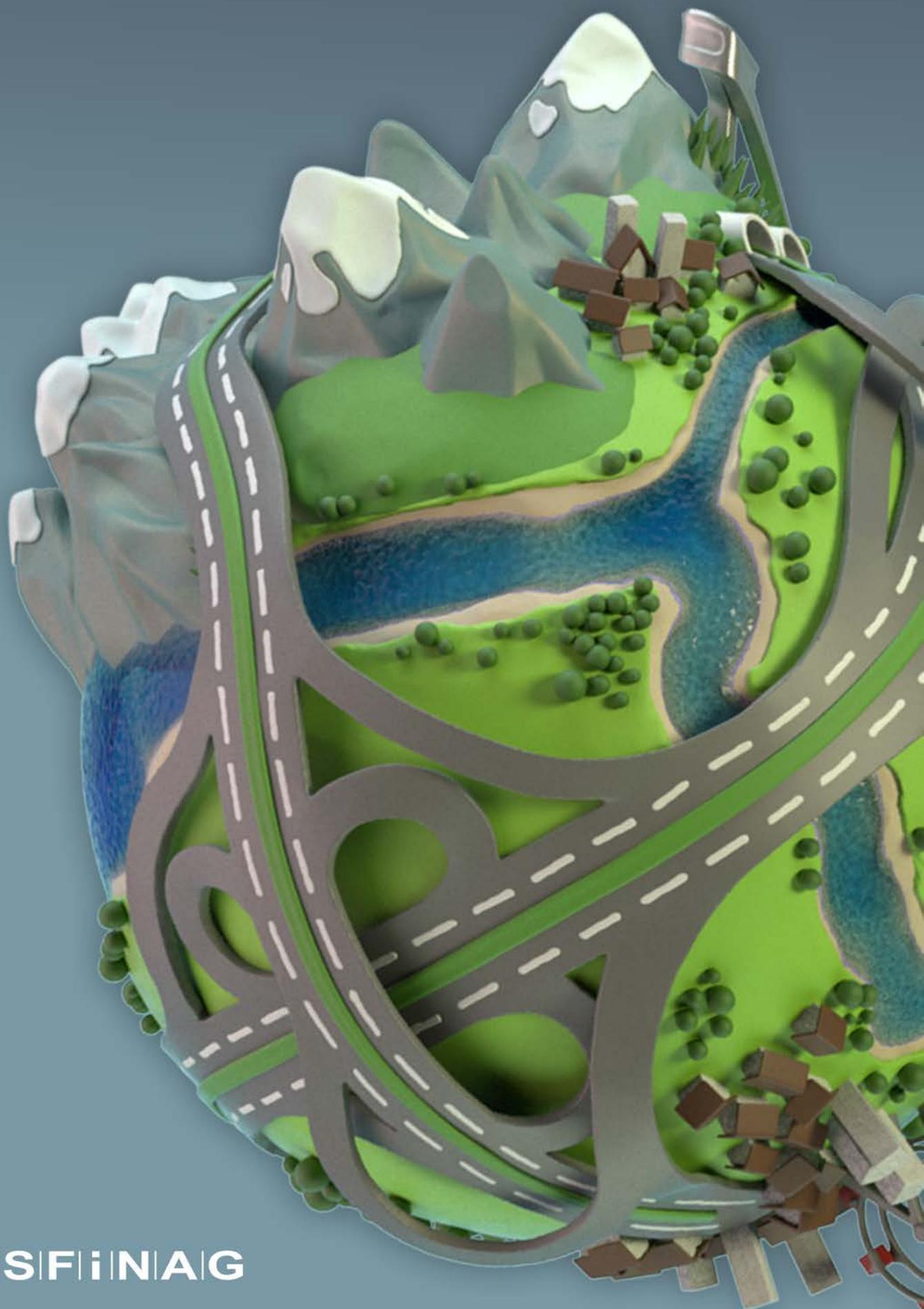


ANNUAL REPORT 2017



Foreword by the Federal Minister Norbert Hofer

Mobility is a fundamental need of our society. A reliable, secure and well-developed infrastructure is indispensable here. ASFINAG is responsible for more than 2,200 kilometres of motorways and expressways and is among the top European motorway operators. The goals of ASFINAG: Avoiding accidents and subsequent fatalities by means of the best possible infrastructure and traffic information, connecting economic areas, improving the flow of traffic and offering needs-based solutions for road users and residents. The positive result for the 2017 financial year shows that ASFINAG is also leading the way in economic terms as well.

As transport minister, road safety is particularly important to me. Every accident is one too many. ASFINAG invests every second euro, i.e. more than EUR 500 million per year, in measures to improve road safety – no compromises are made when it comes to tunnel safety.

The need for mobility and the volume of traffic are growing, and with them the challenges facing road operators. Simply put, the road is there for driving and not for stopping. By modernising the infrastructure and safeguarding optimum network maintenance, ASFINAG helps people to reach their destination as quickly as possible and without any traffic jams.

This is all tied to extensive investment. And to ensure that this continues to be the case in the future, it is important to maintain the economically successful course. ASFINAG enjoys an excellent position, investing with foresight in the infrastructure. ASFINAG is financed through the proceeds from toll stickers and truck tolls and has become a best practice model for other countries. With an annual investment volume of one billion euro, ASFINAG is also an engine driving the domestic economy and the employment market.

As an innovative company, ASFINAG is also a trendsetter when it comes to the transport of tomorrow. Automated driving will have a lasting impact on mobility. ASFINAG already offers test conditions, unique throughout Europe, for automated driving. E-mobility is an important part of efforts to reduce negative climate and environmental effects. ASFINAG is increasing the number of e-charging stations along the network and securing the supply of renewable energy.

However, the company's greatest asset is its some 2,700 employees. ASFINAG's teams on motorways and expressways work around the clock to ensure that we all arrive safely and comfortably at our destination. I would like to take this opportunity to thank all employees for their dedication. The success and good economic performance of ASFINAG are due, above all, to them.



Norbert Hofer

Federal Minister for Transport, Innovation, and Technology

Foreword by the Chairman of the Supervisory Board Peter Franzmayr

First of all, I would like to thank all the employees who, through their dedicated commitment, helped ASFINAG to end 2017 on a positive commercial and economic note again. As the newly elected Chairman of the Supervisory Board, I would like to expressly thank the management responsible up to now and the departing members of the Supervisory Board for their commitment. The successful course of ASFINAG is also set to be continued in the new composition of the Board of Management and the Supervisory Board.

Well-developed motorways and expressways do not happen by themselves and are not a given. In addition, the expectations of a properly functional infrastructure are increasingly higher. Our shared challenge is to meet the high expectations of users, while at the same time being efficient in doing business and meeting our social responsibility vis-à-vis our employees.

The ASFINAG model of being a customer-financed road operator that reinvests revenues in the network is a pioneering one in Europe and guarantees that investments of one billion euro every year can continue to be made without public subsidies. The main focus of this course is on people: offering new high-quality routes where cities and towns are congested by traffic, building where the population and economy really need it.

There is no time for a break on the way to be becoming one of the top highway operators in Europe. We also want to improve service quality and safety standards in the future. The highest levels of dedication are also required because the future of mobility is already upon us, including the challenge of rising traffic volumes as well as digitalisation, automated driving and e-mobility: ASFINAG is keeping up with the times with initiatives such as the Digital Toll Sticker and the ambitious programme to expand the network of e-charging stations.

Together with my colleagues on the Supervisory Board, I am convinced that ASFINAG will remain a reliable partner on Austria's motorways and expressways thanks to its good economic performance and service. ASFINAG's motivated and well-trained employees will continue to ensure this in the future through their commitment!



Peter Franzmayr

Chairman of the Supervisory Board

Foreword by the Board of Management

ASFINAG is on the right track. 2017 was also very pleasing from a commercial standpoint, and a net profit was generated again. ASFINAG did not receive any public grants here, with all investments in Austrian motorways and expressways being made under our own steam. Our customers are at the heart of all investments: a high service level, the use of innovative technologies, current traffic information and road safety are our top priority.

This was also reflected in our 2017 construction programme. The focus was on improving road safety, reducing road stress and creating an optimum link between residential and business areas. For instance, the expansion of the A5 North motorway relieves local communities from the burden of heavy traffic. Two tunnel tubes, such as for the Gleinalm and Perjen tunnels, significantly improve safety. When renovating existing routes, there have been and continue to be very particular challenges to solve, such as for Austria's largest set of roadworks on the A23 Südosttangente motorway in Vienna, which was renovated without being closed to traffic.

In total, ASFINAG invests around one billion euro every year in the motorways and expressways, making it an important economic factor and helping it to secure thousands of jobs. For all investments, the issue of sustainability is ever present: as such, ensuring the greatest possible protection of the environment and neighbours as well as supporting e-mobility by constructing new e-charging stations are pillars of our future strategy.

ASFINAG is also fit for the future when it comes to tolls. The Digital Toll Sticker, which was introduced in 2017, makes it possible to process car tolls even quicker and easier online at any time of the day or night. The fact that over 1.2 million Digital Toll Stickers have been sold demonstrates that the new product has been well-received by our customers. At the same time, preparations were also made for a new truck and bus toll system. The focus here is on ensuring the highest levels of security and when making payments while keeping handling as easy as possible.

ASFINAG's success is also always due to the hard work of its employees. Without their commitment and dedication, ASFINAG would be unable to enjoy the success it has. They are the key factor that, by using technological innovations and making prudent investments, will enable ASFINAG to maintain its position as one of the best highway operators in Europe in the future.



Karin Zipperer and Klaus Schierhackl

ASFINAG Executive Directors

ASFINAG is one of the most important infrastructure providers in Austria. The company builds, operates, maintains and collects tolls on 2,223 kilometres of motorways and expressways, enabling individual mobility for each and every person. Nearly 2,800 employees ensure well-developed, well-served roads and the highest level of road safety. For this purpose, ASFINAG invests around one billion euros annually, making it a reliable partner not only for its customers, but also for Austria as a business location. ASFINAG operates exclusively with the revenue from toll and vignette and receives no funds from the state budget.

Actively shape the future: realignment of ASFINAG's strategy

Thanks to consistent further development, ASFINAG has achieved its strategic "Target 2020" from recent years – to be among the leading motorway operators in Europe. Therefore, a new strategy process was started in 2017 – target horizon: 2025 and beyond. The focus is particularly on the customers, i.e. all users of the ASFINAG road network. Securing economic independence with stable finances, positioning as an attractive employer and a clear commitment to sustainability, innovation and diversity remain key corporate goals.

Operation, construction and tolls remain core competencies. This also clearly expresses the new and, in 2017, simplified corporate mission for the coming years: "ASFINAG ensures safe and reliable mobility on Austrian motorways."

By contrast, social and technological framework conditions are rapidly changing, characterised by trends such as digitalisation, changing mobility needs and alternative drive systems. Against this background, ASFINAG is aligning its strategy accordingly.



Employees:

The focus is on the further development of a corporate culture that is characterised by trust, communication and appreciation. The ASFINAG Diversity Programme launched in 2017 – including home office, an apprenticeship and parental leave initiative and gender focuses – is being expanded.

E-mobility and renewable energy:

In 2017, the foundation was laid for the comprehensive expansion of e-mobility on the ASFINAG network. A top range of modern charging stations will soon enable even greener mobility. E-vehicles are and will be an important part of the ASFINAG fleet. Over the next few years, ASFINAG will support the switch to alternative drive systems and will also increasingly push ahead with renewable energy sources for its own energy consumption.

Traffic safety as team work:

Austria's motorways and expressways are among the safest in Europe. The number of accidents have remained at a consistently low level after dropping sharply. This also shows that ASFINAG is reaching its limits with its traffic safety measures. In the future, even greater cooperation between everyone involved – infrastructure managers and drivers – will be required to achieve the traffic safety goals set. This will be taken into account in the preparation of the new ASFINAG Road Safety Programme 2020+.

Networked modes of transport:

The need for mobility is increasing, as evidenced by the strong traffic growth on the ASFINAG network. The particular challenge in the future will be to keep traffic flowing. The aim of ASFINAG is therefore to establish more connections with public transport.

Digitalisation:

The onset of digitalization is increasingly affecting the motorway in different ways. With the highly successful Digital Vignette, ASFINAG offered its customers an innovative new toll product in 2017. Now it is time to push ahead with digitalisation for the benefit of both customers and the company – in terms of planning, construction, operation, conservation and traffic information services.

Automation:

In the field of “automated driving”, ASFINAG is expanding its position at the top of the European segment and, as an innovative partner to the automotive industry, offers a unique test environment on the A 2 South motorway.

Enable new infrastructure:

The approval procedures for large-scale new construction projects are becoming increasingly complex and protracted. The goal of ASFINAG in close cooperation with other large infrastructure companies: It needs extensive democratic opportunities for project opponents and strict environmental laws, but also a legal basis that guarantees acceptable decision and implementation deadlines and thus planning security.



As a sustainable highways operator, we want to actively shape the future and therefore promote the shift to alternative drive systems and the use of renewable energy sources. We are also facing major challenges in terms of the traffic flows of tomorrow. The need for mobility is increasing and it is only together with public transport that we can succeed in shaping the future of mobility for the benefit of people and the environment.

KARIN ZIPPERER
ASFINAG Executive Director

ASFINAG meets the ever increasing individual mobility needs with sustainable, intelligent and economically reasonable solutions. Always in focus: keeping traffic flowing as smoothly as possible even during roadworks, extensions and new constructions. ASFINAG therefore focuses on three key factors: short construction times, the use of innovations and customised information. ASFINAG is already one of the leading infrastructure managers in Europe today. In order to continue living up to this claim in the future, there needs to be a well-developed and modern network of motorways and expressways. In 2017, ASFINAG completed important and large projects and launched new ones.

For top-quality infrastructure: the 2017 investment programme

ASFINAG invested more than EUR 956 million in the construction, expansion and maintenance of motorways and expressways. The goals: maximum efficiency, maximum safety and comprehensive protection for people and the environment and more opportunities for economic development.

A highlight was the A 5 north motorway between Schrick and Poysbrunn in the Lower Austrian Weinviertel region being opened for traffic.

With the start of work on the S 7 Fürstenfelder expressway, the S 36 Murtal expressway between St. Georgen ob Judenburg and Scheifling, and the S 3 Weinviertler expressway from Hollabrunn to Guntersdorf, the construction of the new stretch gained momentum last year.

There was also a focus on tunnel safety with more than 30 major projects in 2017. With the completion of the general refurbishment of the Arlberg tunnel, ASFINAG 2017 has completed one of the most challenging tunnel projects.

 **Additional information** (<https://www.asfinag.at/road-safety/construction-work>)



New A 5 North motorway: trendsetting for the Weinviertel area

After two and a half years of construction, in December 2017 ASFINAG opened the new 25 kilometres of the A 5 North motorway to traffic. Thus, 60 percent of the through traffic was shifted from the heavily loaded B 7 Brünner road to the new route. The A 5 represents greater road safety and less noise and air pollutants for thousands of residents. The importance of the new A 5 is also demonstrated by co-financing by the European Union.

“Connecting Europe Facility” (CEF) supported its further development from Schrick to Poysbrunn with an amount of around EUR 21 million.

In addition, the A 5 as a whole has great importance for European transnational road traffic. It is part of the TEN corridor Gdansk–Brno / Bratislava–Vienna.



When we build a motorway, we always combine three key requirements: efficient infrastructure, protection of people and the environment, and the best possible integration of the new route into the landscape. With the A5, we have been particularly successful here.



CHRISTIAN MUSIL

Project leader for the new construction of the A 5, ASFINAG Bau Management GmbH



Arlberg tunnel renovation: best practice

At the end of 2017, ASFINAG completed the renovation of the Arlberg tunnel on the S16 Arlberg expressway. The three-year construction site was in many ways a best practice project. The work was completed earlier than planned and traffic was flowing properly despite two tunnel closures. Numerous innovations were the key to success. In order to shorten the construction time, financial incentives were included in the tender and the work was seasonally coordinated to prevent detours in winter via the Arlberg mountain.

In addition, ASFINAG launched an intensive national and international information campaign to inform road users about detours and barriers. Up-to-date information directly on the route and a dedicated website in three languages were included in the package of measures. This is how ASFINAG ensured that both the regional detours and detours via Germany and Switzerland worked at all times.

“

The innovative planning and execution of this project are exemplary. We have thus demonstrated that a close and good tie-up with both countries, authorities and chambers of commerce as well as contractors and the media pays off. The two months of total closures of the Arlberg tunnel were a tightrope walk in particular, but could not have gone better.

”

CHRISTOPH WANKER

Project leader for the renovation of the Arlberg tunnel, ASFINAG Bau Management GmbH

Further construction of the S 3: more safety and higher quality of life

On 29 May 2017, ASFINAG gave the starting signal for the further construction of the S 3 Weinviertler expressway from Hollabrunn to Guntersdorf. The new eleven kilometres represent more traffic safety and a better quality of life for thousands of people in the western Weinviertel. Thanks to the future optimum connection to the provincial capitals of St. Pölten and Vienna, the many commuters and the business community will also benefit from the construction. The new S 3 will be built in two stages. The project comprises three junctions and 19 bridges. All bridges are built integrally, i.e. in one piece. This saves maintenance costs and increases driving comfort. ASFINAG plans to open the bridges for traffic in 2020.



S 36: two expansion phases for more safety

With the opening of the underpass in St. Georgen, ASFINAG completed the first part of the expansion of the S 36 Murtal expressway back in December 2015. The groundbreaking ceremony for the second section took place on 18 March 2017. The second centrepiece of the new S 36 will be built by autumn 2020 with the Unzmarkt underpass. The 1,000 metre-long section relieves Unzmarkt-Frauenburg of through traffic and ensures greater traffic safety. The special feature here is that, in order to protect people in the vicinity of the construction site, ASFINAG is constructing the underpass entirely without blasting. In the end, there will then be two lanes in each direction on the structurally separate carriageways between St. Georgen ob Judenburg and Unzmarkt / Hirschfeld.

Green light for major construction projects

After a long planning phase and complex approval procedures, 2017 finally gave the green light for three important projects: A 26 Linz motorway, S 7 Fürstenfelder expressway and A 5 North motorway – Drasenhofen bypass.

The first section of the A 26 is the new bridge of the Danube in Linz. The Europe-wide tender for construction services was published by ASFINAG in 2017. In order to make room for the future construction site, work on moving the Danube cycle route was started in the previous year. The fourth Danube bridge of the Upper Austrian provincial capital will relieve the inner-city road network by 20,000 cars a day after its completion in 2023.

There was also positive news for the S 7 in 2017. In future, it will run from the Styrian A 2 South motorway at Riegersdorf to Heiligenkreuz in Burgenland.

In November 2017, ASFINAG published the first major tender. The new 28 kilometre-long stretch is due to be opened for traffic in 2023. The S 7, as a connection between two provinces, represents relief for communities, shorter routes for commuters and stimulation for the regional economy.

The A 5 Drasenhofen bypass section also set the course for further construction work in the previous year. ASFINAG published the construction tender in October for the five kilometre-long route. Archaeological excavations, the laying of pipelines for gas and electricity as well as the work to clear the construction site were the first steps. ASFINAG plans to open the section for traffic in the second half of 2019.



We offer top infrastructure. This also includes setting up new routes where it is necessary. Because we build for the future. This enables us to ensure that drivers continue to make their way safely, quickly and relaxed. The focus is on the human being, the environment and also the business location at every phase of planning and construction.

ALEXANDER WALCHER

Managing Director ASFINAG Bau Management GmbH

A 1 and A 4: third lane for more capacity

The A1 West motorway is one of the most important transit routes in Austria. With the construction of the third lane between Matzleinsdorf and Pöchlarn, ASFINAG has closed the last remaining, five kilometre-long bottleneck on the A1. This involves more safety and performance. After the completion of the expansion work in May 2018, the West motorway has three lanes without interruption over a total of 166 kilometres between the Steinhäusl junction in Lower Austria and the Voralpenkreuz in Upper Austria. In the winter of 2017, ASFINAG temporarily opened the third lane in both directions of traffic during the holiday break.

For thousands of people commuting every day, the A 4 East motorway is the only high-speed connection to Vienna.

In addition, the A 4 is of great economic importance as a connection to Hungary and Slovakia. The proportion of trucks is correspondingly high, at around 17 percent. In order to make the A 4 safer and more efficient in the future, ASFINAG is building a third lane between Fischamend and Neusiedl in both directions. Preparations began last year: The Fischamend and Bruck an der Leitha West junctions as well as the area around the Göttlesbrunn service station will be adapted to the future three-lane East motorway. It is anticipated that, in 2023, the A 4 East motorway will be available with three lanes for the entire stretch between the Schwechat junction in Lower Austria and the Neusiedl junction in Burgenland.



We want people to reach their destination quickly and, above all, safely. However, because we handle the money of our customers carefully, we look very closely at where motorway upgrades really make sense. With the third lanes on the West and the East motorways, we are able to make these sections fit for the future.



GEORG SINGER

Group leader construction east/ground Lower Austria north, ASFINAG Bau Management GmbH



High-performance infrastructure for a modern capital city

With up to 200,000 cars a day, the A 23 Südosttangente in Vienna (southeast bypass) is Austria's busiest motorway. With comprehensive renovations and state-of-the-art technology, ASFINAG ensures that the Südosttangente is up to the rising demands of the future. In 2017, ASFINAG completed two further major projects: the repair of the Prater Bridge – it is the most frequented motorway bridge in the country – and the general renovation work between Stadlau and Hirschstetten. Work on the construction of the new elevated section at Inzersdorf will continue at full speed until summer 2018. The approximately four kilometre-long section has been under construction since 2014 without being closed to traffic. On the A 22 Danube motorway, ASFINAG is modernising the two kilometre-long Kaisermühlen tunnel. 1,600 high-tech LED lamps, state-of-the-art video and exhaust air systems and the "AKUT" acoustic tunnel early warning system ensure even more safety in the urban tunnel.

Incentives and innovations for shorter construction times

Renovations and extensions must always be carried out quickly, economically and with little hindrance. In order to ensure this, ASFINAG pursues innovative pathways. Financial incentives in tenders create a motivation to shorten the construction time through technical or organisational optimisations. If a construction project ends ahead of schedule, ASFINAG pays a bonus. The fact that ASFINAG is taking the right path with this “motivation in construction” was demonstrated in 2017 by the use of the “Road Zipper”.

This allowed the construction site to be set up flexibly at Stadlau / Hirschstetten, thereby avoiding additional barriers for the moving of concrete barriers. This meant that this construction site could also be completed earlier in the summer of 2017. Another positive result of the bonus-malus system was the five-week shorter construction period on the A 4 East motorway between the Schwechat junction and Vienna Airport.



Through financial incentives, we create a good basis for creative and innovative approaches to how construction sites are managed. Any idea from construction companies to speed up the completion of construction projects is welcomed by us. On the one hand, this promotes good cooperation and, moreover, it brings enormous benefits for car drivers.



BRIGITTE MÜLLNERITSCH

Head of the Cluster A 23, ASFINAG Bau Management GmbH

A look into the future: “Target network 2030+”

Two topics will increasingly accompany ASFINAG in the future: rising passenger and freight traffic and new trends, such as automated driving and “truck platooning”, in which networked truck convoys drive in close succession. In addition to conventional methods for increasing the route availability, new developments require alternative approaches to planning. One example is the cooperation of different infrastructure providers to make optimum use of different modes of transport (multimodality). As part of the development of the “Target network 2030+”, ASFINAG is developing an integrative target system for this purpose. It takes into account both transport and environmental as well as economic aspects. However, innovations such as mobility as a service and societal developments, such as infrastructural urbanisation, are also finding their way into the ASFINAG target network of the future. By the end of 2019, ASFINAG intends to create a corresponding destination network concept, thus ensuring availability on the Austrian motorway and expressway network in the future.

In 2017, ASFINAG focused on customer orientation. From the new digital toll sticker to innovative communication channels at rest areas and a clear, user-oriented website to the new generation of information displays - the range of new services and products is considerable.



Click or stick: the Digital Vignette has arrived.

In 2017, ASFINAG launched a new, innovative toll product. 20 years after the introduction of the toll sticker in Austria, ASFINAG has extended the toll offer, in keeping with the time, to include the Digital Vignette. The advantages: no more sticking or scratching as the digital toll sticker is linked to the licence plate – it can be purchased anywhere, any time in the toll shop or online via the ASFINAG app. The Digital Vignette not only represents a major leap in service, but it also helps owners of changeable licence plates to save money since only one Digital Vignette is required for up to three vehicles. The new offer has hit the nail on the head – every third annual toll sticker has already been sold in a digital format.

The modern online shop also allows a combination of several toll products for the first time. In just one purchase process, customers can also book tickets for the digital toll for the Brenner or Tauern motorways, for instance.

Additional information

(<https://www.asfinag.at/toll/vignette>)



We have extended the toll offer to include a contemporary alternative to the adhesive sticker and the Digital Vignette has arrived perfectly on the market. The change is of course not mandatory: customers have the choice of whether they continue to stick or just want to click. The Digital Vignette is an innovative way to make it even easier to buy the toll sticker – that is a great leap forward in service for our customers.

GABRIELE LUTTER

Managing Director ASFINAG Maut Service GmbH



New ASFINAG website and blog: customers in focus

The website is the business card of a company. On the website of ASFINAG, which was redesigned in 2017, visitors will find up-to-date information about motorways and expressways in an innovative, modern design. User-friendliness and accessibility were the most important criteria for the relaunch. The result is a contemporary online presence where customers can quickly find what they are looking for. In addition, the new website meets all requirements for modern devices.

With the new company blog, ASFINAG also provides an interesting insight into a wide variety of tasks. At the same time, the employees are presented who otherwise, anonymously and with full dedication, ensure a good and safe journey on the motorways and expressways every day.



The focus of the new website, asfinag.at, was clearly on the customers and their interests. Like a good shopkeeper does with his window display, we have also positioned the ASFINAG's most popular services so that they can be found easily with just one click.



MICHAELA GOLD

Online team leader, Marketing and Communication department, ASFINAG Holding

700,000 downloads: the ASFINAG app is a hit

Since the launch of the Digital Vignette, the ASFINAG app “Unterwegs” has played an even more prominent role. In addition to the hitherto popular features – access to more than 1,000 webcams and up-to-date traffic information – the app has become a mobile sales centre for toll products. And this with increasing popularity: Digital Vignette and Digital Section Toll are purchased more and more via the “App shop”. The number of downloads increased to 700,000 – more than 300,000 people open the app every month on average.

The new design and the possibility to customise it contributed to this additional popularity. Customers can place their travel times, personal routes or webcam favourites directly on the home page. The most important innovation is the driving companion. As early as upon entering the motorway does he deliver all the information about the route along the next 30 kilometres – without having to enter a defined final destination, as would be the case for a satnav device.

➤ **Additional information** (<https://www.asfinag.at/app>)



ASFINAG is a reliable partner when it comes to traffic information and top services. We rely on state-of-the-art technology. Whether it is travel time loss in real time on mobile phones and laptops or the mobile purchase of toll products via app: we are constantly developing the services for our customers. Innovation is our motivation.

BERND DATLER

Managing Director ASFINAG Maut Service GmbH

“ With the driving companion, we have developed an seemingly invisible passenger who monitors the situation on the road. This makes the app even more attractive, turning it into an all-rounder for customers. It doesn't matter whether you want to buy a Digital Vignette, look for a place to rest or obtain information about the route ahead: with the app you are always well informed on the road. ”

MARTIN NEMEC

App Developer, ASFINAG Maut Service GmbH



Comprehensively and interactively informed at rest areas

Always well informed on the road: In 2017, ASFINAG launched two new projects at its rest areas with interactive information posters and LED touch screens.

Regional information and safety tips: Every day, tens of thousands of people use the 50 rest areas provided by ASFINAG to take a break. The rest areas are thus an ideal “meeting point” to introduce customers to useful information. In 2017, the so-called regional windows, i.e. parts of the glazing of the infrastructure lines, were repainted at all locations. In cooperation with tourism partners, they were covered with regional information and safety tips – from how to behave correctly when driving through a tunnel to the emergency corridor. ASFINAG also sets store by “augmented reality” (AR+) – photos are stored by videos and become “moving images” with the help of the mobile phone and the ASFINAG app “Unterwegs”.

With just one touch, however, you get **real-time information on the new LED touch screens**. Ten rest areas were equipped with these last year. The focus: traffic or construction site reports, wrong-way drivers or weather warnings in real time for a radius of 200 kilometres. However, you also learn everything about the current safety initiative “Hello Life!” or the new Digital Vignette. To ensure that they are easy to use even for people in wheelchairs, ASFINAG has integrated a virtual control panel in the lower area of the monitor. With this, you can easily operate the upper monitor with your fingers like on a large mouse pad.



Our rest areas are very important contact points. We have combined the classic poster with digital media, so-called augmented reality, in the regional windows. Moreover, not only do our touchscreens provide news about the route but also information about the company. It has created a real additional value for our customers.



CHRISTIAN SPITALER

Head of the Marketing and Communication department, ASFINAG Holding

Happy? New rating system for the break on the motorway

To make customer satisfaction more measurable, ASFINAG has been installing the “Happy or not” customer rating system at all 50 rest areas since the summer of 2017. This system, which is also known from airports – consisting of green to red smileys – makes it possible to react quickly and precisely when the ratings become negative, for example by adjusting the cleaning intervals. By the end of 2017, one million of all visitors to the rest area had given a rating, with 79 percent being positive.

“ Happily, the ratings are positive, but of course we also see room for improvement. Through this system and the hourly evaluation, which is received by the respectively responsible motorway maintenance agency, we can now respond immediately and provide well-maintained rest stops. ”

HEIMO MAIER FARKAS

Head of the Operational Maintenance department, ASFINAG Service GmbH



New information exhibition about the A 26 Linz motorway

In 2017, ASFINAG embarked on an entirely new way of communicating major construction projects with an information exhibition about the A 26 Linz motorway. It was made interactive for interested people of all ages and also appealing to technology aficionados. At the Old Town Hall on the main square in Linz, you find out about the planning, construction and operation of the West bypass and also experience technical features in an interactive way. There are exciting insights with many exhibits ranging from tunnel and bridge building to the environment. The exhibition is open for free every day from 9 am to 7 pm.



High-tech point of view: drone use at ASFINAG

Fast and uncomplicated structural inspections without closures: this also benefits motorists. For the first time, ASFINAG tested the use of drones on motorways and expressways with the project “R2F - Ready to fly” in 2017. The focus was on one question: Can a professional and expert examination be carried out using drone images, thus increasing occupational health and safety? The result was convincingly positive. In the future, especially in hard-to-reach areas, “flying eyes” will be used as a means of support.



Above all in the construction documentation of structures, the use of drones opens up new possibilities for us. What’s more, the technology offers tremendous benefits in terms of occupational health and safety and, with this type of inspection, we can also avoid closing lanes, which we would need to do for the large inspection vehicles.



CHRISTIAN HONEGER

Head of the Asset Management department, ASFINAG Service GmbH

Relief for Zederhaus on the A 10

Noise protection 1.0: Not direct customers, but very important stakeholders of ASFINAG are the people who live near the motorway. After almost four years of construction, the enclosure of the A 10 Tauern motorway near Zederhaus was completed in the summer of 2017. The route goes along the narrow Lungau mountain valley directly next to the community; as a result, 1,200 people have been given optimum noise protection for a higher quality of life. This one-and-a-half-kilometre-long “noise protection tunnel” – the largest environmental relief measure on the Salzburg Tauern route – was filled with 215,000 cubic metres of excavated material that was extracted during the construction of the second tube of the Tauern tunnel. EUR 70 million have been invested by ASFINAG in sustainable noise protection.

Grinding and grooving: research for less noise

Noise protection 2.0: The technique of using saw blades to cut a few millimetres deep grooves lengthwise along the road surface comes mainly from the USA and Germany. These grooves “swallow” sound waves and provide more grip. Water can also drain faster. The method, known in the business as “grinding and grooving”, is an important focus of ASFINAG research efforts, especially with regard to noise protection. In 2017, this procedure was performed on a section around the Steinhäusl junction on the A 1. The procedure will also be tested on the new A 5 North motorway as part of an Austrian-German project under the leadership of ASFINAG.

The safety of all motorists on Austria's motorways and expressways has the highest priority for ASFINAG. This is why, every year, the company invests every second euro from the investment programme in improving road safety. This includes building second tunnel tubes and modern service stations as well as technical innovations. Regular information campaigns by ASFINAG aim to achieve a sustainable change of awareness and more personal responsibility. Road safety is the product of teamwork of the infrastructure manager, the people behind the wheel and the car industry.



30 large-scale tunnel projects for more safety

Austria's motorway tunnels are some of the safest in Europe. As part of the ongoing tunnel safety offensive, in 2017 the company invested more than EUR 300 million in the construction of additional second tubes and in the modernisation of existing tunnels.

A highlight was the completion of the safety upgrade of the Arlberg tunnel on the S 16 Arlberg expressway. The longest road tunnel in Austria, at 14 kilometres, was equipped with 37 additional escape routes and another eight breakdown bays. In addition, the tunnel now has state-of-the-art safety features such as a fire-fighting sprinkler system, a thermal scanner that detects and stops overheated trucks in front of the tunnel, along with the "AKUT" acoustic early warning system.

Additional hotspots in 2017 were on the A 9 Pyhrn motorway: In southern Upper Austria, the new second tubes for the tunnel chain near Klaus (four tunnels) were opened to traffic. In Styria, the new tube for the eight kilometre-long Gleinalm tunnel was completed.

In Vienna, the Stadlau and Hirschstetten tunnels on the A 23 Südosttangente were modernised in particularly intensive night-time work. Another focus in terms of new safety technology was on numerous tunnels along the A 2 South motorway in Carinthia between Klagenfurt and the so-called "Packabschnitt".

 **Additional information** (<https://www.asfinag.at/road-safety/tunnel-safety/>)



The multi-year tunnel investment package of ASFINAG accounts for EUR 1.7 billion until 2019. Innovations such as spray mist systems, the early warning system “AKUT” and thermal scanners also improve safety for our customers when driving through a tunnel. When it comes to traffic safety, there are no compromises for ASFINAG.

GERNOT BRANDTNER

Managing Director ASFINAG Bau Management GmbH

International interest in the AKUT “tunnel ears”

In addition to video cameras and special sensors, ASFINAG has been relying on the unique acoustic tunnel monitoring system “AKUT” since 2014. Almost half of the 56 ASFINAG tunnels in which “AKUT” is to be installed are now equipped with this system. Microphones automatically detect atypical sounds such as an impact, screeching tyres, and human voices and quickly raise the alarm. Fire and rescue can be alerted up to two minutes faster.

The security system is already attracting great international interest. As the first highway operator outside Austria, Highways England decided in 2017 to install “AKUT” in the Southwick tunnel in southern England. Negotiations with interested parties from Sweden, Denmark and China are also under way.

“AKUT”, jointly developed by Joanneum Research and ASFINAG for series production, is also constantly being improved. Under certain conditions, it is now also possible to “scan” a tunnel to find those in need of help.

➤ **Additional information** (<https://www.asfinag.at/road-safety/tunnel-safety/safety-facilities/>)



The international interest in our system is of course very gratifying and was only a matter of time. After all, the time factor plays an even greater role in accidents in a tunnel: When it comes down to it, every second counts. “AKUT” ensures a huge improvement in traffic safety through the rapid alerting of rescue teams.



MARTIN GRUBER

Group leader for electromechanical maintenance, ASFINAG Bau Management GmbH

Against “black sheep”: heavy traffic under the magnifying glass

Spot checks on trucks bring more road safety to everyone. In 2017, ASFINAG, in close cooperation with the police, carried out weight checks in addition to the now established so-called technical roadside inspections in the case of special heavy transports. As part of these checks, 2,503 vehicles with serious deficiencies or dangers, 79 special transports with excess weight and 178 overloaded trucks were discovered and sanctioned. 2017 result: There is still no noticeable improvement in the condition of many vehicles in heavy goods traffic. This means that intensive inspections remain indispensable.

“ The results of our inspections have shown that there are still many dangerous vehicles on the ASFINAG network. Therefore, it is important that we continue to enforce these reviews in order to improve road safety. ”

WALTER RIEPLER

Head of Enforcement department, ASFINAG Maut Service GmbH



Rested drivers are safe drivers: sustainable expansion of the truck parking spaces

Sufficient and well-developed truck parking spaces are an indispensable service so that the drivers can also comply with the obligatory rest periods. In 2017, the focus in regards to increasing the number of parking spaces for heavy traffic was on the important A 1 West motorway, A 2 South motorway and Brenner route. An additional 216 truck parking spaces were added to the service stations and rest areas. In addition, 15 previously closed parking lots have been reopened, increasing truck parking to a total of more than 7,100 vehicles.

➤ **Additional information** (<https://www.asfinag.at/road-safety/resting/>)

“ With the expansion and extension concept for truck parking spaces, ASFINAG is making a significant contribution to safety in the network. Only well-rested drivers are safe drivers. Therefore, rest areas such as Allhaming and Hainbach will also be upgraded on the A 1 West motorway. ”

GERLINDE MATTANOVICH

Head of the Network Planning department, ASFINAG Service GmbH



More safety on construction sites with average speed checks

Although they are becoming ever safer, construction sites with unfamiliar routings still unsettle drivers. Top concentration and speed discipline are also indispensable for the safety of the workers. For years, ASFINAG has relied on average speed check systems to ensure that tunnels in which accidents may have particularly serious consequences are protected. These measure the average speed along the corresponding stretch. Success shows that ASFINAG is right. In areas monitored in this way, motorists drive in a much more disciplined manner than is the case with spot speed checks.



Observing speed limits is essential to ensure safe construction sites. This is proven to prevent accidents and protect workers. Average speed checks help with particularly complex conditions.

RAINER KIENREICH
Managing Director ASFINAG Service GmbH

EUR 120 million for more traffic safety on the A 8 Innkreis motorway

A crucial project for more traffic safety for around 35,000 drivers a day was completed in 2017 in Upper Austria. The twelve kilometre-long section on the A 8 Innkreis motorway between Haag and Ried was the last section to receive a full-fledged hard shoulder. The stretch was widened from 24 to 30 metres and completely renovated. This completes the multi-year expansion of the A 8. Overall, ASFINAG has invested EUR 120 million in the 30-kilometre expansion of the stretch from Pichl bei Wels to Ried im Innkreis (work began in 2008).



In-depth safety checks: the “quality sticker” for the road

Since 2011, ASFINAG has been carrying out in-depth road safety inspections (RSI) on the entire motorway and expressway network every year. In the course of these checks, everything is scrutinised: from quickly remediable deficiencies, such as weathered ground markings, to far-reaching measures, such as the entire redesign of a road section. The accident events of the past five years are also used to identify and assess deficiencies (low / medium / high priority). For example, an increased number of rainfall accidents could indicate a problem with road drainage.

The checks are carried out by independent, certified road safety experts, i.e. experts with specialist training and professional experience. In 2017, a total of around 239 kilometres of the ASFINAG network was subjected to an RSI.



Within ten years, the entire ASFINAG network will be reviewed in sections by external experts. The RSI means that every section of the route will receive a regular ‘quality sticker’.



CORNELIA STRASSER

Traffic Safety Expert, Network Management, ASFINAG Service GmbH

New traffic safety initiative “Hello Life!”

With the new multi-year initiative “Hello Life!” (say hello to life) launched in 2017, the organisation is calling for safe coexistence and more responsibility behind the wheel. The target group are not notorious speeders, but all those who often misbehave behind the wheel against their better judgement. The topics ranged from speed, distance and fatigue in 2017 to the ever increasing problem of distraction (keyword: smartphone). The message: do not take any risks for yourself or others.

With success – as the measurement of impact has shown. Before, almost every second driver thought that they were better at driving a car than the others. Afterwards, those who heard or saw the “Hello Life!” campaign on the radio, television, internet and in newspapers, were more critical of their driving skills.

Only 28 percent remained intractable. 44 percent of respondents said that they now pay more attention to the speed limit, compared to just 38 percent before. 41 percent of respondents take breaks more often, before “Hello Life!” it was less than a third. There was a big improvement in particular in the matter of maintaining distance, one of the main causes of serious accidents. Only 20 percent of motorists paid attention to maintaining sufficient distance away from the vehicle in front before “Hello Life!” This increased to 35 percent afterwards.

 **Additional information** (<https://www.asfinag.at/road-safety/hello-life/>)



The results show that our awareness-raising campaigns and the new initiative are changing driving habits, with many people rethinking and paying more attention to safe driving. However, this should not be a one-time effect, but a lasting one. Traffic safety is therefore an important focus for us in communication.



BIRGIT PUCHER

Team leader marketing, Marketing and Communication department, ASFINAG Holding

As a user-financed company, ASFINAG does not receive any additional funds from budgets and finances its annual investment programme on its own. Top infrastructure, i.e. better quality of life for people through economically justifiable investments – this is the focus of ASFINAG.

2017 was an economically successful year for the company: ASFINAG generated a profit of EUR 709 million, increasing the equity ratio to around 31 percent. The company also takes care to ensure that debt is repayable within the lifespan of the infrastructure – this value is currently at 15 years. In addition to this, ASFINAG was able to reduce its liabilities by EUR 130 million.



Top quality infrastructure is an investment in the future. We work on this with considerable skill, the highest level of know-how, efficiency and profitability. In 2017, the economy picked up significantly: This is all the more incentive for us to guarantee optimum road connections for people and the economy. The basis for this is the continuation of our successful path with stable revenues and a carefully planned investment strategy.

KLAUS SCHIERHACKL
ASFINAG Executive Director

Reduced debt for the third consecutive year

In 2017, again a debt reduction of 130 was achieved. This is the third year in a row in which ASFINAG has lowered its liabilities - in total 267 million since 2015. One reason for this is the positive development in toll revenues. As a result of the launch of major new construction projects, ASFINAG expects a moderate increase in debt in the coming years. In contrast, there is a larger network on the assets side.

By 2022, the maximum debt of EUR 12.1 billion will be reached. After this time, ASFINAG will strive for sustainable debt relief. The important thing here is that strategic goals such as “Annual net profit of more than EUR 300 million” and “Notional debt repayment duration less than 30 years” are respected over the entire period. Thus, ASFINAG ensures that it continues to be an economically sound company in the future.

Investors place their trust in ASFINAG: financing has never been more attractive.

ASFINAG is on an excellent path for economic development – an indicator for this is the great degree of investor confidence in bonds. In order to refinance maturing liabilities, ASFINAG issued a bond with a volume of EUR 750 million on the international capital markets in autumn 2017. Its term is seven years and annual interest rates are at a historic low of just 0.25 percent per year. Never before has ASFINAG been able to achieve such favourable conditions for long-term borrowing.

Despite this low interest rate, the bond was in high demand among investors. More than three times the amount needed by ASFINAG could have been sold. This proves once again the good reputation of ASFINAG on the capital markets and the confidence of investors in its economic performance.

➤ **Additional information** (<https://www.asfinag.at/about-us/investor-relations/>)



The economy boomed in 2017 and interest rates were very low. In this economically dynamic time, ASFINAG is a partner in which investors trust. Never before have there been such favourable conditions for long-term financing on the bond market. The excellent performance of ASFINAG has been well received on the markets and continues to fuel the already considerable degree of confidence that investors have in it.

GABRIELE CSOKLICH

Managing Director ASFINAG European Toll Service GmbH



Kilometre performance in the ASFINAG network rose to 31.5 billion kilometres

The economy in 2017 has developed well – this is demonstrated by a look at the development of traffic and tolls on motorways and expressways. Revenues increased in 2017 slightly to EUR 2.08 billion, EUR 1.35 billion of which just from truck and bus tolls. Heavy traffic increased by 3.4 percent, and ASFINAG recorded strong increases, especially on the main Tauern and Brenner corridor routes. More personal mobility, an increase in holiday travel by car and the booming economy are reasons for this.

ASFINAG is the engine of the economy and the job market

Better connections create optimum conditions for the development of the economy and the labour market. 956 million euros were invested by ASFINAG in motorways and expressways in 2017. These investments provide significant impetus for the economy and employment – this is shown by a study presented in 2017 by the Austrian Institute for Economic Research (WIFO) on the basis of the planned S 1 Vienna outer ring expressway. With the section of the S 1 from the Schwechat junction to Süßenbrunn – in combination with the S 1 Seestadt branch and the western section of the S 8 Marchfeld expressway – there will be an increase of 7,000 employees in ten years. Almost 3,000 additional jobs will be created in the vicinity of the new S 1 with the Lobau tunnel, up to 1,500 in areas along the Seestadt and up to 2,600 close to the S 8 Marchfeld expressway. Overall, the short-term but very strong employment effects during the construction phase are added to this. According to studies by the WIFO, these will be as many as 25,000 additional jobs.

EU funding for projects: the success story continues

Promoting greater road safety and the use of innovative technologies: These ASFINAG goals are also well received at European level. Within the framework of the European Union's funding programme "Connecting Europe Facility – CEF", ASFINAG was again able to gain grants in 2017. Specifically: The "Karawanken tunnel second tube" joint project of ASFINAG and the Slovenian motorway operator DARS is funded by the European Union with a value of EUR 17.7 million. EUR 13 million are attributable here to ASFINAG. The A 5 North / Weinviertel motorway (Schrick to Poysbrunn), which was also funded, was officially opened at the beginning of December 2017.

In the area of intelligent transport systems, the "Inframix" project received a grant of about half a million euros under the EU research funding programme "Horizon 2020". The aim here is to prepare the road infrastructure so that in the future conventional and automated vehicles travel safely together.



There is no limit to road safety. Our projects are very well received at the European level and show that we are not only on a good path, but also well networked on the European level. Innovation is one of the trump cards of ASFINAG – subsidies for the future of automated driving clearly prove this. We want to continue to be a leading modern road operator in Europe.

RENE MOSER

Managing Director ASFINAG Commercial Services GmbH

One billion euros awarded on the best bidder principle

When awarding construction services, ASFINAG successfully uses the best bidder principle and, in 2017, extended the corresponding catalogue of criteria. Price is no longer the sole deciding factor when awarding a contract. Clearly defined quality criteria such as a longer warranty, a shorter construction period and a high proportion of skilled workers also contribute to the decision-making. In the previous year, ASFINAG already granted a volume of one billion euros following the new best bid principle introduced in 2015. Meanwhile, the list of criteria includes 31 points – including many social factors such as the number of apprentices and people over 50 on construction sites. The largest award procedures for this success model include, for example, the full expansion of the A 9 Pyhrn motorway in Upper Austria and the addition of a second tube to the Styrian Gleinalm tunnel. The goals of ASFINAG: even more quality in the construction projects, a longer service life of the infrastructure and lower maintenance costs.



Two new international providers for Austria's truck toll system

Pay truck and bus tolls in several countries with just one device: ASFINAG has been a leader in this area on a European level for several years. Within the framework of the European Electronic Toll Service, EETS for short, it has been possible to use the Italian Telepass and DKV EURO SERVICE (DKV) from Germany to activate two providers for the Austrian toll system. This means it is no longer necessary for truck drivers to acquire the Austrian GO box, as the Telepass and DKV on-board devices can be used in Austria without any problem to pay the toll. As a result, ASFINAG is taking another important step to make paying tolls across borders even easier in Europe.

➤ **Additional information** (<https://www.asfinag.at/toll/go-box-for-hgv-and-bus/european-electronic-toll-service/>)

Clean trucks continue to enjoy a bonus

The truck and bus toll system in Austria was newly regulated in 2017. Instead of the previous four-stage bonus-malus system along the EURO emission classes, there are only two basic kilometre tariffs, to which external costs for air pollution and noise pollution are added. This step is essential when it comes to true-cost pricing between the modes of transport. In 2018, an inflation-related tariff adjustment of one percent is planned. For ASFINAG it is important that the cleanest trucks will continue to benefit from a bonus. This means that Category VI vehicles pay two percent less than other trucks. For external costs, there are no other tariff adjustments. ASFINAG uses the income from the infrastructure toll on trucks and buses to finance the construction and operation of the domestic infrastructure as well as measures to increase traffic safety.

From Macedonia to Dubai: ASFINAG knowledge is coveted around the world

ASFINAG is one of the leading motorway operators in Europe and ASFINAG Commercial Services also provides its know-how abroad. The approach to electronic toll collection systems and their handling were the focus of consultancy services. In Macedonia, Romania and Slovenia, the local motorway companies were given expert advice on the implementation of new toll systems. In Germany and Poland, bidders were advised on the re-tendering of the local toll systems. However, expertise from Austria is coveted both in Europe and abroad.

For example, ASFINAG Commercial Services is currently working in Kazakhstan on developing a concept for a nationwide toll collection system. In addition, an order for the training and further education of employees of the local road administration could be won in Dubai. ASFINAG is a sought-after partner on the international stage.

➤ **Additional information** (<https://www.asfinag.at/about-us/responsibility/international-networking/commercial-services/>)



Traffic safety, toll systems and classic road management are global issues, because almost every country wants to handle traffic as safely and easily as possible. With our consultations, we are a sought-after partner worldwide when it comes to expertise in construction, operation and tolls. In doing so, we make our experience, our strategies and our know-how available – this makes us a consulting company that is in demand.

ANTON SIEBER
Managing Director ASFINAG Commercial Services GmbH

Greatest possible use of projects with the least possible effort

The evaluation of projects in terms of benefits and cost-effectiveness is becoming increasingly important. The goal is to ensure that the greatest possible benefit is guaranteed with the least possible effort. Thus, not only exclusively newly planned projects are subjected to an even more intensive examination, but also the possibility of a disinvestment is examined.

The orderly dismantling of dispensable and therefore no longer absolutely necessary investments can lead to economically positive effects in the medium term. This automatically means a lower capital commitment. It is therefore clear to ASFINAG that such a project evaluation is mandatory for project requirements management.



Best possible benefit with the least possible effort: In all areas, we make sure that the funds are used effectively and sustainably. After all, the money comes directly from our customers. It is our job to examine the benefits of all our plans and to implement them with the highest possible degree of profitability. In doing so, we also examine strategies such as disinvestment, i.e. the orderly dismantling of expendable assets, in order to only tie up money in investments that are both necessary and most useful.



STEFAN RESCH
Head of the Controlling, Cost Accounting and Toll Tariffs department, ASFINAG Holding

With almost 2,800 employees, ASFINAG is one of the larger employers in Austria. Each and every one of them makes a significant contribution to ensuring that ASFINAG fulfils its mission and provides customers with a secure infrastructure. As a responsible employer, ASFINAG therefore also further develops the framework conditions for all employees as required, such as through flexible working models like home office, parental leave management and a health initiative.

Home office brings more flexibility

Not only the working environment and the demands made of employees are constantly changing, but also the living situations of employees require more flexible models of work input. ASFINAG has decided to follow this trend by offering the possibility of spending a working day in the home office, i.e. at home. The pilot project started in 2017 with 41 people and was evaluated at the end of the year both by the employees themselves and by their executives.

On the basis of these results, the framework conditions were further developed to such an extent that a company agreement was negotiated and the model was rolled out throughout the company in January 2018.



ASFINAG is an attractive employer and should continue to be so in the future. That is why we pay particular attention to the needs of our employees and are constantly developing new or existing services such as home office and parental leave management.

KLAUS SCHIERHACKL
ASFINAG Executive Director



Home office is a clear win-win situation for everyone involved. Employees are more flexible in scheduling their work and can better allocate available times both for their professional and private lives. In addition, the trust of the employer has a positive effect on productivity.



MARTINA HACKER
Head of Human Resources, ASFINAG Holding

Training for young people in five professions

ASFINAG has set itself the goal of training one percent of all employees as apprentices by 2020. In order to keep up with the times, in 2017, in addition to the already existing apprenticeships, a fifth future-proof profession was introduced. 17 apprentices are currently completing their apprenticeship at ASFINAG in the professions of office clerk, IT technology and IT informatics, electrical engineering and (new) finance and accounting assistance.

In order to guarantee the professional training and support of the apprentices, it was important for ASFINAG to continue training the specialist trainers as well. The focus in 2017 was on labour law aspects and social skills in particular.



We enable young people to complete a good education in a large and stable company that also has excellent development opportunities. Our apprentices will thus become the knowledge-bearers of tomorrow.



ANNA WALLNER

Human Resources, ASFINAG Holding

A role model in terms of corporate culture

In order to further develop the corporate culture at ASFINAG, employees and managers analysed the existing culture and defined measures in several large workshops in 2017. The main topics relate in particular to leadership skills, error culture, communication flow, decisions, recognition and proper feedback.



Only together can we improve and develop the corporate culture; therefore we want to generate enthusiasm among all employees and the entire management team for this process. Anyone can be a role model so that the entire company ultimately becomes a role model by itself.

KARIN ZIPPERER

ASFINAG Executive Director



A good corporate culture has many faces. It starts with the error culture, which should be a learning culture. Respectful feedback is just as much a part of it as clear and understandable communication of the decisions.

STEFAN SIEGELE

Managing Director ASFINAG Alpenstraßen GmbH



Healthy employees are the foundation of the company

In order to maintain and promote the health of its employees, ASFINAG embarked on the establishment of a health management system in 2017. The goal is to build health resources and reduce stress, with health being considered in all its diversity – physical, mental and social. The first major projects in 2017 were a “break kit”, consisting of a Thera-Band with exercise instructions, a company-wide, voluntary colon cancer screening programme and the acquisition of a “healthmobile”.

This enables healthcare to be brought directly to employees by visiting all sites at regular intervals. The bus is equipped with special measuring devices to measure, among other things, the condition of the abdominal and back muscles, the shape and function of the spine or the general mobility. The employee protection team is responsible for promoting health on a sustainable and comprehensive basis.



The employees are the heart of a company. Paying attention to their health and offering appropriate support programmes is also part of the responsibility of an attractive employer.

JOSEF FIALA
Managing Director ASFINAG Service GmbH



Our job is to develop a diverse and attractive offer that includes the right support for each and every employee.



CHRISTOPH WEISS
Health Management, ASFINAG Service GmbH



Work and family must be compatible

Starting a family does not only bring changes for employees, but often also for the company. The goal of ASFINAG is to improve employee satisfaction and strengthen their loyalty to the company. Various new parental management measures allow mothers and fathers to reconcile work and family in the best possible way. Thus, for example, a return scenario and contact opportunities must be planned before the leave begins.

The redundancy and dismissal protection during the phase of parental part-time work has been extended and a baby package to support young families has been introduced.



Family time is something very important in life. That's why I also took paternity leave and am grateful to ASFINAG and my colleagues for ensuring that this principle is upheld. That's what makes a modern company.



MARTIN ZEHETNER
Project Leader Bau Management GmbH



State-of-the-art workstations for cutting-edge technology

The use of the latest and most complex technologies, especially in tunnels, also requires constant adaptation of the “work infrastructure”. ASFINAG has therefore rebuilt and modernised the traffic management centre at St. Jakob in Tyrol. In 2017, the 14 operators, which had been relocated to the former tunnel control centre at Imst 40 kilometres away, were able to return to their modernized workplace.

Instead of the previous 140,000 data points, 400,000 data points now converge in the revamped traffic management centre, which are processed or monitored by the operators and the new system. To make room for the new large video wall, the entire room had to be turned by 90 degrees.



ASFINAG invests a lot in safety and above all in tunnel safety. The latest technologies are used. And, of course, we also make sure that our systems and the employees’ workplaces are modern and efficient.



DIETMAR HARBAUER

Head of the Electromechanical Maintenance Department, ASFINAG Alpenstraßen GmbH

Safer on the road with innovations

Every little change in the weather situation can have a major impact on the road conditions and thus on the safety of customers. Proven techniques and new approaches make it possible for the responsible employees in the motorway maintenance depots to plan their deployments on time and with pinpoint accuracy. The new “Weather 2.0” system – with the data coming from UBIMET – has been providing forecasts for 240 so-called microclimate sections since autumn 2017, including forecasts of temperature and precipitation (rain or snow), snow line, wind speed and lightning.

In addition, weather warnings, the ASFINAG cameras, construction site information and current traffic reports can be displayed.



We developed the user interface together with our employees because they work with it every day. Among other things, it is now also possible to adjust the basic settings for each motorway maintenance agency. Employees can see the weather forecast that is important to them at the touch of a button.



SZILARD POLYANYI
Project Leader Maut Service GmbH

In 2017, ASFINAG was able to provide decisive impetus in its sustainability management and thereby achieve important successes. As in the Sustainability Report 2016, the online format was also chosen for the 2017 report. The report is in line with international reporting standards and complies with the Sustainability and Diversity Improvement Act (NaDiVeG) in force since 2017. In the area of investors, a prime rating was achieved for the first time, whereby the ambitious sustainability management of ASFINAG was also confirmed by independent experts.

The 2017 Sustainability Report can be accessed on the ASFINAG website at www.asfinag.at/about-us/responsibility (<https://www.asfinag.at/about-us/responsibility>) and the detailed version at www.nachhaltigkeit-asfinag.at (<http://www.nachhaltigkeit-asfinag.at>) (only available in German). Thomas Steiner, Sustainability Officer of ASFINAG, is available as a direct contact at thomas.steiner@asfinag.at (<mailto:thomas.steiner@asfinag.at>) or [+43 \(0\) 50105-10300](tel:+43%2050105-10300) ([tel:+43 \(0\) 50105-10300](tel:+43%2050105-10300)).

Considerable success with the CSR rating: ASFINAG sustainability awarded

ASFINAG is a forward-looking and sustainable company. This is certified by the most renowned independent rating company in Europe – oekom research, which appraises more than 6,000 companies worldwide every year. Only about 500 pass this test with the prime award. Since October, ASFINAG – as the only motorway operator in the world – has been able to decorate itself with this certificate. The success results from the many successful management initiatives of all companies – from diversity and energy and environmental measures, personnel development, purchasing to traffic and occupational safety – and demonstrates that sustainability at ASFINAG is not just lip service, but that it is increasingly becoming a corporate philosophy.



We are aware of our responsibility to society, the environment and the economy. The prime rating certifies that we live up to this responsibility.



ANDREAS FROMM

Head of the Technical Coordination department, ASFINAG Holding



Barrier-free on the ASFINAG network: stage plan concluded

Mobility is an integral part of our society. This also applies to people with disabilities. The simplest possible use of ASFINAG's facilities and information offers is therefore part of modern-day customer service. In order to ensure consistent observation and the ongoing further development of facilities, a stage plan was drawn up in accordance with the Federal Disability Equality Act. This plan fulfils two central tasks: to show measures that have already been implemented and those that are still open. Particular focus has been placed on the ASFINAG rest areas. The last minor improvements were started with in 2017. Not all ideas and requests for accessibility can currently be implemented. For ASFINAG, however, it goes without saying that there are a number of alternatives and measures to be taken to meet the requirements as well as possible.



Accessibility is a matter of course for us! It must become routine to think about this topic in all our planning and processes. However, this will only succeed if each and every one is sensitised to this particular topic in their own area.



THOMAS STEINER
Sustainability Officer ASFINAG Holding



Green energy for own needs

Tunnels are the largest consumers of energy on Austria's motorways and expressways. That is why ASFINAG pays special attention to energy efficiency and the production of renewable energy. On the one hand, all tunnels will be successively equipped with LED lighting to save electrical energy. On the other hand, in 2017, photovoltaic systems were constructed in the Pack area along the Herzogberg and Kalcherberg tunnels on the A 2 South motorway. In 2018, five more tunnels are to obtain some of their energy needs from the power of the sun.

Hydropower will also be used in the future as a further source of sustainable energy. The plans for a pilot project on the S 16 Arlberg expressway and the S 6 Semmering expressway were successfully completed in 2017. The possibility of generating energy through wind power was also raised by a study at five selected locations.



Exceptional design

Motorways have a decisive impact on living space – especially for those who use them every day for work or pleasure or live in the vicinity of a motorway. Also foreign holidaymakers first – and often only – experience Austria through its motorways. This makes a carefully planned appearance of the road with increasingly aesthetic elements particularly important.

The federal government is also committed to its responsibility vis-à-vis the Austrian building culture and published guidelines on building culture in 2017.

This includes, for example, the increased use of architectural competitions, the implementation of design advisory boards, the consideration of the principles of accessibility and the development of space in an economical and high-quality way. ASFINAG was also invited to participate in the process to develop the guideline. The guidelines that have now been adopted show, fortunately, that ASFINAG, with its design initiative that has been running since 2010, has cemented these requirements in its working methods and thus fully complies with them.

Procurement: Sustainability criteria expanded

Since September 2015, the best bidder principle has been applicable to all tenders for construction projects with estimated costs of more than one million euros. Procurement takes into account not only the price but also sustainable aspects, which are weighted with up to ten percent. In 2017, the quality catalogue was expanded from 18 to a total of 31 criteria – such as increasing the share of workers over 50 years and of apprentices, reducing transport kilometres and CO₂ neutrality in steel-making. This reinforces the incentive to consider sustainable aspects of supply for bidders. In 2017, 151 procedures with a volume of almost one billion euros were tendered using the new catalogue of criteria and enjoyed a high degree of acceptance among suppliers.



“emobility@asfinag”: granting service concessions

ASFINAG is committed to active climate protection and decarbonisation, which is achieved by switching from fossil fuels to renewable energies. The clear goal: reducing greenhouse gases.

In August 2017, ASFINAG issued service concessions for the construction and operation of charging stations in three regions. By the autumn of 2018, seven service stations will be equipped with e-charging infrastructure.

These charging stations will have at least four charging points and all common socket types will be offered. ASFINAG thus provides a boost to efforts to achieve CO₂-neutral (greenhouse gas-neutral) traffic by installing the grid connections at service stations at its own expense.



In 2017, considerable momentum was created in the e-mobility market, which will intensify in the years to come. In 2018 and 2019, we plan to equip about 20 locations with high-power charging stations on our network together with our partners. In this way, we are providing an efficient charging infrastructure for the growing number of customers across the network.

HUBERT RESCH

Managing Director ASFINAG European Toll Service GmbH

CONSOLIDATED BALANCE SHEET

ASSETS	31.12.2017	31.12.2016
NON-CURRENT ASSETS	16,161,688,480.37	15,697,055,967.47
Intangible assets	15,405,690,988.97	14,966,574,166.91
Tangible assets	543,922,207.79	519,467,696.36
Real estate held as financial investment	19,515,227.07	18,206,179.35
Financial assets accounted for using the equity method	469,337.37	379,382.70
Other non-current assets	139,062,382.02	143,975,592.22
Future tax claims	53,028,337.15	48,452,949.93
CURRENT ASSETS	348,422,976.50	499,748,521.65
Inventories	11,282,520.83	9,982,522.46
Trade receivables	238,038,744.53	230,345,824.57
Other current assets	87,195,400.06	80,768,672.87
Cash and cash equivalents	11,906,311.08	178,651,501.75
ASSETS HELD FOR SALE	35,407.92	641,936.85
TOTAL ASSETS	16,510,146,864.79	16,197,446,425.97

CONSOLIDATED BALANCE SHEET

EQUITY + LIABILITIES		
EQUITY	5,184,537,145.62	4,575,111,227.60
Share capital	392,433,304.51	392,433,304.51
Capital reserves	69,915,790.07	69,915,790.07
Retained income	6,318,012.97	6,318,012.97
Accumulated consolidated earnings	4,711,170,038.07	4,101,744,120.05
Equity held by shareholders of the parent company	5,179,837,145.62	4,570,411,227.60
Non-controlling interests	4,700,000.00	4,700,000.00
NON-CURRENT LIABILITIES	10,139,162,045.50	9,398,376,887.14
Financial liabilities	10,030,759,746.92	9,310,046,466.84
Employee benefit obligations	41,940,708.00	43,466,226.00
Provisions	32,901,609.22	18,566,839.34
Non-current trade payables	21,387,456.44	17,631,449.93
Other non-current liabilities	12,172,524.92	8,665,905.03
CURRENT LIABILITIES	1,186,447,673.67	2,223,958,311.23
Financial liabilities	210,272,984.69	1,430,118,257.62
Trade payables	343,893,507.60	322,446,284.48
Other liabilities	358,567,520.26	243,950,724.47
Income tax liabilities	45,258,504.53	22,314,097.61
Provisions	228,455,156.59	205,128,947.05
TOTAL EQUITY + LIABILITIES	16,510,146,864.79	16,197,446,425.97

CONSOLIDATED INCOME STATEMENT

	2017	2016
REVENUES	2,532,024,267.80	2,384,553,880.37
Other revenue	109,728,891.25	104,727,216.69
Internally produced and capitalised assets	6,093,040.83	5,075,844.07
Cost of material and services received	-953,144,938.16	-917,948,785.05
Personnel expenses	-188,718,962.67	-187,701,372.60
Other expenses	-181,847,556.47	-174,498,623.12
EARNINGS BEFORE INTEREST, DEPRECIATION, APPRECIATION, TAXES, OTHER FINANCIAL RESULTS AND RESULTS FROM FINANCIAL ASSETS ACCOUNTED FOR USING THE EQUITY METHOD (EBITDA)	1,324,134,742.58	1,214,208,160.36
Amortisation, appreciation and depreciation of intangible assets, fixed assets and real estate held as financial investment	-70,909,292.80	-70,215,450.92
EARNINGS BEFORE INTEREST, TAXES, INCOME FROM SECURITIES AND EARNINGS FROM FINANCIAL ASSETS ACCOUNTED FOR USING THE EQUITY METHOD (EBIT)	1,253,225,449.78	1,143,992,709.44
Interest expenses	-318,109,093.21	-330,389,143.89
Other financial expenses	-9,352,515.56	-27,902,428.13
Interest income	7,219,574.73	6,957,355.06
Other financial income	10,368,456.79	25,182,647.33
Earnings from financial assets accounted for using the equity method	-202,668.49	42,074.70
FINANCIAL RESULT AND EARNINGS FROM FINANCIAL ASSETS ACCOUNTED FOR USING THE EQUITY METHOD	-310,076,245.74	-326,109,494.93
EARNINGS BEFORE TAX (EBT)	943,149,204.04	817,883,214.51
Taxes on earnings and income	-234,081,486.99	-202,739,084.30
RESULT FOR THE PERIOD	709,067,717.05	615,144,130.21
Of which:		
Parent company's shareholders	709,067,717.05	615,144,130.21
Non-controlling interests	0.00	0.00

CONSOLIDATED STATEMENT OF COMPREHENSIVE INCOME

	2017	2016
NET RESULT FOR THE PERIOD	709,067,717.05	615,144,130.21
Valuation of financial instruments available for sale	6,189.44	44,470.60
Reclassification to profit or loss in the period	94,239.80	0.00
Deferred taxes related to these items	-25,107.31	-11,117.65
SUM TOTAL OF POSITIONS THAT ARE RECLASSIFIED SUBSEQUENTLY ("RECYCLED") TO P&L	75,321.93	33,352.95
Revaluation in accordance with IAS 19	377,172.05	-1,542,495.41
Deferred taxes related to these items	-94,293.01	385,623.85
SUM TOTAL OF POSITIONS THAT ARE NOT RECLASSIFIED SUBSEQUENTLY ("RECYCLED") TO P&L	282,879.04	-1,156,871.56
OTHER INCOME AND EARNINGS AFTER TAXES ON INCOME	358,200.97	-1,123,518.61
TOTAL INCOME	709,425,918.02	614,020,611.60
Share held by parent company's shareholder	709,425,918.02	614,020,611.60
Share held by minority shareholders	0.00	0.00

CONSOLIDATED STATEMENT OF CHANGES IN EQUITY

	Share capital	Capital reserves	Retained earnings	Valuation reserve IAS 39	Revaluation in accordance with IAS 19	Profit carried forward	Accumulated consolidated earnings	Equity held by shareholder of the parent company	Non-controlling interests	Total equity
AS AT 1.1.2015	392,433,304.51	69,915,790.07	6,318,012.97	-291,750.32	-1,061,712.63	3,140,770,385.72	3,139,416,922.77	3,608,084,030.32	4,700,000.00	3,612,784,030.32
Net result for the period						549,039,820.34	549,039,820.34	549,039,820.34		549,039,820.34
Other comprehensive income				-32,545.30	-700,689.36		-733,234.66	-733,234.66		-733,234.66
OVERALL RESULT	0.00	0.00	0.00	-32,545.30	-700,689.36	549,039,820.34	548,306,585.68	548,306,585.68	0.00	548,306,585.68
Dividends paid out						-100,000,000.00	-100,000,000.00	-100,000,000.00		-100,000,000.00
AS AT 31.12.2015	392,433,304.51	69,915,790.07	6,318,012.97	-324,295.62	-1,762,401.99	3,589,810,206.06	3,587,723,508.45	4,056,390,616.00	4,700,000.00	4,061,090,616.00
Net result for the period						615,144,130.21	615,144,130.21	615,144,130.21		615,144,130.21
Other comprehensive income				33,352.95	-1,156,871.56		-1,123,518.61	-1,123,518.61		-1,123,518.61
OVERALL RESULT	0.00	0.00	0.00	33,352.95	-1,156,871.56	615,144,130.21	614,020,611.60	614,020,611.60	0.00	614,020,611.60
Dividends paid out						-100,000,000.00	-100,000,000.00	-100,000,000.00		-100,000,000.00
AS AT 31.12.2016	392,433,304.51	69,915,790.07	6,318,012.97	-290,942.67	-2,919,273.55	4,104,954,336.27	4,101,744,120.05	4,570,411,227.60	4,700,000.00	4,575,111,227.60
Net result for the period				75,321.93	282,879.04	709,067,717.05	709,425,918.02	709,425,918.02	0.00	709,425,918.02
Other comprehensive income				0.00	0.00		0.00	0.00		0.00
OVERALL RESULT	0.00	0.00	0.00	75,321.93	282,879.04	709,067,717.05	709,425,918.02	709,425,918.02	0.00	709,425,918.02
dividend disbursements						-100,000,000.00	-100,000,000.00	-100,000,000.00		-100,000,000.00
AS AT 31.12.2017	392,433,304.51	69,915,790.07	6,318,012.97	-215,620.74	-2,636,394.51	4,714,022,053.32	4,711,170,038.07	5,179,837,145.62	4,700,000.00	5,184,537,145.62

CONSOLIDATED CASH FLOW STATEMENT

	2017	2016
EARNINGS BEFORE TAX (EBT)	943,149,204.04	817,883,214.51
Profit/loss from disposal of intangible assets, tangible assets and real estate held as financial investments	-436,244.21	-2,618,302.31
Write up/down of intangible assets, tangible assets and real estate held as financial investments	70,909,292.80	70,215,450.92
Earnings from financial assets accounted for using the equity method	0.00	-42,074.70
Interest expenses	318,109,093.21	330,389,143.89
Interest income	-7,219,574.73	-6,957,355.06
Interest paid	-317,718,107.98	-312,440,841.26
Interest received	7,174,894.97	7,138,859.69
Other non-cash financial expenses/income	-823,901.60	2,715,411.69
Other cash financial expenses/income	10,628.86	4,369.11
Change to inventories	-1,299,998.37	1,398,664.91
Change to trade receivables	-7,692,919.96	-21,397,429.49
Change to current and non-current other assets excluding derivatives	-16,641,904.03	2,697,366.67
Change to obligations to employees	-1,148,345.95	525,962.59
Change to current and non-current provisions	25,978,573.33	6,204,346.85
Change to current and non-current trade payables	3,640,920.20	33,738,511.83
Change to current and non-current other liabilities excluding derivatives	88,123,415.68	13,573,665.87
CASH FLOW FROM CURRENT ACTIVITIES	1,104,115,026.26	943,028,965.71
Income taxes paid	-215,831,867.61	-181,632,064.52
CASH FLOW FROM OPERATIONAL ACTIVITIES	888,283,158.65	761,396,901.19
Receipts from disposal of intangible assets, tangible assets and real estate held as financial investments	5,692,883.96	6,315,788.42
Dividends from financial investments	80,000.00	30,960.00
Proceeds from the disposal of financial assets	828,138.50	0.00

	2017	2016
Cash expenditure for the acquisition of usufructuary rights	-413,953,094.20	-343,563,034.88
Cash expenditure for the acquisition of intangible assets (except for usufructuary rights), tangible assets	-92,524,350.61	-66,500,868.69
Cash expenditure for the acquisition of shares and capital increases in associated companies and real estate held as financial investments	-2,345,827.98	-353,346.99
CASH FLOW FROM INVESTMENT ACTIVITY	-502,222,250.33	-404,070,502.13
Receipts from raising financial debt	1,806,063,604.11	429,603,923.80
Dividends paid out	-70,000,000.00	-90,000,000.00
Cash expenditure from repayment of financial debt	-2,288,869,703.10	-535,240,213.04
CASH FLOW FROM FINANCING ACTIVITY	-552,806,098.99	-195,636,289.24
OPENING BALANCE OF CASH AND CASH EQUIVALENTS	178,651,501.75	16,961,391.93
Cash flow from operational activities	888,283,158.65	761,396,901.19
Cash flow from investment activity	-502,222,250.33	-404,070,502.13
Cash flow from financing activity	-552,806,098.99	-195,636,289.24
CLOSING BALANCE OF CASH AND CASH EQUIVALENT	11,906,311.08	178,651,501.75

ECONOMIC SITUATION

Assets

	31.12.2017		31.12.2016		31.12.2015	
	TSD €	%	TSD €	%	TSD €	%
Non-current assets	16,161,688.00	97.89	15,697,056.00	96.91	15,323,685.00	97.91
Current assets	348,423.00	2.11	499,749.00	3.09	326,425.00	2.09
Non-current assets held for sale	35.00	0.00	642.00	0.00	0.00	0.00
	16,510,147.00	100.00	16,197,446.00	100.00	15,650,110.00	100.00

The non-current assets are mainly dominated by intangible assets, which essentially consist of the usufructuary right (new constructions) to the primary road network. The usufructuary right grows with the acquisition and manufacturing costs for the infrastructure. The value of the usufructuary right (incl. advance payments and assets under construction usufructuary right) rose by EUR 441 million in 2017 (2016 EUR 405 million).

Tangible assets (EUR 544 million) primarily consist of tolling facilities, traffic control systems and investments in corporate network infrastructure as well as investments in IT infrastructure.

Current assets essentially include income from billing for toll stickers and receivables from HGV tolling with a remaining maturity of up to one year. Furthermore, the liquid funds, inventories, valuation of the short-term derivatives (see Notes point 4.21) and the receivables from Austrian and foreign tax authorities are also some of the items included here. The decrease over the previous year of about EUR 151 million is mainly attributable to the decrease in bank balances of about EUR 171 million over the previous year.

Equity + Liabilities

	31.12.2017		31.12.2016		31.12.2015	
	TSD €	%	TSD €	%	TSD €	%
Internally generated equity	4,717,488.00	28.57	4,108,062.00	25.36	3,594,042.00	22.96
Externally generated equity	467,049.00	2.83	467,049.00	2.88	467,049.00	2.98
Equity	5,184,537.00	31.40	4,575,111.00	28.25	4,061,091.00	25.95
Non-current liabilities	10,139,161.00	61.41	9,398,376.00	58.02	10,715,249.00	68.47
Current liabilities	1,186,449.00	7.19	2,223,959.00	13.73	873,770.00	5.58
	16,510,147.00	100.00	16,197,446.00	100.00	15,650,110.00	100.00

Equity (incl. profit carry forward) rose by the net profit for 2017, adjusted for the distribution of a dividend of EUR 100 million and other income (revaluation in accordance with IAS 19, valuation reserve in accordance with IAS 39). In the field of existing financial liabilities, a modification of due dates for outside capital resulted in a reclassification from current to long-term items. The reason for this is primarily that there are redemptions of non-current financial liabilities amounting to around EUR 1.3 billion in total (nominal value) and that there will be no redemptions of bonds in 2018.

Said redemption was contrasted with financing in the form of a EUR 750 million bond with a maturity of seven years and a coupon of 0.25%.

Sales and Result

	2017	2016	2015
	TSD €	TSD €	TSD €
Sales revenues	2,532,024.00	2,384,554.00	2,312,091.00
Earnings before interest, taxes, depreciation and amortisation (EBITDA)	1,324,135.00	1,214,208.00	1,144,622.00
in % of sales	52.30	50.92	49.51
Appreciation, depreciation and amortisation	-70,909.00	-70,215.00	-68,301.00
Earnings before interest and tax (EBIT)	1,253,226.00	1,143,993.00	1,076,321.00
in % of sales	49.50	47.98	46.55
Financial result	-310,076.00	-326,109.00	-348,038.00
Earnings before tax on income (EBT)	943,150.00	817,884.00	728,283.00
in % of sales	37.25	34.30	32.13
NET PROFIT/LOSS FOR THE PERIOD	709,068.00	615,144.00	549,040.00
in % of sales	28.00	25.80	24.22
ACCUMULATED PROFIT/LOSS FOR THE GROUP	4,711,170.00	4,101,744.00	3,587,724.00

Toll revenues increased on the whole by about EUR 112 million (5.8%) in 2017.

Expenses for materials and other purchased services (EUR 953 million) that have an effect on the result for the period (hence, excluding usufructuary rights) remained virtually unchanged as compared with 2016 (+EUR 1.2 million).

The financial result improved by around EUR 16 million, which is basically attributable to a reduction in the interest level.

At EUR 943 million, the EBIT for 2017 is EUR 125 million above the previous year's level (EUR 818 million).

After deduction of taxes, the profit for the period 2017 (EUR 709 million) is around EUR 94 million (+15%) higher than in 2016.

Breakdown of revenues

	2017		2016		2015	
	TSD €	%	TSD €	%	TSD €	%
Revenue from special toll sections	168,386.00	6.36	172,698.00	6.92	157,225.00	6.49
Revenue from toll stickers	491,932.00	18.58	472,218.00	18.93	449,271.00	18.55
Revenue from truck tolls	1,370,014.00	51.74	1,273,570.00	51.06	1,252,531.00	51.71
Revenue from letting/leasing	31,806.00	1.20	31,537.00	1.26	30,290.00	1.25
Revenues from enforcement	31,620.00	1.19	32,209.00	1.29	30,793.00	1.27
Other sales revenues	133.00	0.01	173.00	0.01	234.00	0.01
Revenue from billing to third parties	438,135.00	16.55	402,148.00	16.12	391,746.00	16.17
SALES REVENUES	2,532,024.00	95.63	2,384,554.00	95.60	2,312,091.00	95.45
OWN WORK CAPITALISED	6,093.00	0.23	5,076.00	0.20	5,585.00	0.23
Income from disposal of fixed assets	3,924.00	0.15	4,084.00	0.16	17,083.00	0.71
Income from fines	83,487.00	3.15	79,525.00	3.19	64,191.00	2.65
Any other income	22,318.00	0.84	21,118.00	0.85	23,443.00	0.97
OTHER REVENUES	109,729.00	4.14	104,727.00	4.20	104,717.00	4.32
SALES REVENUES AND INCOME	2,647,846.00	100.00	2,494,357.00	100.00	2,422,393.00	100.00

The increase of 7.6% in toll revenues from vehicles > 3.5 t maximum permissible weight is attributable to a mileage increase compared to 2016 and valorisation of the rates.

The increase in toll sticker revenues is attributable to a volume increase (4.1%) and statutory valorisation of the rates.

The decrease in special toll revenues compared to 2016 is explained by the temporary closure of the Arlberg Tunnel in 2017.

Revenues from amounts invoiced to third parties essentially correspond to the expenses incurred for constructing and expanding the road infrastructure and rose by some EUR 36 million compared with 2016.

The higher revenues from fines (+4 million) compared to 2016 are mainly explained by the EU-wide exchange of vehicle and driving license data (EUCARIS) introduced in 2016 and consistently applied in 2017.

Breakdown of expenses

	2017		2016		2015	
	TSD €	%	TSD €	%	TSD €	%
Cost of materials and purchased services	953,145.00	68.34	917,949.00	67.98	924,936.00	68.71
Personnel expenses	188,719.00	13.53	187,701.00	13.90	180,015.00	13.37
Other expenses	181,848.00	13.04	174,499.00	12.92	172,820.00	12.84
Appreciation, depreciation, amortisation and impairment	70,909.00	5.08	70,215.00	5.20	68,301.00	5.07
EXPENSES	1,394,621.00	100.00	1,350,364.00	100.00	1,346,071.00	100.00

At EUR 953 million, the cost of material and services received is above the previous year's level (+EUR 35 million). This includes (among others) the expenses for services received amounting to EUR 951 million, which rose by about EUR 87 million compared to 2016 and the cost of material (EUR 67 million) that decreased over 2016 by EUR 24 million. Income from the capitalisation of services purchased for investments of around EUR 66 million was deducted.

Personnel expenses are roughly at the level of the previous year (+0.5%).

Cash flow statement

	2017	2016	2015
	TSD €	TSD €	TSD €
Cash flow from operating activities	888,283.00	761,397.00	554,952.00
Cash flow from investing activities	-502,222.00	-404,071.00	-470,396.00
Cash flow from financing activities	-552,806.00	-195,636.00	-90,329.00
CHANGE IN CASH AND CASH EQUIVALENTS	-166,745.00	161,690.00	-5,773.00
Opening balance of cash and cash equivalents	178,651.00	16,961.00	22,734.00
CLOSING BALANCE OF CASH AND CASH EQUIVALENTS	11,906.00	178,651.00	16,961.00

In 2017, cash flow from operating activities amounted to EUR 888 million and is thus around EUR 127 million above the previous year's figure. ASFINAG's investment activity amounting to EUR 502 million was also above the level of 2016. This results in an overall positive cash flow before financing (free cash flow) of EUR 386 million for 2017.

Cash flow from financing activities (EUR 553 million) shows a closing balance of funds of around EUR 12 million, calculated with due regard to the opening balance of cash and cash equivalents. The increase in cash flow from financing activities compared to the previous year is attributable, among other things, to the fact that the 2017 bond redemption of EUR 1.3 billion (nominal value) was refinanced through an issue with a significantly lower nominal value (EUR 750 million).

Profitability

		2017	2016	2015
Return on sales s.l. (%)	Operational result (EBIT) / Sales revenues	49.50	47.98	46.55
Return on sales s.s. (%)	Net profit/loss for the period / Sales revenues	28.00	25.80	23.75
Return on total capital (%)	Operational result (EBIT) / ϕ Total assets	7.66	7.18	6.97
Return on equity (%)	Net profit/loss for the period / ϕ Equity	14.53	14.25	14.31

The return on sales, in the broader sense, increased compared to 2016, since growth for the EBIT was significantly stronger than for sales revenue. The return on sales also increased considerably, in the broader sense, due to the results for the period, which increased by about 15%.

The return on total capital increased slightly due to the EBIT, which increased more strongly compared to the higher balance sheet total. The return on equity increased slightly compared to the previous year as the result for the period (+15%) increased by more than the average equity capital (+13%).

NON-FINANCIAL PERFORMANCE INDICATORS

Headcount as of 31 December 2017

	Total 2017	ASFINAG 2017	Staff in provinces 2017	Total 2016	Total 2015
ASFINAG-Holding	145.00	145.00	0.00	141.00	145.00
ASFINAG Service GmbH	1,472.00	1,014.00	458.00	1,451.00	1,461.00
ASFINAG Alpenstraßen GmbH	252.00	252.00	0.00	250.00	246.00
ASFINAG Bau Management GmbH	286.00	274.00	12.00	284.00	265.00
ASFINAG Maut Service GmbH	625.00	625.00	0.00	608.00	593.00
ASFINAG Commercial Services GmbH	0.00	0.00	0.00	0.00	0.00
ASFINAG European Toll Services GmbH	0.00	0.00	0.00	0.00	0.00
TOTAL HEADCOUNTS	2,780.00	2,310.00	470.00	2,734.00	2,710.00

Total headcount as of the reference date of 31 December increased by 46 as compared with 2016. Out of a total headcount of 2,780, 55 are temporary staff employed to cover peaks in workload as of 31 December 2017.

As of the end of 2017, a total of 17 apprentices were undergoing training, and there are no trainees at present.

At around 2.4%, employee turnover remained at a consistently low level in 2017. Seasonal workers, trainees, apprentices and staff employed by the federal provinces are not included in this figure.

For 2017, the non-financial statement required for the Group management report was prepared for the first time in the form of a separate consolidated non-financial report. This report is available to download from ASFINAG's website at <https://www.asfinag.at/ueber-uns/unternehmen/unternehmensberichte/> (<https://www.asfinag.at/ueber-uns/unternehmen/unternehmensberichte/>).

SCHEDULE OF FIXED ASSET TRANSACTIONS IFRS

Tangible assets

Tangible assets	Land	Buildings	Plant and equipment	Operating and office equipment	Vehicles and moveable assets	Advance payments and construction in progress	Total
ACQUISITION COSTS							
As at 01.01.2017	19,171,311.15	232,280,101.87	652,714,004.95	29,589,474.65	147,211,258.20	31,528,604.58	1,112,494,755.40
Additions	0.00	1,788,804.88	42,754,481.78	3,363,857.84	16,379,564.32	20,558,217.30	84,844,926.12
Reclassifications	0.00	1,557,636.17	12,774,566.52	238,259.48	0.00	-12,964,728.91	1,605,733.26
Disposals	-48,887.13	-405,070.33	-55,082,015.46	-1,252,789.94	-6,767,203.18	-210,145.18	-63,766,111.22
AS AT 31.12.2017	19,122,424.02	235,221,472.59	653,161,037.79	31,938,802.03	156,823,619.34	38,911,947.79	1,135,179,303.56
DEPRECIATION AND IMPAIRMENT OF VALUE							
As at 01.01.2017	0.00	130,756,731.87	362,114,509.35	20,303,535.19	79,403,017.20	449,265.43	593,027,059.04
Depreciation	0.00	6,680,716.05	37,494,280.92	3,384,459.82	12,070,209.32	0.00	59,629,666.11
Impairment of value	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Disposals	0.00	-405,047.33	-53,593,233.19	-1,235,843.44	-6,137,069.18	-22,521.35	-61,393,714.49
Reclassifications (allowance for depreciation)	0.00	0.00	-5,914.89	0.00	0.00	0.00	-5,914.89
AS AT 31.12.2016	0.00	137,032,400.59	346,009,642.19	22,452,151.57	85,336,157.34	426,744.08	591,257,095.77
CARRYING AMOUNT AT 31.12.2017	19,122,424.02	98,189,072.00	307,151,395.60	9,486,650.46	71,487,462.00	38,485,203.71	543,922,207.79
CARRYING AMOUNT AT 31.12.2016	19,171,311.15	101,523,370.00	290,599,495.60	9,285,939.46	67,808,241.00	31,079,339.15	519,467,696.36

Intangible assets

Intangible assets	Usufructuary rights	Advance payment usufructuary rights	Rights and licenses	Goodwill	Advance payments intangible assets	Total
ACQUISITION COSTS						
As at 01.01.2017	13,783,016,395.89	998,827,546.88	108,873,694.55	153,032,137.39	10,760,966.28	15,054,510,740.99
Additions	95,200,684.02	346,656,098.65	10,527,419.60	0.00	1,163,694.70	453,547,896.97
Reclassifications	371,807,136.27	-372,622,879.30	2,896,809.18	0.00	-4,502,542.44	-2,421,476.29
Disposals	-60,606.70	0.00	-8,747,795.06	0.00	-401,040.14	-9,209,441.90
AS AT 31.12.2017	14,249,963,609.48	972,860,766.23	113,550,128.27	153,032,137.39	7,021,078.40	15,496,427,719.77
DEPRECIATION						
As at 01.01.2017	0.00	0.00	87,936,574.08	0.00	0.00	87,936,574.08
Depreciation	0.00	0.00	11,305,217.37	0.00	0.00	11,305,217.37
Disposals	0.00	0.00	-8,510,975.54	0.00	0.00	-8,510,975.54
Reclassifications (allowance for depreciation)	0.00	0.00	5,914.89	0.00	0.00	5,914.89
AS AT 31.12.2017	0.00	0.00	90,736,730.80	0.00	0.00	90,736,730.80
CARRYING AMOUNT AT 31.12.2017	14,249,963,609.48	972,860,766.23	22,813,397.47	153,032,137.39	7,021,078.40	15,405,690,988.97
CARRYING AMOUNT AT 31.12.2016	13,783,016,395.89	998,827,546.88	20,937,120.47	153,032,137.39	10,760,966.28	14,966,574,166.91

IFRS schedule of consolidation

Company	Registered office	Share in %	Consolidation method	Local currency
Autobahnen- und Schnellstraßen-Finanzierungs-Aktiengesellschaft	Vienna		HOLDING	EUR
ASFINAG Service GmbH	Ansfelden	85.00	FULL	EUR
ASFINAG Alpenstraßen GmbH	Innsbruck	51.00	FULL	EUR
ASFINAG Bau Management GmbH	Vienna	100.00	FULL	EUR
ASFINAG Maut Service GmbH	Salzburg	100.00	FULL	EUR
ASFINAG Commercial Services GmbH	VIENNA	100.00	FULL	EUR
ASFINAG European Toll Service GmbH	VIENNA	100.00	FULL	EUR
Verkehrsauskunft Österreich VAO GmbH	VIENNA	26.00	EQUITY	EUR

Key Figures

Financial key figures in EUR mil.	2017	Delta in %	2016	2015
Toll revenues	2,030.00	5.80%	1,919.00	1,859.00
thereof toll revenues from cars	660.00	2.40%	645.00	606.00
thereof toll revenues from special toll sections	168.00	-2.50%	173.00	157.00
thereof toll revenues from toll stickers	492.00	4.20%	472.00	449.00
number of toll stickers sold (in millions)	27.40	3.80%	26.40	25.30
thereof toll revenues from HGV	1,370.00	7.60%	1,274.00	1,253.00
Financial result (interest expense)	-310.00	-4.90%	-326.00	-348.00
Result for the period	709.00	15.30%	615.00	549.00
Cash flow before financing activity (free cash flow)	386.00	8.00%	357.00	84.00
Balance sheet total	16,510.00	1.90%	16,197.00	15,650.00
Equity	5,185.00	13.30%	4,575.00	4,061.00
Equity ratio	31.40%	11.20%	28.20%	25.90%
Current and non-current liabilities	11,325.00	-2.60%	11,622.00	11,589.00
Infrastructure investment programme	956.00	5.40%	907.00	951.00
thereof new construction	443.00	9.10%	406.00	394.00
thereof structural maintenance	442.00	-4.50%	463.00	496.00

Operational key figures	2017	Delta in %	2016	2015
Distance travelled for vehicles ≤ 3.5 t mpw in mill. vehicle km/year (m+e)	27,992.00	2.60%	27,274.00	26,432.00
Distance travelled for vehicles > 3.5 t mpw in mill. vehicle km/year (m+e)	3,616.00	3.40%	3,496.00	3,335.00
Total distance travelled in mill. vehicle km/year (m+e)	31,608.00	2.70%	30,770.00	29,767.00
Existing road network in km	2,223.00	1.10%	2,199.00	2,199.00
Headcount (incl. staff based in federal provinces / as of 31.12) *)	2,780.00	1.70%	2,734.00	2,710.00

*) The rate of change was calculated using non-rounded numbers.



CORPORATE GOVERNANCE REPORT

Corporate Governance Report Pursuant to the Federal Public Corporate Governance Codex

Introduction

The ASFINAG Group wants to boost the confidence of customers, employees and the general public through a transparent, prompt and detailed information policy. As a capital market oriented company, and due to high public interest, the ASFINAG Group bases the design and communication of its company management around international standards and best practice methods.

The ASFINAG Group pursues a corporate strategy as required for the benefit of the company, taking into consideration the strategy of the owner, the Republic of Austria, and the employees. The Board of Management reports regularly to the Supervisory Board concerning business development and submits to them specific business transactions for approval in accordance with the statutes and the law. The strategic orientation is carried out in close consultation with the Supervisory Board.

Federal Public Corporate Governance Codex (in short: "B-PCGK")

At the end of October 2012, the Austrian Government approved the Federal Public Corporate Governance Codex (B-PCGK). The B-PCGK applies to companies whose direct or indirect majority shareholder is the Republic of Austria; it must therefore be applied by the companies of the ASFINAG Group. The ASFINAG Group recognises the principles defined in the B-PCGK. Accordingly, the formal implementation of the B-PCGK was carried out in the ASFINAG Group for the first time in the fiscal year 2013 as mandatorily envisaged by the codex. Observance of this Codex is anchored in the set of rules of the ASFINAG Group, through which the implementation is ensured. In 2017, the Austrian Federal Government subjected the B-PCGK to a revision. This report follows the corresponding guidelines.

In accordance with Sections 12 and 15 of the B-PCGK, all companies subject to the codex are to prepare their own corporate governance report and publish it on the internet. As seen in the organisational structure of the ASFINAG Group, Autobahnen- und Schnellstraßen-Finanzierungs Aktiengesellschaft is at the top of the structure. Since it provides specific services as the Group holding company (e.g. financing, human resources, legal services) for the entire ASFINAG Group, Autobahnen- und Schnellstraßen Finanzierungs-Aktiengesellschaft decided for reasons of transparency, clarity and efficiency and in accordance with Section 5.1.4 of the B-PCGK to prepare and publish a joint corporate governance report for all companies.

Verkehrsauskunft Österreich VAO GmbH listed below for the sake of completeness publishes its own report on its website. The structure of the ASFINAG Group is shown in the following:



Autobahnen- und Schnellstraßen-Finanzierungs-Aktiengesellschaft

Board of Management

In the fiscal year 2017, the Board of Management consisted of two members and of three members for a short transition period of two weeks, Alois Schedl, Klaus Schierhackl and Karin Zipperer.

Name	Year of birth	Date of initial appointment	End of the current term of office
Alois SCHEDL	1952	25.10.2007	30.09.2017
Klaus SCHIERHACKL	1968	25.10.2007	14.09.2022
Karin ZIPPERER	1969	15.09.2017	14.09.2022

Supervisory board mandates that are outside the Group, or comparable functions that go beyond the ones listed in this report:

Klaus SCHIERHACKL:

Chairman of the Advisory Board of ÖVG GmbH
(Austrian Society for Traffic and Transport Science)

Member of the Board of Management of VÖWG
(Austrian Association for Public and Social Economy)

Vice-President and Member of the Board of Directors
of IBTTA (International Bridge, Tunnel and Turnpike
Association)

Member of the Supervisory Board of ERTICO
(European Road Transport Telematics
Implementation Coordination Organisation)

Head of the Alland agricultural community

Alois SCHEDL:

President of ATTC (Austrian Traffic Telematics Cluster)

Member of the Board of Management of FSV
(Austrian Research Association for Road – Rail –
Transport)

Board of Management of öbv (Austrian Society for
Construction Technology)

Administrative Board at ÖIAV (Austrian
Association of Engineers and Architects)

Karin ZIPPERER:

Chairwoman of the Supervisory Board of Austro

Control GmbH

Chairwoman of the Supervisory Board of ARWAG Holding AG

Member of the Supervisory Board of Kärntner Flughafen Betriebsgesellschaft m.b.H

President of ATTC (Austrian Traffic Telematics Cluster)

Member of the Board of Management of öbv (Austrian Society for Construction Technology)

These functions are approved by the Supervisory Board.

FUNCTION AND ALLOCATION OF DUTIES

The allocation of duties and cooperation of the Board of Management is regulated in the rules of procedure. Furthermore, they contain the information and reporting duties of the Board of Management and a catalogue of the measures that require approval by the Supervisory Board or its working committee. This also includes significant business transactions of the most important subsidiary companies.

The areas of responsibility of the members of the Board of Management were defined by the Supervisory Board as follows, irrespective of the overall responsibility of the Board of Management:

Alois SCHEDL		Klaus SCHIERHACKL	
Karin ZIPPERER			
ASFINAG Bau Management GmbH: Management of the division "Planning, Construction and Structural Preservation"			ASFINAG Maut Service GmbH: Management of the toll division
ASFINAG service companies: Management of the division "Operational maintenance including operations"			ASFINAG Commercial Services GmbH
Technical Coordination			ASFINAG European Toll Service GmbH
Corporate Service: Marketing and Communication			Strategy, International Affairs and Innovation
			Motorway Service Stations and Properties
			Corporate Services: Financing and Accounting, Corporate Auditing, Human Resources, Quality Management, Controlling, Costs and Toll Tariffs, Legal and Purchasing

There is no chairman of the board since the Board of Management consists of only two persons.

REMUNERATION OF MANAGEMENT

The total remuneration of the Board of Management of Autobahnen- und Schnellstraßen-Finanzierungs-Aktiengesellschaft consists of fixed and variable remuneration components, with the variable component being limited to a maximum annual amount. For each fiscal year, objectives are agreed on with the Steering Committee of the Supervisory Board at the beginning of the year, which include both the achievement of financial key performance indicators (result for the year, cost-efficiency objectives, etc.) as well as performance criteria that are not of a financial type (e.g. network planning, customer satisfaction, etc.). At the end of each fiscal year, the agreed values are compared to the actually achieved values, with a payout being made corresponding to the level of achievement.

The composition of the remuneration of management in the Group (managing directors and managerial staff) follows these principles.

The Board of Management and the management of the ASFINAG Group have pension fund agreements in accordance with the federal regulation on specimen contracts (*Bundesvertragsschablonenverordnung*), according to which the company pays ten percent of the fixed salary to a pension fund. No such agreements exist for the management of ASFINAG Commercial Services GmbH and ASFINAG European Toll Service GmbH as well as for Mr Schedl and Ms Lutter.

Name	Fixed remuneration 2017, gross	Variable remuneration for performance year 2017, gross	Benefits in kind, annual
DI Alois SCHEDL	EUR 197,921.00	EUR 44,325.00	EUR 8,771.00
Dr. Klaus SCHIERHACKL	EUR 270,000.00	EUR 59,112.00	EUR 11,694.00
Mag. ^a Karin ZIPPERER, MBA	EUR 83,976.00	EUR 16,866.00	EUR 2,874.00

CONCLUSION ENTITLEMENTS

At the end of the employment relationship, members of the Board of Management are entitled to the corresponding application of Section 23 AngG (Salaried Employees Act), with the periods of service in the ASFINAG Group being included. The variable remuneration components are contractually excluded for the calculation base according to the Salaried Employees Act.

Supervisory Board:

The foundation for the work of the Supervisory Board is primarily formed by the Stock Corporation Act (*Aktiengesetz*), the company's articles of incorporation, the rules of procedure for the Supervisory Board and the B-PCGK.

MEMBERS OF THE SUPERVISORY BOARD

The Supervisory Board of Autobahnen- und Schnellstraßen-Finanzierungs-Aktiengesellschaft included the following members in the fiscal year 2017:

Name and function	Year of birth	Date of initial appointment	End of the current term of office
Claudia KAHR, Chairperson Chairperson of the Audit Committee Chairperson of the Steering Committee	1955	23.06.2010	15.12.2017
Herbert KASSER, Deputy Chairperson Deputy Chairperson of the Audit Committee Deputy Chairperson of the Steering Committee	1964	24.05.2007	AGM 2022
Maria KUBITSCHEK, Member Member of the Audit Committee	1962	24.05.2007	AGM 2022
Kurt EDER, Member Member of the Audit Committee	1946	04.09.2014	AGM 2022
Nikolaus GRETZMACHER, Member Member of the Audit Committee	1975	04.09.2014	AGM 2022
Roman GRÜNERBL, Chairman of Group Works Council Member of the Audit Committee	1966	10.04.2014	Posting for indefinite period
Richard LOIDL, Chairman of the Works Council Member of the Audit Committee	1970	15.03.2017	22.11.2017
Ursula ZORTEA-EHRENBRANDTNER, Chairperson of the Works Council of ASFINAG Member of the Audit Committee	1966	15.02.2013	Posting for indefinite period

REMUNERATION OF SUPERVISORY BOARD MEMBERS

Employees of the ASFINAG Group have no claim to remuneration and attendance fees. To the extent that members of the supervisory board are civil servants of the federal government, their remuneration must be transferred to the account of the Federal Ministry of Finance.

The Annual General Meeting (AGM) determines yearly the remuneration of the Supervisory Board members that it elects for the prior fiscal year. The AGM 2017 decided on the following remuneration scheme for the fiscal year 2017:

Function in the Supervisory Board	Remuneration p.a.	Attendance fee/meeting
Chairperson	EUR 8,000.00	EUR 1,000.00
Deputy	EUR 6,000.00	EUR 750.00
Member	EUR 4,000.00	EUR 500.00

Remuneration and attendance fees amounting to around EUR 49,300 were paid out to the Supervisory Board in the fiscal year 2017.

ASFINAG Bau Management GmbH

Management

In the fiscal year 2017, the management consisted of two members, Gernot Brandtner and Alexander Walcher.

Name	Year of birth	Date of initial appointment	End of the current term of office
Gernot BRANDTNER	1965	01.03.2008	28.02.2018
Alexander WALCHER	1969	01.03.2008	28.02.2023

Supervisory board mandates that are outside the Group or comparable functions that go beyond the ones listed in this report:

Gernot BRANDTNER:

Board of Management of öbv (Austrian Society for Construction Technology)

Alexander WALCHER:

Member of Advisory Board of FSV (Austrian Research Association for Road – Rail – Transport)

Vice-President of the Board of Trustees of the Austrian national committee of AIPCR/PIARC (World Road Organisation)

These functions are approved by the Supervisory Board.

FUNCTION AND ALLOCATION OF DUTIES

The allocation of duties and cooperation of the management is regulated in the rules of procedure. Furthermore, they contain the information and reporting duties of the management and a catalogue of the measures that require approval by the Supervisory Board or its working committee.

The areas of responsibility of the members of the management were defined by the Supervisory Board as follows, irrespective of the overall responsibility of the management:

Gernot BRANDTNER	Alexander WALCHER
Construction	Planning
E & M	Real Estate Acquisition
Special responsibilities: Technology, Innovation and Environment	Human Resources
	Project Controlling/Controlling
	Special responsibilities: Construction Management and Construction Tendering

REMUNERATION OF MANAGEMENT

The total remuneration of the management of ASFINAG Bau Management GmbH consists of fixed and variable remuneration components, with the variable component being limited to a maximum annual amount.

Name	Fixed remuneration 2017, gross	Variable remuneration for performance year 2017, gross	Benefits in kind, annual
DI Gernot BRANDTNER	EUR 145,000.00	EUR 34,468.00	EUR 8,074.00
Alexander WALCHER	EUR 145,000.00	EUR 34,468.00	EUR 9,767.00

CONCLUSION ENTITLEMENTS

At the end of the employment relationship, managers are entitled to the corresponding application of Section 23 AngG (Salaried Employees Act), with the periods of service in the ASFINAG Group being included.

Supervisory Board

The foundation for the work of the Supervisory Board is primarily formed by the Limited Liability Companies Act (*GmbH-Gesetz*), the company's articles of association, the rules of procedure for the Supervisory Board and the B-PCGK.

MEMBERS OF THE SUPERVISORY BOARD

The Supervisory Board of ASFINAG Bau Management GmbH included the following members in the fiscal year 2017:

Name and function	Year of birth	Date of initial appointment	End of the current term of office
Alois SCHEDL, Chairman Chairman of the Steering Committee	1952	11.03.2009	AGM 2019
Karin ZIPPERER, Chairman Chairperson of the Steering Committee	1969	13.09.2017	AGM 2019
Klaus SCHIERHACKL, Deputy Chairman Deputy Chairman of the Steering Committee	1968	11.03.2009	AGM 2019
Judith ENGEL, Member	1977	25.02.2016	o. GV 2021
Doris FISCHER, Member	1983	30.04.2013	AGM 2018
Hans Georg JODL, Member	1947	28.02.2013	AGM 2018
Christa BOCK, Member	1972	01.02.2017	AGM 2021
Wolfgang EBERHART, Chairman of the Works Council	1962	27.10.2014	Posting for indefinite period
Andreas HIRT, Works Council	1977	19.07.2011	04.05.2017
Walter LANIATOR, Works Council	1976	16.05.2013	Posting for indefinite period
Richard LOIDL, Works Council	1963	26.05.2013	Posting for indefinite period

REMUNERATION OF SUPERVISORY BOARD MEMBERS

Employees of the ASFINAG Group have no claim to remuneration and attendance fees. To the extent that members of the supervisory board are civil servants of the federal government, their remuneration must be transferred to the account of the Federal Ministry of Finance.

The Annual General Meeting (AGM) determines yearly the remuneration of the Supervisory Board members that it elects for the prior fiscal year. The AGM 2017 decided on the following remuneration scheme for the fiscal year 2017:

Function in the Supervisory Board	Remuneration p.a.	Attendance fee/meeting
Chairperson	EUR 2,250.00	EUR 150.00
Deputy	EUR 1,850.00	EUR 150.00
Member	EUR 1,500.00	EUR 150.00

Remuneration and attendance fees amounting to around EUR 9,200 were paid out to the Supervisory Board in the fiscal year 2017.

ASFINAG Service GmbH

Management

In the fiscal year 2017, the management consisted of two members, Josef Fiala and Rainer Kienreich.

Name	Year of birth	Date of initial appointment	End of the current term of office
Dr. Josef FIALA	1962	28.06.2010	30.09.2020
Mag. Rainer KIENREICH	1968	16.09.2009	31.10.2019

Supervisory board mandates that are outside the Group, or comparable functions that go beyond the ones listed in this report:

Josef FIALA:

Chairman of the Board of ATTC (Austrian Traffic Telematics Cluster)

Chairman of the Board of ITS Austria Plattform (Intelligent Transport Systems)

Member of the Board of Directors of ITS World Congress

Rainer KIENREICH:

Vice-President of GSV (Austrian Association for Transport and Infrastructure)

President of ASTRAD (Highways Agency)

Member of the Board of Management of OEGG (Austrian Society for Geomechanics)

Member of the Steering Committee of ÖVDAT (Austrian Institute for Traffic Data Infrastructure)

These functions are approved by the Supervisory Board.

FUNCTION AND ALLOCATION OF DUTIES

The allocation of duties and cooperation of the management is regulated in the rules of procedure. Furthermore, they contain the information and reporting duties of the management and a catalogue of the measures that require approval by the Supervisory Board or its working committee.

The areas of responsibility of the members of the management were defined by the Supervisory Board as follows, irrespective of the overall responsibility of the management:

Josef FIALA	Rainer KIENREICH
Operational Maintenance	Network Planning
Traffic Management	Asset Management
Corporate Services: <ul style="list-style-type: none"> • Human Resources • Controlling • Worker Protection 	Maintenance of Electromechanical Equipment
Special responsibilities: <ul style="list-style-type: none"> • Real Estate and Insurance • Fleet Management 	Special responsibilities: Tunnel Management

REMUNERATION OF MANAGEMENT

The total remuneration of the management of ASFINAG Service GmbH consists of fixed and variable remuneration components, with the variable component being limited to a maximum annual amount.

Name	Fixed remuneration 2017, gross	Variable remuneration for performance year 2017, gross	Benefits in kind, annual
Dr. Josef FIALA	EUR 145,000.00	EUR 35,000.00	EUR 8,010.00
Mag. Rainer KIENREICH	EUR 145,000.00	EUR 35,000.00	EUR 9,600.00

CONCLUSION ENTITLEMENTS

At the end of the employment relationship, managers are entitled to the corresponding application of Section 23 AngG (Salaried Employees Act), with the periods of service in the ASFINAG Group being included.

Supervisory Board

The foundation for the work of the Supervisory Board is primarily formed by the Limited Liability Companies Act (*GmbH-Gesetz*), the company's articles of association, the rules of procedure for the Supervisory Board and the B-PCGK.

MEMBERS OF THE SUPERVISORY BOARD

The Supervisory Board of ASFINAG Service GmbH included the following members in the fiscal year 2017:

Name and function	Year of birth	Date of initial appointment	End of the current term of office
Alois SCHEDL, Chairman Chairman of the Audit Committee Chairman of the Personnel Committee	1952	11.03.2010	20.09.2017
Karin ZIPPERER, Chairperson Chairperson of the Audit Committee Chairperson of the Personnel Committee	1969	20.09.2017	AGM 2022
Klaus SCHIERHACKL Deputy Chairman of the Audit Committee Deputy Chairman of the Personnel Committee	1968	11.03.2010	AGM 2020
Karl LAUTNER, Member	1956	11.03.2010	AGM 2020
Christian NAGL, Member Member of the Audit Committee	1967	11.03.2010	AMG 2020
Josef DECKER, Member	1965	18.02.2015	AGM 2020
Bernhard ENGLEDER, Member Member of the Audit Committee	1954	11.03.2010	AGM 2020
Wolfgang HECKENAST, Deputy Chairman	1977	10.06.2015	AGM 2020

Name and function	birth	appointment	office
Günther KNÖTIG, Member	1956	10.06.2015	AGM 2020
Hannes KÖBERL, Member	1966	31.10.2013	AGM 2018
Franz SCHWAMMENHÖFER, Member	1967	16.03.2012	AGM 2020
Günter ECK 1st Deputy Chairman of the Central Works Council Member of the Audit Committee	1975	11.03.2010	Posting for indefinite period
Gerhard FUCHS, Works Council	1970	11.03.2010	Posting for indefinite period
Christian PIRIBAUER Chairman of the Central Works Council Member of the Audit Committee	1965	10.02.2015	Posting for indefinite period
Martin PRETTERHOFER, Works Council	1977	01.09.2016	Posting for indefinite period
Walter ROSENMAYER, Works Council	1962	07.09.2017	Posting for indefinite period
Ing. Reinhard ÜBERWIMMER, Works Council	1957	11.01.2017	01.09.2017

REMUNERATION OF SUPERVISORY BOARD MEMBERS

Employees of the ASFINAG Group have no claim to remuneration and attendance fees. To the extent that members of the supervisory board are civil servants of the federal government, their remuneration must be transferred to the account of the Federal Ministry of Finance.

The Annual General Meeting (AGM) determines yearly the remuneration of the Supervisory Board members that it elects for the prior fiscal year. The AGM 2017 decided on the following remuneration scheme for the fiscal year 2017:

Function in the Supervisory Board	Remuneration p.a.	Attendance fee/meeting
Chairperson	EUR 2,250.00	EUR 170.00
Deputy	EUR 1,850.00	EUR 170.00
Member	EUR 1,500.00	EUR 170.00

Remuneration and attendance fees amounting to around EUR 18,800 were paid out to the Supervisory Board in the fiscal year 2017.

ASFINAG Alpenstraßen GmbH

Management

In the fiscal year 2017, the management consisted of one member, Stefan Siegele.

Name	Year of birth	Date of initial appointment	End of the current term of office
Stefan SIEGELE	1970	01.01.2017	31.12.2021

Supervisory board mandates that are outside the Group, or comparable functions that go beyond the ones listed in this report:

None

FUNCTION AND ALLOCATION OF DUTIES

The rules of procedure contain the information and reporting duties of the management and a catalogue of the measures that require approval by the Supervisory Board or its working committee.

REMUNERATION OF MANAGEMENT

The total remuneration of the management of ASFINAG Alpenstraßen GmbH consists of fixed and variable remuneration components, with the variable component being limited to a maximum annual amount.

Name	Fixed remuneration 2017, gross	Variable remuneration for performance year 2017, gross	Benefits in kind, annual
Stefan SIEGELE	EUR 120,000.00	EUR 20,000.00	EUR 9,329.00

CONCLUSION ENTITLEMENTS

At the end of the employment relationship, the manager is entitled to the corresponding application of Section 23 AngG (Salaried Employees Act), with the periods of service in the ASFINAG Group being included.

Supervisory Board

The foundation for the work of the Supervisory Board is primarily formed by the Limited Liability Companies Act (*GmbH-Gesetz*), the company's articles of association, the rules of procedure for the Supervisory Board and the B-PCGK.

MEMBERS OF THE SUPERVISORY BOARD

The Supervisory Board of ASFINAG Alpenstraßen GmbH included the following members in the fiscal year 2017:

Name and function	Year of birth	Date of initial appointment	End of the current term of office
Alois SCHEDL, Chairman Chairman of the Personnel Committee	1952	22.11.2007	15.09.2017
Karin ZIPPERER, Chairperson Chairperson of the Personnel Committee	1969	15.09.2017	AGM 2022
Robert MÜLLER, Deputy Chairman Deputy Chairman of the Personnel Committee	1956	22.03.2007	AGM 2022
Christian KONZETT, Member	1950	22.03.2007	AGM 2022
Dr. Klaus SCHIERHACKL, Member	1968	22.11.2007	AGM 2022
Roman GRÜNERBL, Chairman of the Works Council	1966	19.02.2014	Posting for indefinite period
DI Bernhard MAYR, Works Council	1974	19.02.2014	Posting for indefinite period

REMUNERATION OF SUPERVISORY BOARD MEMBERS

Employees of the ASFINAG Group have no claim to remuneration and attendance fees. To the extent that members of the supervisory board are civil servants of the federal government, their remuneration must be transferred to the account of the Federal Ministry of Finance.

The Annual General Meeting (AGM) determines yearly the remuneration of the Supervisory Board members that it elects for the prior fiscal year. The AGM 2017 decided on the following remuneration scheme for the fiscal year 2017:

Function in the Supervisory Board	Remuneration p.a.	Attendance fee/meeting
Chairperson	EUR 2,250.00	EUR 150.00
Deputy	EUR 1,850.00	EUR 150.00
Member	EUR 1,500.00	EUR 150.00

Remuneration and attendance fees amounting to around EUR 4,300 were paid out to the Supervisory Board in the fiscal year 2017.

ASFINAG Maut Service GmbH

Management

In the fiscal year 2017, the management consisted of two members, Gabriele Lutter and Bernd Datler.

Name	Year of birth	Date of initial appointment	End of the current term of office
Gabriele LUTTER	1962	01.03.2013	28.02.2018
Bernd DATLER	1973	17.11.2009	28.02.2023

Supervisory board mandates that are outside the Group, or comparable functions that go beyond the ones listed in this report:

Gabriele LUTTER:

Member of the Supervisory Board of via donau – Österreichische Wasserstraßen-Gesellschaft m.b.H.

Member of the Board of Management of ÖVG (Austrian Society for Traffic and Transport Science)

Chairperson of the Supervisory Board of STEIERMARKBAHN Transport und Logistik GmbH

Chairperson of the Supervisory Board of STEIERMARKBAHN und Bus GmbH

These functions are approved by the shareholder or the Supervisory Board.

FUNCTION AND ALLOCATION OF DUTIES

The allocation of duties and cooperation of the management is regulated in the rules of procedure. Furthermore, they contain the information and reporting duties of the management and a catalogue of the measures that require approval by the Supervisory Board or its working committee.

The areas of responsibility of the members of the management were defined by the Supervisory Board as follows, irrespective of the overall responsibility of the management:

Gabriele LUTTER	Bernd DATLER
Toll Collection and Sales	System Operations
Enforcement	System Development
Customer Management	Telematic Services
Corporate Services: <ul style="list-style-type: none"> • Human Resources • Controlling 	Payments

REMUNERATION OF MANAGEMENT

The total remuneration of the management of ASFINAG Maut Service GmbH consists of fixed and variable remuneration components, with the variable component being limited to a maximum annual amount. The fixed remunerations of Gabriele Lutter are higher because she waived the employer's payments into the pension fund.

Name	Fixed remuneration 2017, gross	Variable remuneration for performance year 2017, gross	Benefits in kind, annual
Gabriele LUTTER	EUR 159,500.00	EUR 34,650.00	EUR 8,242.00
Bernd DATLER	EUR 145,000.00	EUR 34,650.00	EUR 8,265.00

CONCLUSION ENTITLEMENTS

At the end of the employment relationship, managers are entitled to the corresponding application of Section 23 AngG (Salaried Employees Act), with the periods of service in the ASFINAG Group being included.

Supervisory Board

The foundation for the work of the Supervisory Board is primarily formed by the Limited Liability Companies Act (*GmbH-Gesetz*), the company's articles of association, the rules of procedure for the Supervisory Board and the B-PCGK.

MEMBERS OF THE SUPERVISORY BOARD

The Supervisory Board of ASFINAG Maut Service GmbH included the following members in the fiscal year 2017:

Name and function	Year of birth	Date of initial appointment	End of the current term of office
Klaus SCHIERHACKL, Chairman Chairman of the Personnel Committee	1968	28.03.2011	ANG 2021
Alois SCHEDL, Deputy Chairman Deputy Chairman of the Personnel Committee	1952	28.03.2011	14.09.2017
Karin ZIPPERER, Deputy Chairperson Deputy Chairperson of the Personnel Committee	1969	14.09.2017	AGM 2022
Karin STANGER-HEROK, Member	1963	11.12.2013	AGM 2018
Christa BOCK, Member	1972	01.02.2017	AGM 2022
Ursula ZECHNER, Member	1968	20.09.2016	17.11.2017
Peter SCHGAGULER, Works Council	1978	01.09.2016	Posting for indefinite period
Gabriele STRASSNIGG, Chairperson of the Works Council	1962	01.09.2016	Posting for indefinite period
Ing. Otto WÖCHTL, Works Council	1955	17.08.2010	Posting for indefinite period

REMUNERATION OF SUPERVISORY BOARD MEMBERS

Employees of the ASFINAG Group have no claim to remuneration and attendance fees. To the extent that members of the supervisory board are civil servants of the federal government, their remuneration must be transferred to the account of the Federal Ministry of Finance.

The Annual General Meeting (AGM) determines yearly the remuneration of the Supervisory Board members that it elects for the prior fiscal year. The AGM 2017 decided on the following remuneration scheme for the fiscal year 2017:

Function in the Supervisory Board	Remuneration p.a.	Attendance fee/meeting
Chairperson	EUR 2,250.00	EUR 150.00
Deputy	EUR 1,850.00	EUR 150.00
Member	EUR 1,500.00	EUR 150.00

Remuneration and attendance fees amounting to around EUR 6,100 were paid out to the Supervisory Board in the fiscal year 2017.

ASFINAG Commercial Services GmbH

Management

In the fiscal year 2017, the management consisted of two members, René Moser and Anton Sieber.

Name	Year of birth	Date of initial appointment	End of the current term of office
Anton SIEBER	1965	01.04.2008	Indefinite
René MOSER	1979	01.10.2015	Indefinite

Supervisory board mandates that are outside the Group or comparable functions that go beyond the ones listed in this report:

René MOSER, MBA:

Member of the Board of Directors of IBTTA (International Bridge, Tunnel und Turnpike Association)

This function is approved by the shareholder.

FUNCTION AND ALLOCATION OF DUTIES

The allocation of duties and cooperation of the management is regulated in the rules of procedure. Furthermore, they contain the information and reporting duties of the management and a catalogue of the measures that require approval by the Annual General Meeting.

The areas of responsibility of the management were defined by the Supervisory Board as follows, irrespective of the overall responsibility of the management:

René MOSER, MBA	Anton SIEBER
Corporate Affairs	Business Unit "Consulting"
Human Resources	Business Unit "Operations"
Risk Management	Internal Organisation
Marketing/Communication	Commercial Support/Controlling
	Sales of Components

REMUNERATION OF MANAGEMENT

The managers of ASFINAG Commercial Services GmbH exercise their management duties in addition to their main duties in Autobahnen- und Schnellstraßen-Finanzierungs-Aktiengesellschaft and do not receive any additional remuneration for the work as Managing Directors.

CONCLUSION ENTITLEMENTS

At the end of the employment relationship, managers are entitled to the corresponding application of Section 23 AngG (Salaried Employees Act), with the periods of service in the ASFINAG Group being included.

Supervisory Body

Due to the secondary role of the work of ASFINAG Commercial Services GmbH in relationship to the object of the ASFINAG Group, no supervisory body is installed.

ASFINAG European Toll Service GmbH

Management

In the fiscal year 2017, the management consisted of two members, Gabriele Csoklich and Hubert Resch.

Name	Year of birth	Date of initial appointment	End of the current term of office
Gabriele CSOKLICH	1964	12.03.2010	Indefinite
Hubert RESCH	1969	10.05.2012	Indefinite

Supervisory board mandates that are outside the Group or comparable functions that go beyond the ones listed in this report:

None

FUNCTION AND ALLOCATION OF DUTIES

The allocation of duties and cooperation of the management is regulated in the rules of procedure. Furthermore, they contain the information and reporting duties of the management and a catalogue of the measures that require approval by the Annual General Meeting.

The areas of responsibility of the management were defined by the Supervisory Board as follows, irrespective of the overall responsibility of the management:

Gabriele CSOKLICH	Hubert RESCH
International Toll Sticker Settlement	International (electronic) Toll Settlement (e.g. EasyGo+)
Accounting and Controlling	

REMUNERATION OF MANAGEMENT

The managers of ASFINAG European Toll Service GmbH exercise their management duties in addition to their main duties in Autobahnen- und Schnellstraßen-Finanzierungs-Aktiengesellschaft and do not receive any additional remuneration for the work as Managing Directors.

CONCLUSION ENTITLEMENTS

At the end of the employment relationship, the managers are entitled to the logical application of Section 23 AngG (Salaried Employees Act), whereby the periods of service in the ASFINAG Group are included.

Supervisory Body

Due to the secondary role of the work of ASFINAG European Toll Service GmbH in relationship to the object of the ASFINAG Group, no supervisory body is installed.

Gender Aspects/Diversity Concept pursuant to section 243c (2) 2a of the Austrian Commercial Code (UGB) in Management and the Supervisory Board

The ASFINAG Group ensures equal opportunity and equal treatment irrespective of ethnic origin, skin colour, gender, religion, nationality, sexual orientation, social background and political views. In this context, as part of the "Diversity" project, ASFINAG is working on further developments. In particular, with regard to the proportion of women, the advertisements for Board of Management and management positions referred to the Equal Treatment Act, the advertisements are aimed equally at women and men. ASFINAG endeavours to increase the proportion of women and therefore urges women to apply. Sections 11b and 11c

of the Federal Equal Treatment Act are applied analogously to advertisements for board of management and management positions. Under the conditions stated there, female applicants who are equally suitable as the most suitable candidate will be preferred for appointment to the function.

The following table shows the proportion of women in management and supervisory bodies, separated by company. Although special attention is paid to gender aspects, there is a high proportion of men due to historically grown structures and the very technology-oriented content and areas of activity in the respective companies.

The proportion of women in the supervisory body was calculated with regard to the shareholder representatives because the employee representatives were delegated by the Works Council, and the company and the owner had no influence over this delegation.

	Proportion of women in management as of 31 December 2017	Proportion of women in supervisory body as of 31 December 2017	Proportion of women in supervisory body as of 31 December 2017	Proportion of women in supervisory body as of 31 December 2017
Autobahnen- und Schnellstraßen-Finanzierungs-Aktiengesellschaft	50.00 %	25.00 %	25.00 %	0.00 %
ASFINAG Bau Management GmbH	0.00 %	66.67 %	No Audit Committee	50.00 %
ASFINAG Service GmbH	0.00 %	10.00 %	25.00 %	50.00 %
ASFINAG Alpenstraßen GmbH	0.00 %	25.00 %	No Audit Committee	50.00 %
ASFINAG Maut Service GmbH	50.00 %	75.00 %	No Audit Committee	50.00 %
ASFINAG Commercial Services GmbH	0.00 %	No supervisory body	No Audit Committee	No Steering or Personnel Committee
ASFINAG European Toll Service GmbH	50.00 %	No supervisory body	No Audit Committee	No Steering or Personnel Committee

D&O Insurance

D&O insurance exists for all members of the Board of Management and the Supervisory Board of the ASFINAG Group.

Deviations in the ASFINAG Group

Section 11.6.6: Due to the organisational structure and for financial considerations, the members of the Board of Management of Autobahnen- und Schnellstraßen-Finanzierungs-Aktiengesellschaft are also members of the Supervisory Board in the subsidiary companies, meaning that members of the supervisory boards are simultaneously members of the respective shareholders' meeting. This personal union is permissible under Austrian stock corporation law and is a recognised control instrument for corporations. The decision on the discharge and remuneration of the members of the supervisory boards of the subsidiary companies must be approved by the Supervisory Board of Autobahnen- und Schnellstraßen-Finanzierungs-Aktiengesellschaft. This is anchored correspondingly in the rules of procedure for the administrative bodies of the ASFINAG Group.

Section 12 and Section 15: As already mentioned above, for reasons of the transparency, clarity and efficiency of its organisational structure, Autobahnen- und Schnellstraßen-Finanzierungs-Aktiengesellschaft prepares a joint corporate governance report for all companies of the ASFINAG Group and publishes it on the ASFINAG website. The subsidiary companies of Autobahnen- und Schnellstraßen-Finanzierungs-Aktiengesellschaft do not operate websites of their own.

External Review

In accordance with Section 15.5, an external review of compliance with the provisions of the Code was carried out by KPMG Advisory GmbH in the fiscal year 2017. Full implementation and compliance with the requirements has been attested and there are no other deviations beyond the scope of this report.

Statement of Compliance of the Board of Management and Supervisory Board Concerning the B-PCGK

The Board of Management and Supervisory Board declare the following concerning the evaluation that was carried out:

“B-PCGK has been applied in the ASFINAG Group since the fiscal year 2013 and complied with according to the explanations given above, although the regulations of the Austrian Corporate Governance Codex were already voluntarily complied with in the years from 2011 to 2013. The deviations from the Codex regulations result primarily from the organisational structure of the ASFINAG Group and have been explained and justified accordingly.

Application of the B-PCGK is very important to ASFINAG and constitutes a significant component with regard to boosting the confidence of the shareholder, business partners, employees and the general public in the company.

As reported at the beginning, Autobahnen- und Schnellstraßen-Finanzierungs-Aktiengesellschaft decided to prepare a joint report for the entire Group due to the particular organisational structure. Consequently, this statement of compliance is also submitted by the Board of Management and Supervisory Board of Autobahnen- und Schnellstraßen-Finanzierungs-Aktiengesellschaft for all companies in the ASFINAG Group.

The Board of Management and the Supervisory Board m.p.