



H1 2011 Conference Call

Astaldi Group

Rome, August 4 2011

1H 2011 RESULTS – MAIN ITEMS

- **Total revenues: +14.3%** to € 1,112mn
- **EBIT: +9.4%** to € 95mn – EBIT margin 8.5%
- **Net income: +12.4%** to € 35mn
- **New orders inflow: €1,142mn** in the first half of the year
- **Orders backlog: €9.1bn** as of June 30, 2011
- **Net debt: €525.5mn** vs. € 528mn in Q1 2011, after investments of € 120mn (equity + CAPEX) and payment of dividends for € 15mn



CHILE >> Chacayes Hydro. Plant



ROMANIA >> Basarab Overpass in Bucharest



ITALY >> New Hospital in Prato



ITALY >> Jonica National Road (DG-21)



1H 2011 RESULTS – MAIN ITEMS

(€/mn)	1H 2011	1H 2010 (*)	y-o-y
Total revenues	1,122	982	+14.3%
EBITDA	120	113	+6.0%
<i>EBITDA margin</i>	10.7%	11.5%	--
EBIT	95	87	+9.4%
<i>EBIT margin</i>	8.5%	8.8%	--
Financial charges	(38)	(35)	+7.9%
Taxes	(21)	(20)	+8.8%
<i>Tax rate</i>	37.9%	38.6%	--
Net income	35	31	+12.4%

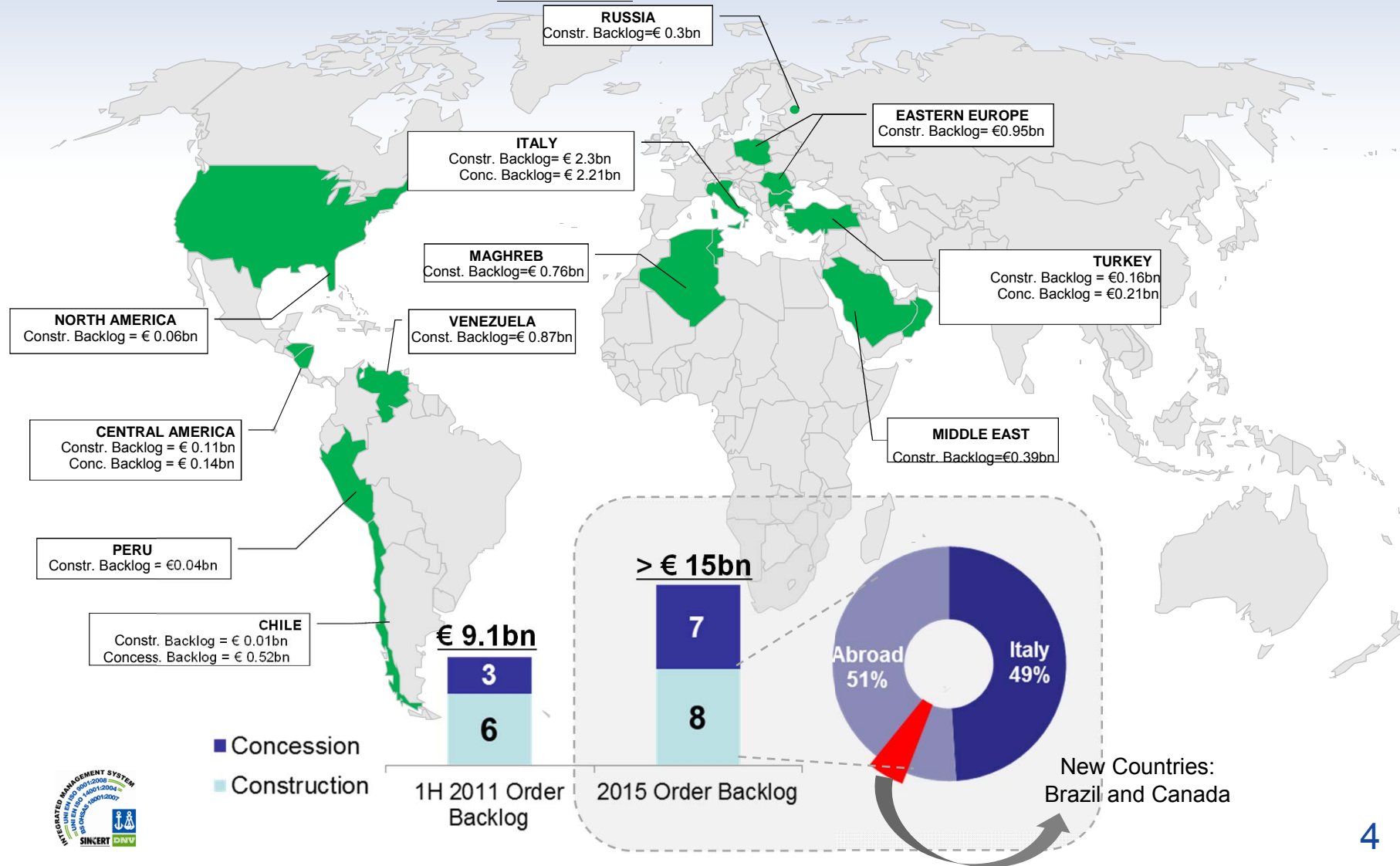
- 1H 2011 **results allow to confirm end-of-year targets as outlined in the 2010-2015 Business Plan**
- The positive performance keeps to be sustained by:
 - Geographical diversification
 - Good quality of the contracts in execution



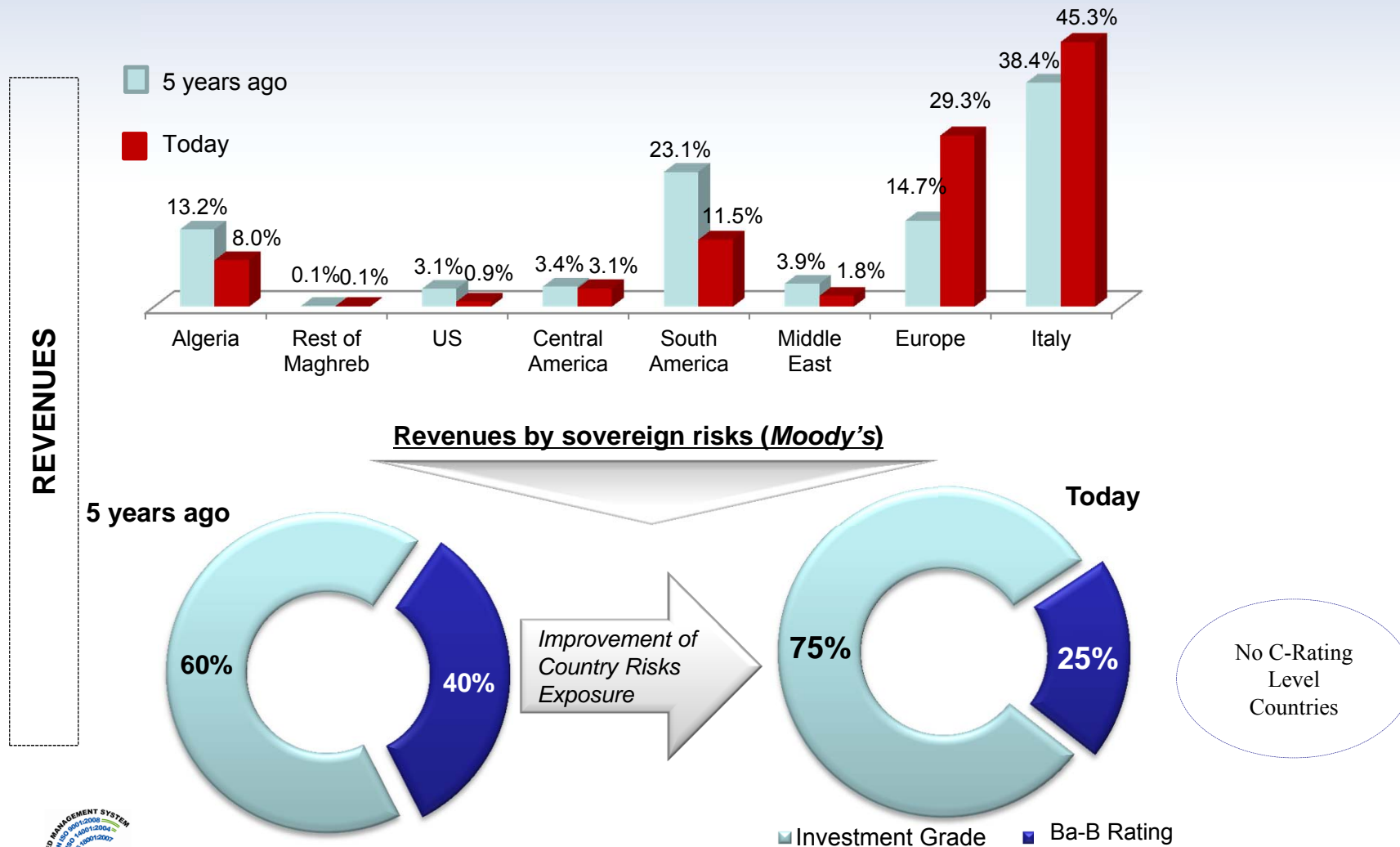
(*) Restated value as per IFRIC new interpretation.



H1 2011 POSITIVE RESULTS – GEOGRAPHICAL DIVERSIFICATION



H1 2011 POSITIVE RESULTS – GEOGRAPHICAL DIVERSIFICATION AS A TOOL TO MANAGE RISKS

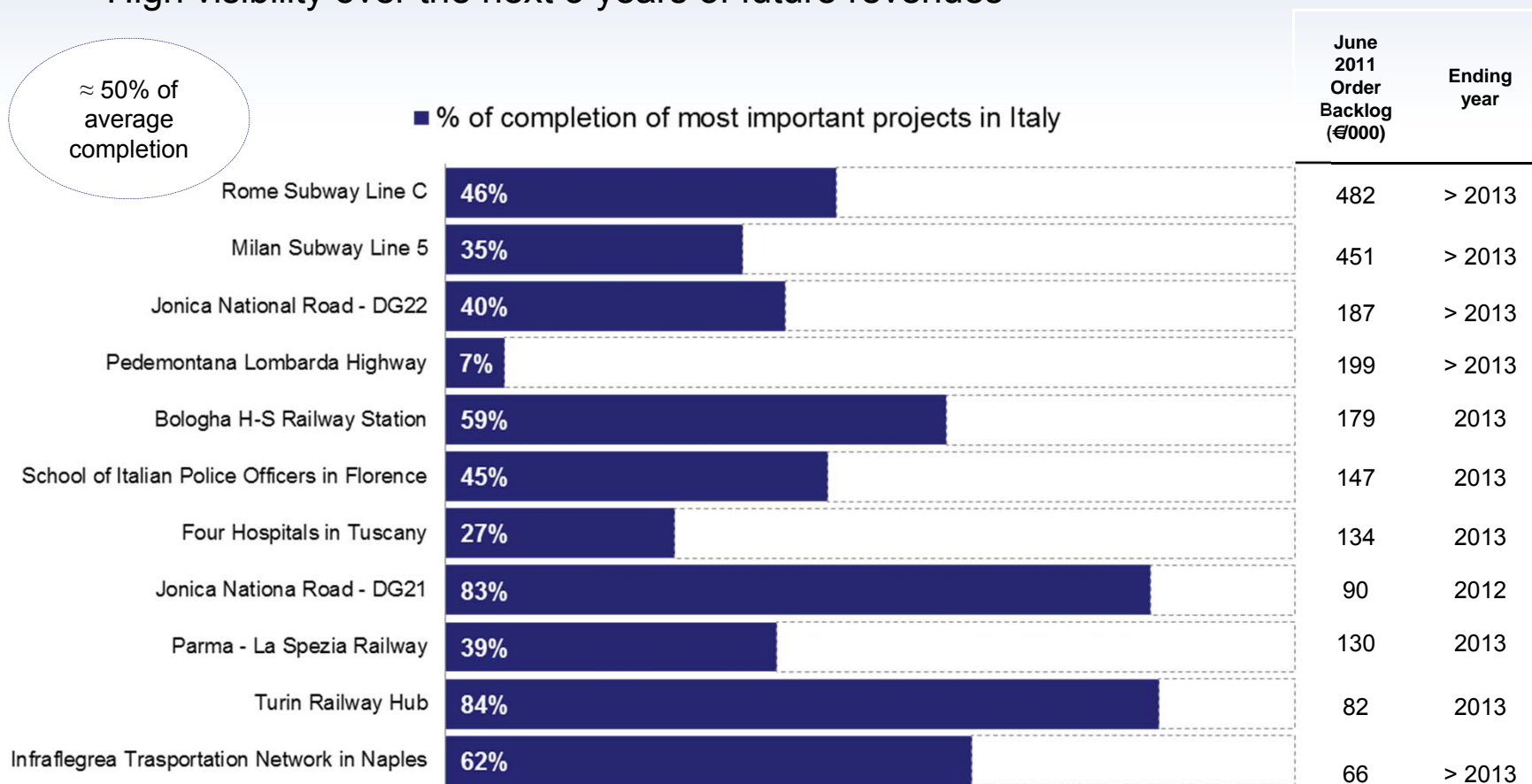


H1 2011 POSITIVE RESULTS – €2.3BN CONSTRUCTION CONTRACTS IN EXECUTION IN ITALY

- High visibility over the next 3 years of future revenues

≈ 50% of average completion

■ % of completion of most important projects in Italy





H1 2011 POSITIVE RESULTS – €3.7BN CONSTRUCTION CONTRACTS IN EXECUTION ABROAD

≈ 40% of average completion

■ % of completion of most important projects outside Italy

		June 2011 Order backlog (€000)	Ending year
Algeria - Mulay-Slissen Railway	31%	442	2013
Algeria - Saida-Tiaret Railway		250	> 2013
Oman - BidBid-Sur Road		232	> 2013
Poland - Warsaw Subway Line 2	6%	344	2013
Poland - National Road 8	17%	133	2012
Romania - Otopeni International Airport	64%	56	2012
Romania - Medgida-Costantia Highway	46%	48	2012
Romania - Bucurest Subway Line 5		84	2013
Romania - Orastie-Sibiu Highway		79	2013
Russia - Pulkovo International Airport in St. Petersburg		350	> 2013
Turkey - Milas-Bodrum Airport	19%	77	2011
Turkey - Istanbul Subway	90%	39	2013
Turkey - Halic Bridge	39%	50	2012
El Salvador - El Chaparral Plant	42%	93	> 2013
Peru - Huanza Hydro. Plant	46%	44	2012
Venezuela - Puerto Cabello-La Encrucijada Railway	63%	452	> 2013
Venezuela - San Juan de Los Morros-San Fernando de Apure	45%	290	> 2013
Venezuela - Chaguaramas-Cabruta Railway	52%	134	2013

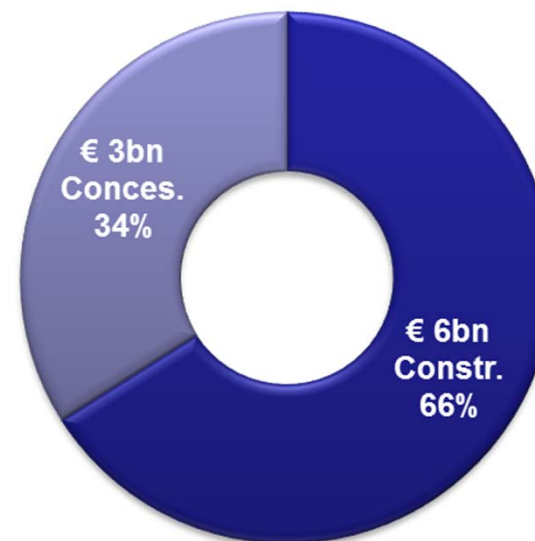


1H 2011 RESULTS – NEW ORDERS

- New orders inflow for € 1,142mn
 - **€811mn construction new orders**, of which:
 - RUSSIA, € 350mn: *Pulkovo International Airport in St. Petersburg*
 - ROMANIA, € 164mn: *Bucarest Subway Line 5 + Orastie-Sibiu Highway*
 - OMAN, € 118mn: *BidBid-Sur Road*
 - **€331mn concession new orders**, of which:
 - TURKEY, € 207mn: *Milas-Bodrum Airport*
 - ITALY, € 124mn: *Milan Subway Line 5*



**1H 2011
Orders Backlog
€9.1bn**



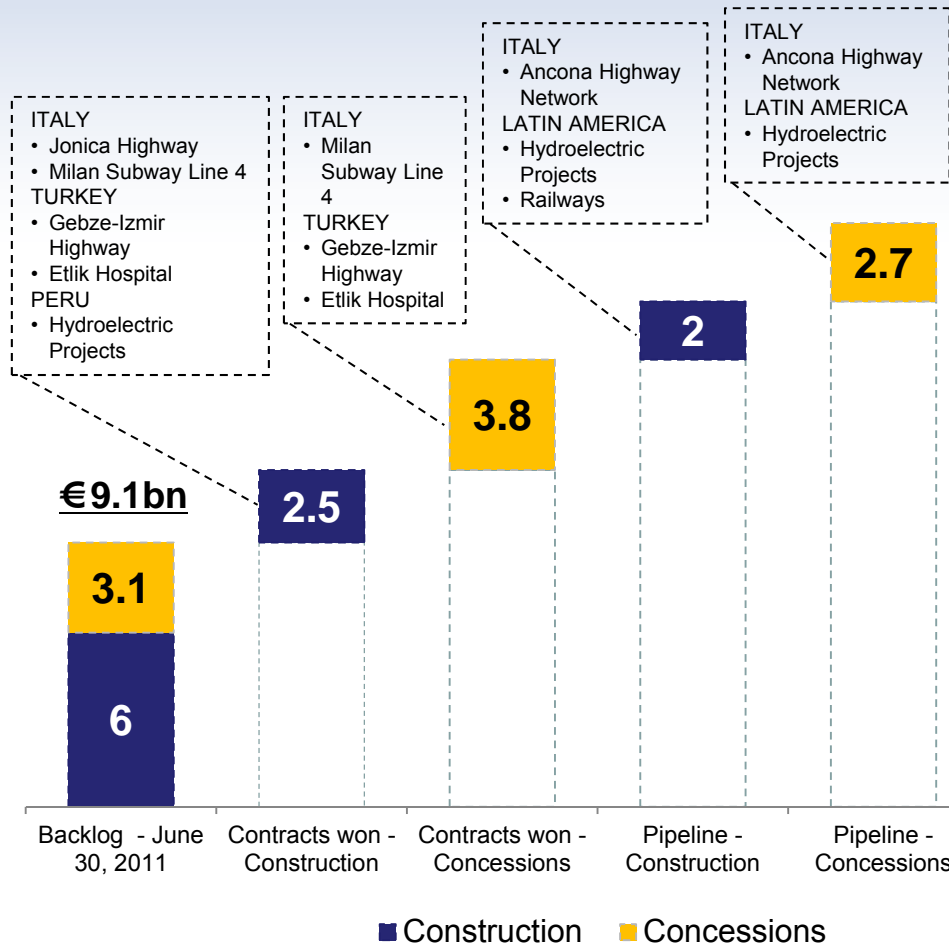


THE COMMERCIAL ACTIVITY OFFERS VALUABLE OPPORTUNITIES

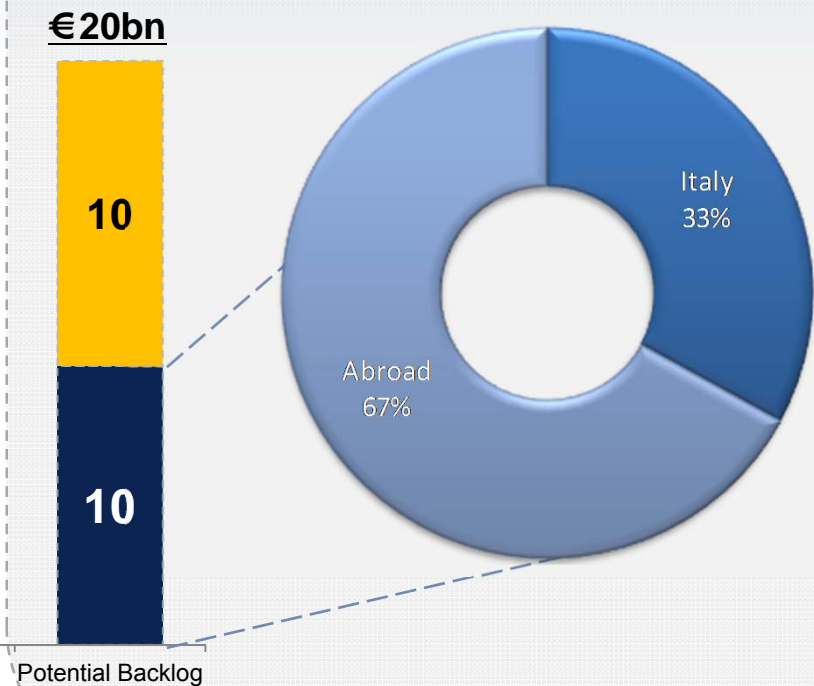
- Expansion in foreign Countries to the sectors of **highway and hospital concession**
 - *Turkey*: project finance for the construction and management of the Etlik Hospital
 - Approx. € 900mn of civil works, € 3.1bn of management - 51% Astaldi share
 - Astaldi has presented the best offer
 - *Turkey*: project finance for the construction and concession of the Gebze-Izmir Highway
 - The contract is planned to be booked into the orders backlog after the project finance closing which is expected in the next few months
 - *Italy*: investment in the 'Autostrada Brescia-Verona-Vicenza-Padova S.p.A.'
- Client diversification
 - Increase the share of private Clients vs. Government in order to be less exposed to budget cuts effect.
 - As we did in Chile, the criteria for selection of private Clients are very stringent and conservative and must include, among others:
 - Suitable counterpart risk assessment
 - Available financing allocated to the project
 - *Russia*: EPC contract for the Pulkovo Airport (14,000,000 passengers/year, 95,475 sq.m.): € 700mn – 50% Astaldi
 - The project was commissioned by Northern Capital Gateway (NCG), an international consortium that includes Fraport (Frankfurt Airport Group), an international leader in airport management
 - *Peru*: Construction of a hydro electric power plant - 515MW. MOU signed in June 2011.



THE COMMERCIAL ACTIVITY OFFERS VALUABLE OPPORTUNITIES



POTENTIAL ORDER BACKLOG





1H 2011 RESULTS – INCOME STATEMENT BY BUSINESS LINES

	Construction (€mn)	Concessions (€mn)	Astaldi Consolidated H1 2011
Total revenues	1,108	14	1,122
EBIT	90	5	95
EBT	50	7	57

- **Construction revenues €1,108mn**

- ITALY: regular performance of contracts, especially in the highways and healthcare construction contracts
- ABROAD: good performance of contracts in Central Europe, Turkey and Algeria

- **Concession revenues €14mn**

- € 8mn from Mestre Hospital in Italy
- € 6mn from car parks in Italy

● Current backlog

TODAY

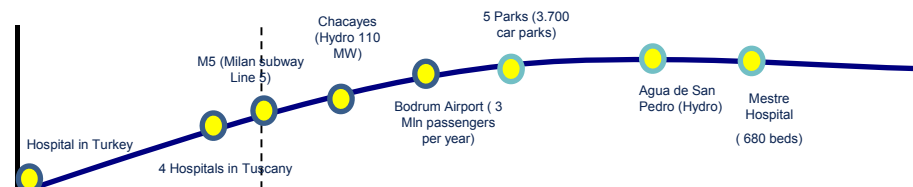
2012 Outlook

Build

Operation

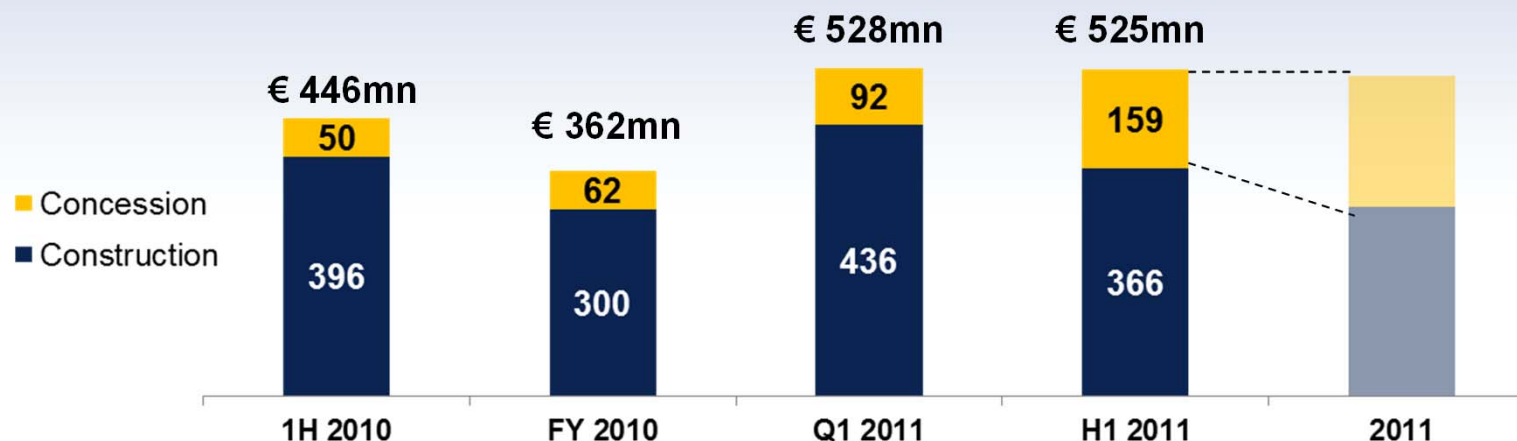
Build

Operation



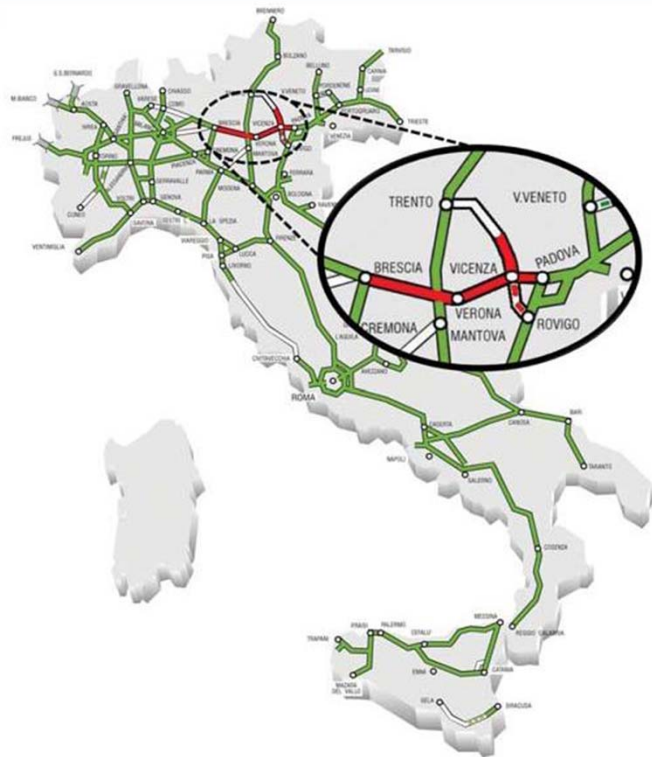


1H 2011 RESULTS – NET DEBT BY BUSINESS LINE



- Net debt in Q1 2011 touched the highest planned level for the year
- Over Q2 2011 the construction sector produced the cash-flow needed to cover the investments in concessions in:
 - ITALY: Autostrada Brescia-Verona-Vicenza-Padova S.p.A. + Milan Subway Line 5
 - TURKEY: Milas-Bodrum Airport + Gebze-Izmir Highway
- Over H2 2011 the strong cash-flow production trend is planned to continue in order to finance the investments

“Autostrada Brescia-Padova”



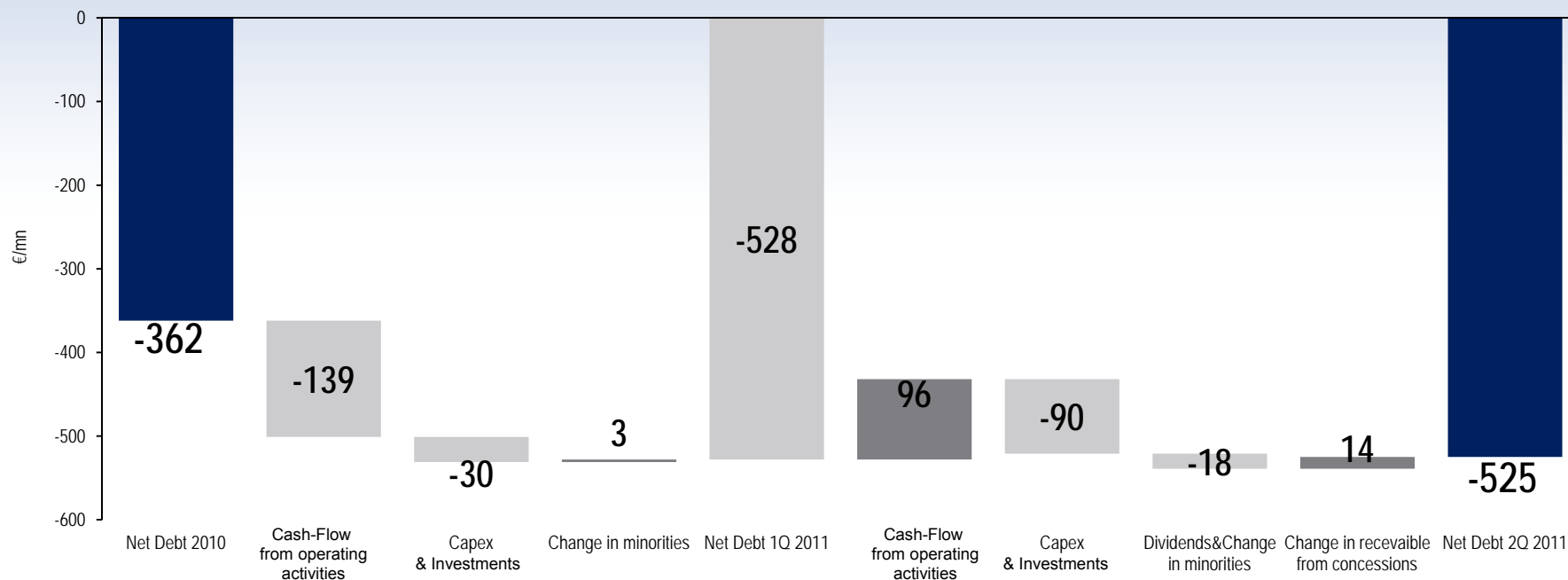
- Autostrada Brescia-Padova called “Serenissima” is the concession company for the construction and concession of A4 Brescia Padova Highway (46 km in operation) and of A31 Highway: 36 km in operation + further stretches in construction/planning. These are located in the north-eastern region of Italy
- Astaldi, through Astaldi Concessioni, has bought a 4.8% stake from the Municipality of Milan for € 53M (including capital increase), and has made a further offer to buy the 3.85% stake from the Municipality of Brescia. As a result Astaldi will hold a 8.6% stake of “Serenissima”
- Strategic targets:
 - To have a strategic role as industrial partner in one of the most important highway concession companies in Italy;
 - To have a role in the future investment operations of the company;
 - To explore further opportunities in the north-eastern part of Italy leveraging on a “local” strategic position.

Milas-Bodrum Airport



- The international Terminal of the Milas Bodrum Airport in Turkey is the latest Astaldi success in the promising Airport business.
- Bodrum is located in one of the most touristic areas of the south-western coast of Turkey and the contract, worth EUR 100M (Astaldi share 95.75%) foresees the much needed construction of a new terminal for international arrivals/departures.
- The works will be completed in 2011 in time to take advantage of the next touristic season in 2012.
- The new international terminal is forecast to account for approx. 3 million passengers per year.
- Concession revenues will total approximately EUR 210 million, with average annual revenues of EUR 35 million: of these **65% are guaranteed** by both a minimum amount of passenger traffic set at 1,000,000 per year and by an availability agreement, which is currently being formalised, for the duty free areas.

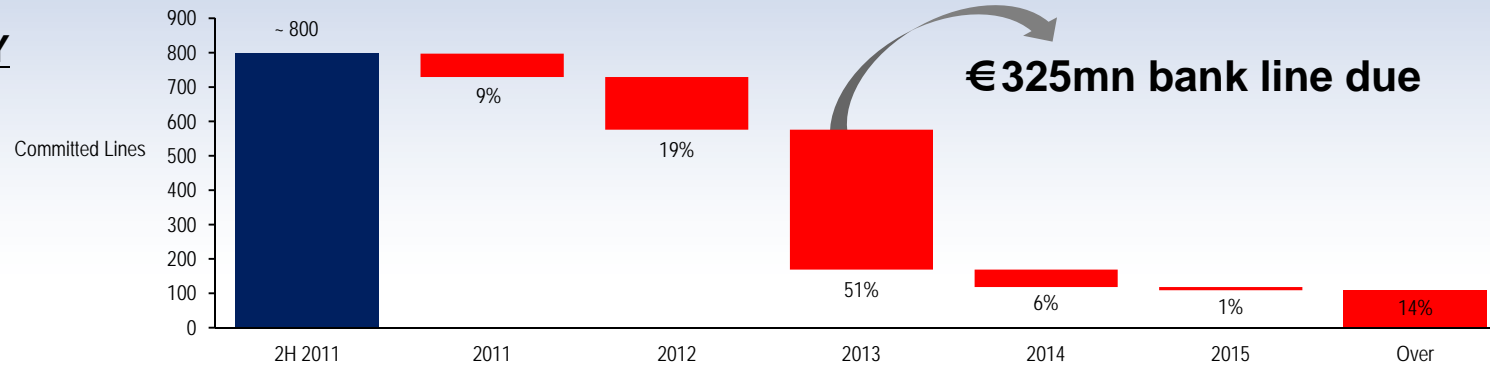
1H 2011 RESULTS – CASH-FLOW



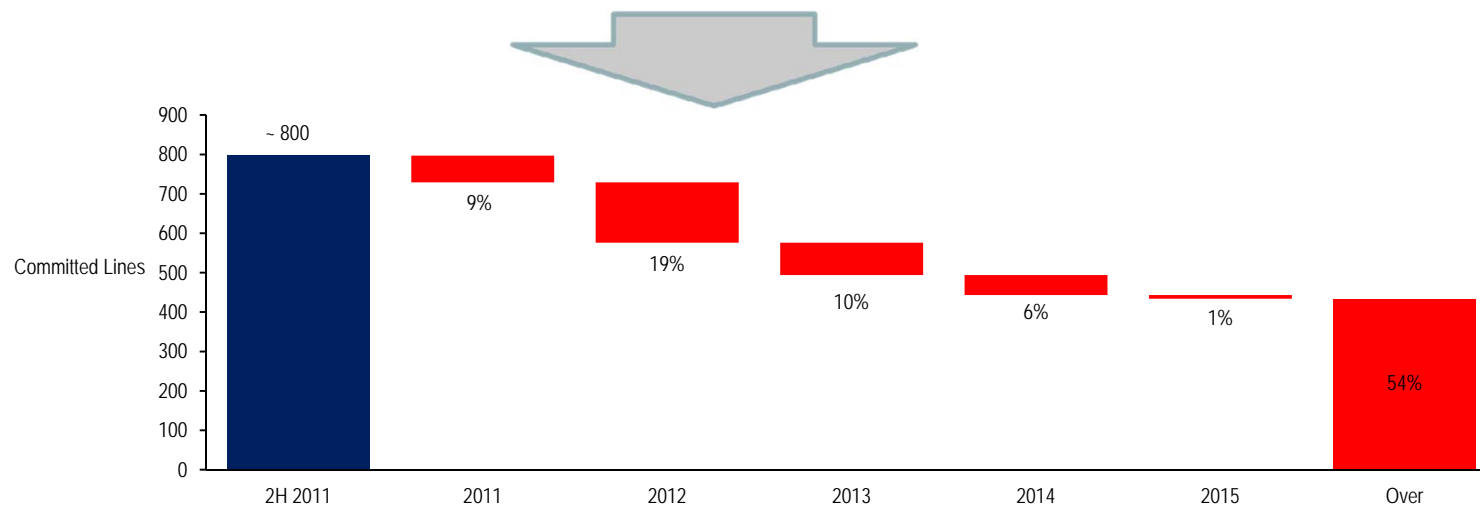
- H1 2011 total investments amount to € 120mn:
 - Concession new investments for € 98mn in H1 2011
 - ITALY: “Autostrada Brescia-Verona-Vicenza-Padova S.p.A.” (€ 53mn, including € 3mn of capital increase) + Milan Subway Line 5
 - Construction CAPEX for € 22mn amounting to 2% of total revenues

CORPORATE CREDIT LINES: MATURITY SCHEDULE

TODAY



Management is working in advance to extend the maturities





1H 2011 RESULTS – CONSOLIDATED BALANCE SHEET

(€/000)	1H 2011	FY 2010 (*)
<i>Intangible fixed assets</i>	20,270	3,739
<i>Tangible fixed assets</i>	295,678	302,607
<i>Equity investments</i>	153,040	84,830
<i>Other net fixed assets</i>	35,634	35,520
Total fixed assets	504,622	426,697
Working capital	513,776	413,326
Total provisions	(31,664)	(30,237)
Net invested capital	986,734	809,786
Net financial payables / receivables	(643,505)	(466,428)
<i>Financial receivables arising from concessions</i>	114,933	99,872
Total financial payables / receivables	(528,572)	(366,557)
NET EQUITY	458,162	443,229



APPENDIX



Consolidated Reclassified Income Statement

(€000)	30/06/2011	%	30/06/2010	%	y-o-y (%)
Revenues	1,079,786	96.2%	919,630	93.6%	+17.4%
Other operating revenues	42,495	3.8%	62,659	6.4%	-32.2%
Total revenues	1,122,281	100.0%	982,289	100.0%	+14.3%
Costs of production	(857,369)	-76.4%	(731,996)	-74.5%	+17.1%
<i>Added Value</i>	<i>264,913</i>	<i>23.6%</i>	<i>250,293</i>	<i>25.5%</i>	<i>+5.8%</i>
Labour costs	(132,704)	-11.8%	(124,309)	-12.7%	+6.8%
Other operating costs	(12,617)	-1.1%	(13,153)	-1.3%	-4.1%
EBITDA	119,592	10.7%	112,832	11.5%	+6.0%
Amortisation and depreciation	(24,417)	-2.2%	(26,213)	-2.7%	-6.9%
Provisions	(19)	0.0%	(283)	0.0%	-93.4%
Write-downs	(809)	-0.1%	-	0.0%	n.s.
(Capitalisation of internal construction costs)	582	0.1%	465	0.0%	+25.1%
EBIT	94,929	8.5%	86,801	8.8%	+9.4%
Net financial income and charges	(38,117)	-3.4%	(35,319)	-3.6%	+7.9%
Effects of evaluation of equity investments using equity method	(79)	0.0%	(382)	0.0%	-79.2%
Pre-tax profit (loss)	56,733	5.1%	51,100	5.2%	+11.0%
Taxes	(21,480)	-1.9%	(19,749)	-2.0%	+8.8%
Profit (loss) for the period	35,252	3.1%	31,352	3.2%	+12.4%
Minority (Profit)/Loss	(227)	0.0%	(197)	0.0%	+15.4%
Group net income	35,026	3.1%	31,155	3.2%	+12.4%



Consolidated Reclassified Balance Sheet

€/000	30/06/2011	31/12/2010	30/06/2010
Intangible fixed assets	20,270	3,739	4,104
Tangible fixed assets	295,678	302,607	316,072
Equity investments	153,040	84,830	89,564
Other net fixed assets	35,634	35,520	31,227
TOTAL Fixed assets (A)	504,622	426,697	440,968
Inventories	86,730	93,624	89,169
Contracts in progress	1,094,273	845,877	816,094
Trade receivables	41,293	30,463	30,828
Accounts receivables	635,893	593,899	595,417
Other assets	193,354	213,666	182,449
Tax receivables	88,085	101,523	103,247
Advances from Customers	(400,059)	(338,489)	(380,639)
Subtotal	1,739,570	1,540,563	1,436,565
Trade payables	(127,963)	(130,951)	(123,219)
Due to Suppliers	(789,998)	(695,674)	(587,236)
Other liabilities	(307,833)	(300,612)	(267,553)
Subtotal	(1,225,794)	(1,127,237)	(978,008)
Working capital (B)	513,776	413,326	458,557
Employee benefits	(9,125)	(8,460)	(9,229)
Provisions for current risks and charges	(22,539)	(21,777)	(26,579)
Total provisions (C)	(31,664)	(30,237)	(35,807)
Net invested capital (D) = (A) + (B) + (C)	986,734	809,786	863,717
Available funds	446,292	415,259	341,725
Current financial receivables	13,574	20,371	20,986
Non current financial receivables	14,390	16,100	17,289
Securities	2,973	5,003	3,991
Current financial liabilities	(471,302)	(330,920)	(304,490)
Non current financial liabilities	(649,433)	(592,242)	(625,256)
Net financial payables / receivables (E)	(643,505)	(466,428)	(545,755)
Financial receivables arising from concessions	114,933	99,872	95,026
Total financial payables / receivables (F)	(528,572)	(366,557)	(450,730)
Group net equity	(444,326)	(424,988)	(392,336)
Minority equity	(13,836)	(18,241)	(20,652)
Net equity (G) = (D) - (F)	458,162	443,229	412,988



Consolidated Cash-Flow Statement

€000	30/06/2011	30/06/2010
Results for the period attributable both to the Group and to the minority Shareholders	35,252	31,352
Gross operating cash-flow	28,213	27,893
Total (increase)/decrease in working capital	(93,172)	(65,353)
A – TOTAL Cash-Flow from operations	(29,706)	(6,107)
Cash-Flow from investments in construction activities	(22,292)	(21,177)
Cash-Flow from investments in concession activities	(92,040)	(21,909)
B – TOTAL Cash-Flow from investments	(114,332)	(43,086)
C – TOTAL Cash-Flow from financing activities	175,072	(60,981)
Net increase (decrease) in cash and cash equivalents	31,033	(110,174)

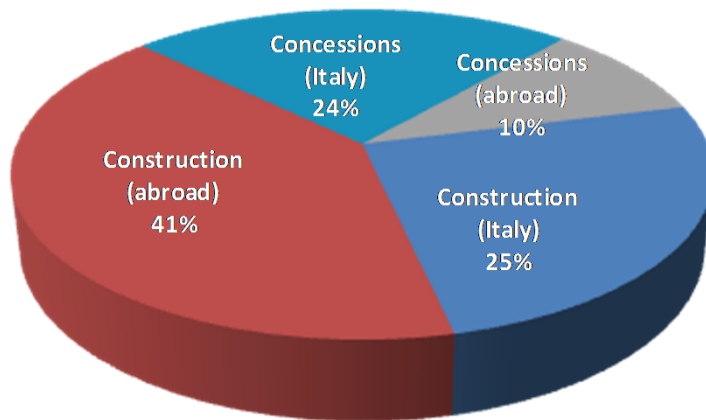


1H 2011 RESULTS – NET INDEBTEDNESS

(€/000)	30/06/2011	31/03/11	31/12/10
Cash and cash equivalent	449,265	352,972	420,262
Financial receivables	27,964	34,957	36,471
Current financial indebtedness	(471,302)	(448,408)	(330,920)
Net current financial indebtedness	5,927	(60,478)	125,814
Non-Current financial indebtedness	(649,433)	(571,691)	(592,242)
Net financial indebtedness	(643,505)	(632,169)	(466,428)
NPV of future guaranteed cash-flow	114,933	100,537	99,871
Total financial position	(528,572)	(531,632)	(366,557)
Treasury shares in portfolio	3,056	3,996	4,168
Total net financial position	(525,517)	(527,636)	(362,388)
<i>Debt/Equity Ratio</i>	<i>1.15x</i>	<i>1.14x</i>	<i>0.82x</i>

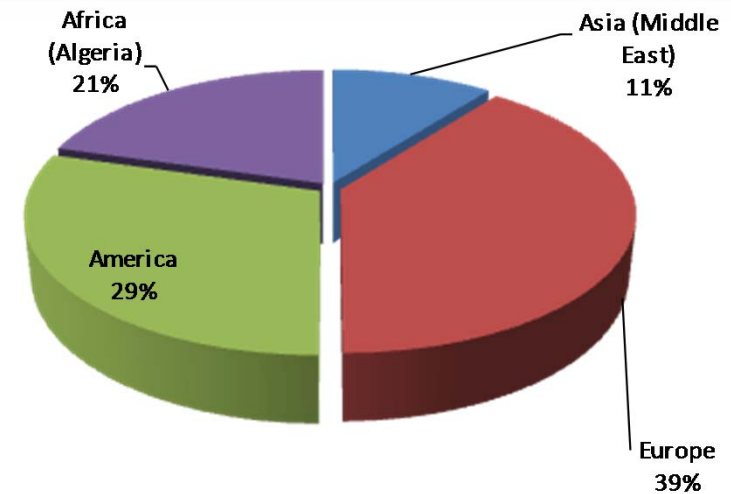
1H 2011 Order backlog at €9.1B

€ 9.1bn
ORDER BACKLOG



■ Construction (Italy) ■ Construction (abroad)
■ Concessions (Italy) ■ Concessions (abroad)

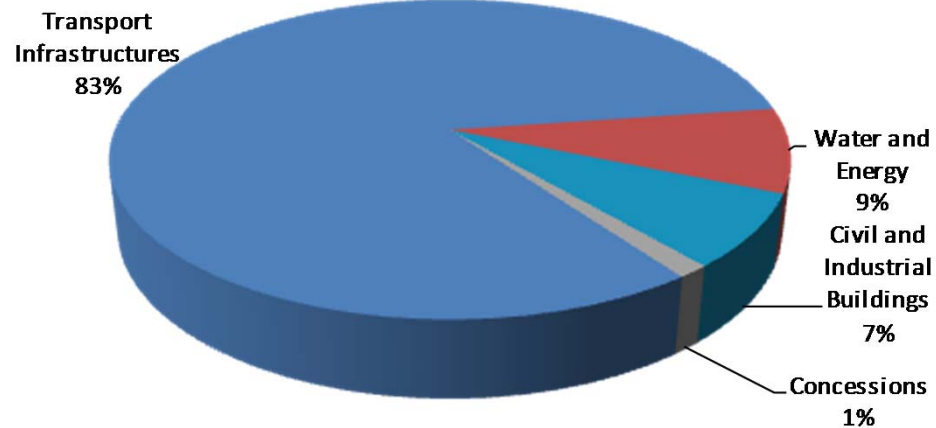
€ 3.7bn
CONSTRUCTION BACKLOG (ABROAD)



H1 2011 Total revenues at €1.1bn

REVENUES BY GEOGRAPHICAL AREA

REVENUES BY BUSINESS LINE



■ Transport Infrastructures ■ Water and Energy
■ Civil and Industrial Buildings ■ Concessions

