



ASSOCIATION PROFESSIONNELLE
AUTOROUTES ET OUVRAGES ROUTIERS

ASFA – PRESENTATION

Members – Mission – Structure

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November 2009

1. Introduction to ASFA

ASFA is the Association of French Motorway and Toll-road Concession-holders and Operators. Its members currently include:

- 14 Toll-road Motorway and Tunnel Construction and Operation Concession-holders operating nearly 8,500 km of infrastructures (including some sections under construction)
- Tancarville Bridge and Normandie Bridge Concession-holders
- One Motorway Operator

ASFA's Social Mission:

- Representing and defending the interests of the industry
- Sending to members communications on topics of joint interest
- Negotiating industry-related social agreements
- Developing non commercial international relations
- Producing market studies, market research and surveys

2. ASFA: Role and Mission

ASFA's role is to promote the public service assignment system regarding the construction, management, and operation of roadway infrastructures, and more specifically of toll-road concessions. Thanks to the industry's collective agreement, which covers all members of the organization, ASFA is also an employer.

Additionally, ASFA is a forum where members can share and develop joint positions.

- Thanks to its committees and industry groups, ASFA is an ideal place to share best practices between industry actors.
- Within ASFA committees and technical groups, joint positions are identified in areas of joint interest.

ASFA is constructively and regularly lobbying French and European decision-makers, as well as trade organizations.

- ASFA is constantly gathering information on any regulatory or legislative initiative affecting the industry, and, in that capacity, it maintains a close relationship with elected officials in both the French Senate and the National Assembly (lower house), and with various agencies of the French administration, in particular with the French Department of Infrastructure and Transportation, its supervising administration.
- ASFA is constantly following, and involved with, the main European legislative agenda and debates, such as the Guidelines "Toll Interoperability" and "Eurovignette" (electronic pass). It actively supports the work of ASECAP, a European organization, and frequently appears in front of the European Commission and the European Parliament to provide and argue its positions in the areas of safety and traffic on French motorways.
- ASFA participates to trade organization activities in the area of public service assignment as well as public sector - private sectors partnerships [or: co-financing] (UNSPIC). It works in partnership with numerous trade organizations and professional federations involved in related businesses or representing industries using motorway services.
- ASFA attends all major international industry conferences and symposiums, where it promotes motorway companies, their activities and their specificities.

ASFA Pilots specific activities

- ASFA is in charge of the industry's collective bargaining agreement, for which it has submitted an application for extension with the French Department of Labor.
- Within ASFA, the Social Affairs Committee heads all industry-related joint meetings and negotiates industry-related agreements.

ASFA does joint and fundamental market studies to contribute to industry-related analysis and policies.

- **Road Safety Studies:** Deadly Accidents Analysis, Fundamental Knowledge Instrument, 911 Call Study (How to Accommodate Cell Phone Use on the Existing 911 Call Network); Study on 'How to Create a Speed Observatory'
- **The Economics of Toll Systems (Economics of Toll Stations, Seen Under Various Angles):** Impact of a general tax on all trucks in France; Road traffic in Europe since the implementation of a new taxation system in various countries; Acceptability of pricing changes; Report on socio-economic studies
- **Technical Studies:** Innovation in Motorway Network Optimization (pavements, roadway structures, tunnels)
- **Legal Studies:** Inter-Company and External Partnership Challenges; Analysis of Case Law Trends or Normative Trends - whether European or national - affecting the industry or that might be implemented in the industry.

ASFA has established a number of active partnerships in order to improve the way motorways are used, through:

- Joint initiatives with driving schools:
 - Driving schools (Distribution of "Driving Safely on the Motorway" (" Bonne Conduite sur l'autoroute " – a CD-ROM), and "Safety on Motorways" (" Autoroute Espace Sécurité " – a DVD)
 - Truck Driving Schools (FNTR, AFT-IFTIM)
- Participation to a number of road safety initiatives (Norauto, Les Pros de la Route, DSCR)
- Frequent Awareness Initiatives targeting the public and covering topics specific to motorway driving - organized in partnership with La Prévention Routière (French Road Safety National Agency) and various network actors (oil industry actors)
- Launching of various consumer initiatives with partners and with consumers' rights organizations (Croq'malin)

ASFA has been mandated by its members to participate in a number of joint initiatives.

- Management of European development projects on "The Intelligent Road";
- Coordination of interoperable tolls:
 - Liber-t for light vehicles
 - TIS-PL for trucks



1. Decision-Making Bodies & Other Governing Bodies

Board of Directors:



President
Jean-François Roverato - APRR

ASFA Member Companies - Permanent Delegates:

<p>ADELAC and AREA Represented by Philippe Nourry</p> 	<p>ALICORNE Represented by Joël Rousseau</p> 	<p>ALIS Represented by Charles Paradis</p> 
<p>APRR Represented by Jean-François Roverato</p> 	<p>ASF Represented by Pierre Anjolras</p> 	<p>ATMB Represented by Gérard de Pablo</p> 
<p>CCI du HAVRE Represented by Vianney de Chalus</p> 	<p>CEVM Represented by Frédéric Dune</p> 	<p>COFIROUTE and ARCOUR Represented by Pierre Coppey</p> 
<p>ESCOTA Represented by Philippe-Emmanuel Daussy</p> 	<p>ROUTALIS Represented by François Bienvenue</p> 	<p>Sanef Represented by Pierre Chassigneux</p> 
<p>SAPN Represented by François Gauthey</p> 	<p>SE A14 Represented by Patrick Jacamon</p> 	
<p>SFTRF Represented by Patrice Raulin</p> 	<p>SMTPC Represented by Gilbert Saby</p> 	

EXECUTIVE BOARD

Vice-Presidents

Pierre Anjolras - ASF
Pierre Chassigneux – Sanef
Pierre Coppey – Cofiroute et ARCOUR
Patrice RAULIN - SFTRF

In addition to the Board of Directors and the Executive Board, ASFA's governing bodies include a Committee of Social Affairs, as well as four committees working on a joint approach to all topics that the industry considers interesting, on fostering experience sharing, on planning ASFA's lobbying activities, and on potentially submitting market studies and insuring their follow-up.

Committee members are selected within executive teams by member companies: they have a global view of the topics covered, and direct both the activities and the collective thinking process within ASFA.

Each committee is assisted by a number of working groups, depending on the subject matter covered. If needed, these committees can also suggest to set up temporary expert groups.



SOCIAL AFFAIRS COMMITTEE



Pierre Coppey (COFIROUTE), Chairman

Members:

- Patrick Boccardi - APRR/AREA
- Marc Chauvet - ESCOTA
- Josiane Costantino – ASF
- Marc Della Pietta – SMTPC
- Philippe Deloire – ATMB
- Frédéric Dune – CEVM
- Hervé Genon-Catalot – SFTRF
- Stéphane Gérard - COFIROUTE
- Richard Lengrand – ROTALIS
- Bruno Lenormand - Sanef/SAPN/SE A14
- Thierry Parizot - Alis

The implementation of ASFA's social agenda, as defined by the BOD-approved policy, has been assigned to the Committee on Social Affairs by the Board of Directors.

The agreement establishing the industry national collective agreement for concession-holders or for motorway operators or roadway infrastructure operators was entered in 2006 by the National Employer Trade Union and eight employee trade unions from the industry: CFDT, CFTC, CGC, CGT, CNSF, FAT, FO, and SUD.

Radical mutations that occurred during the last few years in the concession-holder and toll operator industry made it necessary, for the industry, to divide itself into sectors and to enter a national collective bargaining agreement.

Such an agreement provides a basis of social guarantees available to any employee in our industry. Among other things, these social guarantees cover freedom of opinion, union law, employee representation, equal professional opportunity for men and women, equal treatment for employees, employment contract and any related aspect, employment classification, professional training, and planning.

Following the merger between ASFA and Syndicat Professionnel entered on December 6, 2006, this collective agreement is now in effect in each of the member companies.



CONCESSION-PARTNERSHIP COMMITTEE



François GAUTHEY (Sanef/SAPN), Chairman

Members:

- Charles Paradis - ALIS
- Christophe Bombard - APRR
- Jean-Michel Gambard - APRR
- Christian Laveau - APRR
- Vincent Lang - AREA
- Brigitte Simon - ASF
- Bernard Fer - ASF
- Jean-Paul Chaumont - ATMB
- Philippe Penicaut - CCIH
- Jean Vianney d'Halluin - COFIROUTE
- Odile Georges-Picot - Sanef
- Serge Dutertre - ESCOTA
- Christophe Boutin - Sanef
- Gilbert Saby - SMTPC

The purpose of our industry is to license toll motorway and roadway infrastructures. The mandate of the “Concession-Partnership Committee” is to examine the industry’s evolution and to prepare it for such changes, in the French and in the European environments. It is a perfect forum for sharing ideas between licensees about all aspects of their licensing agreement.

Licensing law, as well the laws governing public sector-private sector partnerships (PPPs), are constantly evolving. An important study about PPPs and concessions is under way at the European level and should eventually lead to the adoption of a governing guideline. The committee keeps track of such essentially pre-legislative initiatives, drafts ASFA’s official positions, and coordinates its work with other organizations, such as IGD and UNSPIC.

In addition, the recent “Eurovignette” directive and the introduction of automatic tollbooths for trucks in Switzerland, Germany and Austria, as well as its likely deployment in all of the Eastern European countries, change drastically the way things are done in the industry and foster the emergence of new and different philosophies regarding toll prices. This committee is in charge of analyzing and tracking these trends.

Tolls, their role and their status are central to the committee’s debates, a committee also in charge of articulating the rationale needed to defend and promote the use of toll systems on the motorways versus other billing methods, as well as maintaining their reputation and making sure there are always well understood.

The committee is also a forum for communicating and sharing ideas, or even to define joint positions regarding legal-, financial- or accounting-oriented issues affecting the activities of member companies.

Committee Expert Groups:

- Financial Directors Club, headed by Patrick Paris – Cofiroute
- Credit Cards and Electronic Banking Group, headed by Serge Dutertre – ESCOTA



NETWORK, QUALITY, SAFETY & SERVICE COMMITTEE



Jean-Paul CHAUMONT (ATMB), Chairman

Members:

- Isabelle Caminita - ALIS
- Gilles Morisseau - ALIS
- Jean-René Argouarc'h - APRR
- Jean-Charles Dupin - AREA
- Bernard Fer - ASF (animateur du groupe technique sécurité)
- Sébastien Fraisse - ASF
- Christophe Dubois - ATMB
- Claire Grivel - CCI du Havre
- Frédéric Dune - CEVM
- Arnaud Grison - COFIROUTE
- André Nicolas - ESCOTA
- Michel Guérin - Sanef
- Patrick Jacamon - SAPN
- Georges Borot - SFTRF

Through network operations, ASFA members provide a high quality service to their upstream client, while paying special attention to safety. The Network, Quality, Safety & Service Committee is mandated to foster sharing of information between member companies on those topics, to direct the analysis and the thinking collective process, and to guide ASFA's initiatives in these areas.

The licensing agreement has established the various service level requirements applicable to the licensed network in terms of viability and for tollbooths, as well as for road assistance. This committee reviews company best practices in these areas, analyzes issues that require joint thinking, and is in charge of planning ASFA's activities.

The committee regularly reviews road safety statistics, analyzes them and sends a related update to all actors in our sector. It selects prevention campaign themes and follows up on partnerships between ASFA and other organizations (DSCR, La Prévention Routière, driving schools, trade federations).

This committee is in charge of, and directs the regular review and analysis process focused on security and information services provided within the ITSs, tracks European regional projects as well as changes affecting "Easy Way", a European program, and approves (or not) any market research topic proposed by ASFA.

It reviews and debates related services (gas, food services), and is in charge of guiding joint activities which are run in coordination with consumer and trade organizations in all areas of common interest.

Committee Expert Groups:

- Safety Technical Group, headed by Bernard Fer - ASF
- Personnel Safety Group, headed by Bernard Despin - ASF
- Radio Action Group, headed by Pierre Anjolras - ASF



ASSETS & INFRASTRUCTURE COMMITTEE



Philippe NOURRY (APRR/AREA), Chairman

Members:

- Thierry Parizot - ALIS
- Jean-Philippe Ehrhardt - APRR
- Michel Vistoroky - AREA
- Gilles Calas - ASF
- Bernard Port - ATMB
- Yann Baranger - CCI du Havre
- André Broto - COFIROUTE
- Philippe Laroche - ESCOTA
- Dominique Demeillers - Sanef/SAPN

In accordance with the terms of their agreement, concession companies' mission is to design, build, maintain, and upgrade a motorway network and numerous roadway infrastructures on the basis of the principle of sustainable development. The Assets and Infrastructure Committee's mission is to discuss these topics, which have a growing impact on economic activity, to prepare joint orientations, and to head joint R&D initiatives.

This committee is in charge of examining and discussing how to optimize assets management, including roads, art works, and tunnels, and follows closely its expert groups discussions.

It is in charge of relations with specialized institutions, and helps members define joint positions with respect to standards and technical specifications changes.

It identifies and proposes the industry's main categories of research and innovation in construction and maintenance technics, and follows the work done by the Innovation Charter adopted in 1999 by ASFA with the assistance of the French General Roadway Administration and USIRF.

Lastly, the committee keeps abreast of any legislative or regulatory changes related to the environment, and is in charge of drafting industry positions regarding these changes.

Committee Expert Groups:

- Roadway Operational Group, headed by Cécile Giacobi- ASF
- Artwork Operational Group, headed by Jean-Luc Dabert - APRR
- Tunnel Operational Group, headed by Yves Cipierre - SFTRF



TOLL INTERMOTORWAY TECHNICAL COMMITTEE



Jean MESQUI (ASFA), Chairman

Members:

- Gilles Morisseau - ALIS
- Thierry de Camaret - APRR
- Denis Capecci - ARCOUR
- Christian Derboul - AREA
- Pierre Martin - AREA
- Olivier Alamo - ASF
- Patrick Legall - ASF
- Patrick Troulay - ATMB
- Jérôme Lejeune - COFIROUTE
- Jérôme Thomassin - COFIROUTE
- Fabrice Frajut - ESCOTA
- Christian Tabuteau - ESCOTA
- Jacques Gielblat - Sanef
- François-Regis Olivier - SAPN
- Jean-Marc Couvert - SFTRF

Operating toll systems requires complex data sharing between toll booth operators and payment instrument issuers, at both traditional tollbooths and automatic toll payment systems. This committee is in charge of defining any specification required to properly operate these tollbooths and systems, as well as any upgrade needed to extend their interoperability perimeter. It must also insure consistency between technical and contractual specifications related to inter-company subscriptions.

Lastly, it stays abreast of any technical interoperability aspects of automatic toll payment systems in France and in Europe.

Committee Expert Groups:

- Tollbooths Operations Group, headed by Patrick Le Gall - ESCOTA
- Subscription Group, headed by Jérôme Thomassin - COFIROUTE
- Computer System Group, headed by Christian Derboul - AREA
- Technology Support Group, headed by Jérôme Lejeune - COFIROUTE



4. Members



5. ASFA; Serving Its Members

ASFA is also a team of 23 people in charge of serving the members, fostering discussions and helping to build consensus among them, and providing them with any information they need or any technical support they require.

How to contact ASFA's teams:

- **National Headquarters**
Jean Mesqui – Délégué Général
lydie.jondeau@autoroutes.fr
- **Communication Department**
Laurence Guillerme – Directeur de la Communication
laurence.guillerm@autoroutes.fr
- **Safety and Customers Service Department**
Jacques Boussuge – Directeur des Opérations
jacques.boussuge@autoroutes.fr
- **Europe & International Affairs Department**
Malika Seddi – Directeur des Affaires Internationales
malika.seddi@autoroutes.fr
- **Legal Department**
Valérie Dumerc – Directeur juridique
valerie.dumerc@autoroutes.fr
- **Social Affairs Department**
Norbert Rogé – Directeur des Affaires Sociales
norbert.roge@autoroutes.fr

As a member of URF's Executive Board and of UNSPIC, ASFA represents the industry at the French national level and member of the French committee of AIPCR.

At the international level, ASFA seats on the Board of Directors of ASECAP, IBTTA, AIPCR, and ERTICO.

ASFA also represents its members in a number of technical areas at the:

- Road Safety Foundation
- French Civil Engineering Association
- Roadway Equipment Qualification Association
- Somnolence and Vigilance Institute
- AFNOR and CEN

6. Mandates Assigned by ASFA Members

ETC Mandate

On behalf of its members, ASFA runs construction and coordination activities for inter-company automatic toll payment systems, both for light vehicles (Liber-t) and for trucks (TIS-PL).

ASFA is also filling the function of Secretariat of the ETC Commission. In that capacity, it is in charge of getting the approval of issuers of ETC system for trucks agreements.

Lastly, in that same capacity, ASFA represents all member companies in relation to European interoperability projects.

“European Projects” Mandate

ASFA members have entrusted the organization with a mission: managing and coordinating European projects in which they participate. Such a mandate includes providing administrative assistance services and promoting the development of these projects.

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