



Sustainable Development in Austria

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What is ASFINAG?

- **Unlimited concession concerning the Austrian primary road network of 2.100 km**
- **The right to collect tolls is ASFINAG's single source of funding.**
- **ASFINAG benefits from an unconditional state guarantee on its MTN bond issues**
- **100% User financed – no public subsidies**
- **ASFINAG is a public limited company 100 % owned by the Republic of Austria.**
- **Toll Tariffs are fixed by the ministry of transportatio**

Austria in the heart of Europe



Network length: 2100 km

Traffic growth

1995 - 2007 period:

+ 2.5% p.a. non-commercial

+ 3.5% p.a. commercial traffic

ASFINAG in Europe (Source annual reports 2005)

	Network length	Revenues (€)	Employees (31.12.2005)
Autostrade SpA	3.408,1 km	2.957 Mio.	8.973
ASF Group	3.160 km	2.474 Mio.	7.975
APRR Group	2.205 km	1.571 Mio.	4.391
ASFINAG	2.100 km	1.295 Mio.	2.620
SANEF* Gruppe	1.743 km	1.152 Mio.	3.642
Abertis Gruppe	1.534 km	1.180 Mio.**	7.831***
BRISA	1063,2 km	577 Mio.	2.879
Cofiroute	985 km	889 Mio.	1.960

* SANEF – Subsidiary of ABERTIS

*** annual average for employees from all business segments

** Revenues from the business segment motorway operator in Spain

→ Adresse E-mail/E-mail address

Infrastructure Construction-Investments

- **ASFINAG: 65 % Tolling Revenues for Construction Investments**
- **European Road Concessionaires: approx. 20 % Tolling Revenues for Construction Investments**
- **ASFINAG: Network 2.080 km, Construction € 0,85 Mrd.**
- **Germany: Network 12.000 km, Construction € 2,9 Mrd.**
- **France: Network 8.300 km, Construction € 1,3 Mrd.**
- **€ 1.000 Mio. Investment = approx. 10.000 employees**

Review

„Special enterprises“

- | Since 1960: Brenner-, Tauern-, Pyhrn motorway
Arlbergstraßen- and Karawankentunnel

„ASFINAG old“

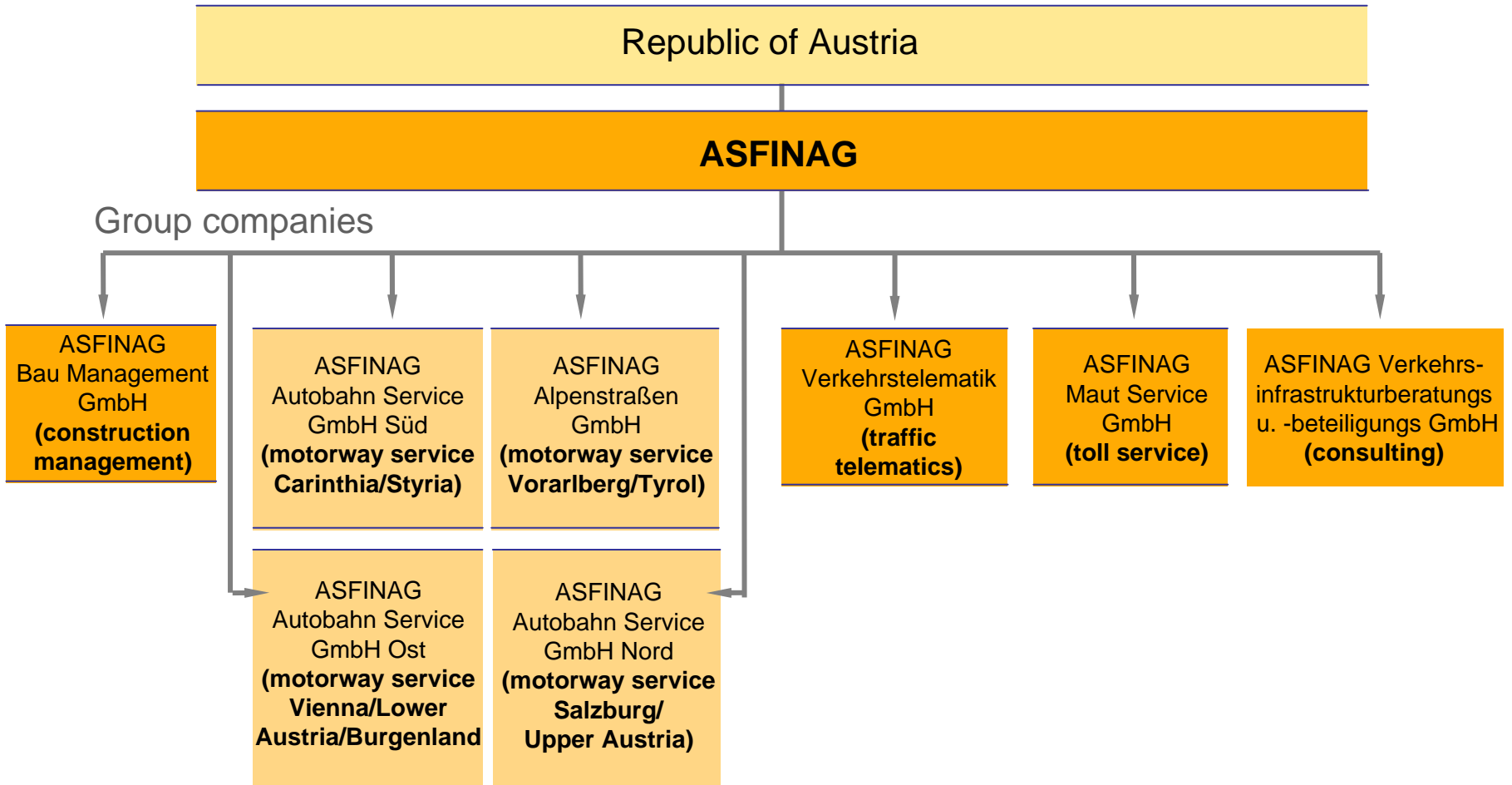
- | 1982: Foundation of ASFINAG – primarily a mere financing company
- | 1993: Foundation: ÖSAG (Tauern, Pyhrn, Karawanken)
ASG (Arlberg, Brenner)

„ASFINAG new“

- | 1997: ASFINAG Enabling act 1997
„concessionusus fructus“ contract
- | 2005: Merger of ÖSAG/ASG with ASFINAG
- | 2006: Operation of network by subsidiaries

ASFINAG plans, constructs, maintains and charges tolls in individuell responsibility

ASFINAG Corporate Structure



Main Tasks



Planning, construction and structural maintenance

2007:

EURO 1.25bn



Operational maintenance

Costs per annum:

EURO 150mn

Main Tasks



Tolls (Net revenues)

2006:

Euro 1.20bn

2007:

Euro 1.40bn



Traffic telematics

Costs:

Euro 68mn

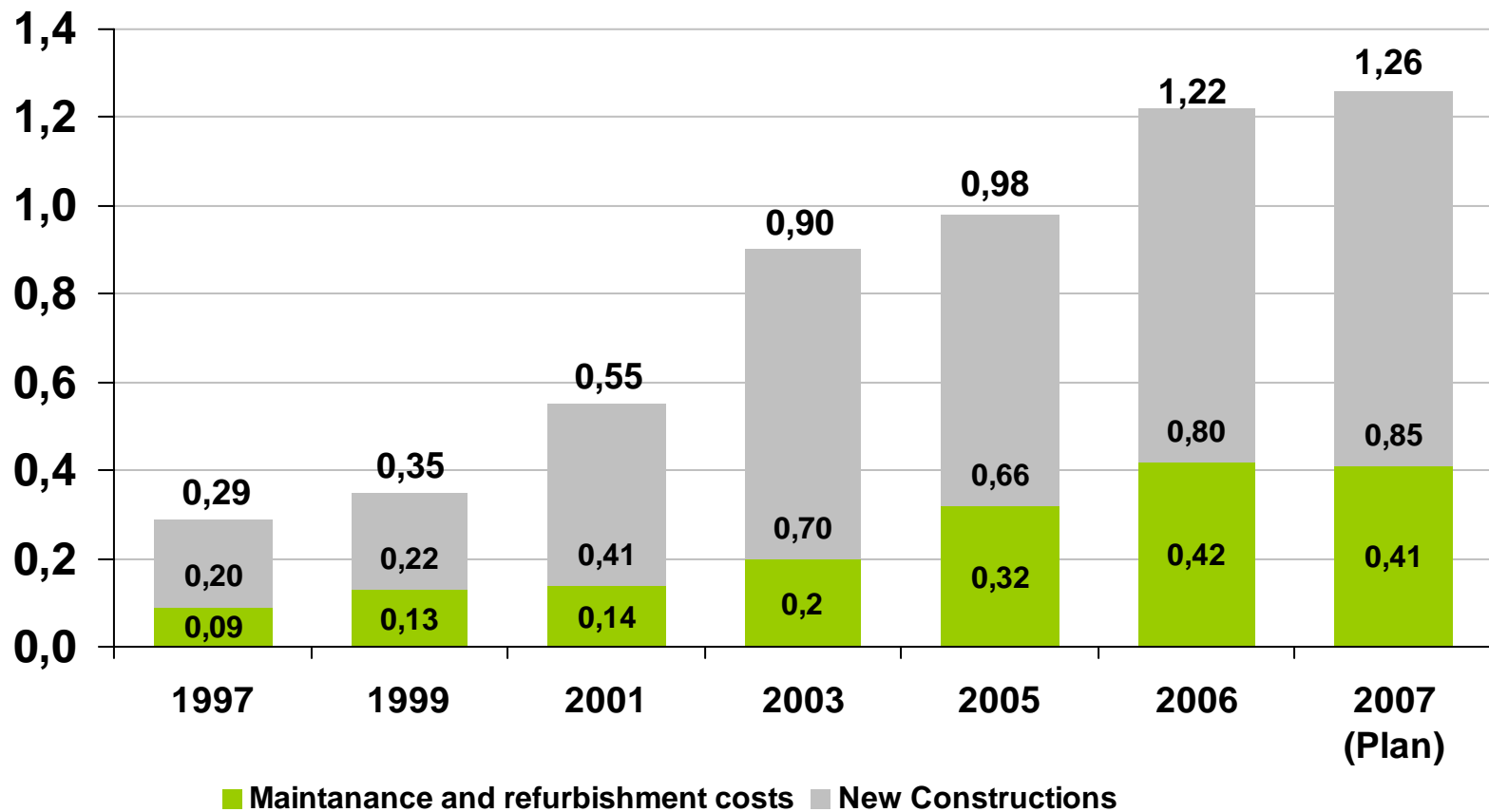
The ASFINAG Route Network



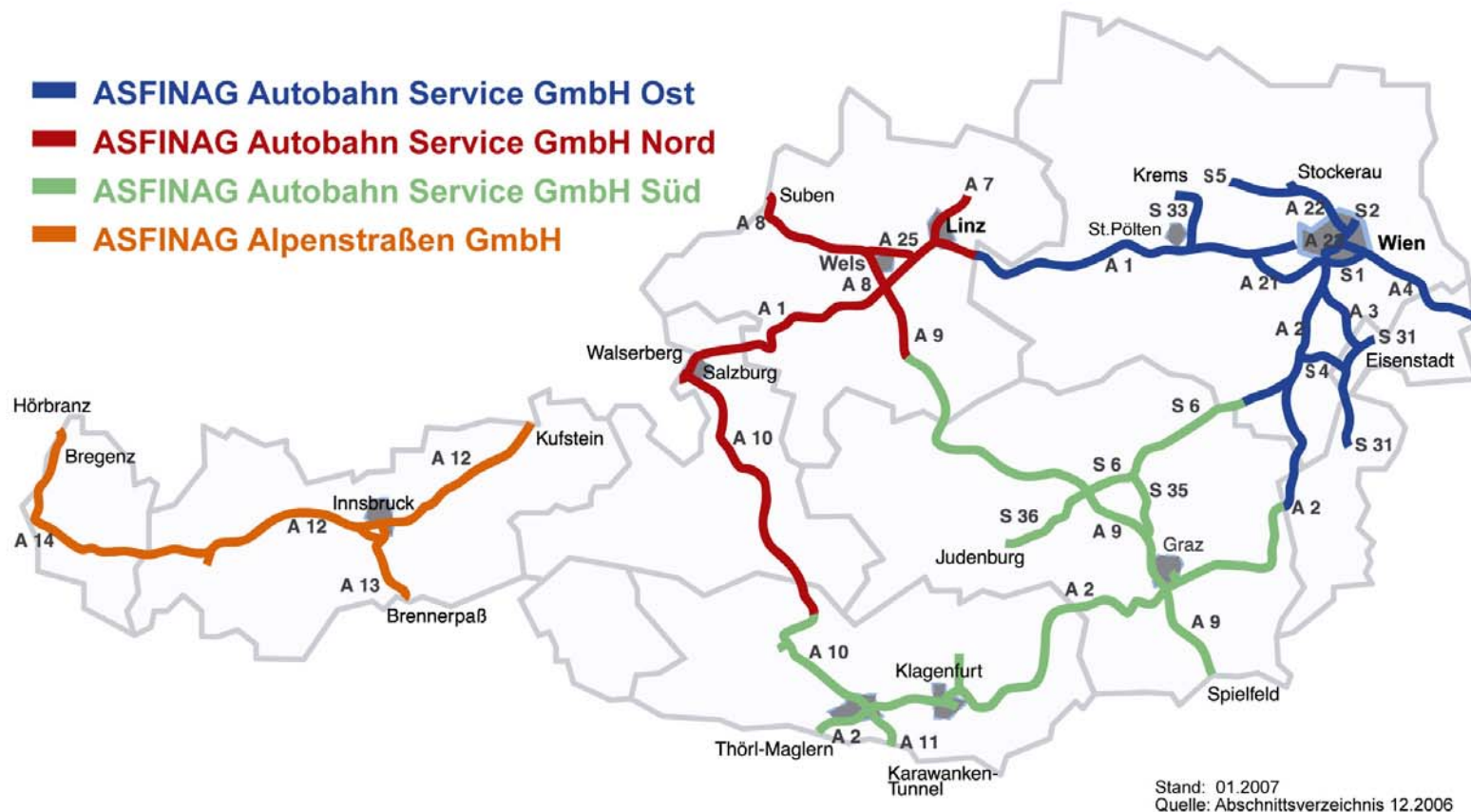
- 2100 km in operation
- 140 km passenger car distance-dependent toll
- 400 km being planned or under construction

Construction Program 1997 - 2007

Investment in bn



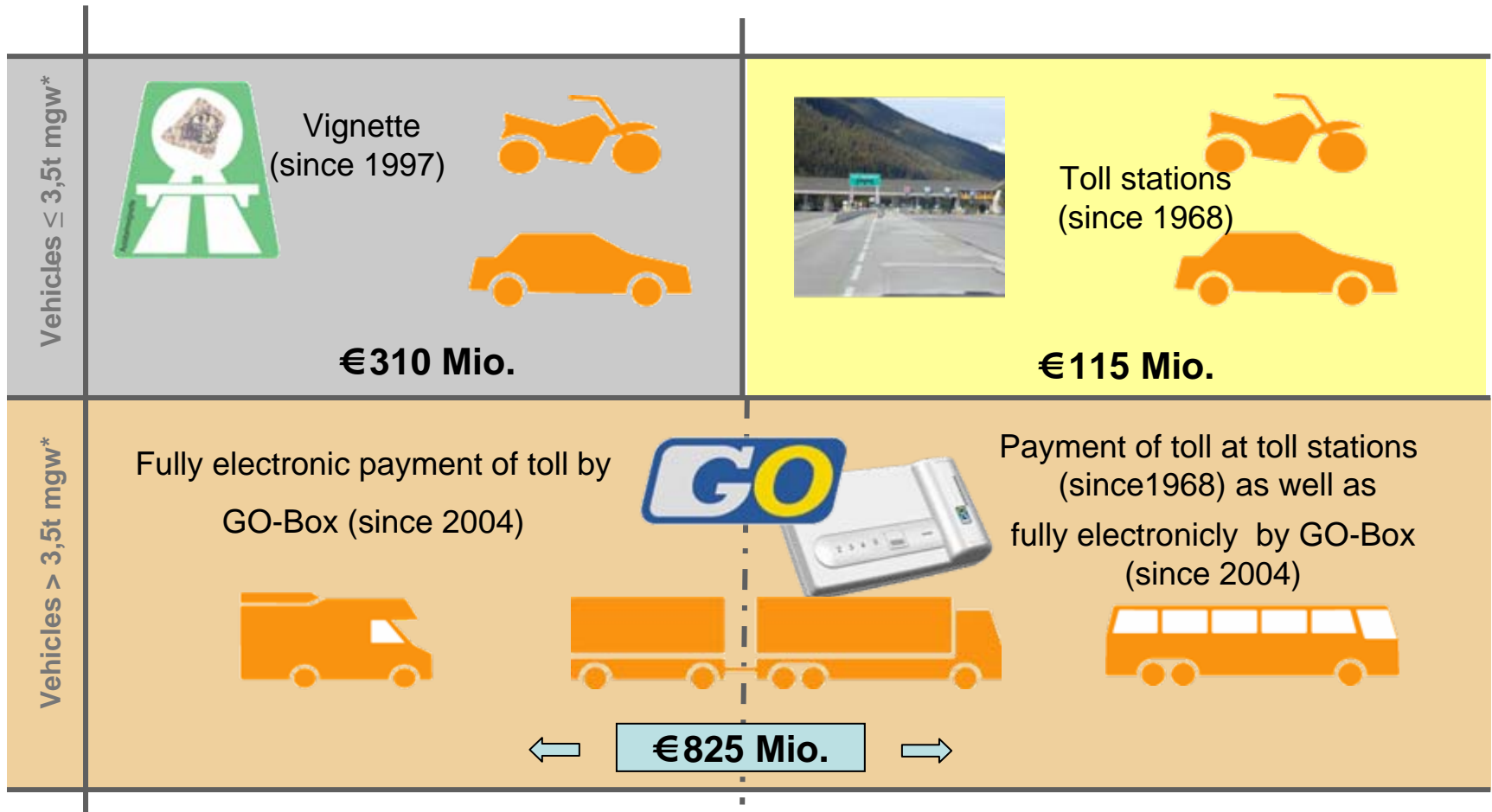
Operation of Motorways and Expressways



4 companies operate 100% of the network

Network length 2.100 km (2007)

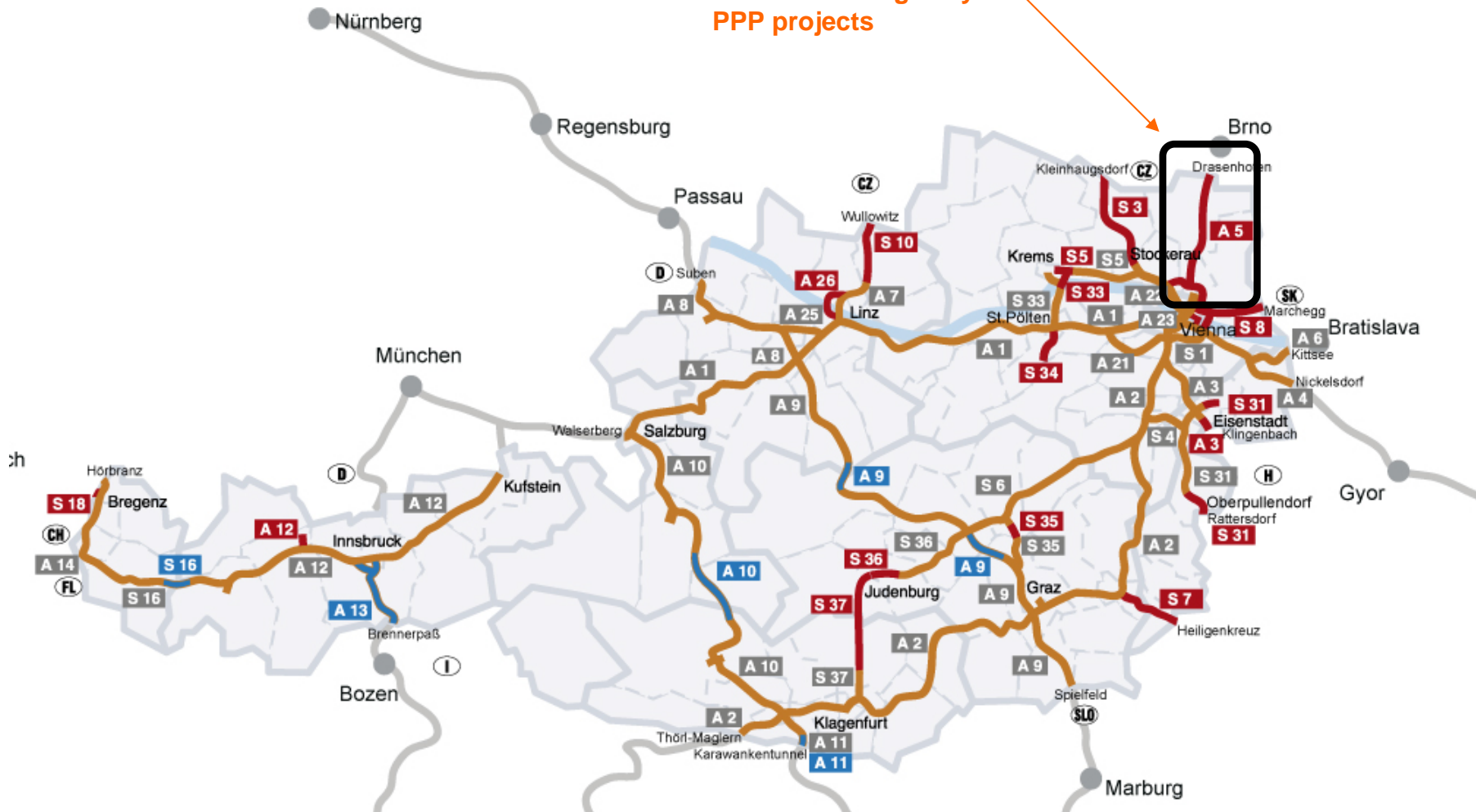
Different tolling principles applied in Austria



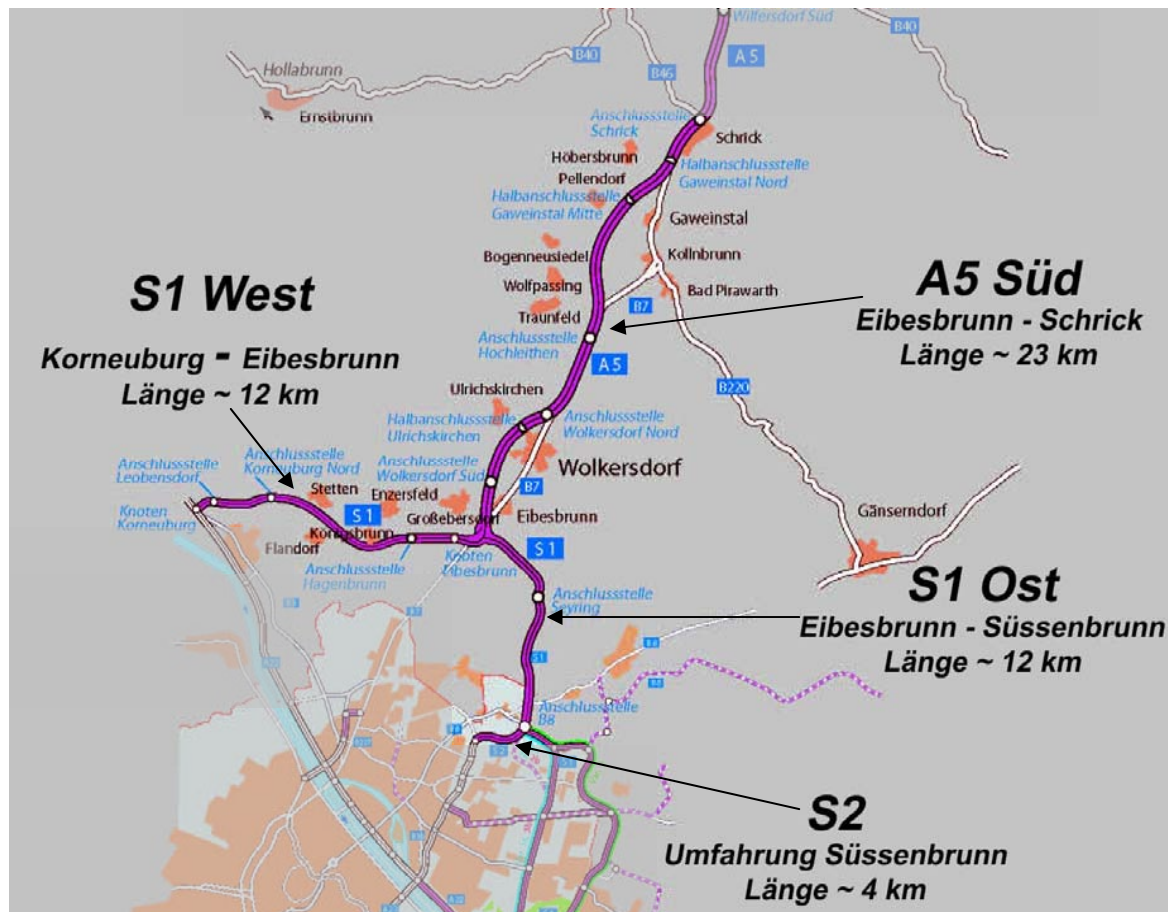
*maximum gross weight; Income 2006

PPP Model

The „Ostregion“ was selected for the first Austrian highway PPP projects



Scope of package 1 (under construction)



Scope of package 1 (under construction)

- **Awarding a concession for design, build, financing, operation and maintenance (DBFOM Contract) of the furthestmost developed ~51 km of the construction programme Ostregion**
- **Construction costs ~ 800m€**
- **Start of construction 2007**
- **Planned finishing ~ 2009/2010**
- **The concession period will last at least 33 years with a subsequent handover to ASFINAG**

Status of the project

Concession contract signed on 12th December 2006

Financial close reached on 21st December 2006 – project NPV € 933m

Concessionaire:

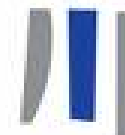
Sponsors:



Lenders:



Deutsche Bank



European
Investment
Bank

Business areas VBG

ASFINAG Consulting services company (VBG) is in charge of providing the ASFINAG know-how in all its core competences to potential customers. Its are:

„Consulting“

- Road planning and design
- Tolling (vignette, electronic toll systems; equipment of conventional toll points, tolling software and points of sale)
- Operation of high ways
- Telematics
- PPP projects
- Management of Stakeholders for construction of new roads
- Infrastructure of Communication

„Highway operation“

- Tolling (electronic toll systems; conventional toll points, maintenance of tolling software and point of sale systems)
- Operation of high ways
- Telematic systems
- PPP projects

International References:



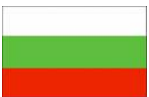
Association of bavarian construction industry and bavarian ministry of interior

→ Model for a motorway-network-company in Bavaria



Autostrade per l'Italia S.p.A.

→ Consulting for the tender of the lorry toll system in Czech Republic



Dornier Consulting

→ Enhanced development of the vignette system in Bulgaria



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