

**Moving Forward** 

# HI 202I Results

4 August 2021

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# Strategy Update

## Our Strategic Framework

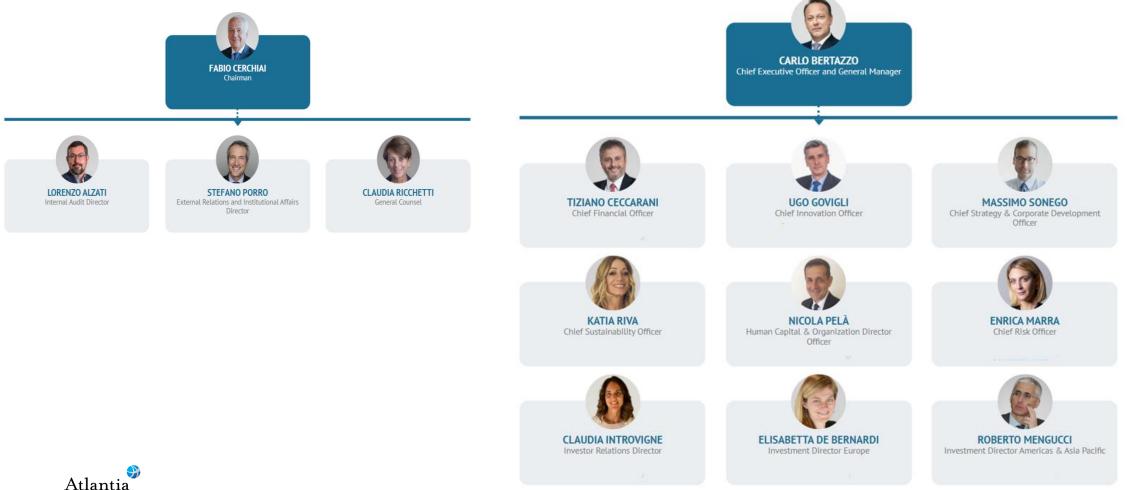
Focused on motorways, airports and mobility services with innovation and sustainability as key enablers

Development of Our Current Portfolio	区 & Expansion Into New 2 M Synergistic Fields	Multi-Level	
Distinctive portfolio and non-replicable       Megatrends are here         business positioning       Integrated mobility         • Global footprint in motorway assets (11 countries worldwide)       Urbanization         • Top-of-mind leisure destination airports (Rome, French Riviera)       New logistic model         • European leader in electronic tolling (Telepass)       Big data		<ul> <li>Agile and multi-level investment platform</li> <li>Assets in different sectors/geographies, with complementary cash flows</li> <li>Proven access to capital markets even in difficult times</li> <li>Ability to build asset platforms and deliver operational and sustainable excellence</li> </ul>	
	Innovation & Sustainability		
<ul> <li>Enable new growth and focus on key potential areas</li> <li>Abertis: continue to renew and develop its brownfield motorway portfolio</li> <li>Airports: focus on European leisure-final destination airports</li> <li>Telepass: to become a pan-European one-stop mobility platform for the consumer and business segments</li> <li>Generate continuous innovation and offer a superior customer experience</li> </ul>	<ul> <li>Leverage Atlantia's platform in adjacent, synergistic sectors, enhancing diversification and resilience</li> <li>Smart mobility</li> <li>Electrification/Renewables</li> <li>Transport Terminals</li> <li>ITS (Intelligent Transportation Systems)</li> <li>Digital Payments</li> </ul>	<ul> <li>Maximize the ability to use capital and capture new business</li> <li>Increased firepower after the disposal of ASPI</li> <li>Capital opening at divisional/asset level to acquire new assets or competencies and partner-up with co-investors</li> <li>Dedicated pools of capital (e.g. Venture Capital Fund) to invest in highly innovative initiatives</li> </ul>	



### The New Management Team

Completed with a structure consistent with our strategy, establishing new/reinforced roles focusing on sustainability, innovation and risk



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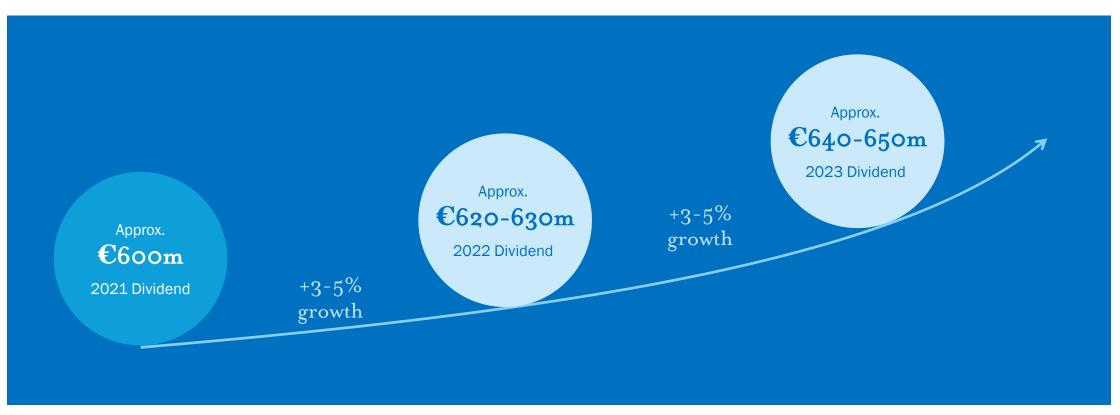
# Our Capital Deployment Plan

Firepower to invest on our core businesses, together with a focus on innovation and on returning capital to shareholders

Proceeds from ASPI sale Solid capital structure	Organic growth	<ul> <li>Selectively provide financial support to Group companies in order to pursue growth opportunities while maintaining a strong balance sheet</li> </ul>
<section-header><text></text></section-header>	New Investments	<ul> <li>Explore investment opportunities in transportation infrastructure and mobility as well adjacent, synergistic sectors</li> <li>Extend average maturity life cycle of the portfolio, enhance diversification, exploit synergies among Group companies and boost asset value</li> </ul>
	New Investment Vehicle	<ul> <li>Separate and dedicated vehicle which will invest globally in innovation and mobility (with a commitment of c. €200-300m from Atlantia)</li> <li>Early-stage / seed financing in areas key to the Group's future development</li> </ul>
	Capital Return to Shareholders	<ul> <li>€1-2bn capital return, through a buy-back program after closing the sale of ASPI (subject to shareholder approval)</li> </ul>

# Our Dividend Policy

Return to dividend payments in 2022



- €600m dividend to be proposed to the AGM approving 2021 results (to be paid in May 2022)
- Dividend grow of 3-5% per year, supported by cash flow generated by asset portfolio after the sale of ASPI
- Interim dividend from 2022 results, with the first semi-annual payment in November 2022

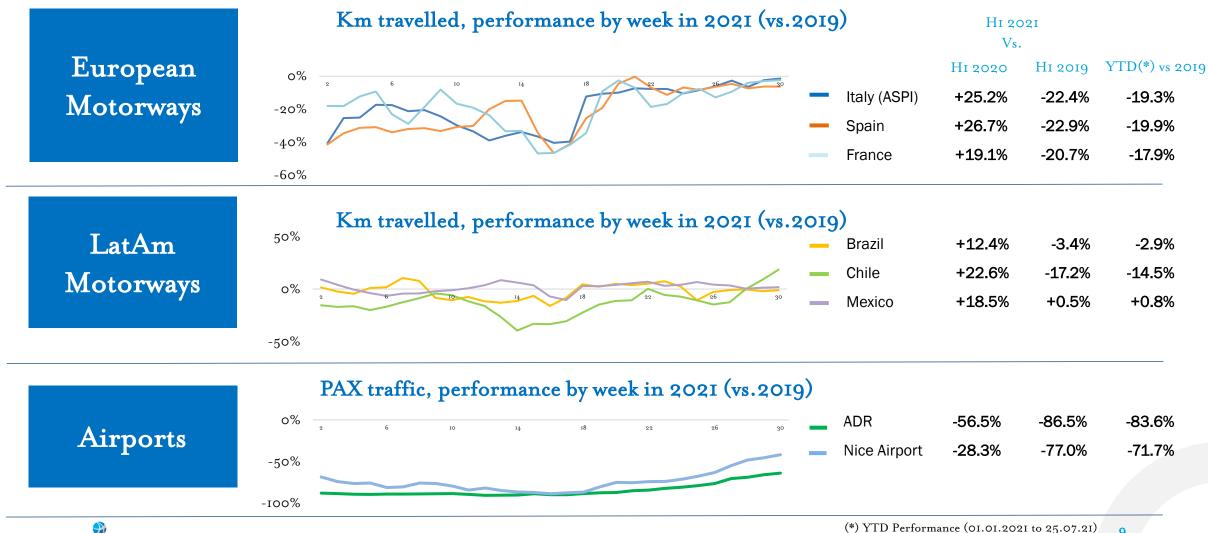




# HI 202I results and outlook

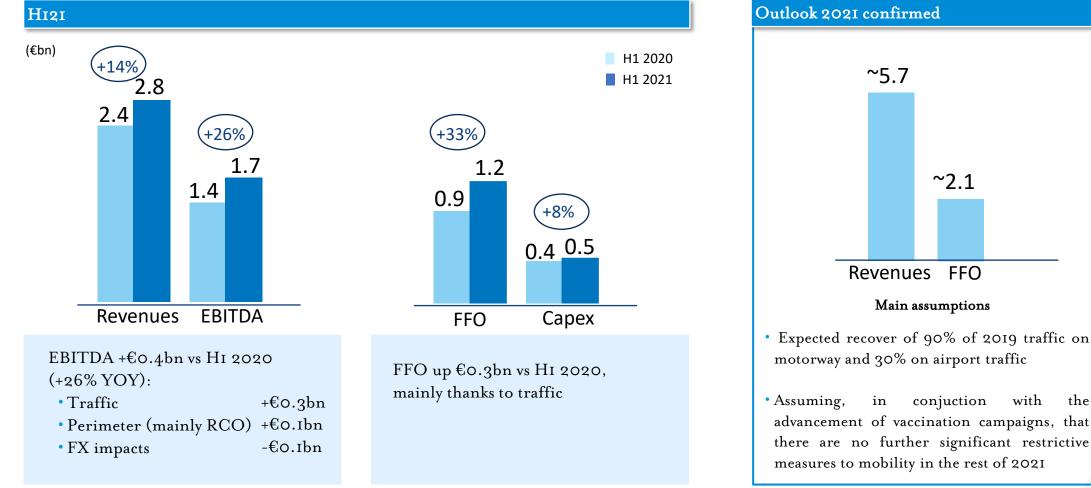
### **Traffic Performance**

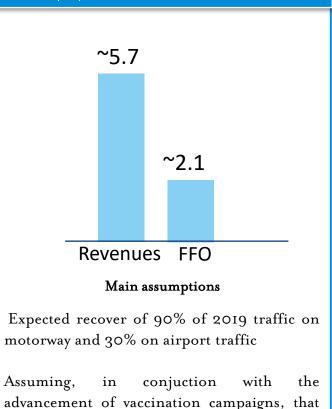
Motorway traffic is returning to pre-Covid levels; airports gradually recovering



# Key Figures and Outlook (excluding ASPI)

EBITDA up 26% YOY, outlook confirmed





# Recent Highlights

Asset Rotation & Reorganization	<ul> <li>Telepass: Disposal of a 49% stake to Partners Group completed on 14 April for €1.1bn</li> <li>ASPI: Agreement for the sale of Atlantia's entire stake signed on 12 June (€9.1bn for 100% equity + ticking fee of c. €180-230m). ASPI reclassified as discontinued operation until the closing of its disposal</li> <li>Lusoponte: Agreement for the disposal of its entire stake (17.21%) for €56m + earn out of up to €5m (25 June)</li> <li>Cellnex: Non-exercise of the co-investment right with Edizione and its subidiaries granting Atlantia the option to acquiring a 3.4% stake in the company (8 July), in line with our strategy</li> </ul>
Financing	<ul> <li>New bonds: €4.2bn issued across the Group's main platforms</li> <li>De-gearing of Atlantia holding, from €4.4bn at end 2020 to €2.6bn at end June 2021, mainly via: <ul> <li>the cash-in from the sale of a 49% stake in Telepass (€1.1bn)</li> <li>unwinding of the collar financing on Hochtief shares (€0.4bn positive impact on net debt)</li> </ul> </li> </ul>
Ratings	Fitch: Outlook upgraded to Rating Watch Positive from Evolving (4 June) Moody's: Outlook upgraded to Positive from Developing (7 June) S&P: Atlantia upgraded to "BB" from "BB-", outlook upgraded to positive from developing (22 June)



# Recent Highlights

Establishment of a Board Sustainability Committee on February 2021

**New independent Board member** appointed (April). BoD now made up of 85% independent directors and 40% female directors

New remuneration policy linked to ESG goals, approved with over 98% shareholder support

Atlantia **Sustainability Roadmap**: Comprehensive presentation released to the market in July (<u>www.atlantia.it/en/sustainability</u>)

Atlantia confirmed in the FTSE4Good index, among the top quartile companies of its sector (July)

**Aeroporti di Roma awarded the highest Carbon accreditation level ACA4+** (Transition) and is the world's first airport to issue a sustainability-linked bond to fund its strategy for achieving carbon neutrality strategy by 2030

Aeroporti di Roma achieved in July a new historical record for passenger satisfaction according to a survey conducted by ACI (Airports Council International) reaching the highest level of traveler satisfaction in the European Union

Innovation

Sustainability

Atlantia takes part in a private placement by the German company, **Volocopter**, the world leader in the development of innovative and sustainable urban air mobility solutions (subscribing for €15m in a €200m funding round)

**SDA Bocconi-Atlantia:** Partnership for the creation of "Mobius", the Smart Mobility Lab, the only laboratory of its kind in Europe, set up to study and research new forms of integrated mobility





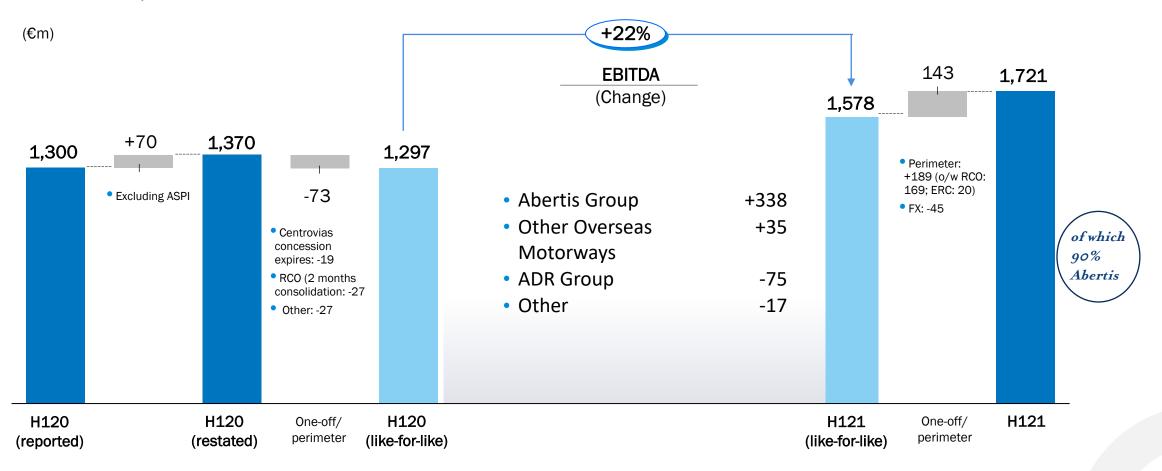


VOLOCOPTER



### Atlantia Group EBITDA

Like-for-like, EBITDA without ASPI is up 22% YOY, mainly thanks to the recovery in motorway traffic





### Abertis

■abertis

#### Like-for-like, EBITDA is up 32% YOY, mainly thanks to the recovery in traffic

Key Highlights (H121)

€2.3bn Revenue (+26%) €1.6bn EBITDA (+40%)

€216m

€287m EBIT

€23bn Net Debt €1.0bn FF0

Capex

#### Traffic

Strong traffic performance compared to H1 2020 benefitting from Abertis's diversified portfolio, recovery of LV and resilience of HV, which have already outperformed 2019 figures (+4%). In more details, USA, Mexico, Brazil and India are already in line with H119 figures, while we see positive trends for the rest of the portfolio.

#### Revenue and EBITDA

Contribution from newly added assets: RCO and ERC. FX and Argentina hyperinflation impacts (-€62m in revenues and -€34m in EBITDA)

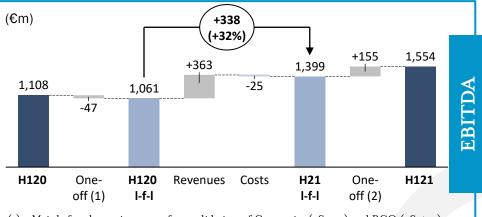
#### Capex and liquidity

Main projects: progressing on *Plan de Relance* in France and works on the federal network in Brazil. Strong liquidity at group level, with no material redemption until 2023 in Abertis Infraestructuras.

#### Dividends

In April, Abertis distributed €600m in dividends of which c. €300m paid to Atlantia

	Vs. H120		Vs. H120	
	Km travelled	EBITDA €m	EBITDA chg. (reported)	
Spain	+26.7%	355	29%	
France	+19.1%	537	23%	
Italy	+25.1%	103	85%	S
Brazil	+13.1%	116	-4%	Ire
Chile	+25.1%	174	24%	Figures
Mexico	+18.5%	169		
USA	+18.0%	20	n.m.	Key
Puerto Rico	+34.9%	56	43%	
Argentina	+61.9%	9	29%	
India	+44.0%	10	37%	
Total	+22.3%	1,554	40%	



Mainly for change in scope of consolidation of Centrovias (-€19m) and RCO (-€27m)
 Consolidation of RCO (+€169m), ERC (+€20m); FX and Argentina hyperinflation(-€34)



### Other Overseas Motorways

Recovery of traffic drives the 22% YOY like-for-like EBITDA growth

#### Vs. H120 Vs. H120 EBITDA €m Km travelled EBITDA chg. Key Figures Key Highlights (H121) (reported) Chile +18.0% 99 29% Brazil 59 +9.5% -5% EBITDA Poland +14.9%23 28% €254m €I8Im Total +13.4% 181 15% +15% due to the 13.4% traffic increase and higher tariffs, partly offsetting the depreciation of the Revenue (+11%) EBITDA (+15%) Brazilian Real. On a I-f-I basis the increase was 22% (€m) +22% €4m €50m +41 192 181 Capex 157 +4 -10 -11 EBIT Capex €50m, of which €40m in Chile mainly related to Americo Vespucio Oriente II and the Ruta 78- Ruta 68 linkroad, in accordance with the €780m<sup>(I)</sup> respective concession agreements €173m H121 FX(2) H121 H120 Opex Other (1) Revenues I-f-I Net Cash **FFO** Includes changes in provisions (I) (2) Brazil (-€12), Chile (+€2m) and Poland (-€1m)

(I) Includes the recognition of financial assets in relation to the agreement with the Chilean grantor (€I.Ibn). Net debt excluding this figure would be €35Imn



BITDA

ш

### Aeroporti di Roma



#### Partial recovery of domestic traffic in recent weeks

#### Key Highlights (H121)

€93m Revenue (-44%) -€32m EBITDA (n.m.)

-€178m EBIT

€95m

Capex

€I.6bn Net Debt



**FFO** 

#### Traffic

Mobility restrictions still affecting traffic, 57% lower than 2020. International traffic particularly affected (-69% EU and -70% ExEU). Covid-tested flights with US, Canada, UAE resulting in increased load factor and new long haul connections

#### **Resources** optimization

Continuing cost saving initiatives started in 2020:

- operations concentrated in FCO Terminal 3, with temporary closure FCO Terminal 1 and boarding gates
- government support on labor cost ("Cassa Integrazione") for nearly 1,000 employees.

6% overall savings over last year (1)

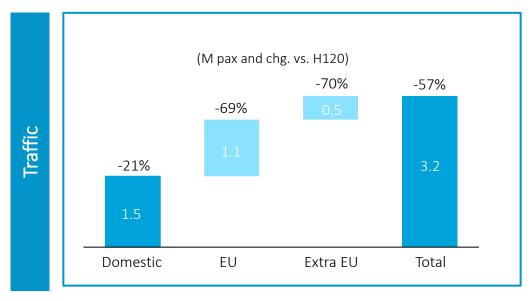
#### Capex

Postponement of certain initiatives, safety security and maintenance interventions were fully confirmed as well as nearly €40m related to Terminal 1 capacity expansion program

#### Sustainability and Green Financing

First airport in the world to issue a new sustainability-linked bond, launched in April for a total amount of €500m.

ACA Level 4+ recognized in March 2021, first airport in Europe



### Aéroports de la Côte D'Azur



#### Domestic traffic up 11% YOY in HI and summer may touch pre-pandemic levels

#### Key Highlights (H121)<sup>(I)</sup>

€61m Revenue (-6%) €8m EBITDA (+33%)

-€20m

€19m <sub>Capex</sub>

€98Im Net Debt



#### Traffic

Mobility restrictions still affecting traffic, 28% lower than 2020 volumes, mitigated by a good performance of domestic segment with +11% over last year and showing in the last weeks a more dynamic recovery announcing the comeback of pre-pandemic levels for the summer

#### Resources optimization

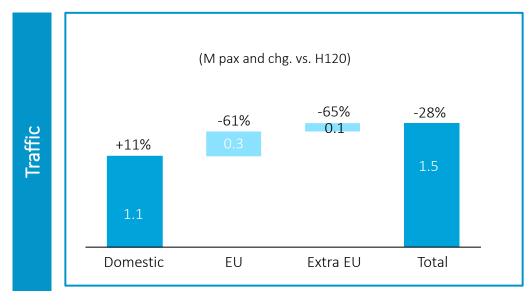
Operations carried out in Nice at T2 only with a 10% cost savings in 1H, mainly due to full year effect of cost saving initiatives started in 2020, including public labor subsidy for nearly 20% of total workable hours and contract renegotiation with most of the suppliers

#### Capex

Despite the postponement of certain initiatives, safety security and maintenance interventions were fully confirmed and aligned to the expenditure of 2020

#### Financing

New dual tranche bond issuance in July for a total amount of €90mn



(I) Figures includes Azzurra Aeroporti holding







#### Increased number of customers drives a 10% revenue growth

#### Key Highlights (H121)

€I22m Revenue (+10%) €48m EBITDA (-16%)

€21m EBIT



€860<sup>(2)</sup>m Net Debt



#### Customers

9.2 million OBUs (+3%) and growing number of Mobility customers (+18%)

**Strategic partnership** with **ENI** signed in July allowing users to pay fuel in 350 ENI Live Stations with Telepass Pay

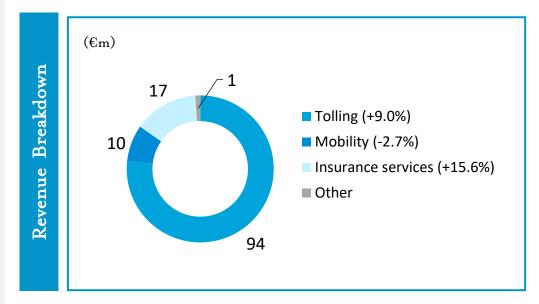
#### Revenue and EBITDA

Increase in revenues ( $\pounds$ 122m, +10%), mainly due to growth in tolling fees outside Italy and the contribution from new insurance products

Opex up +37% in relation to: (i) higher variable costs due to volumes (e.g. distribution costs), (ii) costs linked to the total carve out from ASPI and strengthening of the organization (primarily IT and staff costs) and (iii) the Antitrust fine ( $\ensuremath{\in} 2m$ )

#### Capex

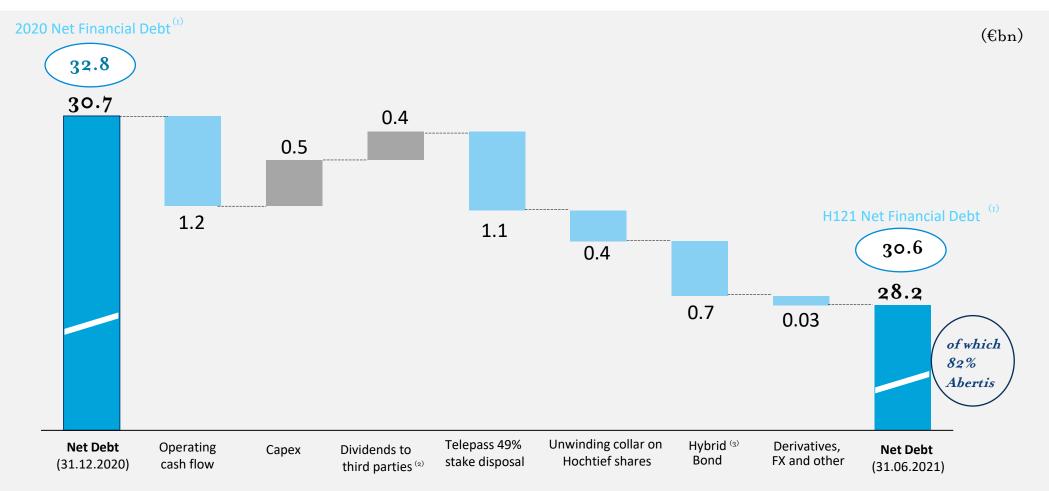
Capex mainly related to the group's digital transformation project, the development of strategic initiatives and the purchase of electronic tolling equipment.





# Net Debt and Net Financial Debt (ASPI excluded)

Deleveraging driven by disposals and funds from operation



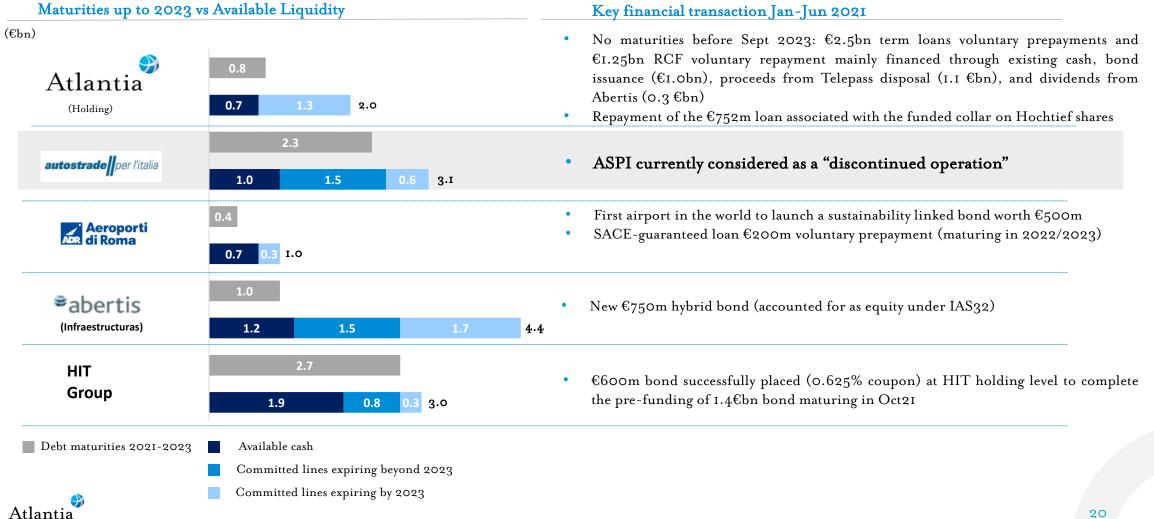


(I) Excluding derivatives and IFRIC12 adjustments

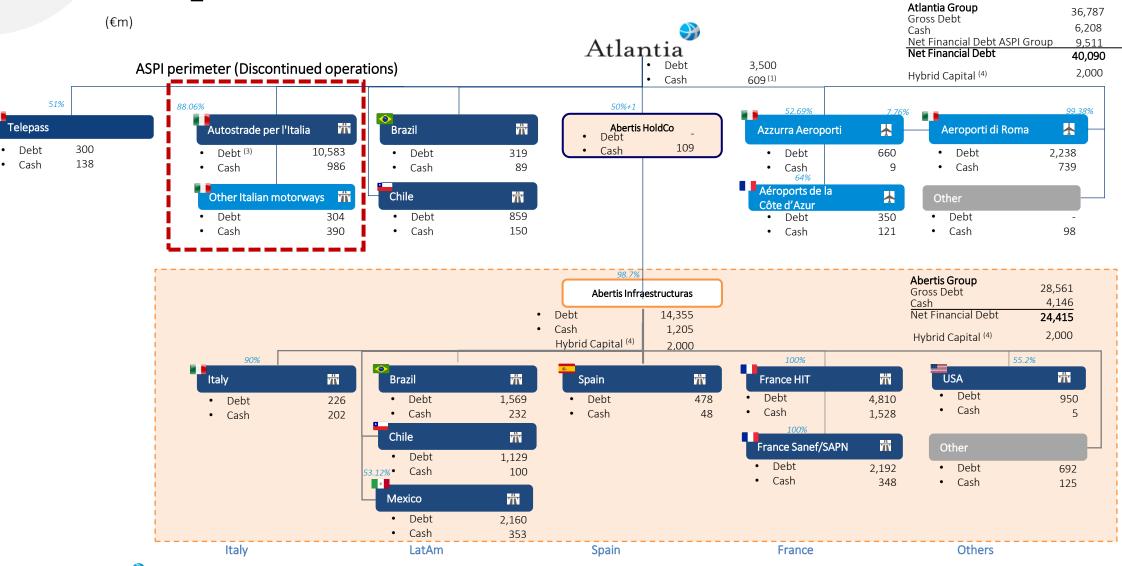
(2) Abertis Holco (€297m), Telepass (€51m), Stalexport (€15m), Grupo ACA (€4m), Abertis subsidiaries (€14m)

(3) Abertis Finance €750m hybrid bond issued in Jan 2021 (perpetual, non-callable until 6.25 years from issuance) is accounted for as equity under IAS32

# Financial Strength



### Group Debt Structure Pro-Forma as of 30/06/21 <sup>(I)</sup>





Note: Gross debt includes notional value of bank debt and capital markets debt (excluding hedging amounts and hybrid bonds). Cash does not include €596m deposits held by subsidiaries (mainly Chilean concession operators and Elisabeth River Crossings in USA) which are subject to certain conditions of use according to concession and financing agreements.

(1) Atlantia holding cash on a statutory basis is equal to €729mn and includes a €120mn term deposit on Telepass; (2) Pro-forma figures as of 30.06.2021 adjusted for the following recent transaction: Aéroports de la Côte d'Azur: dual-tranche bond issued in July (€90m); (3) Of which €3.8bn notional guaranteed by Atlantia; (4) Abertis Finance €2.0bn hybrid bonds (perpetual, non-callable until 5.25 and 6.25 years from the respective issuance) accounted as equity under IAS 32





# ASPI's Disposal – Reminder of Key Milestones

The BoD's proposal to sell Atlantia's entire stake in ASPI was approved at the OGM held on 31 May 2021

On 10 June 2021, the BoD approved the disposal of ASPI

#### On 12 June 2021 the sale agreement was signed

Price for 100% of ASPI: €9.1bn + Ticking fee to be applied to the Offered Price at an annual interest rate of 2% (applied from 31 December 2020 to the closing date) with an additional economic benefit of approx. €180–230m for 100% of ASPI

The closing is expected no later than 30 June 2022 after fulfilment of all the conditions precedent



From H1 2021 and until closing, ASPI is reclassified as a "discontinued operation"



# ASPI's Disposal

### Current status of the conditions precedent

1	Effectiveness of the settlement agreement, the addendum and the financial plan	<ul> <li>On 21 July 2021, ASPI's BoD sent the addendum and the annexes containing the amendments requested by the MIT. On the same day, the MIT announced that it had sent the addendum and the related annexes to the General Directorate to begin the approval process, and the settlement agreement to the Attorney General's office for its opinion</li> </ul>
2	The concession must be still valid on the date of the closing	
3	Antitrust clearance (European Commission)	• Pre-filing was completed on 26 July. The 25-day deadline runs from the date of the filing, which may be completed once the European Commission has approved the content of the document
4	Receipt of consents and/or waivers from ASPI's and Atlantia's lenders	Ongoing
5	Public tender obligation regarding SAM	The Purchaser submitted the request for an opinion from the CONSOB on 19 July
6	Golden Power (special powers exercisable by the Italian govt.)	The filing has been completed
7	Receipt of consent for change of control of ASPI from the MIT	• Filing expected for the following days (a deadline of 30/90 days for the response)



### Reconciliation of HI numbers without/with ASPI\*

**(€m)** 

	(without ASPI)	(with ASPI)
Revenues	2,789	4,398
EBITDA	1,721	2,484
FFO	1,204	1,419
Capex	451	827
Net Debt	28,182	36,932
	-168	34



# Main Credit Ratings

		S&P Global	Moody's	<b>Fitch</b> Ratings	
	lssuer rating	BB Positive outlook	Ba2 <sup>(1)</sup> Positive outlook	BB+(2)	
Atlantia	Atlantia (Holding) bond rating	Atlantia (Holding) bond rating BB Positive outlook		Ba3 BB Positive outlook Rating Watch Positive	
	<ol> <li>"Corporate family rating" of the</li> <li>"Consolidated rating".</li> </ol>	e Atlantia Group.			
Sector Secto		BBB- Negative Outlook		BBB Negative Outlook	
Aeroporti ADR di Roma		BBB- Positive Outlook	Baa3 Positive Outlook	BBB- Rating Watch Positive	



### Recent Bond Issuance

	Туре	Amount	– Date	Original Maturity	Fixed/Variable	Spread	Coupon
	Type	Euro million <sup>(1)</sup>	Date	Original Maturity		vs Mid swap <sup>(3)</sup>	Coupon
Atlantia (holding)	Bond	1,000	09/02/2021	7y	Fixed	MSW+230	1.875%
ASPI	Bond	1,000	12/01/2021	9у	Fixed	MSW+235	2.00%
Abertis Finance <sup>(2)</sup>	Hybrid Bond	750	13/01/2021	Perpetual (NC 6.25y)	Fixed	MSW+327	2.625%
HIT	Bond	600	05/05/2021	7у	Fixed	MSW+90	0.625%
Aeroporti di Roma	Sustainability-Linked Bond	500	22/04/2021	ІОу	Fixed	MSW+180	1.75%
Litoral Sul	Debenture	93	17/03/2021	1.5y	Variable	n.a.	CDI <sup>(4)</sup> +1.62%
Rodovias do Interior Paulista	Debenture	85	07/05/2021	5y	Variable	n.a.	CDI <sup>(4)</sup> +1.66%
Nascentes das Gerais	Debenture	68	18/06/2021	9·5y	Fixed <sup>(5)</sup>	n.a.	5-97%
Aeroports de la	Bond	50		15у		MSW+225	2.50%
Cote d'Azur		40	2/07/2021	12y	Fixed	MSW+190	2.00%
Total		4,186					

(I) FX rates applied as of 30/06/2021: BRL/€ 5.9050; (2) Guaranteed by Abertis Infraestructuras; (3) At date of issue; (4) Brazilian Interest Rate (Interbank deposit rate); (5) Inflation linked notional





	SCALE	ATLANTIA SCORE	VS. SECTOR AVERAGE
ISS ESG	D- / A+	c	^
MSCI 🌐	CCC - AAA	ВВ	=
FTSE4Good	0-5	3,8	۸
**CDP	D- / A	В	^
	40+ - 0 (Severe - Negl. risk)	21.1 (Medium Risk)	=



As of June 2021



## **Our ESG Targets**

#### Sustainability scorecard 2021-2023























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