



3rd Bridge on Bosphorus, Turkey

2015 Nine Months Results

Rome - November 11, 2015



2015 Nine Months Results – Highlights

- ❑ The Group strategic choice is to operate as a specialist in sectors/projects with a high technological content – It has a consolidated leadership in construction and management of landmark infrastructure projects.
- ❑ Astaldi in global contractor rankings stands 3rd for bridges, 7th for airports, 8th in the hydroelectric segment, 12th for undergrounds and 25th for healthcare construction.
- ❑ Today, Astaldi is one of the Top-100 International Contractor
- ❑ Astaldi has, thus, a strong competitive positioning in market segments with higher margins

- ❑ Total Revenues at EUR 2.1 billion up 11.6%; full year guidance +10%
- ❑ EBITDA margin at 11.7%, with EBITDA up 11.2% to a 242.8 million
- ❑ EBIT margin at 9%, with EBIT up 8.2% at EUR 185 million; full year guidance approx. 9%
- ❑ Net income at EUR 76 million up +25,7%; full year guidance +10%

2015 Nine Months Results – Highlights

- ❑ New Orders for over EUR 5.6 billion (EUR 3 billion for the FY 2014)
- ❑ Total Order Backlog at EUR 27 billion, of which:
 - ❑ Backlog in execution at EUR 17.5 billion
 - ❑ EUR 9.3 billion to be finalized
- ❑ In the nine months Investments made for EUR 167 million:
 - ❑ EUR 30 million of fixed capex
 - ❑ EUR 137 million in concessions
- ❑ Net Financial Position at EUR 1,151.8 million; in line with the full year guidance



2015 Nine Months Results – Focus

☐ Venezuela:

- ☐ Production relates to «maintenance» works; revenues from Venezuela are planned to account for app. 1-2% of Group's revenues for 2015
- ☐ Payments from Venezuela have pursued in 2015 although at a slower pace when compared to 2014. Most of the payments collected are in local currency which will be used to cover local costs.
- ☐ As of September 30 2015, Astaldi receivables from Venezuela amount to approx. EUR 282 million
- ☐ A charge of 36 million EUR has already been accounted in December 2014 to cover local currency risk which is being continuously monitored

☐ Turkey:

- ☐ The November 2015 elections resulted in a more stable political scenario going forward
- ☐ From the Group's local perspective, the situation was never perceived as uncertain and the elections outcome adds confidence on the implementation of the Country's development programs

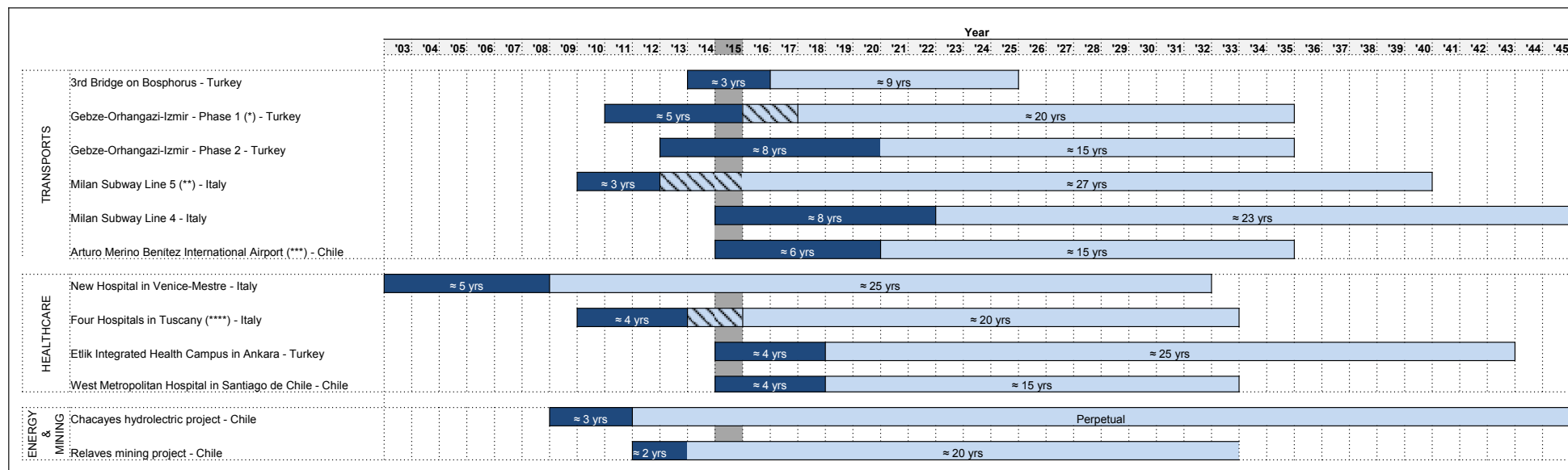
Update on the Asset Disposal

- ❑ The process of valorization of the Group's concession assets is in progress and is being pursued on parallel tracks through:
 - ❑ Creation of a fund for a larger group of assets
 - ❑ Single asset disposal

- ❑ As of today:
 - ❑ In order to allow for the Turkish political scenario to stabilize, the Group has decided to launch the fund after the Turkish elections outcome as from an international perspective, the Turkish upcoming elections were perceived as an element of instability

 - ❑ In the mean time, work has been done aimed at increasing asset valuation:
 - ❑ All projects are on time for completion of construction and start of operations
 - ❑ The concession on the Third Bridge on the Bosphorous has been extended by 530 days
 - ❑ Refinancing on the Four Hospitals in Tuscany is almost completed

Update on the Asset Disposal



Legenda:

- Construction Period
- Operation Period
- Please, refer to following notes.

Notes:

(*) Phase 1 - end of construction in 2016. Phase IIA - end of construction in 2017

(**) Phase 1 (Garibaldi-Zara-Bignami stretch) in operation starting from 2013 for Zara-Bignami stretch and from 2014 for Garibaldi-Zara; Phase 2 (Garibaldi-San Siro) in operation starting from 2015

(***) Operation started in October 1st 2015

(****) Prato and Pistoia hospitals in operation starting from 2013. Lucca hospital in operation starting from 2014. Start of operation for Massa-Carrara hospital planned for November 2015.

Update on the Asset Disposal

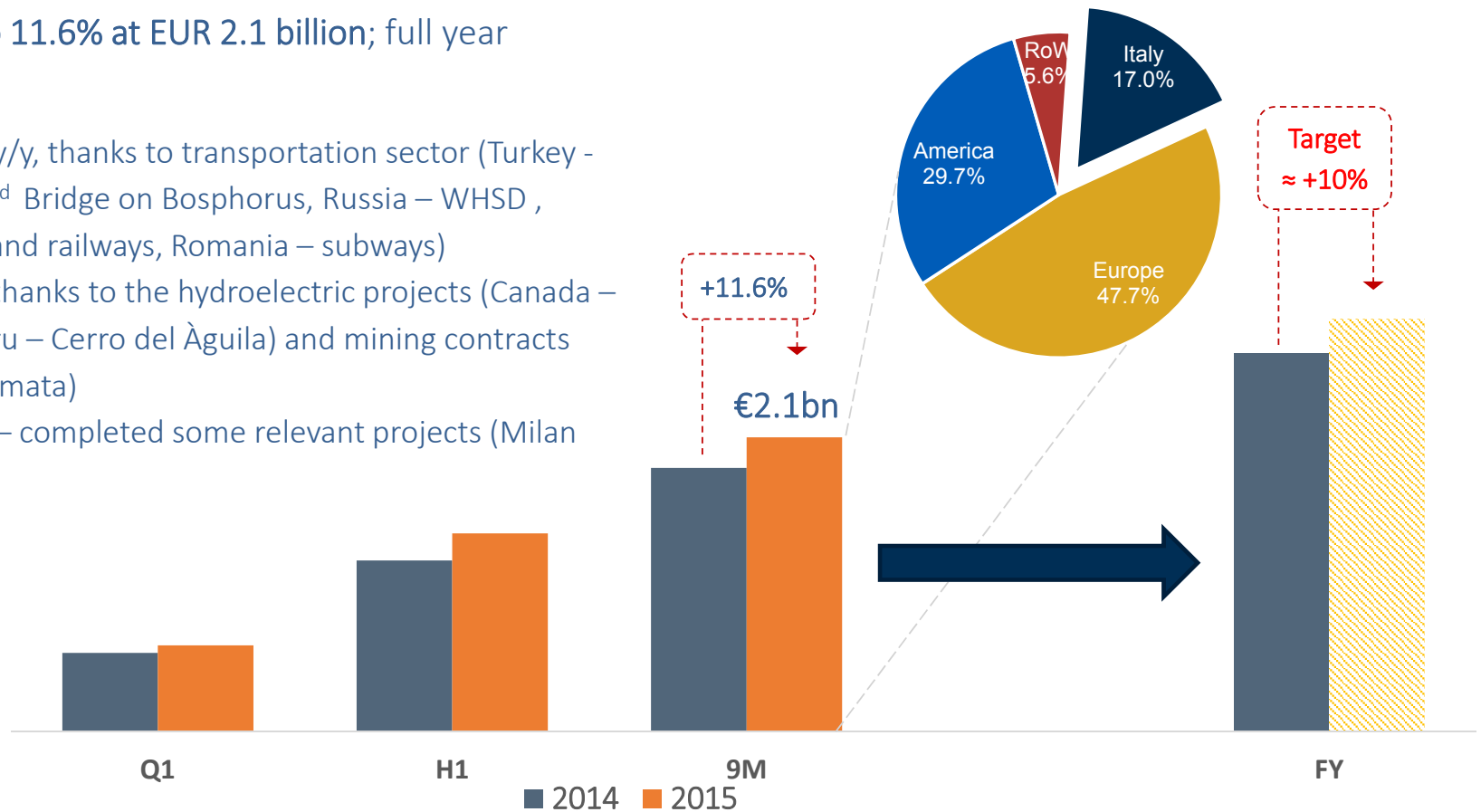
- ❑ A4 Holding is the only brown-field asset in the portfolio in which the Group invested with an industrial strategy perspective: access to new green-field highway investments (Nogara Mare Highway) and increase Group's technical know-how in highway operation processes to be applied to other markets (Turkey)
- ❑ All the other assets are green-field in which the Group decided to invest with the dual strategy of a short-term industrial return, followed by an economic and financial return through valorization/disposal
- ❑ 4 offers were shortlisted for the the majority stake of A4 Holding (Astaldi together with Banca Intesa stakes). An exclusivity period was granted to one of the offers and the due diligence process is still ongoing for which an outcome is expected by year end.
- ❑ There also are other M&A options.

Operational Update

Production Ramping-Up

❑ 9M Total Revenue up 11.6% at EUR 2.1 billion; full year guidance +10%

- Europe: +17.2% y/y, thanks to transportation sector (Turkey - GOI Motorway, 3rd Bridge on Bosphorus, Russia – WHSD , Poland – airport and railways, Romania – subways)
- America: +49.4, thanks to the hydroelectric projects (Canada – Muskrat Falls, Peru – Cerro del Àguila) and mining contracts (Chile – Chuquicamata)
- Italy: -27.3% y/y – completed some relevant projects (Milan Subway Line 5)



Next Months Priorities

- ☐ GOI Highway Phase 1 – Turkey
- ☐ Approx. 90% completed
- ☐ Start of operation: H1 2016
- ☐ End of total works: H1 2019



- ☐ 3° Bridge on Bosphorus – Turkey
- ☐ 90% completed
- ☐ Start of operation: H2 2016



- ☐ WHSD in St. Petersburg – Russia
- ☐ 82% completed



- ☐ Muskrat Falls Hydroelectric Project – Canada
- ☐ Over 40% completed



H1 2015

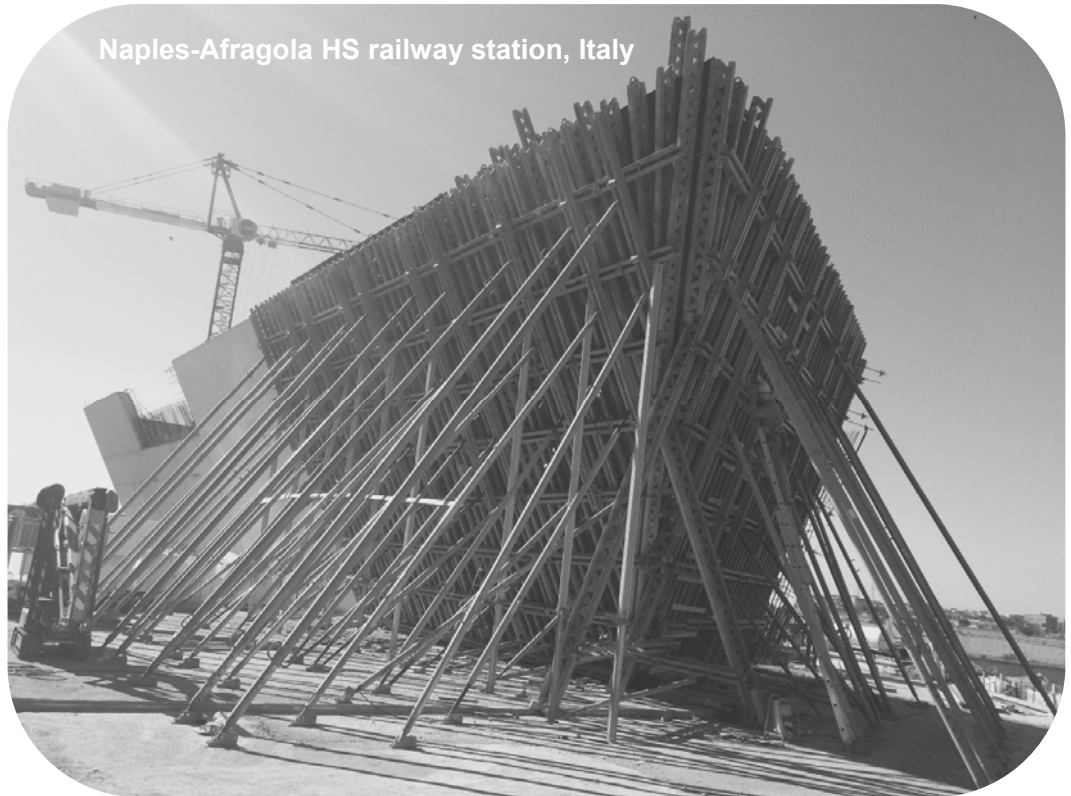
H2 2015

H1 2016

H2 2016

Italy – Outlook

- ❑ Verona-Padua HS-HC railway line (Verona-Vicenza stretch)
- ❑ In October, the Customer (“RFI”) consigned the final design drawn up by “Consorzio IRICAV 2” (Astaldi holds a 37.49% stake) to the Ministry of Infrastructures and Transport – start of activities in H2 2016.
- ❑ Jonica National Road, Lot DG-41 – design approval to be finalized in 2016
- ❑ Positive revenue contribution from «Quadrilatero» motorway project, Naples-Afragola HS railway station
- ❑ Projects to be completed within the next months – New Hospitals in Naples, School of Police Officers in Florence
- ❑ Start of operation phase – Massa-Carrara (november 2015)



New Orders & Backlog

❑ New Orders for over EUR 5.6 billion (EUR 3 billion for the FY 2014)

- Turkey – EUR 3.4 billion
- Russia – EUR 0.5 billion
- Poland – EUR 0.4 billion
- North & South America – EUR 0.5 billion
- Italy – EUR 0.6 billion



Backlog

- ❑ Total Order Backlog at EUR 27 billion, of which:
 - ❑ Backlog in execution at EUR 17.5 billion
 - ❑ Further EUR 9.3 billion orders to be finalized
- ❑ Construction Backlog average life: 3.5-4 years



2015 Nine Months Results – Economic Performance

MAIN ITEMS (EUR / million)	9M 2015	9M 2014	Y/Y CHANGE (%)
Total Revenues	2,066.7	1,851.9	+11.6%
EBITDA	242.8	218.4	+11.2%
<i>EBITDA Margin</i>	<i>11.7%</i>	<i>11.8%</i>	
EBIT	185.0	171.0	+8.2%
<i>EBIT Margin</i>	<i>9.0%</i>	<i>9.2%</i>	
Net Financial Charges	(119.6)	(90.4)	+32.3%
Income from Equity Participations	42.2	17.9	n.m.
EBT	107.6	98.5	+9.2%
Net income	76.0	60.5	+25.7%

- ❑ Revenues – Relevant increase in production in foreign markets (Russia, Canada, Turkey, Poland, Chile).
- ❑ EBIT margin at 9% sustainable over the L/T
- ❑ Net Financial Charges include EUR 11 million costs linked to the bond, but also F/X effects
- ❑ Income from Equity Participations at EUR 42.2 million

2015 Nine Months Results – BS Main Items

MAIN ITEMS (EUR / million)	9M 2015	FY 2014	9M 2014
Total Non-Current Assets	917.9	790.2	755.2
Working Capital	842.7	616.7	972.4
Total Funds	(22.5)	(23.0)	(27.0)
NET INVESTED CAPITAL	1,738.2	1,383.9	1,700.6
NFP (<i>gross of own shares</i>)	(1,157.5)	(803.8)	(1,107.8)
NET EQUITY	580.7	580.1	592.8
Total Net Financial Position	(1,151.8)	(798.7)	(1,104.7)

- ❑ **Fixed CAPEX** for the period at EUR 30 million, mainly referring to Canada, Russia, Chile, Italy, Poland.
- ❑ **Concessions Investments for the period** at EUR 137 million
- ❑ **Working Capital** – In the 9 months it has shown a healthy performance supporting production especially in Turkey, Poland and Canada; amounts due from customers have decreased mainly relating to subway projects in Italy, payments on accounts from customers have decreased as a result of the production progress in Russia and Algeria and payables to suppliers have remained stable in order to achieve a higher level of productivity especially in Turkey
- ❑ **Equity** reflects temporary changes in hedging instruments, in foreign currency conversion and dividends distribution amounting to EUR 19.5 million. The rouble and Turkish Lira have experienced revaluation as from October 2015.

APPENDIX

2015 Nine Months Results – Consolidated Income Statement

<i>EUR/000</i>	30/09/2015		30/09/2014	
Revenue	1,975,050	95.6%	1,771,511	95.7%
Other operating revenue	91,697	4.4%	80,347	4.3%
Total revenue	2,066,747	100.0%	1,851,858	100.0%
Cost of production	(1,394,257)	-67.5%	(1,328,253)	-71.7%
Added value	672,490	32.5%	523,604	28.3%
Personnel expenses	(405,669)	-19.6%	(289,757)	-15.6%
Other operating costs	(24,009)	-1.2%	(15,465)	-0.8%
EBITDA	242,813	11.7%	218,382	11.8%
Amortisation and depreciation	(57,102)	-2.8%	(47,347)	-2.6%
Provisions	(554)	0.0%	()	0.0%
Write-off	(120)	0.0%	(150)	0.0%
(Capitalisation of internal construction costs)		0.0%	127	0.0%
EBIT	185,038	9.0%	171,011	9.2%
Net financial charges	(119,588)	-5.8%	(90,408)	-4.9%
Income from SPVs - equity accounting	42,176	2.0%	17,917	1.0%
Pre-tax profit	107,625	5.2%	98,520	5.3%
Taxes	(32,323)	-1.6%	(36,453)	-2.0%
Profit from continuing operations	75,302	3.6%	62,067	3.4%
Profit (loss) arising from operations related to disposal groups		0.0%	(2,006)	-0.1%
Profit for the year	75,302	3.6%	60,061	3.2%
Profit attributable to non-controlling interests	739	0.0%	452	0.0%
Group net profit	76,041	3.7%	60,513	3.3%

2015 Nine Months Results – Consolidated Balance Sheet

	30/09/2015	31/12/2014	30/09/2014
Intangible assets	50,142	32,555	43,144
Property, Plant and Equipment	216,214	224,165	215,329
Investments	542,650	436,909	417,871
Other net non-current assets	108,936	96,568	78,852
Non-current assets (A)	917,942	790,197	755,197
Inventories	76,457	64,870	62,015
Contract work in progress	1,274,326	1,165,348	1,397,831
Trade receivables	46,177	52,299	61,523
Receivables from Customers	763,092	850,742	901,026
Other assets	224,746	183,793	210,755
Tax receivables	127,669	97,834	102,251
Payments on account from Customers	(397,337)	(589,785)	(654,320)
Subtotal	2,115,130	1,825,101	2,081,081
Trade payables	(105,247)	(68,777)	(80,964)
Payables to suppliers	(811,638)	(817,430)	(728,228)
Other liabilities	(355,546)	(322,180)	(299,447)
Subtotal	(1,272,430)	(1,208,387)	(1,108,638)
Working capital (B)	842,700	616,714	972,443
Employee benefits	(8,576)	(9,595)	(8,891)
Provisions for non-current risks and charges	(13,901)	(13,407)	(18,117)
Total Funds (C)	(22,477)	(23,002)	(27,008)
Net invested capital (D) = (A) + (B) + (C)	1,738,165	1,383,910	1,700,632
Cash and cash equivalents	464,819	530,212	407,330
Current financial receivables	36,291	20,870	23,028
Non-current financial receivables	236,215	170,933	136,075
Securities	1,032	1,396	1,430
Current financial liabilities	(607,831)	(387,587)	(582,029)
Non-current financial liabilities	(1,318,641)	(1,164,266)	(1,117,570)
Net financial liabilities (E)	(1,188,116)	(828,442)	(1,131,736)
Receivable rights from concessions	30,606	24,589	23,958
Total financial liabilities (F)	(1,157,510)	(803,854)	(1,107,778)
Equity attributable to owners of the Parent	(574,543)	(574,058)	(586,862)
Equity attributable to non-controlling interests	(6,112)	(5,998)	(5,993)
Equity (G) = (D) - (F)	580,656	580,056	592,854

2015 Nine Months Results – Net Equity (Details)

(euro/000)	30.09.2015	31.12.2014	30.09.2014
Share Capital	195,298	195,057	195,899
Reserves	463,043	399,744	400,646
Profit for the period	76,041	81,559	60,513
Minorities	6,112	5,998	5,993
Total Net Equity	740,494	682,358	663,051
Cash-flow Hedge Reserves	(72,286)	(49,767)	(46,346)
Translation Reserves	(87,553)	(52,535)	(23,850)
Net Equity	580,656	580,056	592,854

2015 Nine Months Results – Cash flows

(EUR/000)	30/09/2015	30/09/2014
Cash flows generated (absorbed) from operating activities	(207,020)	(182,010)
Cash flows used in investing activities	(195,658)	(46,181)
Cash flow from financing activities	337,285	261,688
NET INCREASE (DECREASE) IN CASH AND CASH EQUIVALENTS (A+B+C)	(65,393)	33,497
CASH AND CASH EQUIVALENTS AT START OF PERIOD	530,212	373,833
CASH AND CASH EQUIVALENTS AT END OF PERIOD	464,819	407,330



HEADQUARTERS

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