

**1H13 results**

**26/07/2013**

## **Abertis' recurrent net profit rises 6% to €283Mn in the first half of 2013**

**The Group continues with its strategy based on asset rotation and efficiency**

---

**Revenues:** €2,388Mn (+27%).

**EBITDA:** €1,433Mn (+23%).

**Recurrent net profit:** €283Mn (+6%).

**Net debt:** €13,755Mn (-2.6%).

---

- Brazil and Chile contributed €488Mn to first-half revenues. 65% of revenues are now generated outside of Spain.
- The Group's net profit amounted to €293Mn (-62%). Stripping out these extraordinaries, recurrent profit stood at €283Mn (+6%).
- Traffic performance in Brazil (+4.6%) and Chile (+8.1%) offset the weaker performances in France (-0.7%) and Spain (-9%). There was a certain shift in European traffic levels in May and June, in France (+1.4%) and in Spain (-5.4%).
- The Group's efficiency programme continues to generate accumulated savings on the issue of manageable costs, which have been reduced over 12% since the start of the programme.
- Net debt stood at €13,755Mn at the end of the first half, with a reduction of €374Mn from year-end 2012. Available cash amounted to €2,255Mn.
- During 2013, **abertis** has closed two bond issues on extremely competitive conditions. 10-year 3.75% bond for €600Mn in Spain and 6-year 2.5% bond for €300Mn in France.
- In the first half, the company has continued with its portfolio rotation policy, which has included:
  - ⇒ The taking of control at Hispasat, acquiring 16.42% for €172.5Mn.
  - ⇒ The sale of airport assets in Europe and the US for €317Mn.
  - ⇒ The sale of 3% of Eutelsat for €182Mn, leaving the current stake at 5%.
  - ⇒ The sale of 51% of Overon to Grupo Imagina for €41Mn.

---

**Barcelona, 26 July 2013.- abertis** continued to achieve improvements in all of its main financials in the first half of 2013, with growth in revenues (+27%), EBITDA (+23%) and recurrent net profit (+6%). It was a first half marked by the full consolidation by integration of the new concessions in Brazil and Chile, which contributed €488Mn to Group revenues.

The results for the first half are affected by the changes in the consolidation scope compared with the same period in 2012, which makes comparisons difficult. In addition to the impact of the incorporation of the new businesses in Brazil and Chile, results were also affected by the capital gains from the sale of the various tranches of the Eutelsat stake completed during the first half of 2012 and during the course of 2013.

The Group's total net profit amounted to €293Mn (-62%). Stripping out these extraordinaries, recurrent net profit stood at €283Mn (+6%).

The full consolidation by integration of the new concessions in Brazil and Chile is another highlight of these first-half results, since these businesses expand the Group's international footprint and very significantly reduce its exposure to markets more exposed to the crisis such as Spain and France. Following these additions, 65% of revenues and 60% of EBITDA were generated outside Spain in the period.

During the first half of 2013, the Group continued with its strategy focused on asset rotation, efficiency and active management of its balance sheet, the aim being to optimise the asset base and generate added value for the shareholder.

**abertis** completed several operations during 2013, the most important being the taking of control at Hispasat. Following the acquisition of 16.42% off INTA for €172.5Mn, the **abertis'** stake in Hispasat rises 57.05%.

Among the most important disposals was the recent sale of several airport assets belonging to the subsidiary TBI in Europe and the US, for a total of €317Mn, as well as the sale of an additional 3% in Eutelsat for €182Mn, leaving the current stake at around 5%. The company also agreed to sell its stake in Overon to Grupo Imagina for €41Mn, in a deal that will be staggered through to 2016.

The **abertis'** President, Salvador Alemany, believes first-half results were extremely positive and stresses the importance of the geographic diversification effect in markets such as Brazil and Chile, which compensate the weak performance that still remains in the Group's concessions in Europe". In this sense, Mr. Alemany remarks the traffic performance during the months of May and June, which "in the case of France shows a return to growth, and in the case of Spain represents an attenuation of the fall".

Meanwhile, **abertis'** CEO, Francisco Reynés, said: "The results demonstrate that the company is working in the right direction, centring its attention on portfolio rotation in order to focus on those activities it knows best and that can generate added value for shareholders, as well as on cost efficiency and meticulous balance sheet control, the aim always being to maintain our investment grade rating."

Francisco Reynés confirmed: "During the second half of 2013 the company will continue to look at potential disposal opportunities for our remaining airport assets

as well as new investment opportunities abroad, with a special focus on toll roads in North America and Australia; and in telecommunications, on mobile telephone towers".

### Income statement

**abertis'** revenues in the first half of 2013 amounted to €2,388Mn, up 27% year-on-year, boosted by the contribution of the new businesses in Brazil and Chile.

The toll roads business generated 86% of total revenues, while 9% came from the telecommunications business and 5% from the airports unit. Operating expenses rose to €955Mn.

The Group's efficiency programme continues to generate accumulated savings, with special emphasis on the issue of manageable costs, which have been reduced by 12% since the start of the programme in 2011.

EBITDA totaled €1,433Mn (+23%), 60% of which was generated outside Spain.

### Debt structure

**abertis'** net debt stood at €13,755Mn at the end of the first half, down €374Mn (-3%) from year-end 2012. Of total, 60% is secured with the company's own projects (i.e. non-recourse). 90% of the debt is long-term, and 84% is at fixed rates. The average cost of debt is 5.11%, with an average maturity of 5.9 years.

At the close of the first half, **abertis** had a liquidity of over €6,000Mn, €2,255Mn of which corresponded to available cash, €3,535Mn to unused credit lines and €255Mn to liquid listed assets available for sale.

As well, during the first half, the company completed two outstanding debt refinancing operations on extremely competitive conditions. These involved, on the one hand, a 10-year €600Mn corporate bond issue, with an annual coupon of 3.75% and maturing in June 2023. This issue, which has the lowest coupon of any 10-year Spanish corporate issue since June 2005, has enabled the company to extend its debt maturity profile and to ensure that its financing costs remain competitive.

Meanwhile, the French subsidiary **sanef** has also this week completed a 6-year €300Mn bond issue. The bond, which matures in July 2019, carries a coupon of 2.5%.

These two refinancing operations have underlined the capacity of **abertis** and its subsidiaries to access credit markets on attractive conditions that enable the Group to continue generating value for its shareholders.

### Investments

The Group's investments in the first half of 2013 amounted to €319Mn, €267Mn of which corresponded to expansion capex and €52Mn to operational capex. The main expansion projects in the period were activities associated with the *paquet vert* toll road project in France (€17Mn), upgrades to and construction of new roads in Brazil (€175Mn), and the development of Hispasat satellites (€36Mn).

### Business performance in 2013

**abertis'** toll road business generated revenue of €1,999Mn (86%) and EBITDA of €1,283Mn (90%). Traffic figures for **abertis'** toll road network in the first half show comparable average daily traffic (ADT) of 19,165 vehicles (+0.7%).

Traffic performance in Brazil (+4.6%) and Chile (+8.1%) offset the weaker performances in France (-0.7%) and Spain (-9%). Traffic on the Group's European motorways registered a certain shift in May and June, with a positive performance in France (+1.4%) and a slowing of the contraction process in Spain (-5.4%), compared with the same period last year.

The telecommunications business generated revenues of €247Mn and EBITDA of €122Mn in the first half. The key data for the telecommunications business include, in the terrestrial sphere, revenues from the start-up of the new mobile telephone tower management business. Figures for the satellite business include a larger proportionate contribution from Hispasat following the increase in abertis' stake to 40.6%.

Revenues in the airports division totaled €141Mn while EBITDA was €41Mn, both in line with the figures for the same period in 2012.

## Appendix 1

### Income statement and balance sheet

Results January-June 2013			€Mn
	June 2013	June 2012	%
Total revenues	2.388	1.884	27%
Operation costs	-955	-721	33%
<b>EBITDA</b>	<b>1.433</b>	<b>1.163</b>	<b>23%</b>
Depreciation	-623	-477	30%
<b>Operating profit (EBIT)</b>	<b>810</b>	<b>686</b>	<b>18%</b>
Eutelsat capital gain result	20	579	
Financial result	-356	-368	
Equity method result	21	47	
Income tax expense	-150	-144	
Non-controlling interests	-53	-33	
<b>Total net profit</b>	<b>293</b>	<b>767</b>	<b>-62%</b>
<b>Total recurrent net profit</b>	<b>283</b>	<b>268</b>	<b>6%</b>

Balance Sheet January-June 2013			€Mn
	June 2013	Dec. 2012	
Property, plant and equipment and intangible assets	20.308	21.090	
Financial assets	4.064	4.192	
Current assets	1.243	1.423	
Liquid assets	2.255	2.382	
<b>Total assets</b>	<b>27.870</b>	<b>29.087</b>	
Shareholder's equity	6.701	6.961	
Non current financial debt	14.463	15.478	
Non current liabilities	3.600	3.786	
Current financial debt	1.547	1.034	
Current liabilities	1.559	1.828	
<b>Total equity and liabilities</b>	<b>27.870</b>	<b>29.087</b>	

## Appendix 2

### Significant events in 1H13

#### February

- **abertis** defends its airport management in Bolivia. Following the expropriation by the Bolivian government of Sabsa, which manages three airports in the country, **abertis** expects to reach agreement on appropriate compensation. The expropriation has no impact on the Group's accounts.
- Changes to the Board of Directors. The Board of Directors of **abertis** accepts the resignations as board members of Gonzalo Gortázar, Leopoldo Rodés, Antonio Tuñón, Ernesto Mata and Ramón Pascual to facilitate the process of restructuring the Board of Directors and to further the application of best Corporate Governance principles.

#### March

- **abertis** holds its General Shareholders' Meeting. The General Shareholders' Meeting approves a gross final ordinary dividend of €0.33 per share which, together with the interim dividend paid in November, brings the total gross ordinary dividend per share against 2012 earnings to €0.66.
- Appointments to the Board of Directors The Meeting ratifies the appointments of Juan-Miguel Villar Mir, Juan Villar-Mir, Tomás García and Manuel Torreblanca as directors representing substantial shareholders, and of Carlos Colomer, María Teresa Costa and Mónica López Monís as independent directors. Also, the Meeting re-elects Salvador Alemany, Isidro Fainé and Marcelino Armenter as Board members for a new 5-year period.
- **abertis** reaches agreement with the Welsh government for the sale of Cardiff Airport for €61Mn. The transaction has a neutral impact on the income statement as the asset sale price equals the value booked in the Company's consolidated balance sheet, thus generating no book gains.

#### May

- **abertis** restructures its senior management. It appoints David Díaz as Chief Executive Officer of the Brazilian subsidiary, Arteris; Luis Miguel de Pablo takes over as Managing Director of Autopistas Chile; and the Rest of the World (ROW) Concessions Department is created, to be headed up by Carlos del Río.
- **abertis** completes 10-year corporate bond issue for €600Mn and an annual coupon of 3.75% maturing June 2023. This issue, which has the lowest coupon of any 10-year Spanish corporate issue since June 2005, has enabled the company to extend its debt maturity profile and to ensure that its financing costs remain competitive.

## Significant events subsequent to the close of the first half

### July

- **abertis** agrees to sell airport assets in Europe and the US to ADC & HAS Airports Worldwide. The transaction, agreed at a price of €284Mn, includes Belfast International and Stockholm Skavsta airports, as well as the terminal concessions at Orlando Sanford airport in Florida and TBI's airport management business in the US.
- **sanef** completes a bond for €300Mn in a private issue directed at qualified investors. The bond, maturing in July 2019, has a coupon of 2.5%. The funds will be used to refinance short-term debt with an average cost of 5.7%.
- **abertis** assumes control of Hispasat by acquiring 16.42% of the satellite operator's capital from INTA. The conclusion of the €172.5 million deal gives **abertis** 57.05% of Hispasat. The acquisition is subject to the approval of the Spanish cabinet and the competition authorities.

---

#### Communication Corporate Department

Tel. +34 93 230 50 94  
Tel. +34 91 595 10 54  
abertis.comunicacion@abertis.com

#### Relations with Institutional Investors and Analysts. Shareholders' Office

Tel. +34 93 230 50 00  
Tel. 902 30 10 15  
relaciones.inversores@abertis.com



<http://twitter.com/abertispress>



<http://www.youtube.com/AbertisGroup>



<http://www.flickr.com/abertis>



<http://www.slideshare.net/abertis>