

46TH ASECAP STUDY & INFORMATION DAYS

New Mobility Services From Cars to People

Grand Hotel Union, Ljubljana, Slovenia 6-8 June 2018

www.asecapdays.com

Filipe Coelho Brisa













Our world is evolving



Structural changes in our business









ECONOMICS & DEMOGRAPHICS

BEHAVIOUR

TECHNOLOGY

DECARBONIZATION

CHALLENGES ... WHICH ARE OPPORTUNITIES

We are moving too



From the Infrastructure Era to the Mobility Era



PEOPLE ARE INCREASINGLY DEMANDING, DISCIPLINED AND RATIONAL IN THEIR MOBILITY CHOICES

Moving with two key drivers in mind

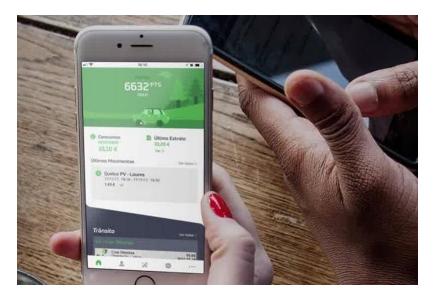


From the Infrastructure Era to the Mobility Era

EFFICIENCY-FOCUSED SERVICE PROVIDER



CUSTOMER CENTRIC ORGANIZATION



Moving with clear vision and implications



Towards

Brisa as a Mobility Solutions Provider

Today

Brisa as a very efficient and reliable motorway toll operator

Implications

Focus on the customers, understanding their needs when developing products and when serving them

Grow our presence in mobility services, leveraging our existing client base and current assets

Create new complimentary revenue sources, enhancing the existing business and future growth options

Delivered through the Via Verde Ecosystem

Leveraging the Via Verde Brand



B2C Mobility Brand

Beyond tolls and payments



Environment

Movement

Technology

Swift

free as a bird



Going from Cars to People



New approach

From transactions to behaviours



From the onboard unit



... to the App

With a consistent Mobility ecosystem



New Mobility Services

























Transportes

Public transport



Planner Planning

Mobility ecosystem highlights



DriveNow

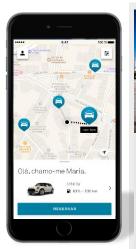




Mobility ecosystem highlights



DriveNow













211 cars

Price from 29 cent/min

Lisbon

100% Digital

All included

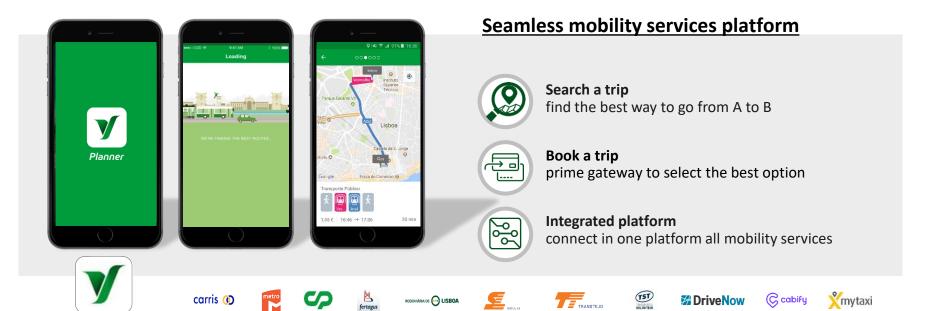


Operated by Brisa
Leveraging local know-how and payments experience

Mobility ecosystem highlights



VV Planner









CLICK HERE TO WATCH THE VIDEO

