

# **INVESTOR PRESENTATION**

September 2016



## **Highlights**

Financials, Traffic, Tariff Increase and Regulatory Framework

			Gruppo SIAS	Gruppo ASTM
	FY 2015	Revenues	1,088 (+5.9%)	1,104 (+6.1%)
		EBITDA	646 (+6.1%)	646 (+5.2%)
		Group Net Income	161 (+12.2%)	108 (+8.4%)
		Investments	208	208
FINANCIALS		Net Financial Indebtedness	1,581	1,246
	Q1 2016	Revenues	242 (+6.2%)	245 (+5%)
		EBITDA	144 (+9.3%)	142 (+6.8%)
		Investments	41	41
		Net Financial Indebtedness	1,777	1,197

 TRAFFIC
 FY 2015: +3.17%
 Q1 2016: +6.19%

 TARIFF INCREASE
 FY 2015 : +1.50% (for all motorway streches)<sup>(1)</sup>
 FY 2016: - SATAP S.p.A. A4: +6.50% - OTHER MOTORWAYS: temporary suspended<sup>(2)</sup>

 REGULATORY FRAMEWORK
 Interlocutions with MIT and with the EU in order to find a solution and an economic and financial balance for the financial plans based on extensions in line with the French model and framework.

 Recently CIPE gave the greenlight – with some provisions – to MIT in order to release the approval on the SATAP A-21, ADF, SALT, SAV, ATS and SITAF Financial Plans.

(1) Temporary suspension waiting for the updates of the financial plans of each "single" Group licensee that has still to be approved. Lower revenues achieved in 2015 (due to the lower toll increase applied) will be recovered, with no change in the financial effects.

(2) The recovery of the toll adjustment for the period of suspension from 1 January 2016 to the issue date of the Decrees approving the Economic-Financial Plans will be recognised on approval of the toll adjustment for 2017.

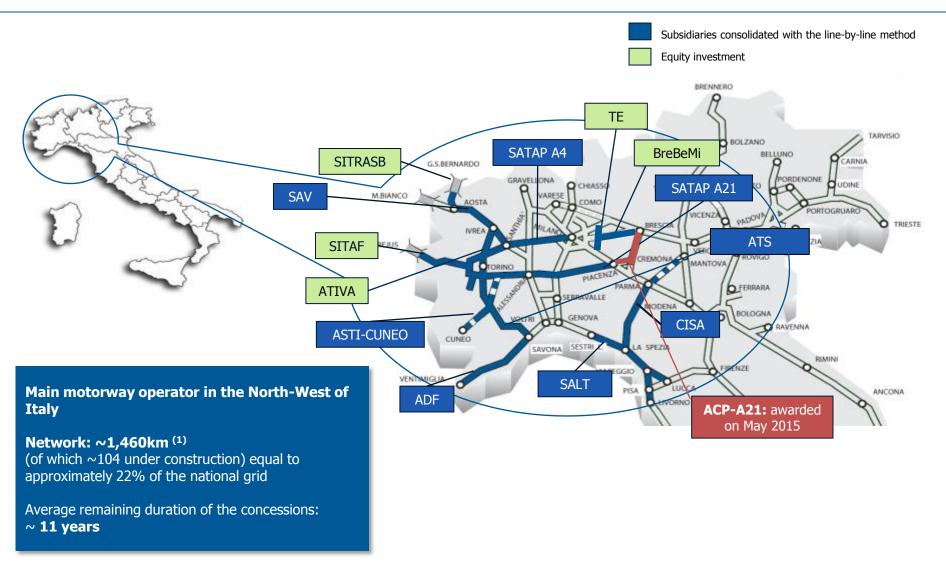


*Highlights* Business Development



(1) SIAS equity interest: 41.2% - Not consolidated in accordance to line by line method (consolidated in accordance to equity method)





(1) Including the stretch ACP-A21 recently awarded.

1,545km including 84 km related to the stretch NewCastle-Carlisle (UK)



## *Highlights* Italian network<sup>(\*\*)</sup> – cont.

	Concessionaire	Link	% owned (direct stake)	Km	Concession Expiry	FY 2015 net motorway revenues (€m)	FY 2015 EBITDA (€m)	EBITDA margin	% Group	EBITDA
	SATAP	A4 Turin – Milan	99.87%	130.3	2026	211.2	151.5	68%	24.8%	43.3%
	SATAF	A21 Turin – Piacenza	99.07 /6	167.7	2017	164.1	113.6	63%	18.5%	43.370
	SALT	Sestri Levante - Livorno, Viareggio - Lucca e Fornola - La Spezia	95.23%	154.9	2019	179.1	121.8	63%	19.9%	
Subsidiaries	CISA	La Spezia - Parma (and junction to Brennero motorway)	99.34%	182 <sup>(1)</sup>	2031	94.2	56.1	54%	9.1%	
	ADF	Savona – Ventimiglia	68.30%	113.2	2021	149.9	92.7	57%	14.8%	
	SAV	Quincinetto – Aosta	65.08%	59.5	2032	65.9	45.6	61%	7.4%	
	ATS	Turin – Savona	99.98%	130.9	2038	64.2	32.3	46%	5.3%	
	ASTI-CUNEO	Partly under construction	60.00%	78 <sup>(2)</sup>	(3)	17.7	1.3	Nm	0.2%	
	ΑΤΙVΑ	Turin ringroad, Turin- Quincinetto, Ivrea - Santhià & Turin – Pinerolo	41.17%	155.8	2016	120.9	72.1	-	-	
	SITAF	Frejus tunnel, Turin – Bardonecchia	36.53%	94	2050	122.4	75.9	-	-	
Equity investments	SITRASB	Gran San Bernardo tunnel	36.50%	12.8	2034	11.1	4.9	-	-	
	TE <sup>(4)</sup>	Milan external ringroad	8.4% (5)	32 (6)	2065	24.2	9.8	-	-	
	BreBeMi <sup>(4)</sup>	Brescia – Bergamo - Milan	(7)	62	2039 <sup>(8)</sup>	-	-	-	-	

(1) Inclusive of the planned 81km stretch linking Parma to Brennero motorway

- (2) Inclusive of 23km under construction
- (3) 23.5 years starting from completion of the infrastructure
- (4) Joint control with Intesa Sanpaolo
- (5) Plus indirect stake of 47.7% held though TEM in which the group own a 40% stake (plus 7.2% held directly by the affiliate company Itinera)
- (6) Full opening to traffic on 16 May 2015. The first section (so called Arco TEEM of 7km) opened in July 2014
- (7) Indirect stake of 79% held through Autostrade Lombarde in whiich the group own a 13.3% stake (plus 2.2% held directly by the affiliate company Itinera)
- (8) Original expiry 2033 Ongoing extention

(\*\*) Centropadane recently awarded non included





# **Financial Results** SIAS Group – FY 2015 / Q1 2016 Delivering sound growth

FY 2011 - 2015						
(€mln)	2011	(1)(2) <b>2012</b>	2013	2014	2015	CAGR
Revenues	939	868	977	1,027	1,088	3.0%
of which net toll revenues	820	769	857	904	945	2.9%
EBITDA (recurring)	576	530	566	609	646	2.3%
EBIT	325	300	314	322	357	1.9%
Group net profit	153	496	139	143	161	1.0%
Net debt	(1,756)	(1,489)	(1,670)	(1,644)	(1,581)	
Operating cash flow	403	399	395	421	458	
Сарех	281	265	283	224	208	
DPS (€)						
- Ordinary	0.41	0.33	0.30	0.32	0.32	
- Extraordinary	-	-	-	-	-	
Pay-out (%)	61%	48%	49%	51%	45%	

2015's results consolidate the growth path of recent years

Q1 2013 – Q1 2016					
(€mln)	Q1 2013	Q1 2014	Q1 2015	Q1 2016	CAGR
Revenues	200	222	228	242	6.5%
of which net toll revenues	179	196	201	216	6.4%
EBITDA (recurring)	108	129	132	144	10.0%
Net debt	(1,512)	(1,658)	(1,678)	(1,777)	
Сарех	64	47	56	41	

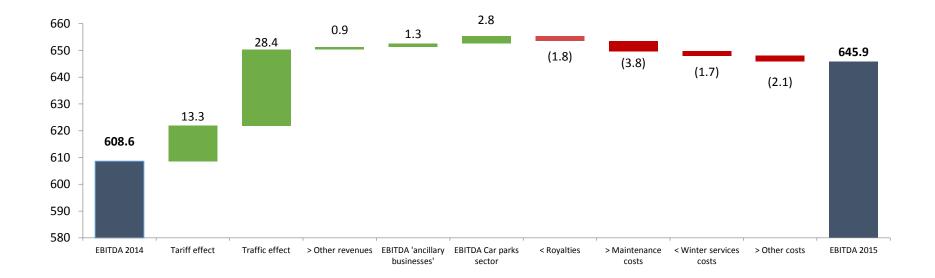
(1) Starting 2012, ATIVA S.p.A. and its Group have been assessed according to the "equity method" (in previous financial years, it was consolidated according to the "proportional method"). In order to provide comparable figures, 2012 figures have been recalculated.

(2) 2012 revenues contains Autostrade Sud America S.r.I. capital gains.



# Financial Results SIAS Group – FY 2015 EBITDA

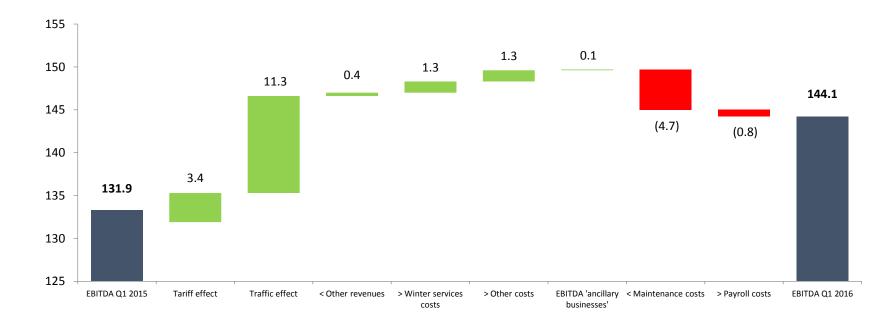
(€mln)	FY 2015	FY 2014	Change
Motorway sector	612.9	579.7	33.2
Construction/Engineering sector	5.0	4.8	0.2
Technology sector	30.9	28.6	2.3
Car Parks sector	2.8	-	2.8
Services (holdings)	(5.7)	(4.5)	(1.2)
EBITDA	645.9	608.6	37.3
Non recurring items	5.8	(10.2)	16.1
EBITDA adj.	651.7	598.4	53.4
Ebitda margin motorway sector	56%	56%	





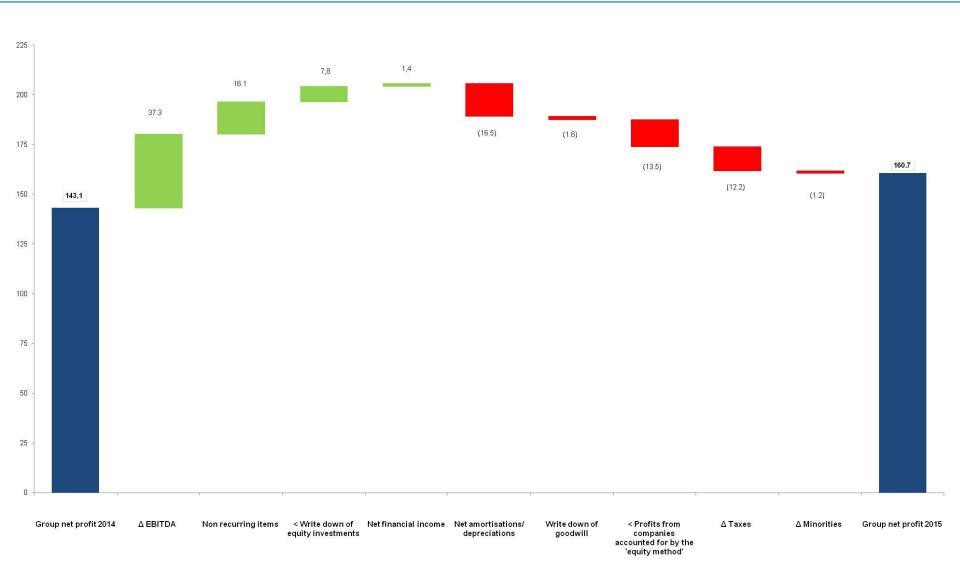
# Financial Results SIAS Group – Q1 2016 EBITDA

(€mln)	Q1 2016	Q1 2015	Change
Motorway sector	139.7	127.5	12.2
Construction/Engineering sector	1.1	0.8	0.3
Technology sector	4.2	4.5	(0.3)
Car Parks sector	0.3	0.3	-
Services (holdings)	(1.2)	(1.2)	-
EBITDA	144.1	131.9	12.2
Ebitda margin motorway sector	58%	56%	





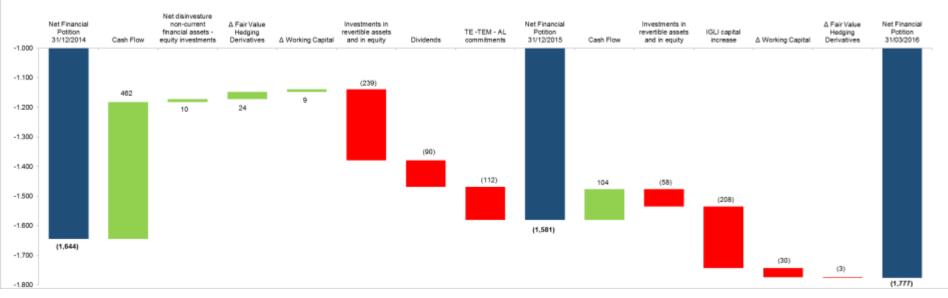
# Financial Results SIAS Group – FY 2015 Group net profit





# Financial Results SIAS Group – Net Financial Position

(€mln)	31.12.2014	31.12.2015	31.03.2016
Liquidity	1,099	954	778
Financial receivables	492	470	458
Current net financial indebtness	(376)	(241)	(292)
Current net cash	1,215	1,183	944
Non current net financial indebtness	(2,672)	(2,635)	(2,590)
Net financial indebtedness	(1,458)	(1,452)	(1,646)
Non current financial receivables	49	49	50
Discounted value of the payable due to ANAS - Central Insurance Fund	(236)	(178)	(181)
Adjusted net financial indebtedness	(1,644)	(1,581)	(1,777)





# **Financial Results ASTM Group** – FY 2015 / Q1 2016 Delivering sound growth

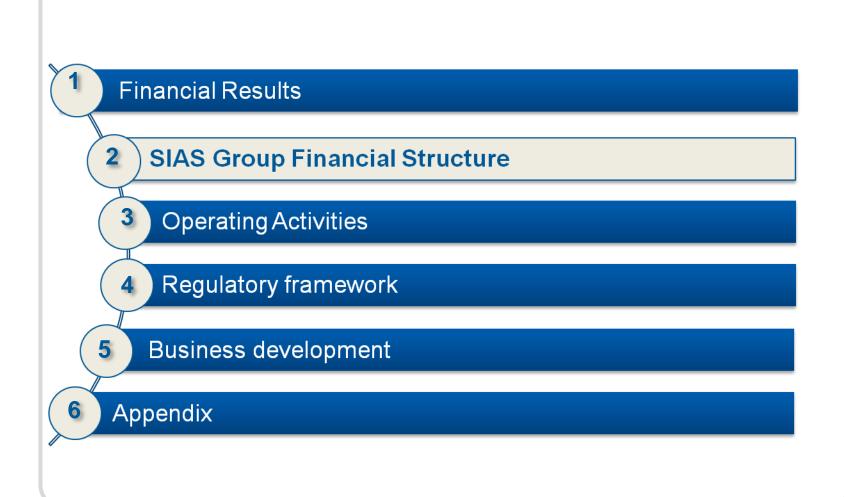
FY 2011 - 2015						
(€mln)	2011	(1)(2) <b>2012</b>	2013	2014	2015	CAGR
Turnover	961	940	991	1,041	1,104	2.8%
of which net toll revenues	820	769	857	904	945	2.9%
EBITDA (recurring)	588	539	571	614	646	1.9%
EBIT	336	299	316	325	351	0.9%
Group net profit	104	380	92	100	108	0.8%
Net debt	(1,598)	(1,695)	(1,322)	(1,312)	(1,246)	
Operating cash flow	416	401	400	432	460	
Сарех	281	265	283	224	208	
DPS (€)						
- Ordinary	0.41	0.45	0.45	0.45	0.45	
- Extraordinary	-	-	-	-	-	
Pay-out (%)	33%	37%	41%	38%	34%	

#### 2015's results consolidate the growth path of recent years

Q1 2013 – Q1 2016					
(€mln)	Q1 2013	Q1 2014	Q1 2015	Q1 2016	С
Revenues	204	224	234	245	
of which net toll revenues	179	196	201	216	
EBITDA (recurring)	109	129	133	142	!
Net debt	(1,721)	(1,313)	(1,354)	(1,197)	
Capex	64	47	56	41	

(1) Starting 2012, ATIVA S.p.A. and its Group have been assessed according to the "equity method" (in previous financial years, it was consolidated according to the "proportional method"). In order to provide comparable figures, 2012 figures have been recalculated.

(2) 2012 revenues contains Autostrade Sud America S.r.l. capital gains.



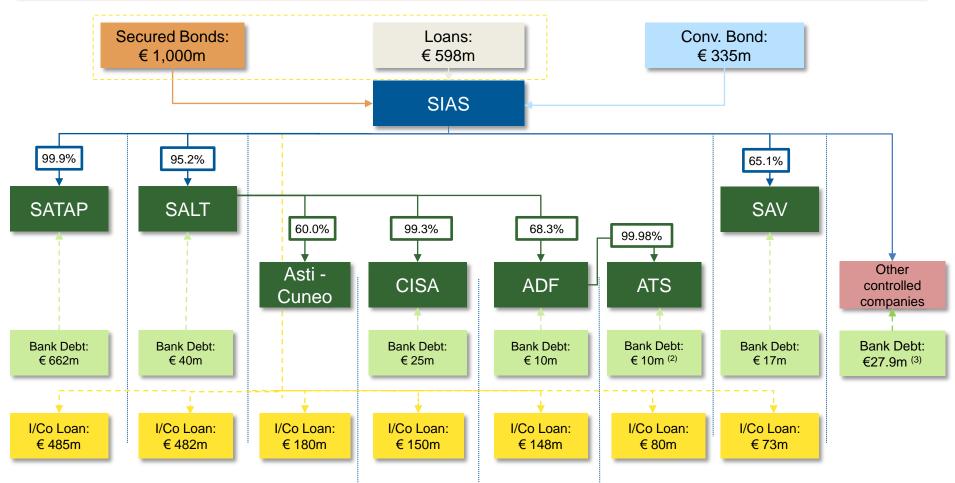


# **SIAS Group financial structure**

Group's Financial Debt (1) allocation as of 31 March 2016

SIAS is the main funding entity of the Group.

The **proceeds** arising from corporate loans/bond issues are **allocated** – **through intercompany loans** – to SIAS' operating subsidiaries A **security interest (pledge) over the intercompany loans is granted** to avoid structural subordination issue.



(1) Excluding (i) non financial debt vs. FCG (€ 181.1m), (ii) fair value of derivatives (€ 110.2m) and (iii) bank overdrafts (€ 19.7m).

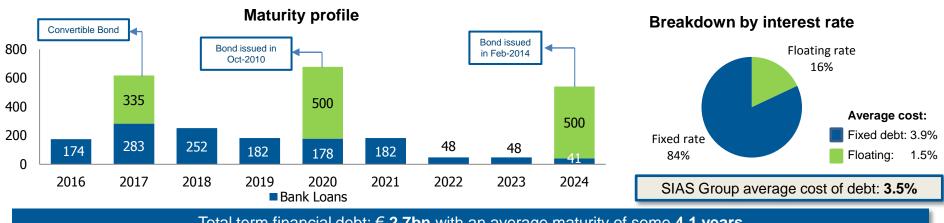
(2) The repayment is born by ANAS (principal + interest). It is a State contribution granted to ATS to fund some investments and therefore not real debt.

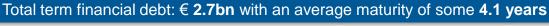
(3) Including Fiera Parking project financing for €26.7m.

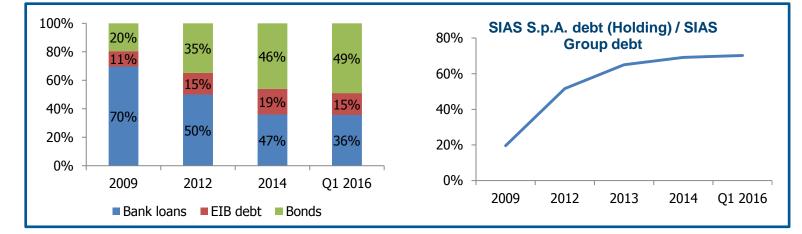


### **SIAS** Group financial structure

Group's Financial Debt <sup>(1)</sup> details as of 31 March 2016







#### SOLID CREDIT RATING :

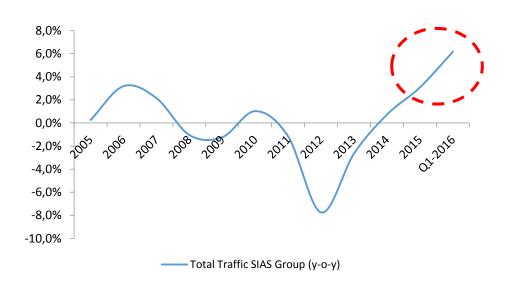
- <u>Baa2 rating (negative outlook) by Moody's</u> (from 2010, confirmed on October 2015)
- BBB+ rating (stable outlook) by Fitch (from 2014, confirmed on April 2016)

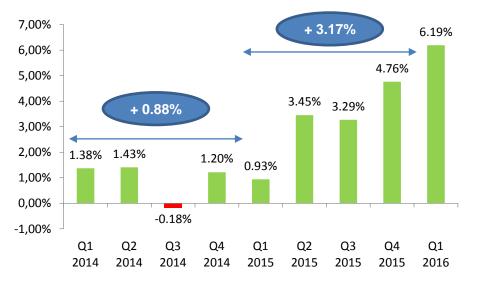




# **Operating Activities**

Traffic performance



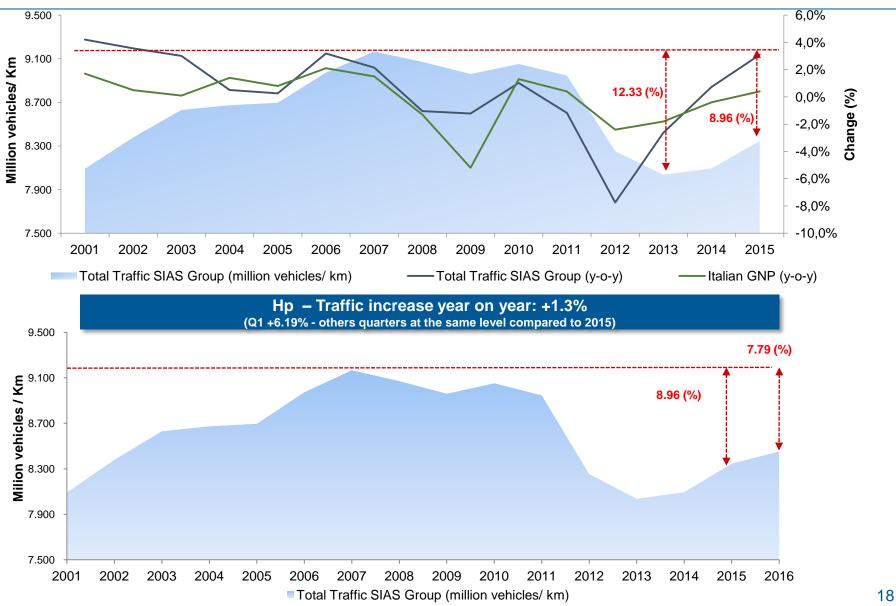


Motorway traffic in 2015 increased by 3.17% and in the first quarter 2016 by 6.19% consolidating the increase consolidated in 2014 and showing a strong and fast ability to recover.



# **Operating Activities**

Traffic performance – cont.





# Operating Activities

Traffic performance – cont.

(million vehicles/ Km)		1/1-31/12/2015			1/1-31/12/2014			Change	
Concessionaries	Light Vehicles	Heavy Vehicles	Total	Light Vehicles	Heavy Vehicles	Total	Light Vehicles	Heavy Vehicles	Total
SATAP S.p.A. – A4 Stretch	1,653	535	2,188	1,589	517	2,106	4.02%	3.47%	3.88%
SATAP S.p.A. – A21 Stretch	1,327	626	1,953	1,290	605	1,895	2.87%	3.54%	3.08%
SAV S.p.A.	268	73	341	255	72	327	5.17%	2.69%	4.62%
Autostrada dei Fiori S.p.A.	956	270	1,226	948	260	1,208	0.84%	4.02%	1.52%
SALT S.p.A.	1,477	357	1,834	1,436	348	1,784	2.84%	2.44%	2.76%
Autocamionale della Cisa S.p.A.	618	185	803	593	182	775	4.22%	1.59%	3.60%
Autostrada Torino-Savona S.p.A.	747	155	902	724	148	872	3.27%	4.50%	3.48%
Autostrada Asti-Cuneo S.p.A.	104	32	136	98	30	128	5.51%	6.06%	5.64%
Total	7,150	2,233	9,383	6,933	2,162	9,095	3.13%	3.31%	3.17%

(million veicles/ Km)		Q1 2016			Q1 2015			Change	
Concessionaries	Light Vehicles	Heavy Vehicles	Total	Light Vehicles	Heavy Vehicles	Total	Light Vehicles	Heavy Vehicles	Total
SATAP S.p.A. – A4 Stretch	401	132	533	381	128	509	5.27%	3.27%	4.77%
SATAP S.p.A. – A21 Stretch	295	152	447	276	147	423	6.66%	3.13%	5.43%
SAV S.p.A.	69	17	86	62	17	79	12.19%	2.28%	10.04%
Autostrada dei Fiori S.p.A.	188	65	253	176	63	239	6.99%	4.33%	6.29%
SALT S.p.A.	292	81	373	270	79	349	8.08%	2.33%	6.78%
Autocamionale della Cisa S.p.A.	106	41	147	94	41	135	12.32%	1.12%	8.94%
Autostrada Torino-Savona S.p.A.	153	37	190	142	34	176	7.91%	3.27%	6.98%
Autostrada Asti-Cuneo S.p.A.	24	8	32	22	7	29	5.99%	7.35%	6.32%
Total	1,528	533	2,061	1,423	516	1,939	7.33%	3.07%	6.19%

Leap year effect (1.15%) Adjusted Traffic increase **5.04%** 



(€mln)

SAV

ADF

SALT

CISA

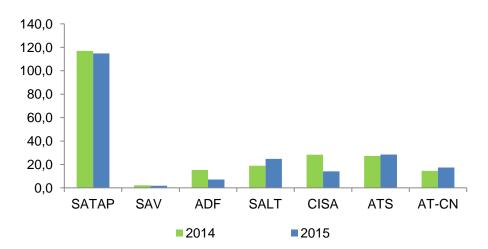
ATS

AT-CN

Total

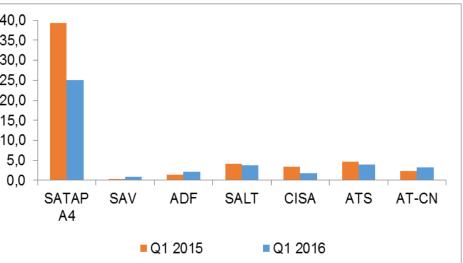
SATAP A4

# **Operating Activities SIAS Group** – FY 2015/Q1 2016 CAPEX

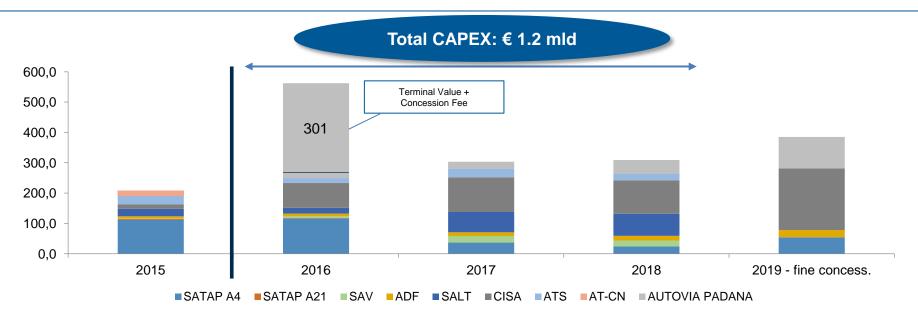


(€mln)	2015	2014
SATAP	114.7	116.9
SAV	1.8	2.3
ADF	7.1	15.3
SALT	24.8	18.9
CISA	14.1	28.3
ATS	28.5	27.3
AT-CN	17.4	14.6
Total	208.4	223.6









(€mln)	2016	2017	2018	2019 – expiry of the concession
SATAP A4	116.3	36.9	24.5	54.4
SATAP A21	1.1			
SAV	6.2	21.6	19.2	
ADF	8.9	12.0	15.2	23.7
SALT	19.0	67.3	72.7	
CISA	81.7	114.4	110.6	203.3
ATS	16.3	28.4	22.1	1.0
AT-CN				
AUTOVIA PADANA	312.6 (1)	23.0	44.8	102.6
Totale	562.3	303.5	309.1	385.0





August 2014	Italian Government filed a plan with the competent EU Authorities aimed at supporting compensation measures against an infrastructure investment programme involving the licensees of the SIAS Group.
	The plan set out the consolidation of concession relations, the concession expiry in 2043, the control of tariffs (1.5% per year) and an investment of a single structure of the concession of the concession expired to concession of the concession of the concession of the concession expired to concession of the concession of the concession expired to concession of the concession of the concession expired to concession of the concession expired to concession expired to concession of the concession expired to concession expire
30/12/2014	plan equal to approximately EUR 7 billion (increase of € 5.2 billion compared to original plans.).
30/12/2014	SIAS Group concessionaries signed a specific "memorandums of understanding" with the MIT, according to
	which a toll increase equal to 1.5% will be applied for 2015, and if the implementation agreement of the "aggregate" Plan was not signed and
	approved by 30 June 2015, the updates of the financial plans of each "single" Group licensee would need to be approved by the same date and
	as a consequence and as part of the said updates, lower revenues achieved in 2015 (due to the lower toll increase applied) would be recovered
	with no change in the financial effects.
30/06/2015	Original due date for:
	- the signing of the agreement implementing the Plan submitted by the Italian Government at EU level (and in compliance with the documents
	submitted by the SIAS Group on 31 December 2014), or
	- the approval of the updates of the single Economic Financial Plans for the regulatory period 2014 2018.
June 2015	SAV, ADF, ATS, CISA, SALT submitted, after MIT's request, un update of the single Economic Financial Plans for the regulatory period 2014 2018.
October 2015	Formal request to MIT to immediately approve, in any event no later than 15 October 2015, the pending financial plans.
15/10/2015	Formal request of toll increase sent for FY 2016
31/12/2015	Toll increase approved from 1 January 2016: SATAP - Turin Milan stretch (+6,50%), ATIVA (+0,03%) e TE (+2,10%)
	For all other motorway stretches managed by subsidiaries the toll adjustments were provisionally suspended considering that the related Economic Financial Plans are currently in the inquiry phase with the competent Ministries.
01/02/2016	Due date for the submission of the Economic Financial Plans from MIT to CIPE
29/02/2016	Appeals were lodged with the Regional Administrative Court over the MIT's decisions of (i) toll increase suspension and (ii) SATAP -Turin Milan stretch toll increase
LAST EVOLUTION	Interlocutions with MIT and with the EU in order to find a solution and an economic and financial balance for the financial plans based or
	extensions in line with the French model and framework.
	Recently CIPE gave the greenlight – with some provisions – to MIT in order to release the approval on the SATAP A-21, ADF, SALT, SAV, ATS and
	SITAF Financial Plans. The Group is waiting for the full disclosure of the CIPE deliberation and to be summoned at MIT for the negotiation and signing of the formal amendments.
	2



Regulatory Framework

Tariff increase and next key dates

# **2016 EVOLUTION**

Based on that set out in the Interministerial Decrees issued on **31 December 2015** by the Ministry of Infrastructure and Transport ("MIT") in concert with the Ministry of Economy and Finance ("MEF"), from 1 January 2016 the following toll increases were approved for the licensees that the SIAS Group holds investments in and, specifically:

- +6.50% for SATAP S.p.A. (A4 Turin-Milan stretch);
- +0.03% for ATIVA S.p.A.;
- +2.10% for Tangenziale Esterna S.p.A.

For all other motorway stretches managed by subsidiaries (including jointly controlled companies) in the SIAS Group – and, in particular, by SATAP S.p.A. (A21 Turin-Piacenza stretch), by Autostrada Torino-Savona S.p.A. (A6), by Autostrada dei Fiori S.p.A. (A10), by SALT S.p.A. (A12), by Autocamionale della Cisa S.p.A. (A15), by SAV S.p.A. (A5) and Società di Progetto Bre.Be.Mi S.p.A. (A35) – the toll adjustments were provisionally suspended considering that the related Economic-Financial Plans are currently in the inquiry phase with the competent Ministries.

In this regard, according to the related Interministerial Decrees (i) the MIT will request that the proposed Economic-Financial Plans formulated by the aforementioned licensees be registered with the CIPE **by 1 February 2016** for the related opinion, (ii) the final toll adjustment for 2016 will be determined through Interministerial Decrees approving the Economic-Financial Plans and will be immediately applicable, and (iii) the recovery of the toll adjustment for the period of suspension from 1 January 2016 to the issue date of the Decrees approving the Economic-Financial Plans will be recognised on approval of the toll adjustment for 2017.



# **Regulatory Framework**

#### Tariff increase and next key dates

All concessionaires, in the meantime, to protect its rights have undertaken the most appropriate forms of appeal against both the suspension of tariff adjustments required caused by the delay in the new Financial Plans (not depending on the concessionaries themselves) both, regarding SATAP S.p.A. - A4 Turin-Milan, the size of the increase granted.

The concessionaire SATAP S.p.A. A21 - Torino-Piacenza, even before the year-end rates decrees, appealed to the Lazio Regional Administrative Court against the silence of the government because, two years after the expiry of the five years regulatory plan, has not yet approved the new Financial Plan.

As concerns Autostrada Asti-Cuneo, an appeal was lodged with the Regional Administrative Court over the MIT's failureto approve the executive plan for the Verduno tunnel. At the same time, negotiations continued with the MIT in an effort to identify solutions to ensure operation of the stretch of motorway, within the limits of the Economic-Financial Plan.

Interlocutions with MIT and with the EU in order to find a solution and an economic and financial balance for the financial plans based on extensions in line with the French model and framework.





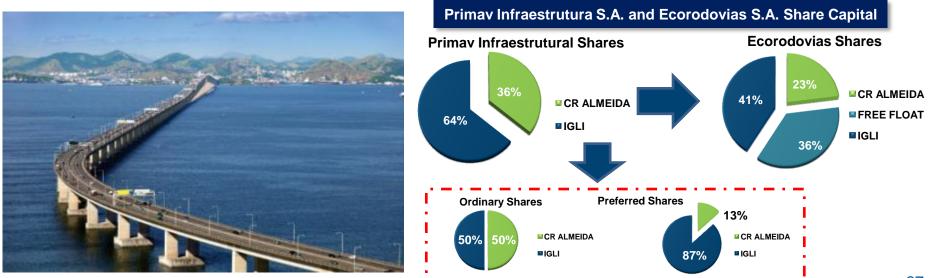
Acquisition of joint control of Ecorodovias

On <u>4 May 2016</u> ASTM and SIAS <u>closed the transaction</u> with CR Almeida S.A. Engenharia e Costrucoes for the acquisition by IGLI of joint control, together with Primav Costrucoes e Comercio S.A., of the Brazilian law *spv* Primav Infraestrutura S.A. which holds (i) <u>64%</u> of capital stock of <u>Ecorodovias Infraestrutura e Logistica S.A</u>., (ii) <u>55%</u> of the capital stock of <u>VEM ABC</u> (iii) as well as a debt of approximately R \$ 878 million. The deal was closed after obtaining the permission of government authorities and both Primav both Ecorodovias' lending banks consent. <u>By virtue of the agreements reached between the parties, the original investment for the capital increase subscribed by Igli, was reduced by 120 million reais.</u>

By completing such transaction ASTM and SIAS now manage a <u>portfolio of toll road concessions of around 3,320 km</u> (1,462 in Italy and 1,858 in Brazil) in prosperous and highly industrialized areas, thus becoming the <u>fourth largest player among European and South</u> <u>American motorways operators</u> and materially increasing their capability to take part to international tenders.

The transaction represents a significant step in the **process of growth and geographical diversification** undertaken by ASTM and SIAS fostering the implementation of the Group strategy of joint development of concession and construction businesses.

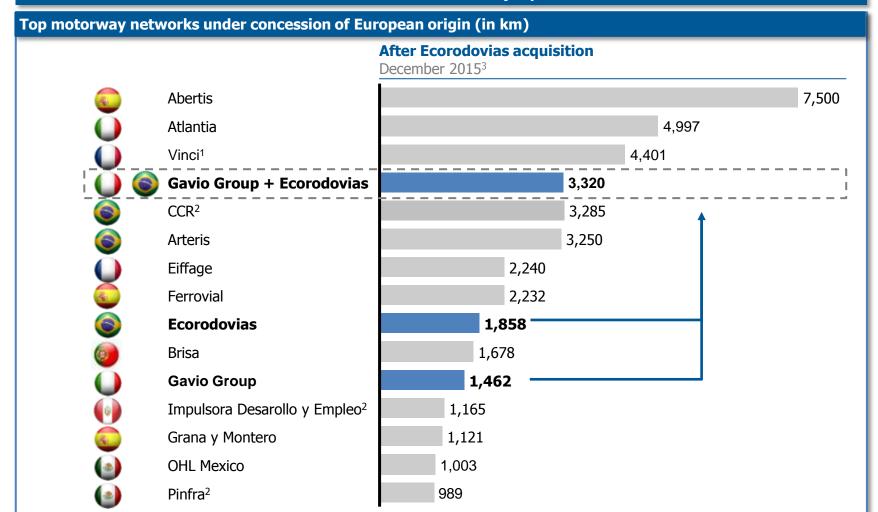
Ecorodovias assets are located in the highest populated and richest areas of Brazil. Toll roads will benefit from <u>favorable traffic dynamics</u> (historical traffic growth well above GDP and low car ownership) coupled with a <u>stable and flexible regulatory framework</u> (potential contractual amendments, i.e. extension of concessions duration in exchange of additional capex).





Acquisition of joint control of Ecorodovias

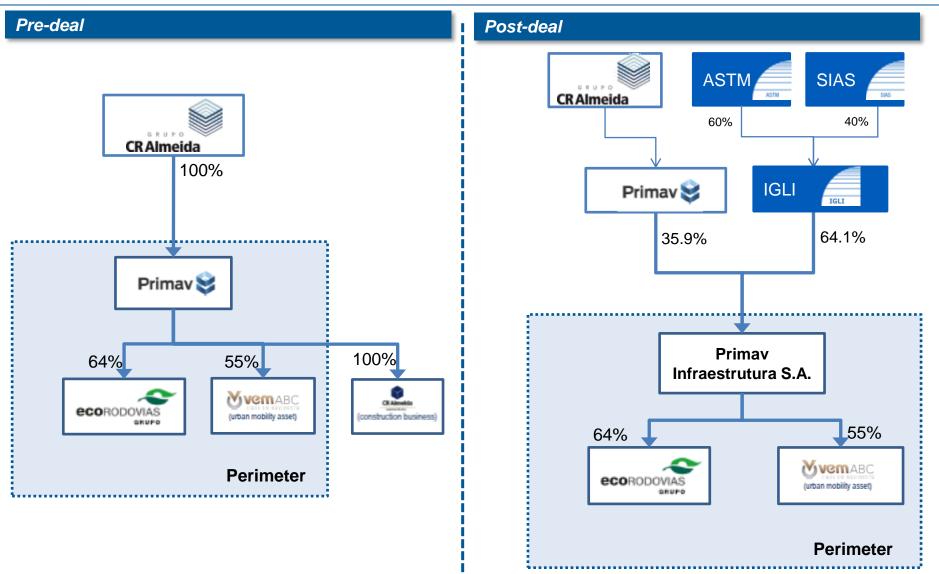
The transaction will turn Gavio Group into the fourth biggest player among European and South American motorway operators



1 Vinci Autoroutes includes: ASF, Cofiroute, Escota, Arcour; 2 2014 data SOURCE: Bloomberg; Company presentations; McKinsey Research ASTM

## **Business Development**

Acquisition of joint control of Ecorodovias



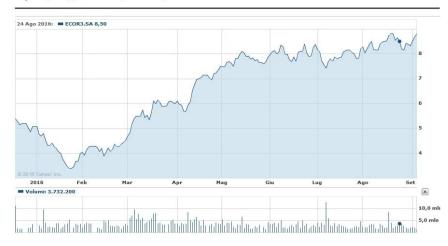


# Price adjustment and main changes pre/post closing

SIGNING 18/12/2015	CLOSING 04/05/2016
Primav Infraestrutura S.A. Share Capital divided into ordinary shares (72%) and preferred shares, without voting right (28%)	Primav Infraestrutura S.A. Share Capital divided into ordinary shares (62%) and preferred shares, without voting right (38%)
Ordinary Shares owned by IGLI S.p.A (50%) and by CR Almeida (50%)	Ordinary Shares owned by IGLI S.p.A (50%) and by CR Almeida (50%)
Preferred Shares entirely owned by IGLI S.p.A.	Preferred Shares owned by IGLI S.p.A. (87%) and by CR Almeida (13%)
Share Capital Increase in PRIMAV to be subscribed by IGLI S.p.A. for BRL 2,224 million (€ 529 million)	Share Capital Increase in PRIMAV subscribed by IGLI S.p.A. for BRL 2,104 million (€476 million)
	Price adjustment for BRL 120 milioni (€ 27 million)
	<b>Loan from IGLI to Primav Construcces e Comercio S.A.</b> for an amount of BRL 120 million (interest rate based on CDI) guaranteed by a pledge over preferred shares owned by CR Almeida (13%). The amortisation of this loan will start from 2018 with annual payments during the next 5 years
EcoRodovias S.A. equity value Price/Share: 5.40 BRL Market Cap: BRL 3,017 million (€ 757 million – exchange rate as at 18/12/2015)	EcoRodovias S.A. equity value Price/Share: 7.67 BRL Market Cap: BRL 4,285 million (€ 1,074 million – exchange rate as at 04/05/2016)

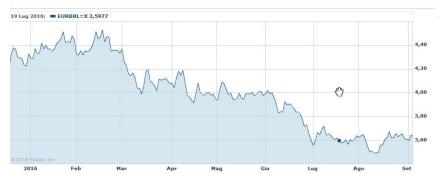
#### EcoRodovias Infraestrutura e Logística S.A. (ECOR3.SA) - Sao Paolo Codice: RACNOR/ISIN: BRECORACNOR8

#### 8,79 (closing price as at 5th September 2016)



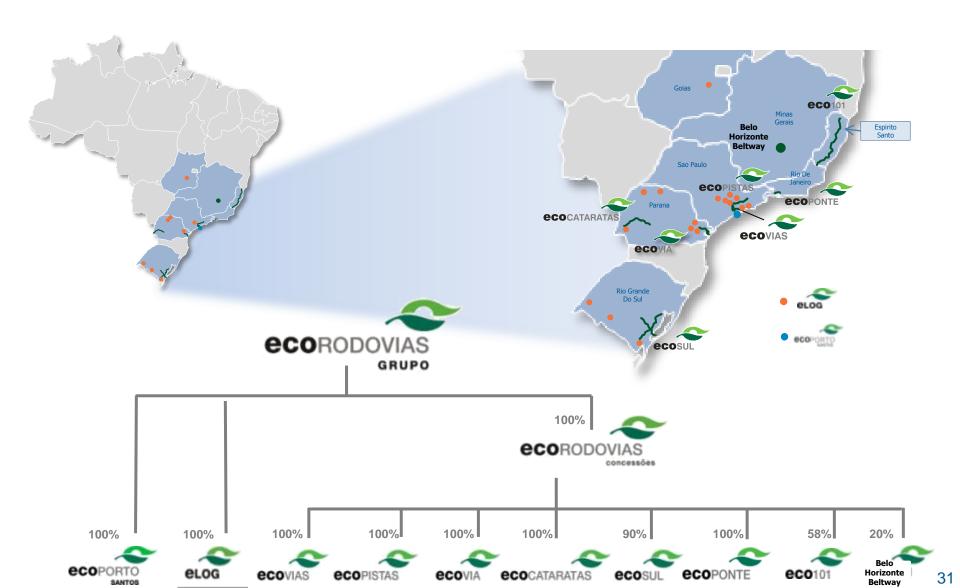
EUR/BRL (EURBRL=X) - CCY

#### 3,6500 (closing exchange rate as at 5th September 2016)





EcoRodovias' Geographic Footprint





EcoRodovias' assets

Diversified portfolio of assets with long remaining duration: 17 years and 2 months without taking into consideration potential extensions

				EcoRo	odovia	as Group -	Concession	aries			
Concessionaires	Stake (%)	Km	Expiry	Remaining duration	State	EBITDA '15 R\$ million	EBITDA margin	EBITDA '14 R\$ million	EBITDA margin	2015/2016 Tariff adj.	Last Tariff adj.
Ecovias dos Imigrantes	100%	177	Oct-25	9.1	SP	676	78.1%	639	77,6%	4.1%	Jun-15
Ecopistas	100%	135	Jun-39	22.1	SP	150	61.0%	139	59,6%	8.5%	Jun-15
Ecovia Comiho do Mar	100%	137	nov-21	5.2	PR	152	70.5%	137	66,8%	7.2%	Dec-15
Ecocataratas	100%	387	nov-21	5.2	PR	165	65.8%	164	65,7%	9.4%	Dec-15
Ecosul	90%	457	mar-26	9.7	RS	119	65.0%	114	68,1%	36.2%	Jan-16
ECO101	58%	476	May-38	21.9	ES	73	42.1%	17	16,1%	18.6%	May-15
Ecoponte	100%	23	May-45	28.9	RJ	30	51.1%			12.3%	Jun-15
Belo Horizonte Beltway	20%	66	Dec-46	31	MG	N/A	N/A	N/A	N/A	N/A	N/A
Total		1,858		16y 8m		1,365	68.5%	1,210	67.9%		



#### **Business Development** EcoRodovias – Financials

Amongst the highest profitability of toll roads in the sector

Leverage broadly in line with SIAS Group

<b>(€min)</b> <sup>(1)</sup>	2013	2014	2015
Comparable Pro-Forma Net Revenues	649	669	705
Comparable Pro-Forma EBITDA	343	352	390
Comparable Pro-Forma EBITDA margin	53%	53%	55%
Toll roads EBITDA margin	70%	68%	69%
Comparable Net Income	103	71	30
Pro-Forma Capex	225	284	195
Pro-Forma Net Debt	734	1,022	1,221
Net Debt/EBITDA - LTM	2.0x	2.4x	3.1x

(1) Exchange rate as at 05/09/2016 (3.6500 €/R\$)

(2) Excludes construction revenue and costs, provisions for maintenance, assets held for sale (Elog), non recurring itens and non cash caused by the Ecoporto impairment (R\$301 million)



EcoRodovias – Traffic performance

#### Traffic impacted by the negative performance of the economy and adverse weather conditions

**Traffic Volume** (equivalent paying vehicles x million)

CAGR12-15: +12.0%

**Comparable Traffic Volume**<sup>1</sup>(equivalent paying vehicles x million) CAGR12-15: +2.8%

-5.8%

133

64

69

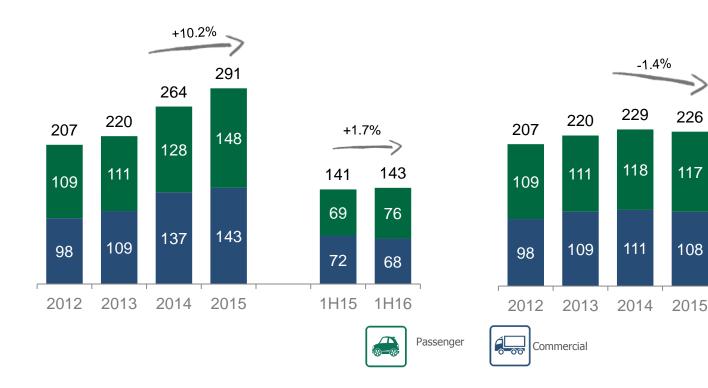
1H16

141

67

74

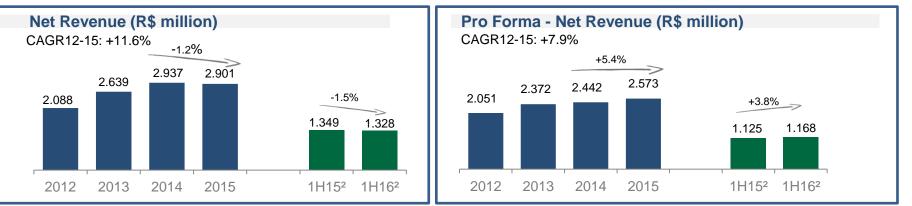
1H15



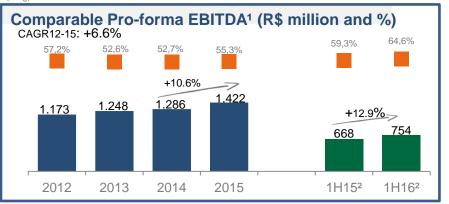
<sup>1</sup> Excludes the impact from the exemption of tolls for suspended axles; for 2014 and 2015, excludes traffic at ECO101 and Ecoponte; for 1H15 and 1H16, excludes traffic at Ecoponte

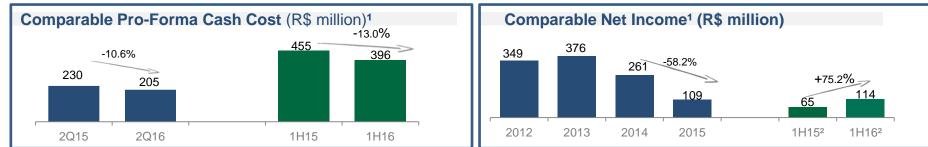


EcoRodovias – Financials



<sup>1</sup> Excludes construction revenue and revenue for STP, for 2012 to 2015 considers 80% of Elog until June, 30, 2015, and 100% since July 1, 2015. <sup>2</sup> For 1H15 and 1H16: Assets held for sale (Elog) aren't consolidated.





<sup>1</sup> Don't consolidate costs and expenses from assets held for sale (Elog), excludes depreciation and amortization, construction costs, provision for maintenance, cash costs at Ecoponte



EcoRodovias – Strategy

Short term – 1 year

Medium term – 3 years

- Negotiate contractual amendments
- Focus on reducing costs & Capex optimization
- ✓ Divestment of Elog

- ✓ Deleveraging
- ✓ Divestment of Ecoporto
- Explore the potential of contractual amendments
- Participation in public bids for toll road according to financial capacity
- Opportunities in secondary market

 Capture profitable growth with the new round of privatization of toll road concessions

Long term – 5 years

- ✓ Explore contractual amendments
- Opportunities in secondary market





EcoRodovias – Value Creation through Amendments in Existing Contracts

EcoRodovias has already mapped several value creation opportunities within the existing portfolio through contract amendments

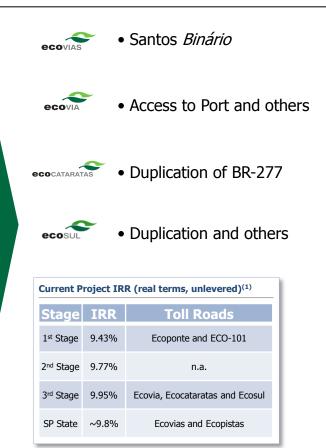
**Overview of Contract Amendments Under Discussion with Granting Authorities** 

#### **Key Rationale for Contract Amendments**

- Significant value creation for the concessionaire, and opportunity to make viable, important improvements for users and Granting Authority
- Solution for current or future capacity bottlenecks in a scenario with high pressure for infrastructure development
- New investments compensated by concession extension and / or tariff increase
- Attractive returns given the lower risk profile of new investments
- Reinvestment in already known assets with mitigated risks

Risks	Mitigation		
Traffic	• No risk. Traffic variations are subject to new contract rebalances		
CAPEX	<ul> <li>Ability to develop a detailed engineering project for an asset already known</li> </ul>		
OPEX	• Low additional OPEX, considering the asset is already operational and there are economies of scale		

Note: (1) Three-year validity from 21-out-2015 for federal and Paraná state concessions. SP state concessions usually use a negotiated marginal cash flow IRR



#### **Examples of Projects Already Under Analysis**



EcoRodovias – Financial Performance Non-recurring and non-cash effects

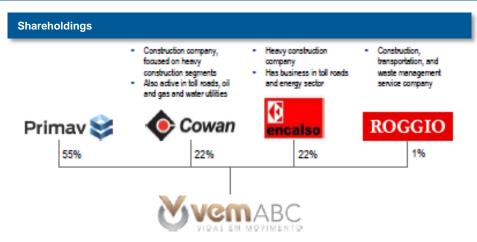
- Elog: recognized under assets and liabilities from discontinued operations held for sale, given the expectation of the sale occurring within 12 months.
- ✓ Ecoporto: write-off of impairment and deferred taxes, given the recession and the intense competition, which led to a drop-off in operating volumes at this services.

**These accounting practices will:** (i) the lower future amortization of goodwill from the acquisition of Ecoporto due to the impairment test conducted; (ii) allow the recording of tax credits arising from possible future economic losses at Ecoporto Santos; (iii) the absence of any impact of the discontinued operations, if the amount expected from the sale of Elog S.A. and Ecopátio Cubatão is maintained.; and (iv) not affect the Company's future capacity to participate in auctions of highway concessions, while always adopting capital discipline and considering its financial capacity and the return from each project.

#### ✓ Capital reduction to absorb accumulated losses.

**The reduction would generate benefits for shareholders:** enabling the future payment of dividends from the profits earned in subsequent periods, always in keeping with the strategy of maximizing value for shareholders.





VEM

#### **VEM ABC**

is a greenfield project to build and operate a 14.9-km monorail system linking the São Paulo rail network with the ABC region

Object	Construction, concession and operation of 14.9 km monorail in São Paulo metropolitan region with 13 stations
Demand	443 thousand passengers per day
Implementation deadline	4 years
Concession model	PPP (sponsored concession) with minimum level of revenues guaranteed.
Contract signing date	August 22, 2014
Contract starting date	2017
Term	25 years
Total CAPEX	6bn R\$ of which 3bnR\$ of public grants
PPP structure	Government subvention for CAPEX and pecuniary consideration paid by the government to the consortium
Operating starting date	Expected for 1H-2019





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Santo André.

Barts Neves

Page Municipal

Djalesa Dofes

Golás

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Fandação Santo Andró Winston Charchill

Senador Verguniro

São Bernardo do Campo

> Archiela Highway

Espaço Cerâmica

Estrada das Lágrimas

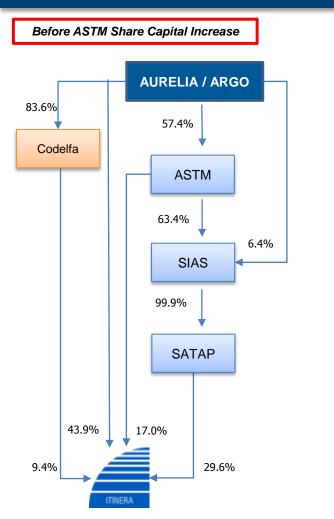
Praça Regina Matiello

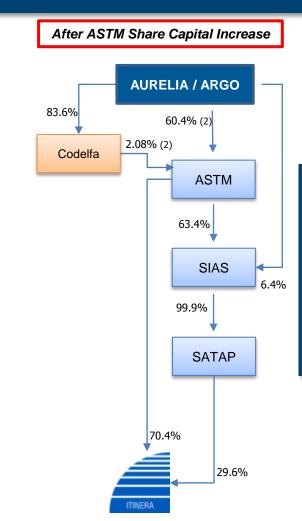




Itinera - Reallocation of the Construction Business

On <u>28 April 2016</u> ASTM's General Meeting of Shareholders approved an increase in the share capital of ASTM S.p.A. that finalize the <u>transfer of</u> <u>the controlling interest in Itinera (construction sector) to ASTM</u>.(1)





The contribution strengthens the **strategic focus on** developing the **greenfield concessions business** and will enable fuller exploitation of all opportunities that could arise **in domestic and international market**, especially in South America, in light of recent agreements with CR Almeida as part of the Ecorodovias deal.

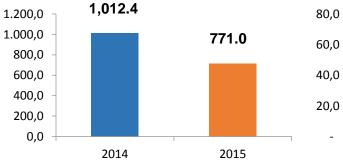
(1) The transfer will be effective from 1st July 2016



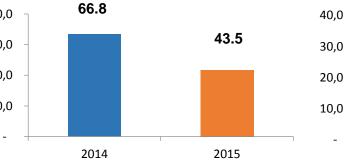
Itinera – Consolidated Financials

(€mln)	2014	2015
Revenues	1,012.4	771.0
Operating Costs	(945.6)	(727.5)
EBITDA	66.8	43.5
EBITDA (%)	6.60%	5.64%
EBIT	48.5	24.5
EBIT (%)	4.79%	3.18%
Financial management results	0.9	(5.8)
Earnings before taxes	49.4	18.7
Taxes	(16.2)	(7.7)
Consolidated results	33.2	11.0
Results pertaining to minority shareholders	(0,0)	(0.0)
Group results	33.2	11.1

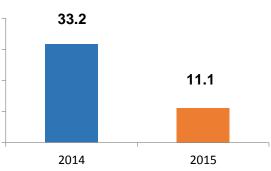
#### **Consolidated Revenues**



# **Consolidated EBITDA**



### **Group results**



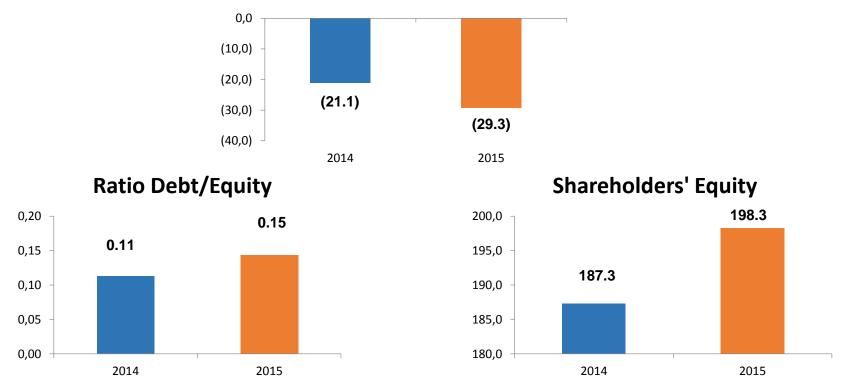
The **2016 value of production**, expected in significant contraction, will be mainly related to Italy orders already in the portfolio. The first quarter showed a value of production of about EUR 100 million which is, together with the related profitability, **in line with** the current year's operating budget.



Itinera – Consolidated Financials

(€mln)	2014	2015
Shareholders' Equity	187.3	198.3
Net Financial Position	(21.1)	(29.3)
Debt/Equity	0.11	0.15

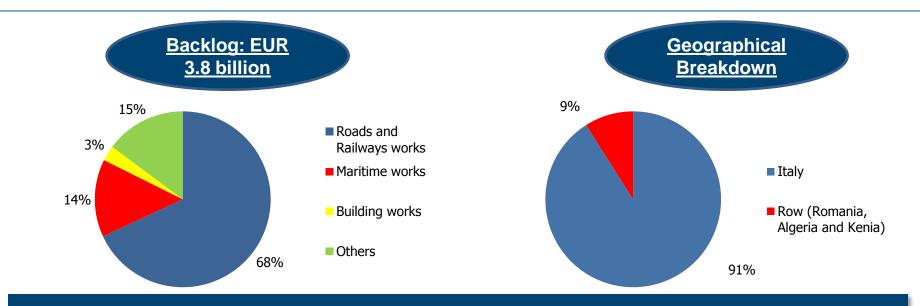
### **Net Financial Position**



The Net Consolidated Financial Position of Itinera as at 31 March 2016 was in line compared to 31 December 2015.



Itinera – Backlog as at 31 December 2015



In relation to the **internationalization process** of Itinera during the quarter were completed the procedures for initiation of **new branches in the USA**, **Kenya**, **Saudi Arabia** in addition to the already opened units in the second half of 2015.





Itinera – Strategic Targets 2016 - 2020



NEW INTERNATIONAL TAKE – OVER ORDERS

#### TARGET 2017/2020: EUR1.5/2.0 billion

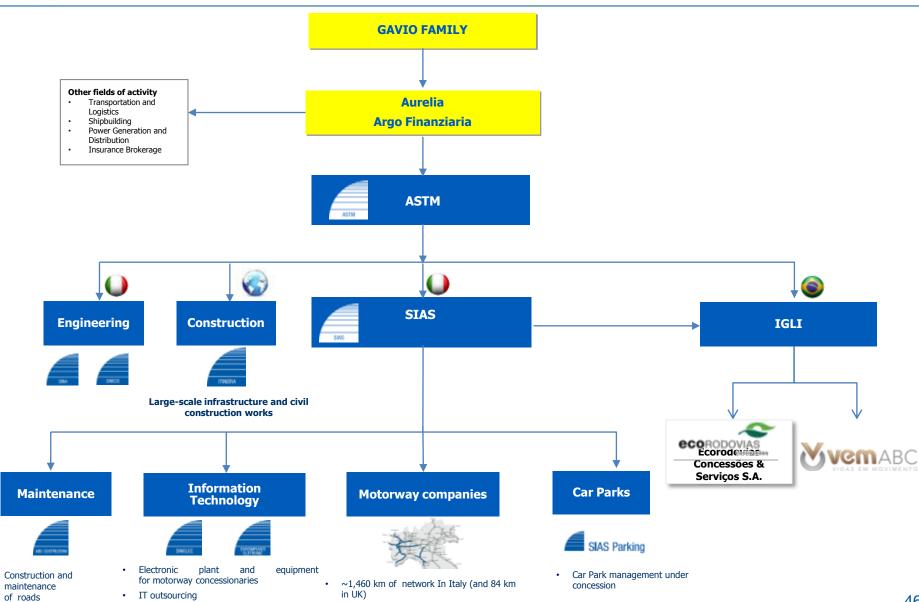
**OPPORTUNITIES** 

EVALUATION OF POTENTIAL OPPORTUNITIES FOR GROWTH THROUGH ACQUISITIONS





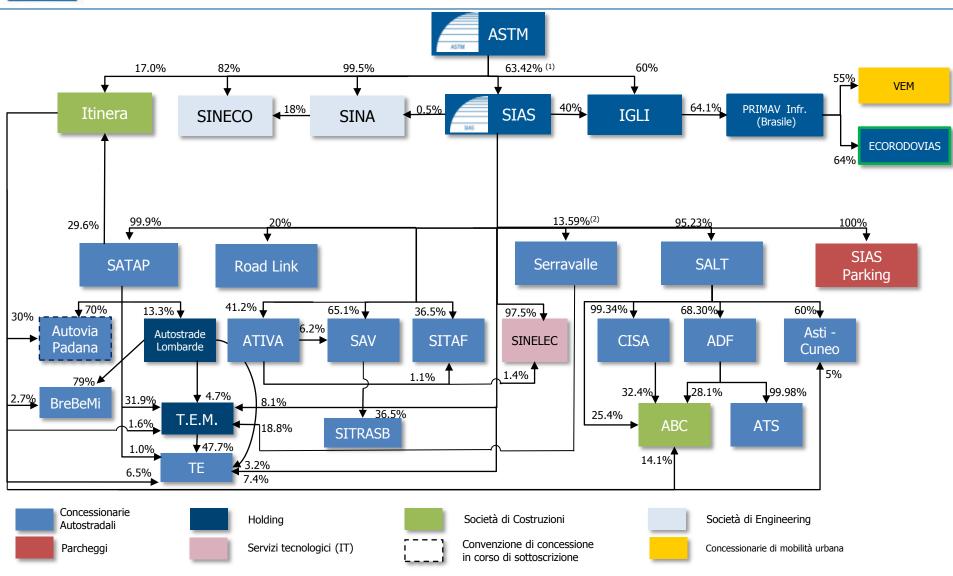
# Appendix **Group Structure**



ASTM

# **Appendix**

Group Structure SIAS and ASTM



- 1) SINA 1.72%
- 2) 2,8% owned by ADF

Appendix



SIAS Group financial structure - Available sources of funding as at 31 March 2016

€ million

#### CASH AND CASH EQUIVALENTS (a)

**1,236**<sup>(1)</sup>

Lender	Total Amount	Borrower	Main Terms
CDP financing	350	SATAP	Maturity Dec. 2025, availability period until 30 June 2018 with low commitment fees
Pool Loans related to Società di Progetto Autovia Padana	270	SIAS	Maturity Dec. 2031, availability period 60 days after the Legislative Decree approving the Concession; availability period line B until December 2020
VAT Pool Loan related to Società di Progetto Autovia Padana	66	AUTOVIA PADANA	Maturity Dec. 2020, availability period: 60 days after the Legislative Decree approving the Concession
Uncommitted bank credit lines	(326)	SIAS and consolidated companies	
TOTAL UNDRAWN CREDIT LINES (b)	1,012		
TOTAL AVAILABLE SOURCES OF FUNDING (a + b)	2,248		
Financial Receivables 4	78 <u>58</u> 3 <b>6</b>		



SIAS

Early termination	<ul> <li>Contractual failures that can lead to revocation, withdrawal or termination of the concession agreements are expressly regulated</li> </ul>
Indemnity (1)	• In case of early termination of the concession agreements, the concessionaire is entitled to receive an amount (a) determined in accordance with the provision of the relevant concession agreement, (b) reduced by 10% by way of penalty plus damages (only in case of termination due to material breaches of their obligations by the concessionaires)
"Re-alignment of the financial plan"	<ul> <li>The financial plan contained in the concessions agreements needs to be updated every five years ("regulatory period"). In addition, the Regulator or the concessionaires are entitled to request an "extraordinary review" of the financial plan in case of (i) force majeure and/or (ii) additional investments</li> </ul>
Penalties and sanctions	<ul> <li>The concessionaires may be required by the Regulator to pay penalties and sanctions in case of material breach or default of certain obligations arising from the concessions agreements</li> </ul>
Hand over requirements	<ul> <li>Upon the expiration date of each single concession, the relevant concessionaire is required to transfer the motorways and related infrastructure to the Regulator without any compensation due to it and in a good state of repair. In any event, each concessionaire shall continue to manage the motorway infrastructure up to selection of a new concessionaire</li> </ul>

(1) ATIVA and SALT have the right to receive an indemnity as "terminal value" from the new concessionaires for any works executed and not yet amortized as of the expiry date of the relevant concession agreement (terminal value of €101m for ATIVA and €287m for SALT).



Concessionaire	Tariff formula		
Companies which requested a "re-alignment" of the financial plan (1)			
SATAP (A4 and A21)	$\Delta T = \Delta P \pm Xr + K + \beta \Delta Q$		
SAV <sup>(2)</sup>	$\Delta T = 70\%$ *CPI ± Xr + K	-	60% of motorways
CISA <sup>(2)</sup>	$\Delta T = 70\%$ *CPI ± Xr + K		EBITDA
Companies which requested a "confirmation" of the financial plan <sup>(3)</sup>		L L	
SALT <sup>(2)</sup>	$\Delta T = 70\% * CPI + K$		
ADF <sup>(2)</sup>	ΔT = 70%*CPI + K	-	40% of motorways EBITDA
ATS <sup>(2)</sup>	ΔT = 70%*CPI + K		

(1) These companies are allowed to a remuneration both for excess investments made in the previous 5-year regulatory period and for new investments

(2) These companies utilize the "simplified tariffs formula", which includes in the tariff a fixed percentage of the actual inflation (equal to 70%)

(3) These companies are allowed to a remuneration only for new investments

 $\Delta T$  is the annual tariff increase

 $\pmb{\Delta P}$  is the annual projected inflation rate as reported in the Italian Budget

Xr is determined every 5 years to remunerate the regulated invested capital at the end of each regulatory period

 ${\bf K}$  is determined every year to remunerate the investments performed during the previous year

**Xp** is the productivity (or efficiency) factor

CPI is the actual inflation rate for the previous 12 months as reported by ISTAT

**βΔQ1**s the quality factor (related to the status of road surface and the accident rate)



2H16

CAPEX 2Q16

#### Reduction in Capex underscores financial discipline and pursuit of efficiency



Total

141

97

26

86

87

210

114

5

10

776

Actual Pro-Forma CAPEX (R\$ million) 2016 Estimated CAPEX (R\$ million) Intangible Maintenance Company Assets/ PP&E Costs 1.046 Ecovias dos Imigrantes 77 64 **Ecopistas** 56 41 776 758 711 Ecovia Caminho do Mar 20 6 Ecocataratas 50 36 82 Ecosul (100%) 5 496 545 ECO101 (100%) 210 Ecoponte 113 1 **Ecoporto Santos** 5 Others<sup>1</sup> 10 231 TOTAL<sup>2</sup> 623 153 2012 2013 2014 2015 2016E <sup>1</sup> Includes Services and the Holding Company

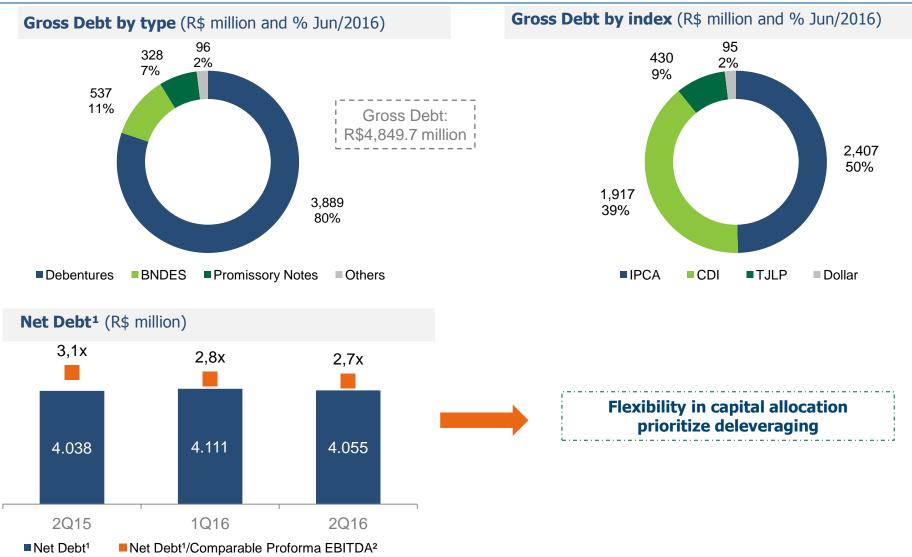
<sup>2</sup> Includes 100% of interest in Ecosul and ECO101

The proportional CAPEX to EcoRodovias' share, estimated for 2016 is approximately R\$680 million

Actual

CAPEX





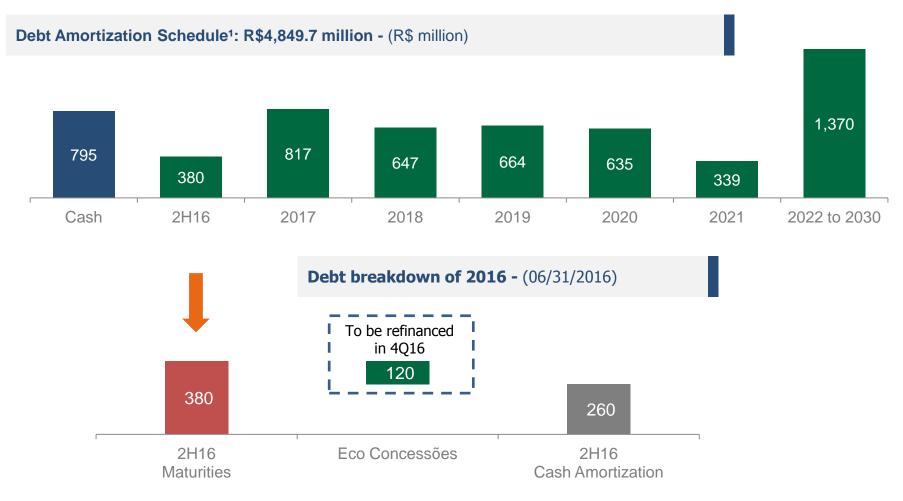
<sup>1</sup> Assets held for sale (Elog) aren't consolidated;

<sup>2</sup> Excludes Provision for Maintenance, Elog results and Impairment at Ecoporto (non-recurring and non-cash).



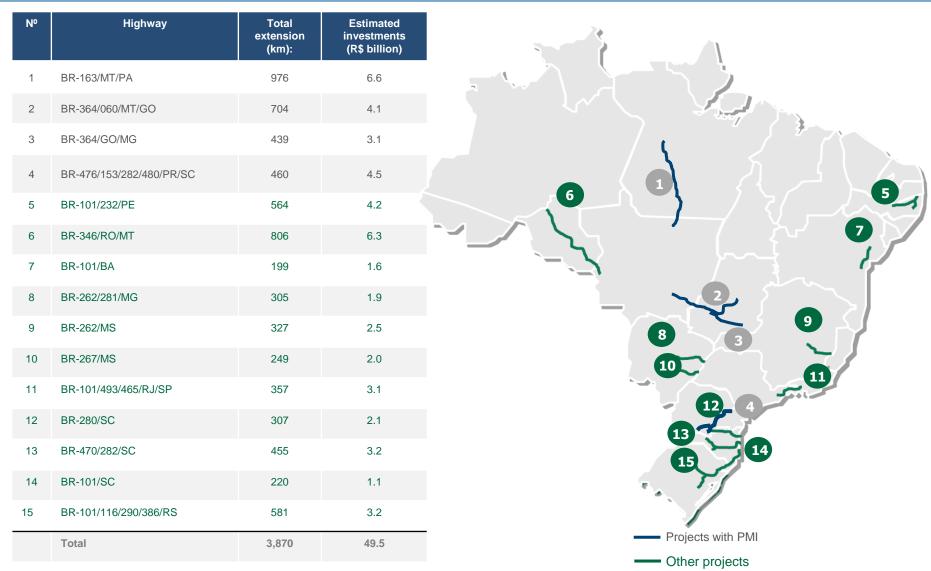
EcoRodovias – Debt

#### Lengthened debt profile strengthens financial health





EcoRodovias – Opportunities for Growth



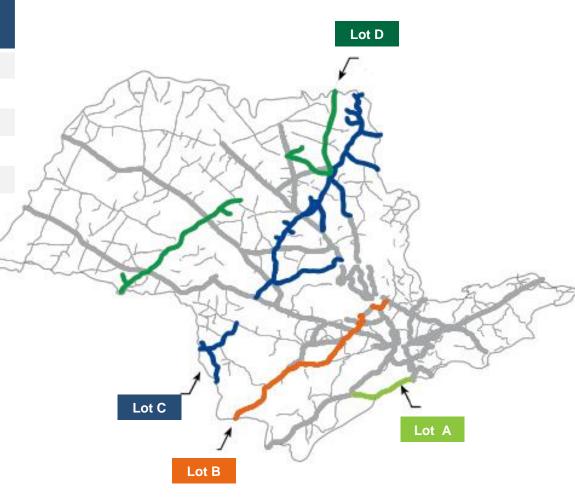
<sup>1</sup>Source: Ministry of Planning



# EcoRodovias – Opportunities for Growth – State of Sao Paolo

Concession of 2,266 km of state highways, divided into 4 lots of highways crossing the state of São Paulo transversally in the Paraná - Minas Gerais direction

Lot	Total extension (km):	Estimated investments (R\$ billion)
Lot A	116	1.2
Lot B	481	2.3
Lot C	1,097	4.6
Lot D	572	2.7
Total	2,266	10.8





www.astm.it www.grupposias.it