



9M2011 Conference Call

Astaldi Group

November 11 2011



OVERALL OUTLOOK

- **The Group's performance is very strong**
- **The construction business continues to generate revenue growth and the cash-flows to support the planned investments**
- **In addition, the Group continues to show a strong commercial power as shown by the €2.3bn of new orders in the first nine months**
- **As of today, the Group can count also on €11bn of additional incoming orders in countries with strong fundamentals for a total potential orders backlog of over €20bn**
- **The strong commercial activity is paired with a strong attention over the Group's financial structure**
- **The projects in execution are able to strongly contribute to the investment needs of the Group**
- **In 2011, the Group has pursued on its commitment to expand the concession business diversifying the investments between green field projects and brown field projects**



9M 2011 RESULTS – Main Items

- **Total revenues: +16.7% to €1.7bn**
- **EBIT: +11.5% to € 146mn** – EBIT margin 8.5%
- **Net income: +19.3% to € 53mn**
- **New orders inflow: €2.3bn** in the nine months
- **Orders backlog: €9.6bn** as of September 30, 2011
- **CAPEX** amount to € 144mn in the nine months, of which:
 - € 28mn in construction activities
 - € 116mn in concessions activities
- **Net debt** stands at **€547mn** vs. € 362mn of december 2010
- **Total gross investements in concessions** amount to over € 300mn, of which approx. € 120 mn in the last nine months
- The management is finalizing the **extension of the maturity of the €325mn debt line due in 2013 to 2016**



ITALY >> Jonica National Road (DG-21)



CHILE >> Chacayes Hydro. Plant



ROMANIA >> Basarab Overpass in Bucharest

9M 2011 RESULTS – Main Items

(€/mn)	9M 2011	9M 2010	y-o-y
Total revenues	1,713.7	1,468.4	+16.7%
of which concessions	17	11	+54.5%
EBITDA	180.4	169.6	+6.4%
EBITDA margin	10.5%	11.5%	--
EBIT	145.6	130.6	+11.5%
EBIT margin	8.5%	8.9%	--
Financial charges	(55.7)	(57.1)	-2.4%
Taxes	(35.5)	(29.1)	+22.3%
Tax rate	39.7%	39.4%	--
Net income	52.7	44.2	+19.3%

- **Revenues:** 44% Italy and 56% Abroad
- **Revenue growth** supported by the good performance of projects in the transportation sector in Italy and Central Europe (mainly Romania), Turkey (Istanbul Subway) and Algeria (railways)
- **Concession revenues:** € 11mn Mestre Hospital and € 6mn car parks
- **Good levels of profitability** with EBITDA margin at 10.5% and EBIT margin at 8.5% include commercial costs and start up costs of new Areas
- The continuous and attentive management of the Group's financial resources has **succeeded in reducing financial charges by 2.4%**
- The **slight increase in tax rate** is due to the different geographical mix of revenues and the relating tax rate in the foreign countries

End-of-year targets as outlined in the 2010-2015 Business Plan are confirmed

2010-2015 Business Plan	CAGR 2010-2015	
Total revenues	+10%	↗
EBIT	+13%	≈
Net income	+17%	↗

9M 2011 RESULTS – €2.3Bn of New Orders

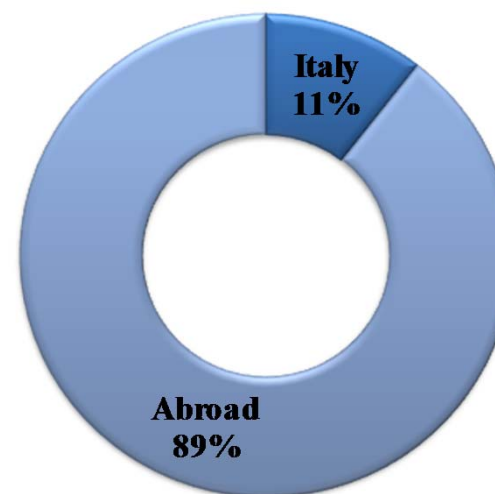
€2Bn of New Orders in Construction

- **PERU: €278mn**
 - USD 680mn (50% Astaldi) Cerro del Águila
 - € 70mn (50% Astaldi) Santa Teresa in Peru
- **POLAND: €140mn**
 - € 350mn (40% Astaldi) Varsavia-Lodz Railway Station
- **RUSSIA: €350mn**
 - € 700mn (50% Astaldi) Pulkovo Airport in St. Petersburg
- **ROMANIA: €248mn**
 - € 119mn (50% Astaldi) Cernavoda-Medgidia Highway
 - € 114mn (70% Astaldi) Orastie-Sibiu Highway
 - € 215mn (39% Astaldi) Bucarest Subway Line 5
- **OMAN: €232mn**
 - USD 324mn (51% Astaldi) BidBid-Sur Road
- **VENEZUELA: €500mn**
 - € 500mn (Astaldi share) Puerto Cabello-La Encrucijada Railway Project
- **USA (Florida): USD 59mn**, NW 25th Street

€331mn of New Orders in Concessions

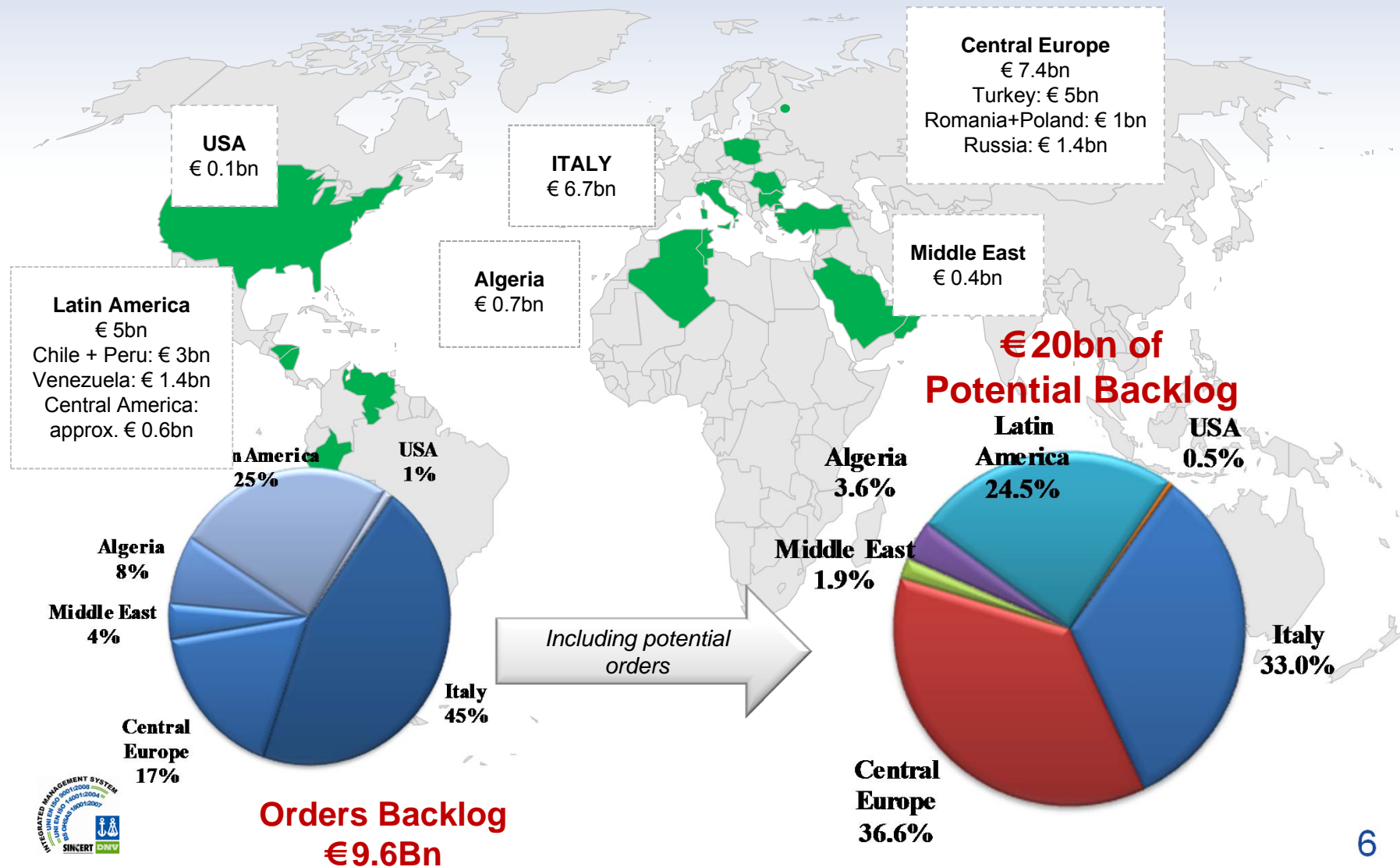
- **TURKEY: approx. €210mn**, Milas-Bodrum Airport
- **ITALY: €124mn**, Milan Subway Line 5

€2.3Bn of New Orders



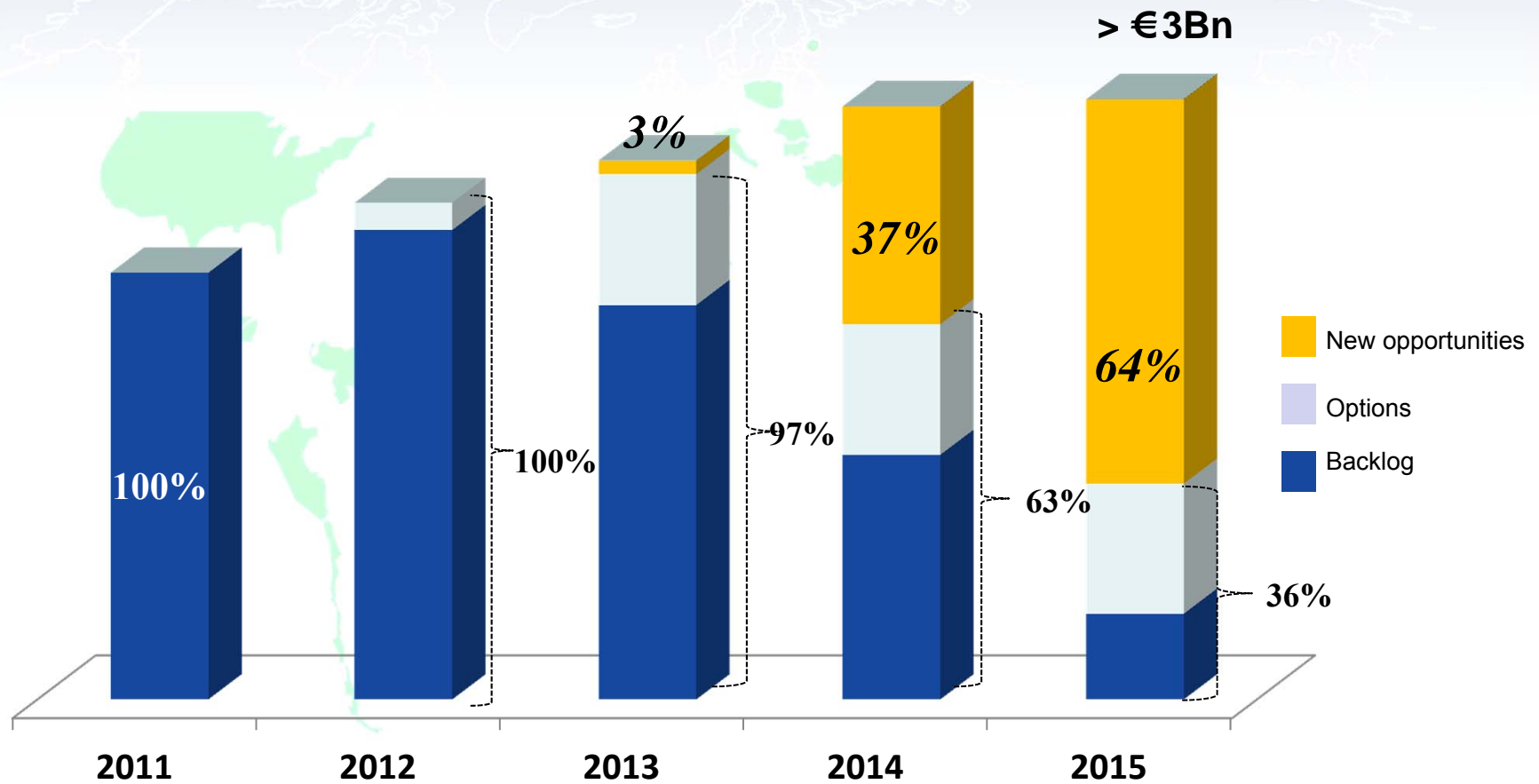


ASTALDI IS IMPLEMENTING €20Bn OF ACTIVITIES IN COUNTRIES WITH STRONG FUNDAMENTALS





THE ORDER BACKLOG TODAY COVERS > 90% OF NEXT 3 YEARS REVENUES

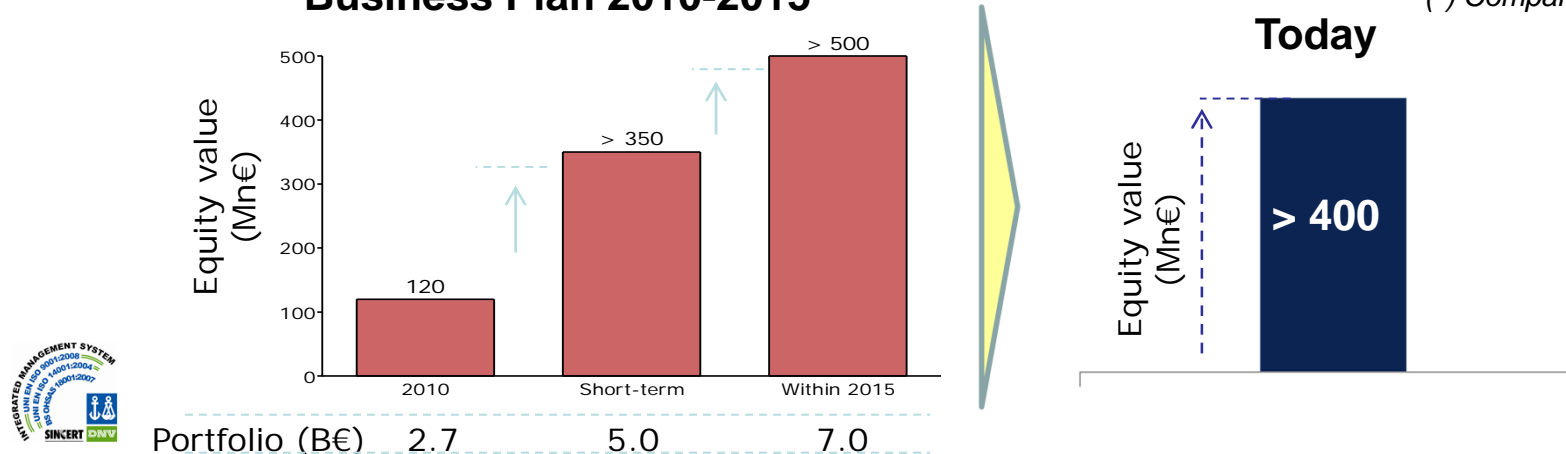


TOTAL INVESTMENTS IN CONCESSIONS BUSINESS AS OF TODAY : over €300 MILLION

Investments								
Sector	Projects	Up to 31/12/2010	9 M 2011	Up to 30/09/2011	4Q 2011	Up to 31/12/2011	IRR	Equity Value as of today (*)
Parks	5 Car Parks (Bologna, Turin, Verona)	60	6	66		66	15%	30-80 yr 36
Healthcare	Mestre Hospital (Venice area) 4 Hospitals Tuscany (MC, Lucca, Pistoia, Prato) Etlik Hospital Ankara (Turkey)	51	0	51		51	> 12%	20-25 yr 144
Water & Energy	Chacayes Power Plant (Chile) Agua de San Pedro (Honduras)	54	2	56		56	> 15 %	perpetual 43
Transportation	Gebze-Izmir Motorway (Turkey) Bodrum Airport (Turkey) Serenissima Motorway (Italy) Line 5 Milan Subway (Italy)	13	117	130	88	218	> 11%	20-25 yr 186
Total		179	125	304	88	391		409
of wich receivables from concessions and subordinated loans		(117)	(21)	(138)	(21)	(158)		
Net Capital employed		62	104	166	67	233		

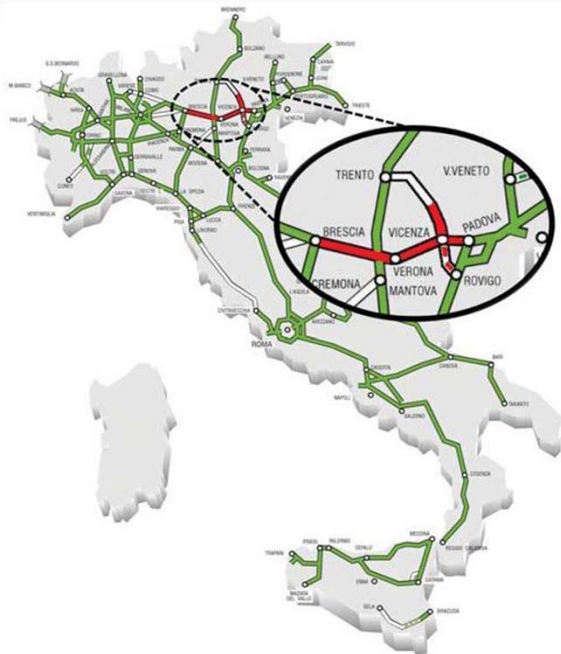
Business Plan 2010-2015

(*) Company's forecast



STRONG COMMITMENT TO EXPAND CONCESSION BUSINESS GREEN FIELD AND BROWN FIELD

- ASTALDI has become the major industrial **shareholder of Autostrada Brescia-Padova “Serenissima”** with a stake of 8.65% (total investment: € 93mn)



- “Serenissima” is one of the most important highway concession companies in Italy. It 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 all in the north-eastern region of Italy
- Astaldi aims at playing a **strategic role** as the main private industrial partner in the development plans of Serenissima and at exploring further opportunities in the north-eastern part of Italy leveraging on a “local” strategic position.
- As of today, Astaldi, through Astaldi Concessioni, has bought a 4.8% stake from the Municipality of Milan (€53M) and a 3.85% from the Municipality of Brescia (€40M)

STRONG COMMITMENT TO EXPAND CONCESSION BUSINESS GREEN FIELD AND BROWN FIELD

- ASTALDI has **accelerated the investments in green field concessions**



- **Turkey** – Milas Bodrum International airport: the total investment is worth EUR 100M (Astaldi share 92.85%). Concession revenues will total approx. € 210mn, with average annual revenues of € 35mn: 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. Concession operation will start in 2012.
- **Turkey** – Gebze-Izmir Highway: the investment amounts to USD 6.5bn for the construction of 420 km of new highway. USD 23bn of concession revenues for a duration of 22 years and 4 months: of these 80% are guaranteed in the first phase of the concession, 60% in the second phase. Design activities and preliminary site works have started. The contract is planned to be booked into the orders backlog after the project finance closing, which is expected in the next few months (as of today, Astaldi has invested approx. € 20mn in this initiative).
- **Turkey** – Etlik Hospital: it will be the largest in Europe with 3,200 beds. The total investment amounts to € 940mn (Astaldi share 51%). Concessions revenues amount to € 2.4bn: of these 85% are guaranteed by availability fees.



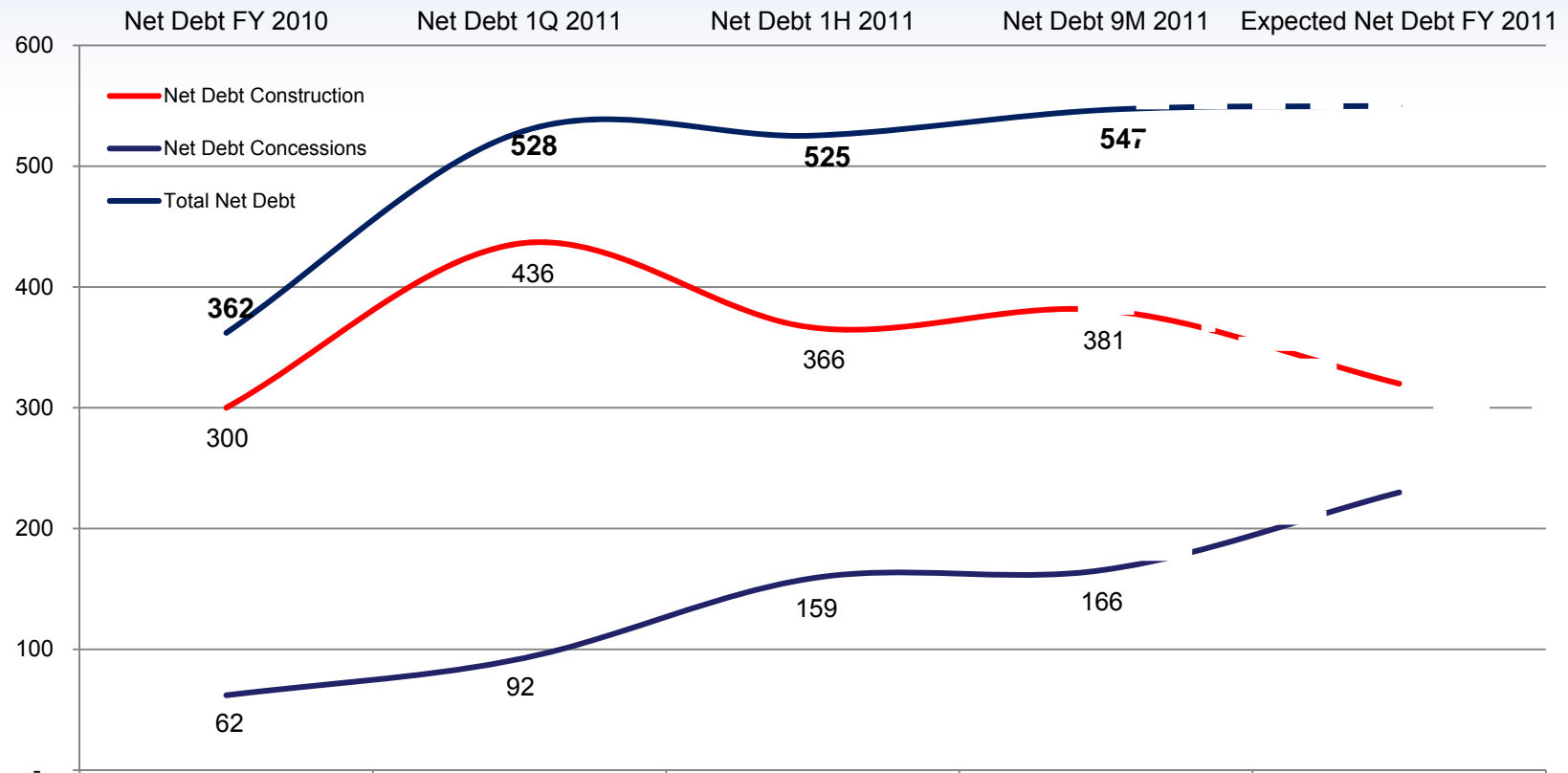
THE 9M 2011 CASH-FLOW REFLECTS THE ACCELERATION IN THE CONCESSION BUSINESS

	CONSTRUCTION CONCESSIONS		OVERALL
Net financial position 2010	(300)	(62)	(362)
Self financing	87	4	91
Change in Net Working Capital	(125)	(13)	(138)
Capex	(28)	(116)	(144)
Operating cash flow	(66)	(125)	(191)
Dividends	(15)		(15)
Change in receivables arising from concessions		21	21
Total net financial position 30/09/2011	(381)	(166)	(547)

Of which:

- 'Serenissima': € 53mn
- Milan Subway Line 5: €10mn
- Gebze-Izmir Highway: € 8mn
- Milas-Bodrum Airport: €46mn

THE NET DEBT OF THE GROUP: DELEVERAGING OF THE CONSTRUCTION SECTOR INCREASE IN CONCESSION INVESTMENTS





9M 2011 RESULTS – CONSOLIDATED NET DEBT

NFP (EUR/000)	9M 2011	31/12/2010	9M 2010
<i>Cash and cash equivalents</i>	374,266	420,262	383,087
<i>Current financial receivables</i>	28,831	36,471	34,837
Current financial debt	(383,443)	(330,920)	(338,719)
Net current financial debt	19,653	125,814	79,205
Non current financial debt	(692,008)	(592,242)	(639,539)
Net financial debt	(672,355)	(466,428)	(560,334)
Financial receivables coming from concessions	121,958	99,871	99,976
Total net financial debt	(550,397)	(366,557)	(460,358)
Own shares	3,057	4,168	4,190
Net financial position	(547,340)	(362,388)	(456,168)
<i>Debt/Equity ratio</i>	1.16x	0.82x	1.10x

- The management is finalizing the **extension of the maturity of the €325mn debt line due in 2013 to 2016**



9M 2011 RESULTS – CONSOLIDATED BALANCE SHEET

EUR/000	30/09/2011	31/12/2010	30/09/2010
<i>Intangible fixed assets</i>	22,862	3,739	4,028
<i>Tangible fixed assets</i>	297,308	302,607	308,761
<i>Equity investments</i>	153,441	84,830	81,759
<i>Other net fixed assets</i>	40,265	35,520	34,268
TOTAL Fixed assets	513,877	426,697	428,817
Working capital	540,167	413,326	483,867
Total Provisions	(32,891)	(30,237)	(37,773)
Net invested capital	1,021,153	809,786	874,910
Net financial payables / receivables	(672,355)	(466,428)	(560,334)
Receivables arising from concessions	121,958	99,872	99,976
Total financial payables / receivables	(550,397)	(366,557)	(460,358)
Group equity	(455,443)	(424,988)	(396,851)
Minority equity	(15,313)	(18,241)	(17,702)
Equity (G) = (D) - (F)	470,756	443,229	414,552



APPENDIX



Consolidated Reclassified Income Statement

EUR/000	30/09/2011	%	30/09/2010	%	Q3 2011	%	Q3 2010	%
Revenues	1,652,456	96.4%	1,377,110	93.8%	572,670	96.8%	457,480	94.1%
Other operating revenues	61,252	3.6%	91,265	6.2%	18,757	3.2%	28,605	5.9%
Total Revenues	1,713,709	100.0%	1,468,375	100.0%	591,428	100.0%	486,086	100.0%
Cost of production	(1,320,682)	-77.1%	(1,086,460)	-74.0%	(463,313)	-78.3%	(354,465)	-72.9%
Added value	393,027	22.9%	381,914	26.0%	128,115	21.7%	131,621	27.1%
Personnel costs	(193,893)	-11.3%	(182,914)	-12.5%	(61,189)	-10.3%	(58,605)	-12.1%
Other operating costs	(18,755)	-1.1%	(29,438)	-2.0%	(6,138)	-1.0%	(16,285)	-3.4%
EBITDA	180,380	10.5%	169,563	11.5%	60,787	10.3%	56,731	11.7%
Amortisation and depreciation	(34,767)	-2.0%	(39,573)	-2.7%	(10,351)	-1.8%	(13,359)	-2.7%
Provisions	(28)	0.0%	(267)	0.0%	(9)	0.0%	16	0.0%
Write-downs	(809)	0.0%		0.0%		0.0%		0.0%
(Capitalisation of internal construction costs)	813	0.0%	858	0.1%	231	0.0%	392	0.1%
EBIT	145,588	8.5%	130,581	8.9%	50,659	8.6%	43,780	9.0%
Net financial income and charges	(55,705)	-3.3%	(57,060)	-3.9%	(17,588)	-3.0%	(21,742)	-4.5%
Effects of valuation of equity investments using equity method	(392)	0.0%	255	0.0%	(313)	-0.1%	638	0.1%
Pre-tax profit (loss)	89,491	5.2%	73,776	5.0%	32,758	5.5%	22,676	4.7%
Taxes	(35,540)	-2.1%	(29,063)	-2.0%	(14,060)	-2.4%	(9,314)	-1.9%
Profit (tax) for the period	53,951	3.1%	44,713	3.0%	18,698	3.2%	13,361	2.7%
Minority (profit) loss	(1,223)	-0.1%	(530)	0.0%	(996)	-0.2%	(333)	-0.1%
Group net profit	52,728	3.1%	44,183	3.0%	17,702	3.0%	13,028	2.7%

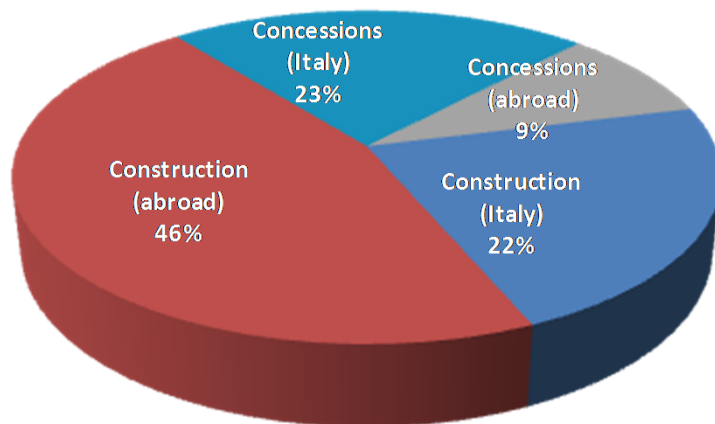
Consolidated Reclassified Balance Sheet

EUR/000	30/09/2011	31/12/2010	30/09/2010
Intangible fixed assets	22,862	3,739	4,028
Tangible fixed assets	297,308	302,607	308,761
Equity investments	153,441	84,830	81,759
Other net fixed assets	40,265	35,520	34,268
TOTAL Fixed assets(A)	513,877	426,697	428,817
Inventories	81,169	93,624	98,591
Contracts in progress	1,048,878	845,877	802,421
Trade receivables	34,522	30,463	31,911
Accounts receivable	735,002	593,899	587,509
Other assets	187,072	213,666	209,913
Tax receivables	112,509	101,523	118,476
Advances from customers	(376,730)	(338,489)	(333,247)
<i>Subtotal</i>	<i>1,822,422</i>	<i>1,540,563</i>	<i>1,515,574</i>
Trade payables	(120,346)	(130,951)	(108,998)
Due to suppliers	(850,843)	(695,674)	(629,587)
Other liabilities	(311,066)	(300,612)	(293,123)
<i>Subtotal</i>	<i>(1,282,255)</i>	<i>(1,127,237)</i>	<i>(1,031,707)</i>
Working capital (B)	540,167	413,326	483,867
Employee benefits	(8,825)	(8,460)	(9,613)
Provisions for non-current risks and charges	(24,066)	(21,777)	(28,159)
Total Provisions (C)	(32,891)	(30,237)	(37,773)
Net invested capital (D) = (A) + (B) + (C)	1,021,153	809,786	874,910
Available funds	372,395	415,259	379,494
Current financial receivables	13,574	20,371	19,203
Non-current financial receivables	15,257	16,100	15,634
Securities	1,871	5,003	3,593
Current financial liabilities	(383,443)	(330,920)	(338,719)
Non-current financial liabilities	(692,008)	(592,242)	(639,539)
Net financial payables / receivables (E)	(672,355)	(466,428)	(560,334)
Receivables arising from concessions	121,958	99,872	99,976
Total financial payables / receivables (F)	(550,397)	(366,557)	(460,358)
Group equity	(455,443)	(424,988)	(396,851)
Minority equity	(15,313)	(18,241)	(17,702)
Equity (G) = (D) - (F)	470,756	443,229	414,552



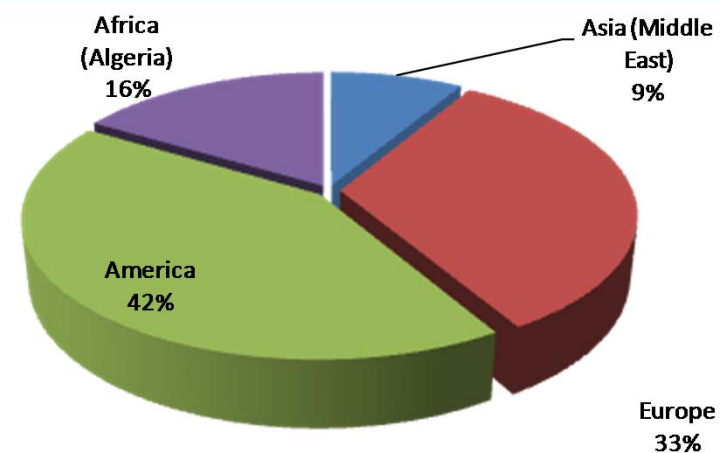
9M 2011 Order backlog at €9.6B

€ 9.6bn
ORDER BACKLOG



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

€ 4.4bn
CONSTRUCTION BACKLOG (ABROAD)



9M 2011 Total revenues at €1.7bn

REVENUES BY GEOGRAPHICAL AREA

REVENUES BY BUSINESS LINE

