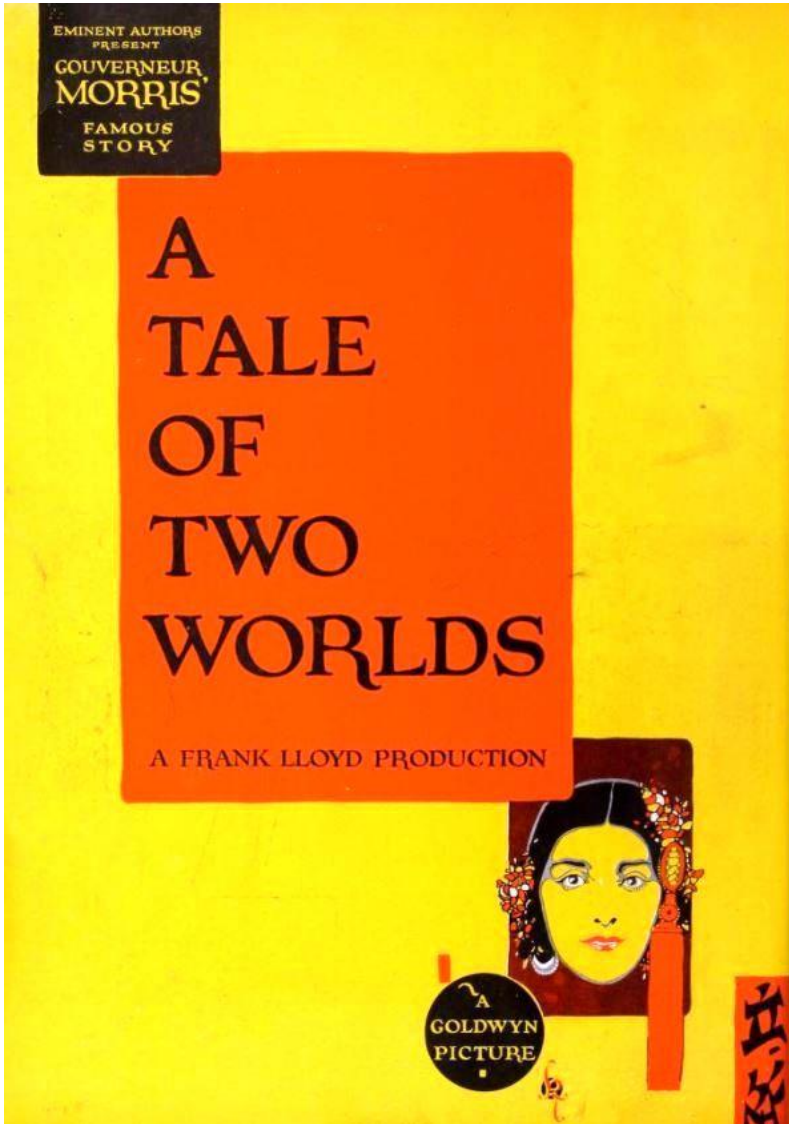


# COMPANY PRESENTATION

STAR CONFERENCE - OCTOBER 7<sup>TH</sup> 2020







**HIGHLIGHTS  
& STRATEGY**

H1 2020  
RESULTS

2020  
KEY UPDATES



# GROUP HIGHLIGHTS & STRATEGY

# BOLOGNA'S AIRPORT MAIN CHARACTERISTICS



## HIGHLIGHTS & STRATEGY

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**9.4 MILLION PAX IN 2019 - 79.2% INTERNATIONAL PAX**



**ITALY'S FORTH AIRPORT FOR GLOBAL CONNECTIVITY**

ICCSAI - Fact Book 2019



**CENTRAL GEOGRAPHICAL LOCATION**



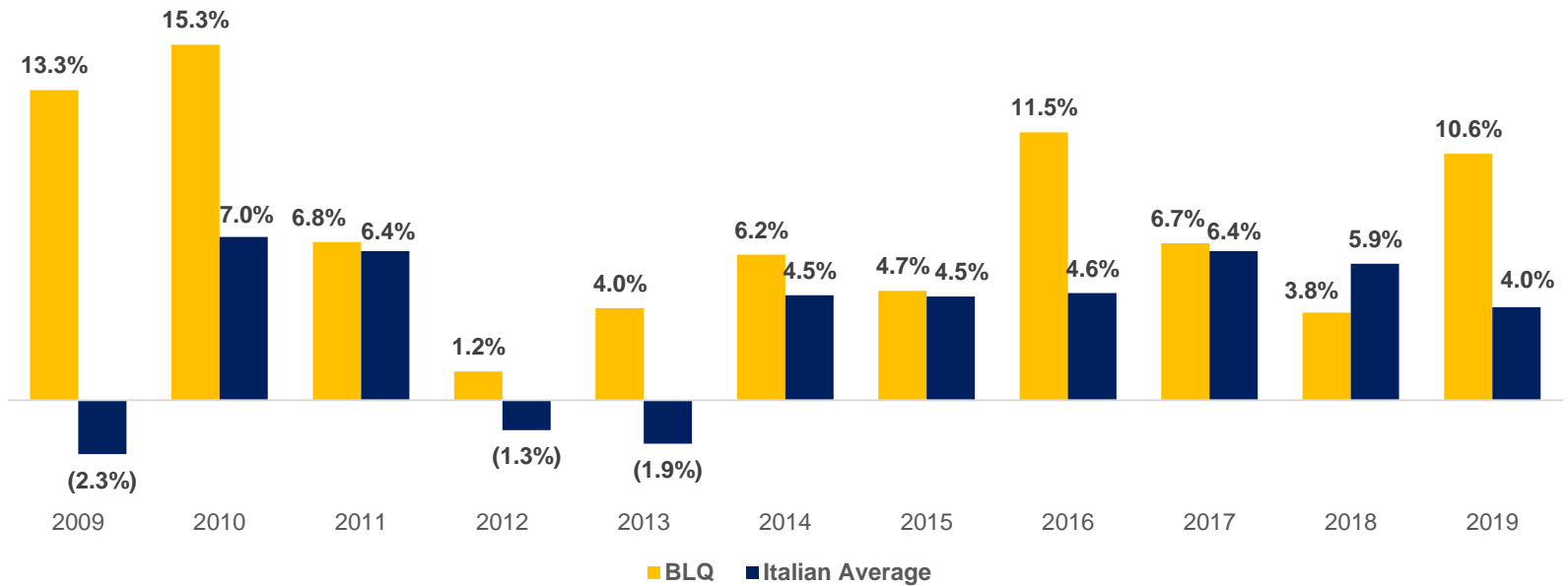
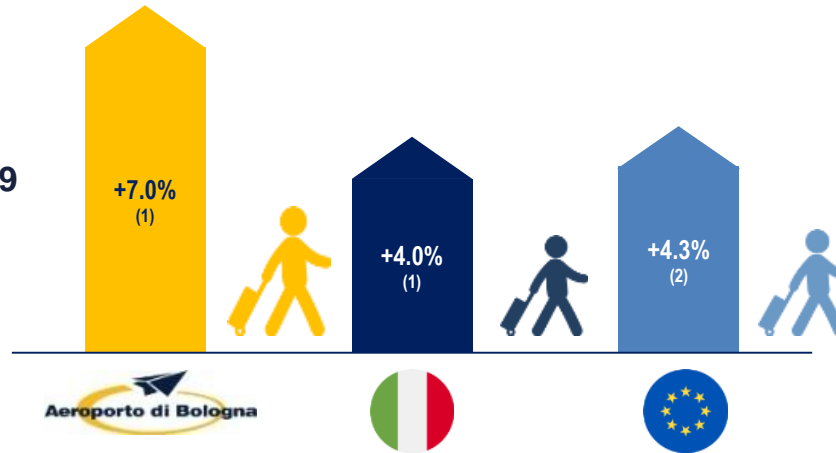
**HIGH STANDARD OF LIVING**



**STRONG ENTREPRENEURIAL SPIRIT**

# GROWTH OUTPACING ITALIAN AND EU AVERAGE

2009 – 2019  
CAGR



1 Assaeroporti – including charter, general aviation and interlining; years 2009-2019  
 2 EU figures refer to western European Airports. Data, ACI Europe - Airport Traffic Reports

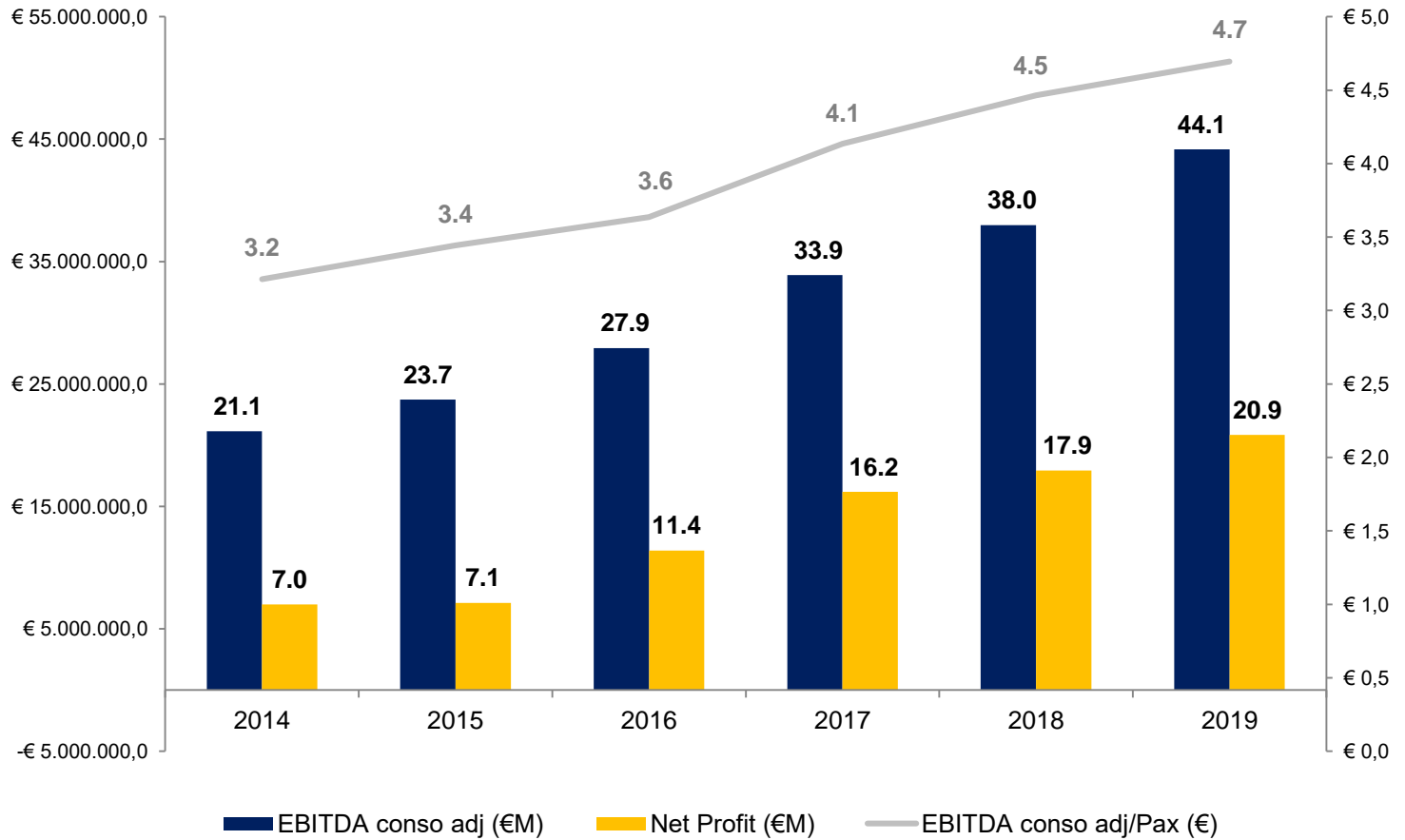
# EBITDA AND NET PROFIT TREND 2014-2019



## HIGHLIGHTS & STRATEGY

H1 2020 RESULTS

2020 KEY UPDATES



# NETWORK: WELL BALANCED MIX OF NETWORK, REGIONAL AND LOW COST CARRIERS

WORLD AND REGIONAL, BUSINESS AND LEISURE DESTINATIONS AT HAND

NETWORK CARRIERS

LOW COST AND REGIONAL CARRIERS



HIGHLIGHTS  
& STRATEGY

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# CATCHMENT AREA: BOLOGNA AIRPORT DEMAND ATTRACTS PASSENGERS FROM 20 ITALIAN PROVINCES



## HIGHLIGHTS & STRATEGY

H1 2020 RESULTS

2020 KEY UPDATES

**20**  
ITALIAN PROVINCES

**10.9**  
MILLION RESIDENTS

**18%**  
OF TOTAL ITALIAN POPULATION

### HIGH SPEED RAIL NETWORKS



#### BOLOGNA-FLORENCE

35 minutes  
68 trains/day



#### BOLOGNA-VERONA

49 minutes  
7 trains/day



#### BOLOGNA-MILAN

60 minutes  
40 trains/day



#### BOLOGNA-VENICE

1 h 25 minutes  
24 trains/day



#### BOLOGNA-ROME

1 h 54 minutes  
65 trains/day

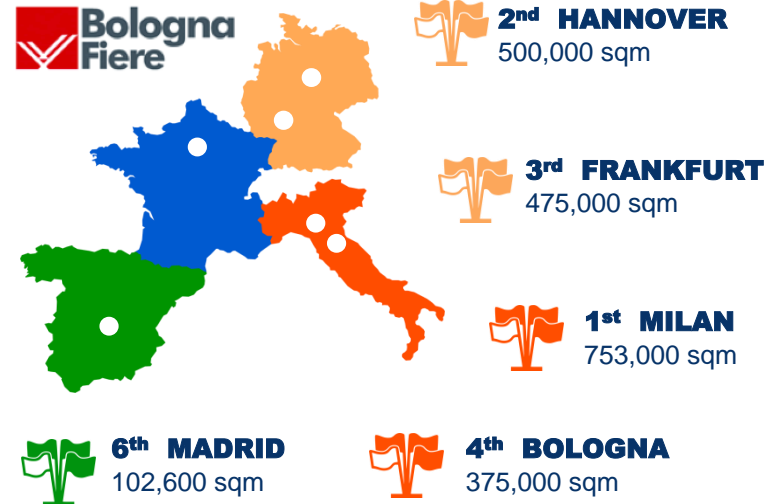




# CATCHMENT AREA: HIGHER GDP AND WELL-KNOWN BRANDS



## MAIN EUROPEAN FAIR CENTRES:



## COMPANIES OPERATING IN KEY SECTORS



### HIGHLIGHTS & STRATEGY

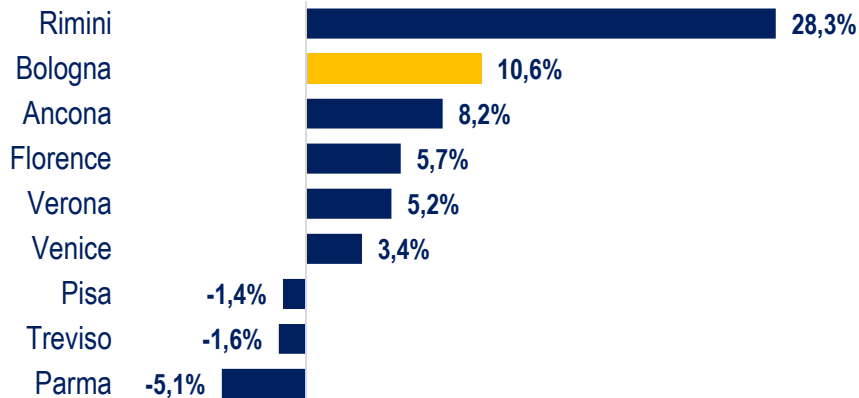
H1 2020 RESULTS

2020 KEY UPDATES

# CATCHMENT AREA: BOLOGNA AIRPORT COMPETITIVE POSITIONING IN 2019

- ✈️ *Catchment area* traffic increased by 4.5% (+1.6 ml passengers) vs 2018
- ✈️ Growth driven by both domestic (+1.0%) and international traffic (+5.5%)
- ✈️ **BLQ market share in the *catchment area*\*: 25.4%**

## BOLOGNA CATCHMENT AREA: VAR. % PASSENGERS FY 2019 vs FY 2018\*\*



### HIGHLIGHTS & STRATEGY

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\* BLQ passengers/Catchment area airports passengers. BLQ catchment includes airports within 200 Km ca. maximum distance: Ancona, Florence, Rimini, Parma, Pisa, Treviso, Venice and Verona airports  
 \*\* Assaeroporti data

# OUR STRATEGIC AMBITION AND LONG TERM APPROACH

TO BE THE IDEAL GATEWAY FOR ITALY

TO ENHANCE CONNECTIVITY AND CARE FOR A UNIQUE PASSENGER EXPERIENCE



The route development opportunities together with the ground transport network expansion could make Bologna Airport an **ideal air to ground gateway not only for outgoing but also for incoming passengers and accessibility**

Bologna Airport to be recognized by passengers as an ideal gateway thanks to its **rich destination network**, the **ease of access** from the wider region and the **high quality of its facilities and services**

HIGHLIGHTS  
& STRATEGY

H1 2020  
RESULTS

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# CLEAR AND WELL-DEFINED STRATEGY



## MAXIMISE FINANCIAL PERFORMANCE

## PERFORMING AND SUSTAINABLE CORPORATION



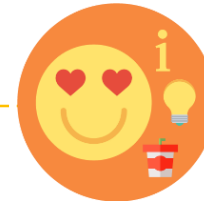
### CONNECT

1. Expand destination network and frequency
2. Increase long haul route
3. Expand catchment area
4. Improve accessibility



### DEVELOP

1. Remove capacity constraints
2. Optimise existing infrastructures
3. Expand passenger terminal
4. Develop competitive car parking
5. Maximise commercial opportunities



### EXPERIENCE

1. Innovative and customer oriented airport
2. Pleasant and stress free passenger processes
3. Best in class commercial offer
4. Strong corporate image



### CARE

1. People and organization development
2. Engaged airport community

# FIRST STEPS TOWARDS FUTURE DEVELOPMENT: STRENGTHENING ACCESSIBILITY



Monorail connection  
to Central Railway Station  
**Expected to Start in 2020**  
Running time: 7 minutes



Bus connection  
City Centre - Central Railway Station  
Every 15 minutes  
Running time: 15/20 minutes



## HIGHLIGHTS & STRATEGY

H1 2020  
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# FIRST STEPS TOWARDS FUTURE DEVELOPMENT: TERMINAL EXPANSION PROJECT



## HIGHLIGHTS & STRATEGY

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**Departure area expansion on the 1st floor (+24,000 sqm) to:**

- ✈ improve passengers flow
- ✈ increase commercial area and offer
- ✈ enhance customer experience

**Update:** formal verification of terminal expansion final design completed in January 2020. Final design **waiting for ENAC's approval.**

# FIRST STEPS TOWARDS FUTURE DEVELOPMENT: NEW MULTILEVEL PARKING



New multilevel parking construction to increase on site parking spaces and meet passenger growth

**Update: final design approved by ENAC**

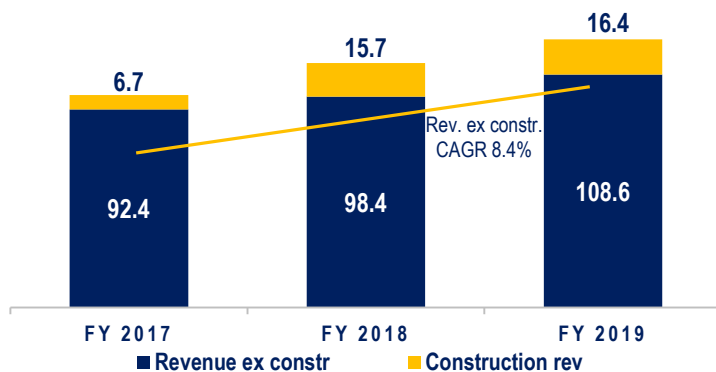
## HIGHLIGHTS & STRATEGY

H1 2020  
RESULTS

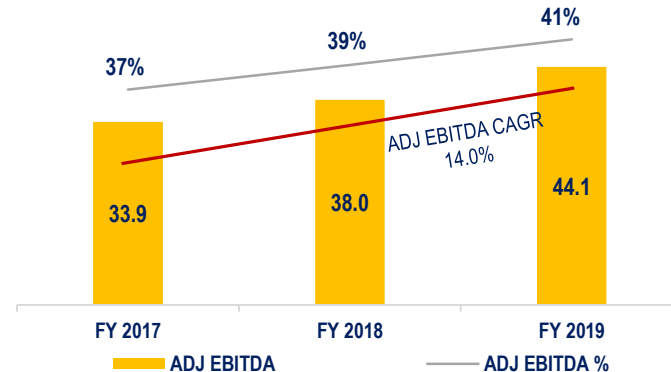
2020  
KEY UPDATES

# PROFITABILITY TREND

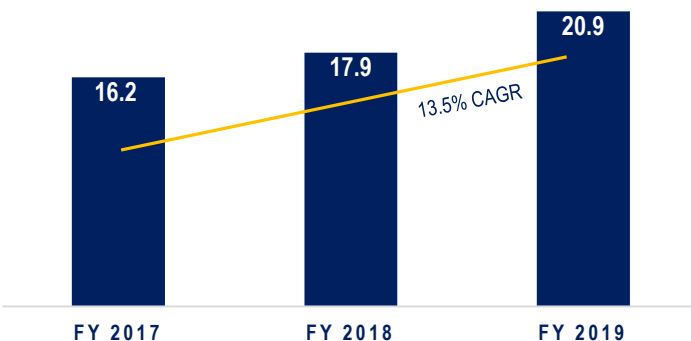
### Consolidated revenues (€/ml)



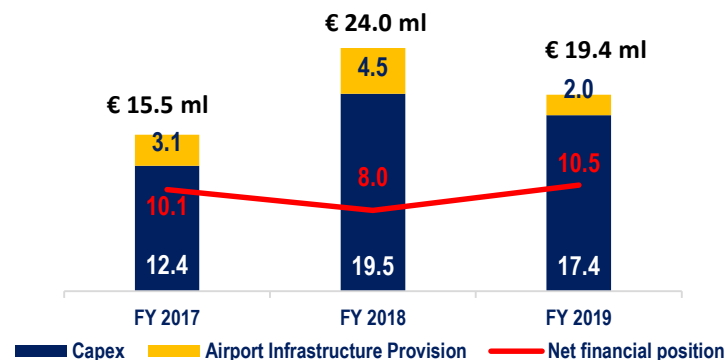
### ADJ EBITDA\* and ADJ EBITDA margin\* (€/ml, %)



### Consolidated net income (€/ml)



### Net Financial Position and Capex



**Healthy growth, improving margins and solid capital structure**

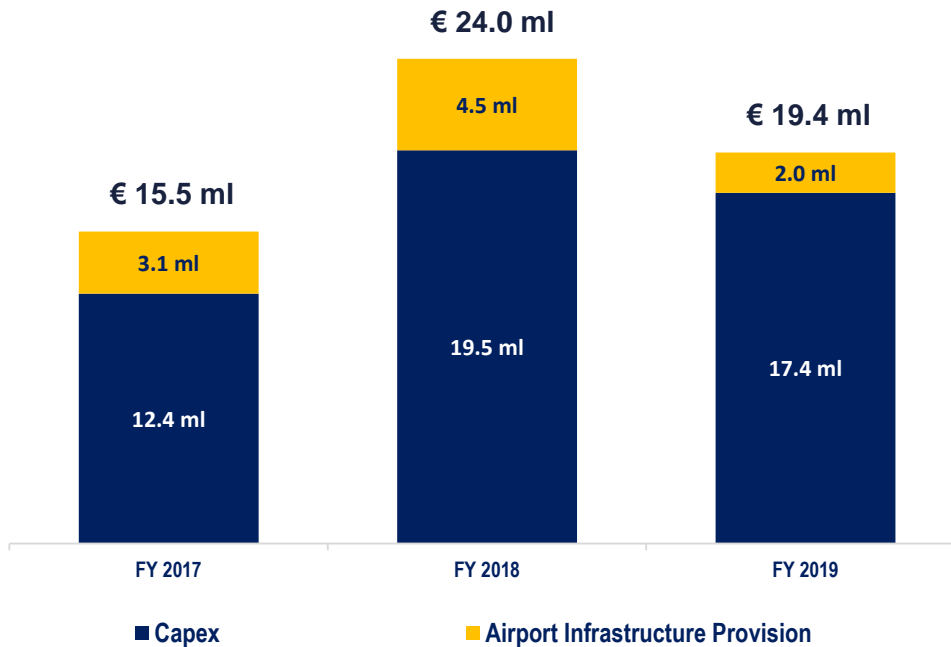
\* Net of construction services margin (IFRIC 12) and one-off energy costs



# MAIN INVESTMENTS IN INFRASTRUCTURE MAINTENANCE AND DEVELOPMENT



## INVESTMENTS IN INFRASTRUCTURE MAINTENANCE AND DEVELOPMENT



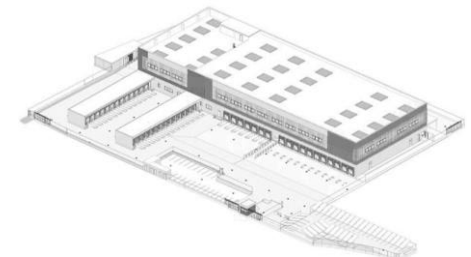
### TERMINAL EXPANSION AND NEW MULTILEVEL CAR PARKING



FORMAL VERIFICATION OF THE TERMINAL EXPANSION FINAL DESIGN COMPLETED IN JANUARY 2020.

MULTILEVEL CAR PARKING FINAL DESIGN APPROVED BY ENAC

### CARGO BUILDING



WORK IN PROGRESS

#### HIGHLIGHTS & STRATEGY

H1 2020 RESULTS

2020 KEY UPDATES

# SOLID FINANCIAL AND CAPITAL STRUCTURE

2017 - 2019 CONSOLIDATED ASSET & FINANCIAL SITUATION ('000 €)

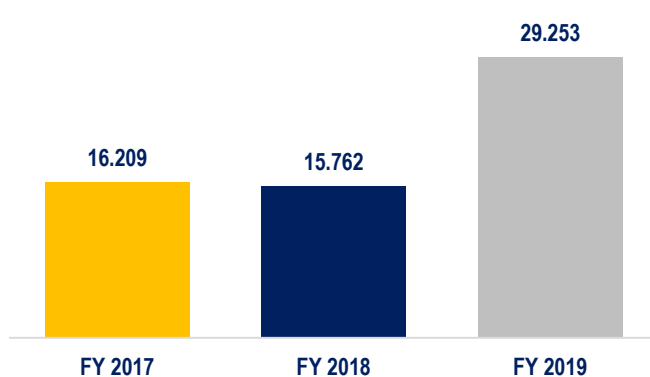


HIGHLIGHTS  
& STRATEGY

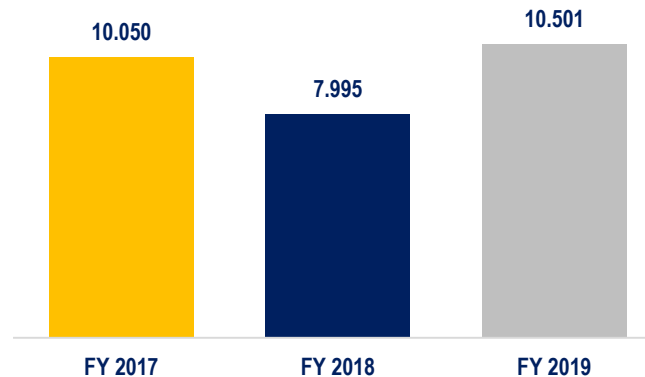
H1 2020  
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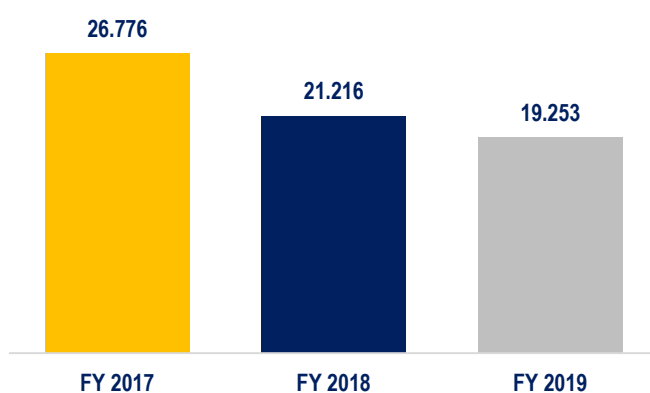
## Liquidity



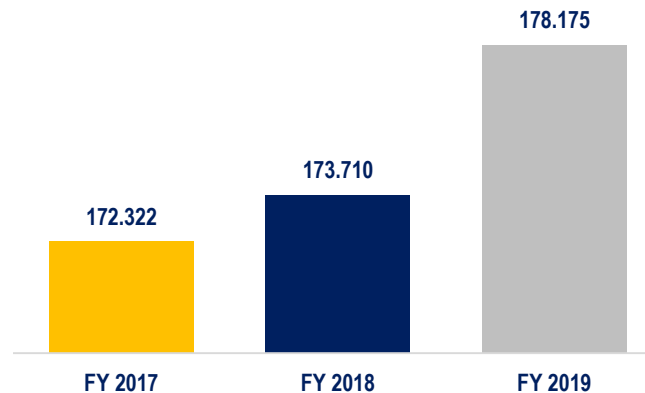
## NFP



## Gross Debt (\*)



## Equity



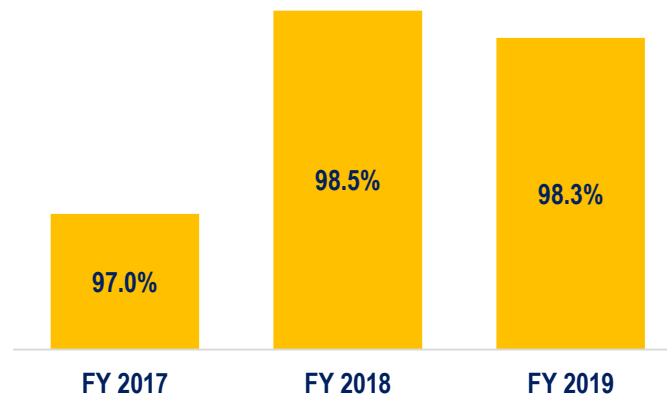
(\*) Current and non current financial liabilities

# MONITORING OF QUALITY SERVICES AND PASSENGER EXPERIENCE

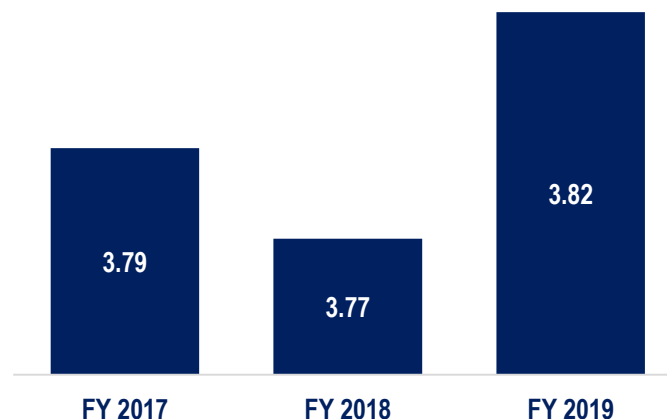
## SERVICE QUALITY



## CUSTOMER SATISFACTION INDEX



## AIRPORT SERVICE QUALITY



### Customer Satisfaction Index:

ENAC (Italian Civil Aviation Authority) indicators  
(Carta dei Servizi)  
comparison with Italian regional airports  
focus on airport services performance

### Airport Service Quality:

ACI World Airport Council International  
panel includes more than 250 airports worldwide  
focus on airport passenger experience

### HIGHLIGHTS & STRATEGY

H1 2020  
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*...THEN CAME THE STORM*





HIGHLIGHTS  
& STRATGEY

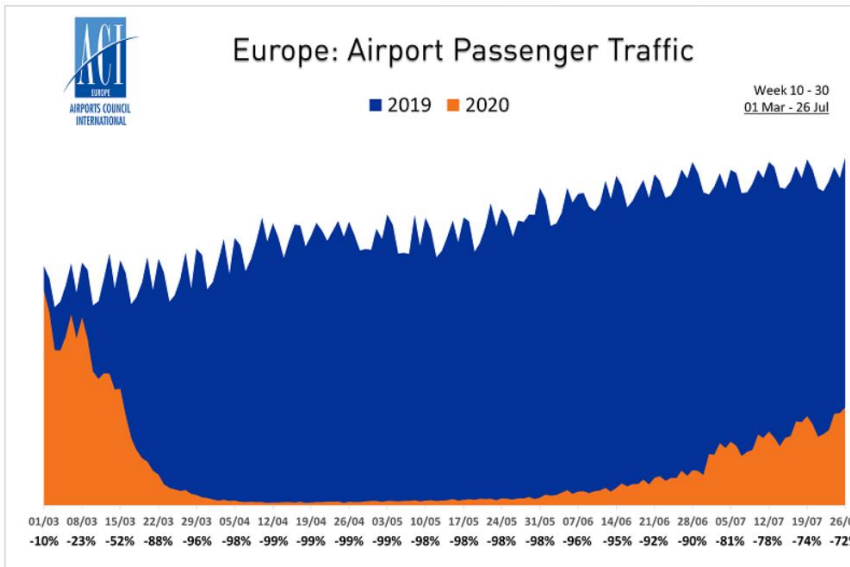
**H1 2020  
RESULTS**

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# H1 2020 RESULTS

# TRAFFIC TREND IN EUROPE AND IN ITALY IN H1 2020



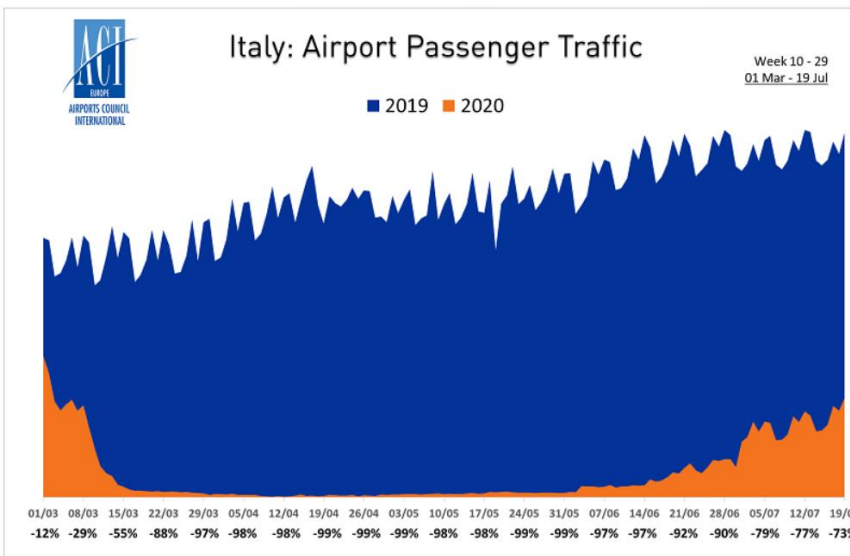
Despite a slightly positive trend in the first 2 months of the year (January +2.2% and February +0.9%), **European traffic dropped by 21% during the first quarter of 2020.**

The restrictive measures imposed by governments on circulation, on economic and social activities, as well as the almost total elimination of flights operated by the airlines, have brought European traffic almost to zero in the period between the end of March and the beginning of June. Only during the last month of the semester a partial but gradual elimination of the above mentioned measures has allowed a slow and progressive recovery of traffic.

According to ACI Europe, **the development of the Covid-19 pandemic resulted in a loss of 223 million passengers in European continent in June alone (-93% vs 2019).**

During the second half of June, when the possibility of crossing borders was restored, the traffic in Italy slowly started to recover. Nonetheless, **around 70% of the traffic recorded during the first half of 2019 was lost, i.e. over 62.5 million passengers.**

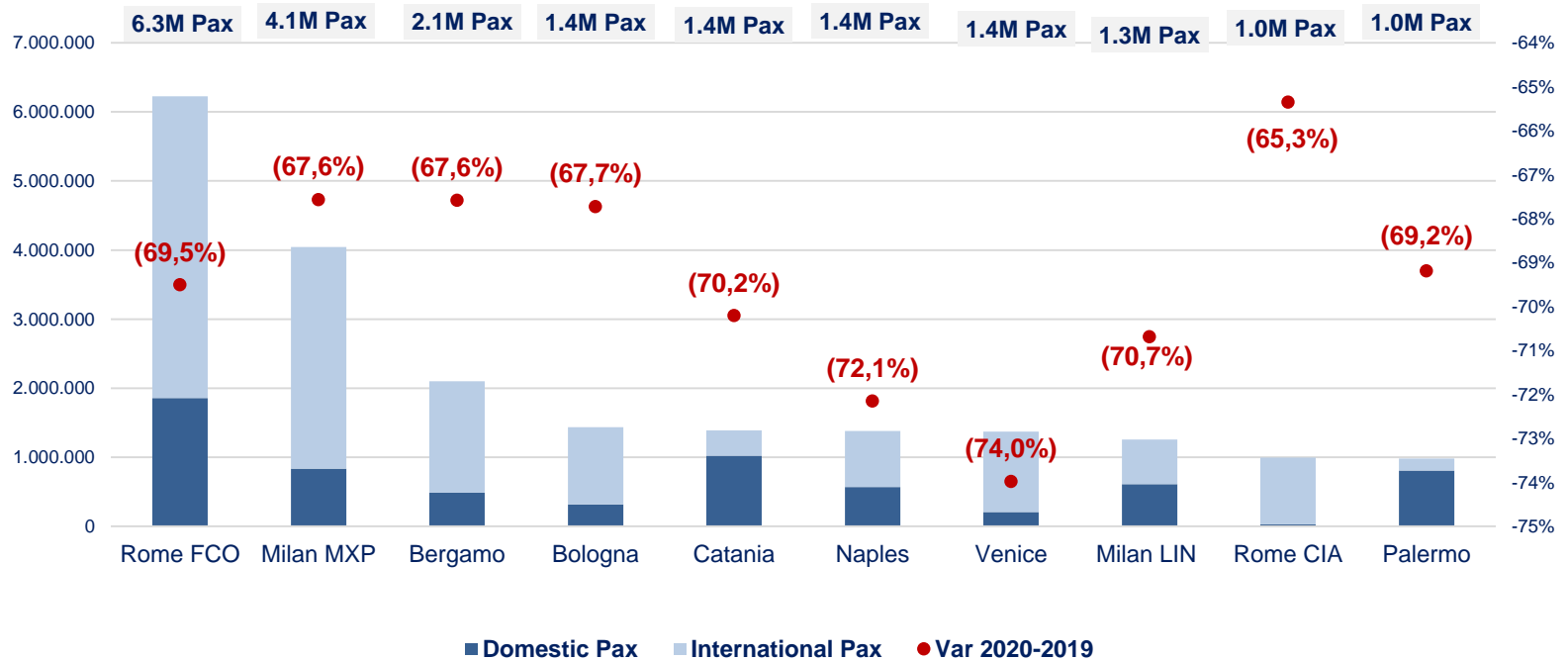
**The figure is almost in line with the other southern European states (Spain and France), while it is better than the countries of Northern Europe (Germany, UK, Benelux and Scandinavian states) where the reduction in traffic is greater than 75-80%.**



Source: ACI Europe. The sample considered represents 84% of European traffic as a whole. The number of confirmed cases of people infected with COVID-19 relates to data reported by John Hopkins University.

# TRAFFIC TREND OF MAIN ITALIAN AIRPORTS IN H1 2020

## Top 10 Italian Airports per number of passengers in H1 2020



**In H1 2020 Italian traffic decreased by more than two thirds (-69.9%)** compared to the same period of 2019, reporting a **loss of more than 62 million passengers**, entirely attributable to the period between March and June.

Passengers of the top 10 airports made up almost 80% of total H1 2020 traffic, also as a consequence of the closure of many airports during the peak of the health emergency.

**Bologna was the fourth Italian airport in terms of traffic** during the period, accounting for about 5.3% of total passengers, after Rome FCO (23.2% of total passengers), Milan MXP (15.1%) and Bergamo (7.8%).



HIGHLIGHTS & STRATEGY

H1 2020 RESULTS

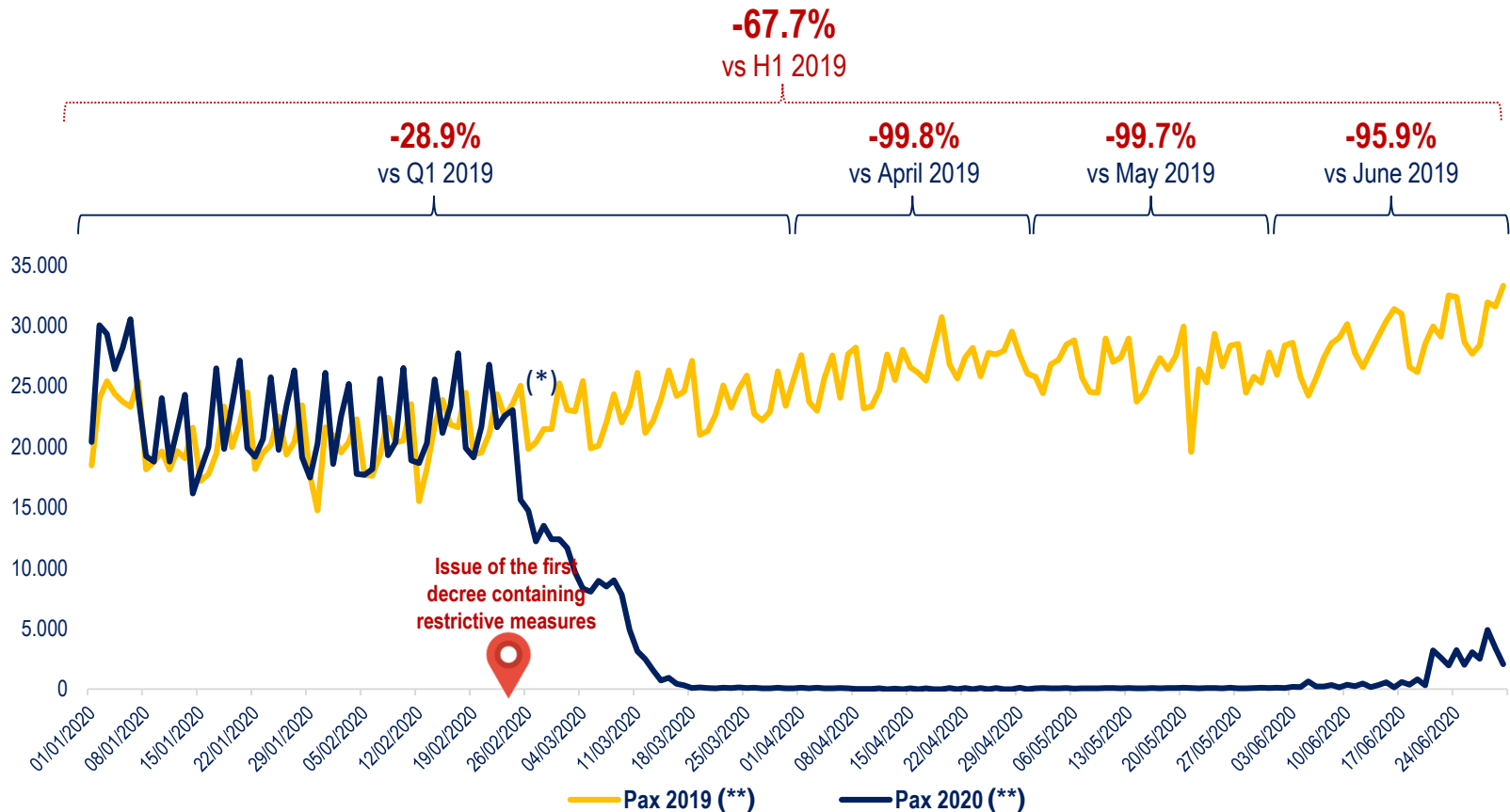
2020 KEY UPDATES

# BLQ TRAFFIC PERFORMANCE DURING H1 2020

After a **good start during the first two months of the year**, between **March and May traffic numbers were close to zero** due to the lockdown and the restrictive measures imposed to face the sanitary emergency.

**Passengers returned to fly at the beginning of June within the EU and the Schengen area**, further **accelerating after the full reopening of Italian borders on 15<sup>th</sup> June**.

The volume of **passengers** has therefore **progressively increased during the last month of the semester**, albeit with numbers still very limited compared to the airport standards.



(\*) Leap year in 2020.

(\*\*) Figures include interlining passengers and exclude general aviation traffic.

NOTE: Please note that the day following the issue of the Prime Minister's Decree on 23rd February 2020 is considered as the beginning of COVID-19 health emergency in Italy.



# H1 2020 KEY FIGURES



HIGHLIGHTS  
& STRATEGY

H1 2020  
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**PASSENGERS**  
**1,435,301 PAX**  
**-67.7% vs H1 2019**

**REVENUES**  
**€33.5 mln**  
**-43.1% vs H1 2019**

**EBITDA**  
**(€0.7 mln)**  
**-103.3% vs H1 2019**

**NET PROFIT**  
**(€4.7 mln)**  
**-150.2% vs H1 2019**

# H1 2020 KEY HIGHLIGHTS



In H1 2020 **passengers decreased by 67.7% and movements dropped by 59.4%** compared to the same period of 2019.



**Both legacy traffic and low cost traffic suffered from the health emergency effects**, respectively decreasing by 69.9% and by 66.0%.



**Aeronautical revenues fell by 62.2%** due to the traffic decrease, the reduction of charges from January 1<sup>st</sup>, 2020 and the discounts granted to handlers for the use of operating spaces and check-in counters.



**Non Aeronautical revenues were down by 55.3%** due to the reduction in traffic, directly impacting some business areas (i.e. parking lots and MBL), and the discounts applied to customers on sub-concession contracts to support airport customers given the emergency phase.



Starting from March the company has been implementing a comprehensive **efficiency plan to contain costs and mitigate the negative impact** of the drop in traffic on profitability. In particular, specific actions have been put in place to contain personnel costs, i.e. the disposal of overdue holidays, the freezing of overtime and, with effect from 21<sup>st</sup> March, the recourse to the **extraordinary redundancy fund** for all its employees.



**Investments** in infrastructure maintenance and development amounted to **€12.3M**.



HIGHLIGHTS  
& STRATEGY

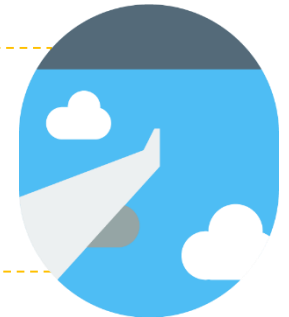
H1 2020  
RESULTS

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# H1 2020 TOTAL REVENUES

EURO THOUSANDS	H1 2020	H1 2019	VAR % H1 20/19
Aeronautical Revenues	11.437	30.229	(62,2%)
Non Aeronautical Revenues	9.421	21.075	(55,3%)
Revenues for Construction Services*	12.418	7.091	75,1%
Other Revenues	225	504	(55,4%)
<b>Revenues</b>	<b>33.501</b>	<b>58.899</b>	<b>(43,1%)</b>
<b>Revenues adj</b>	<b>21.083</b>	<b>51.808</b>	<b>(59,3%)</b>

**AERONAUTICAL REVENUES:** the sharp reduction is mainly linked to the **traffic volumes decrease** due to the Covid-19 health emergency.



**NON AERONAUTICAL REVENUES:** the traffic contraction directly affected parking revenues, MBL revenues and the **variable component of sub-concession contracts**.

Also, **discounts were applied to customers on fixed fees** to support them during the emergency period.



HIGHLIGHTS  
& STRATEGY

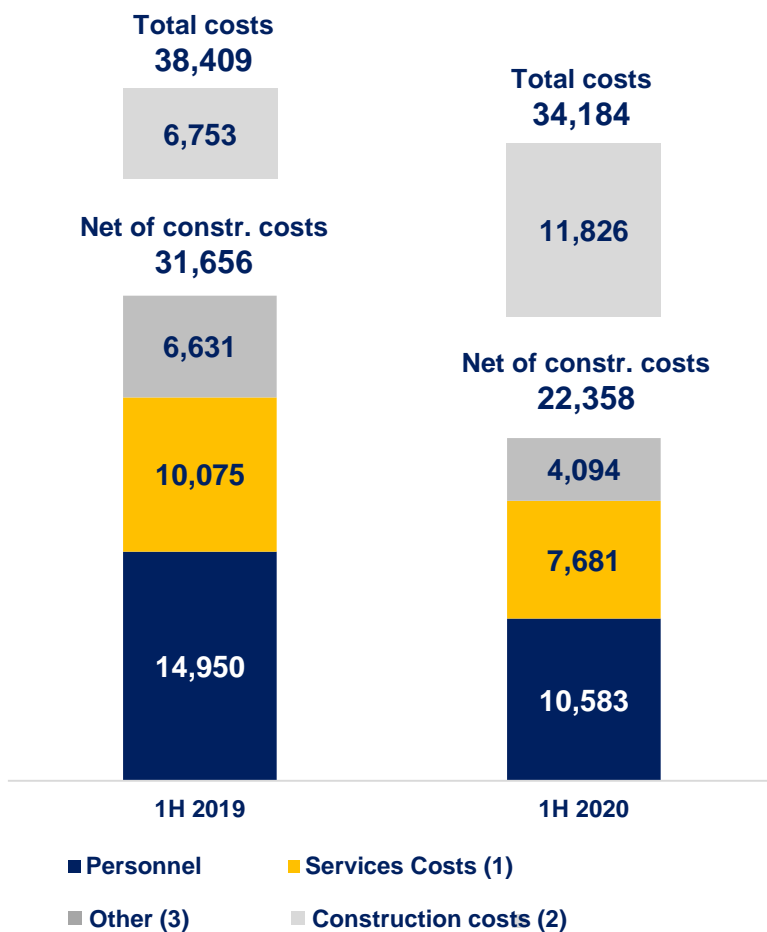
H1 2020  
RESULTS

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# OPERATING COSTS: COMPREHENSIVE EFFICIENCY PLAN IMPLEMENTED TO CONTAIN COSTS



## OPERATING COSTS BREAKDOWN ('000 €)



**OPERATING COSTS -11.0%**

**NET OF CONSTRUCTION COSTS -29.4%**

**Personnel costs** down by 29.2% thanks to:

- A. decrease in headcount employed in airport operations (less temporary staff in security and terminal activities);
- B. Extraordinary Redundancy Fund launched on March 21, 2020;
- C. cost reduction initiatives to mitigate the effects of the drop in traffic.

**Services costs** (-23.8%) decrease due to:

- A. Lower utility costs;
- B. Lower costs directly related to traffic figures (e.g. business lounge, PRM);
- C. Renegotiation of some major service contracts.

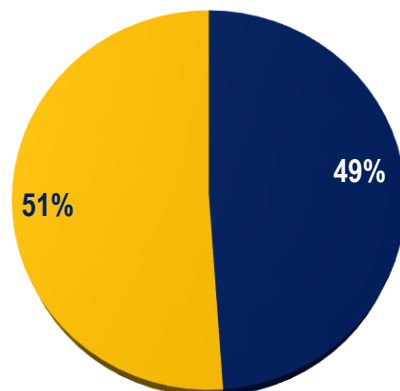
**Construction costs** (+75.1%) due to higher investments related to concession rights.

1 Services: includes outsourced services, maintenance, utilities costs and G&A  
 2 IFRIC 12  
 3 Other: includes consumables and goods, rental fees and other operating expenses

# AVIATION AND NON-AVIATION BUSINESS

## REVENUES SEGMENT SHARE

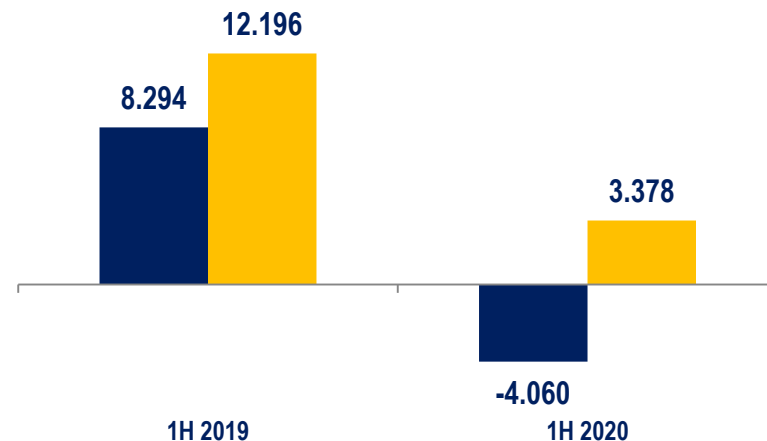
H1 2020



■ AVIATION ■ NON AVIATION

## AVIATION & NON-AVIATION EBITDA

H1 2020/2019 ('000€)



HIGHLIGHTS  
& STRATEGY

H1 2020  
RESULTS

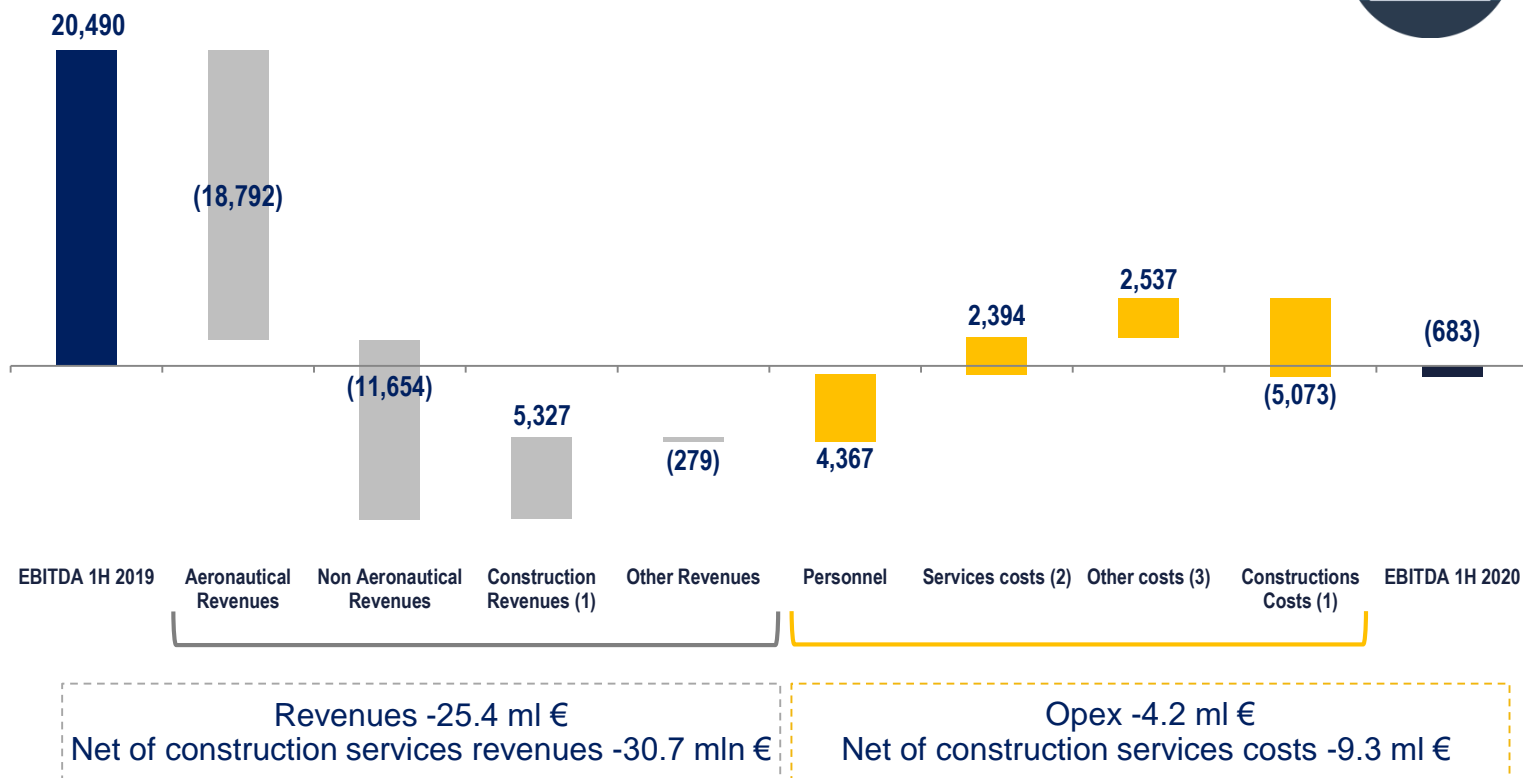
2020  
KEY UPDATES

BUSINESS UNIT AVIATION (‘000 €)	H1 2020	H1 2019	VAR % H1 20/19
Passengers	8,476	28,446	(70.2%)
Airlines	5,938	12,429	(52.2%)
Airport operators	814	1,648	(50.6%)
Traffic incentives	(3,862)	(12,471)	(69.0%)
Constructions revenues*	4,422	5,965	(25.9%)
Other aviation revenues	653	675	(3.3%)
Fees reduction for doubtful receivables**	(67)	(1)	n.m.
<b>Total Revenues AVIATION</b>	<b>16,374</b>	<b>36,691</b>	<b>(55.4%)</b>
<b>EBITDA AVIATION</b>	<b>(4,060)</b>	<b>8,294</b>	<b>(149.0%)</b>

BUSINESS UNIT NON-AVIATION (‘000 €)	H1 2020	H1 2019	VAR % H1 20/19
Retail and Advertising	3,098	7,333	(57.8%)
Parking	2,800	7,970	(64.9%)
Real estate	1,107	1,215	(8.9%)
Passenger services	1,221	3,002	(59.3%)
Constructions revenues*	7,995	1,126	610.0%
Other non aviation revenues	906	1,562	(42.0%)
<b>Total Revenues NON-AVIATION</b>	<b>17,127</b>	<b>22,208</b>	<b>(22.9%)</b>
<b>EBITDA NON-AVIATION</b>	<b>3,378</b>	<b>12,196</b>	<b>(72.3%)</b>

# EBITDA

## H1 2020 GROUP EBITDA ('000 €)



**EBITDA H1 2020 -103.3% VS H1 2019 (-21.2 ML €)**

**EBITDA NET OF CONSTRUCTION COSTS -106.3% VS H1 2019 (-21.4 ML €)**

1 IFRIC 12  
 2 Services: includes outsourced services, maintenance, utilities costs and G&A.  
 3 Other: includes consumables and goods, rental fees and other operating expenses.

# CONSOLIDATED PROFIT & LOSS

EURO THOUSANDS		H1 2020	H1 2019	VAR H1 20/19	VAR % H1 20/19
Revenues	1	33,501	58,899	(25,398)	(43.1%)
Operating Costs		(34,184)	(38,409)	4,225	(11.0%)
<b>EBITDA</b>	<b>2</b>	<b>(683)</b>	<b>20,490</b>	<b>(21,173)</b>	<b>(103.3%)</b>
<b>EBITDA Adjusted*</b>		<b>(1,275)</b>	<b>20,152</b>	<b>(21,427)</b>	<b>(106.3%)</b>
Concession Rights Amortization		(3,317)	(3,024)	(293)	9.7%
Amortization & Depreciation		(1,970)	(1,999)	29	(1.5%)
<b>Amortization and Depreciation</b>	<b>3</b>	<b>(5,287)</b>	<b>(5,023)</b>	<b>(264)</b>	<b>5.3%</b>
Provision for Doubtful Accounts		(257)	(350)	93	(26.6%)
Airport Infrastructure Provision		(363)	(1,191)	828	(69.5%)
Other Accruals		(20)	(208)	188	(90.4%)
<b>Provisions</b>	<b>3</b>	<b>(640)</b>	<b>(1,749)</b>	<b>1,109</b>	<b>(63.4%)</b>
<b>Total Costs</b>		<b>(40,111)</b>	<b>(45,181)</b>	<b>5,070</b>	<b>(11.2%)</b>
<b>EBIT</b>		<b>(6,610)</b>	<b>13,718</b>	<b>(20,328)</b>	<b>(148.2%)</b>
Financial Income		116	79	37	46.8%
Financial Expenses	4	(303)	(598)	295	(49.3%)
<b>EBT</b>		<b>(6,797)</b>	<b>13,199</b>	<b>(19,996)</b>	<b>(151.5%)</b>
Taxes	5	2,066	(3,778)	5,844	(154.7%)
<b>Net Profit (loss)</b>	<b>6</b>	<b>(4,731)</b>	<b>9,421</b>	<b>(14,152)</b>	<b>(150.2%)</b>
Minority Interest		0	0	0	0.0%
<b>Group Net Profit</b>		<b>(4,731)</b>	<b>9,421</b>	<b>(14,152)</b>	<b>(150.2%)</b>

## 1 REVENUES

▼ (-43.1%) traffic decrease, charges update, discounts granted to aviation and non-aviation customers

## 2 EBITDA

▼ (-103.3%) operating leverage highly affected by the sharp contraction in revenues, only partially compensated by results of the comprehensive cost optimization plan implemented at the beginning of the emergency

## 3 AMORTIZATION, DEPRECIATION AND PROVISIONS

▼ -12.5% (▲ +5.3% amortization and depreciation and ▼ -63.4% provisions)

## 4 FINANCIAL INCOME AND EXPENSES

▼ lower financial interests

## 5 TAXES

due to a negative taxable base, taxes turned positive

## 6 NET PROFIT

▼ -14.2M € vs H1 2019

HIGHLIGHTS  
& STRATEGY

H1 2020  
RESULTS

2020  
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# NET FINANCIAL POSITION

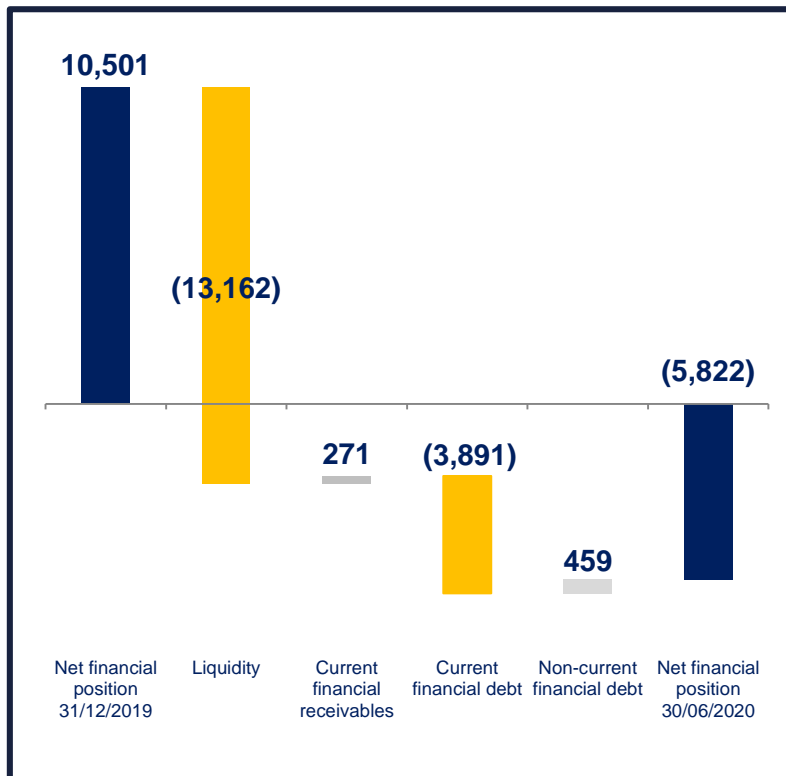
## H1 2020 NET FINANCIAL POSITION ('000 €)



HIGHLIGHTS  
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EURO THOUSANDS	30 Jun 2020	31 Dec 2019	Change
Liquidity	16,091	29,253	(13,162)
Current financial receivables	772	501	271
Current bank debt	(5,035)	(28)	(5,007)
Current portion of non-current debt	(3,062)	(3,059)	(3)
Other current financial debt	(1,967)	(3,086)	1,119
Current financial debt	(10,064)	(6,173)	(3,891)
Net current financial position	6,799	23,581	(16,782)
Non current financial debt	(12,621)	(13,080)	459
<b>Net Financial Position</b>	<b>(5,822)</b>	<b>10,501</b>	<b>(16,323)</b>
Financial instruments with a maturity of over 12 months	1,020	1,349	(329)

H1 2020 Net Financial Position of € -5.8 mln

Not including financial instruments with a maturity of over 12 months as per IFRS 7





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# 2020 KEY UPDATES

# FY 2020 UPDATE (1)

## Traffic trend

Since the restart of flights from and to the EU and Schengen areas starting from June, **AdB's traffic volumes have been recovering, albeit slowly.**

Already in **July the decrease in traffic dropped to -75.2%** on the same month of 2019, compared to losses recorded each month between April and June always higher than 95%.

**In August, the traffic gap compared to 2019 was further reduced to around -65.9%**, recording more than 300,000 passengers. However, **the international component of traffic remains very weak** (-75.2% between July and August compared to 2019).

On the other side, the domestic traffic reported a much more modest decrease of -27.5% compared to the same period of 2019: the **most popular destinations** in August were **Catania, Olbia, Palermo, Cagliari and Rome.**

Also, the traffic to **Sardinia** reported a **significant growth**: thanks to the start of Volotea's flights, passengers to and from the Costa Smeralda Airport increased by 48% on the same month of 2019, while Cagliari (with Ryanair) also registered a +6%.

**In the first eight months of 2020 Marconi recorded 1,974,082 passengers (-68.5%),** with 19,815 movements (-59.4%) and 20,678 tons of cargo transported (-18.4%).

**In September** traffic was consistently affected by the **closure of the airport for 10 days** (from 11<sup>th</sup> to 21<sup>st</sup> September) necessary to carry out a series of maintenance works on the runway. **Load factor slightly decreased** compared to July and August showing a **great volatility in traffic performance**, both within the domestic and international component, where load factor dropped below 50%.

		1Q	1Q		2Q	2Q		July	July		August	August		September	September	
		2020	2019	Var %	2020	2019	Var %	2020	2019	Var %	2020	2019	Var %	2020	2019	Var %
DOMESTIC TRAFFIC	Pax	294,999	444,979	(33.7%)	21,609	511,500	(95.8%)	85,164	186,171	(54.3%)	129,564	178,758	(27.5%)	69,124	175,730	(60.7%)
	ATMs	2,512	3,404	(26.2%)	377	3,505	(89.2%)	613	1,236	(50.4%)	972	1,249	(22.2%)	546	1,172	(53.4%)
	Seats	445,192	565,008	(21.2%)	63,867	616,109	(89.6%)	107,035	219,858	(51.3%)	173,679	219,588	(20.9%)	97,884	205,436	(52.4%)
	Load Factor	66.3%	78.8%		33.8%	83.0%		79.6%	84.7%		74.6%	81.4%		70.6%	85.5%	
INTERNATIONAL TRAFFIC	Pax	1,099,732	1,515,568	(27.4%)	17,516	1,970,877	(99.1%)	142,906	731,629	(80.5%)	182,592	735,336	(75.2%)	80,106	718,108	(88.8%)
	ATMs	10,254	12,745	(19.5%)	922	15,631	(94.1%)	1,835	5,631	(67.4%)	2,330	5,382	(56.7%)	1,254	5,530	(77.3%)
	Seats	1,574,757	1,924,097	(18.2%)	40,029	2,397,396	(98.3%)	269,757	878,830	(69.3%)	357,570	871,522	(59.0%)	165,540	859,153	(80.7%)
	Load Factor	69.8%	78.8%		43.8%	82.2%		53.0%	83.3%		51.1%	84.4%		48.4%	83.6%	
TOTAL	Pax	1,394,731	1,960,547	(28.9%)	39,125	2,482,377	(98.4%)	228,070	917,800	(75.2%)	312,156	914,094	(65.9%)	149,230	893,838	(83.3%)
	ATMs	12,766	16,149	(20.9%)	1,299	19,136	(93.2%)	2,448	6,867	(64.4%)	3,302	6,631	(50.2%)	1,800	6,702	(73.1%)
	Seats	2,019,949	2,489,105	(18.8%)	103,896	3,013,505	(96.6%)	376,792	1,098,688	(65.7%)	531,249	1,091,110	(51.3%)	263,424	1,064,589	(75.3%)
	Load Factor	69.0%	78.8%		37.7%	82.4%		60.5%	83.5%		58.8%	83.8%		56.7%	84.0%	



## FY 2020 UPDATE (2)

### ➔ Runway maintenance works performed during September 2020

As stated before, **September** traffic has been strongly affected by the **closure of the airport for 10 days** (from 11<sup>th</sup> to 21<sup>st</sup> September) necessary to carry out a series of maintenance works on the runway.

The **duration of the operations** (originally planned to last only 6 days) **has been extended to avoid a further closure in 2022**, planned to perform a second round of necessary maintenance works on the runway.

### ➔ Loans to support liquidity

With the aim of addressing the **increased financial requirements related to the working capital needs triggered by the Covid-19 emergency**, in July the Parent Company **finalized two loans for a total of €58.9 million** (€25 million with Unicredit and €33.9 million with Intesa Sanpaolo), both backed by guarantees issued by SACE, as part of the Garanzia Italia program, and with a duration of 72 months.

### ➔ Extended duration of the concession

In consideration of the decrease in traffic at Italian airports deriving from the Covid-19 emergency and in order to contain the consequent negative economic effects, **the duration of the concessions for the management and development of the airport activity within the country has been extended by two years by decree.**

### ➔ ACI Airport Health Accreditation

At the end of August, **Bologna Airport** - as the first airport in Italy and among the first in the world - **obtained the Airport Health Accreditation from ACI World**, the international program that evaluates measures and procedures introduced by airports to face the spread of the Covid-19 pandemic.

Bologna airport was assessed on different aspects including cleaning, communications to passengers, physical distances, personnel protection and the facilities available to passengers.

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## FY 2020 UPDATE (3)

### ➔ Operating and financial performance and business outlook

The **high level of uncertainty** related to the duration of the health emergency and its future developments makes it **difficult to make reliable estimations regarding both the Company's traffic trend and economic and financial situation for the coming months.**

The performance of the **non-aviation business** in H2 2020 will continue to be negatively affected by the emergency situation, both for the redefinition of contracts with the suspension of the minimum guaranteed component and for the partial recovery of traffic volumes on which the variable component of contracts is based.

Despite the mitigation actions implemented and taking into account the difficulties in estimating the impacts on the economic-financial results of an event whose duration is unknown, it is estimated that the **impact of the pandemic will be highly negative in the current year** and the recovery of 2019 volumes is difficult to reach in the short term. Furthermore, the traffic recovery does not generate a proportional recovery of profitability, both in unitary terms and in absolute value, due to the high incidence of fixed costs and the higher operating costs to guarantee the anti Covid-19 protocols.

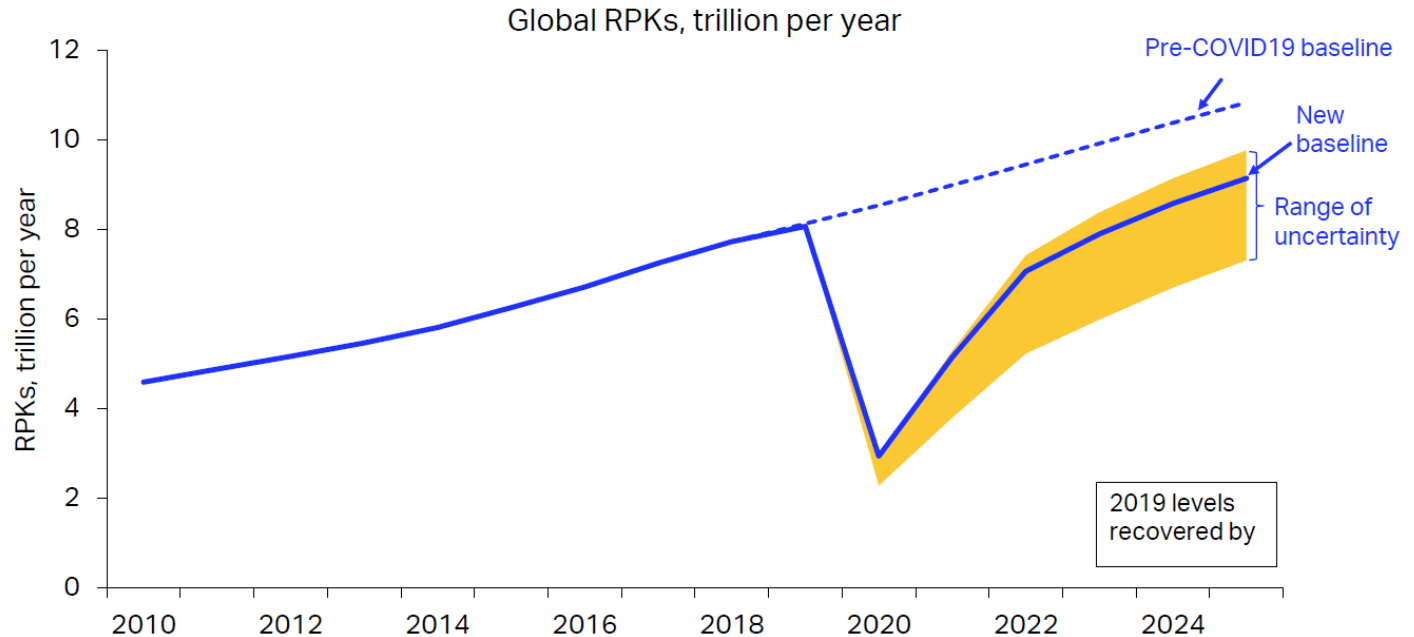


HIGHLIGHTS  
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**2020**  
**KEY UPDATES**

## AIR TRAFFIC EVOLUTION SCENARIOS – IATA<sup>1</sup>



**IATA revised down its traffic trend outlook** over the next five-year period, forecasting (i) a **decline in RPKs by a little more than 60% in 2020** compared to 2019 and (ii) a **return to pre-COVID levels not occurring until 2024**.

**Many uncertainties remain around the outlook** and in the latest update various possible future scenarios have been investigated.

# AIR TRAFFIC EVOLUTION SCENARIOS - ACI EUROPE<sup>1</sup>

ACI EUROPE updated the traffic scenarios as follows:

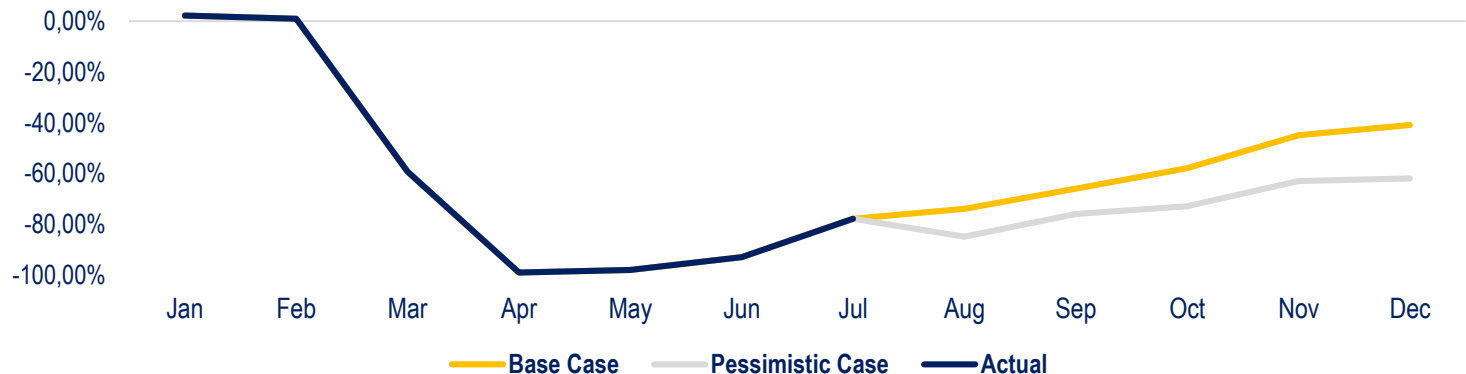
Estimated Impact on 2020	Base Case	Pessimistic Case
Full Year lost Passenger vs B.A.U.	-1.57 B pax	-1.75 B pax
	-64%	-71%

According to the revised traffic forecast:

(i) **a full recovery in passenger traffic to 2019 levels is now expected for 2024**, rather than 2023 as per the previous forecast (May 2020).

(ii) **European airports' passengers are now set to decrease by 64% compared to 2019.**

2020 Traffic Scenarios  
(compared to same month of 2019)

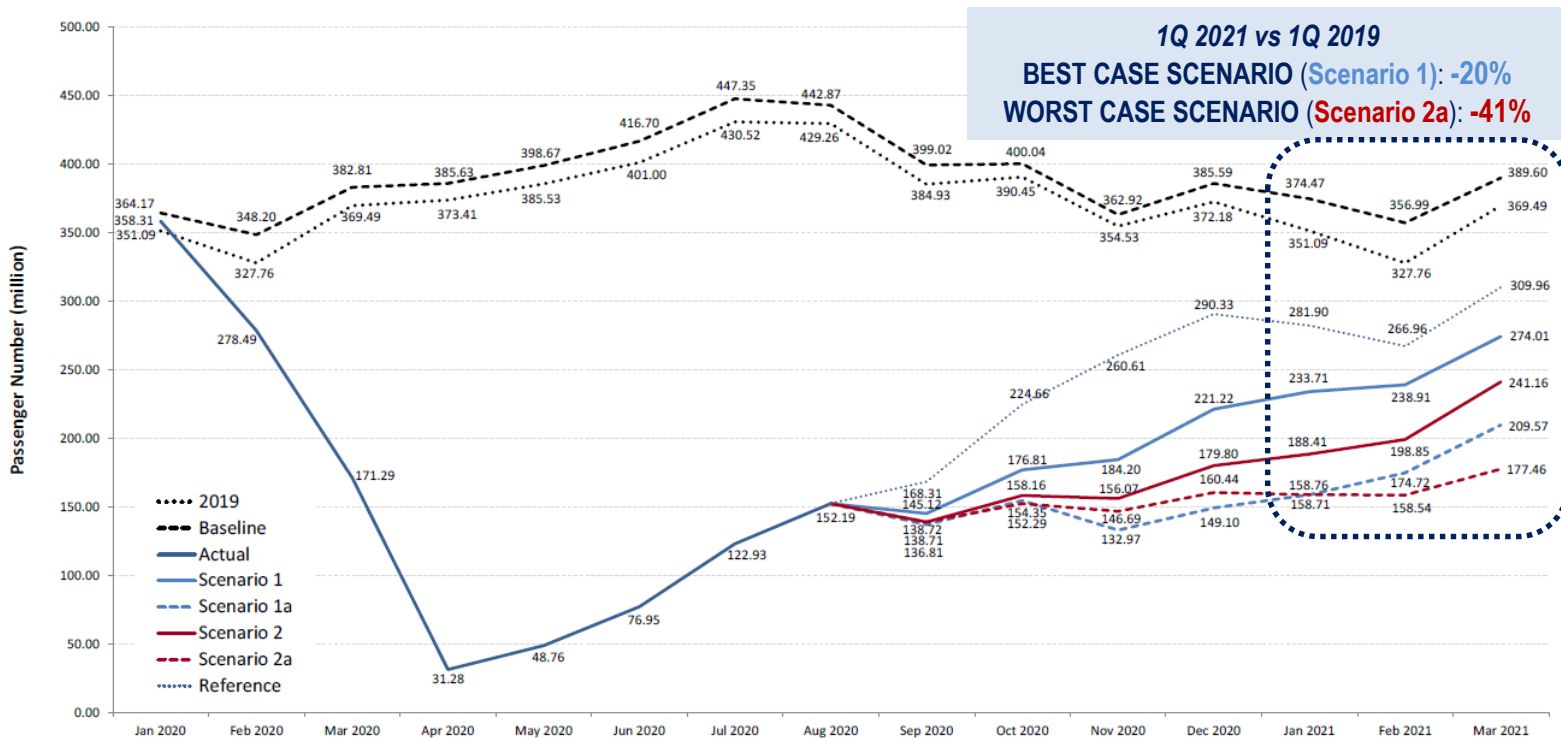


# AIR TRAFFIC EVOLUTION SCENARIOS - ICAO<sup>1</sup>

Analysis focuses on simultaneous supply shock and drop in demand in a **near-term**, i.e. monthly profile from January 2020 to March 2021

As overall severity and duration of the COVID-19 pandemic are still uncertain, 4 different recovery paths under 2 indicative scenarios are developed:

- (1) **Baseline**: originally-planned or business as usual (absence of COVID-19 pandemic)
- (2) **Scenario 1**: 2 different paths, i.e. Nike swoosh (Scenario 1) and W-shaped (Scenario 1a)
- (3) **Scenario 2**: 2 different paths, i.e. U-shaped (Scenario 2) and L-shaped (Scenario 2a)
- (4) **Reference**: information only, based on latest airline schedules (similar to V-shaped)





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For additional information:



[investor.relations@bologna-airport.it](mailto:investor.relations@bologna-airport.it)

Tel: +39 051/6479680

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