 2022
  - The Greenway implemented the 2021 toll increase on 5 May 2021



# ATLAS ARTERIA SUMMARY CORPORATE STRUCTURE

as at 30 June 2022



<sup>1.</sup> ATLIX's 86.57% economic interest in Dulles Greenway represents two subordinated loans secured against the non-Atlas Arteria limited partner interests in Toll Road Investors Partnership II ("TRIP II").

<sup>2.</sup> APRR owns 99.84% of AREA and 99.9% of A79. On 30 June 2022, 99.8% ownership of ALIAE SAS, the concessionaire for the A79, was transferred to APRR. A79 expected to be included in the tax consolidated group on 1 January 2023.

# **APPENDIX C**

# References



# **GLOSSARY OF TERMS**

AADT	Average annual daily trips	Eiffarie	Eiffarie SAS	MIBL	MIBL Finance (Luxembourg) S.à r.l.
ADT	Average daily trips	ESG	Environmental, Social and Corporate Governance	n/a	Not applicable
ALX	Atlas Arteria	EU	European Union	RCEA	Route Centre-Europe Atlantique
ART	Autorité de Régulation des Transports	EV	Electric vehicle	RCF	Revolving Credit Facility
ATLAX	Atlas Arteria Limited	FE	Financière Eiffarie SAS	S&P	Standard & Poor's
ATLIX	Atlas Arteria International Limited	FX	Foreign Exchange	SCC	Virginia State Corporation Commission
bn	billions	H1	First half	TAT	Taxe d'Aménagement du Territoire
CEO	Chief Executive Officer	H2	Second half	VHCA	(Road tax paid on km travelled)
CET	Contribution Economique Territoriale (Regional tax)	HV	Heavy Vehicles		Virginia Highway Corporation Act
CPI	Consumer Price Index	GDP	Gross Domestic Product	VKT	Vehicle kilometres travelled Warnowquerung GmbH & Co., KG
CPS	Cents per security	LV	Light Vehicles	Tunnel	
D&A	Depreciation and amortisation	M	Millions	YTD	Year to date

#### Sources

#### Slide 42 Dulles Greenway

Information for toll prices and  $\$  per mile calculations are based on 2 axle vehicles from:

I-66: http://66expresslanes.org/documents/66 itb expresslanes 2021 annual report.pdf

Pocahontas parkway: <a href="https://www.pocahontas895.com/toll-prices.html">www.pocahontas895.com/toll-prices.html</a> Chesapeake Expressway: <a href="https://www.cbesapeakeexpressway.com/">www.cbesapeakeexpressway.com/</a> Chesapeake Bay Bridge: <a href="https://www.cbbt.com/current-toll-schedule/">www.cbbt.com/current-toll-schedule/</a>

 $George\ Coleman\ Bridge: \underline{www.virginiadot.org/travel/hro-tunnel-default.asp\#The\_Bridges}$ 

Powhite parkway: <a href="www.rmtaonline.org/facilities/#">www.rmtaonline.org/facilities/#</a>
Boulevard Bridge: <a href="www.rmtaonline.org/facilities/#">www.rmtaonline.org/facilities/#</a>

 $Elizabeth\ Rivers\ Tunnels: \\ \underline{https://www.13newsnow.com/article/traffic/downtown-and-midtown-and-m$ 

tunnels-2022-tolls/291-9499dd64-59ba-44b2-a42b-dc54e3b602b7
Downtown Expressway: www.rmtaonline.org/facilities/#

Dulles Toll Road: https://www.dullestollroad.com/toll/toll-rates

Toll road 1A: Chesapeake bay bridge (peak)
Toll road 1B: Chesapeake bay bridge (off peak)

Toll road 2A: Chesapeake expressway (peak weekends)

Toll road 2B: Chesapeake expressway (regular)

Toll road 3A: I-66 eastbound Toll road 3B: I-66 westbound

Toll road 4A: Elizabeth River Tunnels (registered plate, peak)

Toll road 4B: Elizabeth River Tunnels (EZ pass, peak)

Toll road 5: Pocahontas parkway

Toll road 6A: George Coleman bridge

Toll road 6B: George Coleman bridge (EZ pass)

Toll road 7: Downtown expressway
Toll road 8: Powhite parkway

Toll road 9: Boulevard bridge