# Investor Presentation

MOTA-ENGIL

A World of Inspiration

**February** 2020

## 01
## Snapshot

***Page 3***

## 02
## Results Overview

***Page 7***

## 03
## Regional Segments

***Page 18***

Europe
Africa
Latin America

## 04
## Appendix

***Page 28***


MOTA-ENGIL

# Snapshot

- **Mota & Cia was founded in 1946 by Mr. Manuel António da Mota**
  Incorporated in Portugal but with operations only in Angola
- **The company won its first contract in Portugal in 1975**
- **In 1987 Mota & Cia become listed in the Portuguese stock exchange**
- **In 2000, the Mota Family acquired Engil, merged Mota & Cia and Engil and became leader in Portugal** not only in construction but also in waste management
- **In the last 15 years Mota-Engil has grown more than nine times outside Portugal with Africa and Latam being the main focus** on the internationalisation strategy
- **Leader in Portugal | European Top 25 | World Top 100**
- **Market Cap: €421 mn (24 January 2020)**
- **Main Shareholders: Mota Family (65%) / Mutima Capital (3.15%) / Norges Bank (2.31%) / Cobas (1.99%)/ Az Valor (1.97%)**

*Business Areas*

# Activities

Mota-Engil is engaged in a wide range of activities associated with the design, construction, management and operation of infrastructures, and boasts a long and recognised experience, accompanied by a high level of technical know-how in the development of various areas such as:

## Engineering and Construction

- Infrastructure
- Civil construction
- Real estate
- Other business areas

## Waste Management

- Collection
- Treatment and Recovery

## Energy *(First private operator in Mexico)*

- Hydro-production
- Waste-to-Energy

## Contract Mining

- Earthmoving
- Extraction
- Transportation

## Others

### Concessions

- Highways
- Bridges
- Hospitals

## Logistics *(First private operator in Portugal)*

- Rail freight

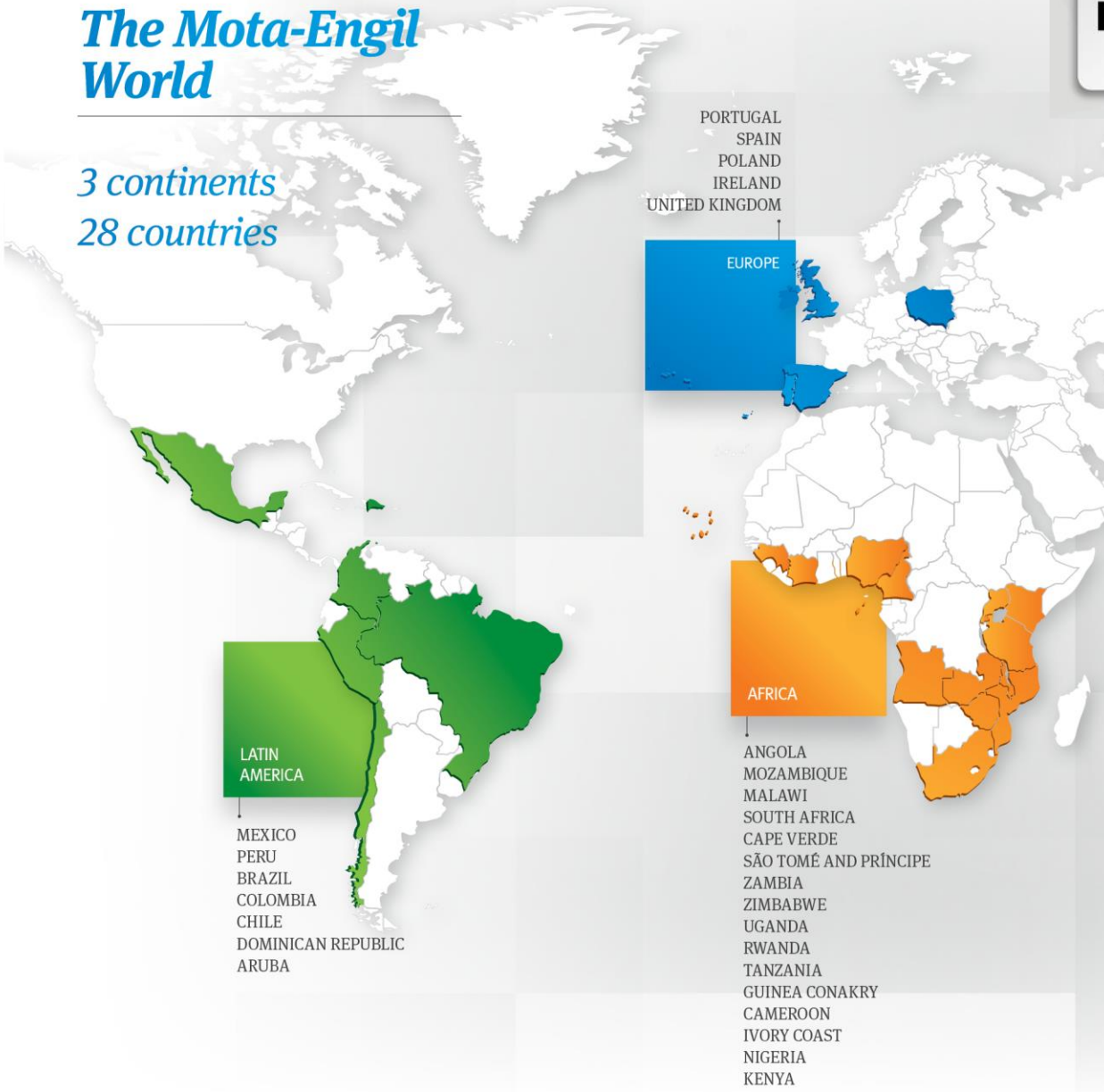
## Multiservices

- Maintenance
- Landscaping

*The Mota-Engil Group*

# The Mota-Engil World

## 3 continents
## 28 countries




**TOP 100 IN THE WORLD**
#74 Global Powers of Construction 2019
Deloitte.

**TOP 30 IN EUROPE**
#24 in the Top Global Contractors
THE TOP 250 TOP INTERNATIONAL CONTRACTORS OF THE WORLD

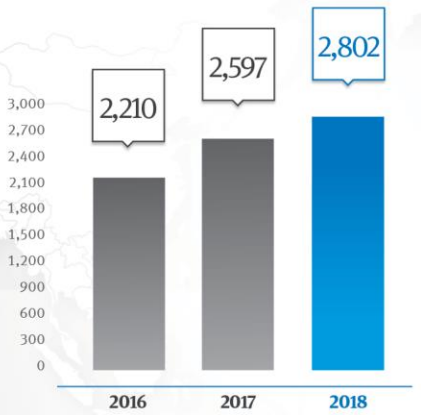
**TOP 10 IN LATIN AMERICA**
#5 in the region
THE TOP 250 TOP INTERNATIONAL CONTRACTORS OF THE WORLD

**LEADER IN PORTUGAL**
#1 Portuguese company in the Top Global Contractors
THE TOP 250 TOP INTERNATIONAL CONTRACTORS OF THE WORLD

## Main Indicators

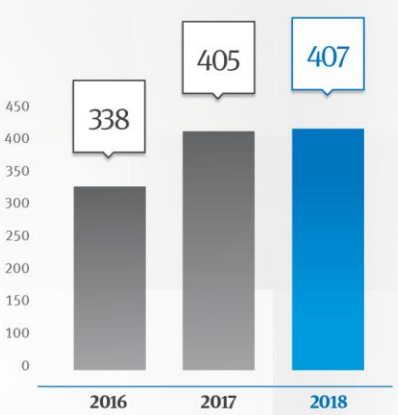
### Turnover

(MILLION EURO)



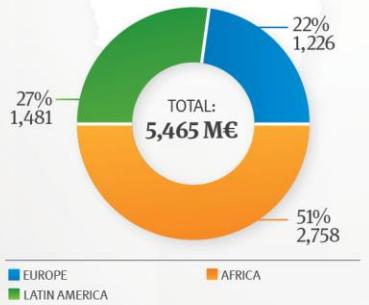

### EBITDA

(MILLION EURO)



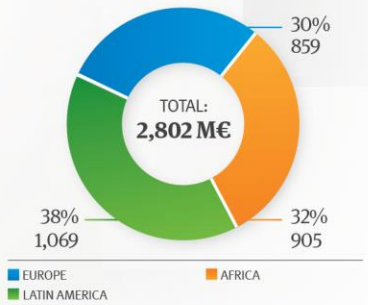

### 2018 Order Book

(MILLION EURO)




### Turnover 2018

(MILLION EURO)



# 02

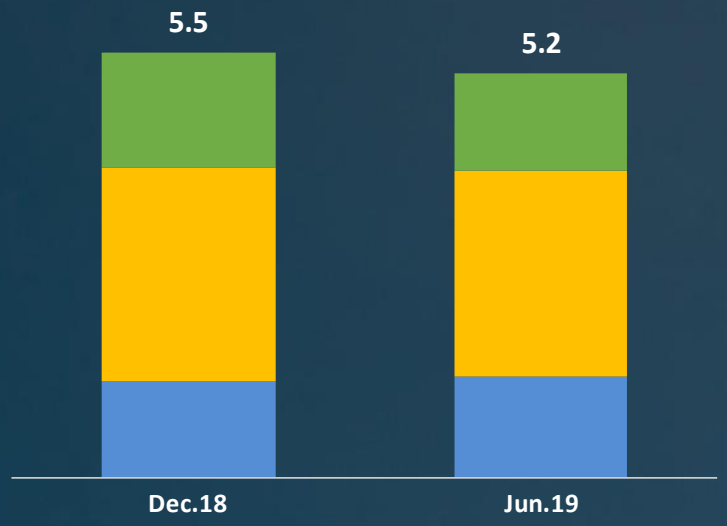
## Results Overview

## 1H2019

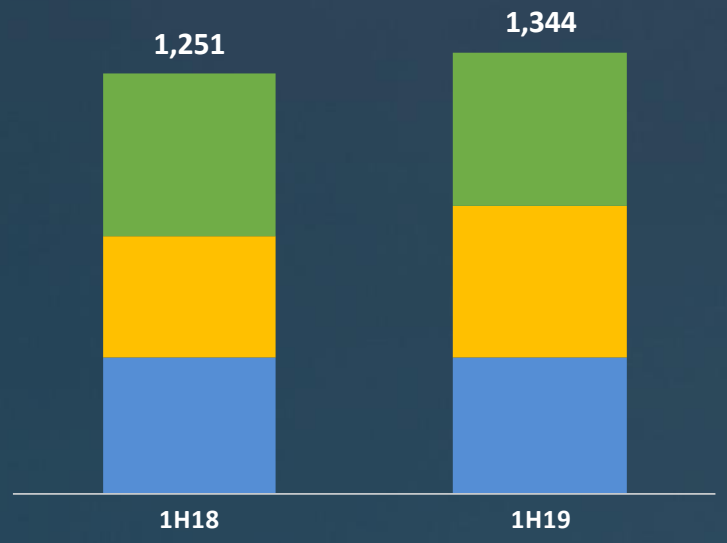
*Page 7*

# 1H19 RESULTS

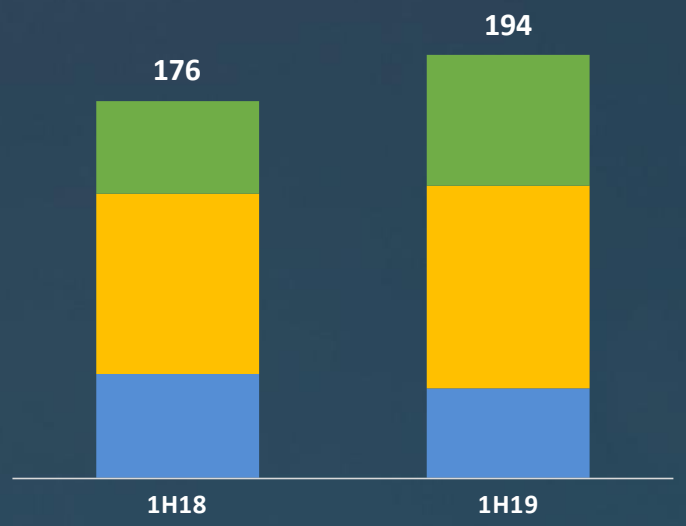
## Backlog
€5.2 bn




## Turnover
€1,344 mn




## EBITDA
€194 mn (margin 14%)




## Net income
€8 mn (+42%)

## Net debt
€1,067 mn (gearing 2.5x)

## Capex
€107 mn

# Turnover up 7% YoY in 1H19 to €1,344 mn

## P&L (€ mn)

| | 1H19 | 1H18 | YoY |
|---|---|---|---|
| **Turnover** | **1,344** | **1,251** | ***7%*** |
| **EBITDA** | **194** | **176** | ***10%*** |
| *Margin* | *14%* | *14%* | *0 p.p.* |
| **EBIT** | **91** | **90** | ***1%*** |
| *Margin* | *7%* | *7%* | *(0 p.p.)* |
| Net financial results | (52) | (10) | *n.m.* |
| Associates | 1 | 2 | *(24%)* |
| Net monetary position[1] | - | (9) | *n.m.* |
| **EBT** | **40** | **73** | ***(45%)*** |
| **Net income** | **26** | **41** | ***(38%)*** |
| Attributable to: | | | |
| Non-controlling interests[2] | 17 | 35 | *(51%)* |
| **Group** | **8** | **6** | ***42%*** |

- Turnover was fueled by a strong activity in Africa
- EBITDA was up 10% YoY to €194 mn driven by the growth both in Africa and in Latin America
- IFRS 16 impact in EBITDA was c.€7 mn
- Financial debt interest costs remained broadly stable
- Non-controlling interests are mainly related to Angola and Mexico
- Net income was up 42% YoY to €8 mn

[1]The caption "Net monetary position" reflects partially the accounting of Angola as a hyperinflationary economy (IAS 29) in the 1H18. After January 1, 2019 the Group discontinued the application of IAS 29 to its affiliates located in Angola. [2] Mota-Engil's subsidiaries with largest minorities: Suma, EGF, Mota-Engil Angola, Mota-Engil México, SGF (Energy business in Mexico) and ECB (Brazil).

# EBITDA margin in 1H19 of 14%

## P&L breakdown (€ mn)

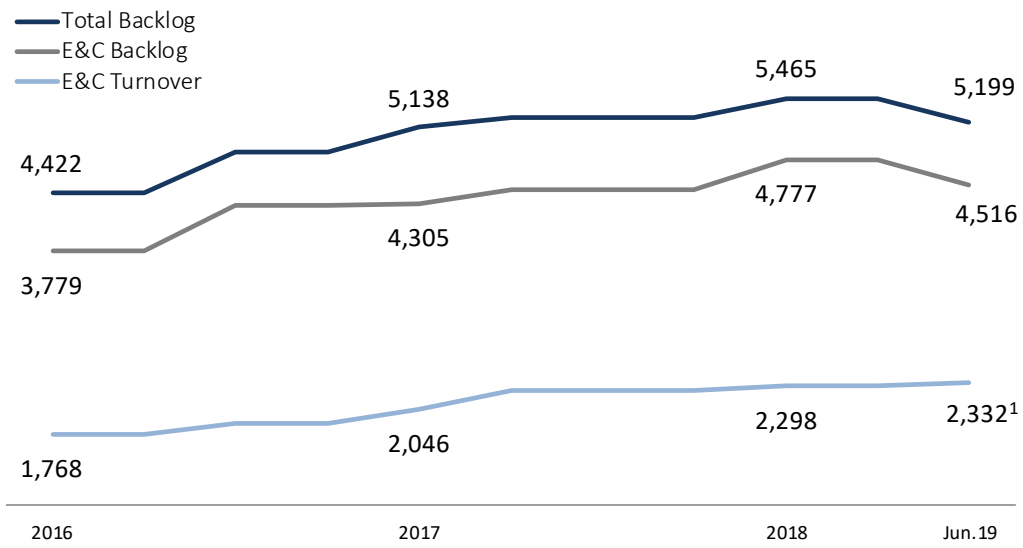
| | 1H19 | | 1H18 | YoY |
|---|---|---|---|---|
| **Turnover** | **1,344** | | **1,251** | ***7%*** |
| Europe | 407 | | 406 | *0%* |
| Africa | 453 | | 362 | *25%* |
| Latin America | 457 | | 486 | *(6%)* |
| Other and intercompany | 28 | [1] | (3) | *n.m.* |
| **EBITDA** | **194** | | **176** | ***10%*** |
| *Margin* | *14%* | | *14%* | *0 p.p.* |
| Europe | 41 | | 47 | *(13%)* |
| *Margin* | *10%* | | *12%* | *(2 p.p.)* |
| Africa | 91 | | 82 | *11%* |
| *Margin* | *20%* | | *23%* | *(3 p.p.)* |
| Latin America | 59 | | 42 | *39%* |
| *Margin* | *13%* | | *9%* | *4 p.p.* |
| Other and intercompany | 3 | | 5 | *(47%)* |

- Turnover in Europe reflected a recovery in the E&C activity in Portugal
- Africa's turnover was up 25% YoY as Mozambique showed a very strong growth alongside with new western and eastern markets
- Angola showed a reasonable growth in the 1H19, but its activity will accelerate going forward with a speed up of backlog execution
- Africa's EBITDA margin reached 20% with balanced contribution from all markets
- In Latin America, despite the political changes, the region maintained a comfortable top line with a better EBITDA margin

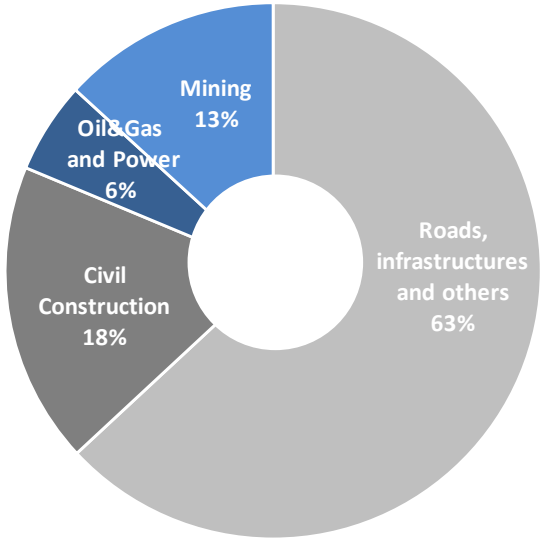
[1] Of which €33 mn related to companies that in the 1H18 were accounted in Europe's region.

# Backlog of €5.2 bn in June 2019

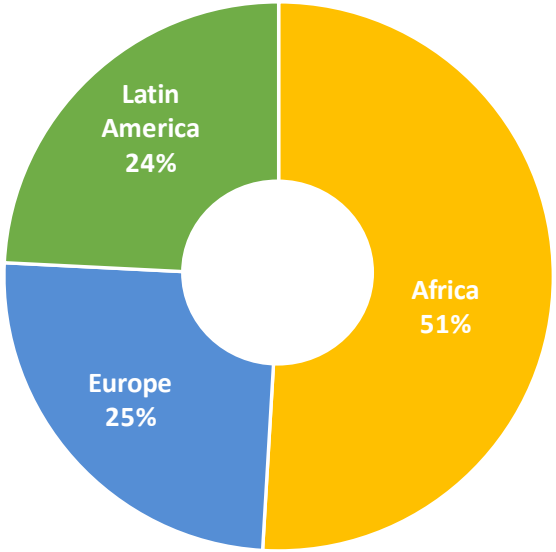
## Total backlog evolution (€ mn)




## E&C backlog by segment




## Backlog by region




- The E&C activity represents 87% of the total backlog with a backlog to sales[2] ratio of 1.9x
- Africa continues to account for the majority of the backlog reaching €2,648 mn (Jun.19)
- Good commercial perspectives for 2020, namely in the main markets such as Portugal and Mozambique
- New Contracts awarded after June: Portugal (€77 mn), Angola (€160 mn: Calacuve Dam and €115 mn: Calueque), Mozambique (Mining: €90 mn), Brazil (Waste: €144 mn and € 122mn), Mexico (€165 mn Fairmont / €140 mn Cuapiaxtla-Cuacnopalan road), Panama (Metro – Line 1: €159 mn – ME: 49%), Honduras: (€195 mn: El Tornillito) and Guinea: (€220 mn – 7 years Mining Contract)

[1]E&C turnover of the last twelve months; [2]Ratio calculated as follows: E&C Backlog/E&C Turnover.

# Major construction projects currently in backlog

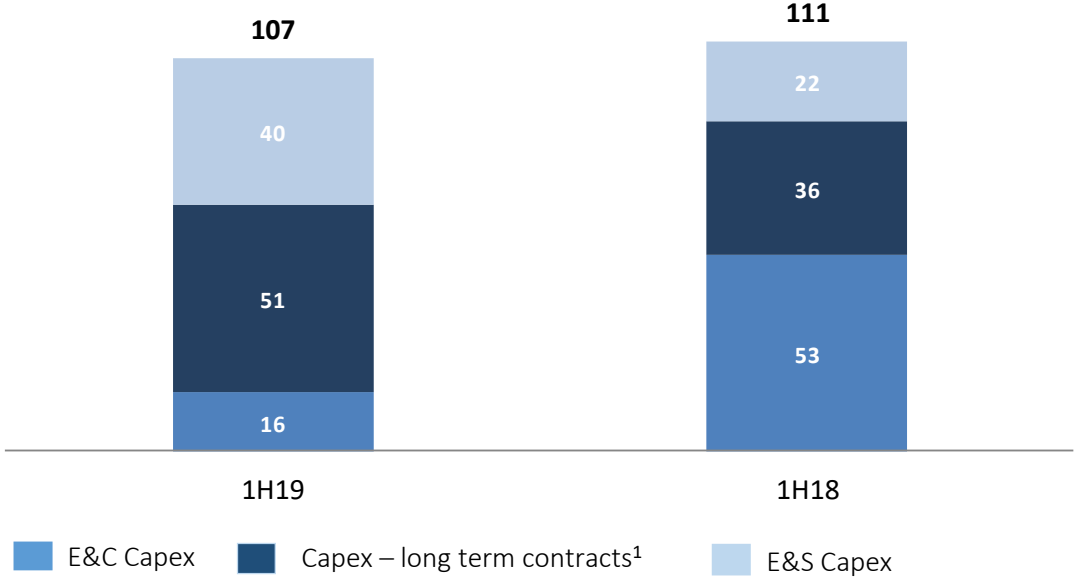
| Project [1] | Range (€ mn) | Country | Segment | Exp. Year of Completion |
|---|---|---|---|---|
| Vale Mining Moatize | > 250 | Mozambique | Mining | 2022 |
| Gran Canal highway | > 250 | Mexico | Roads | 2020 |
| Requalification of the Soyo Naval Base | > 250 | Angola | Ports | 2021 |
| BR-381 highway dualisation (section 3.1 and section 7) | > 250 | Brazil | Roads | 2020 |
| Las Bambas dam (phase 4 under execution) | > 250 | Peru | Power | 2020 |
| Cardel-Poza Rica highway | [200;250] | Mexico | Roads | 2020 |
| Tuxpan-Tampico highway | [200;250] | Mexico | Roads | 2020 |
| Mandiana gold mine | [150;200[ | Guinea Conakry | Mining | 2027 |
| Siguiri gold mine | [150;200[ | Guinea Conakry | Mining | 2022 |
| El Tornillito hydroelectric facility | [150;200[ | Honduras | Power | 2023 |
| Cuapiaxtla-Cuacnopalan road | [100;150[ | Mexico | Roads | 2022 |
| Calueque Dam - lifting system, irrigated perimeter and hybrid generation plant | [100;150[ | Angola | Power | 2023 |
| General Hospital of Cabinda | [100;150[ | Angola | Civil Construction | 2020 |
| Capacity Improvement Kampala Northern Bypass | [100;150[ | Uganda | Roads | 2021 |
| Offshore platform - operational unit Rio Section B | [100;150[ | Brazil | Oil&Gas | 2022 |
| Bordo Poniente landfill | [100;150[ | Mexico | Urban infrastructures | 2022 |
| Fairmont Hotel | [100;150[ | Mexico | Civil Construction | 2022 |

[1]Selection of E&C projects above €100 mn.

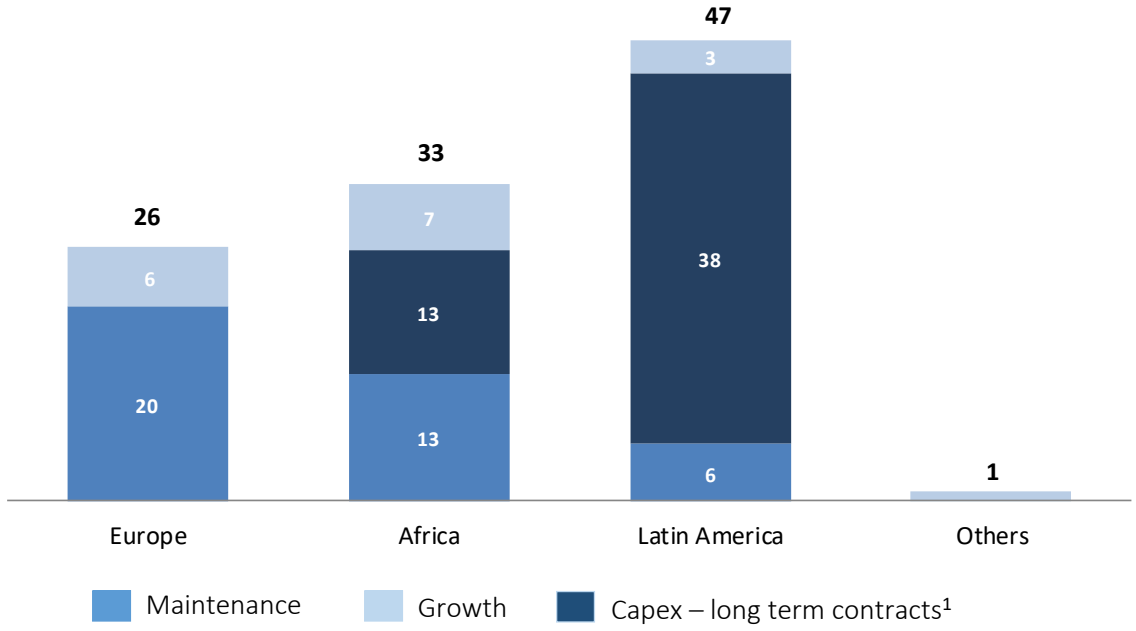
# Total capex of €107 mn in 1H19

- The E&S capex was mainly driven by: (i) the Energy business in Mexico (€38 mn) due to the development of Jorge Luque first phase (Gas Power Plant) and the construction works of Bordo Poniente landfill; (ii) the waste activity in Ivory Coast (€14 mn) and the E&S activity in Europe (€22 mn)
- Growth and long term contracts capex accounted for 63% of the total capex
- Guidance of capex in the high end of the range of €150 mn-€180 mn

## Net capex (€ mn)

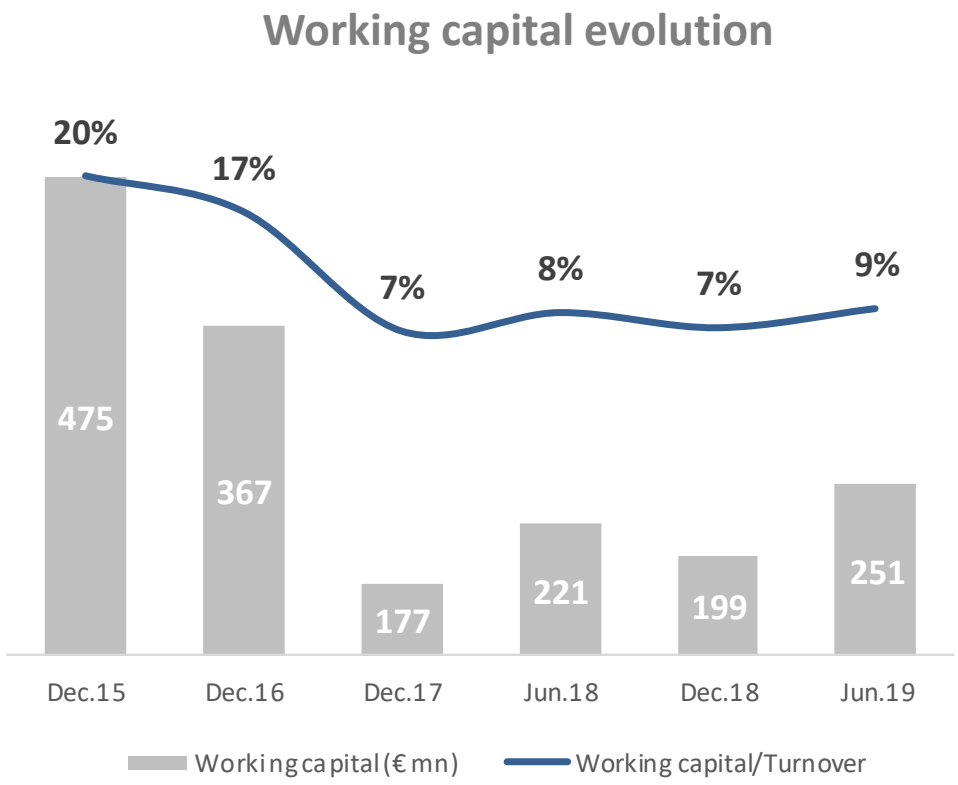



## Capex in 1H19 by region (€ mn)




[1]Includes mining contracts in Africa and the Energy business in Latin America.

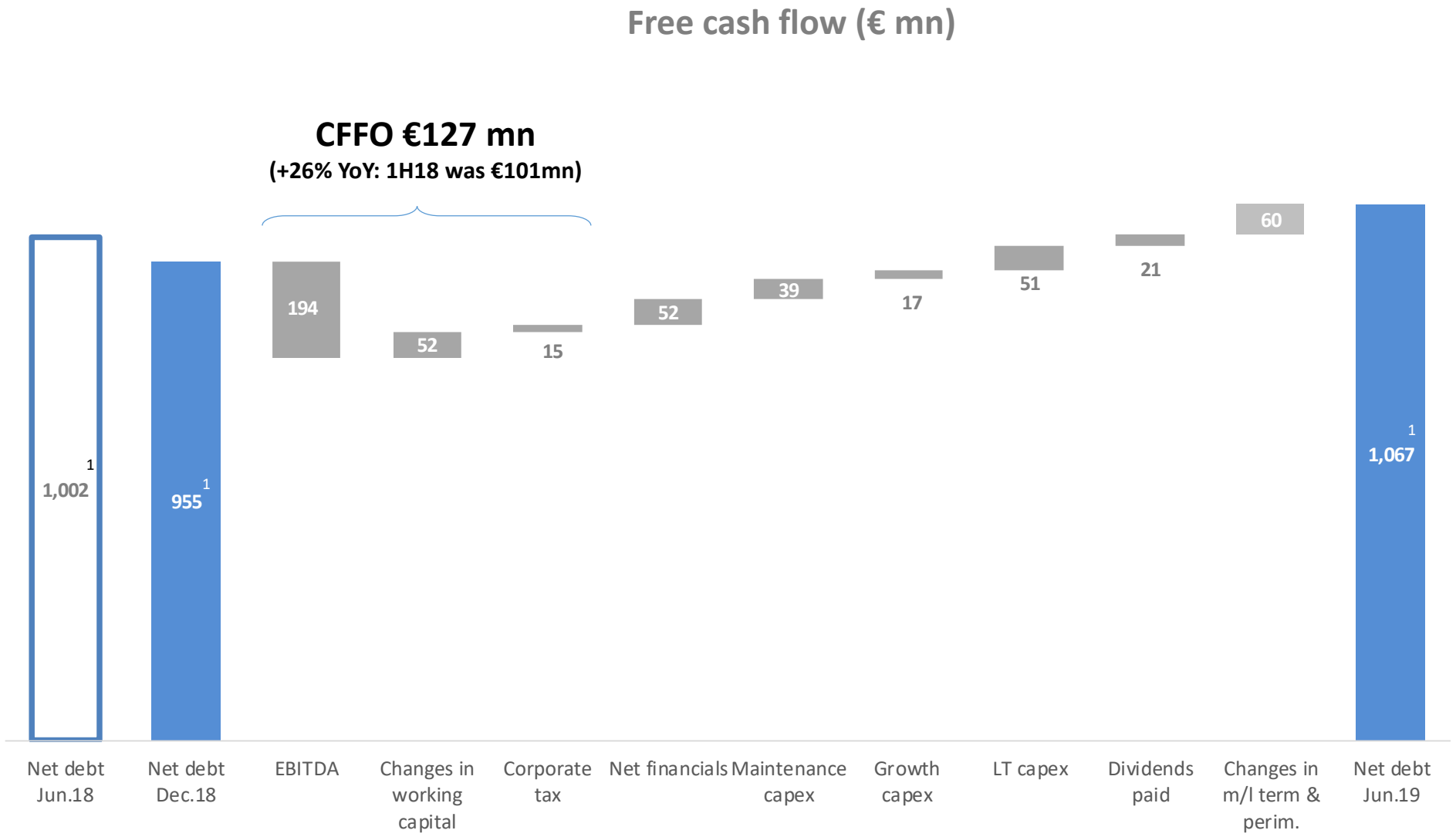
# Working capital to Turnover ratio of 9% in 1H19




- Working capital impacted in 1H19 by the E&C seasonality and increased activity in Africa, where Mota-Engil's operations are fully vertically integrated with very low level of subcontracting
- Working capital/Turnover ratio stood at a comfortable level (9%)
- Downward trend started in 2016 with the reinforcement of cooperation with multilaterals, ECA´s and pre-payments (for large contracts)
- Focus on structuring the contracts with the aim of minimising the receivables payment period and credit risk exposure

[1]Turnover of the last twelve months.

# Solid CFFO of €127 mn in 1H19

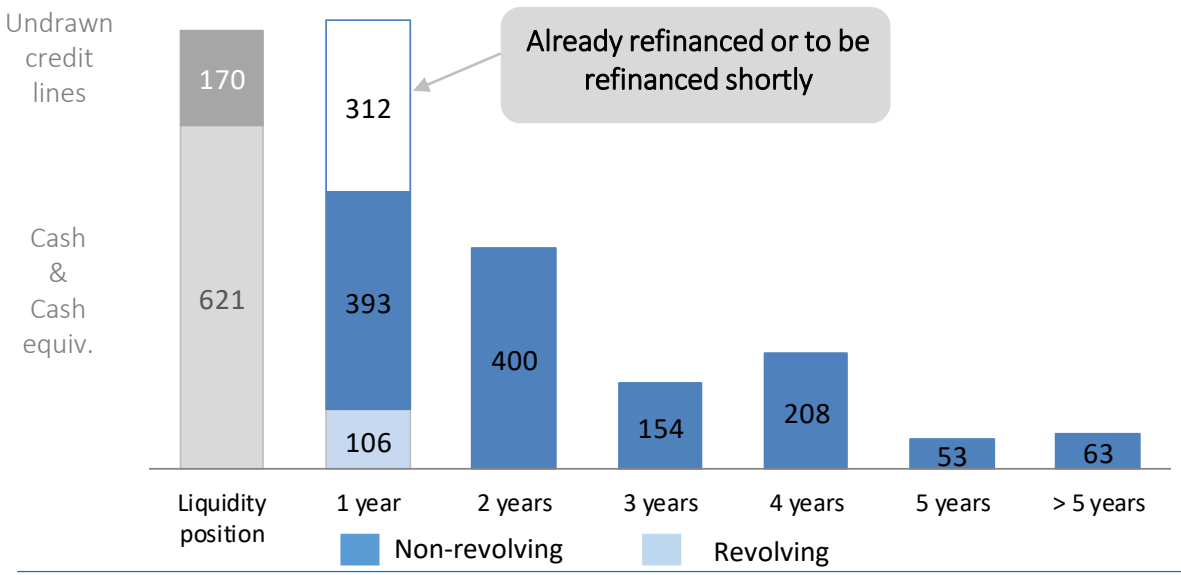



[1]Net debt considers Angola's sovereign bonds denominated in US$ and US$ linked as "cash and cash equivalents" which amounted to €160 mn (€176 mn nominal value) in June 2019, €152 mn in December 2018 and €150 mn in June 2018 and Malawi's sovereign bonds that amounted to €14 mn in December 2018.

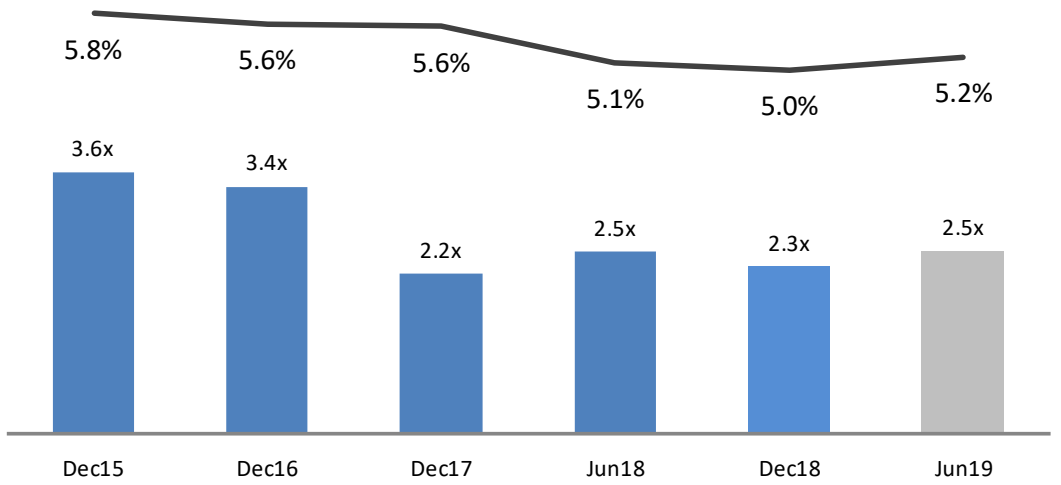
# Net debt[1] of €1,067 mn with a stable gearing at 2.5x

- Liquidity position corresponds to 1.1x of non-revolving financing needs with maturity less than one year
- Leasing operations, including the impact of IFRS 16 (€34 mn), amounted to €271 mn
- Monetisation of Malawian bonds (€14 mn – 1H19) and Angolan bonds (€7 mn – July 2019)
- Average debt life of 2.2 years
- New 5 year maturity €100 mn loan from pan-African multilateral Afreximbank during 1H19
- Club Deal amounting €105 mn and New Bond Emission amounting €140 mn (both 5 year maturity) was closed after June

## Gross debt maturity[2], June 2019 (€ mn)




## Cost of debt and gearing[3]




[1]Excluding leasing and factoring amounting to €271 mn and €119 mn, respectively, and including €160 mn (€176 mn nominal value) of Angolan sovereign bonds; [2]Excluding leasing and factoring; [3]Net debt/EBITDA.

# 03
# Regional Segments

***Page 18***

Europe
Africa
Latin America

# Europe

Portugal
Spain
Poland
Ireland
United Kingdom

MOTA-ENGIL

## Highlights 1H19

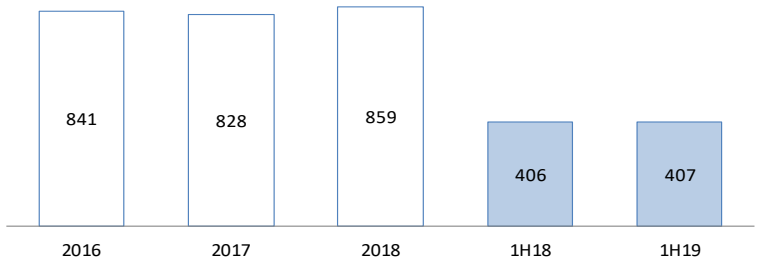
**05** Countries

**407** M€ Turnover

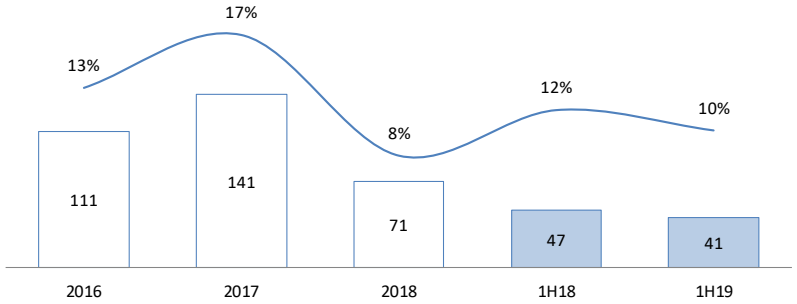
**1,293** M€ Backlog

# Key figures and Outlook

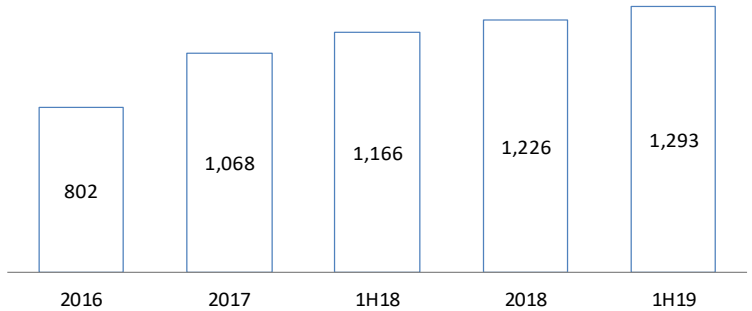
Turnover (€ mn)




EBITDA (€ mn) and margin (%)




Backlog[1] (€ mn)




## Positive Outlook for the upcoming years in Portugal

- **Leadership in Portugal in Construction and Waste Management (Collection and Treatment)**
- **Top 25 in the European Construction Ranking[2] (24th)**
- **Europe as a Engineering innovation and development center**
- Presence in Central Europe since 1996 (Top 15 in Poland)
- Presence in Ireland since 2007 with recent expansion to UK

### FROM PERSPECTIVES TO REALITY

- **Public Tenders (2019): 3,992 mn (+50% YoY) and €2,442 mn awarded (+17% YoY)**
- **New Public and Private Projects with larger dimension** (fit with ME competences)

### PIPELINE (2020/2023)

- **New Lisbon International Airport:**
- **Railway Plan 2020:** up to €1.5 to be executed until 2023 (European Funds Committed)
- **Lisbon (c.€310 mn) and Oporto (c.€210 mn) metro expansion**: Tenders on going
- **Ports expansion (Sines):** Terminal XXI (€134 mn) and Vasco da Gama (€642mn–PPP/50Years)[3]
- **Total planned investments of €1bn in new hospitals:** Projects to be completed in 2023 (Lisbon: 335 mn and Madeira: €205 mn in a more advanced position to be awarded)

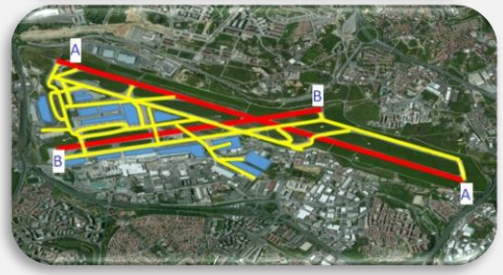
[1]Contracts already signed and financed. Excludes future revenues from concessions (highways and EGF). [2]ENR Top 250 Global Contractors (2019). [3] Of which €417 mn in infrastructures and €225 mn in equipment.

# Positive Outlook for the upcoming years in Portugal

## New Lisbon International Airport: a €1,15Bn new Project (2020-2024)

**From 29 million (2018) to 50 million passengers capacity in the future**

**(expansion of the existing airport + new airport in the south margin)**

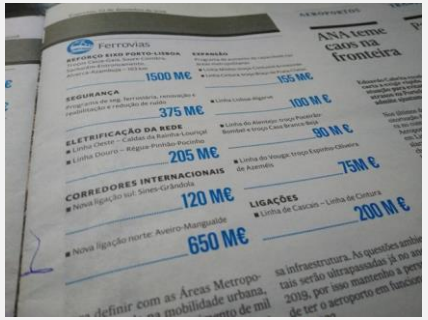


- **Final Environmental Impact Study declaration was announced on January 21, approving definitely the project**
- **Private Investment (ANA Aeroportos/Vinci - concessionaire)**
- **CAPEX: €1.15 bn (excluding access roads – Investment made by Lusoponte)**

# Positive Outlook for the upcoming years in Portugal

## National Railway Plan (PNI 2030)[1]

**Total Investment to be executed: €3.5 Bn**




**National Railway Plan: 2 Bn (4 different corridors with > 1.000 km)**

## Metro Expansion in Lisbon and Oporto:

**Lisbon (c.€310 mn) and Oporto (c.€210 mn) metro expansion**

## Public Investment in 5 New Hospitals:

**Total Investment: €1Bn (until 2023 / European Funds committed)**

**Lisbon and Madeira in a more advanced stage**

- **Lisbon Hospital: c.€335 mn (PPP / 30 years) – 825 beds**

  **Mota-Engil in the short-list (decision expected in the 1H2020)**

O futuro Hospital Oriental de Lisboa

- **Madeira Hospital (€205 mn)**

  **Mota-Engil Qualified (decision expected in 2020)**

1) PNI: National Plan of Public Investment (2020/2030) of which €2Bn to be executed until 2023 with European funds already committed to Railway projects and Metro expansion .

# Africa

Angola
Mozambique
Malawi
South Africa
Cape Verde
São Tomé and Príncipe
Zambia
Zimbabwe
Uganda
Rwanda
Tanzania
Guinea Conakry
Cameroon
Ivory Coast
Nigeria
Kenya

MOTA-ENGIL

## Highlights 1H19

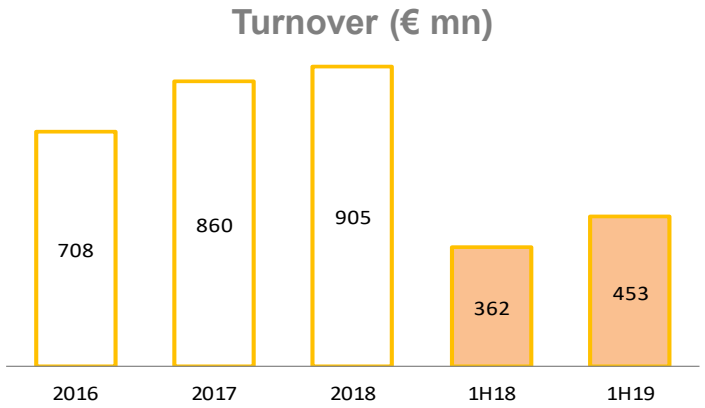
**16** Countries

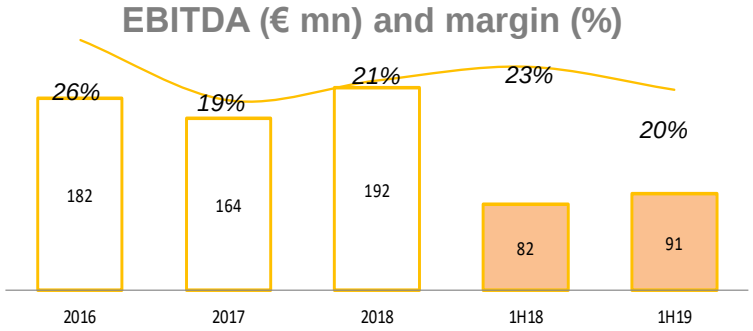
**453** M€ Turnover

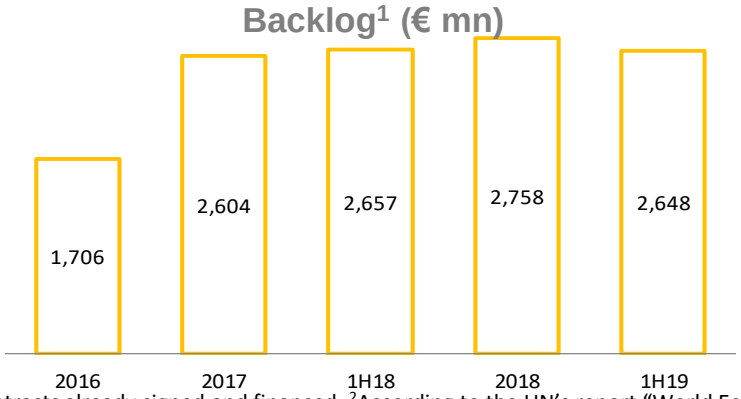
**2,648** M€ Backlog

# Key figures and Outlook

## Attractive outlook supported by an all time high backlog value



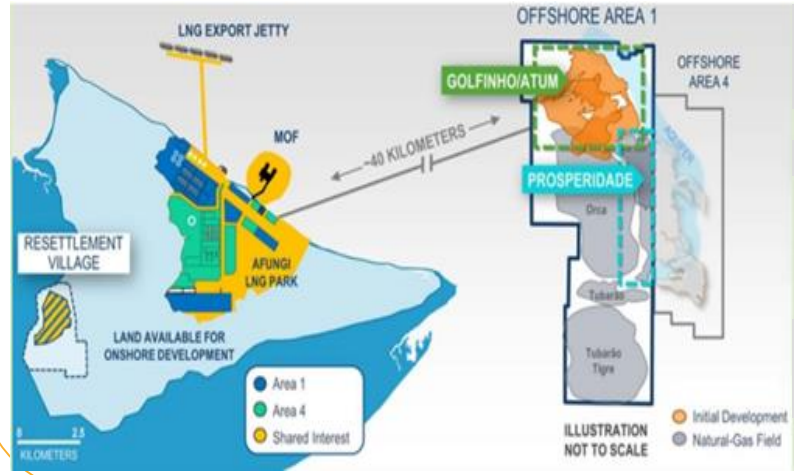




- **Long presence in Africa (since 1946)** with a fully vertically integrated business, supported by a strong installed asset base
- **Leadership in markets such as Angola, Mozambique[2] and Malawi**
- **Focus on large infrastructure projects and expansion to Environment (Waste Management)**

- **Record level of backlog: €2.8 bn (2018) and positive and stable EBITDA margins (20%)**
- Long-Term Contracts in Mining Segment: Mozambique (Vale) and Guinea (Ashanti Gold) and in Waste Management (Ivory Coast: 7 years Contract since Nov. 2018) with recurring cash flow

- Opportunities for Public Clients (Government / Programmes financed by multilaterals or ECA Lines)
- **Private investments opportunities in Oil & Gas (LNG Project in Mozambique) and Mining.**




| Project | Coral South FLNG | Mozambique LNG | Rovuma LNG |
|---|---|---|---|
| Main consortium partnets | Exxon, Eni, CNPC, Galp, ENH, Kogas | Total, ENH, Mitsui E&P | Exxon, Eni, CNPC, Galp, ENH, Kogas |
| Est. Capex (US$ bn) | 7 | 23 | 23.6 |
| Capacity (Mtpa) | 3.4 | 12.9 | 15.2 |
| EPC | TechnipFMC, JGC, Samsung | Saipem, McDermott International, Chiyoda | JGC, Fluor, TechnipFMC |
| Status | Under development | Under development (FID June 2019) | FID in 1H2020 |
| First gas | 2022 | 2024 | 2025 |

Source: Company data, Mozambique Governmet.

[1]Contracts already signed and financed. [2]According to the UN's report "World Economic Situation and Prospects 2020", Mozambique's GDP is expected to grow 5.5% and 6% in 2020 and 2021, respectively.

# Latin America

Mexico
Peru
Brazil
Colombia
Chile
Dominican Republic
Aruba

MOTA-ENGIL

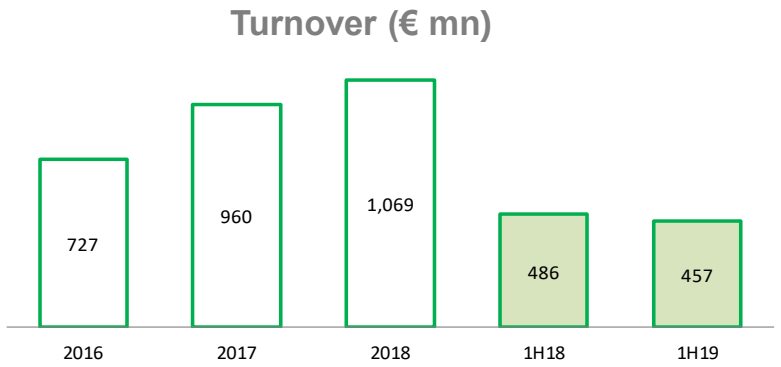
## Highlights 1H19

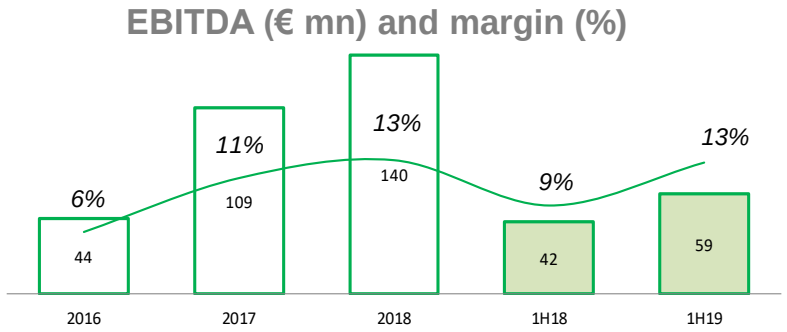
**07** Countries

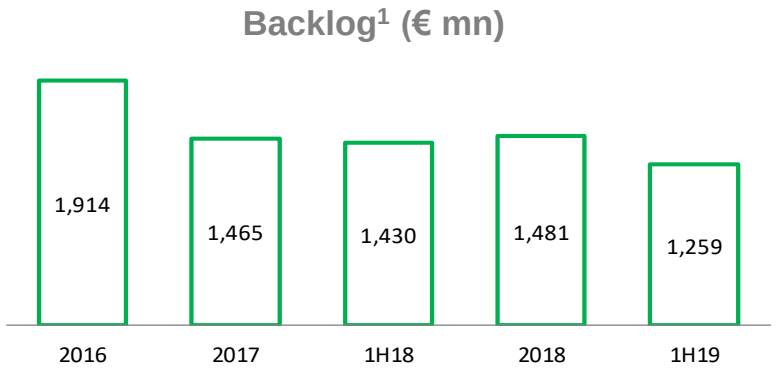
**457** M€ Turnover

**1.259** M€ Backlog

# Key figures and Outlook




## A Regional Player and a Recognized Brand in Latam

- Regional Player (5th position in the Ranking: ENR 2019)
- **All-Time High Value of Turnover: €1,069 mn (2018)**
- **Record level of EBITDA margin (13%) with high contribution of the Energy business**

- Mexico activity to be driven by the E&C works related to the Tourism project Costa Canuva, Energy with Fenix (Generation and Trading) and by the **New Infrastructure Plan (2020-2024)**
- Commercial Relations with Petrobras and VALE open new opportunities in Brazil
- **Mota-Engil know-how is a competitive advantage to leverage on PPP and APP opportunities**
- **Concession investment as a promoter of construction, with an asset rotation policy focus**

- **Tren Maya (Railway): The Flagship Project of the six-year mandate (President Obrador)**
- **Total amount: 150MMx (c.a $7,4Bn)**
- **Public Funding up to 70%**
- **Extension: 1.500 km crossing 5 states**
- **Construction Period: 4 Years**

[1]Contracts already signed and financed. Excludes future revenues from concessions (highways).

# Mexico: New Infrastructure Plan (2020-2024)

BUSINESS NEWS NOVEMBER 26, 2019 / 3:04 PM / 7 DAYS AGO

## Mexico to spend $44 billion on infrastructure in first phase of plan

Sharay Angulo

MEXICO CITY (Reuters) - Mexico's government on Tu
first phase of an ambitious infrastructure plan underwrit
sector, covering a wide range of transportation and othe
over five years.

ACUERDO NACIONAL DE INVERSIÓN EN INFRAESTRUCTURA DEL SECTOR PRIVADO

26 DE NOVIEMBRE DE 2019

GOBIERNO DE MÉXICO

| Sector | Monto de Inversión por Plazo (MDP) | | | |
|---|---|---|---|---|
| | 2020 | 2021-2022 | 2023-2024 | Total |
| Transporte | 114,703 | 83,279 | 85,871 | 283,853 |
| Carreteras | 38,255 | 24,957 | 36,917 | 100,129 |
| Ferrocarriles, Trenes Suburbanos | 22,650 | 18,840 | 26,054 | 67,544 |
| Puertos | 24,594 | 26,227 | 22,900 | 73,721 |
| Aeropuertos | 29,204 | 13,255 | - | 42,459 |
| Telecomunicaciones | 86,561 | 31,492 | - | 118,053 |
| Agua y Saneamiento | 15,998 | 30,502 | - | 46,500 |
| Energía | 81,780 | - | 3,200 | 84,980 |
| Energía eléctrica | - | - | 63,560 | 63,560 |
| Turismo | 130,964 | 102,720 | 19,080 | 252,764 |
| Salud | 1,312 | - | - | 1,312 |
| Otros | - | 8,000 | - | 8,000 |
| Total | 431,318 | 255,993 | 171,711 | 859,022 |

# 04
# Appendix

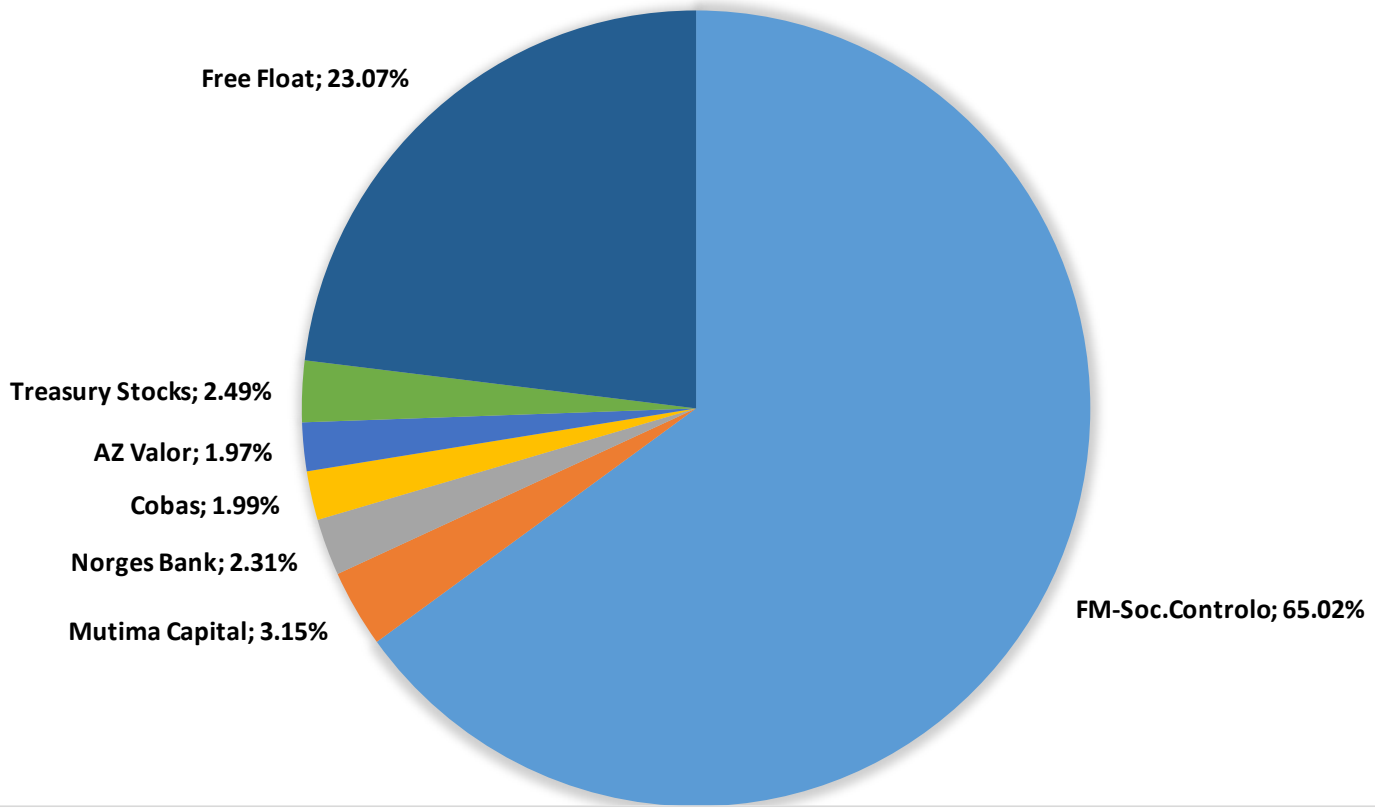
*Page 28*

# Snapshot

## Share price performance[1] (€)

1) Source: Bloomberg (24.01.2020)

## MOTA-ENGIL SHAREHOLDERS




- Mota Family (FM - Sociedade de Controlo) has an equity stake of 65% and a long term commitment and fully supports strategy
- Treasury shares of 2.5% of share capital
- Payout policy: 50%-75%

# Executive Committee

**Gonçalo Moura Martins**
*CEO*

- Degree in Law
- With Mota-Engil since 1990, holding several management positions

**Carlos Mota Santos**
*Deputy CEO*

- Degree in Civil Engineering
- With the Group since 2006 in senior positions

**José Pedro Freitas**
*CFO*

- Degree in Economics
- Since 2009 in senior positions in the Group

**Manuel Mota**
*CEO Europe & Africa*

- Degree in Civil Engineering
- More than 10 years of experience in the Group, namely in Central Europe and in Africa's division

**João Parreira**
*CEO Latin America*

- Degree in Law
- Working for Mota-Engil since 2008, being the CEO of LatAm region since 2012

**Ismael Gaspar**
*CEO ME Capital*

- Degree in Civil Engineering
- With the Group for 30 years

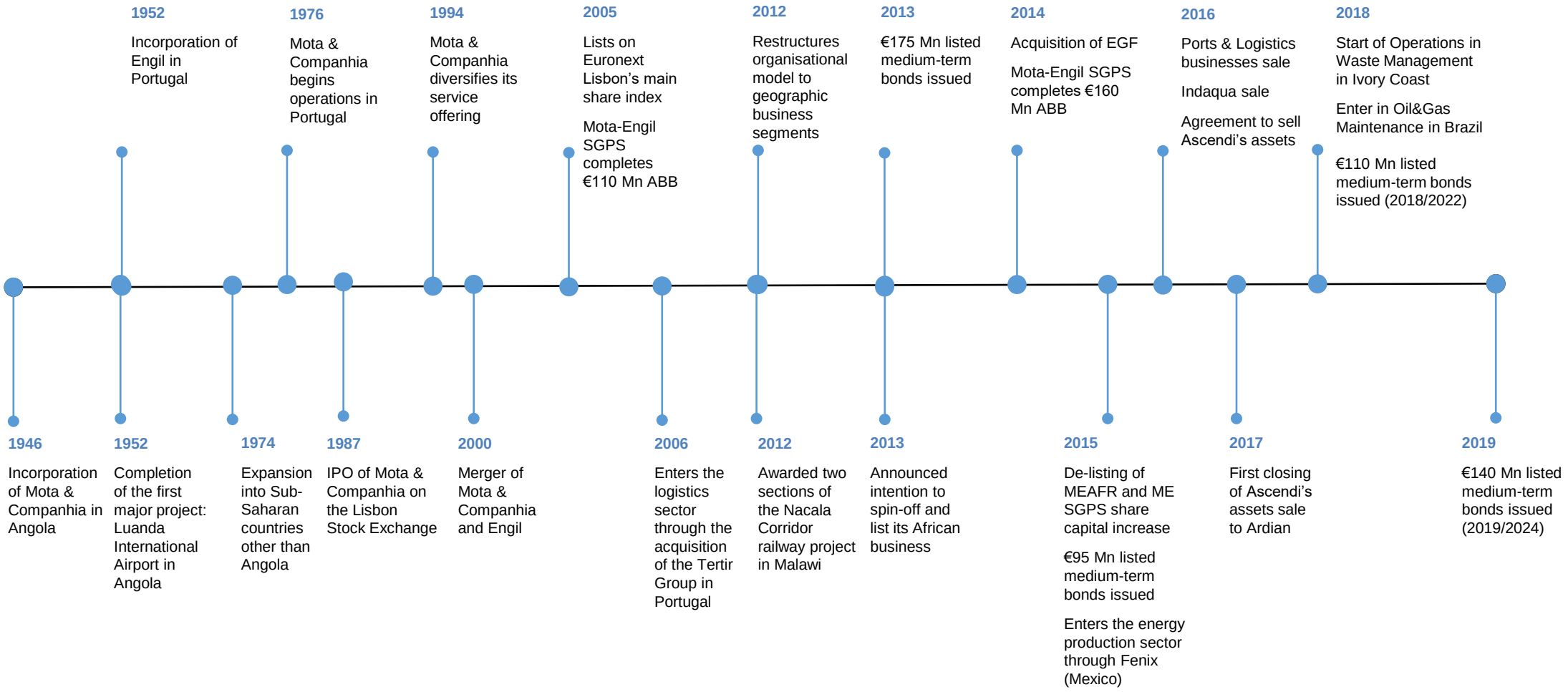
**Eduardo Pimentel**
*HR / IT and Resources*

- Degree in Civil Engineering
- Working in the Group for 25 years

**Luís Silva**
*Strategic Planning and Control*

- Degree in Economics
- With the Group for 27 years

# Mota-Engil past main milestones



# Balance sheet

## Balance sheet (€ mn)

| | Jun.19 | Dec.18 | Jun.19 - Dec.18 |
|---|---|---|---|
| Fixed assets | 1,300 | 1,296 | 5 |
| Financial investments | 300 | 290 | 10 |
| Long term receivables | 122 | 117 | 4 |
| Non-current assets held for sale (net) | 85 | 90 | (6) |
| Working capital | 251 | 199 | 52 |
| | *2,057* | *1,992* | *65* |
| | | | |
| Equity | 418 | 447 | (29) |
| Provisions | 98 | 104 | (6) |
| Long term payables | 474 | 486 | (12) |
| Net debt [1] | 1,067 | 955 | 112 |
| | *2,057* | *1,992* | *65* |

[1]Net debt considers Angola's and Malawi's sovereign bonds as "cash and cash equivalents".

# Europe performance breakdown

Key financials (€ mn)

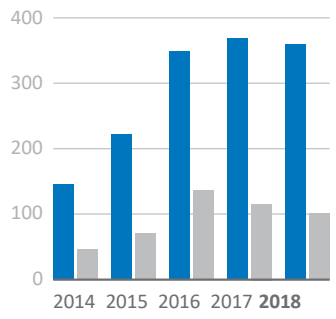
| | 1H19 | 1H18 | YoY |
|---|---|---|---|
| **Turnover** | **407** | **406** | ***0%*** |
| E&C | 284 | 266 | *7%* |
| E&S | 127 | 145 | *(12%)* |
| Other, elim. and interc. | (4) | (5) | *24%* |
| **EBITDA** | **41** | **47** | ***(13%)*** |
| ***Margin*** | ***10%*** | ***12%*** | ***(2 p.p.)*** |
| E&C | 10 | 1 | *(1,063%)* |
| *Margin* | *4%* | *0%* | *4 p.p.* |
| E&S | 29 | 46 | *(37%)* |
| *Margin* | *23%* | *32%* | *(9 p.p.)* |
| Other, elim. and interc. | 1 | - | - |

# Waste Business:

Strategic with a growing contribution from all regions

## Services:

- ✓ Collection
- ✓ Treatment
- ✓ Waste-to-Energy




## Key Figures 2018[1]

**Turnover:** €388 mn

**EBITDA:** €101 mn

**Backlog:** €4 Bn (Jun. 19)

(850mn Collection+3.150mn EGF)

**21 million citizens served**

## 8 Countries

Angola
Brazil
Cape Verde
Ivory Coast
Mexico
Mozambique
Oman
Portugal

## Milestones

**1995**
Start of operation (SUMA) [waste collection]

**2008**
Beginning of internationalization [to Angola]

**2014**
Acquisition of EGF [Waste Treatment in Portugal]

**2018**
Start of operations in Ivory Coast (Eco Eburnie and Clean Eburnie)

**2019**
2 New Contracts in Brazil (Consita)
São Paulo (€144mn – 34% / 5 years)
Brasilia (€122mn / 5 years)

## Europe

PORTUGAL

SUMA

EGF
ENVIRONMENT GLOBAL FACILITIES

(Concession up to 2034)

## Africa

ANGOLA

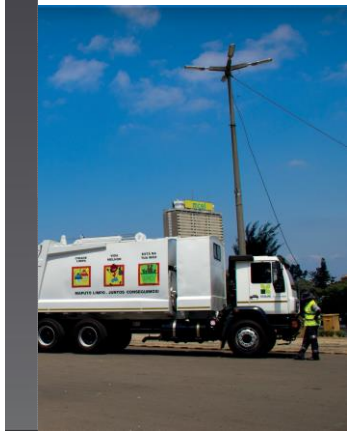
VISTA Waste Management

OMAN

ECOVISION

MOZAMBIQUE

ECOLIFE

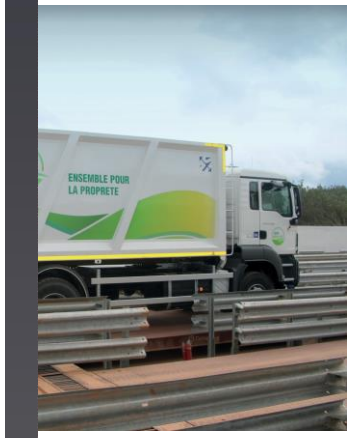


CAPE VERDE

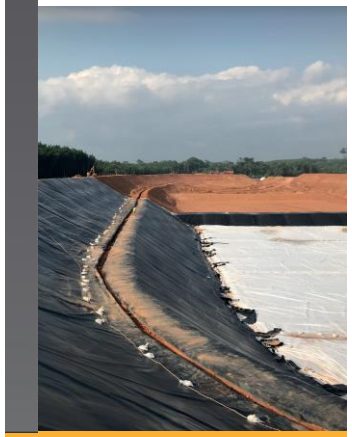
Agir
Ambiente e Gestão Integrada de Resíduos

IVORY COAST

eco eburnie



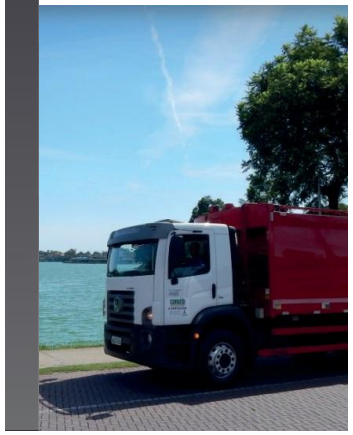

clean eburnie



## Latin America

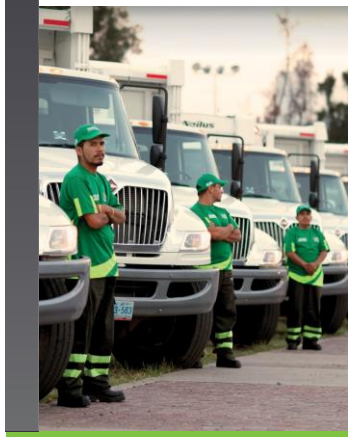
BRAZIL

consita



MEXICO

GISA



1) Pro forma figures 2018: Contribution for Turnover and EBITDA from all regions. 2) Revenues expected up to 2034 (not included in the Backlog).

# Energy business highlights

## Power Generation

1st private operator in Mexico

(started in October 2015)

FENIX

| Technology | Installed capacity | |
|---|---|---|
| 5 hydro plants<br>10 mini-hydro plants | 277 MW | Sales to spot market and to the Fenix supply business (Suministradora) |
| Jorge Luque thermal power plant (Gas) | +100 MW in 2020<br>Long-term target: 1700 MW | |

### Power Generation

FENIX

Mota-Engil (91%) — SME (9%)

## Trading

(started in March 2018)

Currently 3 PPA´s in operation for 148 MW (658 GWh/year), being the most relevant the 20 year PPA established with Mexico City (supply c.a. 550 GWh/year)

### Trading

MOTA-ENGIL MEXICO

Mota-Engil Mexico (100%)

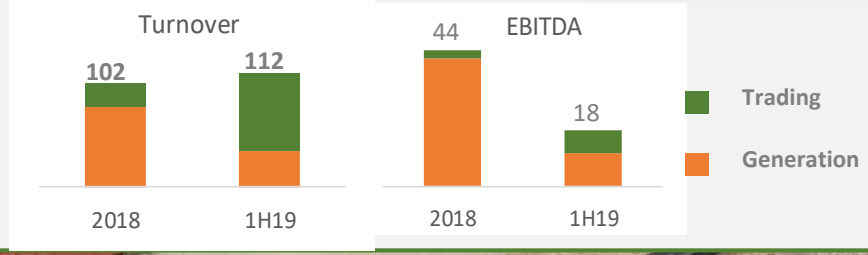
### Key figures 2018:

**Turnover:** €102 mn

**EBITDA:** €44 mn

**Energy Generation:** >1000 GWh

**Energy Sales: >** 675 GWh/year



*Concession*

# *Infrastructure Concession and Services*

## *Roads and Highways*

Mota-Engil is present in the Concessions of Transport infrastructure in seven countries on three continents, in a global group of 11 concessions.

## *Waste*

In the field of waste management, Mota-Engil has an international presence in Europe, Africa, Latin America and Oman, serving over 18 million customers with an operation supported by knowledge and by over 20 years of experience.

## *Energy*

Since 2015, Generadora Fénix holds the exploration for 30 years of a set of energy production assets, among hydroelectric plants and small hydraulic plants totalling 288 Mw, with possibility of expansion up to 2,000 Mw.

## *Ports*

In Malawi and through the Malawi Shipping Company, the Group has operated four port complexes since 2013 under a 35 year concession.

## *Hospitals*

Mota-Engil holds two concessions that include the design, construction, management and maintenance of the Beatriz Ângelo Hospital (Loures) and the Santo Espírito Hospital of Terceira island (Azores).

# Disclaimer

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