

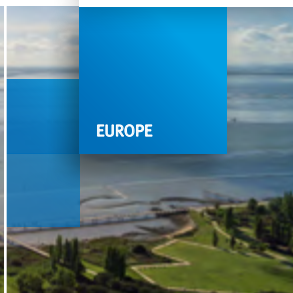
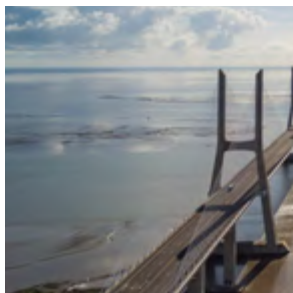
MOTAENGIL

A World of Inspiration

2018



MOTAENGIL



EUROPE



AFRICA



LATIN
AMERICA



MOTA-ENGIL

72 years

Europe

Latin America

Africa

30
COUNTRIES

Engineering and Construction

Environment

Energy

Transport Concessions

Logistics

Mining

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 30 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

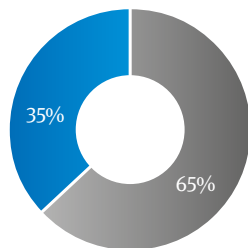
Mota-Engil SGPS is a company listed on the Euronext Lisbon, being part of the main index of the Portuguese stock exchange (PSI 20) with a share capital of 237.505.141 euro.

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

■	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

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

Luís Filipe Cardoso da Silva

The Mota-Engil Group

The Mota-Engil World

3 continents
30 countries

LATIN AMERICA

MEXICO
PERU
BRAZIL
COLOMBIA
CHILE
DOMINICAN REPUBLIC
PARAGUAY
ARUBA
ARGENTINA

EUROPE

PORTUGAL
SPAIN
POLAND
CZECH REPUBLIC
IRELAND
UNITED KINGDOM

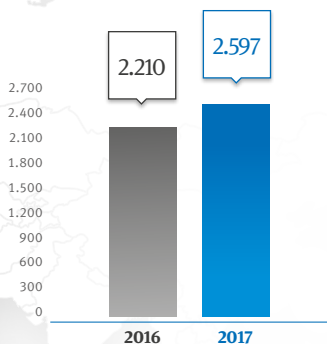
AFRICA

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

Main Indicators

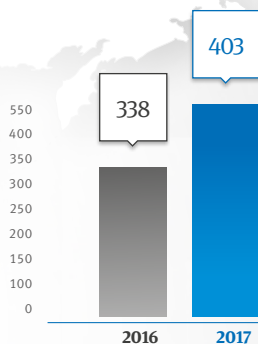
Turnover

(MILLION EURO)



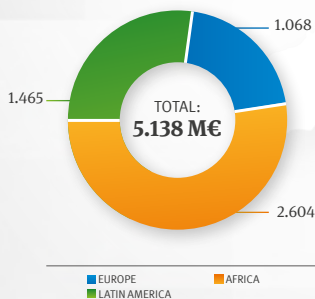
EBITDA

(MILLION EURO)



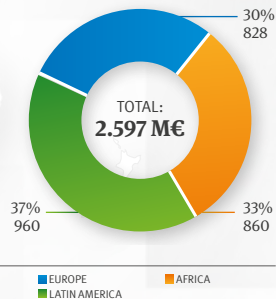
2017 Order Book

(MILLION EURO)



Turnover 2017

(MILLION EURO)



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

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

PORTUGAL
SPAIN
POLAND
CZECH REPUBLIC
IRELAND
UNITED KINGDOM



6

COUNTRIES



01



02



03



05



04

1. VASCO DA GAMA BRIDGE – PORTUGAL
2. ENERGY RECOVERY 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.

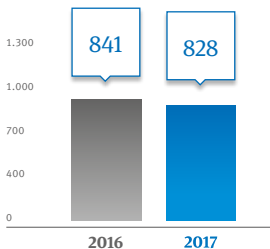
In Ireland, Mota-Engil has a prominent position through MEIC and Glan Agua, being market leaders in the construction and management of WTP and WWTP, besides a growing position in the public works market, being also present in the United Kingdom.

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)



1.068 M€

million euros
ORDER BOOK
2017

828 M€

million euros
TURNOVER
2017

142 M€

million euros
EBITDA
2017



15
COUNTRIES



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

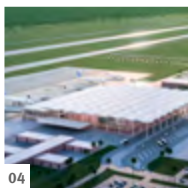
01



02



03



04



05

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.

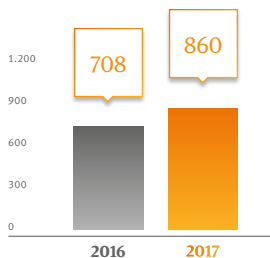
With an unrivalled position in Africa thanks to an ongoing investment in its capacity for the mobilisation of resources for the completion of large-scale projects, Mota-Engil Africa has a strategic perspective in the long term and a broad horizon of action while it endeavours to establish ever closer 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)



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
ARGENTINA



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.

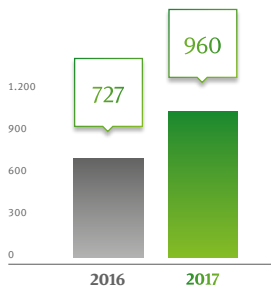
In Brazil, and through ECB, with head office in Belo Horizonte, the business is expanding in the fields of road and railway infrastructure, and recently began operating in the environment sector, through Consita.

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)



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

Aruba

Colombia



Vial Cambao-Manizales: 279 km

Brazil

Tietê Highway (São Paulo): 415 km



Consita



Argentina



Argentina – Corredor Sur (Buenos Aires): 247 km



Portugal

Spain



Oman

Cape Verde



Ivory Coast



Angola

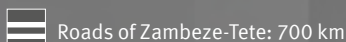
Vista Waste



Malawi



Mozambique



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



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

MOTA-ENGIL

A World of Inspiration

MOTA-ENGIL

EUROPE

PORTUGAL

Rua do Rego Lameiro, n.º 38
4300-454 Porto

Rua Mário Dionísio, n.º 2
2799-557 Linda-a-Velha

SPAIN

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2ª planta, despacho 205
28037 Madrid

POLAND

Ul. Wadowicka 8 W
30-415 Kraków

CZECH REPUBLIC

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

UNITED KINGDOM

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IRELAND

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Loughrea, Co. Galway
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D24 KF85

MOTA-ENGIL

AFRICA

ANGOLA

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n.º 61-63
Bairro da Maianga
Luanda

MOZAMBIQUE

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1100 Maputo

MALAWI

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P.O. Box 31379
Lilongwe 3

SOUTH AFRICA

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Sandton 2146
Johannesburg

CAPE VERDE

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Palmarejo 721
Plateau, Praia

SÃO TOMÉ AND PRÍNCIPE

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C.P. 167 São Tomé

ZAMBIA

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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 n.º6, 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

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11550 Ciudad de México

PERU

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BRAZIL

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Belo Horizonte M/G
CEP: 30170 - 080

COLOMBIA

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Bogotá DC

PARAGUAY

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c/ Legión Civil Extranjera
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Metropolitana
Santiago de Chile
C.P. 7550000

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