



2013 FY Results

March 28th 2014

WHAT WE HAVE ACHIEVED IN 2013

- ➔ All economic and financial target have been met
- ➔ Opening of Russia and Canada
- ➔ Projects in Turkey have been financed
- ➔ Rating
- ➔ Issued bonds for €750 million + €130 million
- ➔ Car parks sold

GOOD PERFORMANCE OF THE GROUP

MAIN ITEMS	2013 FY RESULTS	2013 GUIDANCE
TOTAL REVENUES	€2,520mn	~ €2.5B ✓
EBIT %	9.4%	> 9% ✓
NET INCOME	€75 million	€70mn - €80mn ✓
NET DEBT	€798 million	~ €800mn ✓
<hr/>		
ORDER BACKLOG	€20.6B TOTAL BACKLOG <u>100% Load Factor</u> €13.3B +31% y/y ORDERS IN EXECUTION	

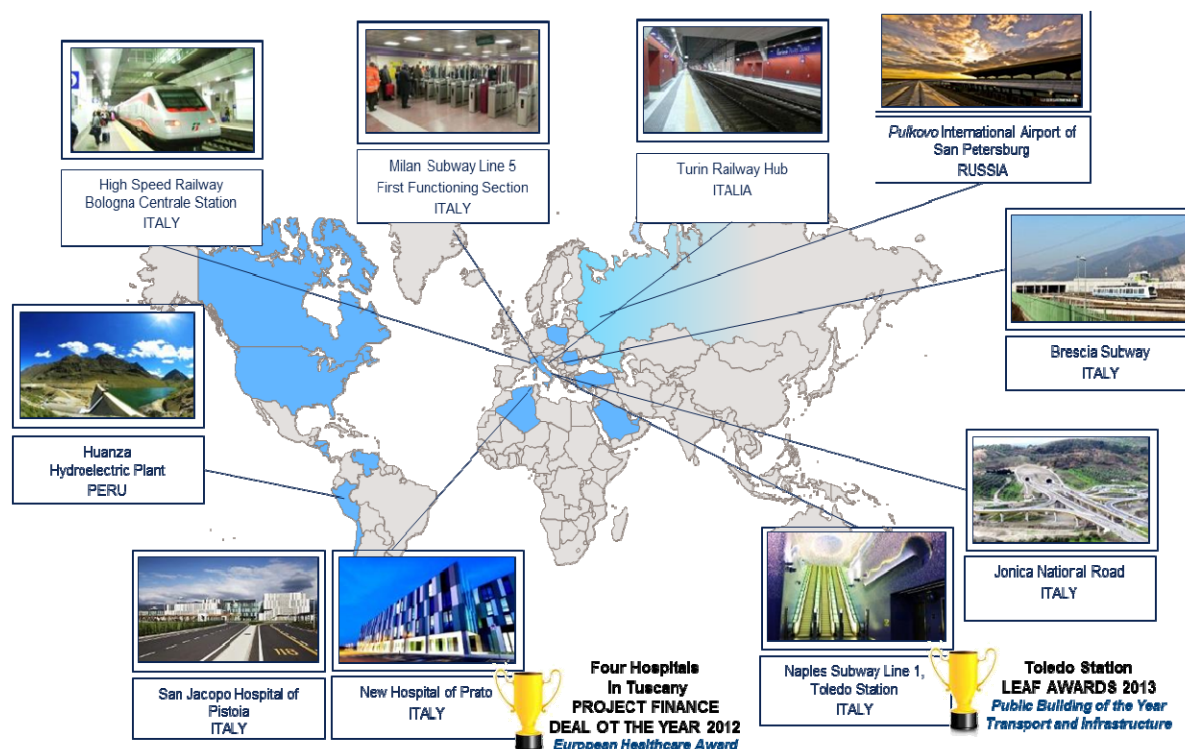
2013 IS THE TURNING POINT

STRONGER MARKET POSITIONING

- **Strong execution performance** on large and complex projects.
- **Risk management** policy guarantees a safe future.
- Consolidation in **new markets** such as Poland, Russia and Canada with high quality contracts .
- Russia – Canada – Turkey boosted production in Q4 2013 creating the foundation to accelerate production for 2014 and 2015 as planned
- In 2013, all major projects (€5,3B) have been launched, financed and will be completed on schedule.
 - Therefore, there are no external factors (except «force majeure») that can jeopardize reaching the operation phase of concession projects (2015)
 - **Every concession projects has been launched** on time and on budget

PROVEN OPERATIONAL TRACK RECORD

Major Projects delivered in 2013



DELIVERED in 2013:

- 20km of metro line
- 30 metro/railway stations
- 2 hospitals, 1,100+ beds
- 1 international airport

STARTED OPERATION in 2013:

- 6km of metro line, 9 stations
- 2 hospitals, 1,100+ beds
- 1 mining plant

2013 IS THE TURNING POINT

HIGH QUALITY ORDER BACKLOG

- **€21B Total Backlog** as of December 2013, with €13.3B already in execution
- **100% conversion rate from pipe-line to orders in execution**
- Total construction backlog represents **4x construction revenues for 2013**

High quality of the orders in backlog guarantee >9% EBIT margin over the life of the Business Plan

REACHED FINANCIAL CLOSING FOR A TOTAL AMOUNT €3.7B

- €1.4B related to Gebze-Orhangazi-Izmir Highway Phase 1 (55km-long stretch) in Turkey
- €2.3B related to Third Bridge on Bosphorus in Turkey, that will be the world's longest and widest suspended bridge

2013 IS THE TURNING POINT



INCREASED CASH GENERATION AS CONCESSION PORTFOLIO MATURES

- In 2013 started-up operation for 6km of the Milan Subway Line 5, 2 hospitals in Italy, 1 mining plant in Chile



STRONG ACCELERATION OF CONCESSIONS CONTRIBUTION TO THE GROUP'S INCOME STATEMENT

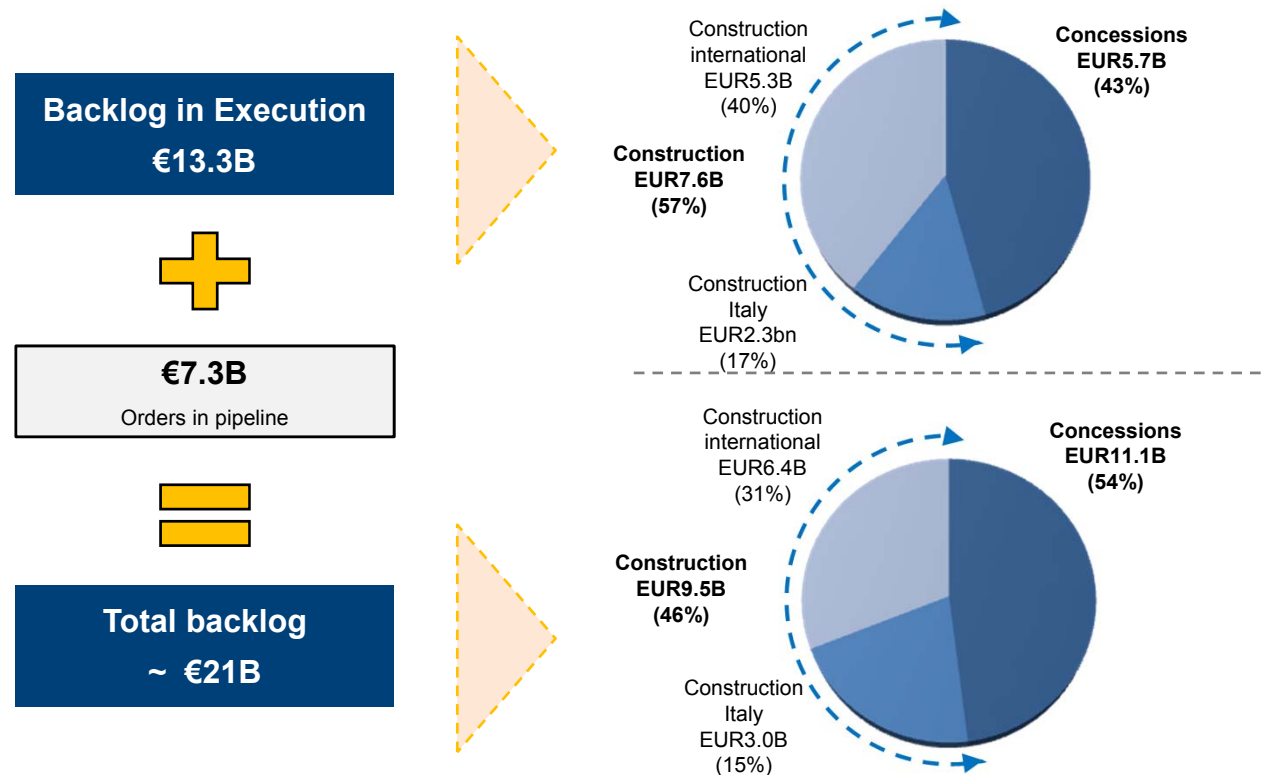
	2015	2016	2017	2020
Consolidation of Concessions at equity method	11	43	98	121



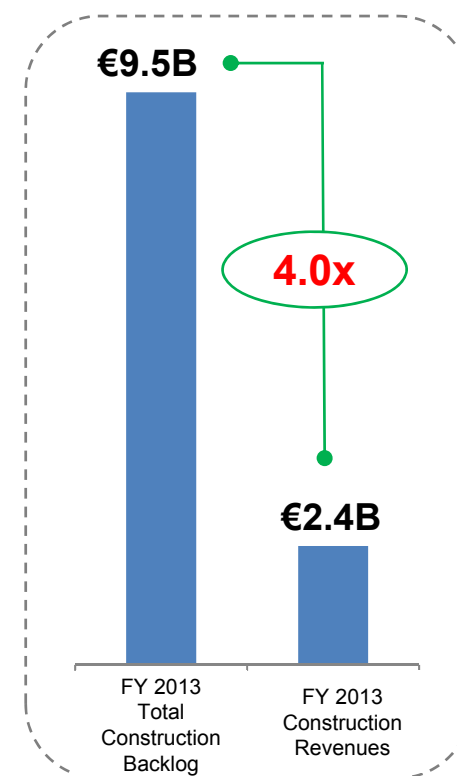
DISPOSAL OF CAR PARKS UNIT AT 12.5x 2013 EBITDA

100% CONVERSION RATE FROM PIPE-LINE TO ORDERS IN EXECUTION CONSTRUCTION BACKLOG ACCOUNTS FOR 4x REVENUES

Order Backlog in Execution vs. Total Backlog

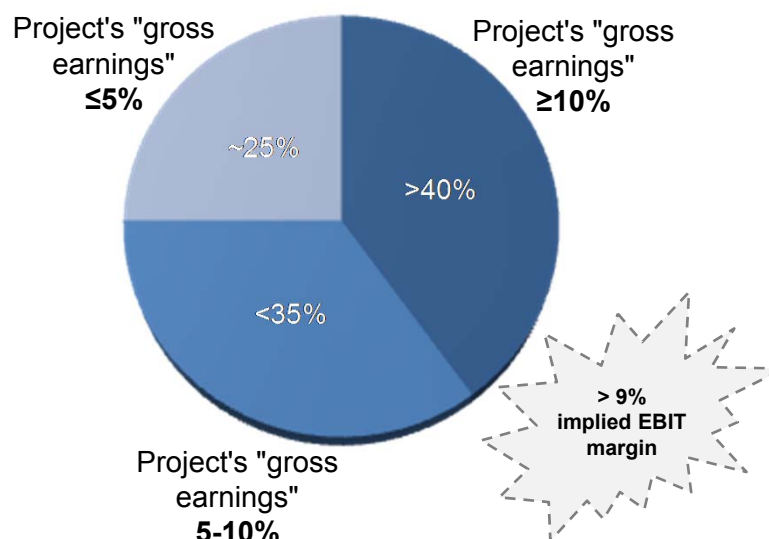


Backlog vs. Revenues



HIGH QUALITY ORDERS BACKLOG GUARANTEES SUSTAINABLE PROFITABILITY AT > 9% EBIT

Contracts analysis by margin



- Backlog quality improved over time as projects selection criteria are constantly re-assessed based on experience
- Minimum EBIT margin target of 7.5% for construction and IRR target of 13% for concessions
- Country, counterparty and partners risks analysed before tender process and during the life of the project

FURTHER STRENGTHENING OF GROUP GLOBAL PRESENCE

- ➔ New orders contracts increases for €5.5B for a total backlog in execution of €13.3B
- ➔ Successful opening of Canada with a CAD1B order in hydroelectric sector
- ➔ Consolidation of the activities in Russia
 - Pulkovo International Airport partially delivered in October
 - Construction works for the WHSD in St. Petersburg successfully started
- ➔ Successful start-up of construction activities in Turkey, following the financial close of the Third Bridge on Bosphorus and the Gebze-Orhangazi-Izmir Highway
- ➔ Increase of operations in Chile in tunneling in mining sector and good opportunities in the health care sector in project finance
- ➔ Scouting for new markets

€2.9B NEW ORDERS Construction

→ **TURKEY: €945mn**

- *Third Bosphorus Bridge: US\$2.5B (33.33% Astaldi share)*
- *Gebze-Orhangazi-Izmir Mortorway Phase-1: US\$2.3bn (17.75% Astaldi share)*

→ **CANADA: €822mn**

- *Muskat Falls Hydroelectric Project: CAD 1B (100% Astaldi)*

→ **EUROPE: €232mn**

- *Krakov-Balice International Airport, Poland: €72mn (100% Astaldi)*
- *Krakov-Balice Railway Project, Poland: €50mn (100% Astaldi)*
- *Nadlac-Arad Highway: Romania €56mn (50% Astaldi share)*

→ **SOUTH AMERICA: €139mn**

→ **USA (FLORIDA): €110mn**

€2.6B NEW ORDERS Concession

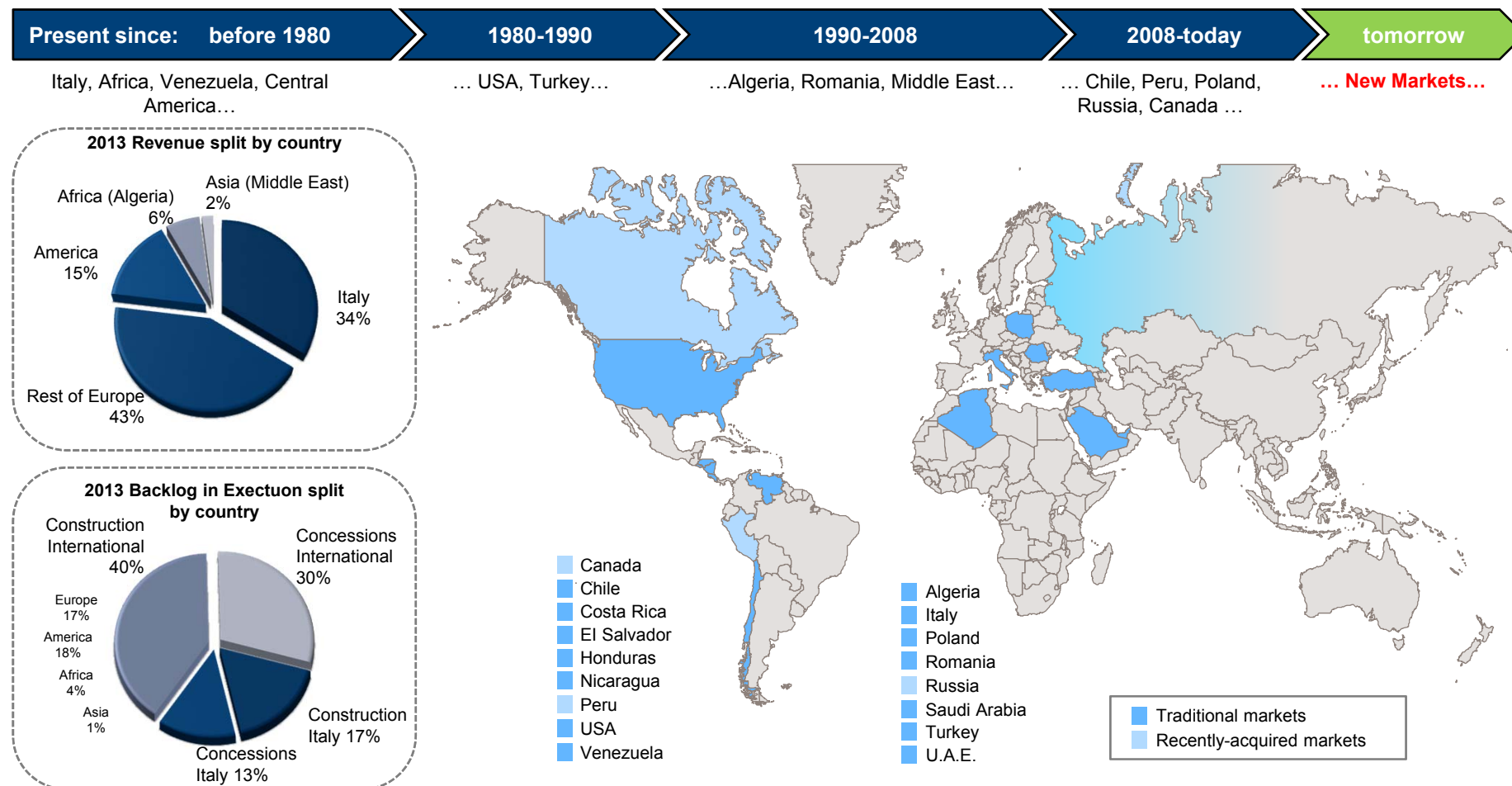
→ **TURKEY: approx.US\$3.6B**

- *Third Bosphorus Bridge: US\$4.7B (33.33% Astaldi share)*
- *Gebze-Orhangazi-Izmir Mortorway Phase-1: US\$11B (18.86% Astaldi share)*



FURTHER STRENGTHENING OF GROUP GLOBAL PRESENCE

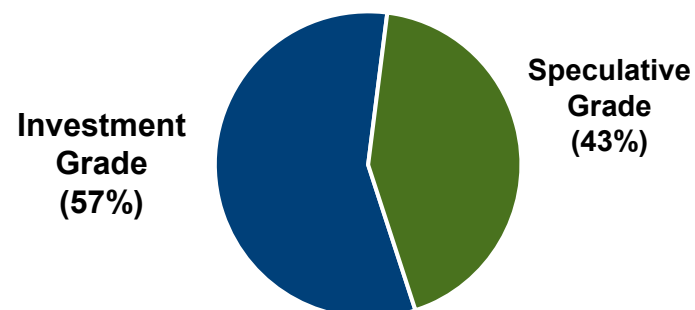
- More than 60% of revenues from outside Italy with increased contribution from Chile, Peru, Russia and Canada (in 2014)



IMPROVED RISK PROFILE OF THE GROUP

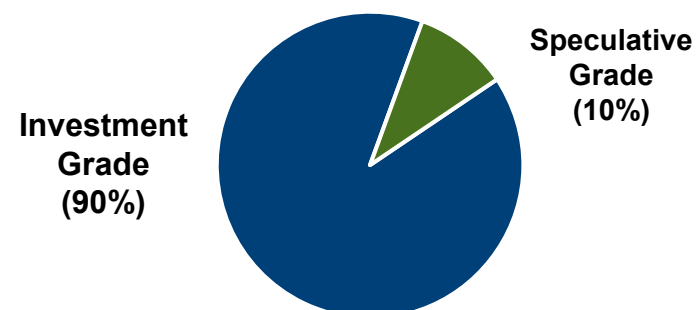
FY 2007

Revenues by risk profile

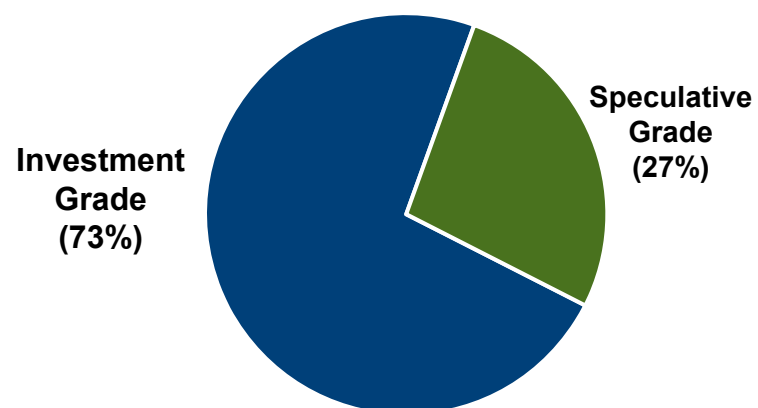


FY 2013

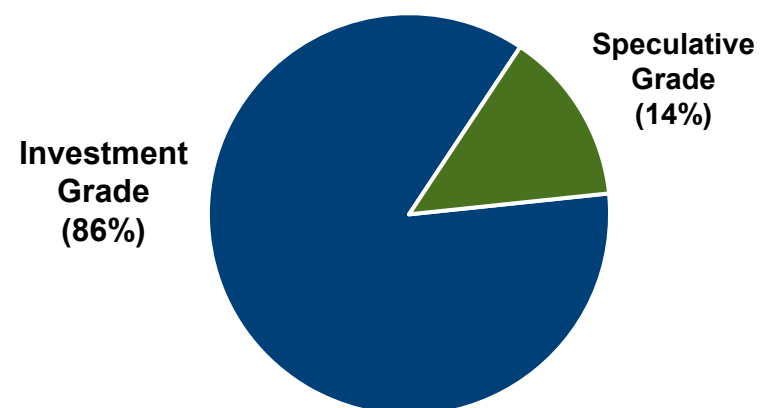
Revenues by risk profile



Backlog by risk profile



Backlog by risk profile



FOCUS ON...

TURKEY

- Financial close of two major concession projects – the Third Bridge on Bosphorous USD2.3B and the Gebze-Izmir Highway (Phase 1) USD1.4B
- As of today both projects are in execution for construction and in line with plan
- These contracts are: Finance, Design, Build, Operate and Transfer
- Both projects have been financed in US\$ and construction costs are both in US\$ and TRL
- Concession revenues:
 - TARIFFS have been fixed by contract in US\$: US\$ 0.050 tariff/Km and US\$ 35 tariff/bridge crossing.
 - These tariffs are fixed for the full life of the concession and are indexed to US CPI
 - Tariffs are applied in TRL at the exchange TRL/US\$ rate of the second day of January of every year

VENEZUELA

- Exposure to Venezuela further reduced in 2013 with revenues accounting for 1% of total revenues
- Active talks between Venezuelan and Italian Government representatives to support the Group's operations the country
- Positive outlook for resumption of payments in the short-term

DISPOSAL OF CAR PARKS UNIT AT 12.5x 2013 EBITDA

➔ **SUCCESSFUL DISPOSAL OF THE CAR PARK UNIT**

- Sale of 95% of the Car Park Unit
- Valuation at 12.5x 2013 EBITDA

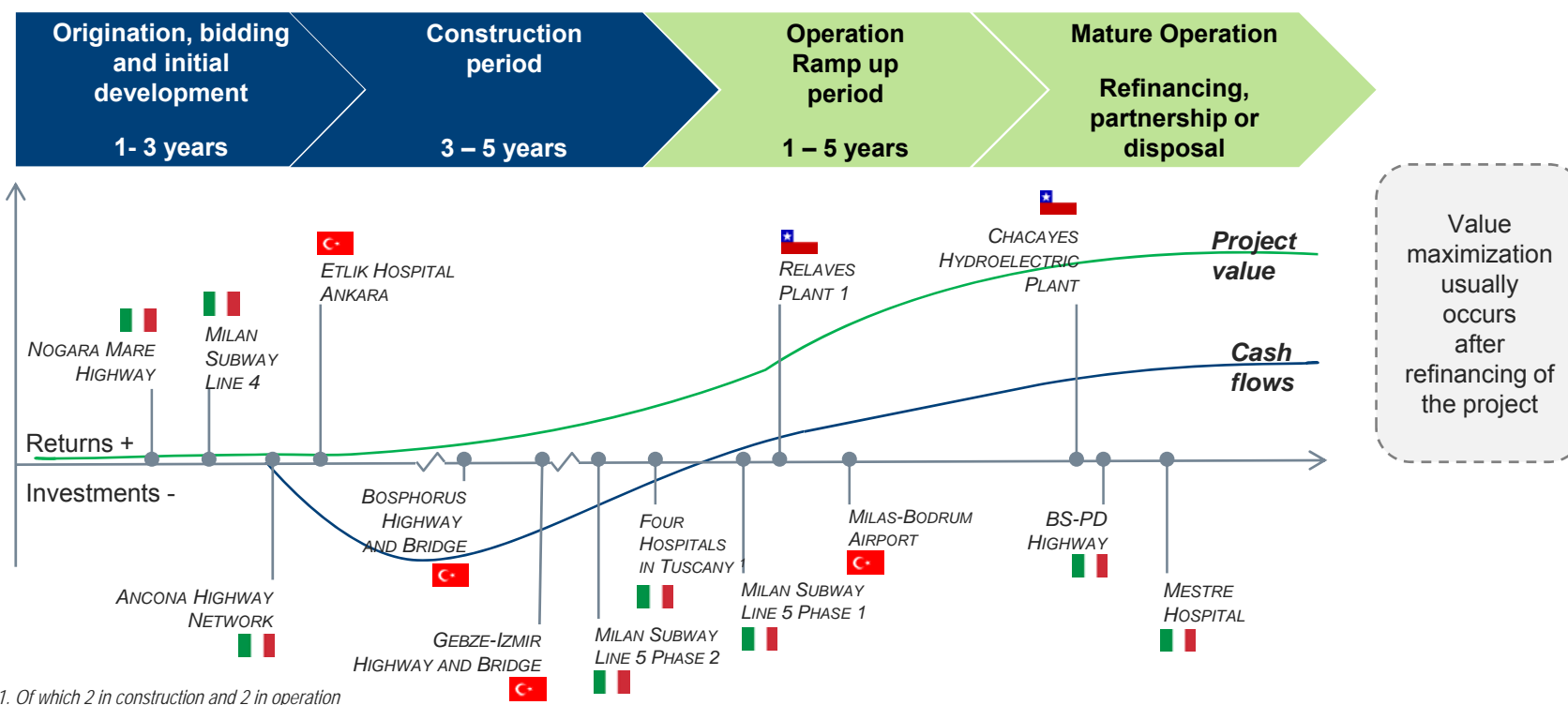
➔ This marks the first disposal of concession assets as outlined in the 2012-2017 Business Plan, which foresees the progressive valuation of Astaldi's concession portfolio

➔ The management of the concession portfolio is on “asset rotation” basis i.e. disposal to “crystallise” value but also to free-up capital to be re-invested in new projects

➔ Negotiations are being pursued on other assets both on a single basis and on a portfolio carve-out basis

INCREASED CASH GENERATION AS CONCESSION PORTFOLIO MATURES

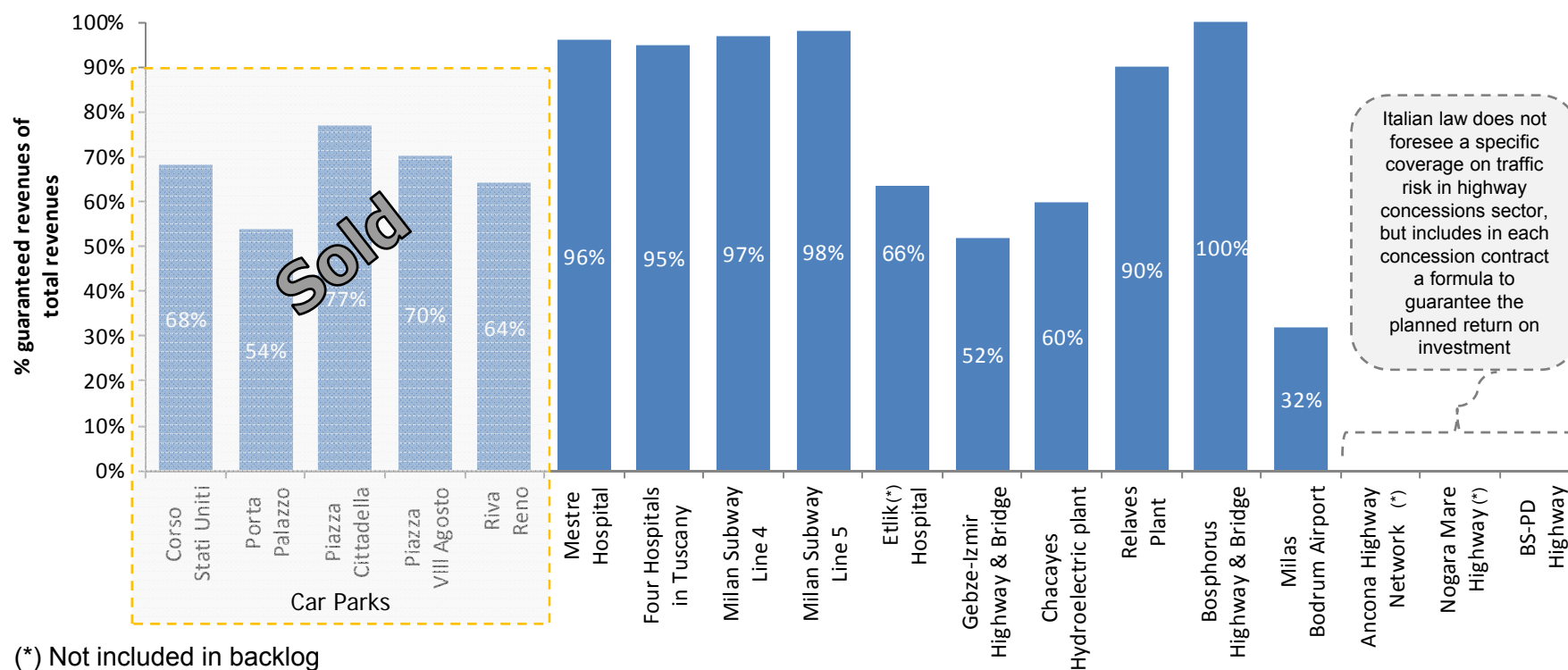
- In 2013 starting of operations at Milan Subway Line 5 Phase-1 and Prato and Pistoia Hospitals in Italy and Relaves Mining Plant in Chile
- In 2015/2016 all concession projects in construction today will start generating cash
- Monetisation opportunities under discussions for most of the mature investments



ATTRACTIVE CONCESSIONS RETURNS WITH LIMITED RISKS

- Most of our concessions includes minimum guaranteed revenues typically in the form of availability payments, which provide high visibility on returns and monetisation options

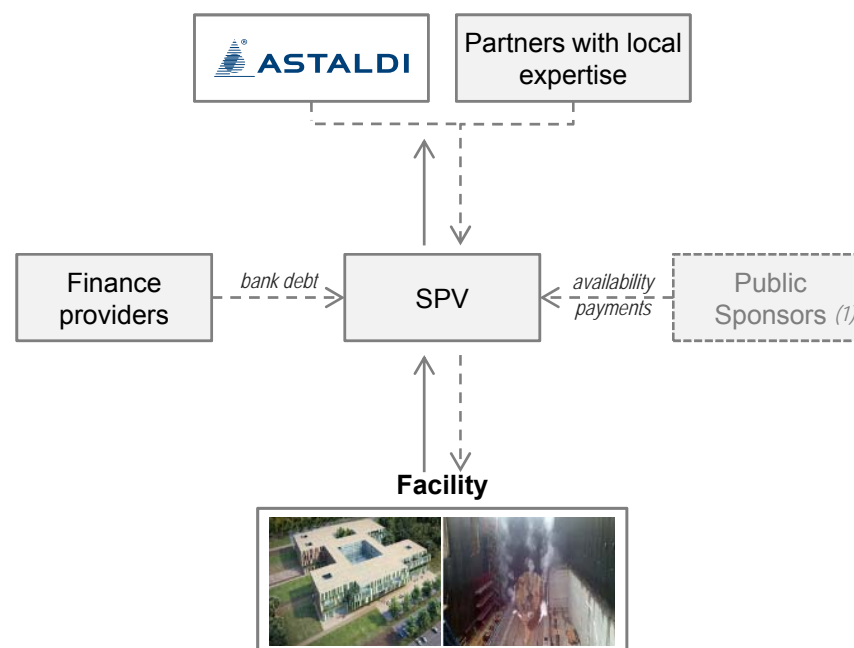
Concession returns and guaranteed revenues



CONCESSION PORTFOLIO DYNAMICALLY MANAGED

- Concession investments typically in the form of minority participations to optimise capital allocation and returns but with leading management role
- Current target of approx. €800 million investment to be dynamically managed through disposals and refinancing activities to ensure continued exposure to new opportunities

Typical concession participation



1. In case of a private-public partnership structure

STRONG IMPROVEMENT OF THE GROUP'S FINANCIAL STRUCTURE



STABILIZED USES AND SOURCES OF FUNDS UNTIL 2020

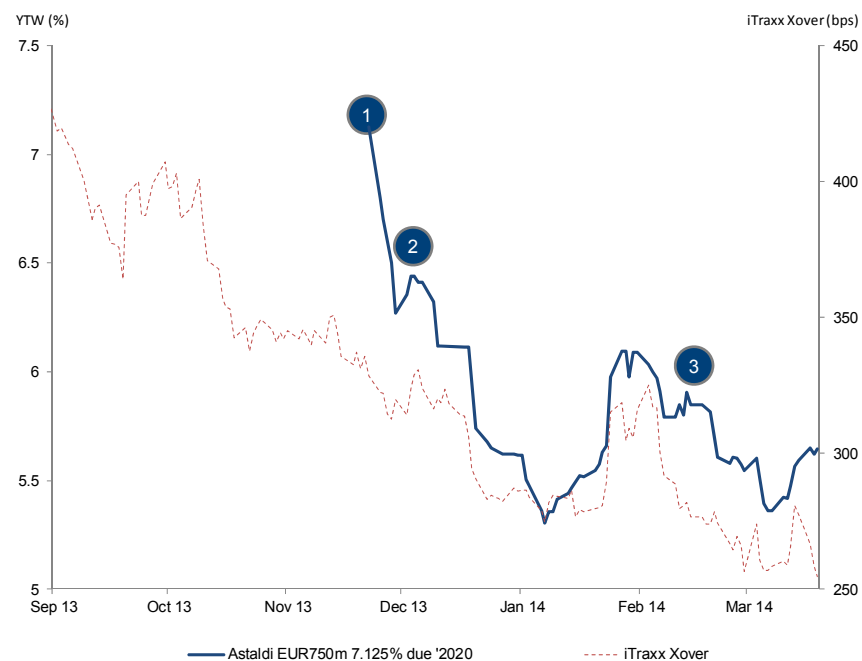
- 6.89% average cost of the bond issued when market conditions were less favourable than today



REFINANCING OF SHORT AND MEDIUM-TERM MATURITIES AND EXTENSION OF DEBT MATURITY PROFILE TO 2020

PROGRESSIVE REDUCTION OF BOND COST

x €130 million equity linked notes due 2019	<table> <tr><th>Issue</th><td>EUR130m</td></tr> <tr><th>Date</th><td>January 2013</td></tr> <tr><th>Issue price</th><td>100.00</td></tr> <tr><th>Coupon</th><td>4.50%</td></tr> </table>	Issue	EUR130m	Date	January 2013	Issue price	100.00	Coupon	4.50%
Issue	EUR130m								
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1 €500 million HY Bond	<table> <tr><th>Issue</th><td>EUR500m</td></tr> <tr><th>Date</th><td>27 November 2013</td></tr> <tr><th>Issue price</th><td>100.00</td></tr> <tr><th>Yield to maturity</th><td>7.125%</td></tr> </table>	Issue	EUR500m	Date	27 November 2013	Issue price	100.00	Yield to maturity	7.125%
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2 €100 million Tap 1	<table> <tr><th>Issue</th><td>EUR100m</td></tr> <tr><th>Date</th><td>02 December 2013</td></tr> <tr><th>Issue price</th><td>102.25</td></tr> <tr><th>Yield to maturity</th><td>6.716%</td></tr> </table>	Issue	EUR100m	Date	02 December 2013	Issue price	102.25	Yield to maturity	6.716%
Issue	EUR100m								
Date	02 December 2013								
Issue price	102.25								
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3 €150 million Tap 2	<table> <tr><th>Issue</th><td>EUR150m</td></tr> <tr><th>Date</th><td>11 February 2014</td></tr> <tr><th>Issue price</th><td>105.00</td></tr> <tr><th>Yield to maturity</th><td>6.210%</td></tr> </table>	Issue	EUR150m	Date	11 February 2014	Issue price	105.00	Yield to maturity	6.210%
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Date	11 February 2014								
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€750 MILLION BOND AVERAGE COST 6.89%									



Source: Bloomberg

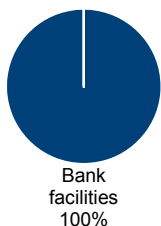
REFINANCING OF SHORT AND MEDIUM-TERM MATURITIES AND EXTENSION OF DEBT MATURITY PROFILE TO 2020

Maturity profile as of December 2013 pro forma for the €150m Feb-14 tap

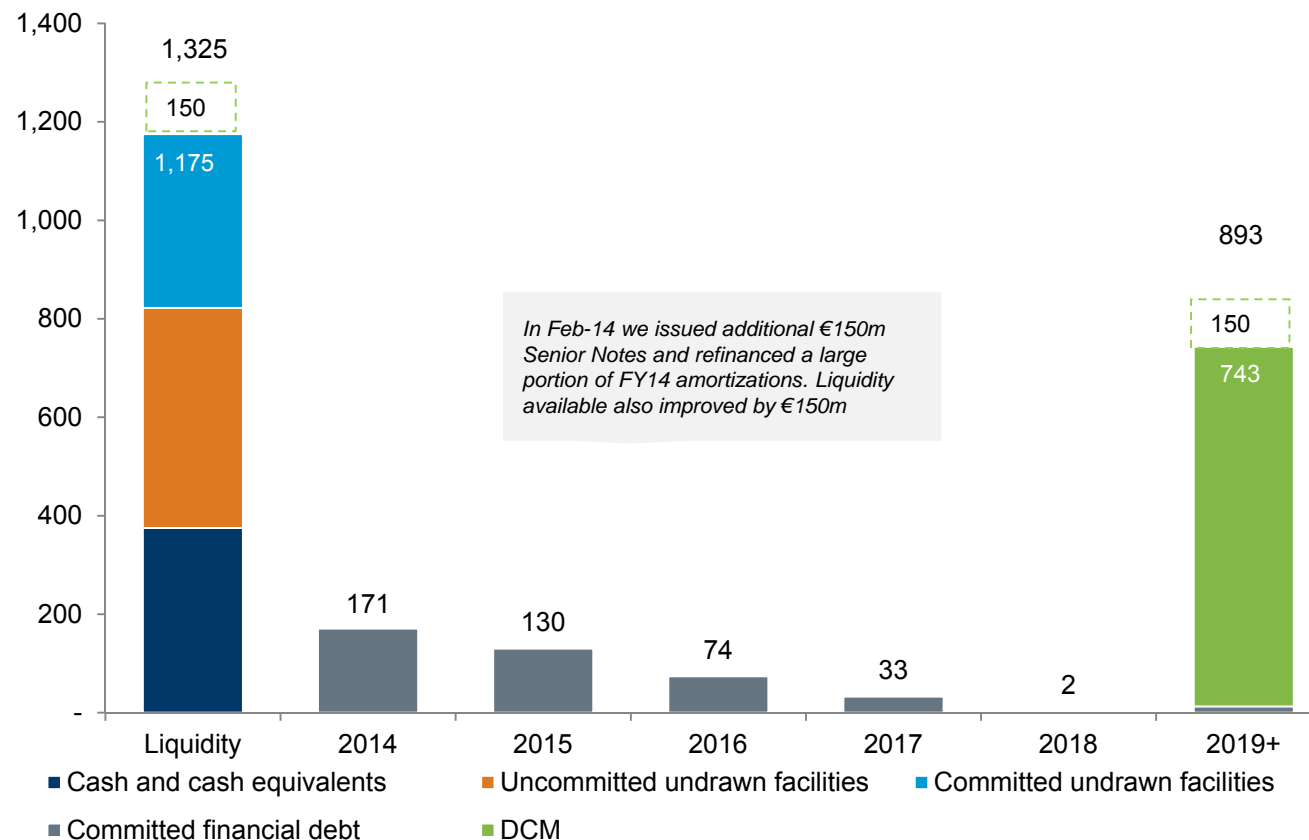
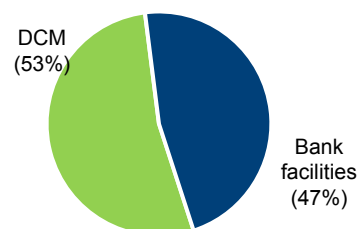
Data in €mm

Bank bond mix

Pre transactions



Post transactions



2013 RESULTS HIGHLIGHTS

FY 2013 RESULTS Main items €mn		FY 2013	FY 2012	Y/Y CHANGE (%)
Total revenues	1	2,519.7	2,456.9	+2.6%
EBITDA		324.0	264.5	+22.5%
EBITDA Margin		12.9%	10.8%	
EBIT	2	235.9	211.8	+11.4%
EBIT Margin		9.4%	8.6%	
Net financial charges	3	(103.7)	(85.1)	+21.8%
% on revenues		-4.1%	-3.5%	
EBT		138.6	129.8	+6.7%
EBT Margin		5.5%	5.3%	
Net income		75.2	74.1	+1.5%
Net margin		3.0%	3.0%	

1 Revenues supported by:

- Strong contribution from acceleration in Q4 2013 of construction activities in Russia, Turkey, Poland
- €27 mn from concessions in Italy (3 hospitals, 5 car parks) and Turkey (1 airport)

2 Strong increase in margin:

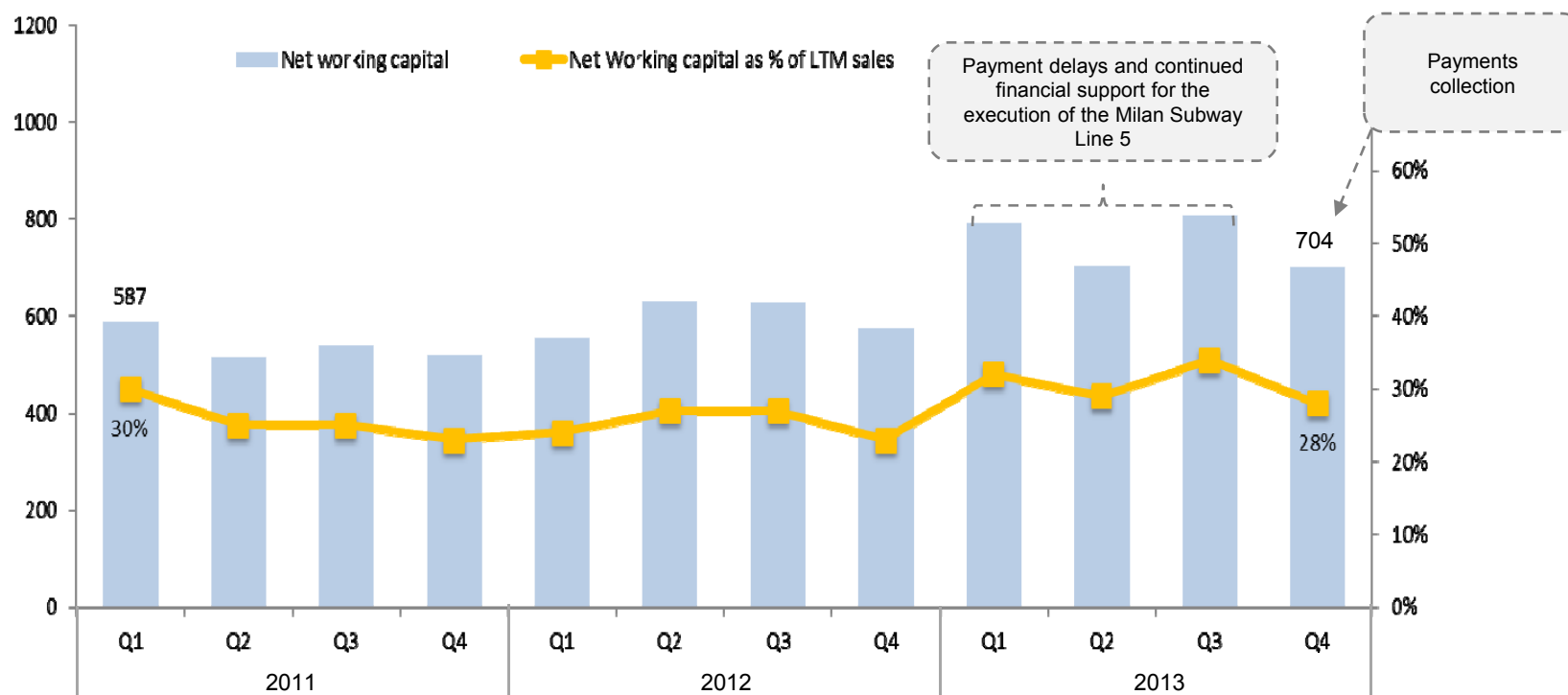
- Increase mainly due to Transport Infrastructures
- Impairment losses, mainly due to Milas-Bodrum Airport

3 Net financial charges increase, mainly due to:

- Higher average debt level
- Bond issue cost
- One-off negative effects from F/X translation

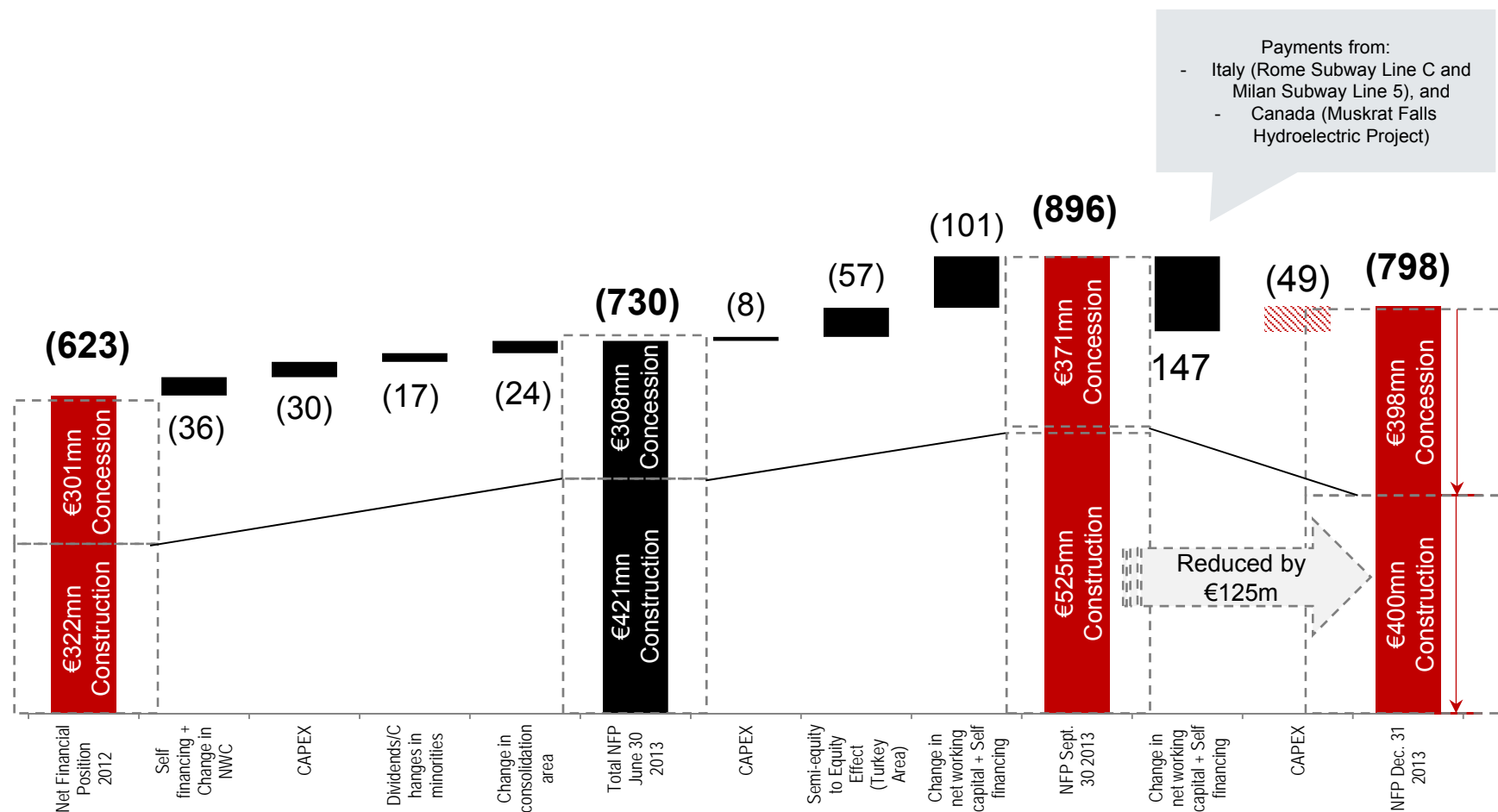
2013 RESULTS HIGHLIGHTS

➔ GOOD PERFORMANCE IN WORKING CAPITAL



➔ 2013 trend reflecting payment delays on specific projects (italy), which have partially been collected in Q4 2013

2013 NET FINANCIAL POSITION



2013 BALANCE SHEET

FY 2013 RESULTS	FY 2013	FY 2012
Main items		
€mn		
Total non-current assets	731.3	642.7
Working capital	704.1	575.2
Total funds	(30.6)	(37.9)
NET INVESTED CAPITAL	1,404.9	1,179.9
Total financial liabilities/receivables	(800.9)	(626.0)
NET EQUITY	603.9	553.9

APPENDIX

BACKLOG IN EXECUTION COMPRISED OF DIVERSIFIED HIGH QUALITY PROJECTS

		Year ending				Dec-2013 backlog (EUR/'000)
		2014	2015	2016	>2016	
International backlog	Russia - Pulkovo International Airport in St. Petersburg	✓				40.2
	Poland - Warsaw Subway Line 2	✓				86.9
	Venezuela - Puerto Cabello-La Encrucijada Railway				✓	681.8
	Venezuela - Chaguaramas-Cabruta Railway				✓	141.1
	Algeria - Saida-Moulay Slissen Railway			✓		279.3
	Venezuela - San Juan de Los Morros-San Fernando de Apure Railway				✓	381.3
	Turkey - Gebze-Orhangazi-Izmir Motorway (Phase 1)		✓			164.2
	Chile - Chuquicamata Mining Project - Contract 1		✓			79.2
	Romania - Bucharest Subway Line 5				✓	78.3
	Algeria - Saida Tiaret Railway			✓		186.2
	Peru - Cerro del Aguila Hydroelectric Project			✓		190.9
	Poland - Warsaw Railway Project		✓			102.1
	Chile - Chuquicamata Mining Project - Contract 2		✓			83.4
	Russia - Western High-Speed Diameter in St. Petersburg			✓		815.3
	Turkey - Third Bosphorus Bridge		✓			535.9
	Poland - Krakow-Balice International Airport		✓			65.2
	Romania - Metro Bucharest Line 4			✓		41.2
	Other					604.2
		Total Construction International				5,313
		Total Backlog International				9,253
Italian backlog	Turin Railway Hub	✓				9.1
	Milan Subway Line 5 - Phase 1	✓				1.2
	Rome Subway Line C - Phase 1		✓			40.3
	Four Hospitals in Tuscany	✓				12.5
	Bologna H-S Railway Station				✓	35.2
	Parma - La Spezia Railway		✓			17.3
	"Infraflegrea" Project in Naples		✓			30.8
	Pedemontana Lombarda Highway	✓				32.8
	School of Police Officers in Florence	✓				39.4
	Milan Subway Line 5 - Phase 2		✓			114.6
	New hospital in Naples			✓		131.1
	Milan Subway Line 4		✓			469.9
	Rome Subway Line C - T3 phase				✓	195.5
	Jonica National Road (Lot "DG-41")				✓	780.5
	Rome Subway Line C - T2 phase				✓	218.7
	Other					150.9
		Total Construction Italy				2,280
		Total Backlog Italy				4,069

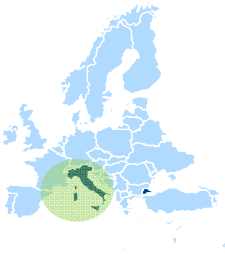

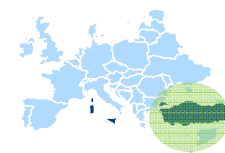



1. Include EUR3.8bn of concession backlog

2. Include EUR2.0bn of concession backlog

A HIGH-QUALITY CONCESSION PORTFOLIO

- Over €500mn invested so far in 18 concession projects

Concession portfolio by country

		Name	Stake	Phase	Expiry date	Counterparty	Counterparty ratings S&P	Moody's
<div>Italy</div> <div></div>	1-5	5-car parks in Italy	100%	Sold	2040-79 ⁽¹⁾	Municipalities	n/a	n/a
	6	Mestre Hospital	37% ⁽²⁾	Operational	2032	Veneto region	NR	Baa2
	7	Bs-Pd highway ⁽³⁾	11.7%	Operational	2026	Italy	BBB	Baa2
	8	Milan Subway line 5	38.7%	Operational / Construction	2040	Municipality of Milan	BBB	Baa2
	9	4 hospitals in Tuscany	35%	Operational / Construction	2033	Tuscany region	NR	NR
	10	Milan subway line 4	9.7%	To be financed	2040	Municipality of Milan	BBB	Baa2
	11	Nogara Mare Highway	23%	To be financed	40yrs f.s.c. ⁽⁵⁾	Italy	BBB	Baa2
	12	Ancona Highway Network	24%	To be financed	2048	Italy	BBB	Baa2
<div>Turkey</div> <div></div>	13	Milas Bodrum Airport	100%	Operational	2015	Turkey	BB+	Baa3
	14	Bosphorus Highway and Bridge	33.3%	In construction	2024	Turkey	BB+	Baa3
	15	Gebze-Izmir Highway and Bridge	18.9%	In construction	2034	Turkey	BB+	Baa3
	16	Etlık Hospital in Ankara	51%	To be financed	2042	Turkey	BB+	Baa3
<div>Chile</div> <div></div>	17	Relaves Plant	55%	Operational	2032	Chilectra (Endesa)	BBB+	Baa2
	18	Chacayes Hydroelectric Plant	27.3%	Operational	Perpetual	Codelco	AA-	A1

1. Riva Reno – 2040, Piazza Cittadella – 2048, Piazza VIII Agosto – 2058, Porta Palazzo – 2076, Corso Stati Uniti - 2079

2. Combined stake by Astaldi and Astaldi Concessioni

3. The Bs-Pd highway concession is an investment initiative, but is not included in our portfolio

4. From start of contract



Sede Centrale

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