

The Board of Directors has approved the quarterly report and has examined the preliminary results for the first half of 2003

## ASTALDI, FIRST-HALF TOTAL REVENUES UP 9\% to €427 MILLION EARNINGS UP 69\% to €16 MILLION

- New orders for around $€ 1,400$ million, orders portfolio amounting to $€ 4,421$ million
- In the first half:
- Revenues from contracts up $11 \%$ to $€ 399$ million
- Gross Operating Margin up $59 \%$ to $€ 73.5$ million
- Net earnings up $\mathbf{6 9 \%}$ to $€ 15.8$ million
- In the second quarter:
- Total revenues up 9\% to €223 million
- Gross Operating Margin up $\mathbf{3 4 \%}$ to $€ 45.7$ million
- Net earnings up $\mathbf{8 2 \%}$ to $€ 10.7$ million

ROME, 30 JULY 2003 - At today's meeting held in Rome, the Astaldi S.p.A. Board of Directors, chaired by Mr. Ernesto Monti, approved the 2003 second quarter report and examined the preliminary results for the first half, confirming the growth forecasts for the entire year both in terms of turnover and profitability.

## First half 2003

Consolidated total revenues in the first half 2003 amounted to € $€ 27.3$ million, a $9 \%$ increase from $€ 392.9$ million in the same period a year ago. Revenues from contracts and services amounted to $€ 399.4$ million, an $11 \%$ increase. The main business continues to be transportation infrastructure, accounting for $75 \%$ of the total.

Gross Operating Margin rose $59 \%$ from $€ 46.3$ million in the first half 2002 to $€ 73.5$ million, while EBIT for the period improved from $€ 29.4$ million in the year-earlier period to around $€ 31.9$ million; the ratio to total revenues is $7.5 \%$.

Consolidated net earnings in the first half 2003 amounted to around $€ 15.8$ million, a $69 \%$ increase from $€ 9.3$ million in the same period a year ago.

The net financial position as at 30 June 2003 amounted to $€ 160.6$ million.

## Orders portfolio

New orders in the first half 2003 amounted to $€ 1,381$ million, lifting the total value of the consolidated orders portfolio to $€ 4,421$ million, a $28 \%$ increase from $€ 3,439$ million at the beginning of this year.

It should be noted that the consortium Iricav Due, in which Astaldi owns a 33\% controlling stake, won its dispute with TAV for the construction of the Verona-Padua tract of the highspeed line connecting Verona and Venice. According to estimates, this job is worth €868 million to Astaldi.

As for foreign markets, the Venezuelan government received financing for the second stage of the Puerto Cabello-La Encrucijada railway, increasing Astaldi's orders portfolio by $€ 70$ million against a contract for an additional $€ 270$ million not yet financed and so not yet booked in the orders portfolio. A good success was also achieved in the United States with the awarding of around $€ 100$ million worth of new orders.

## The second quarter 2003

Total revenues in the second quarter 2003 amounted to around €223 million, including $€ 210$ million in revenues from contracts, showing a yearly growth rate of around $9 \%$. The contribution from the civil and industrial construction sector increased to $15 \%$ from $6 \%$ in the same quarter of 2002, boosted by the order relating to the New Exhibition Fair Center in Milan.

Gross Operating Margin increased $34 \%$ to $€ 45.7$ million, lifting the ratio to Total revenues from $16.6 \%$ last year to $20.5 \%$.

EBIT rose $2.5 \%$ to $€ 16.9$ million, for a ratio to total revenues of $7.6 \%$.
Net earnings in the second quarter rose $82 \%$ from around $€ 6$ million to $€ 10.7$ million.

During the meeting, the Board also deliberated for the merger of the railway equipment company R.I.C. Railway International Construction S.p.A. with Italstrade S.p.A. (both wholly-owned subsidiaries of Astaldi S.p.A.).

The operation is part of Astaldi's group rationalization and cost containment policy, aimed at focusing operations of the subsidiary Italstrade S.p.A. in the medium-sized transport infrastructure construction and maintenance sector (both road and railway) where in recent years the company has gained an appreciable and independent market position.

## For further details:

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## Reclassified Consolidated Income Statement

| Euro/000 | $\begin{gathered} 2^{\text {nd }} \text { Quarter } \\ 2003 \end{gathered}$ | \% | $\begin{gathered} 2^{\text {nd }} \text { Quarter } \\ 2002 \end{gathered}$ | \% | $\begin{gathered} \mathbf{1}^{\text {st }} \text { Half } \\ 2003 \end{gathered}$ | \% | $1^{\text {st }}$ Half 2002 | \% |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Revenues from services and contracts | 210,249 | 94.3 | 186,970 | 91.1 | 399,400 | 93.5 | 360,174 | 91.7 |
| Other revenues and proceeds | 12,707 | 5.7 | 18,200 | 8.9 | 27,899 | 6.5 | 32,747 | 8.3 |
| Total revenues | 222,956 | 100.0 | 205,170 | 100.0 | 427,299 | 100.0 | 392,921 | 100.0 |
| Production costs | $(147,843)$ | (66.3) | $(145,795)$ | (71.1) | $(294,571)$ | (68.9) | $(298,529)$ | (76.0) |
| Added value | 75,113 | 33.7 | 59,375 | 28.9 | 132,728 | 31.1 | 94,392 | 24.0 |
| Payroll expenses | $(29,432)$ | (13.2) | $(25,222)$ | (12.3) | $(59,193)$ | (13.9) | $(48,104)$ | (12.2) |
| Gross operating margin | 45,681 | 20.5 | 34,153 | 16.6 | 73,535 | 17.2 | 46,288 | 11.8 |
| Other operating expenses | $(2,805)$ | (1.3) | $(4,825)$ | (2.4) | $(8,067)$ | (1.9) | $(6,813)$ | (1.7) |
| EBITDA | 42,876 | 19.2 | 29,328 | 14.3 | 65,468 | 15.3 | 39,475 | 10.0 |
| Depreciation and amortization | $(15,930)$ | (7.1) | $(3,382)$ | (1.6) | $(25,652)$ | (6.0) | $(10,443)$ | (2.7) |
| Provisions and write-downs | $(14,832)$ | (6.7) | $(14,458)$ | (7.0) | $(19,780)$ | (4.6) | $(18,636)$ | (4.7) |
| Use of risk reserve | 4,783 | 2.1 | 4.996 | 2.4 | 11,832 | 2.8 | 19,003 | 4.8 |
| EBIT | 16,897 | 7.6 | 16,484 | 8.0 | 31,868 | 7.5 | 29,399 | 7.5 |
| Net financial income (charges) | $(5,703)$ | (2.6) | $(5,308)$ | (2.6) | $(11,377)$ | (2.7) | $(11,881)$ | (3.0) |
| Write-ups (write-downs) on equity investments | $(2,365)$ | (1.1) | (276) | (0.1) | $(1,491)$ | (0.3) | $(1,568)$ | (0.4) |
| Extraordinary gains (charges) | 832 | 0.4 | 1,822 | 0.9 | 1,807 | 0.4 | 1,968 | 0.5 |
| Income before taxes | 9,661 | 4.3 | 9,078 | 4.4 | 17,193 | 4.0 | 13,982 | 3.6 |
| Income taxes | (901) | (0.4) | $(3,232)$ | (1.6) | $(3,594)$ | (0.8) | $(5,034)$ | (1.3) |
| Prepaid taxes | 1,810 | 0.8 | 0 | 0.0 | 1,810 | 0.4 | 0 | 0.0 |
| Net income for the period | 10,570 | 4.7 | 5,846 | 2.8 | 15,409 | 3.6 | 8,948 | 2.3 |
| Minority interest | 144 | 0.1 | 34 | 0.0 | 352 | 0.1 | 368 | 0.1 |
| Consolidated net earnings | 10,714 | 4.8 | 5,880 | 2.9 | 15,761 | 3.7 | 9,316 | 2.4 |

## CONSOLIDATED BALANCE SHEET

| Euro/000 | 30/06/2003 | 31/03/2003 | 31/12/2002 | 30/06/2002 |
| :---: | :---: | :---: | :---: | :---: |
| Net intangible fixed assets | 48,996 | 52,483 | 58,292 | 43,228 |
| Net tangible fixed assets | 101,918 | 94,737 | 93,725 | 85,013 |
| Equity investments | 31,841 | 31,688 | 33,909 | 26,557 |
| Other net assets | 18,284 | 15,030 | 14,368 | 25,006 |
| Total net fixed assets (A) | 201,039 | 193,938 | 200,324 | 179,804 |
| Inventories | 41,576 | 40,188 | 40,620 | 30,765 |
| Work-in-progress | 237,655 | 214,179 | 198,343 | 279,714 |
| Trade receivables | 236,499 | 271,037 | 236,738 | 158,698 |
| Other assets | 219,929 | 203,395 | 224,879 | 235,700 |
| Advance payments | $(124,789)$ | $(118,682)$ | $(133,362)$ | $(104,241)$ |
| Subtotal | 610,870 | 610,117 | 567,208 | 600,636 |
| Due to suppliers | $(209,116)$ | $(195,301)$ | $(195,154)$ | $(147,295)$ |
| Other liabilities | $(137,381)$ | $(143,502)$ | $(144,453)$ | $(191,258)$ |
| Subtotal | $(346,497)$ | $(338,803)$ | $(339,607)$ | $(338,553)$ |
| Working capital (B) | 264,373 | 271,314 | 227,601 | 262,083 |
| Employees' indemnity fund | $(11,745)$ | $(11,619)$ | $(11,970)$ | $(10,355)$ |
| Contractual risks reserve | $(55,587)$ | $(48,397)$ | $(50,650)$ | $(61,059)$ |
| Other reserves | $(15,945)$ | $(22,640)$ | $(23,855)$ | $(17,177)$ |
| Total reserves (C) | $(83,277)$ | $(82,656)$ | $(86,475)$ | $(88,591)$ |
| Net invested capital (D) = (A) + (B) + (C) | 382,135 | 382,596 | 341,450 | 353,296 |
| Cash and short-term financial receivables | 159,449 | 142,863 | 171,875 | 167,760 |
| Financial receivables included in fixed assets | 39,009 | 41,778 | 39,785 | 12,438 |
| Medium/long-term financial debt | $(271,781)$ | $(214,001)$ | $(212,594)$ | $(215,789)$ |
| Short-term financial debt | $(87,282)$ | $(137,857)$ | $(118,205)$ | $(88,515)$ |
| Net financial assets/liabilities (E) | $(160,605)$ | $(167,217)$ | $(119,139)$ | $(124,106)$ |
| Convertible bond (F) | 0 | 0 | 0 | 0 |
| Consolidated net equity | 221,536 | 2215,233 | 222,004 | 228,630 |
| Minority interest | (6) | 146 | 307 | 559 |
| Net equity (G) = (D) - (E) - (F) | 221,530 | 215,379 | 222,311 | 229,190 |
| Personal guarantees | 1,651,818 | 1,574,397 | 1,653,148 | 1,494,176 |
| Other memorandum accounts | 200,006 | 185,539 | 192,258 | 88,790 |
| Real guarantees | 0 | 0 | 0 | 0 |
| Third-party bank guarantees in our favor | 42,219 | 42,408 | 21,932 | 17,772 |
| Total commitments and guarantees | 1,894,043 | 1,802,344 | 1,867,338 | 1,600,738 |

