

Serving all
our partners



Commitment

Quality

Innovation

Local presence



Profile

Sanef, ideally positioned **at the heart of trade flows**

from the United Kingdom, Germany and the Benelux countries, has built up

Europe's **fourth-largest motorway network.**

A stable, financially-sound shareholder structure

headed by abertis – the majority shareholder in the HIT consortium –

along with Caisse des Dépôts et Consignations, Predica, the AXA group

and FFP, enables Sanef to pursue a **strategy of high-quality**

concession management focused on optimising **customer**

satisfaction and on the **development** of new concessions

and electronic toll collection (ETC) and telematics services in Europe.

Key figures

4th
largest Europe's motorway network

1,743 km
of motorway under concessions held by Sanef and SAPN

Turnover of
€ 1.225 billion in 2006

45,000
vehicles equipped with masternaut on-board units across Europe

A **20%** stake in Alis, concession holder for the A28 motorway, and a **35%** stake in A'lienor, which holds the concession for the A65 (representing a total of 280 km of existing or future motorway)

500,000
liber-t tags in use

261 million
toll transactions across the network

14.4
billion km travelled

3,582
employees



The concession holder – an expert in the field of transport infrastructure projects

Sanef, which is a transport infrastructure operator, is part of the **abertis** infrastructure management group and has acknowledged expertise in the financing and design of road infrastructure and related civil engineering structures. Over the past forty years, the Group has maintained its commitment to sustainable development, conducting large, economically viable projects requiring relatively little space. Sanef is also a player of reference as regards construction-cost management and compliance with lead times.

The Group owns 100% stakes in two concession holders:

- Sanef: A1, A2, A4, A16, A26 and A29 motorways;
- Société des Autoroutes Paris-Normandie (SAPN): A13, A14, A29 and A28 motorways;

and has interests in:

- Alis (20%), concession holder for 125 km of the A28 motorway, which runs between Rouen and Alençon;
- A'lienor (35%), concession holder for 150 km of the A65 motorway, which will run between Langon and Pau.

Under the brand name **Sanef concessions**, Sanef is participating in the development of major European motorway-infrastructure projects, via concession or PPP (Public-Private Partnership) arrangements. It provides consortia with innovative, controlled solutions that meet customers' demands in terms of environmental concerns, quality, safety, costs and lead times.

A'lienor

Within A'lienor which is 65%-owned by the Eiffage group, Sanef has won the concession contract for the A65 motorway between Bordeaux (Langon) and Pau. As part of the consortium, Sanef will operate the motorway and its facilities. A'lienor's 150 km will strengthen France's transport network in the South West. The value of the project is estimated around €1 billion.



Services related to the operation of its motorway infrastructure

Sanef and SAPN look after the day-to-day operation of their networks, and invest to ensure that their customers enjoy optimal safety, comfort and traffic flow.

Sanef provides the following services:

- **toll collection:** offering to manage new means of payment to take account of new customers' expectations, with 28 out of 122 toll plazas equipped to operate in automatic mode;
- **traffic management:** organisation and tools designed to ensure constant safety and free traffic flow (central operating stations, rapid-response teams stationed at the 28 maintenance centres, transmission of information gathered on the ground, winter road maintenance, etc.);
- **motorway maintenance:** Sanef ensures the safety of its infrastructures and the maintenance of its equipments and adapts these to traffic flows.

Sanef also offers its customers a variety of information services they can use when preparing their journeys (website, traffic-news radio on 107.7 FM, Freight portal for hauliers, journey-time display and the Foninfo IVR service).

The "Village Commercial" project

To take account of new consumption patterns among motorway customers, Sanef has invested in the development of some of its motorway service areas and other sites through the "Village Commercial" project. This renewal of distribution and food catering concepts will change the service areas from the utilitarian transit zones that they were initially intended to be into fully-fledged, pleasant shopping mall. The entire offer (service station, shops, leisure facilities, catering and convenience stores) is housed in a single shopper-friendly mall where customers can find familiar high-street store names. Particular care has been taken with regard to the environment, and the new service-area design is ISO 14001 certified.



Electronic Toll Collection and telematics services

Sanef, the French leader in electronic toll collection services, positions itself as a European added-value telematics services operator. It offers tailored-made solutions to countries wishing to implement electronic toll collection systems at regional or national level.

This ambition is underpinned by four objectives:

– **To become a key player in interoperable electronic toll-collection systems in Europe:** under the Sanef Toll Solutions International brand, Sanef designs, supplies and implements added-value Electronic Toll Collection (ETC) systems. These solutions are backed by Sanef's exceptionally long experience in the European DSRC microwave ETC market and the GPS satellite-technology expertise acquired through its subsidiary masternaut.

– **To market telematics services in Europe,** through Sanef and SAPN sales offices and its euroToll subsidiary, which combines interoperable ETC systems with management and vehicle-tracking services, and with assistance and security services for people and vehicles.

– **To develop fleet-management and monitoring services through masternaut:** masternaut, a Sanef subsidiary since June 2004, is France's leading vehicle-tracking player. Its solutions are based on satellite and GSM technologies, GSM/GPRS transmission, the Internet, digital mapping

and mobile workstations. In 2006, masternaut had a presence in eight European countries and equipped 42,000 vehicles across Europe.

– **To provide traffic information and navigation services** thanks to the integration of Webraska, one of the world's leading providers of mapping servers and GPS navigation software for mobile units.

Ireland's M50

In 2007, Sanef won a €113 million contract for the installation of a freeflow Electronic Toll Collection system on Dublin's M50 ring road. The Group will also operate the system over a seven-year period, providing a range of services encompassing video-based tolling and ETC, enforcement, customer relation management and maintenance.





Ancillary services

Sanef draws on its recognized expertise in operating motorway, on its employees' professionalism and efficiency and on its dense local presence to develop a service offer for businesses and local authorities.

– Under the **Sanef services** brand name, Sanef offers *à la carte* services: winter road maintenance and salt supplies, upkeep of green spaces, equipment leasing, road signs, infrastructure operation and maintenance (roads, tunnels, bridges, etc.), road and road-works safety, video-surveillance, traffic management, project-owner assistance, safety training for mobile road work units, etc.

– Under the **Sanef télécoms** brand name, Sanef offers businesses and local authorities located near its network a range of BtoB solutions for local-network interconnection, VoIP and IT site security.

These solutions use very high-speed Ethernet flows made possible by a powerful, secure 3,855 km optical fibre network, a set of 191 masts and an Ethernet data-transport network.

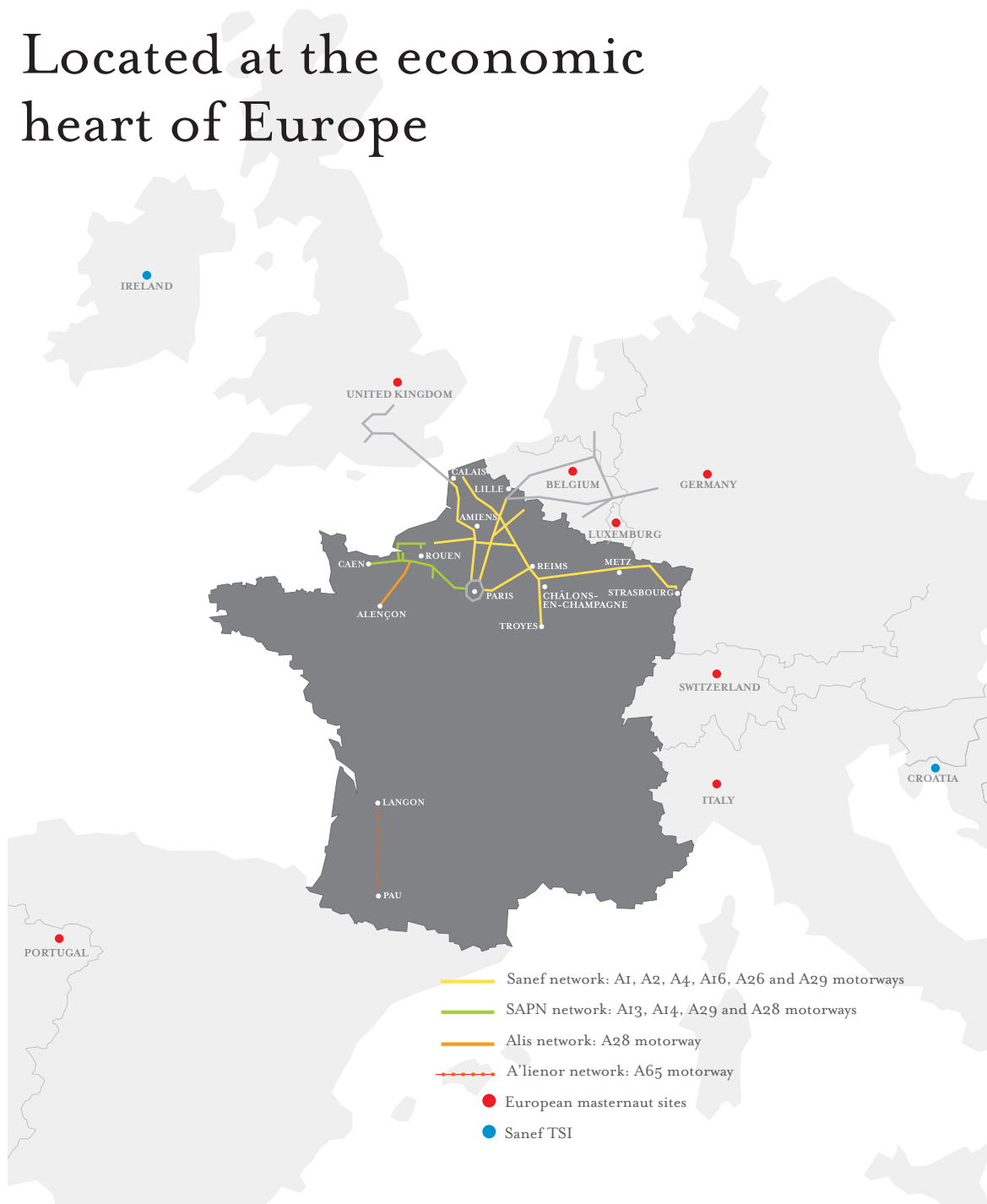
Sanef services

AN OPERATIONAL ORGANISATION CLOSE TO YOU

With 28 service centres spread across the territories concerned in the Northern, Eastern, Western and Île-de-France regions, Sanef services operates Europe's fourth-largest motorway network round-the-clock seven days a week, as well as providing remote monitoring services for tunnels. Sanef services uses its extensive human and technical resources and wide range of expertise to provide local solutions throughout your region.



Located at the economic heart of Europe



Sanef concessions

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