



# 9M 2016 RESULTS

BOLOGNA, NOVEMBER 14<sup>TH</sup> 2016



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01 GROUP HIGHLIGHTS & STRATEGY

# Group Overview

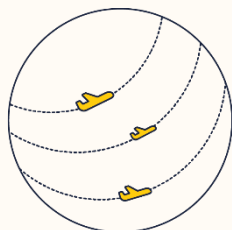
## STRONG GROWTH TRACK RECORD AND MOMENTUM

Among top **50 airports** in Europe

**# 7 airport in Italy** by passengers<sup>1</sup>

**#4 airport in Italy** by global connectivity<sup>2</sup>

**#5 airport** by cargo<sup>1</sup>



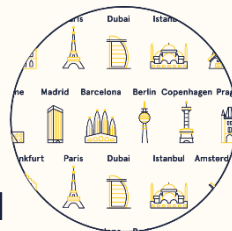
## WELL BALANCED MULTISERVICE BUSINESS MODEL

Balanced mix of network, regional and low cost carriers

World and regional, business and leisure destinations at hand

Non aviation revenues at approx. 40% of total

Concession agreement until 2044



## STRATEGIC LOCATION AND WEALTHY CATCHMENT AREA

Relevant gateway to both high speed rail networks and motorways in North-Central Italy

Strong industrial presence and higher GDP compared to Italian average

24% pax market share

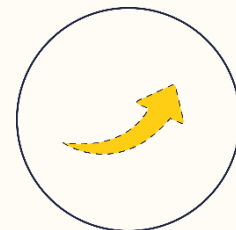
75% international passengers



## SOLID ECONOMIC AND FINANCIAL PERFORMANCE

Excellent revenue<sup>3</sup> and EBITDA<sup>3</sup> growth (+6.2% and +12.2% vs 2014)

Net profit increase ( €7.1 ml)



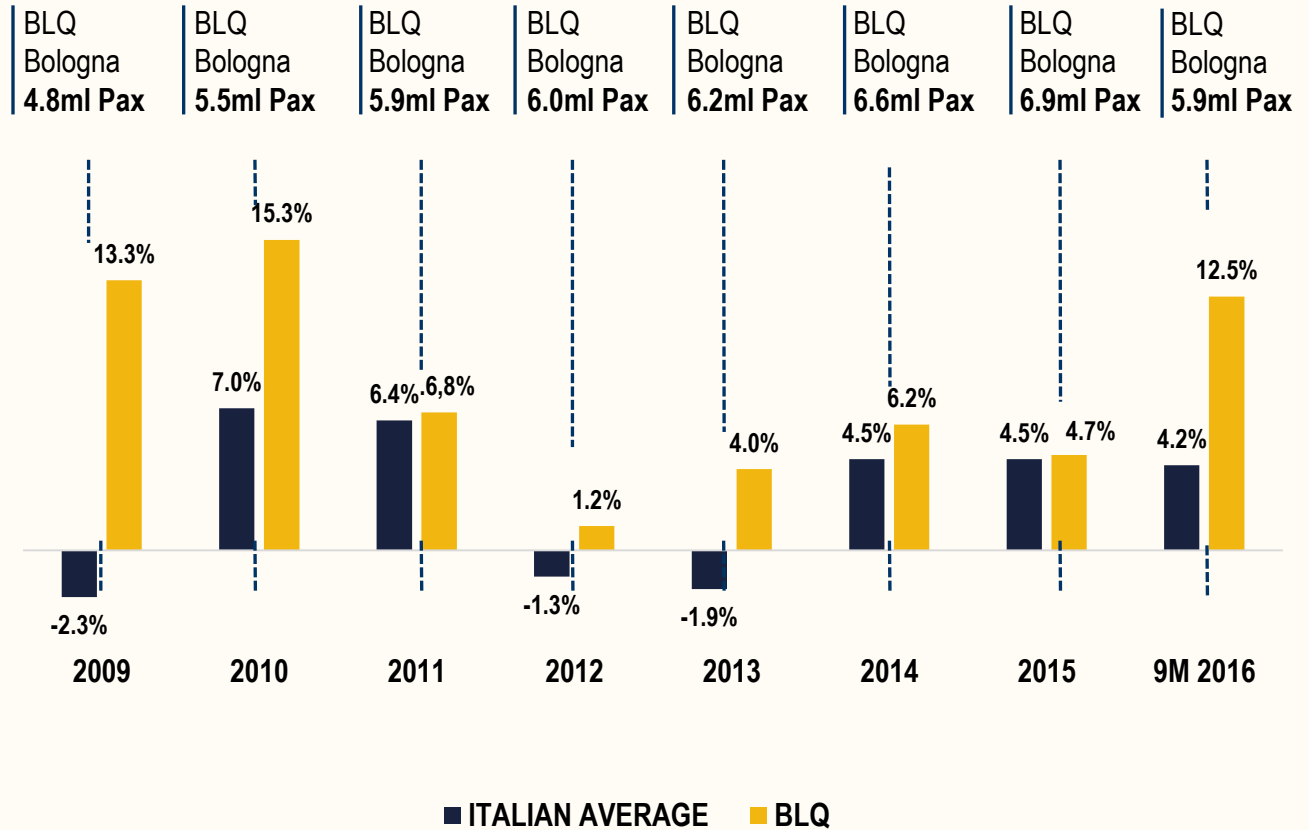
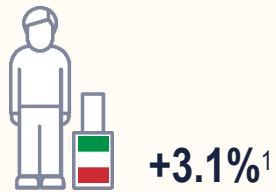
<sup>1</sup> 2015 data, Assaeroporti – Italian Airports Association

<sup>2</sup> Factbook ICCSAI 2016

<sup>3</sup> Net of construction works (IFRIC 12)

## GROWTH OUTPACING ITALIAN AND EU AVERAGE OVER THE LAST 6 YEARS

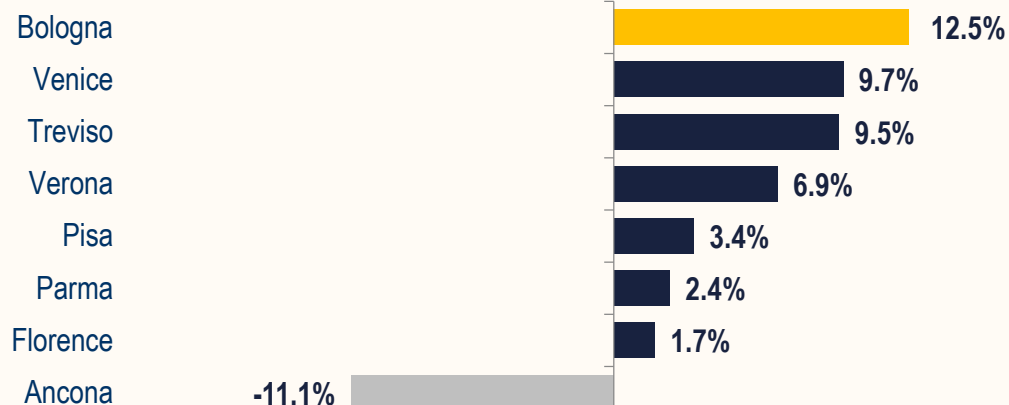
### 2009 – 2015 CAGR



<sup>1</sup> Assaeroporti – including charter, general aviation and interlining: years 2009-2015  
<sup>2</sup> EU figures refer to western European Airports. Data, ACI Europe - Airport Traffic Reports

## BOLOGNA CATCHMENT AREA PASSENGER TREND

## BOLOGNA CATCHMENT AREA: VAR. % PASSENGERS 9M 2016 vs 9M 2015\*



→ Catchment area traffic increases by 7.9% (+ 1.8 ml passengers) vs 9M 2015

→ Growth driven by both domestic (+5.4%) and international traffic (+8.7%)

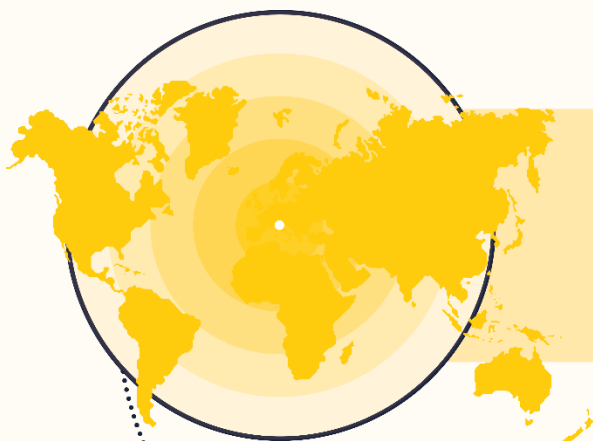
→ Bologna records the highest traffic increase (+12.5%, + 657,985 passengers)

→ **BLQ market share in the catchment area\*\*:** 24.4% vs 23.4% in 9M 2015

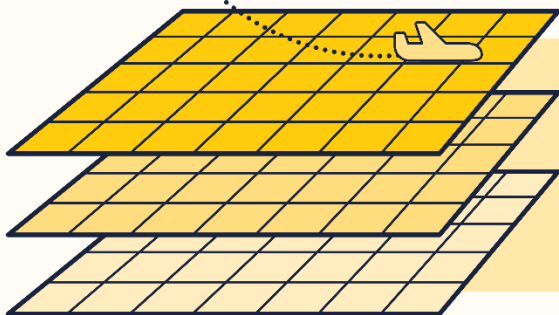
\* Assaeroporti data

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

# Clear And Well-defined Strategy 2015-2020



**Network Extension and traffic growth**



**Infrastructure development for capacity increase**



**Non-Aviation Business Enhancement**

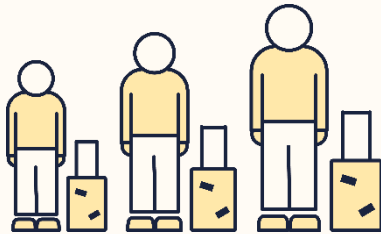


**Efficiency and Process Optimization**

# 9M 2016: Strategy And Execution

## NETWORK EXTENSION AND INCREASE IN PASSENGERS

- ✈ Passengers increase (+12.5%)
- ✈ Legacy traffic growth +13.2% vs 9M 2015 (Air Berlin – Dusseldorf, Alitalia – Catania, Emirates – Dubai)



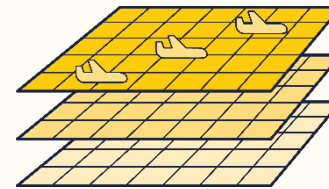
## NON-AVIATION BUSINESS ENHANCEMENT

- ✈ Approx. +2.5 ml € in 9M 2016 Non-Aviation Revenues vs 9M 2015
- ✈ Parking revenues increased by 9.7%, Retail and Advertising by 9.5% and Passenger Services by 11.3%



## INFRASTRUCTURE DEVELOPMENT

- ✈ Terminal expansion planning: tender in progress



## EFFICIENCY AND PROCESS OPTIMIZATION

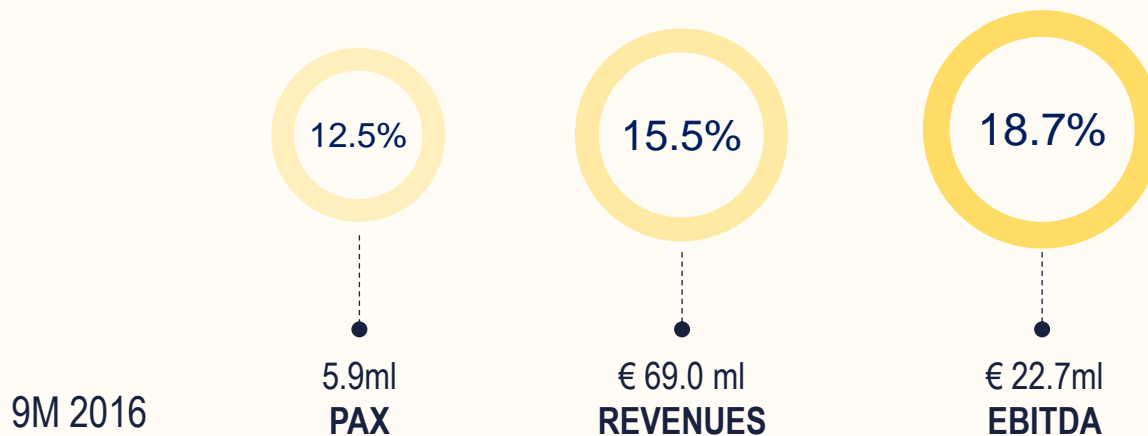
- ✈ Decrease in utility costs thanks to new contracts and the new trigeneration plant started in march 2015
- ✈ Investments in IT with the main target to improve information to passengers





# The Pax Growth Multiplier Effect

## PASSENGERS AND PROFITABILITY (VAR% 9M 16/15)



### GROUP REVENUES BREAKDOWN

### SBU AVIATION

### SBU NON AVIATION



GROWTH DRIVEN BY INCREASE IN PAX VOLUMES, TRAFFIC MIX, IMPROVEMENT OF AVIATION PROFITABILITY, DEVELOPMENT OF NON-AVIATION BUSINESS AND EFFECTIVE COST CONTROL

02

9M 2016 FINANCIALS

## 9M 2016 Key Highlights



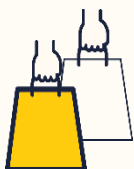
**Passengers, ATM and tonnage growth thanks to new destinations and increase in the frequency on destinations already connected**



**Legacy traffic growth (13.2%) driven by international destinations and also by domestic passengers recovery.**



**Good aviation performance thanks to traffic growth, traffic mix and new charges effective since January 2016. Improvement of the Aviation Business Unit margin**



**Positive non-aviation performance driven by leverage on traffic increase, limited impact of People Mover works on car parking, enhancement of services and cross selling offers**

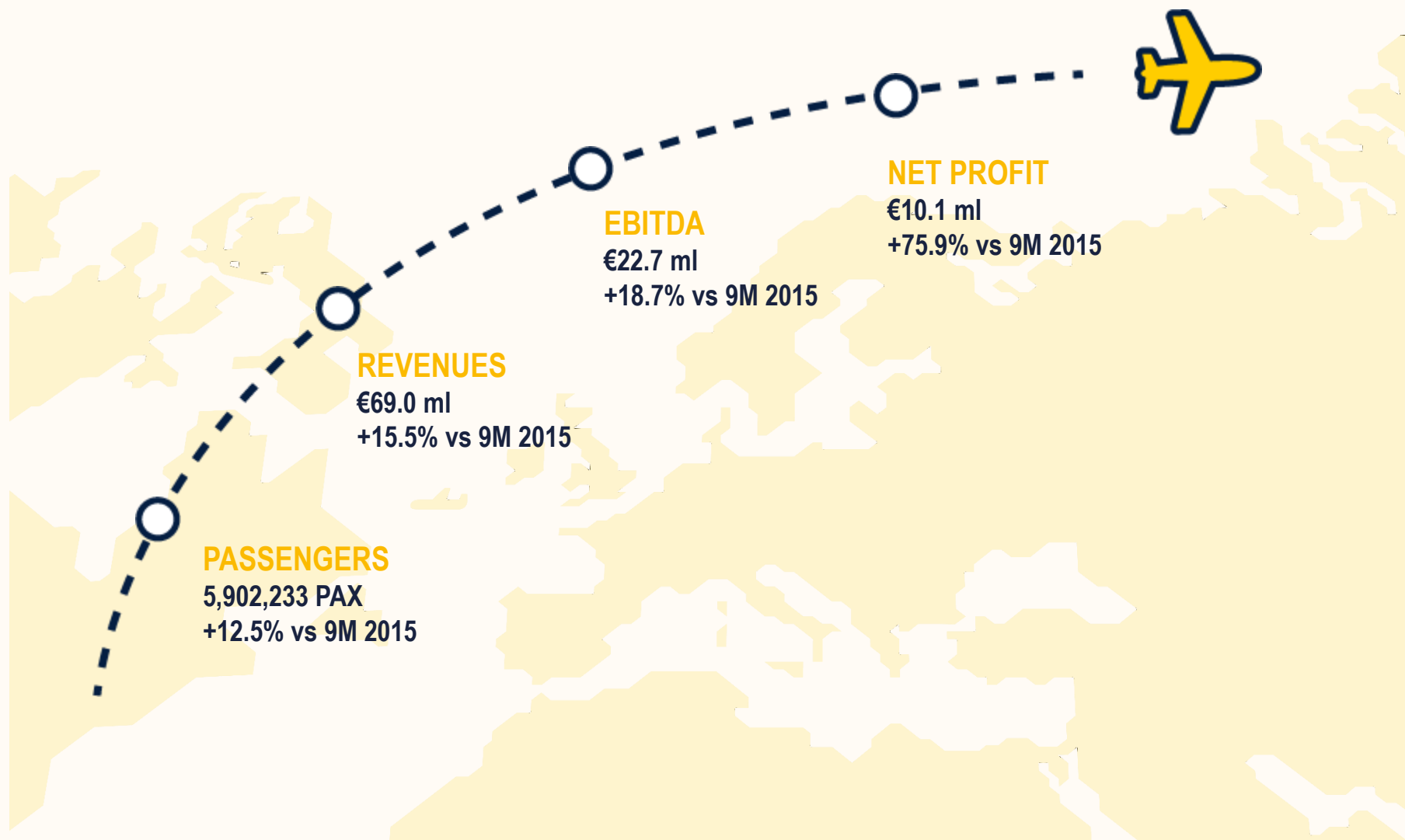


**Costs increase less than proportionally compared to traffic.  
Costs net of construction services increased by 6.0%**



**9.5 ml € for Investments in infrastructure maintenance and development**

# 9M 2016 Key Figures



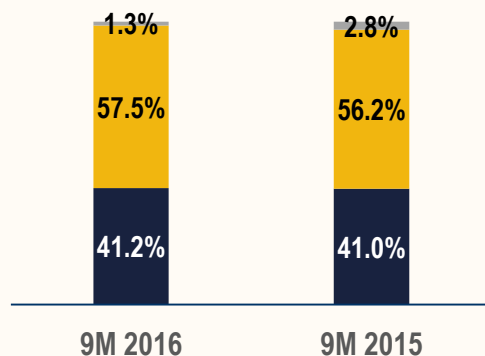
\* EBITDA Adj net of construction works. EBITDA €22.5 ml +17.9% vs 9M 2015

# 9M 2016 Traffic Insight

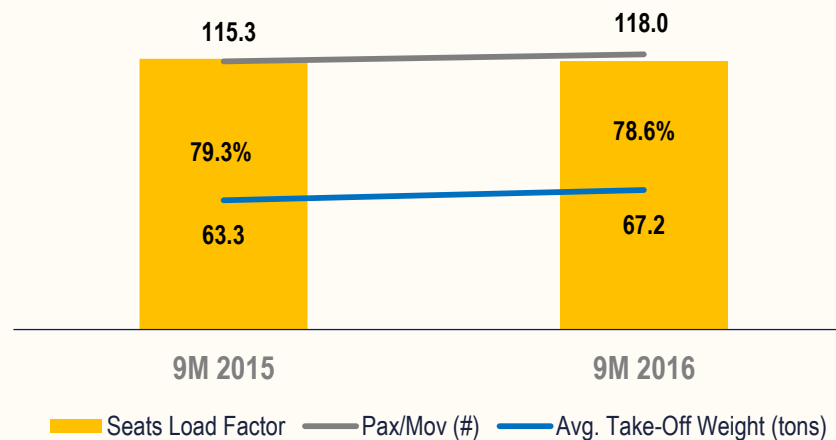
	9M 2016	9M 2015	VAR % 9M 16/15
Passengers	5,902,233	5,244,248	12.5%
ATM*	53,277	48,859	9.0%
MTOW	3,397,499	2,920,168	16.3%
Cargo	34,347,318	29,759,212	15.4%

## PASSENGER BREAKDOWN BY CARRIER

- LEGACY
- LOW COST
- OTHER\*\*



## AVIATION KEY METRICS



\* Air Traffic Movements

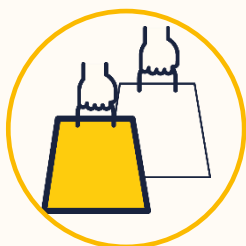
\*\* Other includes charter, general aviation and interlining

## 9M 2016 Total Revenues

EURO THOUSANDS	9M 2016	9M 2015	VAR % 9M 16/ 15
Aeronautical Revenues	36,573	33,197	10.2%
Non Aeronautical Revenues	26,930	24,378	10.5%
Revenues for Construction Services*	4,990	1,526	227.0%
Other Revenues	497	656	-24.2%
<b>Revenues</b>	<b>68,990</b>	<b>59,757</b>	<b>15.5%</b>



**AERONAUTICAL REVENUES: GROWTH MAINLY DUE TO TREND OF PASSENGER AND MTOW FIGURES, LEGACY TRAFFIC INCREASE, ACTIONS ON AVIATION PROFITABILITY AND NEW CHARGES FROM JANUARY 2016**

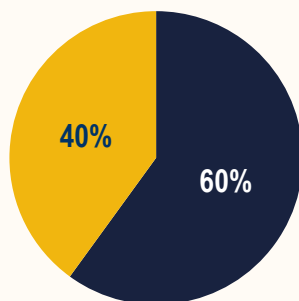


**NON AERONAUTICAL REVENUES: IMPROVED PERFORMANCE IN NON AVIATION BUSINESS, ESPECIALLY IN PARKING, RETAIL AND PASSENGER SERVICES**

## Aviation And Non-Aviation Business

## SEGMENT SHARE IN REVENUES 9M 2016

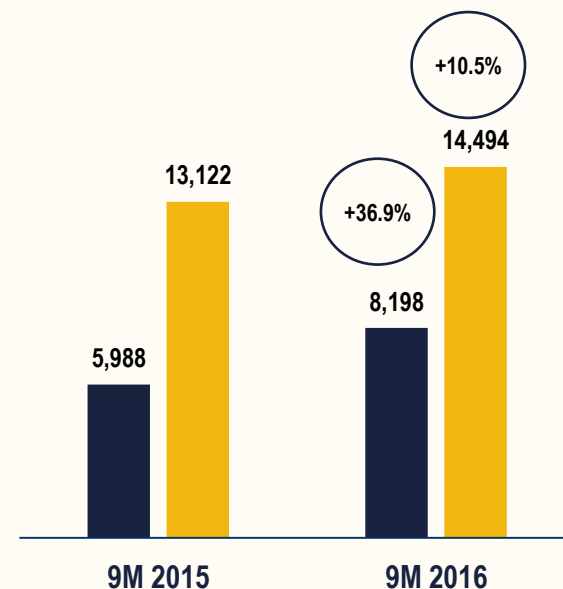
■ AVIATION  
■ NON AVIATION



BUSINESS UNIT AVIATION ('000 €)	9M 2016	9M 2015	VAR % 9M 16/15
Passengers	36,756	31,725	15.9%
Airlines	16,061	13,108	22.5%
Airport operators	2,189	2,186	0.1%
Traffic incentives	(18,667)	(14,008)	33.3%
Constructions revenues*	4,420	947	366.7%
Other aviation revenues	955	1,008	-5.3%
<b>Total Revenues AVIATION</b>	<b>41,714</b>	<b>34,967</b>	<b>19.3%</b>
<b>EBITDA AVIATION</b>	<b>8,198</b>	<b>5,988</b>	<b>36.9%</b>

## AVIATION &amp; NON-AVIATION EBITDA 9M 2016/2015('000€)

■ AVIATION  
■ NON AVIATION

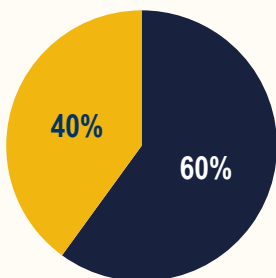


BUSINESS UNIT NON-AVIATION ('000 €)	9M 2016	9M 2015	VAR % 9M 16/15
Retail and Advertising	9,056	8,267	9.5%
Parking	10,863	9,902	9.7%
Real estate	1,793	1,663	7.8%
Passenger services	3,425	3,077	11.3%
Constructions revenues*	570	579	-1.6%
Other non aviation revenues	1,569	1,303	20.4%
<b>Total Revenues NON-AVIATION</b>	<b>27,276</b>	<b>24,790</b>	<b>10.0%</b>
<b>EBITDA NON-AVIATION</b>	<b>14,494</b>	<b>13,122</b>	<b>10.5%</b>

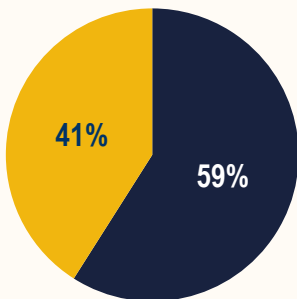
# Aviation And Non-Aviation Business

## REVENUES BREAKDOWN (%)

9M 2016



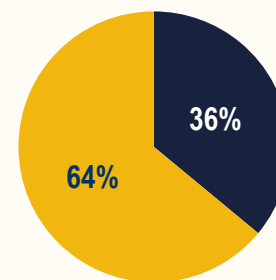
9M 2015



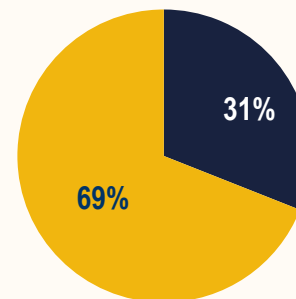
■ AVIATION ■ NON AVIATION

## EBITDA BREAKDOWN (%)

9M 2016



9M 2015

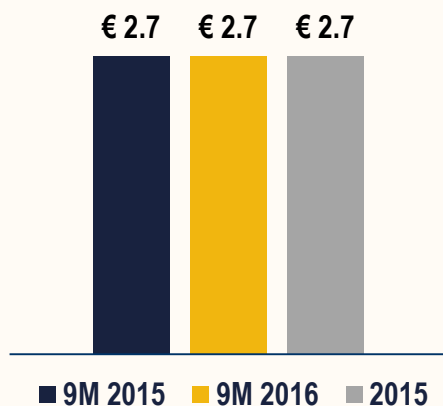


■ AVIATION ■ NON AVIATION



# Non-Aviation Revenues



## RETAIL REVENUES/DEPAX



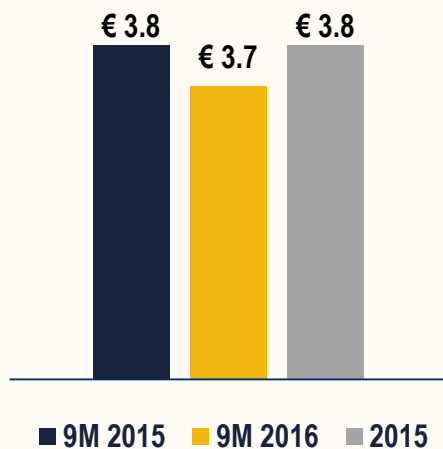
## RETAIL



Factors enabling the trend :

-  passenger growth
-  increase in F&B




## PARKING REVENUES/DEPAX



## PARKING

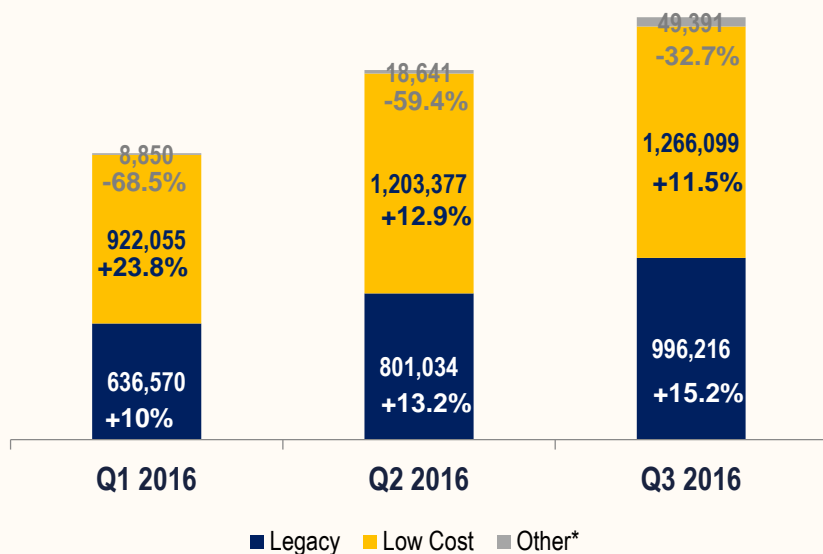


Factors enabling the trend:

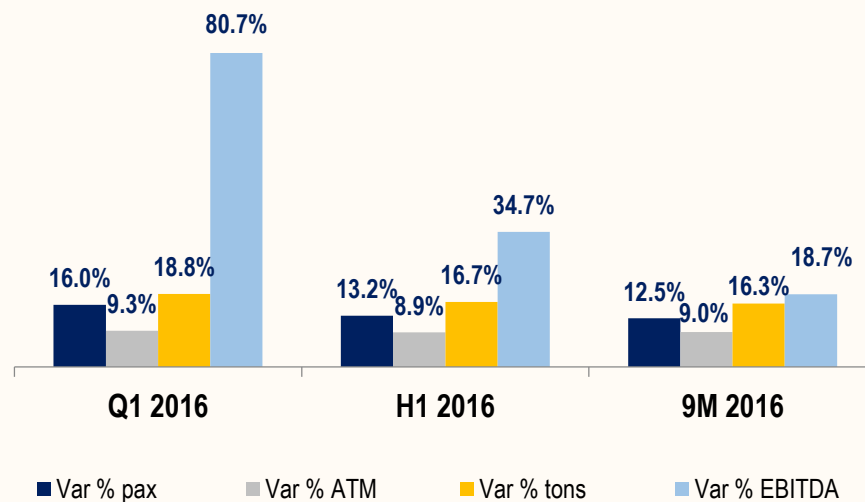
-  passenger growth
-  cross selling offers and extra services
-  limited impact of People Mover works on car parking spaces

## Traffic And EBITDA Trend

## PASSENGER BREAKDOWN BY CARRIER



## TRAFFIC AND EBITDA TREND



✈️ Q3 traffic growth mainly driven by both domestic passengers recovery and international passengers strengthening.

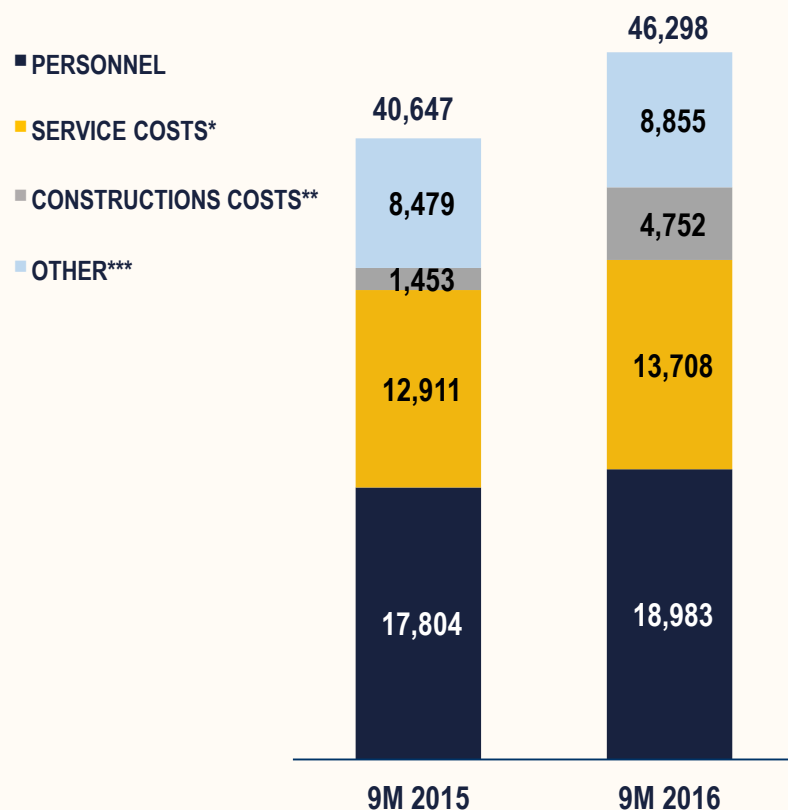
✈️ Q3 2016 legacy traffic growth higher than low cost (+15.2% vs 11.5%)

✈️ Q1 2016 profitability driven also by lower costs vs 2015 thanks to better winter weather conditions

✈️ Q3 2016 costs higher also for the non-recurring runway maintenance costs

# Operating Costs: Tight Cost Control In Place

## OPERATING COSTS BREAKDOWN ('000 €)



### Operating costs increased by 13.9%

- ✈ **Personnel** (+6.6%) increase in staff costs due to:
  - A. last tranche of the National airport labour contract in place since July 2016;
  - B. growth in headcount, partially related to:
    - information service, baggage trolleys collection, arrival PRM service brought in-house;
    - traffic growth (higher headcount in security and PRM areas).
  
- ✈ **Services costs** (+6.2%) due to:
  - A. Non-recurring runway maintenance ;
  - B. PRM service;
  - C. New Security services.
  
- ✈ **Construction costs** (+227.0%) due to higher investments related to concession rights.

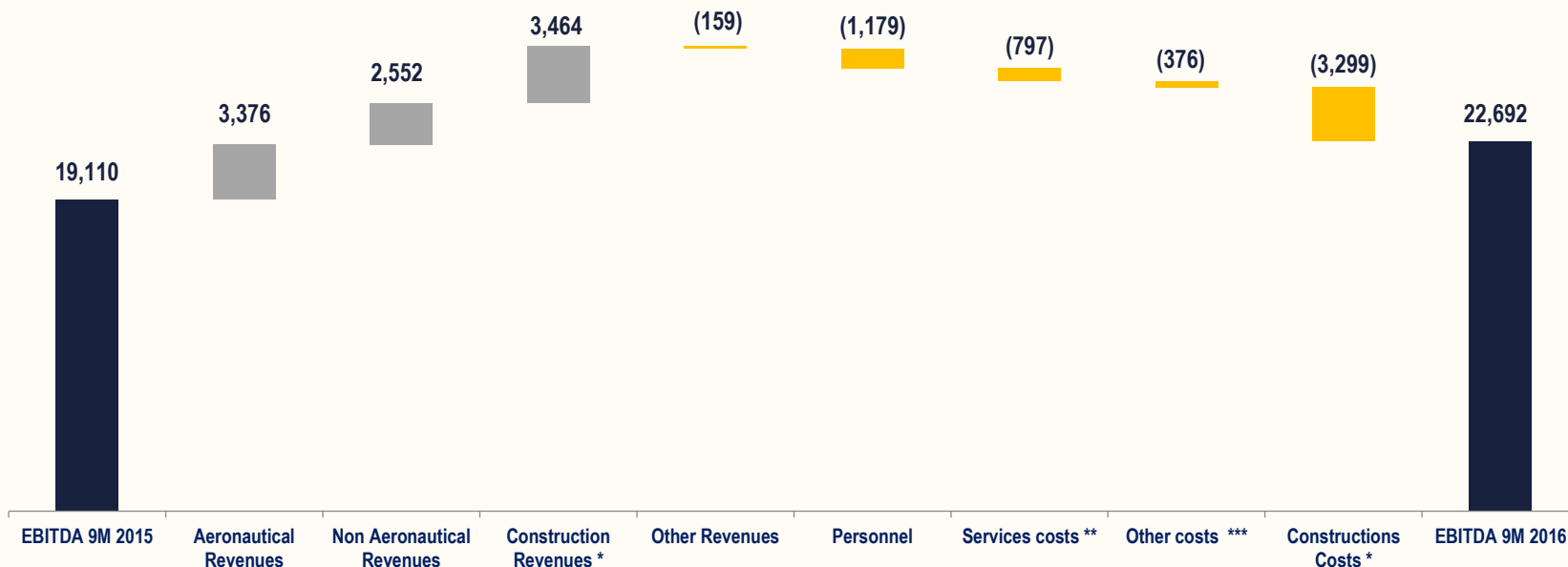
\* Services: includes outsourced services, maintenance, utilities costs, G&A, marketing agreements with airlines not linked to volumes.

\*\* IFRIC 12.

\*\*\* Other: includes consumables and goods, rental fees and other costs and other operating expenses.

# EBITDA

## 9M 2016 GROUP EBITDA ('000 €)



### EBITDA DRIVERS

Revenues

Opex

### ACTIONS IN PLACE

Traffic Mix, Improvement of Aviation unit profitability, Focus on Non Aviation

Cost discipline and continuous careful cost management

\* IFRIC 12

\*\* Services: includes outsourced services, maintenance, utilities costs, G&A

\*\*\* Other: includes consumables and goods, rental fees and other operating expenses

## TERMINAL EXTENSION PLANNING



Project execution tender  
in progress

## NEW CAR PARKING



New parking spaces in order to  
increase car parking  
availability

## “PEOPLE MOVER” STATION



Arrival and departure station  
for the connection between  
the airport and the central  
railway station

**€ 9.5 ml**



Capex: **€ 8.1 ml**  
Airport Infrastructure Provision: **€ 1.4 ml**

## Consolidated Profit &amp; Loss

EURO THOUSANDS	9M 2016	9M 2015	VAR 9M 16/15	VAR % 9M 16/15
Revenues	① 68,990	59,757	9,233	15.5%
Operating Costs	(46,298)	(40,647)	(5,651)	13.9%
<b>EBITDA</b>	<b>② 22,692</b>	<b>19,110</b>	<b>3,582</b>	<b>18.7%</b>
<b>EBITDA Adjusted*</b>	<b>22,454</b>	<b>19,037</b>	<b>3,417</b>	<b>17.9%</b>
Concession Rights Amortization	(3,982)	(3,873)	(109)	2.8%
Amortization & Depreciation	(1,717)	(1,457)	(260)	17.8%
<b>Amortization and Depreciation</b>	<b>③ (5,699)</b>	<b>(5,330)</b>	<b>(369)</b>	<b>6.9%</b>
Provision for Doubtful Accounts	(49)	(100)	51	-51.0%
Airport Infrastructure Provision	(1,926)	(2,113)	187	-8.8%
Other Accruals	102	(135)	237	n.m.
<b>Provisions</b>	<b>③ (1,873)</b>	<b>(2,348)</b>	<b>475</b>	<b>-20.2%</b>
<b>Total Costs</b>	<b>(53,870)</b>	<b>(48,325)</b>	<b>(5,545)</b>	<b>11.5%</b>
<b>EBIT</b>	<b>15,120</b>	<b>11,432</b>	<b>3,688</b>	<b>32.3%</b>
Financial Income	④ 251	180	71	39.4%
Financial Expenses	(1,016)	(846)	(170)	20.1%
Non Recurring Expenses		(2,493)	2,493	-100.0%
<b>EBT</b>	<b>14,355</b>	<b>8,273</b>	<b>6,082</b>	<b>73.5%</b>
Taxes	⑤ (4,206)	(2,504)	(1,702)	68.0%
<b>Net Profit (loss)</b>	<b>⑥ 10,149</b>	<b>5,769</b>	<b>4,380</b>	<b>75.9%</b>
Minority Interest	87	113	(26)	-23.0%
Group Net Profit	10,062	5,656	4,406	77.9%
<b>EPS (Euro)</b>	<b>0.27</b>	<b>0.19</b>	<b>0.08</b>	<b>42.1%</b>

\* Net of construction works

## ① REVENUES

▲ (+15.5%) due to traffic, charges update and improved non-aviation performance

## ② EBITDA

growth trend (+18.7%) due to aeronautical and non-aeronautical revenues more than offset increase in operating costs

## ③ AMORTIZATION, DEPRECIATION AND PROVISIONS

in line with 2015 (▲ 6.9% amortization and depreciation and ▼ 20.2% provisions)

## ④ FINANCIAL INCOME AND EXPENSES

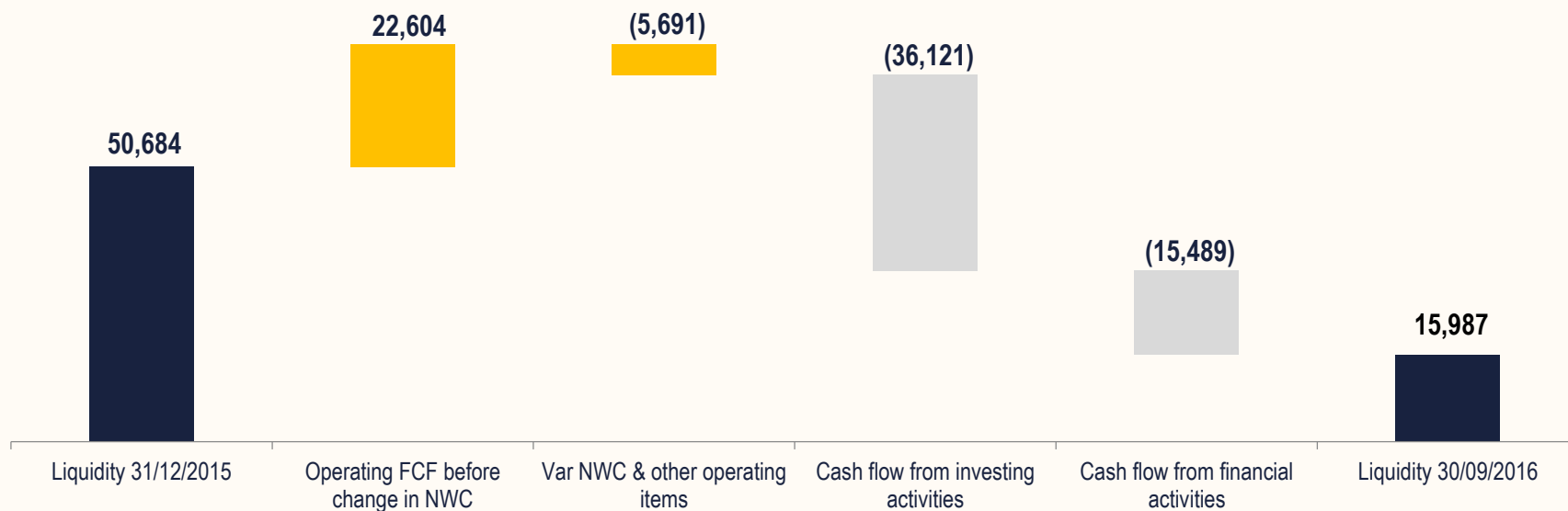
Income ▲ due to liquidity growth,  
▲ expenses due to higher bank debt

## ⑤ TAXES

▲ due to higher EBT

⑥ NET PROFIT  
+10.1 ml €

## 9M 2016 CASH FLOW ('000 €)



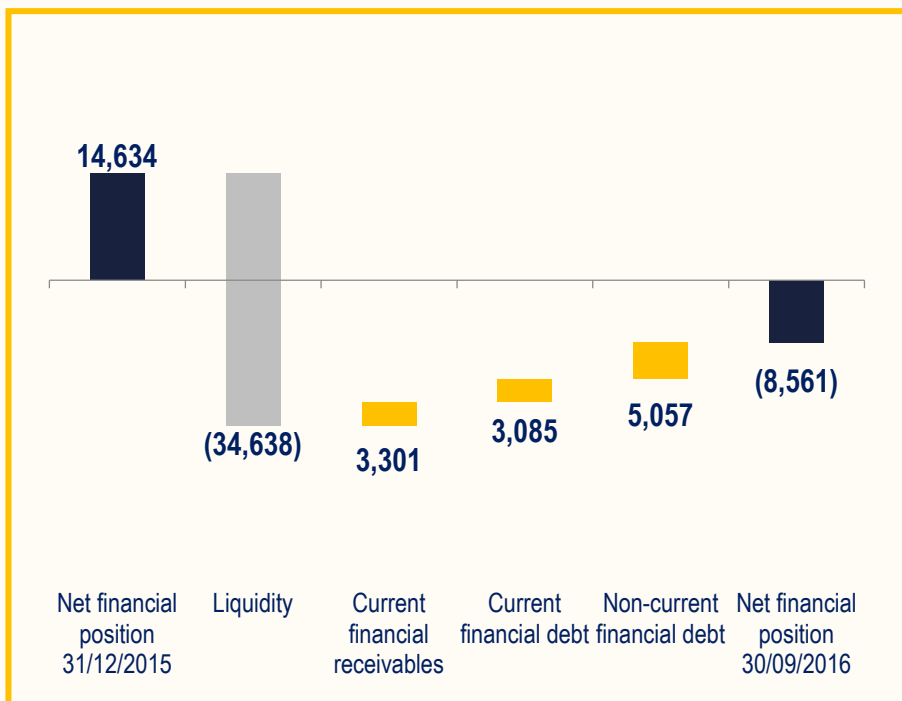
✎ **Positive OFCF** only partially reduced by NWC changes

✎ **Cash flow from investing** **a)** capex (€ 8.1 ml), **b)** payment of the first part of EFI (equity financial instruments) to contribute to People Mover (€ 4.0 ml) **c)** short term cash investments (€ 24.3 ml),

✎ **Cash flow from financing** **a)** repayments of loans and other financial debts (€ 9.4 ml), **b)** dividend payment (€ 6.1 ml)

## Net Financial Position

## 9M 2016 NET FINANCIAL POSITION ('000 €)



EURO THOUSANDS	30 Sep 2016	31 Dec 2015	Change
Liquidity	18,884	53,522	-34,638
Current financial receivables	9,295	5,994	3,301
Current bank debt	-287	-1,110	823
Current portion of non-current debt	-5,799	-9,064	3,265
Other current financial debt	-2,983	-1,980	-1,003
Current financial debt	-9,069	-12,154	3,085
Net current financial debt	19,110	47,362	-28,252
Non current financial debt	-27,671	-32,728	5,057
<b>Net Financial Position</b>	<b>-8,561*</b>	<b>14,634</b>	<b>-23,195</b>

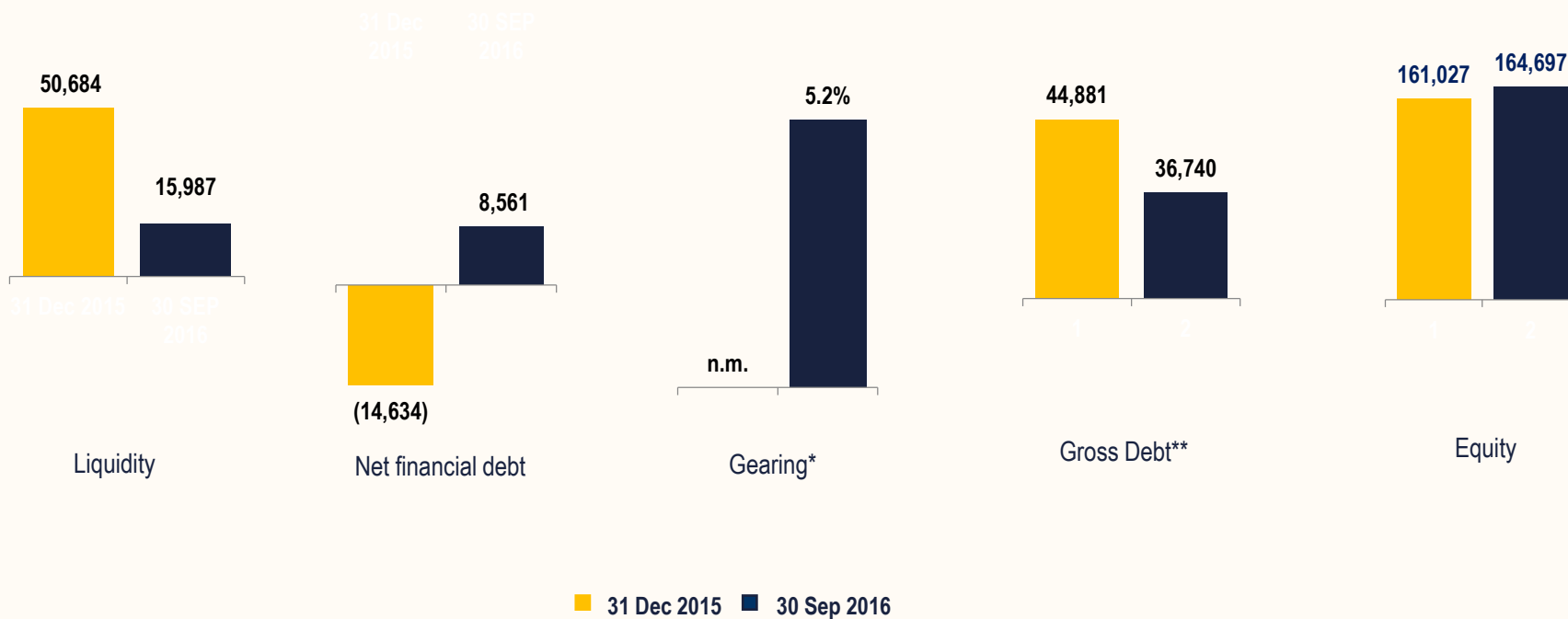
**9M 2016 Net Financial Position of approx € -8.6\* ml vs 14.6 ml in 2015**

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



## Solid Financial And Capital Structure

## 9M 2016 CONSOLIDATED ASSET &amp; FINANCIAL SITUATION ('000 €)



\* Net financial debt / Equity

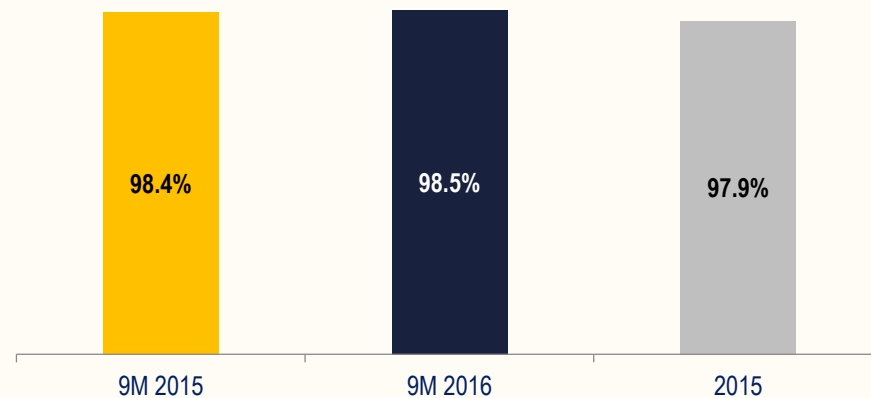
\*\* Current and non current financial liabilities

# Improvement In Quality Services And Passenger Experience

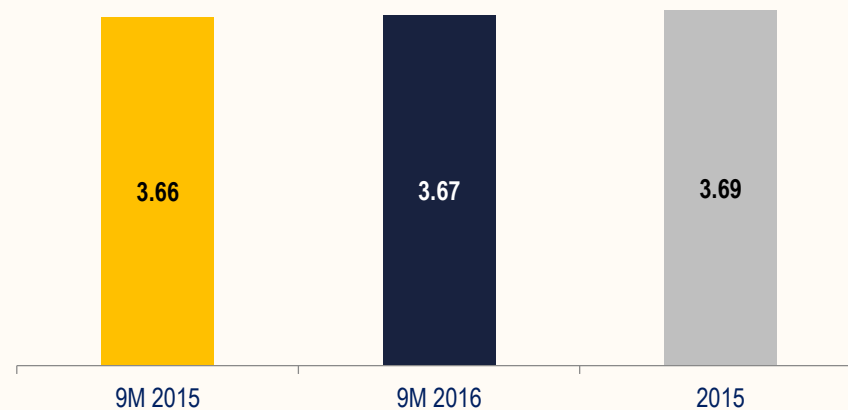
## SERVICE QUALITY



## 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



November 14th 2016 - Bologna Airport has joined for the second time the *Airport Kindness Day*

## VIP lounge: in November exceeded for the first time 100 thousand guests

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✈️ +18% of guests vs 2015

✈️ Typically aimed at **frequent flyers and business travelers**, the VIP lounge shows a large number of **international passengers** (47% of the total).

✈️ **Most of guests travels from 6 to 10 times a year, while 33% of the guests travels over 10 times a year.**

03

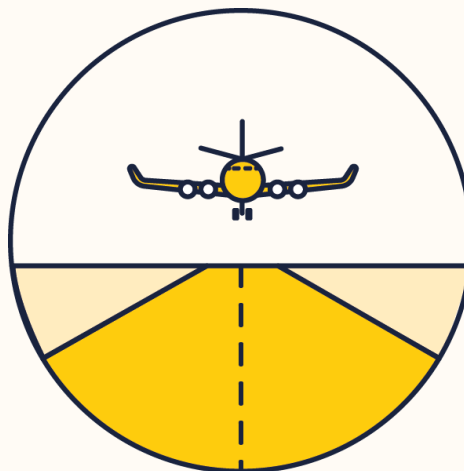
## 2016 KEY UPDATES

## Strengthening of the partnership with Ryanair

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- ✈ The partnership, started in 2008, has been further reinforced by a renewed and reshaped agreement which also provides for an extension of the contract terms, until 2022.
  
- ✈ Airport and Ryanair are committed to:
  - ✈ increasing traffic and the number of destinations served to/from the airport;
  - ✈ offering a high-quality service level, which is made possible by the Airport's investments and Ryanair's "Always getting better" programme.
  
- ✈ The agreement provides for a scheme connected to AdB's traffic growth policy and Ryanair's commitment to it and for a mechanism of contractual guarantees in order to ensure the accomplishment of the targets.





## NEW FREQUENCIES

- ✈ **Moscow** operated by **Aeroflot** from 11 flights/w to 14 flights/w since 2<sup>nd</sup> June 2016
- ✈ **Madrid** operated by **Air Nostrum** from 2 flights/w to 3 flights/w since Summer 2016
- ✈ **Lviv** operated by **Ukraine International** since Summer 2016

## NEW FLIGHTS

- ✈ New 3 daily flights to **Düsseldorf** operated by **Air Berlin** (second German airline) since 2<sup>nd</sup> May 2016
- ✈ New daily flight to **Catania** operated by **Alitalia** since 1<sup>st</sup> May 2016
- ✈ New 3 weekly flights to **Athens**, 2 weekly flights to **Dublin**, 2 weekly flights to **Edinburgh** and 2 weekly flights to **Malaga** operated by **Ryanair** since Summer 2016
- ✈ New 3 weekly flights to **Iasi** operated by **Wizzair** since 2<sup>nd</sup> July 2016

**14th March 2016**

CONSOLIDATED ANNUAL REPORT 2015

**27th April 2016**

ANNUAL SHAREHOLDERS' MEETING

**13<sup>th</sup> May 2016**

CONSOLIDATED Q1 2016 RESULTS

**29<sup>th</sup> August 2016**

CONSOLIDATED H1 2016 RESULTS

**14<sup>th</sup> November 2016**

CONSOLIDATED 9M 2016 RESULTS



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# THANK YOU FOR YOUR ATTENTION!

For additional information:

INVESTOR RELATIONS

**Nazzarena Franco**

*Strategy Planning and Investor Relations Director*

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

Tel: +39 051/6479680

Bologna, November 14<sup>th</sup> 2016