

EUROPE

AFRICA

LATIN
AMERICA

MOTAÆNGIL

A World of Inspiration

2019



MOTAÆNGIL



MOTA-ENGIL

TOP 100 IN THE WORLD

#71 Global Powers
of Construction 2018

Deloitte.

TOP 30 IN EUROPE

#28 in the infrastructure
sector 2018

THE TOP 250
TOP INTERNATIONAL CONTRACTORS OF THE WORLD

LEADER IN PORTUGAL

in the infrastructure
sector 2018

THE TOP 250
TOP INTERNATIONAL CONTRACTORS OF THE WORLD

**INTERNATIONAL
CORPORATION
OF THE YEAR 2018**



**7TH LARGEST IN
CONSTRUCTION**

in Latin America 2018



**10TH MOST VALUABLE
BRAND IN PORTUGAL**

Brand Finance 2018

Brand Finance

MEXICO

Socially Responsible
Company



SUMA

TRUST BRAND
2018



Profile

The Mota-Engil Group

An international and diversified vision for the future

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.

**Leader
in Portugal**

**European
Top 30**

Mota-Engil SGPS

Mota-Engil on the Stock Market

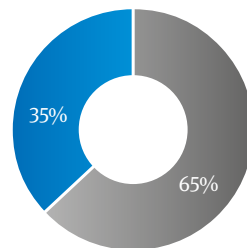
Mota-Engil SGPS is a company listed on the Euronext Lisbon, being part of the main index of the Portuguese stock exchange (PSI 20) with a share capital of 237.505.141 euro.

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

- MOTA GESTÃO E PARTICIPAÇÕES - SGPS 64,68%
- FREE-FLOAT 35,32%
of which:
 - NORGES BANK 3,78%
 - MUTIMA - CAPITAL 3,00%
 - AZVALOR ASSET MANAGEMENT 2,54%
 - COBAS ASSET MANAGEMENT SGIIC SA 2,14%
 - ASSICURAZIONI GENERAL 1,79%
 - DIMENSIONAL FUND ADVISORS 1,28%
 - IBERCAJA 1,13%
 - VANGUARD GROUP 1,01%

Source: Bloomberg, CMVM and Mota-Engil SGPS
Date: 31/03/2019

Corporate Bodies

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

Manuel António Fonseca Vasconcelos Mota

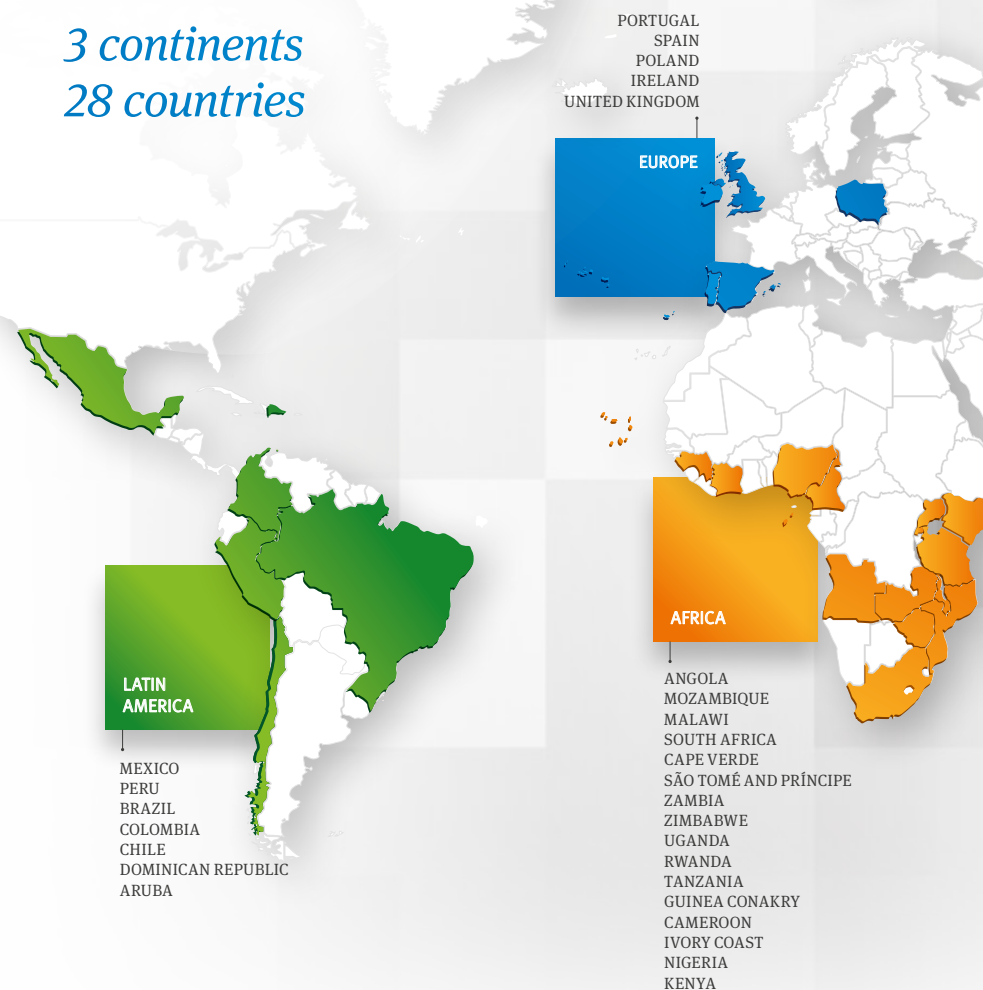
João Pedro dos Santos Dinis Parreira

Eduardo João Frade Sobral Pimentel

Luís Filipe Cardoso da Silva

The Mota-Engil World

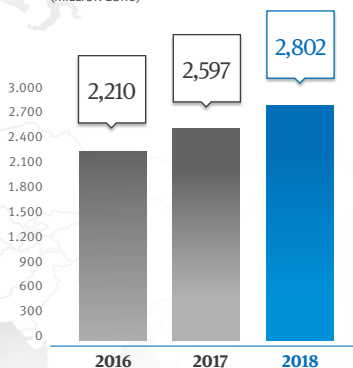
3 continents
28 countries



Main Indicators

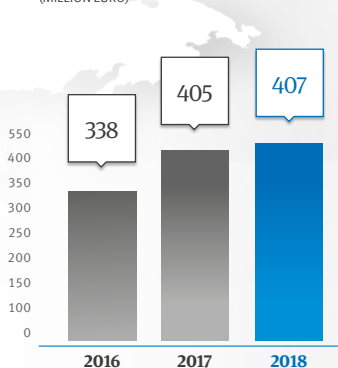
Turnover

(MILLION EURO)



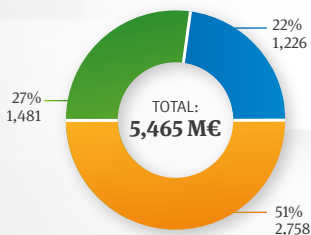
EBITDA

(MILLION EURO)



2018 Order Book

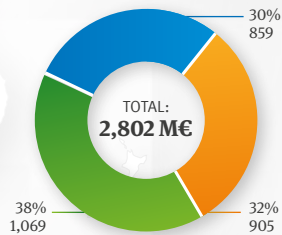
(MILLION EURO)



■ EUROPE
 ■ AFRICA
 ■ LATIN AMERICA

Turnover 2018

(MILLION EURO)



■ EUROPE
 ■ AFRICA
 ■ LATIN AMERICA

We are what we do

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

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.

Business Areas

Engineering and Construction

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

Waste management

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

Energy

- Production
- Management
- Trading

Transport Concessions

- Highways
- Motorways
- Bridges
- Railways
- Underground

Mining

- Prospecting
- Extracting

Logistics

- Rail freight



MOTAENGIIL



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 takes on an important role in the management of a road infrastructure concessionaire, with its stake in Lusoponte, the concessionaire of the two bridges in Lisbon (Portugal), and with concessions in Latin American markets.



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.



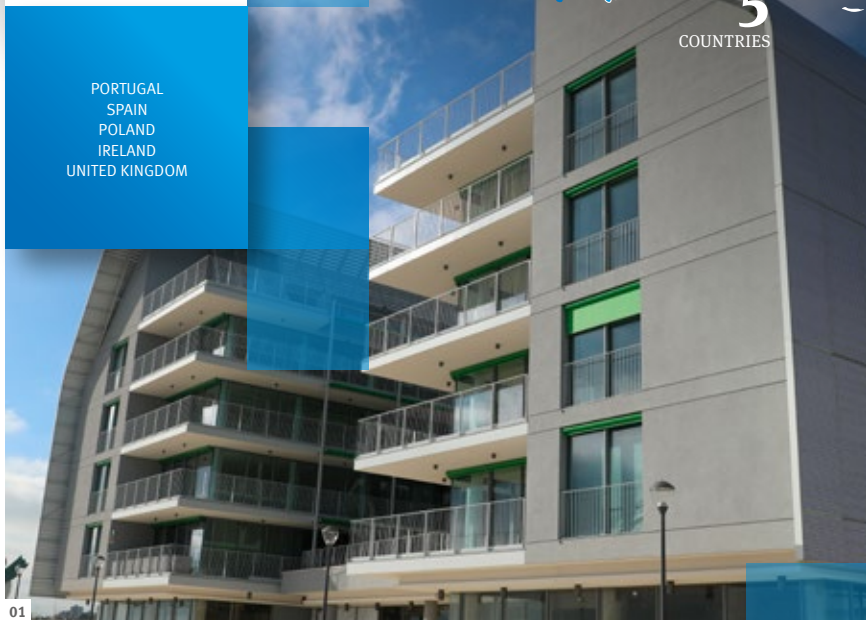
MOTA-ENGIL

EUROPE

PORTUGAL
SPAIN
POLAND
IRELAND
UNITED KINGDOM



5
COUNTRIES



01



02



03



05



04

1. BRAÇO DE PRATA – PORTUGAL
2. S8 WROCLAW EXPRESSWAY – POLAND
3. LUZ HOSPITAL – PORTUGAL
4. ENERGY RECOVERY PLANT – PORTUGAL
5. KERRY WATER TREATMENT PLANT – IRELAND

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 European regions, where it has been operating for over 20 years.

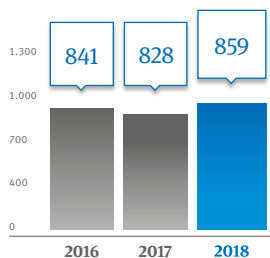
In Ireland, Mota-Engil has a prominent position, through MEIC and Glan Agua, in the construction and management of WTP and WWTP, in addition to a growing position in the public works market and to a presence in the United Kingdom.

The Group is a market leader in waste management, being present in the entire value chain, from urban cleaning to waste collection, treatment and recovery, with technology developed in the generation of power (waste-to-energy), through SUMA and EGF.

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

Turnover

(MILLION EUROS)



1,226 M€

million euros
ORDER BOOK
2018

859 M€

million euros
TURNOVER
2018

71 M€

million euros
EBITDA
2018



01



16
COUNTRIES



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



02



03



05



04

1. CALUEQUE DAM – ANGOLA
2. INTERNATIONAL AIRPORT – RWANDA
3. VISTA WASTE – ANGOLA
4. NACALA CORRIDOR
MAINTENANCE – MOZAMBIQUE
5. GREAT EAST ROAD – ZAMBIA

Africa

The African Solution for Africa's Challenges

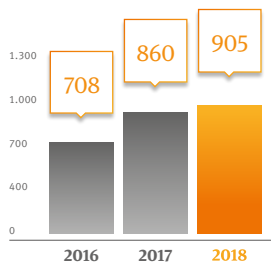
Africa is a natural market for the Mota-Engil Group due to its long-standing and acknowledged experience which began in Angola in 1946.

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.

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)



2,758 M€

million euro
ORDER BOOK
2018

905 M€

million euro
TURNOVER
2018

192 M€

million euro
EBITDA
2018



MOTA-ENGIL
LATIN AMERICA

MEXICO
PERU
BRAZIL
COLOMBIA
CHILE
DOMINICAN REPUBLIC
ARUBA



7
COUNTRIES

01



02



03



05



04

1. TUXPAN TAMPICO – MEXICO
2. ANTAMINA – PERU
3. CONOCOCHA ROAD – PERU
4. PLATFORM MAINTENANCE – BRAZIL
5. LAS BAMBAS – PERU

Latin America

A growing New World

Mota-Engil has been present in Latin America since 1998, having started its operations through Peru, a 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 and also operating in the entire value chain of Infrastructure and Construction.

In Mexico, over the past ten years, Mota-Engil has been on a trajectory of constant investment, executing some of the country's most relevant infrastructure works, having also been involved in the environmental field through GISA and in the energy production sector through Generadora Fénix, the first private operator in this market.

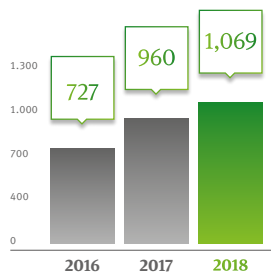
In Brazil, through ECB, based off Belo Horizonte, the Group is expanding its activity in the fields of road and railway infrastructure, and is also operating in the environmental sector through Consita, as well as in the Oil & Gas sector with platform maintenance.

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 and Aruba.

Turnover

(MILLION EUROS)



1,481 M€

million euro
ORDER BOOK
2018

1,069 M€

million euro
TURNOVER
2018

140 M€

million euro
EBITDA
2018

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).

- 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

Aruba

- Vial Cambao-Manizales: 279 km

Colombia


- Tietê Highway (São Paulo): 415 km
- Consita

Brazil

-  SUMA
-  EGF
-  Lusoponte

Portugal

Spain

-  Autopista Madrid-Toledo: 72 km

-  Ecovision

Oman

Ivory Coast

-  ECO Eburnie

Cape Verde

-  AGIR



Malawi

-  Malawi Shipping Company

Angola

- Vista Waste 

Mozambique

-  Roads of Zambeze-Tete: 700 km
-  Ecolife

Sustainable Development Social Responsibility

*In each attitude,
a shared future*

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

Creation of value based on the best international practices

Eco-efficiency and innovation

Protection of the environment

Entrepreneurial ethics in the values, culture and management model

Dialogue based on transparency and openness in relationships

Management of human capital and respect for persons

Support to social development



FUNDAÇÃO MANUEL
ANTÓNIO DA MOTA

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

www.mota-engil.com

 [linkedin.com/company/mota-engil](https://www.linkedin.com/company/mota-engil)

 [facebook.com/motaengil](https://www.facebook.com/motaengil)

 [youtube.com/motaengilsgps](https://www.youtube.com/motaengilsgps)

MOTAENGIL

EUROPE

PORTUGAL
SPAIN
POLAND
IRELAND
UNITED KINGDOM

MOTAENGIL

AFRICA

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

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