



## **2012 H1 Results**

*Conference Call – 1st August 2012*

## 1H 2012 RESULTS – Revenues

- **Production recovery** vs. slower than expected Q1 2012 which had been affected by severe weather conditions:
  - **Total revenues: +7.5%** y/y up to EUR 1.2 billion
  - **EBIT: +3.9%** y/y up to EUR 98.6 million, EBIT margin at 8.2%
  - **Net profit: +13.6%** y/y up to € 39.8 million
  
- **Strong revenue growth expected in 2H 2012**, thanks to the investments of 1H 2012 for the start-up of activities mainly in Russia
  - **Pulkovo International Airport**
  - **St. Petersburg Western High Speed Diameter (WHSD)**: Astaldi in JV with the Turkish construction firm, IC Ictas, won the construction contract to complete the WHSD, the motorway ring road in St. Petersburg. The overall value of works to be performed amounts to EUR 2.2 billion (Astaldi 50% stake). The project will be booked in the orders backlog in 2H 2012. As of today, preliminary works have started based on a Preliminary Notice to Proceed.

## 1H 2012 RESULTS – Main P/L Items

(EUR/million)	1H 2012	%	1H 2011	%	y/y (%)
<b>Total revenues</b>	1,206	100.0%	1,122	100.0%	+7.5%
<b>EBITDA</b>	118	9.8%	120	10.7%	-1.2%
<b>EBIT</b>	99	8.2%	95	8.5%	+3.9%
<b>EBT</b>	64	5.3%	57	5.1%	+13,1%
<b>Net income</b>	40	3.3%	35	3.1%	+13,6%

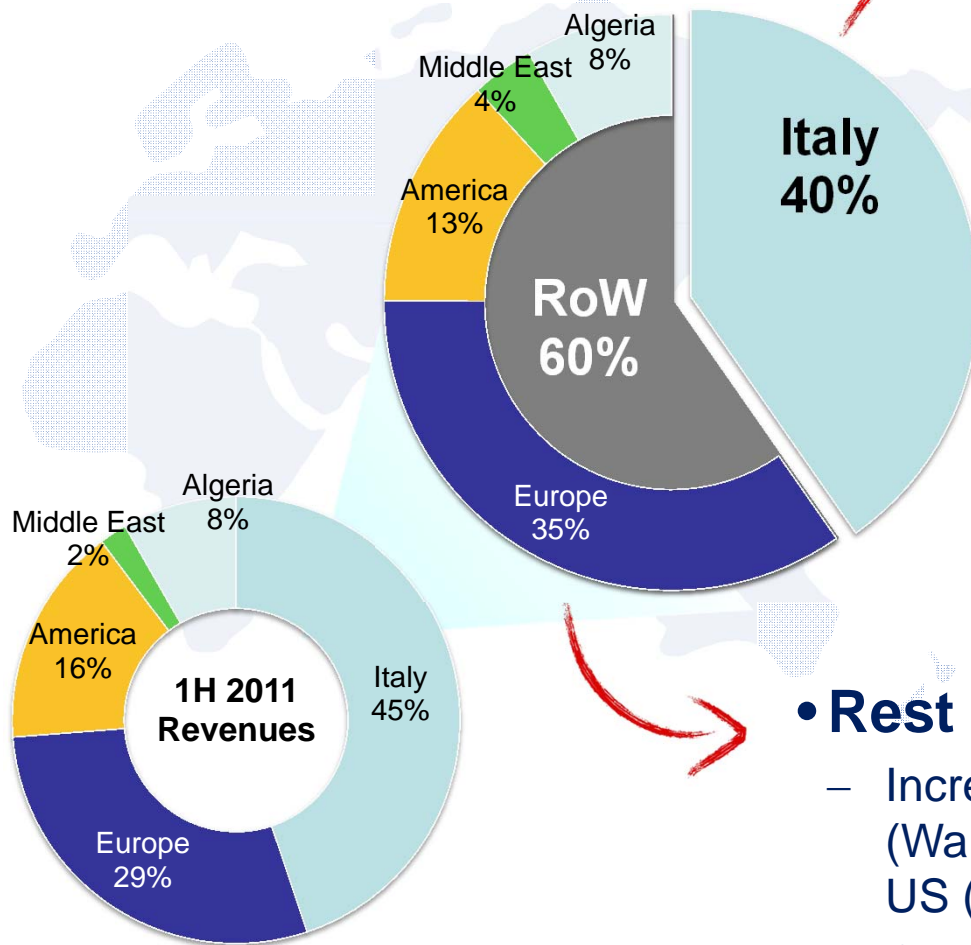
– **EBIT at 8.2%** resulting from:

- **positive contribution from the domestic projects**, mainly railway sector
- **negative contribution relating to Middle-East activities and Central America** due to the current situation in which activities have slowed down failing to cover overhead costs; **this situation is planned to revert in 2013** based on ongoing commercial activities

**The effects of concession activities on the P/L amount to EUR 17 million of which EUR 5 million at EBT level**

## 1H 2012 RESULTS – Revenues

### 1H 2012 Revenues



### • Italy

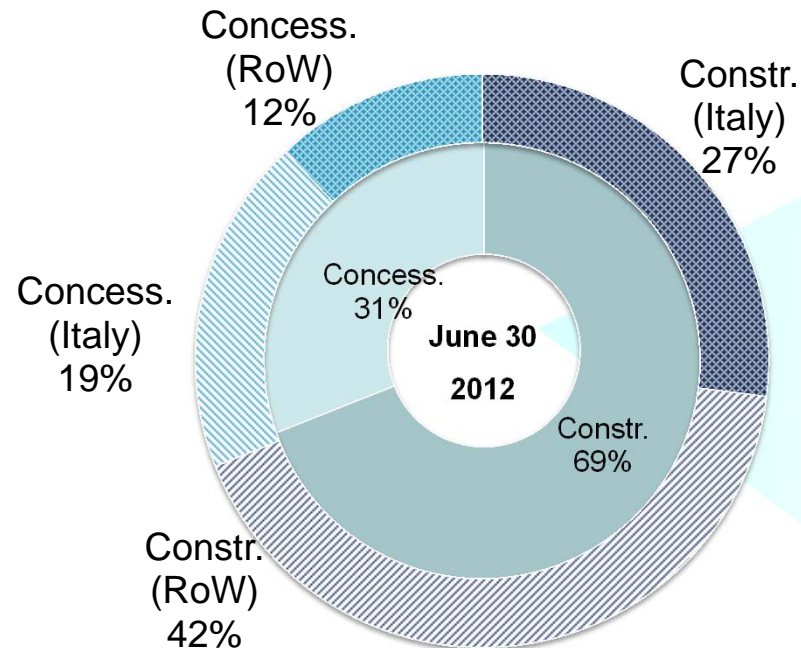
- Good performance from railways/subways (Milan Subway Line 5, Rome Subway Line C, Bologna H-S Railway Station), highways (DG-21 and DG-22 Lots of Jonica National Road) and healthcare sector (Hospitals in Tuscany)
- New contracts in start-up phase will increase domestic activities contribution in 2013

### • Rest of World

- Increase in Romania (Henri Coanda Airport), Poland (Warsaw Subway, NR-8), Russia (Pulkovo Airport), US (highways)
- Central America: start-up phase of new contracts will guarantee increase in 2H 2012 production

## 1H 2012 RESULTS – New Orders at EUR 1.1 billion

**> EUR 10 BILLION**  
of order backlog

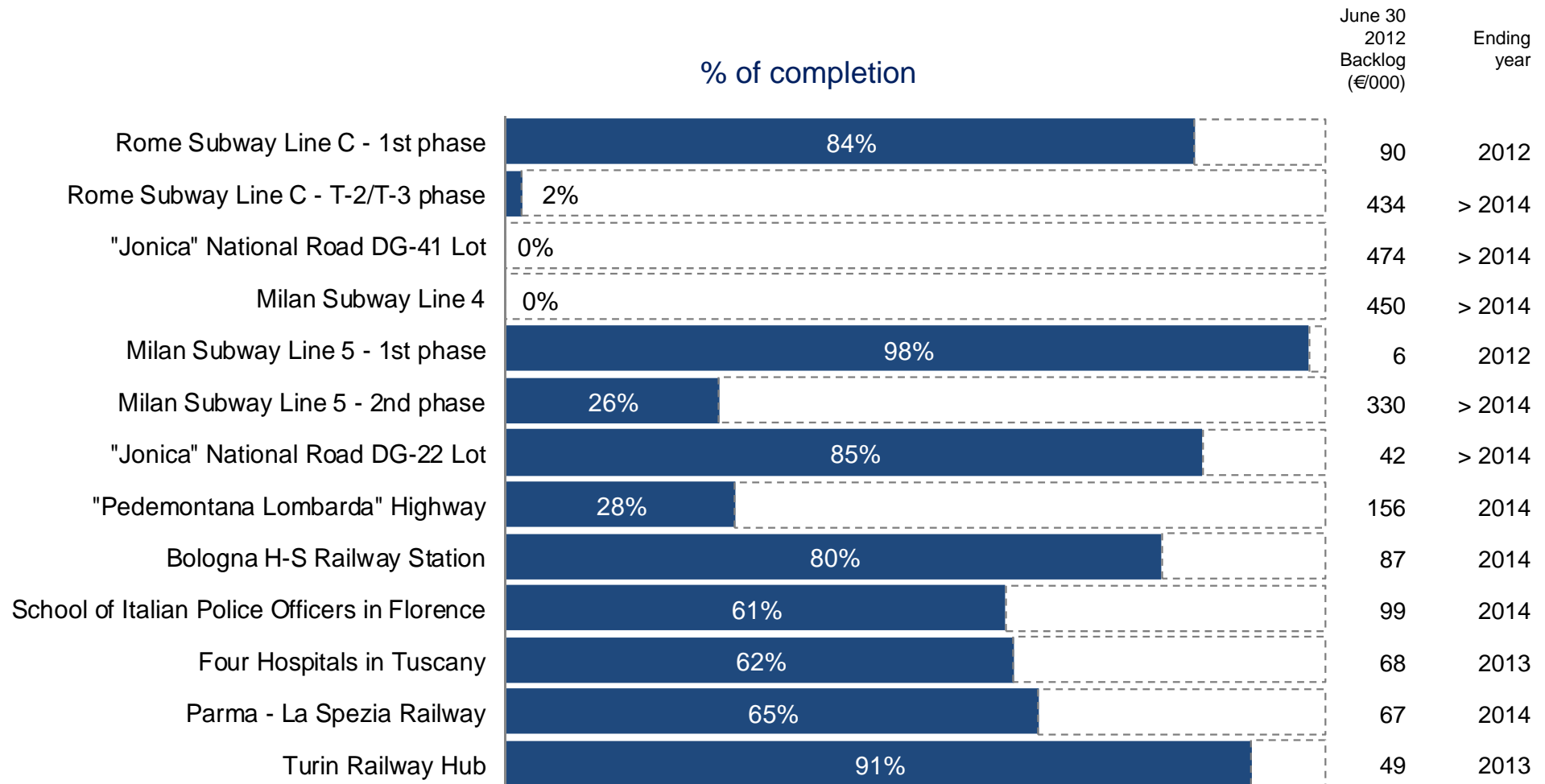


- Strong order intake with over EUR 1.1 billion of new contracts/increases

- Romania, Bucarest Subway Line 4 (*constr.*): EUR 164 million (40% Astaldi)
- Italy, Milan Subway Line 4 (*constr.*): EUR 450 million (Astaldi share)
- Italy, Milan Subway Line 4 (*concess.*): EUR 200 million (Astaldi share)
- Italy, Milan Subway Line 5 (*concess.*): EUR 128 million due to a 7% increase in Astaldi concession share
- Italy, Hospital in Mestre (*concess.*): EUR 36 million due to a 3.5% increase in Astaldi concession share



## 1H 2012 RESULTS – Construction Backlog (Italy) at EUR 2.7 billion

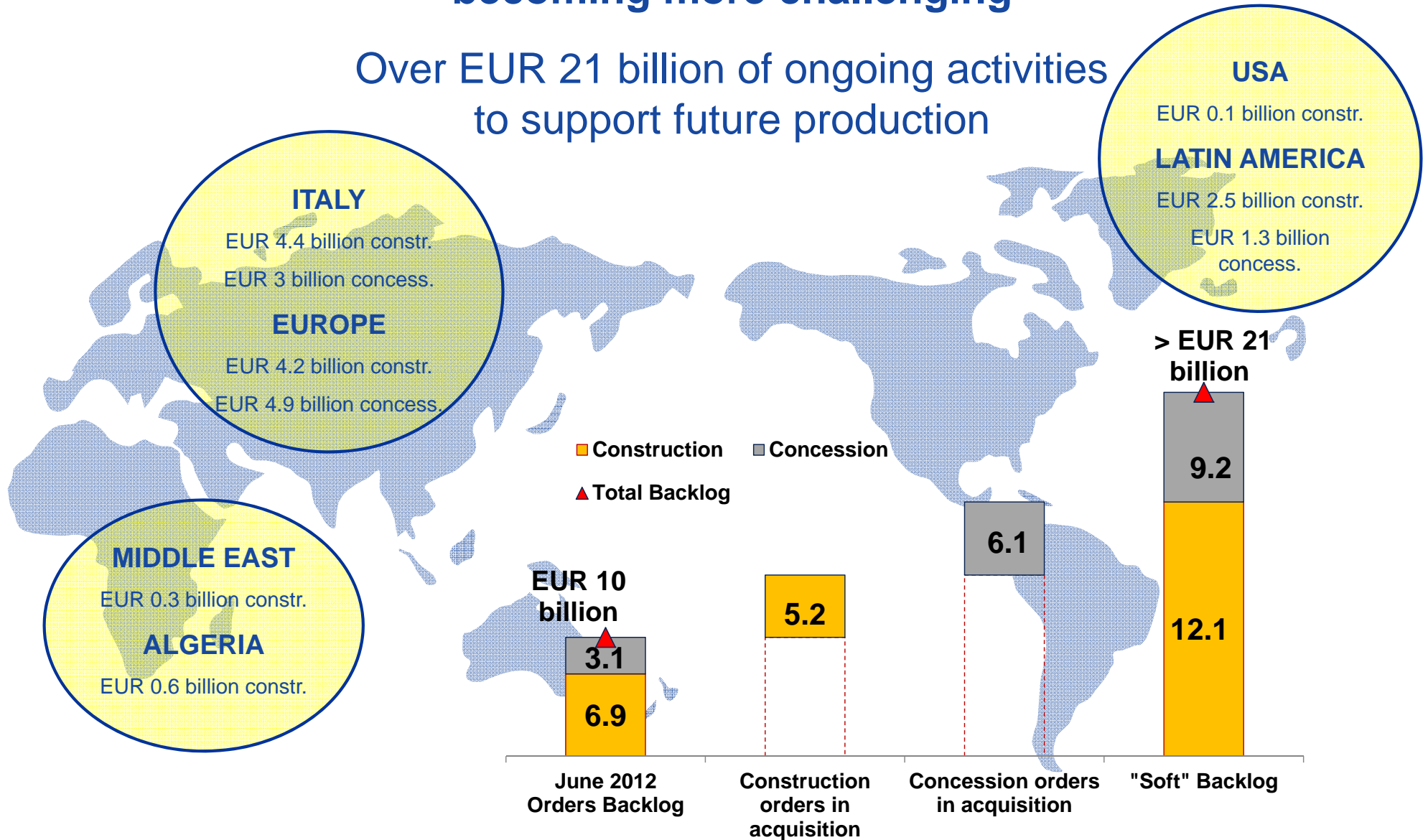


## 1H 2012 RESULTS – Construction Backlog (RoW) at EUR 4.2 billion

	% of completion	June 30 2012 Backlg (€/000)	Ending year
Algeria - Saida-Moulay Slissen Railway	44%	364	2014
Algeria - Saida-Tiaret Railway	4%	276	> 2014
Oman - BidBid-Sur Road	5%	220	2014
Poland - Warsaw Subway Line 2	34%	235	> 2014
Poland - Warsaw-Lodz Railway Project	1%	130	> 2014
Poland - National Road 8	77%	36	2012
Romania - Bucarest Subway Line 5	6%	85	2014
Romania - Orastie-Sibiu Highway (Lot 4)	28%	54	2013
Romania - Metro Bucarest Line 4	0%	66	> 2014
Russia - Pulkovo International Airport in St. Petersburg	16%	300	2014
Turkey - Halic Bridge	51%	40	2013
Chile - Chuquicamata Mining Project	0%	107	> 2014
Peru - Cerro del Aguila Hydroelectric Power Plant	3%	237	> 2014
Romania - Cernavoda-Medgidia Highway	58%	25	2013
Venezuela - Puerto Cabello-La Encrucijada Railway	52%	836	> 2014
Venezuela - San Juan de Los Morros-San Fernando de Apure Railway	42%	332	> 2014
Venezuela - Chaguaramas-Cabruta Railway	40%	215	> 2014

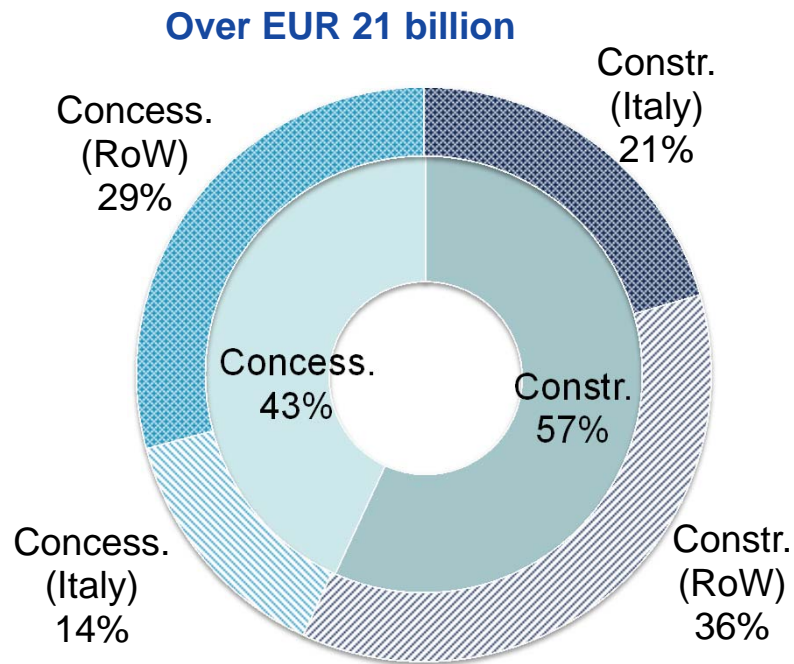
# 1H 2012 RESULTS – The international scenario is becoming more challenging

Over EUR 21 billion of ongoing activities to support future production

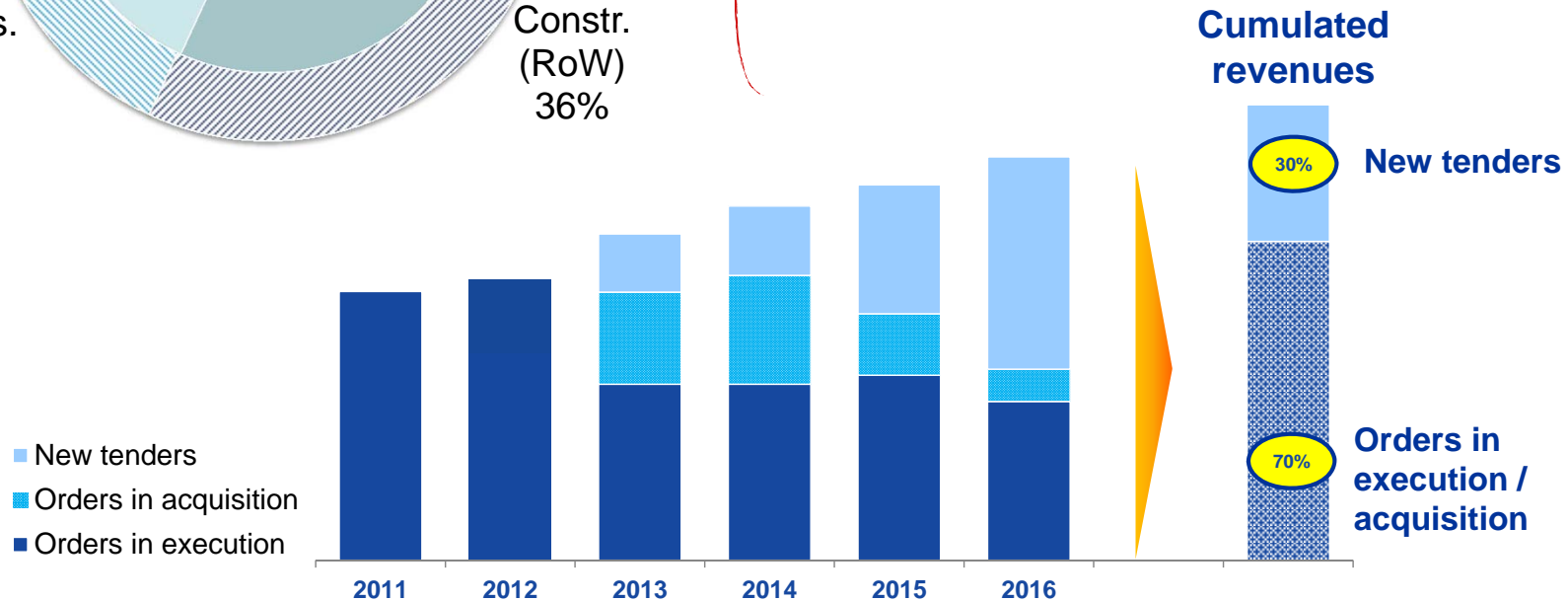




## 1H 2012 RESULTS – Over EUR 21 billion of ongoing activities to support future production




- Turkey, Gebze-Izmir Highway
- Turkey, Etilik Hospital in Ankara
- Turkey, Third Bridge on Bosphorus
- Russia, WHSD of St. Petersburg
- Italy, Highway Link of Ancona Port
- Nogara-Mare Highway



## 1H 2012 RESULTS – Main Financial Items

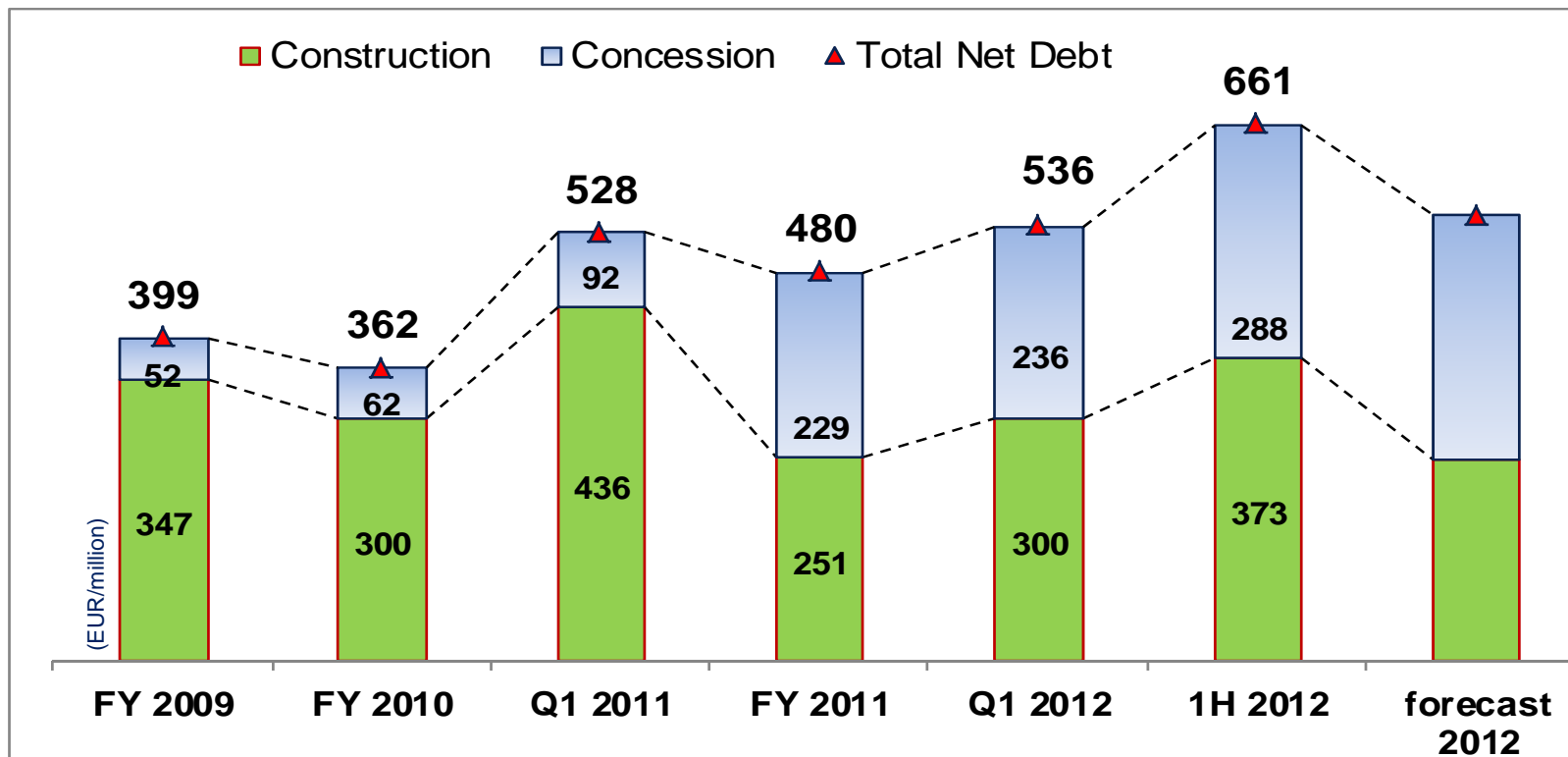
(EUR/million)	1H 12	Q1 12	FY 11	1H 11
Net fixed assets	594	501	472	407
Working capital	629	554	518	611
Total funds	(30)	(29)	(37)	(32)
Net invested capital	1,193	1,026	953	987
<b>Net financial debt</b>	<b>(838)</b>	<b>(703)</b>	<b>(624)</b>	<b>(644)</b>
Receivables arising from concession	175	164	141	115
<b>Total financial debt (*)</b>	<b>(661)</b>	<b>(536)</b>	<b>(480)</b>	<b>(525)</b>
<b>Net equity</b>	<b>529</b>	<b>486</b>	<b>470</b>	<b>458</b>

(\*) Net of own shares.

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- D/E stands at 1.25x
  - Construction D/E stands at less than 1x

## 1H 2012 RESULTS – Net Debt

- Net debt at EUR 661 million (vs. EUR 480 million at Dec. 2011) mainly due to investments for start-up of new projects in 1H 2012. During 2H 2012 the same projects are planned to generate consistent self-financing which together with the planned reduction of working capital should allow for an overall positive cash-flow from construction activities.

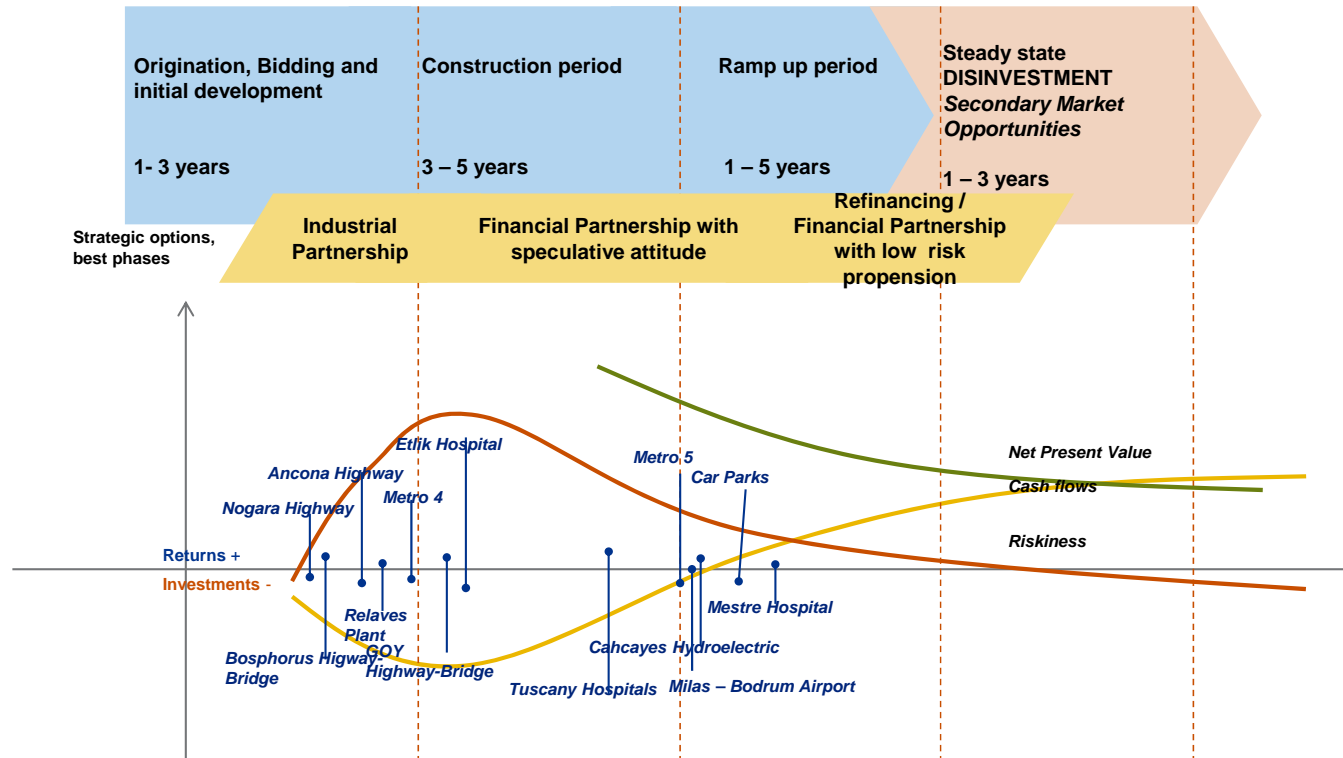


## 1H 2012 RESULTS – Cash-flow

	CONSTRUCTION	CONCESSIONS	OVERALL
<b>Net indebtedness 2011</b>	<b>(251)</b>	<b>(229)</b>	<b>(480)</b>
Self financing	52	1	53
Change in net working capital	(116)	8	(108)
CAPEX	(41)	(176)	(217)
<b>OPERATING CASH-FLOW</b>	<b>(105)</b>	<b>(167)</b>	<b>(272)</b>
Dividends / Changes in minorities	(17)	37	20
<b>GROSS CASH-FLOW 30/06/2012</b>	<b>(122)</b>	<b>(130)</b>	<b>(732)</b>
Change in receivables arising from concessions		34	34
Change in semi-equity		37	37
<b>TOTAL NET FINANCIAL POSITION 30/06/2012</b>	<b>(373)</b>	<b>(288)</b>	<b>(661)</b>

- The investments made during 1H 2012 have been made to reach specific contractual milestones which will allow to reduce the level of debt by year end

# 1H 2012 RESULTS – Focus on concession activities



Astaldi is today in the position to screen a wide range of strategic options to “valorise” at best its presence in the concession market such as refinancing mature operations, exit strategies, financial partnerships, secondary market



## **UPDATE ON ONGOING ACTIVITIES – In a difficult scenario Astaldi continues to perform**

- **New loan of EUR 60 million** granted by Credit Agricole and BBVA and guaranteed by SACE to support Astaldi's activities/investments, mainly in Turkey
- **Financial close for the project finance of the Four Hospitals in Italy** is scheduled to be signed in the next few days
  - EUR 175 million for 20 years maturity by Italian and international banks

## UPDATE ON ONGOING INITIATIVES

- **Turkey**
  - Turkish Government is calling on the local banking system to support the financing of its PPP program
  - This new scenario contributes positively to the financing process of Astaldi's PPP projects
    - **Gebze-Izmir Highway – 422 Km**: financing of 1st phase of works worth USD 3.5 billion is progressing well and term sheet is planned to be approved in 3Q 2012 with financial close expected with end of 2012 (Astaldi 18.84% stake)
    - **Etlik Hospital – 3,200 beds**: EUR 940 million investment (Astaldi 51% stake) has received the green light from EBRD for a stake of debt financing
    - **Third Bosphorus Bridge**: investment of USD 2.9 billion (Astaldi 33.33% stake) is expected to have a fast track in its financing process as it is able to leverage on the experience and work done on the Gebze-Izmir Highway project

## UPDATE ON ONGOING INITIATIVES

- **Italy, Ancona Port Highway Junction**
  - **EUR 140 million in construction works and EUR 600 million in concession, Astaldi share):** the 2<sup>nd</sup> stage of the tender process has taken place and no additional bids were submitted. Signing of the contract is forecast in 2H 2012
- **Italy, Nogara Mare Highway**
  - **Greenfield project** for the construction and concession of 107 kilometers of new highway in which **Astaldi (23% stake) together with other partners is Sponsor of the initiative**, with right of first refusal. The total investment amount to approx. EUR 1.9 billion
- **Italy, further highway concessions**
  - **Further highway concessions projects for additional EUR 3 billion**

## UPDATE ON ONGOING INITIATIVES: A4 Holding

- **Strategic goal:** to have a leading role in the highway concession business in Italy with positive industrial effects in terms of both new construction works (greenfield projects) and operations management
- Astaldi, together with Banca Intesa and 2G Investments, has created Ai2. The new SPV is now the majority shareholder of A4 with the goal to refocus and further develop the highway concession company activities in the motorway concessions sector



### CORE ACTIVITIES OF BRESCIA-PADOVA HIGHWAY:

- Over 182Km of highway with high traffic density + 54Km to be opened to traffic between September 2012 and 2013
- It crosses 57 municipalities

ECONOMIC / STRETEGIC VALUE coming from the «other participations» held by A4:

- Serenissima Costruzioni: in house highway maintenance and construction works