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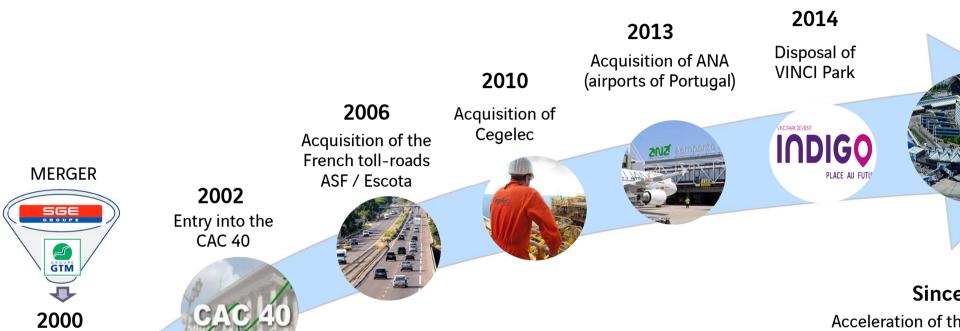
## The VINCI Group

#### History: from pioneer to global leader

VINCI is born

VINCI 🗘





#### **Since 2015**

Acceleration of the development of VINCI Energies and VINCI Airports

#### VINCI 2019 key figures



222,397 employees

€48.1 bn
Group revenue

110 countries where VINCI operates

3,200 estimated number of business units

300,000 estimated number of contracts

market cap. at December 31, 2019

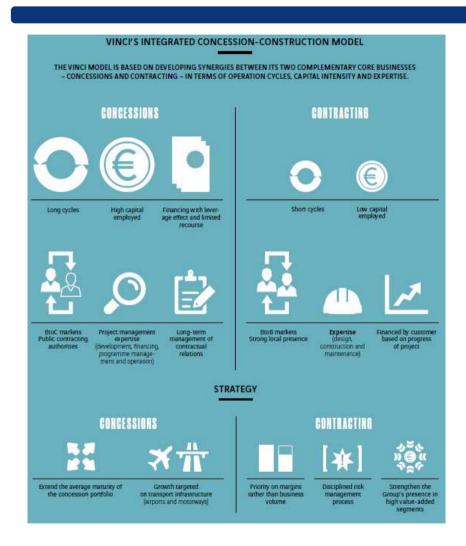
€60 bn

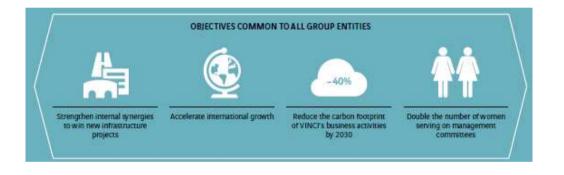


Concessions			Real estate	Contracting		
Revenue: <b>€8.5 bn</b>			Revenue: <b>€1.3 bn</b>	Revenue: <b>€38.9 bn</b>		
<b>21,342</b> people		966 people	<b>199,711</b> people			
VINCI Autoroutes	VINCI Airports	Other concessions	VINCI Immobilier	VINCI Energies	Eurovia	VINCI Construction
<b>6,095</b> people	<b>13,667</b> people	<b>1,580</b> people		<b>82,260</b> people	<b>45,306</b> people	<b>72,145</b> people

#### The VINCI integrated Concessions-Contracting model

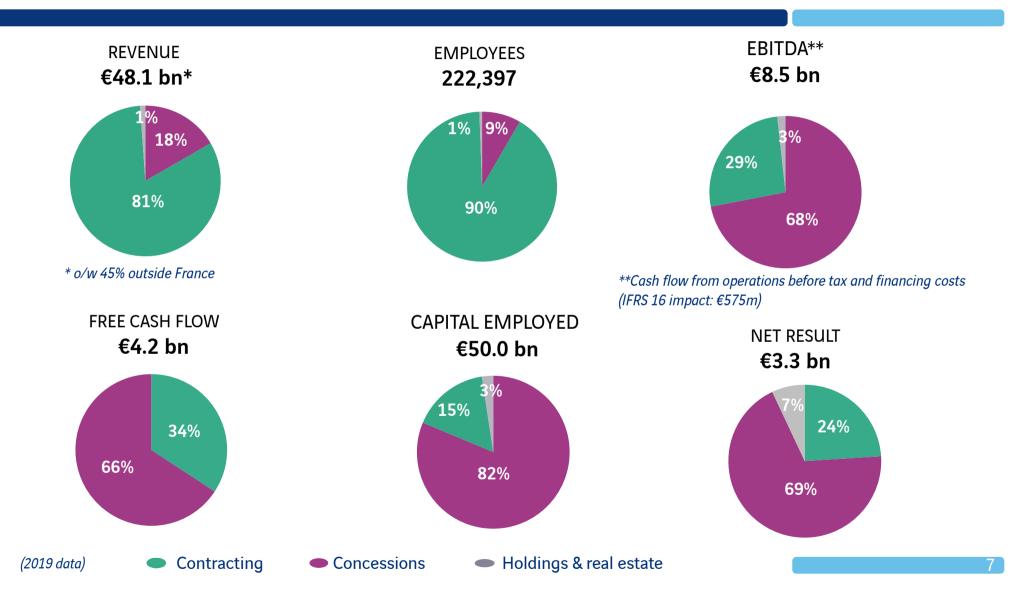






#### A combination of two complementary business profiles





#### VINCI's constant strategy



## VINCI's strategy combines the natural organic growth of its businesses and development through acquisitions

#### **CONCESSIONS**

- ✓ Focus on airports and motorways (greenfield, yellowfield and brownfield projects)
- ✓ Extend average maturity of concession portfolio

#### **CONTRACTING**

- ✓ Prioritise margin over revenue growth
- ✓ Maintain rigorous risk monitoring
- ✓ Focus on high value added segments

#### LEVERAGE THE STRENGTHS OF OUR INTEGRATED CONCESSIONS/CONTRACTING BUSINESS MODEL

Complementarity between contracting and concessions: expertise, operation cycles and financial profiles

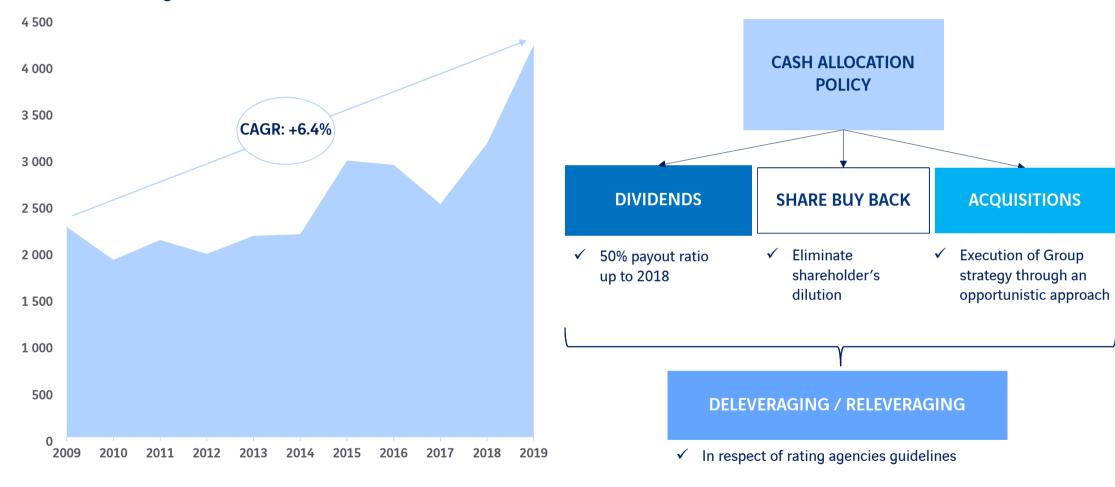
#### AND ACCELERATE INTERNATIONAL DEVELOPMENT



#### Strong free cash flow generation and sound cash allocation principles



#### Free cash flow generation from 2009 to 2019: €29 bn total



#### 2019 dividend proposed to the AGM : €2.04 per share





Final 2019 dividend per share

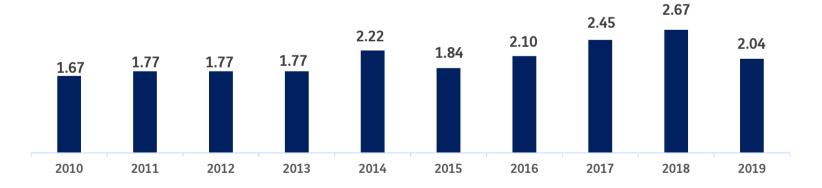
€1.25\*

to be paid on 16 July 2020 (Ex-date: 23 June 2020)

#### \* Option of being paid the final dividend in new VINCI shares

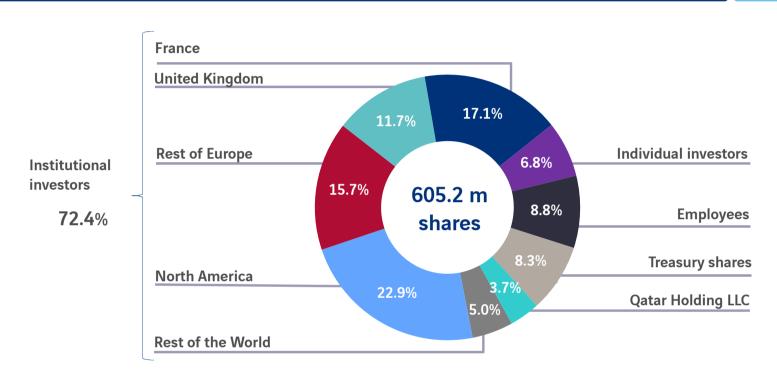
(price: 95% of the average opening price of VINCI's shares in the 20 trading sessions preceding the AGM, less the amount of the final dividend)

#### Dividend per share since 2010 (in €)



#### Shareholder base at December 31, 2019





#### **Shareholding structure\***

- ✓ Over 500 institutional investors
- ✓ Approximately 160,000 individual shareholders
- ✓ 142,000 Group employees and former employees are shareholders, including approximately 31,000 outside France

#### Outperformance of french and sectorial indexes since 10 years

31/05/2010 31/05/2011 31/05/2012 31/05/2013 31/05/2014 31/05/2015 31/05/2016 31/05/2017 31/05/2018 31/05/2019



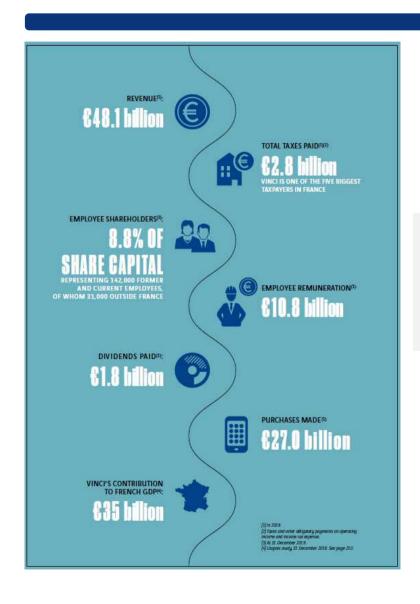
#### Share price evolution from 31 May 2010 to 31 May 2020



\*Stoxx Europe 600 Construction & Materials

#### Value creation shared with VINCI's stakeholders





VINCI CREATES LONG-TERM VALUE

FOR ITS CLIENTS, SHAREHOLDERS, EMPLOYEES AND PARTNERS,

AND SHARES THE BENEFITS OF ITS PERFORMANCE

WITH A LARGE NUMBER OF INTERNAL AND EXTERNAL STAKEHOLDERS

IN ALL THE REGIONS WHERE THE GROUP OPERATES.

#### VINCI's DNA



- ✓ Decentralised management
- ✓ The men and women at the heart of actions and organisations
- ✓ A local and global approach, rooted in all territories
- √ A global performance



R E A L SUCCESS I S T H E SUCCESS YOU SHARE

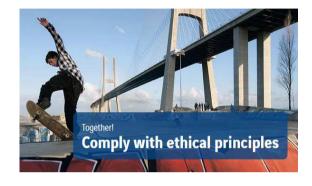
#### Aim for a global performance











A sustainable economic project is impossible without an ambitious social, workforce-related and environmental commitment.











## **Environmental performance**

#### The Manifesto's Environmental Commitment: Acting for Green Growth







#### Since 2009, "Together for green growth!"

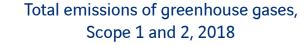
- Develop an energy-climate strategy
  - Reduce greenhouse gas emissions by 30% by 2020 (vs 2009)
  - > To achieve 50 kT eq. CO<sub>2</sub> / billion of turnover
- Implement an environmental management
- Act in favor of biodiversity
- Develop the environmental component of the offers

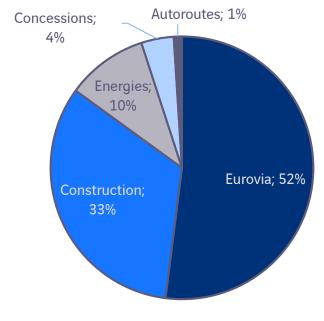
# VINCI group emissions on scopes 1 and 2: weight of the clusters and carbon issues

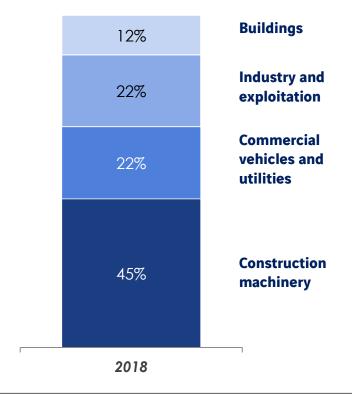




#### **Emissions by use**(ktCO<sub>2eq</sub>, %)







#### **Commitment from the Top Management**





I am convinced that we need to go further in terms of green growth.

•••

Rather than seeing the problem, we are convinced that we are part of the solution!

•••

We must demonstrate how we increase our suppliers' and customers' ability to achieve their own goals.



**Xavier Huillard** 

**VINCI** 

New Year Ceremony, January 2020



## Develop solutions that contribute to improving the living environment while controlling and reducing the impact of our activities in 3 key areas















#### **Climate Change**

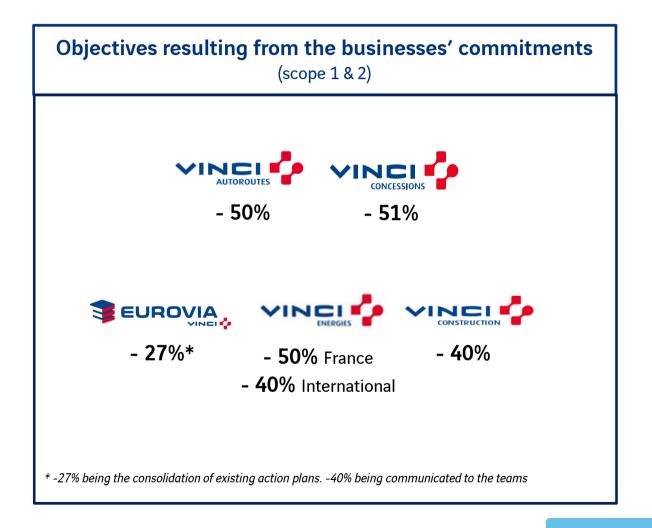


#### Act for the climate transition

#### Reduce the carbon emissions

- Engage into a +2°C trajectory:
   Reduce our direct emissions
   (scope 1 and 2) by 40% by 2030 vs
   2018
- **Develop solutions** to reduce our customers' emissions (scope 3)

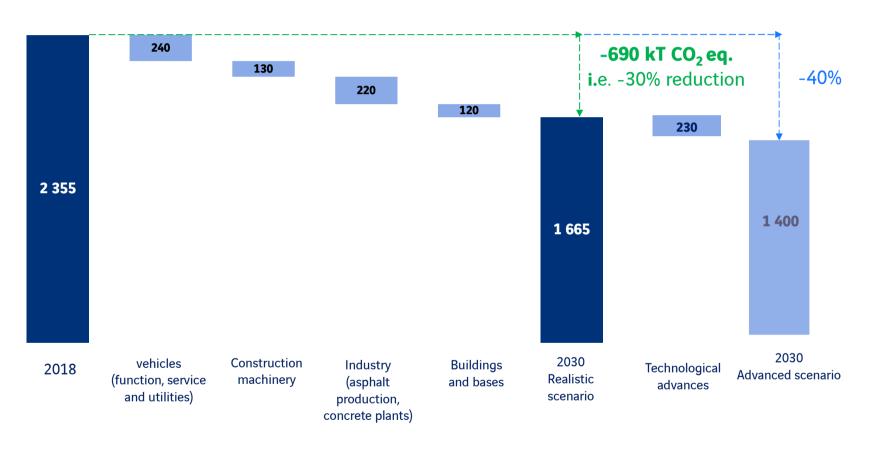
Perspective on climate change adaptation: integrate **resilience** within our projects & solutions





#### First milestone of -40% to be reached by 2030





The figures presented relate to the historical scope of activity. Organic growth has been considered in the projection. An update will be made according to significant changes in the scope of the Group (external growth).



#### 2019 Key figures & first actions



2.3 m teq CO<sub>2</sub> in 2019 (direct emissions, scopes 1 & 2) -28.3 % reduction in **intensity** 2019 vs 2009

Manifeste Commitment



Installation of solar energy production capacity - VINCI Airports

+ 6,4% emissions
(absolute value) in
2019 compared to
2018, including
the impact of
acquisitions



Use of hybrid equipments



Covering material storage areas - Eurovia



#### **Example of realisation – CHAMMES site**



**Energy efficiency** 

-50%

**tCO**<sub>2</sub> in 2019 vs 2012

#### September 2019

Achievement of several restructuring steps, including:

- Reduction of drying energy use, thanks to the coverage of storage areas
- Increasing of recycled agregates rate (from 30 to 50%)
- Substitution of fuel energy by natural gas and soon biogas







## Preserve resources with the circular economy

- Strengthen the supply of recycled materials
- Promote low-resource building techniques and materials
- Improve sorting and recovery of waste

11 m t recycled agregates in the total production of Eurovia in 2019 64% of recycled waste at VINCI concesssions in 2019

AMBITION
2030 Eurovia
>20 m t
recycled
agregates







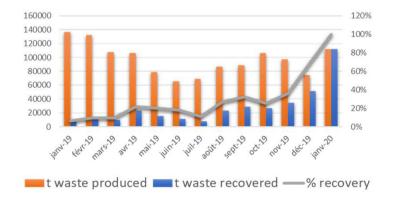
May 2020 - Most Sustainable Airport in Brazil

January 2020 - First airport in Brazil to achieve zero waste in landflill



New waste containers
Logistic flows optimisation
Sorting on site











#### **Respect natural environments**

- Prevent nuisances and incidents
- Reduce water consumption,
   especially in areas of water stress
- Initiate a roadmap towards Zero net loss of biodiversity

€3.7 bn
projects labelled
for environment
in 2019

-66%

phytosanitary
products use for
VINCI Autoroutes
since 2008

**22 sites zero- phyto** for VINCI
Aiports in 2019





#### **Biodiversity approach**

+1300 ha

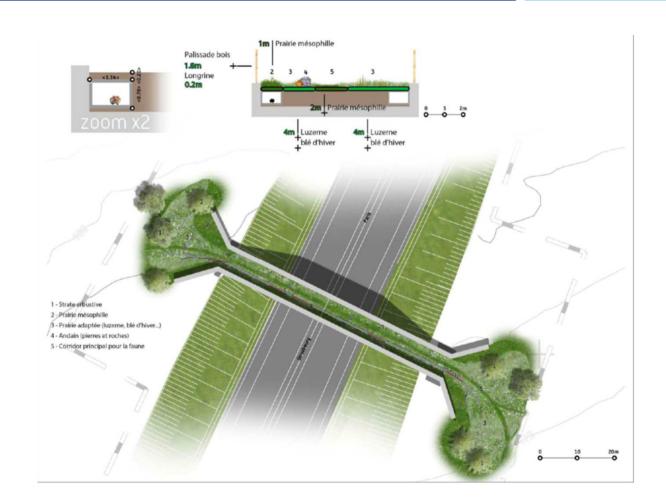
of compensation for a 260 ha project

#### Mitigation measures

 130 structures with 2 green bridges specially for common hamsters, 3 green bridges, 7 river's bypass

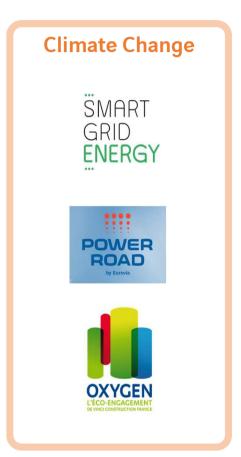
#### **Compensation measures**

- 54 years of commitment
- Concomitance between impacts and compensation
- 11 sites for hamster's compensation
- 42 sites for other species



#### Accelerating the development of environmental solutions for our clients











#### On-going actions & studies



## Implementing action plans within all activities

- On-going implementation & detailing-out of actions plans for the different activities
- The submission of a detailed environmental action plan is becoming the new rule within the budgeting process
- Training provided to support the implementation, ease decision making and move the transition from compliance to pro-activity

## Setting scope 3 objectives

- On-going quantification of reduction potential for given actions, both upstream (procurement) and downstream (use of building & infrastructures) when relevant
- Considering having an external recognition (Science-Based Target)

# Put climate risks on the long-term business agenda

- Exploring 2050 scenarios by sectors and geographies, compliant with a +2°C trajectory to assess risk & opportunities for VINCI's businesses
- Implementation of the work performed on resilience into operational activities

#### Each of us to act





**Promote Best Practices** 



Optimize management of excated materials



**Eco-design solutions for our** clients



**Sensitize colleagues** 



**Act for mobility** 

**Entrepreneur spirit** 



Collaborate with suppliers & partners

#### Implementation - 2019-2020 key priorities



# Implementation by the poles, with our internal and external stakeholders

- Spread an environmental culture
   & train employees
- Work in collaboration with our suppliers and subcontractors
- Develop environmental solutions for our clients

### Assessing both economic & environmental return on investment



#### E-learning & training



#### Mobilising through the environmental awards

**Participatory** 

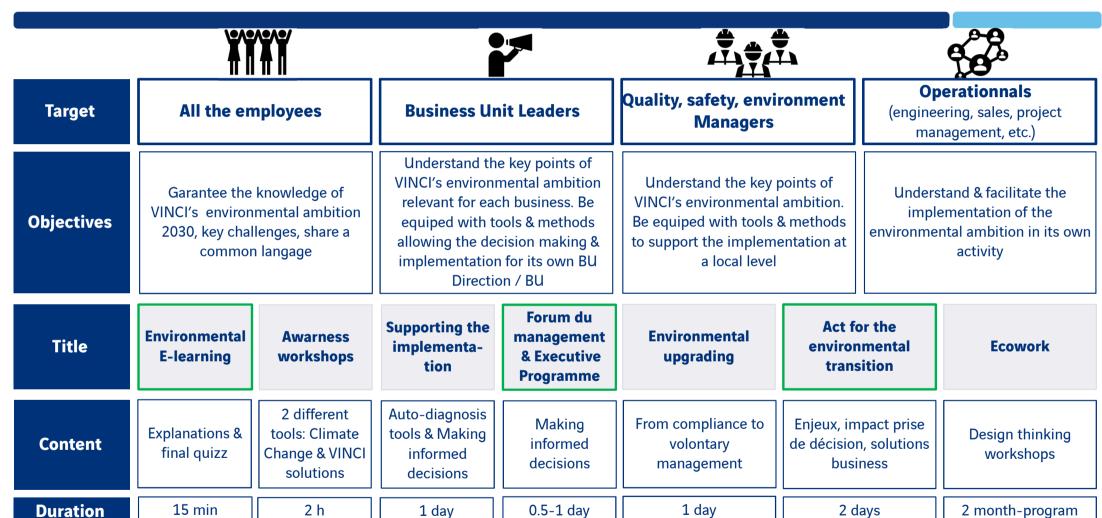
Impact oriented

Decentralize d & international

**Digital** 

#### Overview of the Group environmental training program





#### Scope 3 – focusing on areas of influence



#### Scope 3 Upstream activities 10-15 m tCO<sub>2</sub>



**Immobilisations** (equipments, buildings) services)



**Procurement** (materials, goods,



#### Direct activites (scope 1 & 2)













**Scope 3 Downstream activities** 

> 30 m tCO2





Use of infrastructures & **buidlings** 



Select the « core-business » scope 3, on which we could have some action levers

#### VINCI's environmental ambition (2020-2030)





# Reduce our carbon footprint and guarantee the resilience of our structures

- Engage into a +2°C trajectory
  - Reduce our direct emissions (scope 1 and 2) by 40% by 2030 vs 2018
  - Develop solutions to reduce our customers' emissions
- Integrate resilience within our projects & solutions



## Preserve resources with the circular economy

- Strengthen the supply of recycled materials
- Promote low-resource building techniques and materials
- Improve sorting and recovery of waste



### Respect natural environments

- Prevent nuisances and incidents
- Reduce water consumption, especially in areas of water stress
- Towards Zero net loss of biodiversity

#### Implementation by the poles, with our internal and external stakeholders



- Spread an environmental **culture & train** employees
- Work in collaboration with our **suppliers and subcontractors**
- Develop **environmental solutions** for our clients



## **Social performance**

## **Ethics and Human Rights**



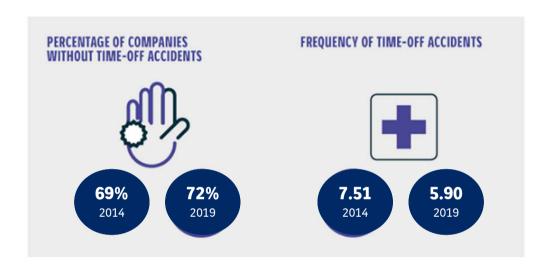




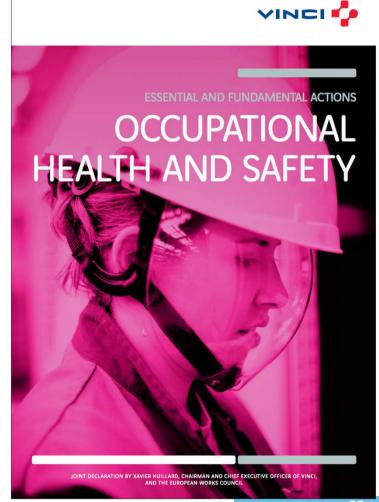
Documents available in 30 languages and for 99 % of employees

#### Zero accidents on worksites



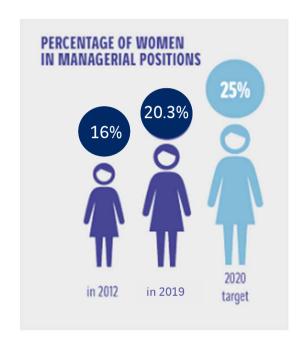


- An in-house network of health and safety coordinators
- Committed managers
- Trainings and best practices

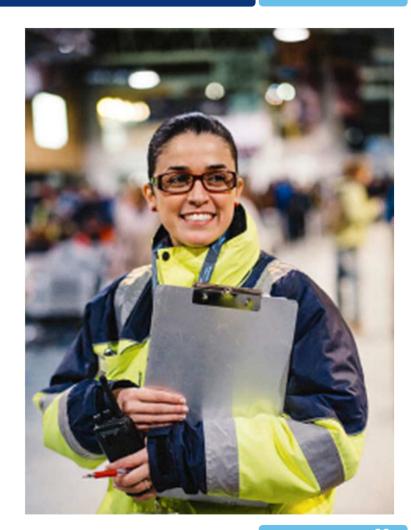


## **Equality and diversity**



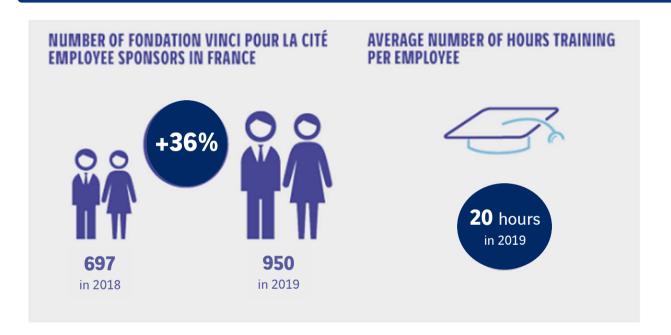


- An in-house diversity network of 300 people
- Promoting gender equality (multiply by 2 the number of women in steering committees)
- Fostering the employment of people with disabilities



## **Encouraging teams' professional fulfilment**





Employee training, sharing the benefits of performance (96.5% of employees benefited from profit-sharing plans in 2019) as well as initiatives to encourage integration (VINCI Insertion Emploi) and civic engagement are key to encourage our teams professional fulfilment





# **Corporate governance**

### Summary of corporate governance at the end of 2019



Defines the Company's strategic choices and ensures they are properly implemented

**Board of Directors** 

(16 members)

Xavier Huillard
Chairman and Chief Executive Officer

Yannick Assouad
Lead Director

Yves-Thibault de Silguy
Vice Chairman

Maintains the balance of power

Reinforce the connection between the Board of Directors and VINCI's business lines

Four specialised committees that report to the Board of Directors

**Audit Committee** 

René Medori\* Yannick Assouad\* Robert Castaigne Graziella Gavezotti\* Appointments and Corporate Governance Committee

Yannick Assouad\* Robert Castaigne Jean-Pierre Lamoure\* Marie-Christine Lombard\* Yves-Thibault de Silguy Strategy and CSR Committee

Yves-Thibault de Silguy

Uwe Chlebos
Dominique Muller JolyPottuz
Ana Paula Pessoa\*
Pascale Sourisse
Permanent representative
of Qatar Holding LLC\*

Meetings open to all Directors

Remuneration Committee

Marie-Christine Lombard\*

Caroline Grégoire Sainte Marie\*

Miloud Hakimi Michael Pragnell\*

Pascale Sourisse

<sup>\*</sup> Independent Directors

#### An active and diversified Board of Directors



9 meetings in 2019 (seven ordinary and two extraordinary)

Women Directors

**50** %

Foreign national Directors

44 %

Independent Directors\*

**69** %

#### Composition of the Board of Directors at 31 December 2019

- √ 16 Directors, including:
  - 2 representing employees
  - 1 representing employee shareholders
- √ 6 foreign nationalities
- √ 9 men and 7 women

- √ 9 independent Directors
- ✓ Average tenure : 7 years
- ✓ Average age of Directors : 62 years old

## Directors' expertise in line with VINCI's strategy



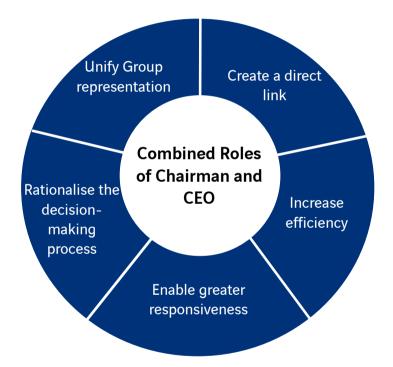
	GENERAL EXPERTISE			INDUSTRY-SPECIFIC EXPERTISE						
Name	Technical fields	Economics, Finance	Communications	Legal affairs, Public sector, Regulations	Property development, Construction	Aerospace and aviation	Telecoms, Energy	Land transport	Digital	Services
Xavier Huillard	(\$\tilde{x}\)				<b>P</b>	4	Ä	₽\$		
Yves-Thibault de Silguy		[ <u>00n</u>		血						ΰΰΰ
Yannick Assouad	163					4			•	
Robert Castaigne	<b>©</b>						<b>&amp;</b>			
Uwe Chlebos							Ä			
Graziella Gavezotti			*							ΰΰΰ
Caroline Grégoire Sainte Marie					<b>P</b>					
Miloud Hakimi							<b>&amp;</b>			
Jean-Pierre Lamoure	<b>\$</b>				<b>\$</b>					
Marie-Christine Lombard								₽		
René Medori					<b>P</b>		<b>&amp;</b>			
Dominique Muller Joly-Pottuz				血						
Ana Paula Pessoa			*						<u> </u>	ΰΰΰ
Michael Pragnell	163									
Pascale Sourisse	193					4			<u> </u>	
Qatar Holding LLC – Abdullah Hamad Al Attiyah	<b>\$</b>				<b>P</b>		Ä			

#### A Chairman and CEO



Corporate governance appropriate to a decentralised Group needing decisions to be made centrally and strong executive management

#### **Clear objectives:**



The Group's good performance since 2010, when this governance system was implemented, confirms it was the right choice

## Two key members of the Board : An independent Lead Director and a Vice-Chairman



Appointment of an independent Lead Director since November 1<sup>st</sup> 2018 to better align with shareholders' expectations

#### Yannick Assouad, independent Lead Director

#### **Missions:**

- Main contact for Directors and in charge of shareholder dialogue for governance questions.
- ✓ Manage potential conflicts of interest.

#### **Powers:**

- ✓ Require the Chairman to call a Board meeting.
- Add any item to a Board meeting agenda.
- Call a Directors meeting in the absence of the Chairman and CEO. Once each year, notably to debate on governance matters and on the performance of the CEO.
- Chair the Appointments and Corporate Governance Committee.

#### Yves-Thibault de Silguy, Vice-Chairman

#### **Missions:**

- ✓ Help the Chairman when requested, to perform his missions.
- ✓ **Enlighten the Board** on the matters and organisational aspects brought to the attention of the Board.
- Represent the Group at the Chairman's request, notably out of France
- ✓ Participate in meetings with shareholders.
- Chair the Board in the Chairman's absence.

#### **Powers:**

- Kept regularly informed by the CEO of the significant events and situations pertaining to the Group's life.
- ✓ Chair the Strategy and CSR Committee.
- ✓ Direct access to the members of the Group's Executive Committee.



### **Audit Committee**

Composition	Main assignments
Independent Chairman : René Medori	✓ Monitor the process of compiling financial information
Members : Yannick Assouad Robert Castaigne	✓ Monitor the effectiveness of internal control and risk management systems
Graziella Gavezotti	✓ Evaluation of proposals for the appointment of the Company's Statutory Auditors or the renewal of their terms of office as well as their remuneration and issuing a recommendation in this matter



## **Strategy and CSR Committee**

Composition	Main assignments		
Chairman:	✓ Formulation of an opinion to Executive Management		
Yves-Thibault de Silguy	on proposed acquisitions or disposals of a value exceeding €50 million euros		
Permanent members:			
Uwe Chlebos	✓ Ensure that CSR matters are taken into account in the		
Dominique Muller Joly-Pottuz	Group's strategy and implementation		
Ana Paula Pessoa			
Pascale Sourisse	✓ Ensure that whistle-blowing systems have been put		
Qatar Holding LLC	in place		
Meetings open to all Directors	<ul> <li>Examine VINCI's sustainability commitments with respect to the issues faced in its business activities</li> </ul>		

### Acquisitions: a bottom-up and collective decision process







SEUROVIA





M&A and PPP projects initiated and executed at the business line level...
but reviewed by the Board above certain thresholds

	Thresholds	Review by	
	Investments or committments > €50 millions	Strategy and CSR committee (Board committee)	
•	Investments or committments > €200 millions	VINCI BOARD	



#### **Remuneration Committee**

#### Composition

Independent Chairman :

Marie-Christine Lombard

Members:

Caroline Grégoire Sainte Marie

Miloud Hakimi

Michael Pragnell

**Pascale Sourisse** 

✓ Make recommendations to the Board concerning remuneration, pension and insurance plans, benefits in kind and miscellaneous pecuniary rights granted to executive company officers

Main assignments

## Principles and guidelines of the CEO remuneration policy 2019 - 2022



### A balanced, capped and demanding remuneration policy

Item of annual remuneration	Upper limit and determination methods	Amount or upper limit as an absolute value (in €)	Performance conditions	Performance indicators	Relative weight given to indicator	Limit applicable to bonus (in €)
Short-term fixed component	Not applicable	1,200,000	No	Not applicable	Not applicable	Not applicable
variable	160% of the fixed component set by the Board	1,920,000	Yes	Earnings per share attributable to owners of the parent		384,000
				Recurring operating income	60%	384,000
				Operating cash flow		384,000
				Managerial performance indicators	15%	288,000
				ESG performance indicators	25%	480,000
				Total short-term variable component	100%	1,920,000
variable	100% of the upper limit for short-term remuneration (fixed and variable)	Number of shares set by the Board, corresponding to a maximum fair value (under IFRS) of €3,120,000	Yes	Internal economic criterion: ROCE/WACC	65%	Not applicable
				External economic criterion: TSR VINCI/TSR CAC 40	20%	Not applicable
				External environmental criterion: CDP Carbon score	15%	Not applicable
				Total long-term variable component	100%	Not applicable



## **Appointments and Corporate Governance Committee**

Composition	Main assignments
Independent Chairman: Yannick Assouad	✓ Make proposals on the selection of Directors
Members: Yves-Thibault de Silguy	<ul> <li>Make recommendations for the appointment of executive company officers and succession plans</li> </ul>
Robert Castaigne Jean-Pierre Lamoure Marie-Christine Lombard	✓ Monitor the evaluation process of the Board of Directors

### Succession plans: a monitored process



- The Appointments and Corporate Governance Committee makes sure that it always has a succession plan in place for the Chairman and Chief Executive Officer in the event of the latter's incapacity.
- The natural succession process for the Chairman and Chief Executive Officer in the medium term is organized by the Chief Executive Officer and the Lead Independent Director and regularly discussed at meetings of the Appointments and Corporate Governance Committee, so as to ensure a timely successful and effective management transition.
- The process relating to the succession plans for the Group's other senior executives is supervised by the Chief Executive Officer in coordination with the Appointments and Corporate Governance Committee for Executive Committee members, and by the Executive Committee for all other senior executives. In the latter case, a report on the Executive Review process is made to the Appointments and Corporate Governance Committee.

## Formal assessment of the Board carried out in the second half of 2019



Торіс	Strengths	Areas for improvement		
Strategy and value creation	Open dialogue with the management teams on the strategies of the various divisions and the challenges they face. High standards met by the strategy seminar and effectiveness of the system whereby the Strategy and CSR Committee's meetings are open to all Directors.	group such as VINCI as a partner in the public interest workin with many stakeholders.		
	Good integration of corporate social responsibility issues into the Group's strategy.			
Members and composition of the Board	Experienced members with complementary areas of expertise. High level of individual and collective commitment.	Need to anticipate the renewal of the Board in the medium term, given that some experienced members are likely to step down from the Board in coming years.		
Management of the Board's activities	Very good preparation and coordination of work. The Board is included in all important decisions and the Directors are free to express their views. Efficient governance strengthened by the Chairman's personal qualities. The new Lead Director is considered as well suited to the requirements of her position. The transition was carried out under good conditions.	Interest in providing regular feedback to Directors on the perception of their individual contributions.		
Structures and processes	Succession plans for the Chief Executive Officer, and the various possible scenarios, is a topic being examined by the Lead Director and to which the Board is giving due attention.			
	Satisfaction with the functioning of all committees.			

### **General Meeting of 18 June 2020**



- ✓ End of M. Lamoure's term of office at the close of the 2020 Shareholders' General Meeting
- ✓ From this date, he would no longer be considered independent

Proposition to appoint a new independent director at the 2020 Shareholders' General Meeting - Mr Benoît Bazin

#### **Contacts**



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