



## CASE STUDY: "GREDOS" · EQUITY SALE · TRANSPORTATION

# Sale of Equity Interests in Portfolio of Greek Toll Roads

Rubicon was appointed as exclusive financial advisor to Ferrovial and Cintra in the sale of Ferrovial's minority equity stakes in a portfolio of Greek toll roads (Nea Odos and Kentriki Odos). Ferrovial is one of the world's leading infrastructure operators and municipal services companies.

### TRANSACTION OVERVIEW

- **Type:** Equity Sale
- **Transaction Value:** €85m
- **Sector:** Transportation
- **Location:** Greece 
- **Financial Close:** Dec 2018
- **Advisor:**  RUBICON  
CAPITAL ADVISORS
- **Client:** **ferrovial cintra**
- **Investor:** **GEK TERNA**

### TRANSACTION RATIONALE

- **Completed successful private-to-private competitive infrastructure equity-sale.** One of the first in Greece since the economic crisis.
- **Marketed and surpassed pricing expectations.** Not only did Rubicon market to over 35 investors, of which more than 10 presented strong interest, the team attained a binding offer at the top end of the non-binding offer range and exceeded the price paid by GEK Terna just 12 months earlier for ACS' equal participation in the assets by over 50%.
- **Managed client's aggressive timeline needs.** According to the client's needs, Rubicon began running the transaction in early March 2018 and reached Commercial Close in late July 2018.

- **Developed strong client relationships.** This transaction is the second time Cintra has entrusted Rubicon as a financial advisor. The first was in 2017 when Rubicon advised the winning Cintra and Meridiam consortium on the greenfield bid for the \$3.5 billion "Transform 66 P3" in Virginia, USA.

### SCOPE OF WORK

- **Created a compelling and unique equity rationale based on three pillars:** (i) getting investors comfortable with Greece and non-reliance on the grantor, given the user-pay revenue structure, (ii) predefined equity distribution profile, which was very low-risk, yet high yielding, and (iii) highlighted the excellent performance and landmark nature of the assets.

- **Rapid preparation of transaction materials,** which included extensive summaries of: legal documentation, asset overviews, economic and political risk, financial structure summaries and incoming investor returns. These were prepared within a month of the engagement letter being signed.
- **Analyzed the existing capital structure** and identified a pathway to additional value which investors used to incorporate into their bids.

### KEY TAKEAWAYS

- **Leveraged Rubicon's global investor relationships and market knowledge.** Resulted in marketing to, and maintaining the competitive tension between, a broad range of global investors.