



2Q07 Earnings Results Conference Call

# **Company Overview**

OHL Brasil is one of Brasil's largest companies in the toll road concession sector in Brazil measured by gross services revenue and kilometers of toll toll road operated, with 1,147 km of operations. OHL Brasil manages 6% of the total Brazilian toll roads currently under concession in Brazil.

- Consistent cash generation and financial strength: strong Adjusted EBITDA growth and low indebtedness level;
- Privileged location: Autovias, Centrovias, Intervias and Vianorte are interconnected and located in one of the main agribusiness center in Brazil;
- High growth potential: capitalized to participate in new toll road concession bidding programs;
- Controlling shareholder broad experience OHL Concesiones;
- Corporate governance best practices (Bovespa's Novo Mercado OHLB3, with a 40% free float).





# **2T07 Highlights**

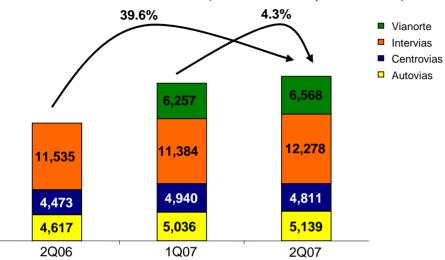
- The traffic growth 6.6% in pro forma terms compared 2Q07 to 2Q06.
- Net services revenue growth 7.2% in pro forma terms, compared 2Q07 to 2Q06.
- Adjusted EBITDA of R\$86.4 million and margin of 60.8% of the net revenue in 2Q07.
- Net income of R\$17.8 million in 2Q07.
- 107,22% appreciation of our shares until August 10, 2007.



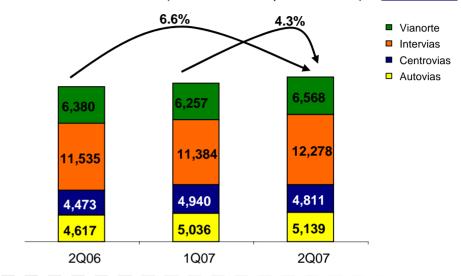


## **Traffic Performance**

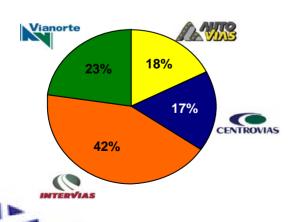
#### **Traffic Performance** (in thousand Equiv.-Vehicle)



#### **Traffic Performance** (in thousand Equiv.-Vehicle) – <u>Pro Forma</u>



#### Traffic Breakdown - 2Q07



### **Average Toll Tariff**

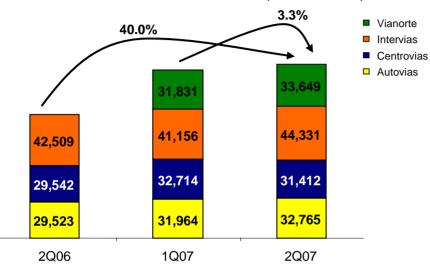
Average Toll Tariff (in R\$/Equiv-Vehicles)	2Q07	1Q07	2Q06	Var % 2Q07/1Q07	Var % 2Q07/2Q06	
Autovias	6.92	6.89	6.94	0.5%	(0.3%)	
Centrovias	7.16	7.17	7.15	(0.1%)	0.1%	
Intervias	3.90	3.90	3.97	0.0%	(2.0%)	
Vianorte	5.54	5.55	-	(0.1%)	-	
Total:	5.36	5.40	5.33	<u>(0.8%)</u>	<u>0.5%</u>	
Total (pro forma*):	5.36	5.40	5.31	<u>(0.8%)</u>	<u>0.9%</u>	

\* Pro forma: Considering the acquisition of Vianorte since January 01, 2006

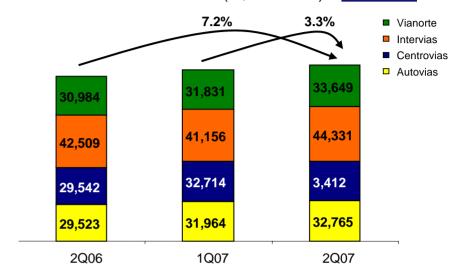


## **Net Revenue Performance**

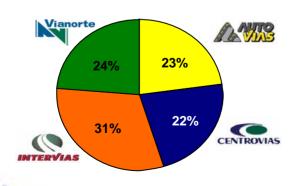
### **Net Revenue Performance** (R\$ thousand)



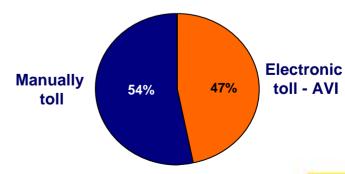
#### Net Revenue Performance (R\$ thousand) - Pro Forma



#### Revenue Breakdown - 2Q07

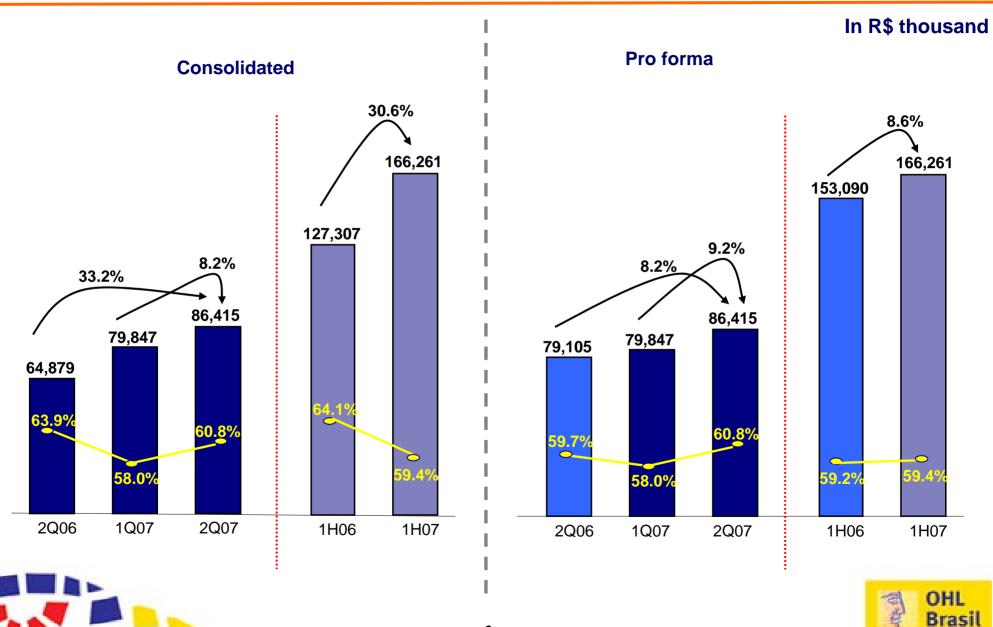


### Electronic Toll (AVI) - 2Q07





# **Adjusted EBITDA and Adjusted EBITDA Margin**

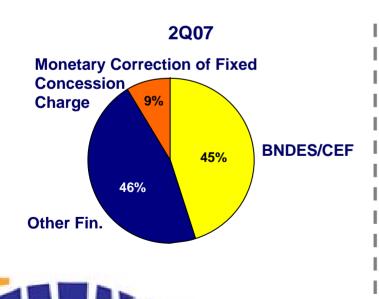


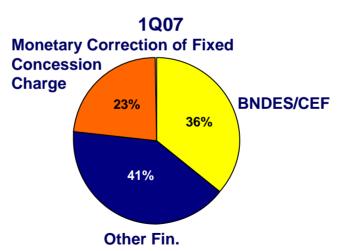
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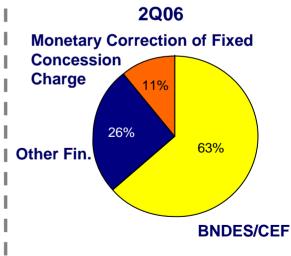
# **Net Financial Result**

Financial Result (R\$ thousand)	2Q07	1Q07	2Q06	Var % 2Q07/1Q07	Var % 2Q07/2Q06	1H07	1H06	Var% 1H07/1H06
Financial Revenues	2,472	5,030	5,142	(50.9%)	(51.9%)	7,502	11,382	(34.1%)
Financial Expenses	(18,971)	(24,360)	(11,960)	(22.1%)	58.6% _	(43,331)	(22,672)	<u>91.1%</u>
BNDES/CEF	(8,540)	(8,700)	(7,560)	(1.8%)	13.0%	(17,240)	(15,128)	14.0%
Other Financial Expenses	(8,787)	(9,991)	(3,095)	(12.1%)	183.9%	(18,778)	(4,831)	288.7%
Monetary Correction of Fixed Concession Charge	(1,644)	(5,669)	(1,305)	(71.0%)	26.0%	(7,313)	(2,714)	169.5%
Net Exchange Variation	18	26	(21)	(30.8%)	(185.7%)	44	27	63.0%
Net Financial Result	(16,481)	(19,304)	(6,839)	<u>(14.6%)</u>	<u>141.0%</u>	(35,785)	(11,263)	<u>217.7%</u>
% Net Services Revenue	11.6%	14.0%	6.7%			12.8%	5.7%	

## **Financial Expenses Breakdown (% of total)**



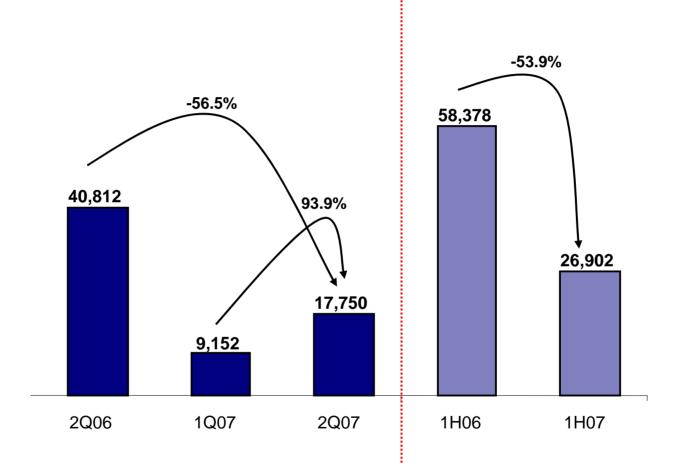






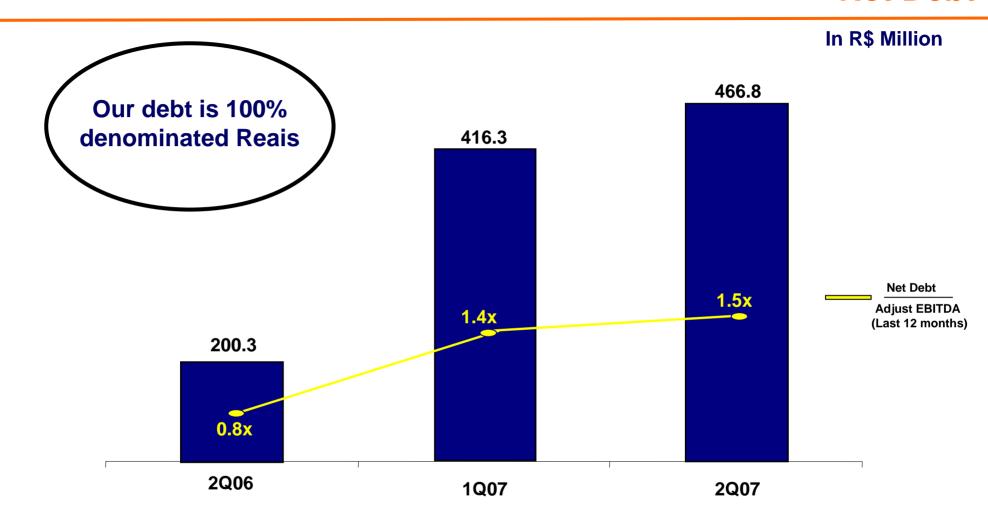
# **Net Income**

## In R\$ thousand





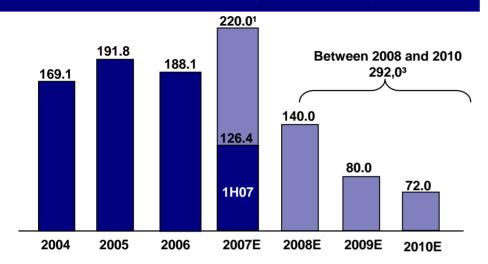
# **Net Debt**



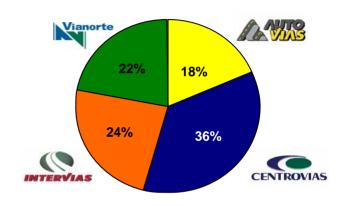




### **CAPEX Real and Estimated (R\$ thousand)**



### CAPEX Breakdown (%) - 2Q07



#### **Schedule**

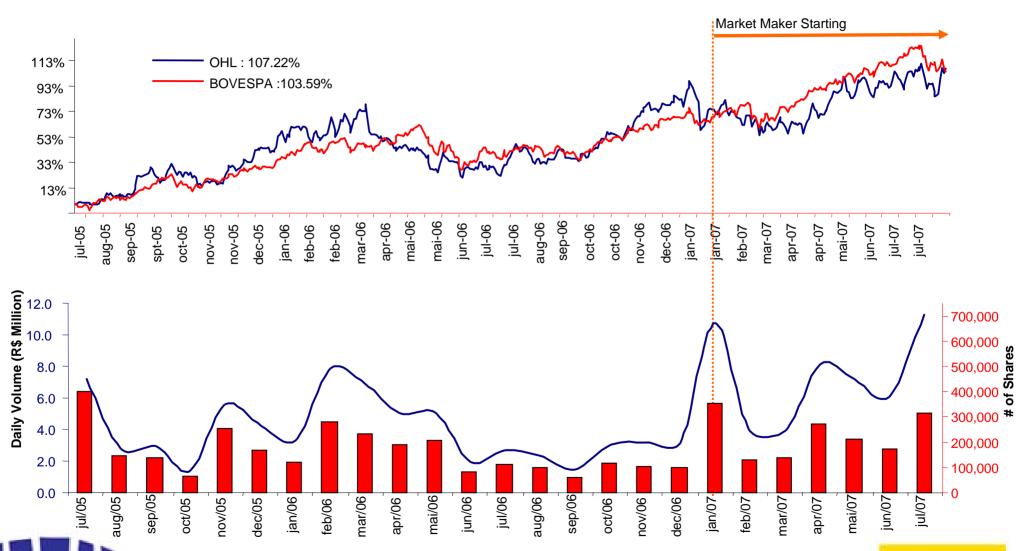
- Autovias, Intervias and Vianorte are currently carrying out paving repairs and remodeling certain facilities at the toll roads.
- ➤ Centrovias continue to duplicate the SP-225, expected to be concluded by 2007.
- → We plan to invest R\$220 million in 2007 and R\$292 million between 2008 and 2010.



<sup>&</sup>lt;sup>3</sup> Estimated Capex for Autovias, Centrovias, Intervias and Vianorte.

# **Share Performance since IPO**

### Until 08/10/2007



## **Notice**

This presentation contains forward-looking statements relating to the prospects of the business, estimates for operating and financial results, and those related to growth prospects of OHL Brasil. These are merely projections and, as such, are based exclusively on the expectations of OHL Brasil's management concerning the future of the business and its continued access to capital to fund the Company's business plan. Such forward-looking statements depend, substantially, on changes in market conditions, government regulations, competitive pressures, the performance of the Brazilian economy and the industry and are, therefore, subject to change without prior notice.



