

Strategy

Investment in infrastructure is essential for the resumption of Brazilian economic growth and increased competitiveness of all productive sectors in the country. With more integrated and efficient logistics, Brazil would generate value for states and municipalities in all regions, taking advantage of the potential of each location for the flow of industrial and agricultural production and for passenger transportation.

The Transport and Logistics Plan, prepared by the National Confederation of Transport (NCT), identified 2,663 priority projects to unlock mobility in national territory. According to the study, it is necessary to invest around R\$ 1.7 trillion in airport, road, railway, waterway, port and boarding terminal infrastructure.

Only the formation of partnerships between the private sector and the federal, state and municipal governments is able to fill this national gap. Through efficient cost management and the relationship with the capital market, companies are able to drive improvements in roads, airports and passenger transportation systems. The State, in turn, has the capacity to mobilize the federation entities around public policies that speed up the concession processes and direct investments to the most strategic and urgent projects for the country.

In this context, the greatest opportunities for our company to expand its business and the ability to generate financial and other value for all stakeholders are present. With a structured corporate governance system and compliance practices that ensure an ethical and transparent relationship, we are able to win new business and diversify our portfolio, adding innovation, technology and new services to the assets we manage.



Our strategy is based on the mapping of opportunities and development of projects that add value to the company and bring more safety, comfort and well-being to customers. In 2019, for example, we signed the contract for the concession of Rodovia de Integração do Sul (Concessionária das Rodovias Integradas do Sul S.A.) and won the concession of Line 15-Silver of the train system in the state of São Paulo.

By 2020, the federal government and other states plan to hold new fairs for the concession of important road sections, which opens opportunities to strengthen our portfolio in this modal. Besides, we have started to prepare ourselves to be competitive in the search for the renewal of the current concessions, whose deadlines will end in 2021 – CCR NovaDutra and CCR RodoNorte.

Besides Brazil, we are aware of foreign markets. In the airport segment, our knowledge of the operation of these assets in other countries accredits us to seek opportunities in other countries in Latin America and the United States, where we operate with TAS, a provider of airport services. In Brazil, we are following the upcoming events and in evaluation for the construction of a new airport to serve the population and visitors to the city of São Paulo, expanding the synergy of this modal with the highways granted.

Our strategy also seeks to optimize current business, with innovation and new technologies. By offering new services and incorporating systems that increase our operational efficiency, we add new revenues to our assets and achieve reductions in operating costs, maximizing return on investment.



We are attentive to opportunities in Brazil and abroad and to innovation in our current business, always seeking to generate value to our audiences and the growth of the company

