



## 1H 2007 Results

*October, 2007*

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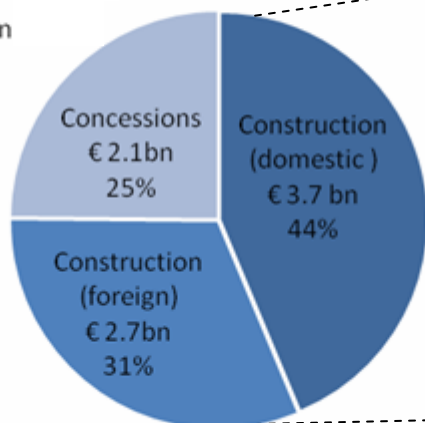
- ⇒ Commercial activity in 2007 achieved better than forecast results, thanks to the good performance of foreign markets
  - ✓ New orders as of September 2007: € 2bn
  - ✓ Order backlog: +21.7%
  
- ⇒ All new important projects have started to generate revenues and good profitability levels
  - ✓ Total revenues: + 15.9% yoy
  - ✓ Ebit margin: 8.4%
  
- ⇒ No impact from recent market turmoil
  - ✓ Astaldi not involved in the real estate market
  - ✓ Astaldi Business Plan foresees investments to support the growth of the Group that are already covered by available financing lines and by the cash-flows generated by the works in progress

# Order backlog

## Order backlog as of September 30, 2007

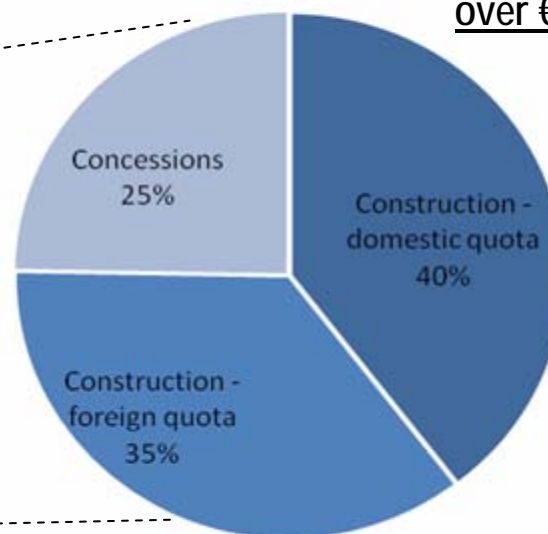
€ 8.5bn

- Construction - domestic
- Construction - foreign
- Concessions



## Potential order backlog as of September 30, 2007:

over € 10bn



New orders for € 2bn, of which

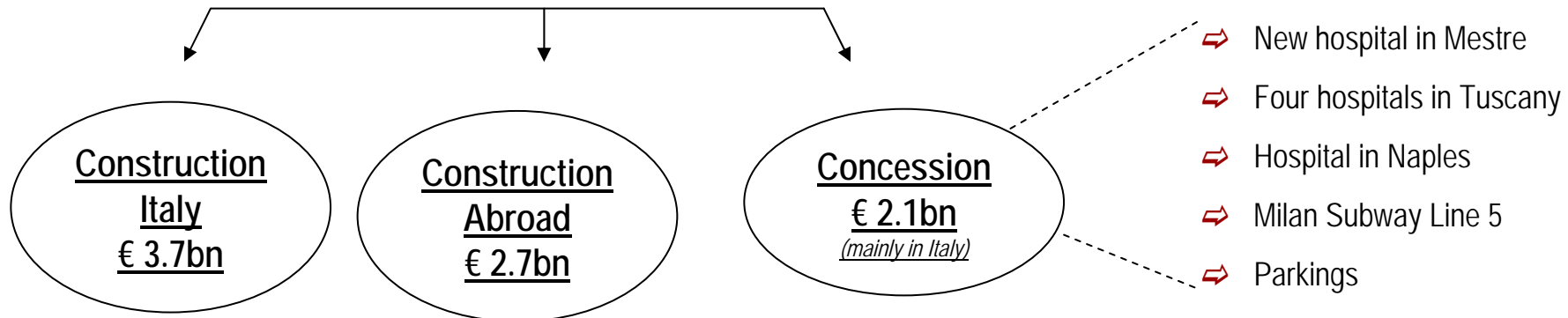
- ⇒ *Four hospitals in Tuscany*: € 118mn for construction, € 420mn for concession (Astaldi shares)
- ⇒ *Romania/Bulgaria*: € 308mn of new contracts in transport infrastructure sector
- ⇒ *Saudi Arabia/Qatar*: € 51mn of new initiatives in oil & gas sector
- ⇒ *Algeria*: € 616mn of railway contracts

Orders in pipeline:

- ⇒ **US\$ 1.1 bn** Astaldi share of additional railway contracts and options in Venezuela
- ⇒ **€ 1.2 bn** Astaldi share of new project finance initiatives in which it has already been named sponsor

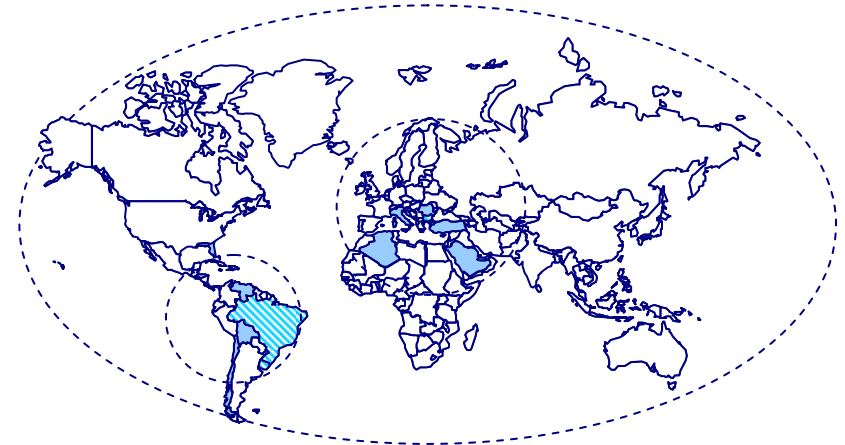
# Astaldi international position

Order backlog  
as of September 30, 2007  
€ 8.5 bn



- Construction – Italy**
- Rome Subway Line C
  - Milan Subway Line 5 (*construction*)
  - "Jonica" projects
  - Brescia Subway
  - Bologna HS/HC Railway Station
  - Turin Railway Hub
  - Hospital in Naples (*construction*)

- Construction – Abroad**
- ⇒ Europe: 18%
  - ⇒ America: 50%
  - ⇒ Africa: 29%
  - ⇒ Asia: 2%



## Concessions

multiyear management under concession of facilities in healthcare, car parks, urban transport infrastructures, utilities sectors

## Order backlog of concessions sector

⇒ As of September 30, 2007: € 2.1bn

⇒ 2011 Target: € 4bn

**THE ASTALDI PF/CONCESSION ACTIVITIES ARE IMPLEMENTED BY A DEDICATED BUSINESS UNIT**

(€/MIn)	Total investment	Public grant (%)	Concessions revenues	Astaldi's share	Duration		Shareholders IRR pre-tax
					Const.	Conc.	
Healthcare	750	50%	2,606	1,307	3.0	24	13%
Transport infrastructures	484	74%	733	171	6.0	26	12% *
Parkings	34	17%	378	378	2.0	> 30	25%
Other initiatives	--	15%	1,627	244			
<b>Total initiatives</b>			<b>5,344</b>	<b>2,100</b>			

\* The project of Line 5 of Milan Subway is expected to be extended thus increasing the profitability of the initiative.

# PF/Concession initiatives in healthcare sector

- ⇒ Astaldi leader in domestic sector of healthcare infrastructure
- ⇒ The New Hospital in Mestre was inaugurated on September 24, 2007
- ⇒ On August 1st, 2007, Astaldi won the PFI related to Four Hospital in Tuscany



**New Hospital in Mestre** – It is the first example of a complex initiative to be carried out through the project finance formula in Italy and it is the most innovating healthcare infrastructure built in Italy. Astaldi built it in only 4 years. The concession concerns the management of specific hospital and commercial services.

- ⇒ 28.5 years concession, including 4.5 years for the design and construction
- ⇒ 680 beds, 25 dialysis units, 20 cradles, 54 private rooms
- ⇒ New research center for the Eyes Bank
- ⇒ Built-Up area: 127,000 m<sup>2</sup>



**New Hospital in Naples (“Ospedale del Mare)** - The concession concerns the planning and implementation of the construction works and the management of specific hospital and commercial services.

- ⇒ 29 years concession, including 4 years for the design and construction
- ⇒ 500 beds
- ⇒ Built-Up area: 145,800 m<sup>2</sup>



**Four Hospital in Tuscany** - This project finance initiative concerns the planning and implementation of the construction works and the management of specific hospital and commercial services of an integrated system of four hospitals in Tuscany (Massa, Lucca, Pistoia, Prato).

- ⇒ 22 years and 9 months concession, including 4 years for the design and construction
- ⇒ 1,710 beds, 134 dialysis units, 106 cradles
- ⇒ Built-Up area: 200,000 m<sup>2</sup>

# PF/Concession initiatives in urban transport infrastructures

## ⇒ Urban transport infrastructure sector

### Milan Subway Line 5 + line extensions



New Line 5 of Milan Subway - The work, the first in the urban transport infrastructure sector in Italy to be carried out through the project finance formula in Italy, will take the form of a new driverless underground line with a fully automated rail system.

- ⇒ 32 years concession, including 6 years for the design and construction
- ⇒ Approx. 5.6 km-long new underground line
- ⇒ 9 stations and double track tunnels
- ⇒ Maximum capacity: 26,000 passengers per hour in each direction

# PF/Concession initiatives in car parks sector

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⇒ Car parks sector: approx. 4,000 car spaces to put into business



## ⇒ CAR PARKS UNDER MANAGEMENT

Bologna, "*Piazza VIII Agosto*" car park - Entered in the management phase in 2001, its completion has made at least 1,000 car spaces available. Duration of the concession: 60 years.

Turin, "*Porta Palazzo*" car park - Entered in the management phase since 1999, it provides for putting 847 car spaces into business over a period of 80 years.

Turin, "*Corso Stati Uniti*" car park - Already operational since 2001, the concession involved the creation of 500 car spaces and the beginning of management of 450 car spaces over a period of 80 years.

## ⇒ CAR PARKS UNDER CONSTRUCTION

Verona, "*Piazza della Cittadella*" car park - The contract deals with the completion and subsequent management of a car park with 750 car spaces. The project requires a management period of 30 years, effective from the end of the construction period (equal to 15 months).

Bologna, "*Ex Manifattura Tabacchi*" car park - It is currently under construction. The agreement, with a duration of 30 years, will include the construction and subsequent management of a car park with 550 car spaces.



- Current conditions in financial markets do not affect the Group development plans
- Work has been done during the past years to extend the maturity of financing in order to better match the commitments linked to the projects:
  - In 2006, signed a new financing line for € 325mn with 5-7 years maturity
- Astaldi's policy is to create self-liquidating lines of finance dedicated to each project in execution
- The Group has large availability of financing lines both at corporate level and for specific projects



There are no constraints in the development of the business plan

# Consolidated Income Statement

(€ mn)	1H 2007	% on rev.	1H 2006	% on rev.	YoY
Contract revenues	565.6	95.1%	484.9	94.5%	16.7%
Other revenues	29.4	4.9%	28.5	5.5%	3.2%
<b>Total revenues</b>	<b>595.0</b>	<b>100.0%</b>	<b>513.3</b>	<b>100.0%</b>	<b>15.9%</b>
Costs of production	(421.1)	(70.8%)	(353.3)	(68.8%)	19.2%
Labour costs	(92.1)	(15.5%)	(81.8)	(15.9%)	12.6%
Other operating costs	(9.8)	(1.6%)	(11.2)	(2.2%)	(12.0%)
<b>Ebitda</b>	<b>72.0</b>	<b>12.1%</b>	<b>67.1</b>	<b>13.1%</b>	<b>7.3%</b>
<i>Ebitda margin</i>	<i>12.1%</i>	<i>--</i>	<i>13.1%</i>	<i>--</i>	<i>n.m.</i>
Depreciation and amortisation	(16.5)	(2.8%)	(13.5)	(2.6%)	22.4%
Provisions	(5.5)	(0.9%)	(5.8)	(1.1%)	(5.9%)
Write-downs	-	0.0%	(5.3)	(1.0%)	n.m.
(Capitalization of internal construction costs)	0.3	0.0%	0.5	0.1%	(45.3%)
<b>Ebit</b>	<b>50.3</b>	<b>8.4%</b>	<b>43.0</b>	<b>8.4%</b>	<b>16.9%</b>
<i>Ebit margin</i>	<i>8.4%</i>	<i>--</i>	<i>8.4%</i>	<i>--</i>	<i>n.m.</i>
Interest charges	(19.0)	(3.2%)	(12.9)	(2.5%)	46.8%
Impact of measurement of investments under equity method	1.3	0.2%	1.5	0.3%	(12.0%)
<b>Profit before taxes</b>	<b>32.6</b>	<b>5.5%</b>	<b>31.5</b>	<b>6.1%</b>	<b>3.3%</b>
Taxes	(13.7)	(2.3%)	(13.3)	(2.6%)	2.7%
<i>Tax rate</i>	<i>42.1%</i>	<i>--</i>	<i>42.3%</i>	<i>--</i>	<i>n.m.</i>
<b>Net income</b>	<b>18.9</b>	<b>3.2%</b>	<b>18.2</b>	<b>3.5%</b>	<b>3.8%</b>
Minorities	0.4	0.1%	(0.7)	(0.1%)	(161.3%)
<b>Net income</b>	<b>19.3</b>	<b>3.2%</b>	<b>17.5</b>	<b>3.4%</b>	<b>10.5%</b>

→ Strong growth in revenues still supported by foreign projects which have a faster start-up compared to domestic projects

→ Strong Ebit margin reflects good quality of orders in execution

→ Interest charges are up due to:

- seasonal increase of invested capital which weighs on debt level

- increased costs of guarantees

→ Tax rate still above 42% awaiting completion of the fiscal review which aims to optimize the tax burden between domestic and foreign income

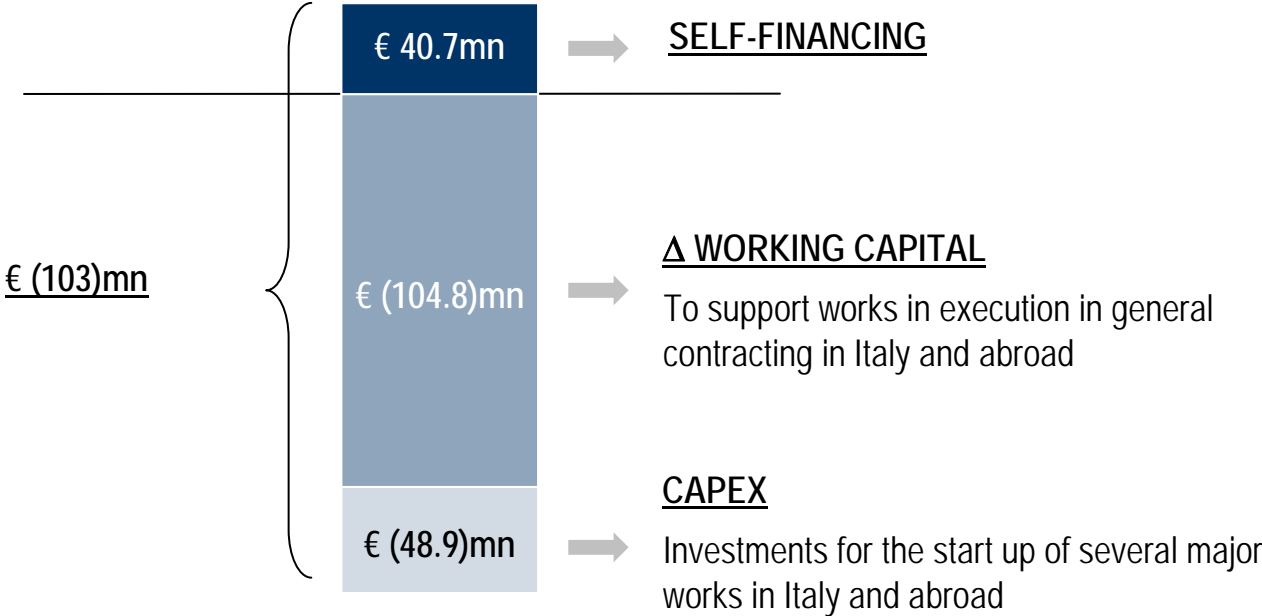
# Net Financial Position

NET DEBT  
€ 281mn  
as of December 31, 2006



As of  
 June 30, 2007

NET DEBT  
€ 394mn  
as of June 30, 2007



# Consolidated Balance Sheet

(€ mn)	1H 2007	FY 2006	1H 2006
<i>Intangible fixed assets</i>	3.5	3.8	4.4
<i>Tangible fixed assets</i>	223.9	193.2	158.4
<i>Equity investments</i>	102.1	96.5	96.2
<i>Other net fixed assets</i>	34.7	36.7	31.9
Total net fixed assets	364.2	330.2	290.9
Working capital	380.8	278.2	416.5
Total funds	(50.2)	(42.5)	(56.5)
<b>Net invested capital</b>	<b>694.8</b>	<b>565.9</b>	<b>650.9</b>
Net financial debt	(397.0) (1)	(284.8) (2)	(382.7) (3)
<b>Net equity</b>	<b>297.8</b>	<b>281.1</b>	<b>268.2</b>

→ Growth in net debt mainly due to:

- 1H 2007 investments for € 48.9 mn on start-up projects
- Support of invested capital linked to new contracts in execution

(€ mn)	1H 2007	FY 2006	1H 2006
<i>Cash and cash equivalents</i>	254.6	256.6	171.3
<i>Current financial receivables</i>	9.8	22.0	8.4
<i>Current financial debt</i>	(303.2)	(224.2)	(261.7)
Net current financial debt	(38.8)	54.4	(82.1)
Non current financial debt	(358.2)	(339.2)	(300.6)
<b>Net financial debt</b>	<b>(397.0)</b>	<b>(284.8)</b>	<b>(382.7)</b>
Own shares	3.2	3.8	3.3
<b>Net Financial Position</b>	<b>(393.8)</b>	<b>(281.0)</b>	<b>(379.4)</b>

→ In 2H 2007 cash-flow coming from foreign contracts in execution should mitigate the level of invested capital

→ Debt/equity at 1.3

→ Corporate Debt/Equity at 1.1

(1) € 394M net of own shares.




(2) € 281M net own shares.






(3) € 379M net of own shares.

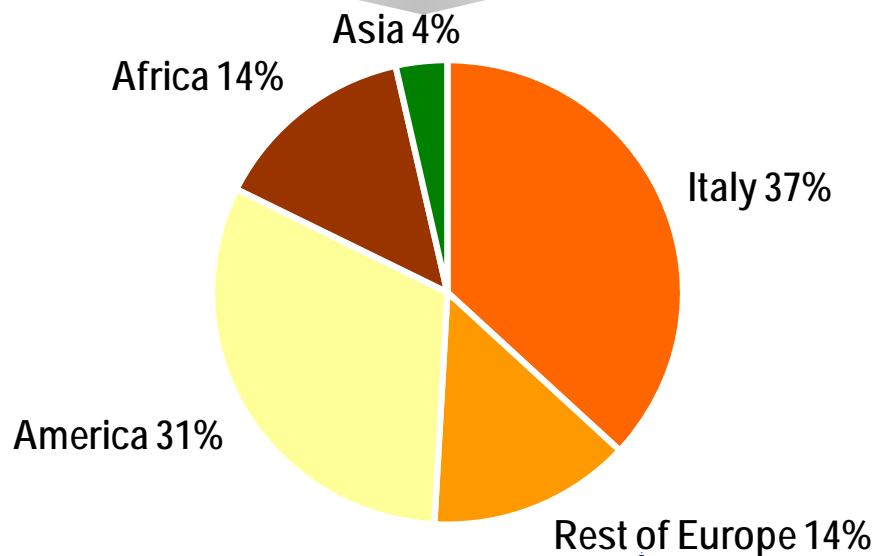
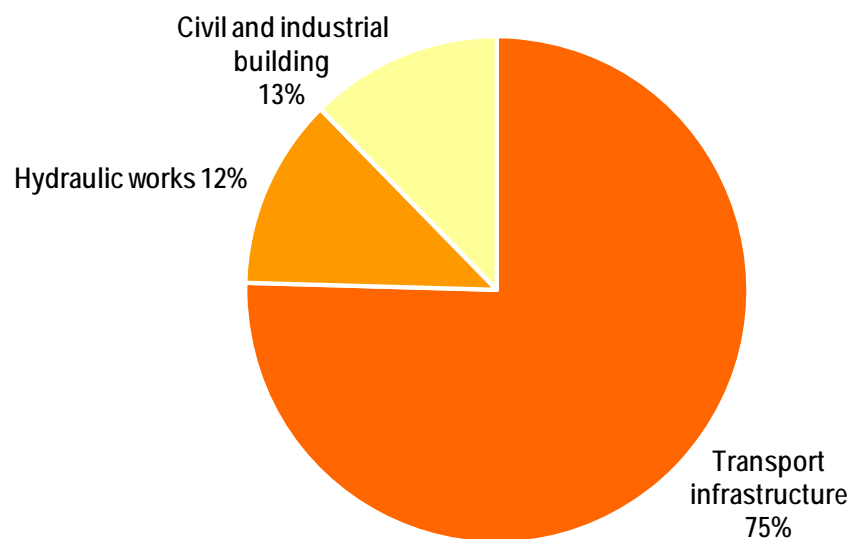
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# Appendix

# Contract revenues

By line of business (€ mn)		June 30, 2007
	Transport infrastructure	427
	Hydraulic works	69
	Civil and industrial buildings	70
<b>Contract revenues</b>		<b>566</b>

By geographical area (€ mn)		June 30, 2007
	Italy	209
	Rest of Europe	79
	America	178
	Africa	80
	Asia	20
<b>Contract revenues</b>		<b>566</b>



# Consolidated Income Statement

(€ mn)	1H 2007	% on rev.	1H 2006	% on rev.	YoY
Contract revenues	565.6	95.1%	484.9	94.5%	16.7%
Other revenues	29.4	4.9%	28.5	5.5%	3.2%
<b>Total revenues</b>	<b>595.0</b>	<b>100.0%</b>	<b>513.3</b>	<b>100.0%</b>	<b>15.9%</b>
Costs of production	(421.1)	(70.8%)	(353.3)	(68.8%)	19.2%
Labour costs	(92.1)	(15.5%)	(81.8)	(15.9%)	12.6%
Other operating costs	(9.8)	(1.6%)	(11.2)	(2.2%)	(12.0%)
<b>Ebitda</b>	<b>72.0</b>	<b>12.1%</b>	<b>67.1</b>	<b>13.1%</b>	<b>7.3%</b>
<i>Ebitda margin</i>	<i>12.1%</i>	<i>--</i>	<i>13.1%</i>	<i>--</i>	<i>n.m.</i>
Depreciation and amortisation	(16.5)	(2.8%)	(13.5)	(2.6%)	22.4%
Provisions	(5.5)	(0.9%)	(5.8)	(1.1%)	(5.9%)
Write-downs	-	0.0%	(5.3)	(1.0%)	n.m.
(Capitalization of internal construction costs)	0.3	0.0%	0.5	0.1%	(45.3%)
<b>Ebit</b>	<b>50.3</b>	<b>8.4%</b>	<b>43.0</b>	<b>8.4%</b>	<b>16.9%</b>
<i>Ebit margin</i>	<i>8.4%</i>	<i>--</i>	<i>8.4%</i>	<i>--</i>	<i>n.m.</i>
Interest charges	(19.0)	(3.2%)	(12.9)	(2.5%)	46.8%
Impact of measurement of investments under equity method	1.3	0.2%	1.5	0.3%	(12.0%)
<b>Profit before taxes</b>	<b>32.6</b>	<b>5.5%</b>	<b>31.5</b>	<b>6.1%</b>	<b>3.3%</b>
Taxes	(13.7)	(2.3%)	(13.3)	(2.6%)	2.7%
<i>Tax rate</i>	<i>42.1%</i>	<i>--</i>	<i>42.3%</i>	<i>--</i>	<i>n.m.</i>
<b>Net income</b>	<b>18.9</b>	<b>3.2%</b>	<b>18.2</b>	<b>3.5%</b>	<b>3.8%</b>
Minorities	0.4	0.1%	(0.7)	(0.1%)	(161.3%)
<b>Net income</b>	<b>19.3</b>	<b>3.2%</b>	<b>17.5</b>	<b>3.4%</b>	<b>10.5%</b>

# Consolidated Reclassified Balance Sheet

	30/06/2007	31/12/2006	30/06/2006
Euro/000			
Intangible assets	3.479	3.795	4.380
Tangible assets	223.904	193.197	158.409
Equity investments	102.118	96.492	96.243
Other net fixed assets	34.683	36.731	31.874
<b>Total net fixed assets ( A )</b>	<b>364.184</b>	<b>330.215</b>	<b>290.906</b>
Inventories	56.123	51.600	44.978
Works in progress	455.320	397.712	401.649
Trade receivables	429.476	437.877	403.342
Other assets	238.816	188.094	171.304
Tax receivables	77.741	73.275	55.283
Advances from customers	(212.533)	(209.324)	(112.888)
<b>Subtotal</b>	<b>1.044.943</b>	<b>939.234</b>	<b>963.668</b>
Payables to suppliers	(470.040)	(474.478)	(396.358)
Other liabilities	(194.104)	(186.600)	(150.828)
<b>Subtotal</b>	<b>(664.144)</b>	<b>(661.078)</b>	<b>(547.186)</b>
<b>Working capital ( B )</b>	<b>380.799</b>	<b>278.156</b>	<b>416.482</b>
Employee benefits	(11.283)	(12.470)	(11.569)
Provisions for current risks and charges	(38.923)	(30.035)	(44.928)
<b>Total funds ( C )</b>	<b>(50.206)</b>	<b>(42.505)</b>	<b>(56.497)</b>
<b>Net invested capital (D) = (A) + (B) + (C)</b>	<b>694.777</b>	<b>565.866</b>	<b>650.891</b>
Cash and cash equivalents	233.443	237.623	145.840
Current receivables from financial institutions	9.306	21.062	6.075
Non-current receivables from financial institutions	461	916	2.285
Securities	21.189	18.984	25.434
Current financial payables	(303.191)	(224.192)	(261.707)
Non-current financial payables	(358.230)	(339.199)	(300.594)
<b>Net financial payables /receivables (E)</b>	<b>(397.022)</b>	<b>(284.806)</b>	<b>(382.667)</b>
Group net equity	296.401	279.668	268.391
Minority interests	947	1.392	(168)
<b>Net equity (G) = (D) - (E)</b>	<b>297.348</b>	<b>281.060</b>	<b>268.223</b>



# Consolidated Cash-flow

(Euro / 000)	30.06.07	30.06.06
<b>A - CASH-FLOW FROM OPERATING ACTIVITIES</b>		
Results of the Group and minority interests for the period	18.872	18.172
<i>Adjustments to reconcile net profit (loss) with cash-flow generated (used) by operating activities</i>		
Deferred taxes	609	2.578
Amortizations, depreciation and write-downs	16.533	18.811
Provisions for risks and charges	5.474	5.815
Costs for employee severance indemnity and defined benefit plans	1.083	1.501
Costs for employee incentive plans	0	1.945
Losses on disposals of non-current assets	92	806
Effects of evaluation using equity method	(1.292)	(1.468)
Gains on disposals of non-current assets	(745)	(1.092)
<b>Subtotal</b>	<b>21.754</b>	<b>28.896</b>
<i>Differences in operating assets and liabilities (working capital)</i>		
Trade receivables	8.401	(24.557)
Inventories and contracts in progress	(62.131)	(87.542)
Trade payables	(4.438)	41.542
Provisions for risks and charges	3.415	(15.495)
Advances from customers	3.209	(4.101)
Other operating assets	(54.398)	(17.678)
Other operating liabilities	7.300	13.094
Payments of employee severance indemnity and defined benefit plans	(2.270)	(1.450)
<b>Subtotal</b>	<b>(100.912)</b>	<b>(96.187)</b>
<b>TOTAL CASH-FLOW FROM OPERATING ACTIVITIES</b>	<b>(60.286)</b>	<b>(49.119)</b>
<b>B - CASH-FLOW FROM INVESTMENT ACTIVITIES</b>		
Purchases in investment properties	3	3
Net investments in intangible fixed assets	(103)	(479)
Net investments in tangible fixed assets	(46.825)	(52.116)
Sale (Purchase) of other interests net of acquired cash, hedging of non-consolidated Company losses and other changes in consolidation area	(4.334)	(17.164)
Collections from sale of tangible and intangible fixed assets and investment properties	653	10.817
Difference in financing of investments	1.713	6.443
<b>Net effect of change in consolidation area</b>		
<b>Cash-flow from discounted operations</b>		
<b>TOTAL CASH-FLOW FROM INVESTMENT ACTIVITIES</b>	<b>(48.893)</b>	<b>(52.496)</b>
<b>C - CASH-FLOW FROM FINANCING ACTIVITIES</b>		
Capital increases in payment		
Dividends payment + other movements	(2.583)	(6.241)
Registration (Repayment) of non-current borrowing net of commissions	19.031	40.057
Net change in current financial payables (including leasing)	78.999	48.952
Net change in financial assets	0	0
Sale (Purchase) of securities / bonds and treasury shares	9.552	(10.769)
<b>Net effect of change in consolidation area</b>		
<b>Cash-flow from discounted operations</b>		
<b>TOTAL CASH-FLOW FROM FINANCING ACTIVITIES</b>	<b>104.999</b>	<b>71.999</b>
<b>D - EXCHANGE RATE DIFFERENCES ON CASH AND CASH EQUIVALENTS</b>		<b>37</b>
<b>NET INCREASE (DECREASE) IN CASH AND CASH EQUIVALENTS</b>	<b>(4.180)</b>	<b>(29.579)</b>
CASH AND CASH EQUIVALENTS AT START OF PERIOD	237.623	175.418
CASH AND CASH EQUIVALENTS AT END OF PERIOD	233.443	145.840