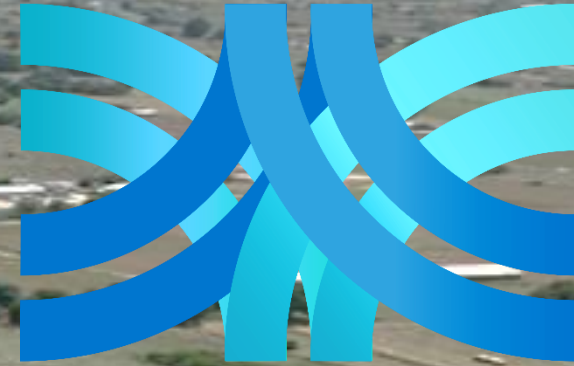


ASECAP DAYS



COSTA NAVARINO 2019

47TH ASECAP STUDY & INFORMATION DAYS

*Costa Navarino, Messinia, Greece
29-31 May 2019*

www.asecapdays.com

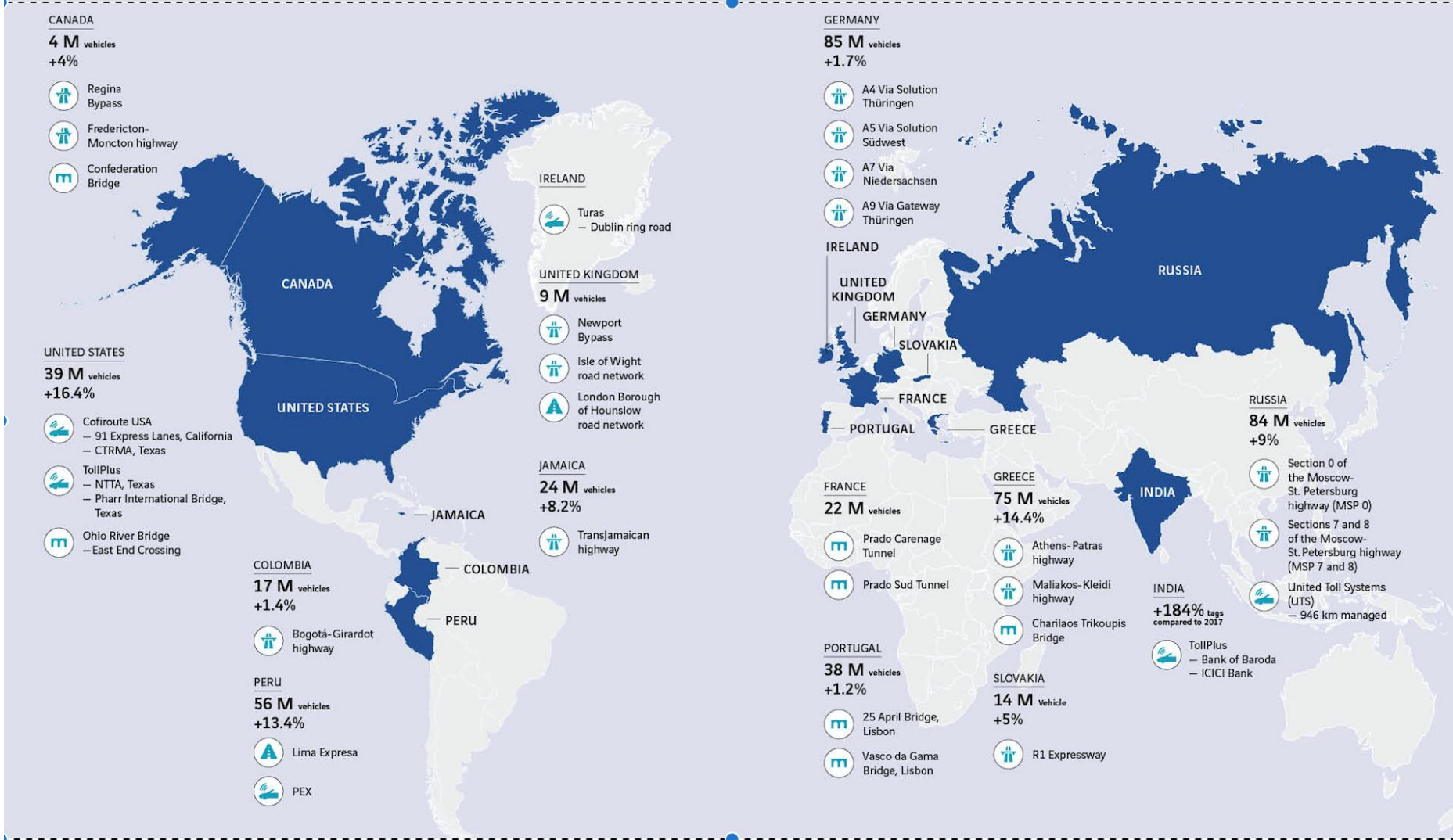
Christophe Pélissié du Rausas
Corporate Development Director
VINCI SA



Organized by



VINCI CONCESSIONS AND HIGHWAY INFRASTRUCTURES



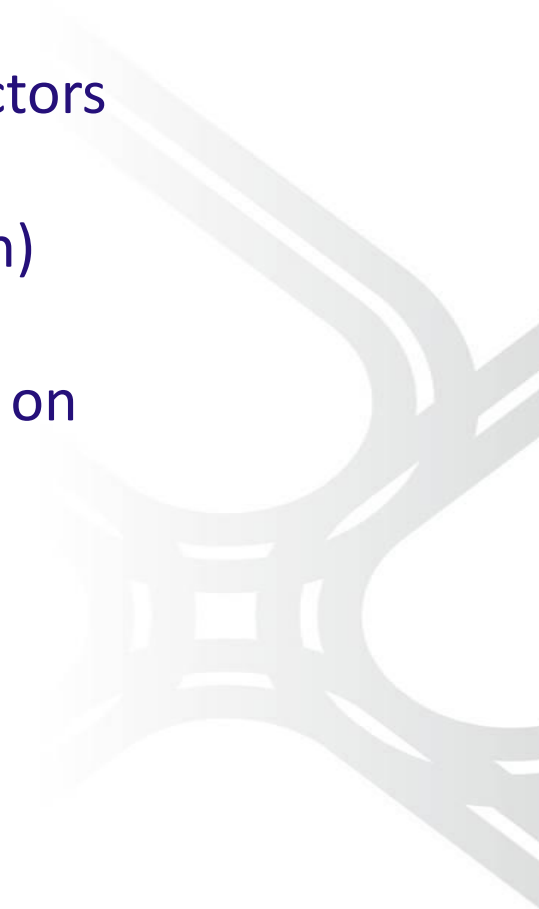
- Highways
- Bridges and Tunnels
- Urban roads
- Road Operations and Digital solutions

14 Countries



CONCESSION MODEL WELL- KNOWN ADVANTAGES

- Clarity and early definition of KPI for public and private sectors
- Long Term view and performance (Life Cycle Cost approach)
- Global consistency and efficiency thanks to clear and early on risk allocation
- Emphasis on programme management definition



STRONG AND KEY NEW SOCIAL EXPECTATIONS

- Better management of environmental challenges and resources
- Road Safety increase
- Expectation for new services
- Congestion reduction, flows optimization
- Networks Interoperability


.....Contribution to common good



WHY IS THE CONCESSION MODEL RELEVANT TO TAKE UP THESE CHALLENGES

- Public sector can easily define long term KPIs and give them the adequate « relative weight »
- Mobilizing financial resources is critical considering the challenges
- Long term engagement (20, 30, 50 years) encourages investment and action
 - Private partner responsible and exposed during construction + operation phases
 - Often, investments are bankable over the long term
 - Biodiversity issues need long term monitoring and evaluation
- Culture of performance will help turn environment and innovation challenges into KPI's

SOME EXAMPLES OF POTENTIAL CLIENTS SPECIFICATION

- Introduce CO2 emission as a criteria (construction phasis/operation phasis)
 - Water consumption measurement and water pollution reduction
 - Safety criteria
 - Biodiversity index
- 
- A large, faint, light gray graphic is visible in the background on the right side of the slide. It appears to be a stylized tree or a network of paths, similar in style to the ASECAP DAYS logo, but rendered in a much lighter shade.



THE EXAMPLE OF ENVIRONMENT: A COLLECTIVE AWARENESS



WHAT ARE THE LEVERS TO REDUCE OUR ENVIRONMENTAL FOOTPRINT?

- Waste reduction and recycling
- Biodiversity management
- Water consumption and water pollution reduction
- Emissions reduction and energy consumption limitation



MITIGATE OUR CARBON FOOTPRINT

- Reduce energy intensity through energy efficiency measures
- Developp the use of carbon free electricity
- Move to electric operation fleet
- Support innovation and R&D



MITIGATE OUR CARBON FOOTPRINT



- Photovoltaic LED Lighting
- Installed in 2014
- No maintenance needs in 5 years



- Relamping of 17 tunnels
- Pilot on Skiron Tunnel (2017) : **demonstrates a -70 % of energy saving**



- Electric operating fleet in LIMA
- Daily supervision – 160 km/day
- Zero CO2 impact



BIODIVERSITY A WORLDWIDE ALERT

- According to the UN Biodiversity Report published in May 2019:
 - **A million** plant and animal species are on the verge of extinction
 - **1 species out of eight** could disappear in the middle terms
- European legislation regarding « protected species »



BIODIVERSITY MANAGEMENT

- Land fragmentation is one of the main threats to biodiversity. **Ecologic continuity** is critical



- Around **20** apiaries along PR1BINA
- Reintroduction of **1,5 million** bees



OFFERING NEW SERVICES



REINVENTING MOBILITY – SERVING THE DRIVERS NEEDS

- Digitalizing transactions everywhere
- Growing e-customer base to offer **targeted services** (+76% on our network compared to end 2017)
- Provide Traffic information to limit congestion and optimize flows (HAL 24K in Greece)
- Develop B to C Mobile app (15 on our networks)
- Charging stations for electric vehicles (62 – soon 72- on VINCI Autoroutes network)
- And tomorrow many more...



ROAD SAFETY BECOMING A BASIC REQUIREMENT



ROAD SAFETY: NEW TEAMS AND SERVICES



Korinthos-Patra section – Greece

- From 36 fatalities in 2008 to 2 in 2018



Road Safety measures in Russia

- Dedicated phone numbers
- Trained, certified equipped safety inspectors
- Video-surveillance system
- Operating 24/7 roadside emergency response teams

CONCLUSION

Future of concession model will depend on industry capacities address these challenges thanks to:

- Strategic investments, new methodologies and tools (evaluation tools) to turn expectations into KPIs
- Anticipation and prospective capacities to address forthcoming expectations in a fast pace changing sector
- Strategic partnerships to accelerate innovation

Public sector faces same acceptability challenges and expectations

Cooperation between public and private sector is more needed than ever to achieve the final transition to smart, high performance, and sustainable highway infrastructures