



IMPULSORA DEL DESARROLLO Y EL EMPLEO EN AMÉRICA LATINA

Miguel Martinez

mmartinezp@ideal.com.mx

Tel: + 52 55 11 03 13 28

Rodrigo Mondragon

rmondragonr@ideal.com.mx

Tel: + 52 55 11 03 13 47

Tel: (52) 55-11-03-1300

Mexico City, July 24th, 2014.- **Impulsora del Desarrollo y el Empleo en America Latina, S.A.B. de C.V.** reports today results for the first semester ended on June 30, 2014.

Highlights

- Impulsora del Desarrollo y el Empleo en America Latina (IDEAL) posted revenues of \$4,569.7 MM Ps under IFRS during the first semester of 2014, which represents 18.1% growth, when compared with the same period of the previous year, and 35.7% when adjusted income (\$5,253 MM Ps)* of the Waste Water Treatment Plant Atotonilco, Saltillo and the Social Infrastructure Project Makobil. These results are mainly explained by **I)** the outstanding performance shown in the hydroelectric plants in Panamá, **II)** the entrance into operations of the Social Infrastructure Makobil, located in Chiapas since December 2013, **III)** 9% increase in Average Daily Traffic of the toll roads and **IV)** the beginning of collection of the Proportional Tariff T1 in Atotonilco.
- EBITDA reached \$3,270.4 MM Ps under IFRS as of June 2014. Adjusted EBITDA* reached \$3,954.1 MM PS which represents an increase of 38.7% and the Adjusted EBITDA Margin stood at 75.3% compared with the 73.7% registered during the same period of the previous year.
- Due to the continuous investments in the different infrastructure projects, such as toll roads, a waste water treatment plant and the social infrastructure project, IDEAL registered assets of \$80,954.7 MM Ps at the end of the first half, which represents a 21.1% increase when compared with the same period of the previous year. 86.7% of total assets represent the Operative Portfolio, out of which 56% is the toll road sector, 18% social infrastructure, 13% energy, 9% water and 2% transport.

Highlights

- Total Debt stood at \$64.4 Bn Ps, out of which;
 - Net Debt stood at \$58.03 Bn Ps.
 - 93% is at a Project Level and does not have recourse to the Holding Company.
 - 90.4% has a long term fixed nominal interest rate exposure through swaps.
 - 93.3% is Long Term Debt with an average duration of 17 years.
 - 30.5% is market related debt and the rest is commercial banking debt.

- As of June 2014, Total Interest Rate Swap Position stood at \$61.7 Bn Ps and \$300 MM USD;
 - All the swap positions are directly (matched) or indirectly (unmatched) securing financial costs against current or contracted financings. This strategy effectively locks long term financial costs for the projects and stabilizes returns. Thus the swap position has a hedging nature not a risk position for the company
 - Matched position represents 69.5%.
 - Unmatched Position (\$20.0 Bn Ps) is marked to market and the valuation is reflected in the income statement giving high volatility to our net income.

- It is worth to highlight, that the company still has assets under construction, such as;

Projects under construction	% Part IDEAL	Capacity	Beginning of Operations
Mitla - Entronque Tehuantepec II	40%	169 Km	Expected to begin operations in December 2015
Tepic Bypass	100%	30 Km	Expected to begin operations in April 2015
Guadalajara Bypass	100%	111 Km	Expected to begin operations in April 2016
Mazatlán Bypass	100%	38 Km	Expected to begin operations in Noviembre 2014
Macrotúnel Acapulco		8.5 km	Expected to begin operations in December 2015
WWTP Atotonilco	40.8%	35 m ³ /seg	Expected to begin operations in June 2015
CRS Morelos	100.0%	2,528 inmates	Expected to begin operations in First Half 2015
Terminal Cuatro Caminos	70%	93,470 m ²	Expected to begin operations in January 2017

Highlights

- IDEAL's roads have been showing increase in Daily Average Traffic;

Average Daily Traffic on Standard Vehicles	2Q13	2Q14	Δ %
Toluca	15,378	17,511	13.9%
Tepic	6,886	6,932	0.7%
ATM	8,075	9,024	11.8%
Chamapa	41,690	44,471	6.7%
Arco Norte	16,380	16,925	3.3%
<u>Pacífico Norte</u>			
Mazatlán - Culiacán	7,761	7,931	2.2%
Culiacán Bypass	2,763	2,722	-1.5%
<u>Pacífico Sur</u>			
Guadalajara - Tepic	11,065	10,994	-0.6%
Autopista Urbana Sur	19,190	24,174	26.0%
TOTAL AVERAGE GROWTH			8.90%

- Tijuana Toll Road has been posting double digit increase due to two main factors i) economic recovery in the north region of the country ii) closing of Tijuana – Ensenada Toll Road, due to natural disaster.
- Toluca Bypass traffic has been driven by the natural economic growth of the region, as well as some civil works in the main roads of the city
- Chamapa – La Venta Road recovery traffic explained by the saturated alternates roads.
- IDEAL executed its option to acquire 30% stake in AUSUR from ICA.

- I+D**

Total revenue stood at \$380 MM Ps during the first half 2014, representing a 14.8% decrease vs the same period of the previous year. This result is mainly explained by the decrease of the tariff.

- Adjustments**

*According to the IFRS standards, the income coming from the Water and Social Infrastructure sectors are not registered at Income level.

Acumulated at 2Q14	MM PS
Income	4,569.7
Water Adjustments	375.9
Social Infrastructure Adjustments	307.8
Adjusted Income	5,253.4
Adjusted EBITDA	3,954.1
Adjusted EBITDA Margin	75.3%

Waste Water Treatment Plant Atotonilco

- The construction presents a 89.81% physical advance and a 84.45% financial advance.



← Sludge Thickener Tanks

Digestors →



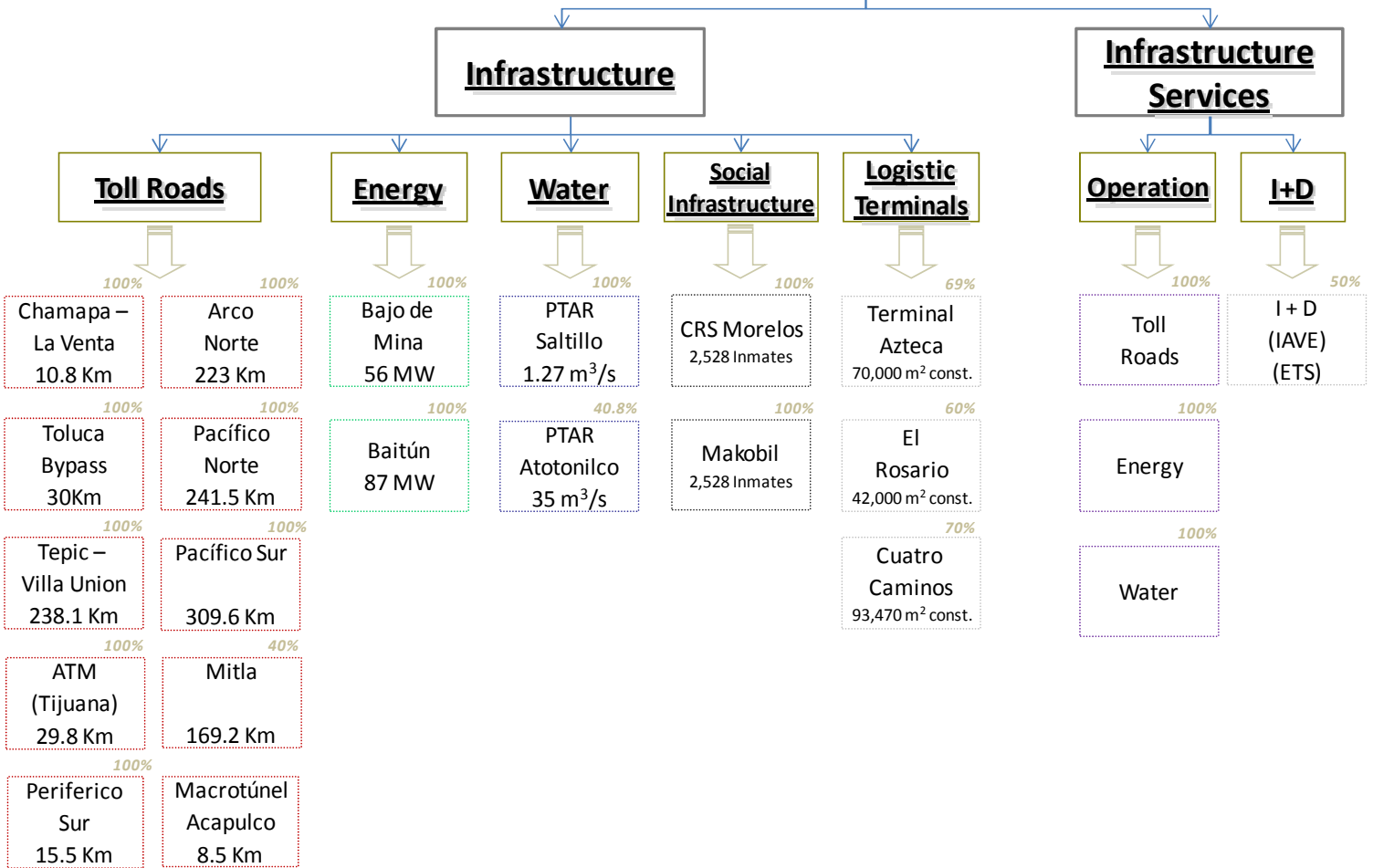
Debt and Interest Rate Swap Position

	Total Debt (MM PS)	Term	Kind of Debt	Reference rate	Hedge
CPOS serie Variable Rate short term	435	1.0 Years	Variable rate	TIIE 28 días	Yes
CPOS serie UDIS Long term	6,173	22.3 Years	Fixed CPI indexed	UDIbono 25	Yes
CPOS serie Pesos mid term 2009	1,143	5.5 Years	Variable rate	TIIE 28 días	Yes
CPOS serie UDIS mid term 2009	852	5.5 Years	Fixed CPI indexed	UDIbono 10	Yes
CPOS serie Pesos Long term	1,601	22.3 Years	Fixed in Pesos	Mbono 27	NA
CPOS serie Pesos Long term	4,913	29.0 Years	Fixed in Pesos	NA	NA
Sub-Total CPO's FIC	15,117	21.6 Years			
Others Long Term	44,648	15.5 Years	Variable rate	TIIE 28 días	Yes
Others Short Term	0	0.0 Years	Variable rate	TIIE 28 días	NA
Total Debt at a project level	59,765	17.0 Years			
Promotora (Holding Co)	132				
IDEAL Cebures (Long Term)	1,910				
IDEAL Cebures (Short Term)	2,590				
Total Debt	64,397				
Cash & Equivalents	1,338				
Trusts	5,029				
Net Debt	58,030				

Pesos	Amount	Kind of Swap	
	Matched position (Promotora)	7,803	
	Matched position (SPV's)	33,949	
	Unmatch position	20,000	TIIE - Fixed
	Total Swap position	61,752	

USD	PROMOTORA IDEAL	300	USD - Fixed
	Open position	300	

ASSETS AND STRUCTURE



MM of nominal pesos as of June 2014

	2012	2013	1Q14	2Q14
Toll Roads	31,079.3	33,527.6	34,097.1	34,911.5
Water	4,017.8	5,553.8	5,891.5	6,062.2
Energy	8,888.0	9,106.2	9,055.0	8,935.8
Multimode Terminals	755.9	1,204.5	1,193.9	1,182.4
Social Infraestructure	0.0	11,815.9	12,372.0	12,557.4
TOTAL Infraestructure	44,741.0	61,208.1	62,609.4	63,649.3
Electronic Toll System	1,447.7	1,601.5	1,756.5	1,410.4
Sinergia	79.2	994.2	827.8	687.6
TOTAL Services	1,526.9	2,595.6	2,584.3	2,097.9
Cash & Equivalents	1,103.2	3,628.7	2,359.4	1,338.5
Road's Trust	6,172.7	6,010.6	5,235.8	4,426.7
Water Trust	16.9	224.1	370.6	14.9
TOTAL ASSETS	57,702.7	81,685.5	81,722.2	80,954.7
Total Operative Assets	52,457.5	70,038.5	70,800.0	70,188.8
% of Total Assets	90.9%	85.7%	86.6%	86.7%

ASSETS AND STRUCTURE

Toll Roads		End of Concession	DAT*	Total Length (km)
Fully operational	Chamapa	aug-52	44,471	10.8
	Toluca	aug-59	17,511	30.0
	Tepic	apr-35	6,932	238.1
	ATM	dec-49	9,024	29.8
	Arco Norte	dec-65	16,925	223.0
	Autopista Urbana Sur	dec-40	24,174	15.5
Partial Operations	Pacifico Norte	dec-39	10,653	241.5
	Pacifico Sur	dec-41	10,994	309.6
Under Construction	Mitla	may-30	3,000 / PPP	169.2
	Macrotúnel Acapulco	jun-43	9,616	8.5
TOTAL			153,302	1,276.0
<i>* Daily Average Traffic as of June 2014</i>				
Energy		End of Concession	Installed Capacity	Generation
Fully Operational	Bajo de Mina	mar-58	56.0 MW	264.9 GW/h
	Baitún	mar-58	87.0 MW	411.4 GW/h
TOTAL			143.0 MW	676.4 GW/h
Water		End of Concession	Installed Capacity	Lenght
Fully operational	PTAR Saltillo	dec-26	1.27 m ³ /sec	7.5 Km
Under Construction	PTAR Atotonilco	jan-35	35 m ³ / sec	
TOTAL			36.27 m³ / sec	
Social Infrastructure		End of Concession	Construction	Inmates
Under Construction	CRS Morelos	20 years after beginning of operation	109,012 m ²	2,528 inmates
Fully operational	MAKOBIL	dec-33	83,977 m ²	2,528 inmates
TOTAL			192,989 m²	5,056 inmates
Logistic	Terminals	End of Concession	Construction	Commercial Space
Fully Operational	Terminal Azteca	jun-37	70,000 m ²	82
	El Rosario	jul-39	42,000 m ²	79
Pre-Construction	Cuatro Caminos	aug-43	93,470 m ²	
TOTAL			205,470 m²	161

***FINANCIAL
STATEMENTS
Expressed on
nominal pesos***

Figures are expressed in nominal pesos

IMPULSORA DEL DESARROLLO Y EL EMPLEO EN AMERICA LATINA, S.A.B. DE C.V.

Consolidated Income Statement

MM of nominal pesos

(MM Ps.)	2Q12	3Q12	4Q12	1Q13	2Q13	3Q13	4Q13	1Q14	2Q14	Acumulated Jan-Jun	
										2013	2014
Income from continuing operations	1,817.5	1,871.5	1,982.0	1,875.7	1,994.6	2,228.0	2,265.0	2,135.9	2,433.9	3,870.3	4,569.7
Toll Roads	1,431.7	1,470.2	1,516.1	1,500.5	1,500.0	1,529.5	1,594.5	1,568.5	1,671.4	3,000.5	3,239.9
Services	213.1	226.4	273.6	215.6	251.6	239.5	208.6	226.8	261.2	467.2	488.0
Water	5.9	5.7	6.2	6.2	6.0	6.4	4.3	6.8	5.5	12.2	12.4
Energy	166.8	169.1	186.1	153.4	237.0	452.6	410.2	183.6	343.6	390.4	527.2
Social Infrastructure	0.0	0.0	0.0	0.0	0.0	0.0	47.5	150.1	152.1	0.0	302.2
Expenses from continuing operations	686.9	960.5	1,249.8	573.0	1,046.8	1,117.3	1,229.1	1,025.1	1,008.9	1,619.8	2,034.1
Concession Amort.	266.6	269.9	194.5	264.6	336.0	368.1	630.1	379.9	354.8	600.6	734.8
Operation Expenses	420.3	690.7	1,055.3	308.4	710.9	749.2	599.0	645.2	654.1	1,019.3	1,299.3
EBIT	1,130.6	911.0	732.2	1,302.7	947.8	1,110.7	1,035.9	1,110.8	1,424.9	2,250.5	2,535.7
EBITDA	1,397.2	1,180.8	926.6	1,567.3	1,283.8	1,478.8	1,666.0	1,490.7	1,779.8	2,851.1	3,270.4
Net Financial Income (Expenses)											
<i>Interest income</i>	157.3	164.0	197.5	202.4	270.6	318.2	313.2	461.1	442.0	473.0	903.2
Interest expenses	797.9	826.5	1,148.8	1,000.4	1,055.4	1,059.8	1,445.6	1,451.9	1,423.6	2,055.7	2,875.5
Commissions	40.2	57.6	41.2	55.1	55.6	54.8	40.1	53.1	-0.2	110.6	52.9
Forex	-76.6	66.8	-9.2	69.1	-81.7	-19.2	13.9	4.2	5.4	-12.6	9.6
<i>Financial Expenses</i>	761.5	950.9	1,180.8	1,124.6	1,029.2	1,095.4	1,499.6	1,509.2	1,428.8	2,153.7	2,938.0
Total Net Financial Income (Expenses)	-604.2	-786.8	-983.3	-922.2	-758.6	-777.2	-1,186.5	-1,048.1	-986.8	-1,680.8	-2,034.9
NET INCOME AFTER NII	526.4	124.1	-251.1	380.5	189.2	333.5	-150.5	62.7	438.1	569.7	500.8
Derivatives	-649.9	43.7	-121.6	25.5	599.9	163.3	-315.4	-345.4	-1,053.4	625.3	-1,398.8
Market related income (expense)	-649.9	43.7	-121.6	25.5	599.9	163.3	-315.4	-345.4	-1,053.4	625.3	-1,398.8
Results of non consolidated companies	83.5	65.8	52.7	28.3	20.4	57.2	-21.0	224.8	-157.7	48.7	67.0
NET INCOME BEFORE TAXES	-40.1	233.6	-320.0	434.2	809.4	554.0	-486.9	-57.9	-773.0	1,243.7	-830.9
Income Tax & Employee profit sharing	57.6	32.6	-132.2	140.5	187.4	74.4	-112.2	-235.9	134.1	327.9	-101.8
NET INCOME	-97.7	201.0	-187.8	293.7	622.1	479.6	-374.7	178.0	-907.1	915.8	-729.2
MINORITY INTEREST	45.5	59.0	-128.6	46.0	31.2	19.7	-24.6	85.6	8.1	77.2	93.7
MAJORITY NET INCOME	-143.2	142.0	-59.3	247.7	590.9	459.9	-350.1	92.4	-915.3	838.6	-822.9

Figures are expressed in nominal pesos

IMPULSORA DEL DESARROLLO Y EL EMPLEO EN AMERICA LATINA, S.A.B. DE C.V. AND SUBSIDIARIES

Consolidated Balance Sheet

MM of nominal pesos

ASSETS	Jun'12	Sep'12	Dec'12	Mar'13	Jun '13	Sep'13	Dec'13	Mar'14	Jun'14
Current	7,180.0	8,210.2	8,631.5	9,084.5	15,240.3	15,156.5	14,330.7	12,656.9	10,464.3
Cash and cash equivalents	588.0	1,442.2	1,103.3	1,311.1	6,686.4	4,514.0	3,628.7	2,359.4	1,338.5
Securities	4,905.7	5,240.4	6,193.2	6,387.1	6,137.4	7,768.5	6,422.6	6,045.2	5,028.8
Loans	56.8	58.9	9.2	9.6	897.3	932.2	1,011.5	1,015.8	335.8
Others	194.2	118.4	34.5	34.7	42.8	31.7	64.8	84.7	147.1
Accounts receivable	759.0	771.8	694.3	863.7	918.9	1,207.3	911.0	1,101.2	1,469.4
Receivable Taxes	676.4	578.6	597.0	478.4	557.4	702.8	2,292.2	2,050.5	2,144.7
Property – net	442.1	438.9	418.6	419.6	439.8	412.9	326.5	402.4	433.5
Long Term Assets	42,112.4	43,413.2	45,749.3	46,233.6	48,309.0	50,248.5	64,416.8	65,122.5	66,151.3
Toll Roads on concession - net	29,510.8	30,859.2	32,184.7	32,799.2	33,608.9	34,017.4	34,683.7	35,291.4	36,106.0
Hidroelectric plant and equipment	8,298.5	8,400.0	8,805.7	8,522.4	9,031.1	9,122.8	8,951.5	8,901.7	8,784.0
Accounts receivable - Concession contracts	3,548.1	3,410.8	4,018.1	4,173.6	4,932.0	6,391.3	18,318.7	18,263.4	18,619.6
Licences and software	66.7	59.1	56.8	54.5	53.1	64.3	61.1	35.5	31.4
Goodwill - net	683.4	683.4	683.4	683.4	683.4	652.2	2,401.8	2,629.9	2,609.7
Instalation Expenses	4.9	0.6	0.6	0.6	0.6	0.6	0.0	0.6	0.5
Other assets	167.9	223.1	71.5	199.9	200.4	237.8	112.3	89.8	120.4
Deferred Assets	2,581.5	2,680.9	2,831.8	2,990.7	2,665.6	2,831.5	2,499.1	3,450.7	3,785.1
TOTAL ASSETS	52,484.0	54,966.3	57,702.7	58,928.4	66,855.1	68,887.4	81,685.5	81,722.2	80,954.7

Figures are expressed in nominal pesos

IMPULSORA DEL DESARROLLO Y EL EMPLEO EN AMERICA LATINA, S.A.B. DE C.V. AND SUBSIDIARIES

Consolidated Balance Sheet

MM of nominal pesos

LIABILITIES	Jun'12	Sep'12	Dec'12	Mar'13	Jun '13	Sep'13	Dec'13	Mar'14	Jun'14
Short-Term	10,226.5	8,830.5	10,296.7	11,309.9	6,624.8	7,346.9	10,878.1	10,787.8	12,809.1
Accounts payable	2,065.6	1,509.3	1,859.2	1,816.3	1,762.1	1,783.8	1,597.0	2,198.2	2,117.8
Notes and loans payable	2,124.3	1,432.6	2,453.0	3,318.5	494.6	1,277.3	4,970.5	4,059.4	4,050.9
Derivatives	5,547.0	5,226.4	5,028.1	5,404.2	3,454.8	3,545.7	2,865.9	3,727.1	6,014.6
Sundry creditors	374.3	533.1	849.5	692.9	838.6	691.4	1,068.3	429.5	357.3
Taxes payable	115.3	129.1	106.8	78.1	74.6	48.8	376.4	373.6	268.6
Long-Term	34,206.3	37,589.3	38,966.1	39,325.9	50,321.6	51,310.7	60,483.4	60,929.5	61,297.4
Rights of yielded collection	22,409.4	25,239.5	25,826.9	25,776.9	35,980.8	36,016.6	44,303.1	46,779.9	46,453.4
Bank Loans	6,437.2	6,936.7	7,726.8	8,170.4	8,955.6	9,859.2	10,618.0	11,243.2	11,940.9
Other Long Term Liabilities	4,565.4	4,570.8	4,581.9	4,596.0	4,602.7	4,607.9	4,579.9	2,013.5	2,010.3
Deferred taxes	794.3	842.2	830.4	782.6	782.6	827.0	982.4	892.8	892.8
TOTAL LIABILITIES	44,432.9	46,419.7	49,262.7	50,635.8	56,946.5	58,657.6	71,361.5	71,717.3	74,106.5
STOCKHOLDERS' EQUITY									
Paid-in Capital	8,783.6	8,783.6	8,736.6	8,738.9	8,749.7	8,757.3	8,607.0	8,749.3	8,809.2
Other accounts in capital	-2,610.1	-2,530.7	-2,514.0	-2,755.8	-1,796.6	-1,922.2	-1,361.7	-1,757.9	-2,741.5
Subsidiaries	143.5	143.5	143.5	143.5	143.5	143.5	143.5	143.5	143.5
Net Income	892.7	1,036.0	761.6	734.3	1,296.2	1,611.1	1,300.4	1,193.4	(49.3)
Minority Interest	841.3	1,114.2	1,312.4	1,431.6	1,515.8	1,640.1	1,634.9	1,676.6	686.4
TOTAL STOCKHOLDERS' EQUITY	8,051.1	8,546.5	8,440.0	8,292.5	9,908.7	10,229.8	10,324.0	10,004.9	6,848.2
LIABILITIES & STOCKHOLDERS' EQUITY	52,484.0	54,966.3	57,702.7	58,928.4	66,855.1	68,887.4	81,685.5	81,722.2	80,954.7