

2 May 2023

#### **ASX RELEASE**

#### Presentation to 2023 Macquarie Australia Conference

Atlas Arteria (ASX:ALX) attaches the presentation that will be given today by Graeme Bevans (CEO) at the 2023 Macquarie Australia Conference.

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This announcement has been authorised for release by Clayton McCormack, General Counsel and Company Secretary.

#### **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 five 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 2,424km motorway network located in the East and South East of France. In the US, we own a 66.67% interest in the Chicago Skyway, a 12.5km toll road in Chicago and 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

#### **Important Notice:**

Investors should note that neither of the Atlas Arteria entities has been, or will be, registered under the U.S. Investment Company Act of 1940, as amended (the "U.S. Investment Company Act"), in reliance on the exception in Section 3(c)(7) from the definition of "investment company". Accordingly, Atlas Arteria securities cannot be held at any time by, or for the account or benefit of, any "U.S. person" (as defined in Rule 902(k) under the U.S. Securities Act of 1933) ("U.S. Person") that is not a "qualified purchaser" (as defined in section 2(a)(51) of the U.S. Investment Company Act and the rules and regulations thereunder) ("Qualified Purchaser" or "QP") at the time of their acquisition. Any U.S. Person that is not a Qualified Purchaser, or any investor acting for the account or benefit of any U.S. Person that is not a Qualified Purchaser, is an "Excluded U.S. Person" and may not hold Atlas Arteria securities.

For further details of ownership restrictions that apply to residents of the United States and other U.S. Persons that are not Qualified Purchasers, please see our website.

https://atlasarteria.com/stores/\_sharedfiles/US\_Ownership/AtlasArteria-USownershiprestrictions.pdf



## MACQUARIE AUSTRALIA CONFERENCE 2023

2 May 2023

## **Important Information**



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Investments in Atlas Arteria are subject to investment risk, including possible delays in repayment and loss of income and capital invested.

#### **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), which are included for the purpose of providing a more comprehensive understanding of Atlas Arteria. 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

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## **Important Information**



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

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Atlas Arteria may require an investor to complete a statutory declaration as to whether they (or any person on whose account or for whose benefit it holds Atlas Arteria securities) are an Excluded U.S. Person. Atlas Arteria may treat any investor who does not comply with such a request as an Excluded U.S. Person. Atlas Arteria has the right to: (i) refuse to register a transfer of Atlas Arteria securities to any Excluded U.S. Person; or (ii) require any Excluded U.S. Person to dispose of their securities in Atlas Arteria, and, if the Excluded U.S. Person does not do so within 30 business days, require the securities to be sold by a nominee appointed by Atlas Arteria.

To monitor compliance with these foreign ownership restrictions, the ASX's settlement facility operator ("ASTC") has classified the Atlas Arteria securities as Foreign Ownership Restricted financial products and designated the Stapled Securities as "FOR – Excluded U.S. Person", and has put in place certain additional monitoring procedures.

For further details of ownership restrictions that apply to residents of the United States and other U.S. Persons that are not Qualified Purchasers, please see our website <a href="https://atlasarteria.com/stores/">https://atlasarteria.com/stores/</a> sharedfiles/US Ownership/AtlasArteria-USownershiprestrictions.pdf

## WHO IS ATLAS ARTERIA



We leverage our strategic, operating and financial positions to create value for all stakeholders

- Global owner and operator of toll roads with strategic position in APRR and majority interest in Chicago Skyway
- Toll prices positively leveraged to high inflation
- Cash flows from existing businesses to provide for long-term sustainable distributions
- A uniquely experienced team and culture, with a proven track record of executing complex multi-party transactions to unlock value
- Strong balance sheet with optionality via under-utilised leverage capacity at corporate level, APRR and Chicago Skyway

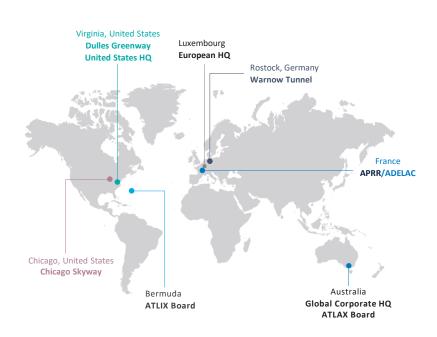


## THE ATLAS ARTERIA BUSINESS



#### Today the Atlas Arteria Group consists of five toll road businesses in France, Germany and the United States

Ownership: 31.14% **APRR** 2,404km motorway network in Eastern France **GROUP** 2035 concession expiry1 Ownership: 31.17% **ADELAC** 20km commuter road connecting Annecy to Geneva 2060 concession expiry Ownership: 100% WARNOW 2.1km road and tunnel in Rostock, Germany TUNNEL Ownership: 66.67% CHICAGO **SKYWAY** Ownership: 100%<sup>2</sup> **DULLES** 22km commuter route into the greater Washington DC area **GREENWAY** 2056 concession expiry



## **CREATING A PLATFORM FOR A SUSTAINABLE FUTURE**



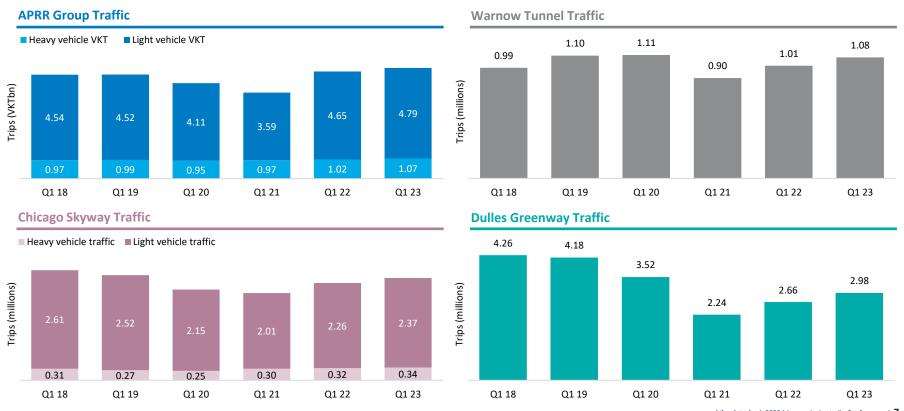
Atlas Arteria is focused on enhancing long-term value for securityholders

| 2018   |            | 2019 - 2021   |           | 2022  |
|--|------------|---|-----------|---|
| Costly and complex external management           | >          | Fully internalised and highly experienced management team | >         | Expanded and enhanced traffic forecasting capabilities    |
| Market capitalisation >\$4.2bn                   | >          | Market capitalisation >\$6.6bn                            | >         | Market capitalisation >\$9.5bn                            |
| APRR, ADELAC, Dulles Greenway & Warnow<br>Tunnel | >          | Increased ownership in APRR from 25% to 31%               | >         | Addition of A79 and interest in Chicago Skyway            |
| Cash flow from APRR only                         | >          | Partially diversified cash flows (APRR & Warnow)          | >         | Diversified cash flows (APRR, Warnow & Chicago<br>Skyway) |
| 20 year weighted average concession life         | >          | <20 year weighted average concession life                 | >         | 37 year weighted average concession life <sup>1</sup>     |
| 2023+ Platform of increased scale, enhance       | cing abili | ty to finance any concession extensions and participa     | te in any | re-tendering of the APRR & AREA concessions               |

## **Q1 2023 TRAFFIC PERFORMANCE**



Weighted average traffic for Q1 2023 was 4.1% higher then Q1 2022 and 2.6% higher than Q1 2019





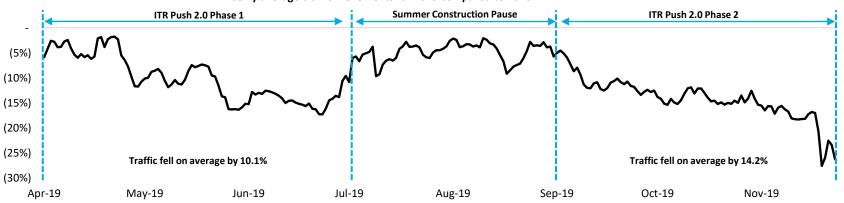
## **CHICAGO SKYWAY 2023 TRAFFIC**

#### Roadworks have begun on the Indiana Toll Road which will impact the Chicago Skyway 2023 traffic performance

#### **Anticipated schedule of works**

- As flagged at the time of the acquisition, traffic at the Chicago Skyway for 2023 is expected to be negatively impacted by roadworks on the Indiana Toll Road (ITR)
- The preliminary work commenced in mid February 2023, with the overpass rehabilitation broken up into two phases:
  - Phase one works began in early March 2023 with completion scheduled by end May 2023
  - Phase two works are expected to commence in early September 2023 and complete by mid November 2023
- There will be a pause to the works over the summer holiday period during which lanes will be subject to closure at certain times
- During both phase one and two, there will only be one lane available in each direction (normally two lanes in each direction)
- Similar works were undertaken in 2019 (ITR Push 2.0) which resulted in traffic down 8.2% for the year compared to 2018

#### Weekly average traffic movements for 2019 compared to 2018



## TRANSITION OF OWNERSHIP IN CHICAGO SKYWAY



Working alongside Ontario Teachers' and the management team to deliver value-add for stakeholders

#### **Key highlights since acquisition completion**

| <b>Y</b>     | Smooth and successful transition from previous ownership   |
|--------------|--|
| <b>\( \)</b> | Engaging transparently and collaboratively with all stakeholders   |
| <b>\( \)</b> | Established effective interfaces between Atlas Arteria teams and management  |
| <b>\( \)</b> | Commenced leveraging Atlas Arteria's capabilities across multiple areas, including O&M, ESG, traffic, risk and finance                 |
| <b>\( \)</b> | Agreed detailed maintenance capex plan for 2023 resulting in guidance of US\$19m including investments in modernisation and automation |

#### Focus areas for remainder of 2023

| Continue working with Chicago Skyway to deliver proactive maintenance milestones      |
|---|
| Complete key upcoming financing activities  |
| Continue support for strategic ESG opportunities and engage with local stakeholders   |
| Deliver technology investments and support inhouse expertise and knowledge management |
| Foster relationship with City of Chicago and strengthen long-term partnership         |



## PROACTIVE MAINTENANCE AT CHICAGO SKYWAY

Proactive maintenance aims to identify and schedule required repairs of critical elements reducing risks and overall cost of maintenance over the long term



## Manage

Understand and manage maintenance more effectively and efficiently



## **Scheduling**

Optimise and coordinate timing of maintenance to minimise impact on traffic and revenue



#### **Monitor**

Review asset condition more frequently to detect required maintenance early and reduce overall cost of maintenance over the long term



#### **Digital Twin**

Brings additional dimension to the process and allows for virtual assessment at any time, anywhere



## **Longer Asset Life**

Extend asset life through detailed analytics and targeted interventions



#### **Predict**

Use data and artificial intelligence to anticipate and remediate serious defects early



## **DULLES GREENWAY UPDATE**

#### Atlas Arteria remains optimistic about achieving a positive outcome at the Greenway

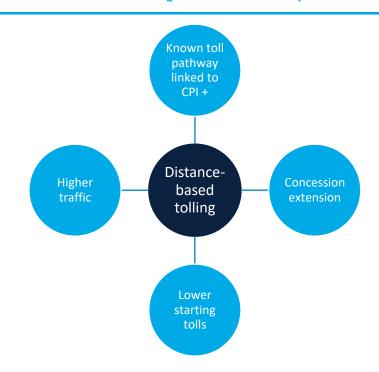
#### **Achieving distance-based tolling at Dulles Greenway**

- Legislation was considered by the Virginia General Assembly in February 2023
  which would authorise the Virginia Department of Transportation to negotiate
  and execute a new concession agreement under the Public-Private Transportation
  Act with the Dulles Greenway
- For the first time, Atlas Arteria was able to gain the support of a Virginia governor and the Virginia Department of Transportation for enabling legislation
- Unfortunately, the Senate Finance Committee voted to block the change.
   Authority to negotiate a new concession may still be passed through the approval of the state budget in a special session, most likely held in May or June 2023
- Atlas Arteria retains the capacity to reinstate covenant-light holding company debt at the right time, for the right opportunity i.e. a potential restructure of the Dulles Greenway (no expectation of raising equity in the capital markets for such a transaction)

#### **SCC Rate Case Application**

- TRIP II has notified the Virginia State Corporation Commission of its intention to file a rate case and expects to file the application in the next three months
- The administrative hearing for this request would likely commence during H2 2023, with a decision possible by mid-to-late 2024
- There is no statutory deadline for a decision from the SCC
- Past rate case decisions have typically been received between 12-18 months after the initial filing request

#### The move to distance-based tolling would involve four key value drivers



## **FOCUS ON ORGANIC GROWTH OPPORTUNITIES**





**Transitioning ownership of Chicago Skyway** 



**Achieving sustainable cash flows from Dulles Greenway** 



**Executing on organic growth opportunities at APRR** 

## **THANK YOU**

# Q&A

#### Contact for investors

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