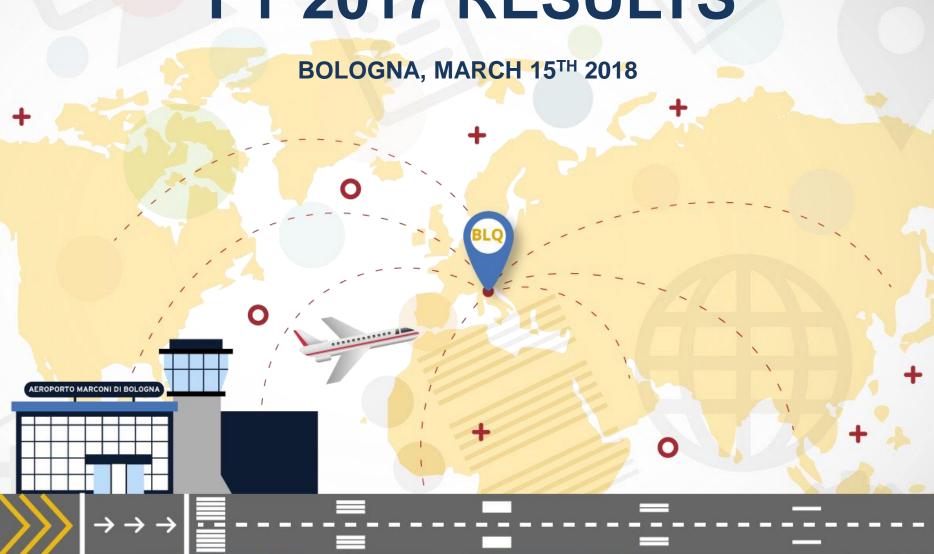


FY 2017 RESULTS











FY 2017 **FINANCIALS**

2018 **KEY UPDATES**



GROUP HIGHLIGHTS & STRATEGY









FY 2017 **FINANCIALS**

2018 **KEY UPDATES**

GROUP OVERVIEW



STRONG GROWTH TRACK **RECORD AND MOMENTUM**

Among top 50 airports in Europe

#8 airport in Italy by passengers1

#4 airport in Italy by global connectivity 2

#5 airport by cargo1



WELL BALANCED MULTI **SERVICE 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

24.5% pax market share

76.3% international passengers



SOLID ECONOMIC AND FINANCIAL PERFORMANCE

Excellent revenue and EBITDA growth FY 2017 vs FY 2016 (+9.6% and +21.3%)

Net profit increase FY 2017 (€16.2 ml, +41.9% vs FY 2016)

2 Factbook ICCSAI 2017

²⁰¹⁷ data, Assaeroporti – Italian Airports Association

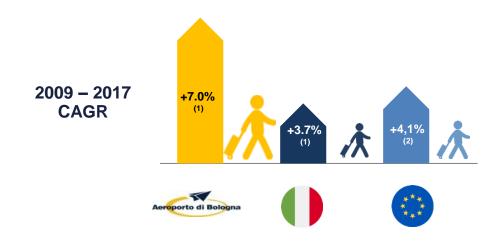


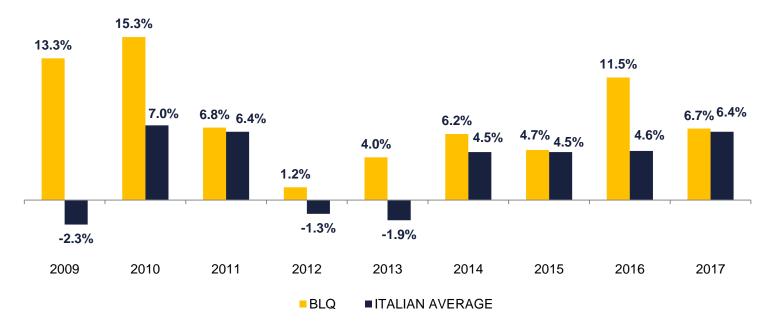


FY 2017 FINANCIALS

2018 KEY UPDATES

GROWTH OUTPACING ITALIAN AND EU AVERAGE OVER THE LAST 9 YEARS





¹ Assaeroporti – including charter, general aviation and interlining: years 2009-2017









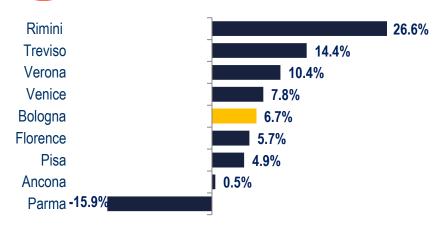
FY 2017 FINANCIALS

2018 KEY UPDATES

CATCHMENT AREA: BOLOGNA AIRPORT COMPETITIVE POSITIONING

- Catchment area traffic increased by 7.6% (+ 2.4 ml passengers) vs 2016
- Growth driven by both domestic (+5.8%) and international traffic (+9.2%)
- **→** BLQ market share in the *catchment area**: 24.5%







^{*} 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

^{**} Assaeroporti data



OUR STRATEGIC AMBITION

TO BE THE IDEAL GATEWAY FOR ITALY



HIGHLIGHTS & STRATEGY

FY 2017 FINANCIALS

2018 KEY UPDATES



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



OUR LONG TERM APPROACH

TO ENHANCE CONNECTIVITY AND CARE FOR A UNIQUE PASSENGER EXPERIENCE



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

FY 2017 FINANCIALS

2018 KEY UPDATES









FY 2017 **FINANCIALS**

2018 **KEY UPDATES**

CLEAR AND WELL-DEFINED STRATEGY



MAXIMISE FINANCIAL PERFORMANCE

PERFORMING CORPORATION





CONNECT

- **Expand destination** network and frequency
- Increase long haul route
- **Expand catchment area**
- Improve accessibility



DEVELOP

- **Remove capacity** constraints
- 2. Optimise existing infrastructures
- 3. Expand passenger terminal
- 4. Develop competitive car parking
- **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

- Social and environmental sustainability
- 2. People and organization development
- **Engaged airport** community



FY 2017: STRATEGY AND EXECUTION



HIGHLIGHTS & STRATEGY

FY 2017 FINANCIALS

2018 KEY UPDATES



MAXIMISE FINANCIAL PERFORMANCE

Excellent revenue (+9.6%) and EBITDA (+21.3%) growth in 2017 vs 2016

Net profit in 2017 €16.2 ml (+41.9% vs 2016)

ROCE: 13.3% (11.2% in 2016)

Ongoing focus on cost control



PERFORMING CORPORATION



CONNECT

Passengers (+6.7%) and ATM (+3.1%) increase

Legacy traffic growth +8.6% vs FY 2016

Strong load factor growth, in FY 2017 80.9%



DEVELOP

Terminal extension final design activities close to finalization

15.5 ml \in for Investments in infrastructure maintenance and development.

+3.6 ml € in FY 2017 Non-Aviation Revenues vs FY 2016 (Parking +6.2%, Retail & Adv. +11.1%, Passenger Services +12.0%)



EXPERIENCE

Investments with the main target to improve operation flows and passenger experience (queuing and check-in areas optimization, security lane for staff and business lounge passengers upgrade).

Increase in Airport Service Quality index: 3.79 in 2017 vs 3.71 in 2016

Better performance per pax coming from Russia, North-Eastern Europe, Turkey and North Africa



CARE

Investments aimed to reduce the environmental impact: New air quality monitoring system development in progress

Carbon Footprint index (CO2/pax) -237% vs 2008

New European Safety System implemented (EASA)

New canteen service

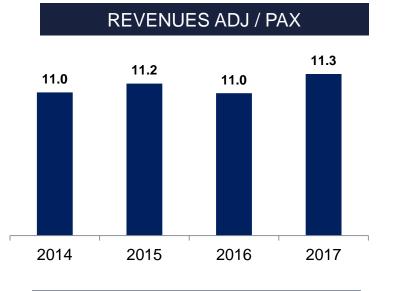
PROFITABILITY AND EFFICIENCY TREND

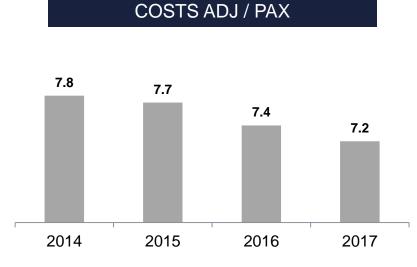


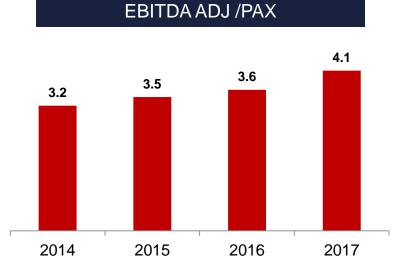
& STRATEGY

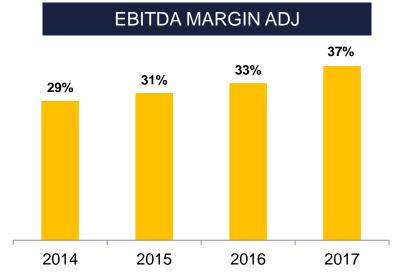
FY 2017
FINANCIALS

2018 KEY UPDATES











PRODUCTIVITY TREND







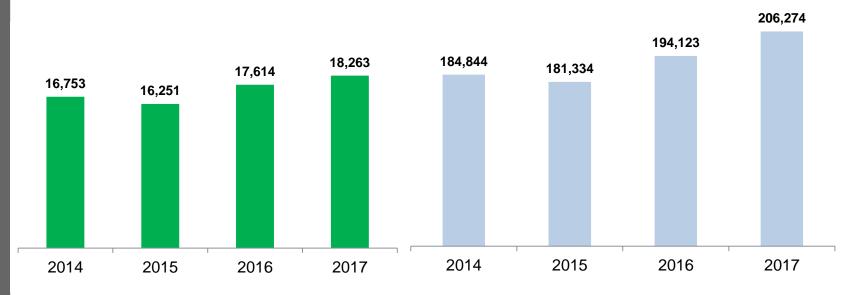
HIGHLIGHTS & STRATEGY

FY 2017 **FINANCIALS**

2018 KEY UPDATES



REVENUES ADJ / FTE





THE PAX GROWTH MULTIPLIER EFFECT

PASSENGERS AND PROFITABILITY (VAR% FY 17/16)

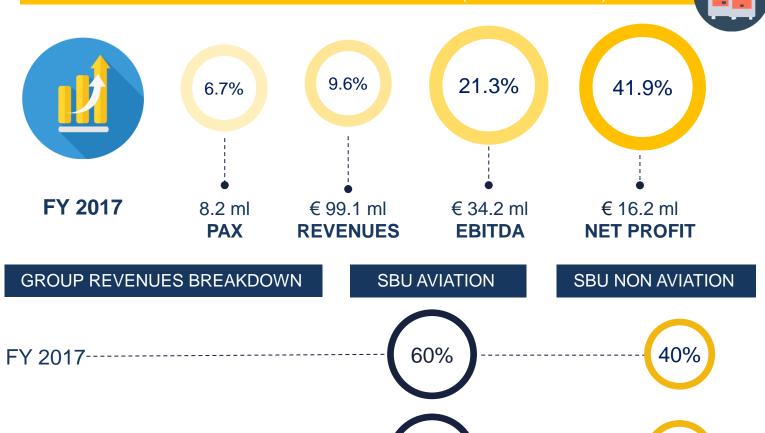




HIGHLIGHTS & STRATEGY

FY 2017 FINANCIALS

2018 KEY UPDATES



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

60%

FY 2016-

40%









FY 2017 FINANCIALS

2018 **KEY UPDATES**





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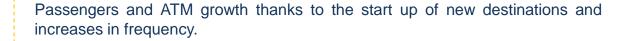
HIGHLIGHTS & STRATEGY

FY 2017 FINANCIALS

2018 KEY UPDATES

FY 2017 KEY HIGHLIGHTS







Legacy traffic growth (+8.6%) driven by international destinations and also by domestic passengers recovery. Strong load factor growth.



Good aviation performance thanks to traffic growth, traffic mix and lower traffic incentives. Improvement of the Aviation Business Unit profitability.



Positive non-aviation performance driven by leverage on traffic increase, higher retail profitability and enhancement of passenger services.



Operating costs increase less than proportionally compared to revenues.



15.5 ml € for Investments in infrastructure maintenance and development.



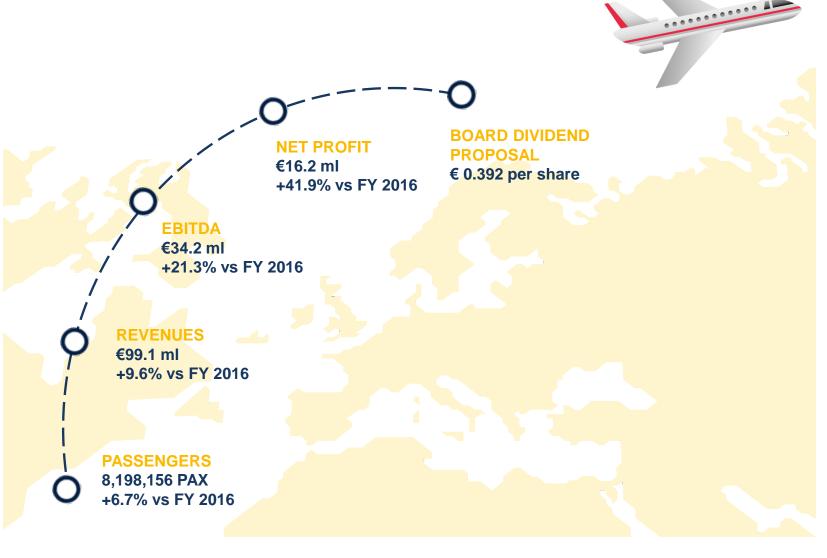
FY 2017 KEY FIGURES



HIGHLIGHTS & STRATEGY

FY 2017 FINANCIALS

2018 KEY UPDATES











FY 2017 FINANCIALS

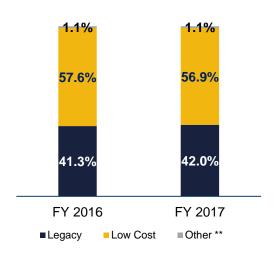
2018 **KEY UPDATES**

FY 2017 TRAFFIC INSIGHT

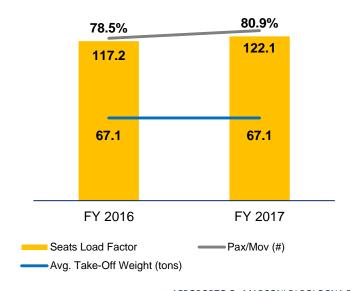
	FY 2017	FY 2016	VAR % FY 17/16
Passengers	8,198,156	7,680,992	6.7%
ATM*	71,878	69,697	3.1%
MTOW	4,556,712	4,442,542	2.6%
Cargo	56,132,109	47,708,529	17.7%



PASSENGER BREAKDOWN BY CARRIER



AVIATION KEY METRICS



^{*} Air Traffic Movements

^{**} Other includes charter, general aviation and interlining









FY 2017 FINANCIALS

2018 KEY UPDATES

FY 2017 TOTAL REVENUES

EURO THOUSANDS	FY 2017	FY 2016	VAR % FY 17/ 16
Aeronautical Revenues	53,212	48,224	10.3%
Non Aeronautical Revenues	38,222	35,296	8.3%
Revenues for Construction Services*	6,735	5,999	12.3%
Other Revenues	977	923	5.9%
Revenues	99,146	90,442	9.6%
Revenues adj	92,411	84,443	9.4%



AERONAUTICAL REVENUES: growth mainly due to trend of passengers, legacy traffic increase and actions on aviation profitability



NON AERONAUTICAL REVENUES:

growth in all main areas, parking, retail and passenger services



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HIGHLIGHTS & STRATEGY

FY 2017 FINANCIALS

KEY UPDATES

2018

AVIATION AND NON-AVIATION BUSINESS

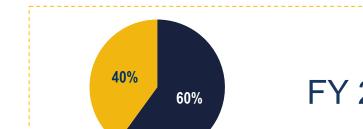


REVENUES BREAKDOWN (%)



EBITDA BREAKDOWN (%)

41%



FY 2017 59%



18



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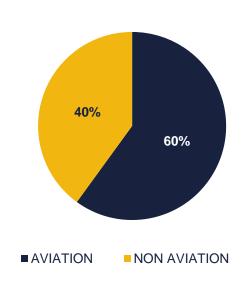
HIGHLIGHTS & STRATEGY

FY 2017 FINANCIALS

2018 KEY UPDATES

AVIATION AND NON-AVIATION BUSINESS

REVENUES SEGMENT SHARE FY 2017



BUSINESS UNIT AVIATION ('000 €)	FY 2017	FY 2016	VAR % FY 17/16
Passengers	50,887	48,110	5.8%
Airlines	22,511	21,181	6.3%
Airport operators	3,317	2,876	15.3%
Traffic incentives	(23,575)	(24,262)	-2.8%
Constructions revenues*	5,229	5,144	1.7%
Other aviation revenues	1,442	1,356	6.3%
Fees reduction for doubtful receivables**	(259)	0	n.m.
Total Revenues AVIATION	59,552	54,405	9.5%
EBITDA AVIATION	14,174	9,639	47.0%

AVIATION & NON-AVIATION EBITDA FY 2017/2016 ('000€)



BUSINESS UNIT NON-AVIATION ('000 €)	FY 2017	FY 2016	VAR % FY 17/16
Retail and Advertising	13,218	11,902	11.1%
Parking	15,095	14,218	6.2%
Real estate	2,305	2,379	-3.1%
Passenger services	5,086	4,542	12.0%
Constructions revenues*	1,506	855	76.1%
Other non aviation revenues	2,437	2,141	13.8%
Non aviation revenues reduction for doubtful receivables**	(53)	0	n.m.
Total Revenues NON-AVIATION	39,594	36,037	9.9%
EBITDA NON-AVIATION	20,047	18,573	7.9%

^{*} IFRIC 12

^{**} IFRS 15



NON-AVIATION REVENUES

RETAIL REVENUES/DEPAX

RETAIL







HIGHLIGHTS & STRATEGY

FY 2017 **FINANCIALS**

2018 **KEY UPDATES**



FACTORS ENABLING THE TREND:

Passenger growth

Higher retail profitability

PARKING REVENUES/DEPAX



PARKING



FACTORS ENABLING THE TREND:

Passenger growth

Opening of a new car parking area



OPERATING COSTS: TIGHT COST CONTROL IN PLACE

OPERATING COSTS BREAKDOWN ('000 €)

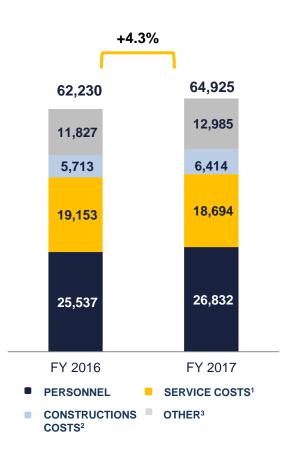




HIGHLIGHTS & STRATEGY

FY 2017 FINANCIALS

2018 KEY UPDATES



OPERATING COSTS +4,3%
NET OF CONSTRUCTION COSTS AND ONE-OFF
ENERGY COSTS +6.2%

Personnel (+5.1%) 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:
 - traffic growth (higher headcount in security area);
 - enhancement of airport perimeter supervision.

Services costs (-2.4%) decrease due to:

- One-off energy costs write-off;
- B. Lower maintenance costs.

Construction costs (+12.3%) due to higher investments related to concession rights

¹ Services: includes outsourced services, maintenance, utilities costs, G&A, marketing agreements with airlines not linked to volumes

² IFRIC 12

³ Other: includes consumables and goods, rental fees and other costs and other operating expenses





FY 2017 FINANCIALS

2018 KEY UPDATES

EBITDA



¹ IFRIC 12

² Services: includes outsourced services, maintenance, utilities costs, G&A, marketing agreements with airlines not linked to volumes. AEROPORTO G. MARCONI DI BOLOGNA S.p.A.



FY 2017 MAIN INVESTMENTS IN INFRASTRUCTURE MAINTENANCE AND DEVELOPMENT







TERMINAL EXPANSION PLANNING

PEOPLE MOVER

NEW MULTILEVEL CAR PARKING



2018 **KEY UPDATES**







FINAL DESIGN ACTIVITIES **CLOSE TO FINALIZATION**

FOOTBRIDGE TO THE TERMINAL **BUILDING - ONGOING ACTIVITIES FOR THE SET-UP**

FINAL DESIGN ACTIVITIES **CLOSE TO FINALIZATION**



€ 15.5 ml



Capex: € 12.4 ml Airport Infrastructure Provision: € 3.1 ml



CONSOLIDATED PROFIT & LOSS







FY 2017 **FINANCIALS**

2018 **KEY UPDATES**

EURO THOUSANDS		FY 2017	FY 2016	VAR FY 17/16	VAR % FY 17/16
Revenues	1	99,146	90,442	8,704	9.6%
Operating Costs		(64,925)	(62,230)	(2,695)	4.3%
EBITDA	2	34,221	28,212	6,009	21.3%
EBITDA Adjusted*		33,181	28,645	4,536	15.8%
Concession Rights Amortization		(5,749)	(5,347)	(402)	7.5%
Amortization & Depreciation		(3,074)	(2,594)	(480)	18.5%
Amortization and Depreciation	3	(8,823)	(7,941)	(882)	11.1%
Provision for Doubtful Accounts		12	(63)	75	n.m.
Airport Infrastructure Provision		(2,544)	(2,925)	381	-13.0%
Other Accruals		(240)	(11)	(229)	2081.8%
Provisions	3	(2,772)	(2,999)	227	-7.6%
Total Costs		(76,520)	(73,170)	(3,350)	4.6%
EBIT		22,626	17,272	5,354	31.0%
Financial Income	4	274	362	(88)	-24.3%
Financial Expenses		(852)	(1,223)	371	-30.3%
EBT		22,048	16,411	5,637	34.4%
Taxes	5	(5,865)	(5,006)	(859)	17.2%
Net Profit (loss)	6	16,183	11,405	4,778	41.9%
Minority Interest		214	94	120	127.7%
Group Net Profit		15,969	11,311	4,658	41.2%

1 REVENUES

▲ (+9.6%) traffic increase, lower traffic incentives and improved non-aviation performance

2 EBITDA

▲ (+21.3%) increase in aeronautical and non-aeronautical revenues and lower increase in operating costs

3 AMORTIZATION, **DEPRECIATION AND PROVISIONS**

▲ +6.0% (**▲** +11.1% amortization and depreciation and ▼ -7.6% provisions)

4 FINANCIAL INCOME AND **EXPENSES**

Positive effect due to lower interests and financial expenses from discounting provisions

5 TAXES ▲ due to higher EBT

NET PROFIT +16.2 ml €



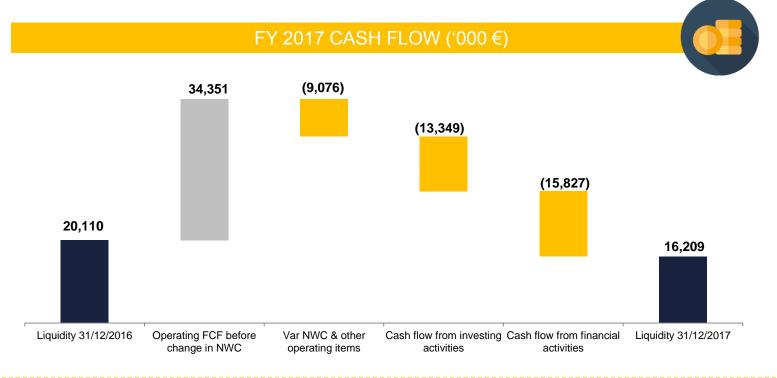




FY 2017 FINANCIALS

2018 KEY UPDATES

CASH-FLOW





- **→ Cash flow from investing a)** capex (€12.7 ml)
 - **b)** plain vanilla investments (€ 1.5 ml)
 - c) collection of € 0.9 ml from the sale of the investment in Marconi Handling S.r.l.
- **→ Cash flow from financing a)** dividend payment (€ 10.0 ml)
 - **b)** repayments of loans and other financial debts (€ 5.8 ml)



NET FINANCIAL POSITION

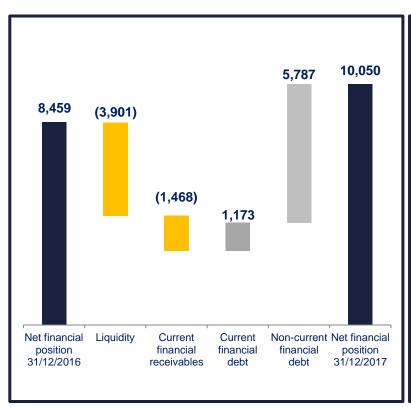
FY 2017 NET FINANCIAL POSITION ('000 €)





HIGHLIGHTS & STRATEGY FY 2017 FINANCIALS

2018 KEY UPDATES



EURO THOUSANDS	31 Dec 2017	31 Dec 2016	Change
Liquidity	16,209	20,110	(3,901)
Current financial receivables	20,617	22,085	(1,468)
Current bank debt	(54)	(70)	16
Current portion of non-current debt	(5,807)	(5,800)	(7)
Other current financial debt	(1,806)	(2,970)	1,164
Current financial debt	(7,667)	(8,840)	1,173
Net current financial debt	29,159	33,355	(4,196)
Non current financial debt	(19,109)	(24,896)	5,787
Net Financial Position	10,050	8,459	1,591
Financial instruments with a maturity of over 12 months	9,827	10,990	(1,163)

FY 2017 Net Financial Position of approx € 10 ml

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



SOLID FINANCIAL AND CAPITAL STRUCTURE

FY 2017 CONSOLIDATED ASSET & FINANCIAL SITUATION ('000 €)

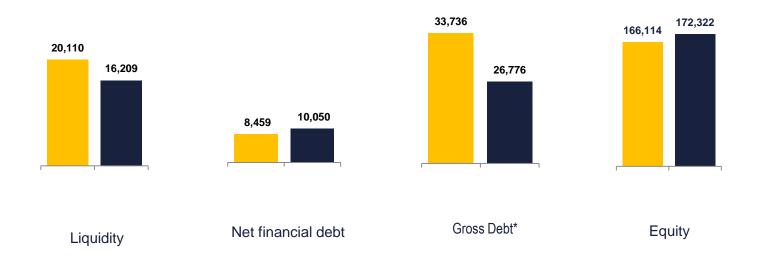




HIGHLIGHTS & STRATEGY

FY 2017 FINANCIALS

2018 KEY UPDATES



31 Dec 2016
31 Dec 2017



MONITORING OF QUALITY SERVICES AND PASSENGER EXPERIENCE

SERVICE QUALITY

CUSTOMER SATISFACTION INDEX

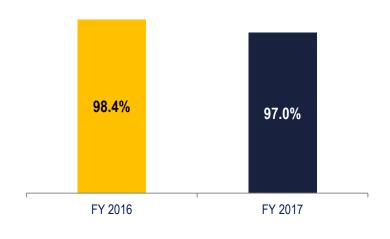


HIGHLIGHTS & STRATEGY

FY 2017 FINANCIALS

2018 KEY UPDATES





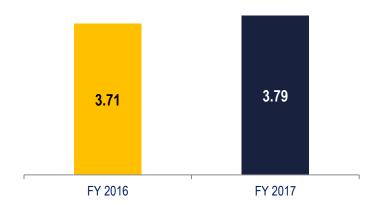
AIRPORT SERVICE QUALITY

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











FY 2017 **FINANCIALS**

2018 **KEY UPDATES**





2018: NEW CONNECTIONS AND NEW FREQUENCIES



HIGHLIGHTS & STRATEGY

FY 2017 FINANCIALS

2018 KEY UPDATES



NEW FLIGHTS

- → New direct flights from China: a total of 60 departures and as many arrivals will connect China to Bologna Airport in Summer 2018
- New flight to **Russia** operated by **Ural Airlines** (1 weekly flight) starting in Summer 2018
- New 2 weekly flights to **Athens** operated by **Aegean Airlines** starting in Summer 2018
- New 2 daily flights to **Palermo** operated by **Alitalia** starting in Summer 2018
- → New 2 weekly flights to **Tbilisi** operated by **Georgian Airways** starting in Summer 2018

NEW FREQUENCIES

- → Amsterdam operated by KLM from 3 to 4 daily flights started in February 2018
- → Catania operated by Alitalia from 1 to 2 daily flights starting in Summer 2018
- → Moscow operated by Aeroflot from 2 to 3 daily flights starting in Summer 2018
- → Barcelona operated by Vueling from 1 to 2 daily flights starting in Summer 2018



FIRST STEPS TOWARDS FUTURE DEVELOPMENT: CAPEX PLAN



HIGHLIGHTS & STRATEGY

FY 2017 FINANCIALS

2018 KEY UPDATES



Capex plan: up to 248 ml € investments in the next 5 years



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

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



New multilevel parking construction to:

- → increase on site parking spaces
- → meet passenger growth



2018 FINANCIAL CALENDAR







HIGHLIGHTS & STRATEGY

FY 2017 **FINANCIALS**

2018 **KEY UPDATES**



15th March 2018



24th April 2018



14th May 2018



3rd September 2018



14th November 2018

CONSOLIDATED FY 2017 RESULTS

ANNUAL SHAREHOLDERS' MEETING

CONSOLIDATED Q1 2018 RESULTS

CONSOLIDATED H1 2018 RESULTS

CONSOLIDATED 9M 2018 RESULTS



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Bologna, March 15th 2018