

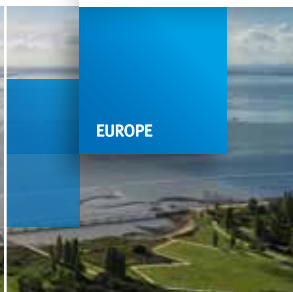
# MOTAENGIL

*A World of Inspiration*

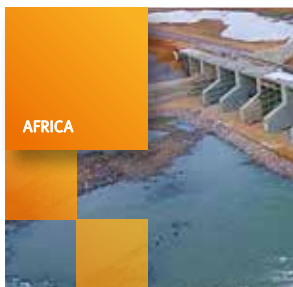
2018



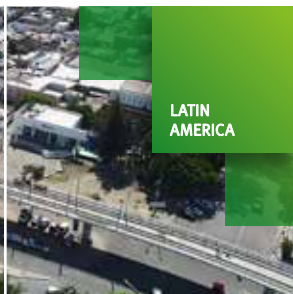
MOTAENGIL



EUROPE



AFRICA



LATIN  
AMERICA



MOTA-ENGIL

72 years

285  
COMPANIES

Europe

Latin America

Africa

28  
COUNTRIES

*Engineering and Construction*

*Environment*

*Energy*

*Transport Concessions*

*Logistics*

*Mining*

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## Profile

# The Mota-Engil Group

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*An international  
and diversified  
vision for the future*

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The Mota-Engil Group has a business record marked by a culture of entrepreneurship and innovation in a constant search for new horizons.

Founded in 1946, today the Mota-Engil Group is a multinational with operations focused on construction and infrastructure management in the segments of Engineering and Construction, Environment and Services, Transport Concessions, Energy and Mining.

As a leader in Portugal with a consolidated position in the ranks of the 30 largest European construction groups, Mota-Engil is making its mark on 3 continents and in 28 countries, in 3 distinct geographical areas – Europe, Africa and Latin America, maintaining the same standards of strict compliance, quality and capacity for execution in each market that allowed Mota-Engil to assert itself internationally.

With holdings in approximately 280 companies, Mota-Engil assumes a market positioning aligned with the best practices and in a business conduct based on ethical principles and sustained on an unique and integrated strategic vision for the Mota-Engil of the future: a more international, innovative and competitive Group on a global scale.

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**Leader  
in Portugal**

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**European  
Top 30**

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# Mota-Engil SGPS

## Mota-Engil on the Stock Market

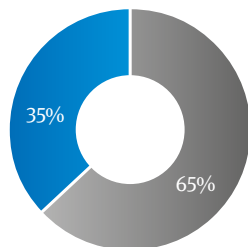
Mota-Engil SGPS is a company listed on the Euronext Lisbon, being part of the main index of the Portuguese stock exchange (PSI 20) with a share capital of 237,505,141 euro.

With a long tradition of presence in the capital markets, Mota-Engil has its own history of constitution associated with operations on the securities exchange that resulted in a merger between Mota & Companhia and Engil, from which came Mota-Engil, leader of the sector in Portugal.

Mota-Engil was recognized by the magazine "Institutional Investor" within the scope of the survey "All-Europe Executive Team 2018", in the category of Best Investor Relations Professional, ranking third position among the European companies in the sector for the third year in a row.

## Shareholders

The major part of the shareholders structure of the Mota-Engil Group is made up of the Mota Family through FM- Sociedade de Controlo with a 65% stake, holding a benchmark position ever since the Group's creation in 1946.



**% OF CAPITAL ATTRIBUTABLE**

■	FM - SOCIEDADE DE CONTROLO SGPS	64,67%
■	FREE-FLOAT	33,8%
	of which:	
	MUTIMA - CAPITAL	2,92%
	NORGES BANK	2,002%
	INVESCO	1,99%
	ASSICURAZIONI GENERALI	1,79%
	AMBER CAPITAL UK	1,72%
	DIMENSIONAL FUND ADVISORS	1,28%
	IBERCAJA GESTION	1,13%

Source: Bloomberg, CMVM and Mota-Engil SGPS

# Corporate Bodies

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## Board of Directors

### CHAIRMAN

António Manuel Queirós Vasconcelos da Mota

### DEPUTY CHAIRMEN

Gonçalo Nuno Gomes de Andrade Moura Martins,

Jorge Paulo Sacadura Almeida Coelho

Arnaldo José Nunes da Costa Figueiredo

### MEMBERS

Maria Manuela Queirós Vasconcelos Mota dos Santos

Maria Teresa Queirós Vasconcelos Mota Neves da Costa

Maria Paula Queirós Vasconcelos Mota de Meireles

Carlos António Vasconcelos Mota dos Santos

Ismael Antunes Hernandez Gaspar

José Pedro Matos Marques Sampaio de Freitas

António Martinho Ferreira Oliveira

Manuel António Fonseca Vasconcelos Mota

João Pedro dos Santos Dinis Parreira

Eduardo João Frade Sobral Pimentel

Luís Filipe Cardoso da Silva

Luís Francisco Valente de Oliveira

António Bernardo Aranha da Gama Lobo Xavier

António Manuel da Silva Vila Cova

Francisco Manuel Seixas da Costa

Sofia Salgado Cerveira Pinto

Ana Paula Chaves e Sá Ribeiro

## Executive Committee

### CHAIRMAN

Gonçalo Nuno Gomes de Andrade Moura Martins

### MEMBERS

Carlos António Vasconcelos Mota dos Santos

Ismael Antunes Hernandez Gaspar

José Pedro Matos Marques Sampaio de Freitas

António Martinho Ferreira Oliveira

Manuel António Fonseca Vasconcelos Mota

João Pedro dos Santos Dinis Parreira

Eduardo João Frade Sobral Pimentel

*The Mota-Engil Group*

# *The Mota-Engil World*

*3 continents*  
*28 countries*  
*285 companies*

## LATIN AMERICA

MEXICO  
PERU  
BRAZIL  
COLOMBIA  
CHILE  
DOMINICAN REPUBLIC  
PARAGUAY  
ARUBA

## EUROPE

PORTUGAL  
SPAIN  
POLAND  
CZECH REPUBLIC  
IRELAND  
UNITED KINGDOM

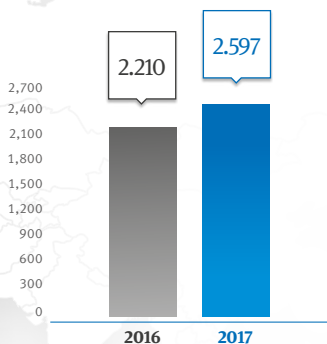
## AFRICA

ANGOLA  
MOZAMBIQUE  
MALAWI  
SOUTH AFRICA  
CAPE VERDE  
SÃO TOMÉ AND PRÍNCIPE  
ZAMBIA  
ZIMBABWE  
UGANDA  
RWANDA  
TANZANIA  
GUINEA CONAKRY  
CAMEROON  
IVORY COAST

# Main Indicators

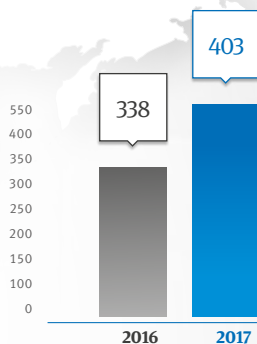
## Turnover

(MILLION EURO)



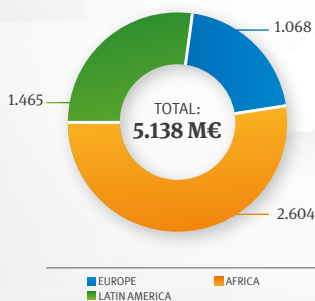
## EBITDA

(MILLION EURO)



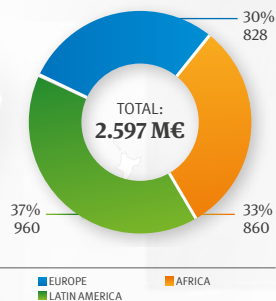
## 2017 Order Book

(MILLION EURO)



## Turnover

(MILLION EURO)



# We are what we do

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## Activities

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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

Leader in Portugal and with a prominent position in various markets in Europe, Africa and Latin America, the Group carried out construction projects in more than 40 countries, affirming the technical skill demonstrated in each project and building an excellent reputation in the technical areas of civil construction and public works, distinguishing itself in the construction of various infrastructures such as roads, highways, airports, ports, dams, buildings, railways, electromechanical works, foundations, and geotechnical projects, among other specialties.

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## Business Areas

### Engineering and Construction

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

### Waste management

- Collection
- Processing
- Recovery
- Waste-to-Energy

### Energy

- Production
- Management

### Transport Concessions

- Highways
- Motorways
- Bridges
- Railways
- Underground

### Mining

- Prospecting
- Extracting
- Exploration

### Logistics

- Rail freight







### **Waste Management**

With a majority holding in SUMA, company incorporated in 1995 for waste collection and management in Portugal, Mota-Engil is fulfilling its ambition to lead this sector, operating increasingly in Angola, Mozambique, Cape Verde, Mexico, Brazil, Oman and Ivory Coast.



The Mota-Engil Group operates, through EGF, in the treatment and recovery of waste, ensuring the ability to operate the entire value chain of integrated waste management with state of the art technology in the treatment and organic recovery of waste as well as energy production by capturing biogas and landfills and by an energy recovery plant.



### **Energy**

The Mota-Engil Group was the first private operator in the energy production sector in Mexico, holding a set of assets in exploration by Generadora Fénix with a production capacity of 288 Mw that can reach 2,000 Mw.



### **Multiservices**

As a complement to its activities in the area of the construction and management of infrastructures, Mota-Engil is working in the maintenance area through Manvia, a major company in this field in Portugal with operations in Africa and Northern Europe, as well.



Additionally, the Group is involved in landscaping, through Vibeiras, a leader in Portugal in this segment, which has also done significant works in Africa.



### **Transport Concessions**

Mota-Engil assumes an important role in the management of an infrastructure concession.



### **Mining**

Mota-Engil Mining is working in Africa benefiting from its experience gained in the development of civil construction and earthmoving works which carries out for some of the world's biggest mining companies, highlighting operations in Peru, Malawi, Mozambique, Zimbabwe and Guinea Conakry.



### **Logistics**

Takargo was the first private operator in Portugal in rail freight, focusing on the logistic efficiency and service quality to offer integrated and competitive logistic solutions in the Iberian market.



MOTA-ENGIL  
EUROPE



6

COUNTRIES

PORTUGAL  
SPAIN  
POLAND  
CZECH REPUBLIC  
IRELAND  
UNITED KINGDOM

01



02



03



05



04

1. VASCO DA GAMA BRIDGE – PORTUGAL
2. ENERGY RECOVER PLANT – PORTUGAL
3. GLAN AGUA – IRELAND
4. FARO AIRPORT – PORTUGAL
5. YANA DEVELOPMENT – POLAND

# Europe

## Projects that drive the future

Mota-Engil holds a prominent position in Europe, being currently among the 30 most important European business groups in the construction industry.

In addition to its leadership in Portugal, Mota-Engil positions itself in other European markets as a reliable partner for the development of infrastructure projects, more specifically in the Central Europe regions, where it has been operating for 20 years ranking among Poland's top 10 construction companies.

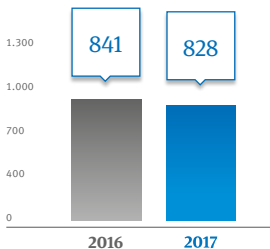
In Ireland, Mota-Engil has a prominent position through MEIC and Glan Agua, being market leaders in the construction and management of WTP and WWTP, besides a growing position in the public works market, being also present in the United Kingdom.

In waste management, the Group operates through EGF and SUMA, guaranteeing the entire value chain from urban cleaning, to waste collection, treatment and recovery, with technology developed in power generation (waste-to-energy).

Through Manvia, the Group operates in the Industrial Maintenance sector, Buildings and Environment.

### Turnover

(MILLION EUROS)



# 154

COMPANIES

Mota-Engil Group or subsidiaries

# 1.068 M€

million euros  
ORDER BOOK  
2017

# 828 M€

million euros  
TURNOVER  
2017

# 142 M€

million euros  
EBITDA  
2017



01



MOTA-ENGIL

AFRICA

ANGOLA  
MOZAMBIQUE  
MALAWI  
SOUTH AFRICA  
CAPE VERDE  
SAO TOME AND PRINCIPE  
ZAMBIA  
ZIMBABWE  
UGANDA  
RWANDA  
TANZANIA  
GUINEA CONAKRY  
CAMEROON  
IVORY COAST



02



03



05



04

1. CALUEQUE DAM – ANGOLA
2. BASE KASSUENDE BRIDGE – MOZAMBIQUE
3. KAYELEKERA MINES – MALAWI
4. BUGESERA AIRPORT – RWANDA
5. NACALA CORRIDOR – MALAWI

# Africa

## The African Solution for Africa's Challenges

Africa is a natural market for the Mota-Engil Group due to its long-standing and acknowledged experience which began in Angola in 1946.

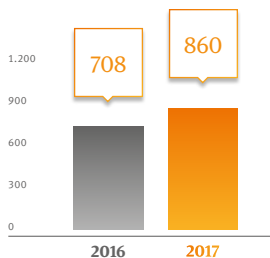
With an unrivalled position in Africa thanks to an ongoing investment in its capacity for the mobilisation of resources for the completion of large-scale projects, Mota-Engil Africa has a strategic perspective in the long term and a broad horizon of action while it endeavours to establish ever closer partnerships in infrastructure projects in areas as varied as Transport and Logistics, Energy, Oil & Gas, Mining and the Environment.

With a leading position in markets such as Mozambique and Malawi, Mota-Engil throughout its history has promoted an expansion strategy into new markets, in order to develop projects tailored to its customers' needs, bringing the African continent into line with its potentialities.

By expanding into new markets of the SADC space, Mota-Engil Africa holds the technical and financial capacity to develop projects tailored to its customers' needs, bringing the African continent into line with its potentialities.

### Turnover

(MILLION EUROS)



## 44

COMPANIES

Mota-Engil Group or subsidiaries

## 2.604 M€

million euro  
ORDER BOOK  
2017

## 860 M€

million euro  
TURNOVER  
2017

## 162 M€

million euro  
EBITDA  
2017



MOTA-ENGIL  
LATIN AMERICA

MEXICO  
PERU  
BRAZIL  
COLOMBIA  
CHILE  
DOMINICAN REPUBLIC  
PARAGUAY  
ARUBA



8  
COUNTRIES



01



02



03



05



04

1. GUADALAJARA LIGHT RAIL – MEXICO
2. LAGUNAS NORTE MINE – PERU
3. BR – 381 HIGHWAY – BRASIL
4. BUENAVENTURA TERMINAL  
– COLOMBIA
5. CARACHUGO MINE - PERU



# Latin America

## A growing New World

Mota-Engil has been present in Latin America since 1998, having started its operations through Peru, market where it holds a prominent position in the mining sector, operating as a reference company for some of the world's largest mining companies, operating also in the field of infrastructures, civil construction and technical areas such as Geotechnics and Foundations.

In Mexico, over the past ten years, Mota-Engil made a trajectory of constant investment, executing some of the country's most relevant infrastructure works, such as highways, the Guadalajara light train, hospitals and other buildings, and is also involved in the environmental field through GISA as well as in the energy production sector through Generadora Fénix, the first private operator in this market.

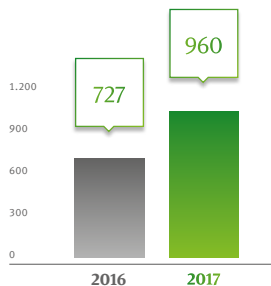
In Brazil, and through ECB, with head office in Belo Horizonte, the business is expanding in the fields of road and railway infrastructure, and recently began operating in the environment sector, through Consita.

In Colombia, Mota-Engil operates in the construction and maintenance of roads and buildings, having underway an important project for the expansion and upgrade of schools.

As a reference regional operator in terms of infrastructures, Mota-Engil, in 2016, has expanded its presence towards markets such as Chile, Dominican Republic, Paraguay and Aruba.

### Turnover

(MILLION EUROS)



## 87

COMPANIES

Mota-Engil Group or subsidiaries

## 1.465 M€

million euro  
ORDER BOOK  
2017

## 960 M€

million euro  
TURNOVER  
2017

## 109 M€

million euro  
EBITDA  
2017

# 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 12 concessions.



## Waste

Mota-Engil is internationally present in the area of waste management in Europe, Africa, Latin America and Oman, based on the know-how of its subsidiaries, EGF and SUMA, which, as clear leaders in Portugal and an European reference, have the capacity and experience of over 20 years in the area.



## 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

Concession that includes the design, construction, management and maintenance of the Beatriz Ângelo Hospital (Loures) and the Santo Espírito Hospital of Terceira island (Azores).



Generadora Fénix



Perote-Xalapa: 60 km



Gran-Canal – Siervo de la Nación: 14 km



Cardel-Poza Rica: 128 km



Tuxpan-Tampico: 105 km



Catzacoalcos-Villahermosa: 105 km



GISA

## México



Watty Vos Boulevard: 24 km



Green Corridor: 36 km

## Aruba

## Colombia



Vial Cambao-Manizales: 279 km

## Brazil

Tietê Highway (São Paulo): 415 km



Consita







Portugal

Spain

 Autopista Madrid-Toledo: 72 km

 Ecovision

Oman

Cape Verde

 AGIR

Ivory Coast

 ECO Eburnie

Angola


Vista Waste



Malawi

 Malawi Shipping Company

Mozambique

 Roads of Zambeze-Tete: 700 km

 Ecolife

# *Sustainable Development Social Responsibility*

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*In each attitude,  
a shared future*

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We believe in the benefits of a management model that is ethically, socially and environmentally responsible. For that reason we share a responsible attitude of sustainable growth, respecting the well-being of future generations, implementing standards of eco-efficiency and contributing to the development of the community that surrounds us.

This is our strength.



## *Strategic objectives*

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*Creation of value based on the best international practices*

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*Eco-efficiency and innovation*

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*Protection of the environment*

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*Entrepreneurial ethics in the values, culture and management model*

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*Dialogue based on transparency and openness in relationships*

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*Management of human capital and respect for persons*

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*Support to social development*



## See, Hear, Act

The Foundation that honours the name of the Group's founder and whose sole sponsor is Mota-Engil

An important instrument of the policy of social responsibility, as an organized and systematized expression of an ethical and socially committed management, the Foundation operates on behalf of an active and participatory business citizenship, through which the Mota-Engil Group seeks to contribute in the communities where it carries out its activities, especially in the social, cultural, educational, training and environmental fields.

### Social development

Contribute to the social development of the communities where it carries out its activities.

- Social solidarity
- Social and family support to employees of the Mota-Engil Group
- Volunteer work
- International solidarity



### Manuel António da Mota Award

Present the Manuel António da Mota Award annually to recognise organisations and personalities who have distinguished themselves in the various areas of the Foundation's activities.

### Culture

Promote culture, enhance its value and access to the enjoyment of the cultural assets in the fields of plastic arts, the performing arts, music, humanities, science and technology.

- Cultural programming
- Support to cultural agents

[www.fmam.pt](http://www.fmam.pt)

# MOTA-ENGIL

*A World of Inspiration*

MOTA-ENGIL

## EUROPE

### PORTUGAL

Rua do Rego Lameiro, nº 38  
4300-454 Porto

Rua Mário Dionísio, nº 2  
2799-557 Linda-a-Velha

### SPAIN

Campus Tribeca  
Carretera de Fuencarral a  
Alcobendas, nº 44  
Edificio 4 – B, nº 21  
Alcobendas – Madrid

### POLAND

Ul. Wadowicka 8 W  
30-415 Kraków

### CZECH REPUBLIC

Kavčí Hory Office Park  
Building A, Silver Tower, 5<sup>th</sup> floor  
Na Hřebenech II 1718/10  
Praha 4, 140 00

### UNITED KINGDOM

Suite 301, Churchill House  
120 Bunns Lane  
Mill Hill, London  
NW7 2AS

### IRELAND

Railway House, Station Rd,  
Loughrea, Co. Galway  
H62 VN56

Unit 3, 4075 Kingswood Road,  
Citywest Business Campus,  
Dublin 24, Co. Dublin  
D24 KF85

MOTA-ENGIL

## AFRICA

### ANGOLA

Rua Joaquim Cordeiro da Mata,  
nº 61-63  
Bairro da Maíanga  
Luanda

### MOZAMBIQUE

Edifício Millennium Park,  
14º/15º Andar  
Avenida Vladimir Lenine,  
nº 174  
1100 Maputo

### MALAWI

Nasra House – City Centre  
P.O. Box 31379  
Lilongwe 3

### SOUTH AFRICA

66 Wierda Road East  
Sandton 2146  
Johannesburg

### CAPE VERDE

Rua S. Vicente, nº 63, 1º andar  
Palmarejo 721  
Plateau, Praia

### SÃO TOMÉ AND PRÍNCIPE

Av. Marginal 12 de Julho, nº 1011  
C.P. 167 São Tomé

### ZAMBIA

DG Office Park  
1 Chila Road, Kabulonga  
P.O. Box: 320337 Woodlands  
Lusaka

### ZIMBABWE

7, Routledge Street  
Milton Park  
Harare

### UGANDA

4, Upper Kololo Terrace  
P.O. Box 8453  
Kololo, Kampala

### RWANDA

KG 415 Avenue,  
Gate nº6, Gacuriro  
P.O. Box 2179  
Kigali

### GUINEA CONAKRY

Immeuble N'Afanta Kaké,  
Avenue William Tubman  
Rue KA-032  
Almamy, Kaloum  
Conakry

### IVORY COAST

Rue de la Cannebière, Cocody  
Danga Résidence Santa Maria 4  
ème étage 01 B.P. 7361 ABJ 01

### TANZANIA

1403 Bains Singh Avenue,  
Masaki, Dar es Salaam

MOTA-ENGIL

## LATIN AMERICA

### MEXICO

Av. Horacio 804  
Col. Polanco IV Sección  
Del. Miguel Hidalgo  
11550 Ciudad de México

### PERU

Av. Nicolás Ayllón 2634  
Código Postal 15022

### BRAZIL

Rua Santa Catarina, 894  
Bairro Lourdes  
Belo Horizonte M/G  
CEP: 30170 - 080

### COLOMBIA

Carrera 11 # 87 - 51  
Edificio Porvenir Ofi. 301  
Bogotá DC

### PARAGUAY

Dr. Toribio Pacheco N° 4588  
c/ Legión Civil Extranjera  
Edificio Alto Pacheco 2º Piso,  
Asunción

### CHILE

Av. Vitacura 2736  
Oficina 504  
Las Condes, Región  
Metropolitana  
Santiago de Chile  
C.P. 7550000

### ARUBA

Koningstraat 86, unit 5  
Oranjestad

### DOMINICAN REPUBLIC

Avenida Winston Churchill,  
esquina Calle Andrés Julio Aybar  
Torre Acrópolis, Piso 11  
Santo Domingo Distrito Nacional  
Código Postal 10148

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