



21/03/2023

Infrastructure Forum Spain - Japan

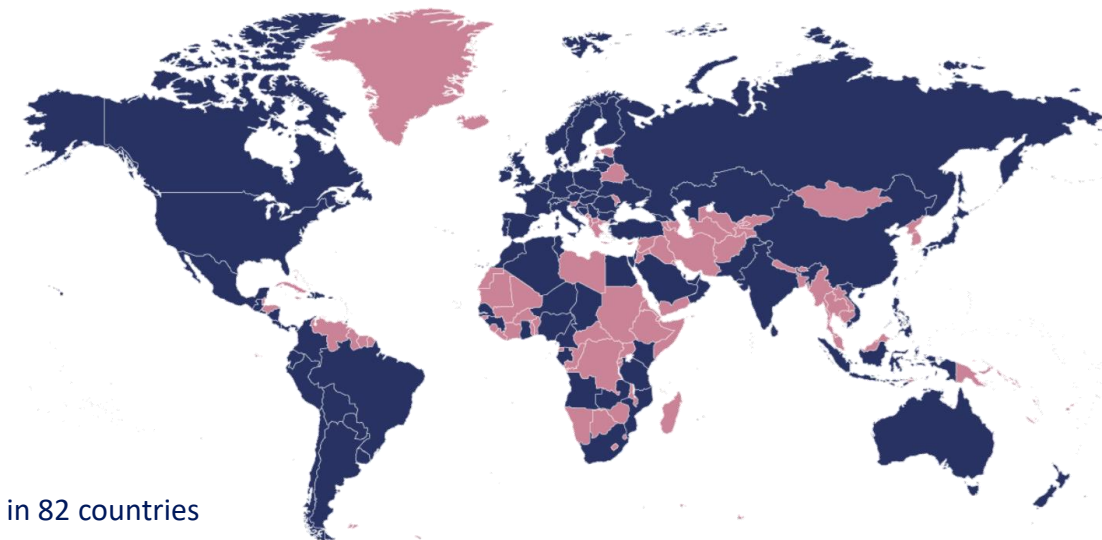
SEOPAN: *Asociación de Empresas Constructoras y Concesionarias de Infraestructuras.* Association of Infrastructure Contractors and Concessionaires.

- Founded in 1957 and currently has 40 full members dedicated to the construction and management of public infrastructure.

Main figures of SEOPAN company members in 2022:

- Total turnover reached near 80 B€
- 78% international activity
- Construction: 68% → international: 88%
- Concessions: 11%
- Workforce over 320.000 employees
- Permanent presence in 82 countries

Million €	Main figures 2022	
	Amount	Distrib.
Total Sales	76.221	
National	16.906	22,2%
International	59.315	77,8%
Construction	52.112	68,4%
Concessions	8.336	10,9%
Other activities	15.650	20,5%
Construction sales	52.112	
National	6.268	12,0%
International	45.844	88,0%
Other activities sales*	23.986	
National	10.638	44,4%
International	13.471	56,2%
Workforce average	320.612	



Membership in international organizations:



- European International Contractors (EIC), represents national Member Federations from 15 European countries.



- Association Européenne des Concessionnaires d'Autoroutes et d'Ouvrages à Péage (ASECAP), operators managing motorways, bridges and tunnels in 18 countries.



- International Bridge, Tunnel and Turnpike Association (IBTTA), worldwide association representing toll facility owners and operators and businesses related in 23 countries.

Presence in other organizations:

- European Construction Industry Federation (FIEC), SEOPAN is a member through the Spanish Confederation of Construction (CNC).
- Confederation of International Contractors' Associations (CICA), SEOPAN collaborates through the friendship of EIC.
- BusinessEurope, SEOPAN is a member through CEOE

How the Top International Contractors shared the 2021 market

Spanish construction groups:

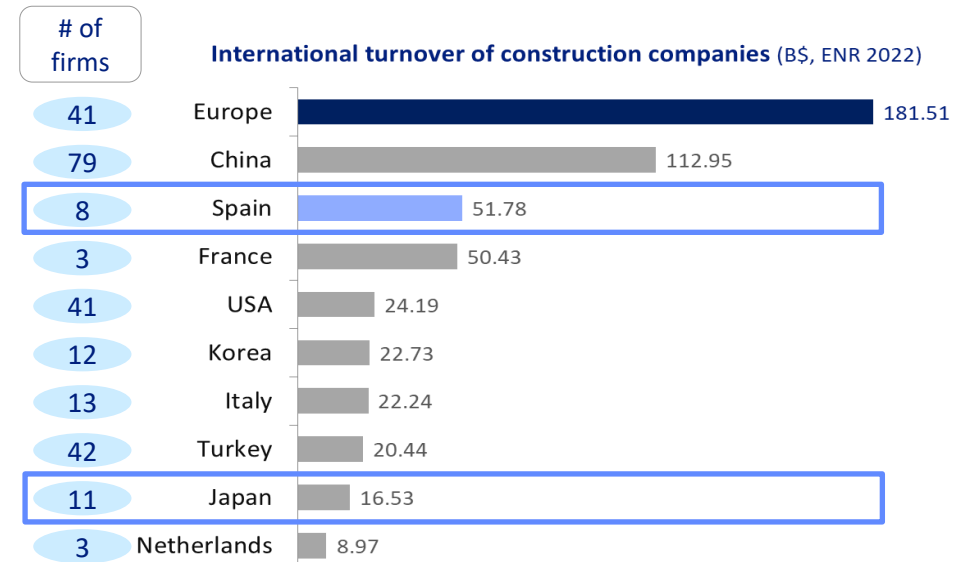
- Total international income: 51,8 B\$
- 13% of the total international income worldwide
- Key international contractors in Australia (40%), North America (33.7%) and Europe (11.6%)

Japanese construction groups:

- Total international income: 16,5 B\$
- 4.2% of the total international income worldwide
- Key international contractors in Asia (9.1%) and North America (8.9%)

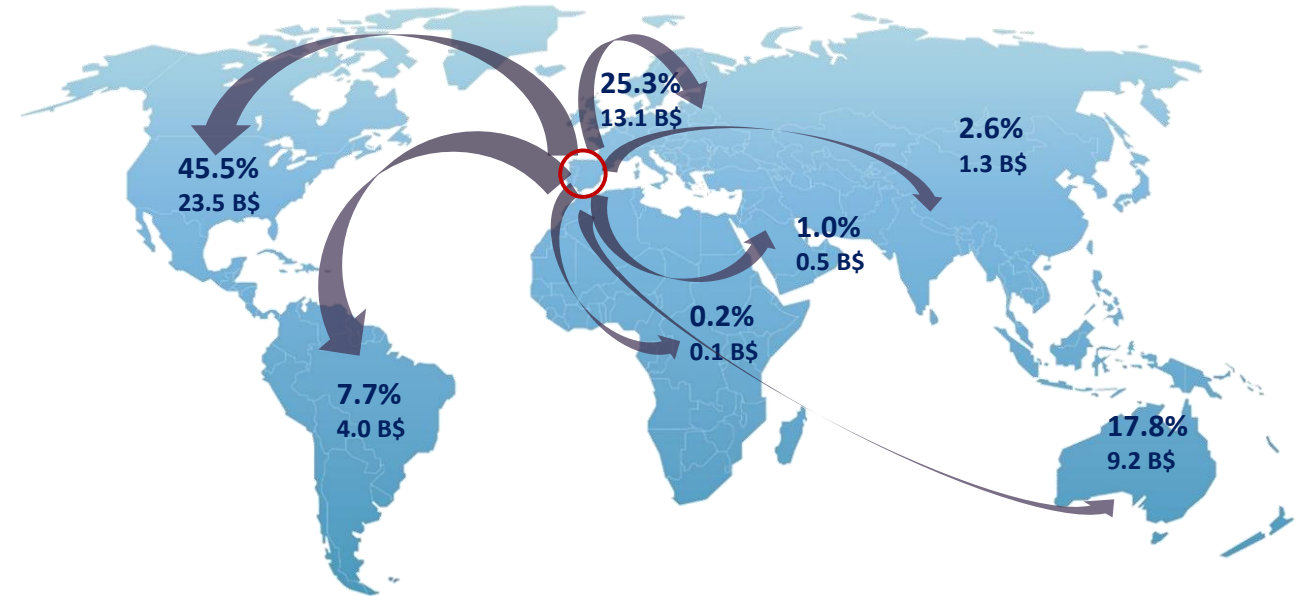
COMPANY		International Income		Middle East		Asia		Australia		Africa		Europe		North America		Latin America and Caribe	
Origin	nº	\$ Mill.	%	\$ Mill.	%	\$ Mill.	%	\$ Mill.	%	\$ Mill.	%	\$ Mill.	%	\$ Mill.	%	\$ Mill.	%
America	41	24,185	6.1	1,240	2.6	2,330	3.1	1,088	4.7	1,112	2.4	3,645	3.2	9,072	13.0	5,699	25.9
Australia	3	4,111	1.0	50	0.1	117	0.2	0	0.0	18	0.0	1,150	1.0	2,753	3.9	23	0.1
Canada	4	1,820	0.5	156	0.3	108	0.1	0	0.0	98	0.2	208	0.2	1,173	1.7	78	0.4
China	79	112,945	28.4	19,438	40.0	41,266	55.3	5,939	25.8	27,742	59.3	11,506	10.2	2,013	2.9	5,041	22.9
Europe	41	181,508	45.6	8,448	17.4	10,389	13.9	14,826	64.3	9,474	20.3	83,608	73.9	45,285	64.9	9,478	43.1
Spain	8	51,780	13.0	524	1.1	1,326	1.8	9,208	40.0	86	0.2	13,088	11.6	23,542	33.7	4,007	18.2
India	5	6,012	1.5	4,154	8.6	730	1.0	0	0.0	852	1.8	78	0.1	182	0.3	15	0.1
Japan	11	16,528	4.2	1,280	2.6	6,769	9.1	867	3.8	705	1.5	685	0.6	6,195	8.9	28	0.1
S. Korea	12	22,729	5.7	6,590	13.6	9,371	12.6	288	1.2	791	1.7	3,245	2.9	1,115	1.6	1,329	6.0
Turkey	42	20,435	5.1	5,554	11.4	2,473	3.3	32	0.1	2,981	6.4	8,783	7.8	392	0.6	220	1.0
Other	12	7,579	1.9	1,629	3.4	1,036	1.4	0	0.0	3,005	6.4	188	0.2	1,638	2.3	82	0.4
TOTAL	250	397,852	100	48,538	100	74,588	100	23,040	100	46,778	100	113,097	100	69,819	100	21,994	100

The Spanish infrastructure industry is **ranked 2nd worldwide**, with an international turnover near 52 B\$, ahead of France, USA and Korea, and Japan is ranked 8th worldwide with more than 16 B\$



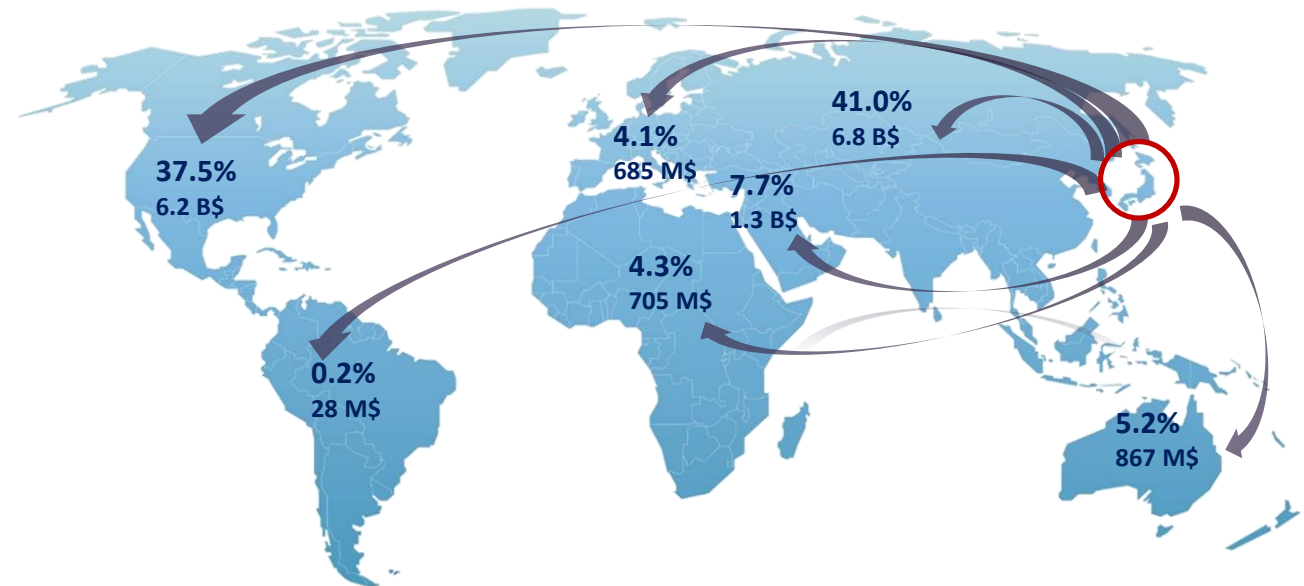
International activity of the Spanish construction groups:

- North America (USA and Canada): 45.5%; 23.5 billion \$
- Europe: 25.3%; 13.1 billion \$
- Australia: 17.8%; 9.2 billion \$
- Latin America and the Caribbean: 7.7%; 4.0 billion \$
- Asia: 2.6%; 1.3 billion \$
- Middle East: 1.0%; 500 million \$
- Africa: 0.2%; 100 million \$



International activity Japanese construction groups:

- Asia: 41.0%; 6.8 billion \$
- North America (USA and Canada): 37.5%; 6.2 billion \$
- Middle East: 7.7%; 1.3 billion \$
- Australia: 5.2%; 867 million \$
- Africa: 4.3%; 705 million \$
- Europe: 4.1%; 685 million \$
- Latin America and the Caribbean: 0.2%; 28 million \$



Spanish leadership in concessions

Main Spanish concessionaires accumulate **256.7 B\$ of investment in 277 transport infrastructure concessions** (45% of top 10 PWF 2018 database)

As per **number of contracts under construction/operation**: 5 of 10 major transport infrastructure concessionaires are Spanish.

And out of the total world rank of 32 concessionaires, 8 of them are also Spanish.

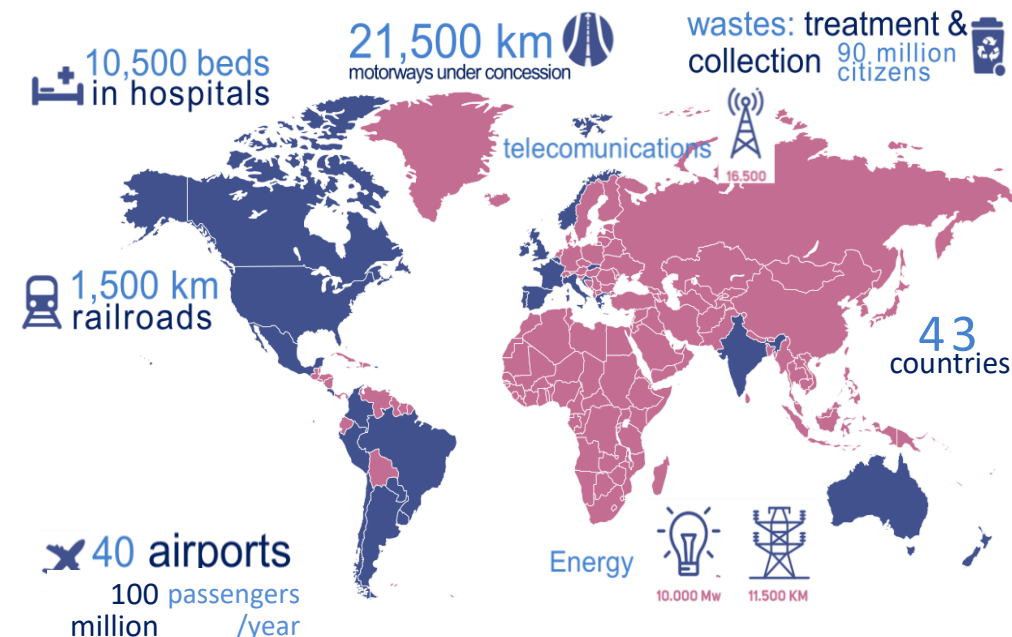
Rank	Company	Country	num. concessions		
			Operating / under construction	Sold or expired	Pursuits
1	ACS Group/Hochtief	Spain	50	66	48
2	Vinci	France	48	9	15
3	Macquarie	Australia	40	30	5
4	Abertis	Spain	40	21	na
5	Ferrovial/Cintra	Spain	38	30	14
6	Meridiam	France	33	1	4
7	Sacyr	Spain	31	25	6
8	Egis	France	26	2	16
9	Globalvia	Spain	25	12	1
10	John Laing	UK	25	10	7
11	Bouygues	France	25	7	4
19	Acciona	España	13	16	7
23	Roadis	España	10	2	2
30	Itinere	España	6	0	na

Source:



Rank	Company	Country	Total investment * (millones \$)
1	ACS (Iridium + Hochtief)	Spain	101,680
2	Ferrovial (Cintra)	Spain	94,935
3	Vinci	France	82,900
4	Macquarie	Australia	53,550
5	Meridiam	France	53,835
6	Bouygues	France	48,800
7	John Laing	United Kingdom	43,885
8	Sacyr	Spain	32,600
9	Egis Projects	France	28,280
10	Globalvia	Spain	27,500

* aggregate value (in nominal dollars) of all of a firm's transportation P3 since 1985 for which financing was arranged as of October 1, 2018



Prepandemic outlook of national construction

- 124,060 million € of national activity

Construction: Production, cost structure and employment	Annual production		Employment (thousands of employees)
	B€	%	Total
CIVIL WORK	19.50	15.7%	277.00
NON RESIDENTIAL CIVIL CONSTRUCTION	36.00	29.0%	514.00
RESIDENTIAL CONSTRUCTION (new work)	41.90	33.8%	598.00
RESIDENTIAL CONSTRUCTION (rehabilitation and reforms)	26.66	21.5%	380.00
TOTAL	124.06	100%	1,769.00





Infrastructure needs to comply with the Agenda 2030:

Represents a minimum of 253,000 M€ until 2030 without considering the European Commission decisions that will increase significantly the potential investment in matters of:

- Meeting the requirements of the Urban Waste Water Directive
- RePowerEU

EU Global Gateway Initiative plans to mobilize up to €300,000 million in investments in 2021-2027 in 5 priority sectors:

- Transportation
- Digital networks
- Energy and climate;
- Health;
- Education and investigation

Regional – Central Asia – Satellite Connectivity

Building satellite connectivity “earth stations” with integrated data centers

Kazakhstan

- Implementation of partnership on raw materials, batteries and renewable hydrogen

Tajikistan

- Construction of Rogun Dam (hydro-power plant) to double the energy production capacity of the country and advance the decarbonisation of the region

Mongolia

- Construction of the 220 km Choir-Sainshan double circuit 220 kV transmission line
- Implementation of Forest partnership

Vietnam

- Construction of Bac Ai hydropower pump storage (1,200 MW)
- Upgrading of Hydropower plant Tri An by 200 MV to increase peak capacities
- Construction of the Tra Vinh 48 MW nearshore wind farm

Bangladesh

- Development of solar and wind power energy investments

Regional - Central Asia Transport

Construction of sustainable transport corridors between Europe and Central Asia

Nepal

- Implementation of Team Europe Initiative on Green recovery

Regional – South East Asia – Transport corridor

Upgrade of the Laotian national highway n° 2”

Indonesia

- Investment plan via the Just Energy Transition Partnership (JETP) to expand renewable energies, phase down on and off-grid coal-fired electricity generation
- Double tracked upgrading and electrification of suburban train

Philippines

- Scale up service provision from the Copernicus mirror site to provide high-speed internet capacity

Papua New Guinea

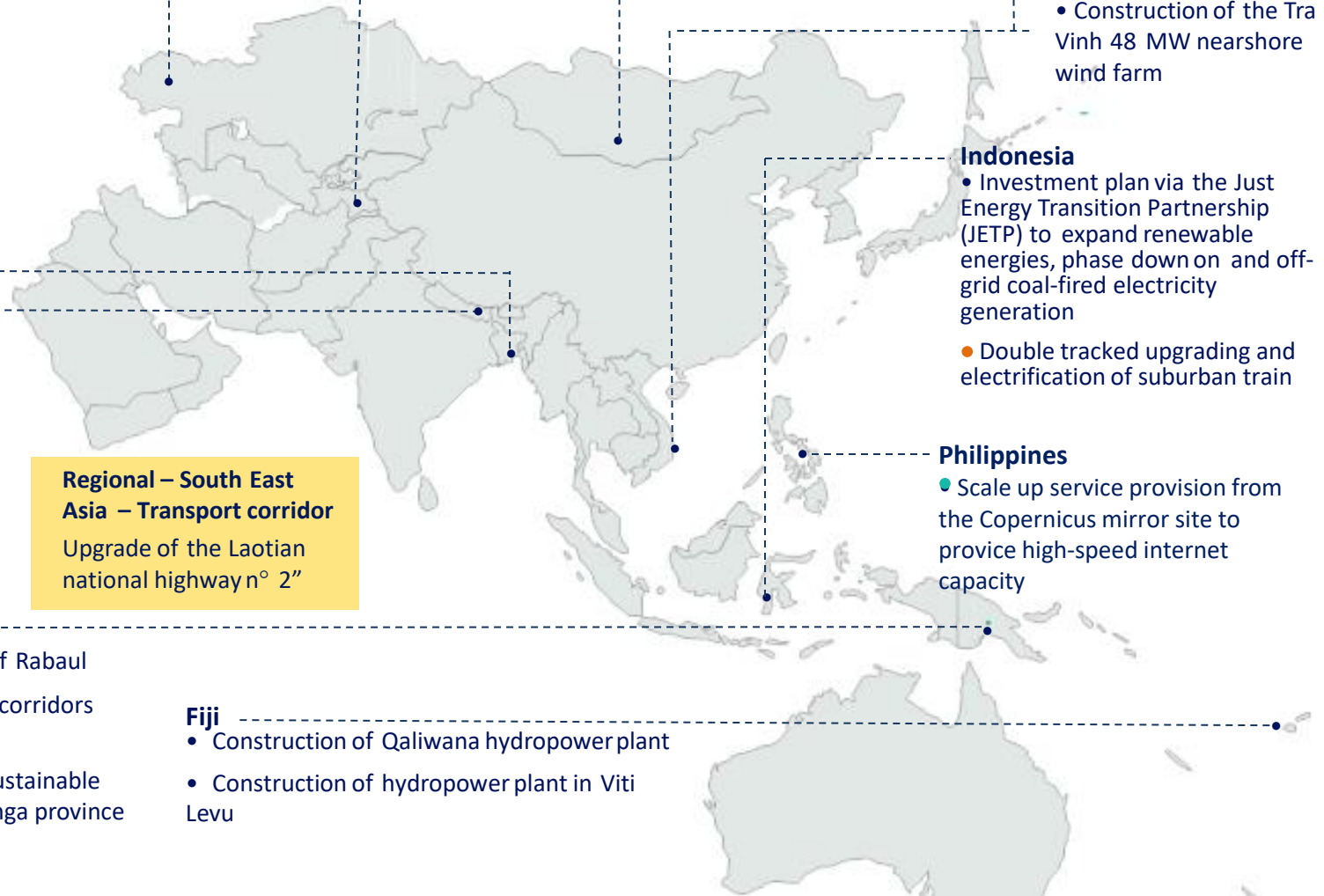
- Rehabilitation of the port of Rabaul
- Development of economic corridors and agricultural trade
- Strengthening integrated sustainable landscape management in Enga province

Fiji

- Construction of Qaliwana hydropower plant
- Construction of hydropower plant in Viti Levu

- Digital
- Climate and Energy
- Transport

Source: European Commission





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