

# COMPANY PRESENTATION

STAR CONFERENCE - MAY 27<sup>TH</sup> 2020





**HIGHLIGHTS  
& STRATEGY**

Q1 2020  
RESULTS

2020  
KEY UPDATES





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& STRATEGY**

Q1 2020  
RESULTS

2020  
KEY UPDATES



# GROUP HIGHLIGHTS & STRATEGY

# BOLOGNA'S AIRPORT MAIN CHARACTERISTICS



**9.4 MILLION PAX IN 2019 - 79.2% INTERNATIONAL PAX**



**ITALY'S FORTH AIRPORT FOR GLOBAL CONNECTIVITY**

ICCSAI - Fact Book 2019



**CENTRAL GEOGRAPHICAL LOCATION**



**HIGH STANDARD OF LIVING**



**STRONG ENTREPRENEURIAL SPIRIT**



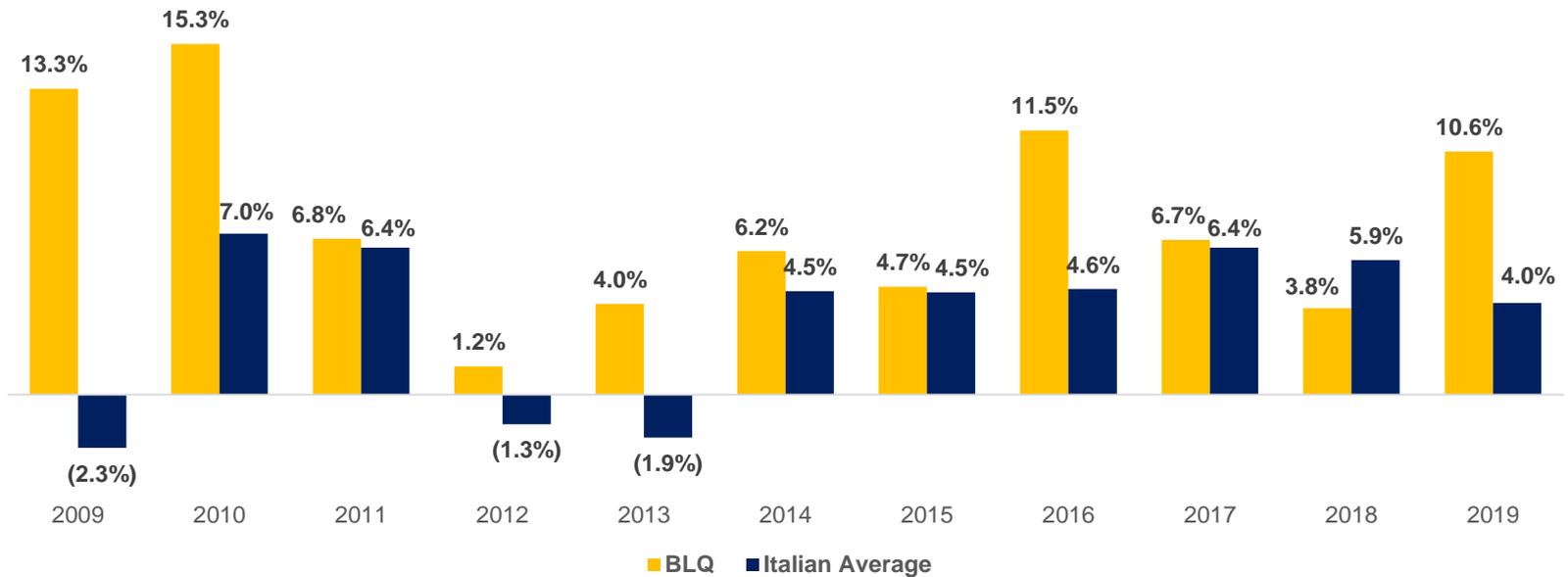
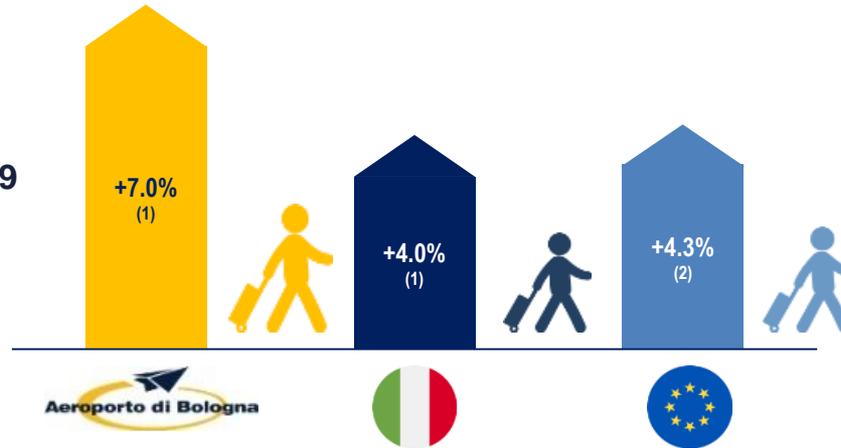
**HIGHLIGHTS  
& STRATEGY**

Q1 2020  
RESULTS

2020  
KEY UPDATES

# GROWTH OUTPACING ITALIAN AND EU AVERAGE

2009 – 2019  
CAGR



1 Assaeroporti – including charter, general aviation and interlining; years 2009-2019  
2 EU figures refer to western European Airports. Data, ACI Europe - Airport Traffic Reports

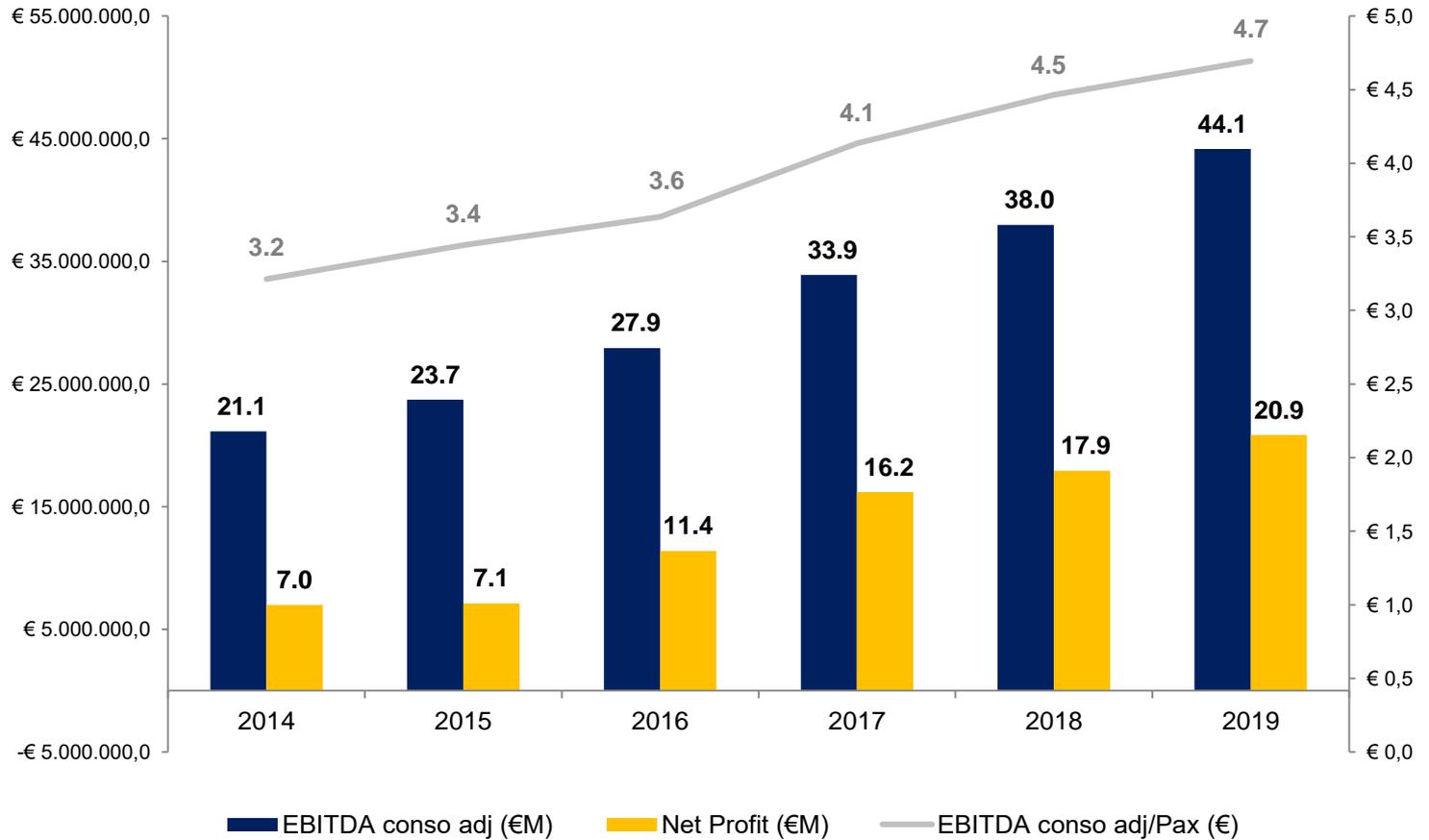
# EBITDA AND NET PROFIT TREND 2014-2019



## HIGHLIGHTS & STRATEGY

Q1 2020 RESULTS

2020 KEY UPDATES



# NETWORK: WELL BALANCED MIX OF NETWORK, REGIONAL AND LOW COST CARRIERS

WORLD AND REGIONAL, BUSINESS AND LEISURE DESTINATIONS AT HAND

NETWORK CARRIERS

LOW COST AND REGIONAL CARRIERS



HIGHLIGHTS  
& STRATEGY

Q1 2020  
RESULTS

2020  
KEY UPDATES

# CATCHMENT AREA: BOLOGNA AIRPORT DEMAND ATTRACTS PASSENGERS FROM 20 ITALIAN PROVINCES



## HIGHLIGHTS & STRATEGY

Q1 2020 RESULTS

2020 KEY UPDATES

**20**  
ITALIAN PROVINCES

**10.9**  
MILLION RESIDENTS

**18%**  
OF TOTAL ITALIAN POPULATION

### HIGH SPEED RAIL NETWORKS



#### BOLOGNA-FLORENCE

35 minutes  
68 trains/day



#### BOLOGNA-VERONA

49 minutes  
7 trains/day



#### BOLOGNA-MILAN

60 minutes  
40 trains/day



#### BOLOGNA-VENICE

1 h 25 minutes  
24 trains/day



#### BOLOGNA-ROME

1 h 54 minutes  
65 trains/day



# CATCHMENT AREA: HIGHER GDP AND WELL-KNOWN BRANDS



## MAIN EUROPEAN FAIR CENTRES:



## COMPANIES OPERATING IN KEY SECTORS

Barilla

parmalat

CARPIGIANI

PARMIGIANO REGGIANO

CARMA

Tetra Pak

roberto cavalli

GUCCI

LA PERLA

LIU·JO

TOD'S

FURLA

MASERATI

Ferrari

LAMBORGHINI

DUCATI

IMA

DATALOGIC

YACHTS

POZZI-GINORI

TECHNOGYM

FAAC



### HIGHLIGHTS & STRATEGY

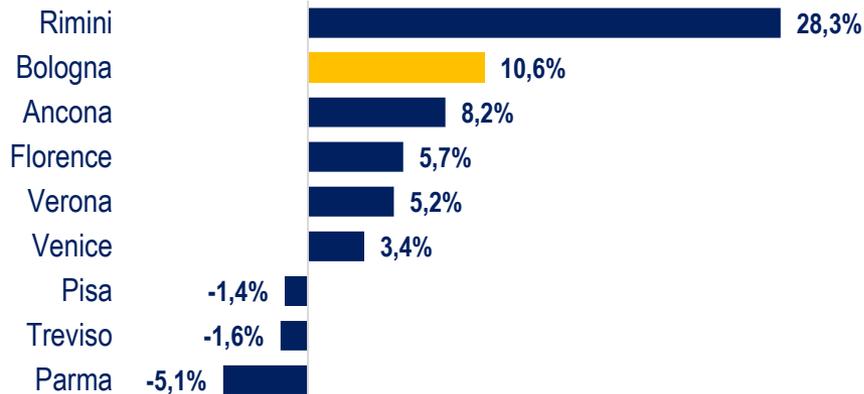
Q1 2020 RESULTS

2020 KEY UPDATES

# CATCHMENT AREA: BOLOGNA AIRPORT COMPETITIVE POSITIONING IN 2019

- ✈️ *Catchment area* traffic increased by 4.5% (+1.6 ml passengers) vs 2018
- ✈️ Growth driven by both domestic (+1.0%) and international traffic (+5.5%)
- ✈️ **BLQ market share in the *catchment area*\*: 25.4%**

## BOLOGNA CATCHMENT AREA: VAR. % PASSENGERS FY 2019 vs FY 2018\*\*



### HIGHLIGHTS & STRATEGY

Q1 2020 RESULTS

2020 KEY UPDATES

\* BLQ passengers/Catchment area airports passengers. BLQ catchment includes airports within 200 Km ca. maximum distance: Ancona, Florence, Rimini, Parma, Pisa, Treviso, Venice and Verona airports  
 \*\* Assaeroporti data

# OUR STRATEGIC AMBITION AND LONG TERM APPROACH

TO BE THE IDEAL GATEWAY FOR ITALY

TO ENHANCE CONNECTIVITY AND CARE FOR A UNIQUE PASSENGER EXPERIENCE



The route development opportunities together with the ground transport network expansion could make Bologna Airport an **ideal air to ground gateway not only for outgoing but also for incoming passengers and accessibility**

Bologna Airport to be recognized by passengers as an ideal gateway thanks to its **rich destination network**, the **ease of access** from the wider region and the **high quality of its facilities and services**

HIGHLIGHTS  
& STRATEGY

Q1 2020  
RESULTS

2020  
KEY UPDATES

# CLEAR AND WELL-DEFINED STRATEGY



## MAXIMISE FINANCIAL PERFORMANCE

## PERFORMING AND SUSTAINABLE CORPORATION



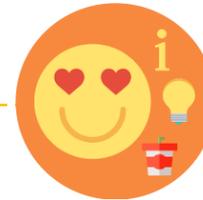
### CONNECT

1. Expand destination network and frequency
2. Increase long haul route
3. Expand catchment area
4. Improve accessibility



### DEVELOP

1. Remove capacity constraints
2. Optimise existing infrastructures
3. Expand passenger terminal
4. Develop competitive car parking
5. Maximise commercial opportunities



### EXPERIENCE

1. Innovative and customer oriented airport
2. Pleasant and stress free passenger processes
3. Best in class commercial offer
4. Strong corporate image



### CARE

1. People and organization development
2. Engaged airport community

# FY 2019: STRATEGY AND EXECUTION



## MAXIMISE FINANCIAL PERFORMANCE

Excellent adj revenue (+10.4%) and adj EBITDA (+16.1%) growth in 2019 vs 2018  
Net profit €20.9 ml in 2019 (+16.3% vs 2018)  
Ongoing focus on cost control

## PERFORMING AND SUSTAINABLE CORPORATION

In 2019 Bologna airport, together with other members of ACI EUROPE, committed to **net zero carbon emissions** from airport operations fully within their own control **by 2050** at the latest.



## CONNECT

Passengers (+10.6%) and tons (+8.4%) increase.

Legacy traffic growth +4.9% and low cost traffic growth +14.7% vs FY 2018.

Load factor growth in FY 2019 81.5% (81.3% in FY 2018).



## DEVELOP

In January 2020 the “Conferenza dei servizi” gave the green light to Bologna Airport Masterplan.

Terminal extension final design activities completed. New multilevel car parking final design under approval by ENAC.

19.4 ml € for investments in infrastructure maintenance and development.

+4.3 ml € in 2019 Non-Aviation Revenues vs 2018 (Parking +5.5%, Retail & Adv. +6.8%, Passenger Services +10.6%, Real Estate +2.4%).



## EXPERIENCE

Improvement of capacity utilization (off-peak traffic growth).

Investments to improve passenger experience:

- restyling of Marconi Business Lounge;
- 3 new ABC gates to speed up passport control;
- installation of recharge points.

Customer Satisfaction Index remains substantially stable at high values (98.3% in 2019 vs. 98.5% in 2018).



## CARE

Construction of BLQ Fitness Lounge, a 700 sqm gym for the airport community and the customers of the Marconi Business Lounge. It is the first gym in an European airport, developed partnering with Technogym.

Sustainable mobility plan aimed at supporting employees in making sustainable choices regarding the daily home-work commute.

### HIGHLIGHTS & STRATEGY

Q1 2020 RESULTS

2020 KEY UPDATES

# FIRST STEPS TOWARDS FUTURE DEVELOPMENT: STRENGTHENING ACCESSIBILITY



Monorail connection  
to Central Railway Station  
**Expected to Start in 2020**  
Running time: 7 minutes



Bus connection  
City Centre - Central Railway Station  
Every 15 minutes  
Running time: 15/20 minutes



HIGHLIGHTS  
& STRATEGY

Q1 2020  
RESULTS

2020  
KEY UPDATES

# FIRST STEPS TOWARDS FUTURE DEVELOPMENT: TERMINAL EXPANSION PROJECT



## HIGHLIGHTS & STRATEGY

Q1 2020  
RESULTS

2020  
KEY UPDATES



**Departure area expansion on the 1st floor (+24,000 sqm) to:**

- ✈ improve passengers flow
- ✈ increase commercial area and offer
- ✈ enhance customer experience

**Update:** formal verification of terminal expansion final design completed in January 2020. Final design **waiting for ENAC's approval.**

# FIRST STEPS TOWARDS FUTURE DEVELOPMENT: NEW MULTILEVEL PARKING



## HIGHLIGHTS & STRATEGY

Q1 2020  
RESULTS

2020  
KEY UPDATES

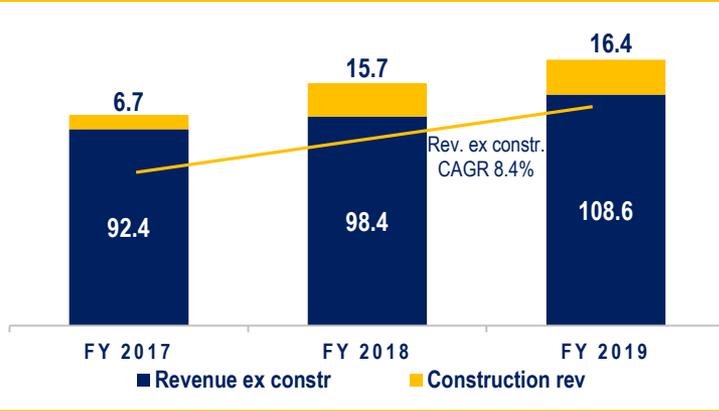


New multilevel parking construction to increase on site parking spaces and meet passenger growth

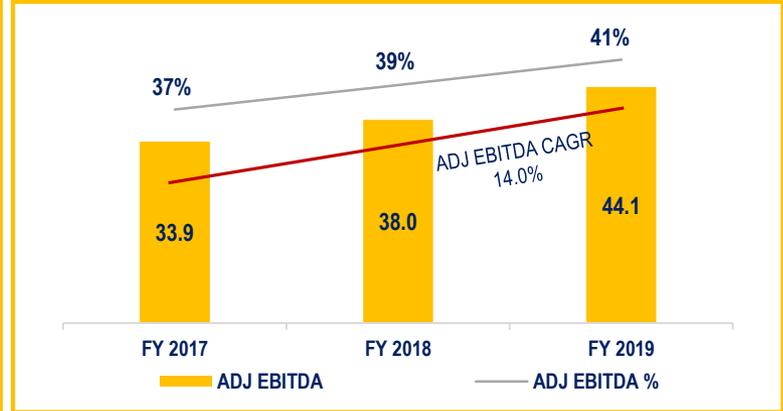
**Update: final design approved by ENAC**

# PROFITABILITY TREND

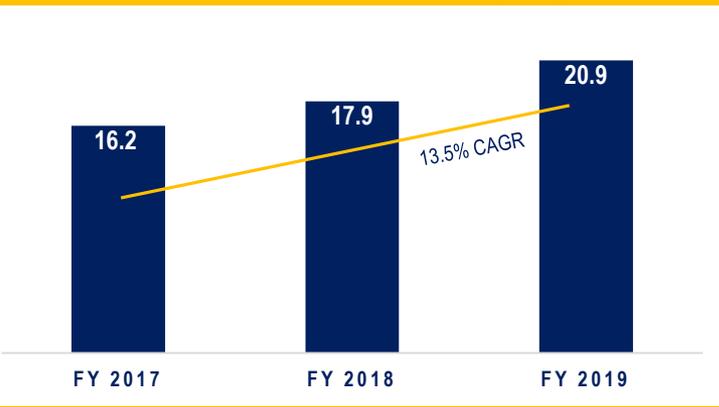
### Consolidated revenues (€/ml)



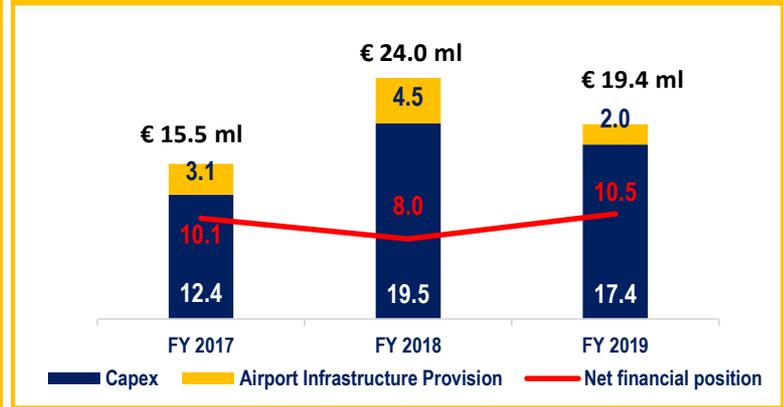
### ADJ EBITDA\* and ADJ EBITDA margin\* (€/ml, %)



### Consolidated net income (€/ml)



### Net Financial Position and Capex



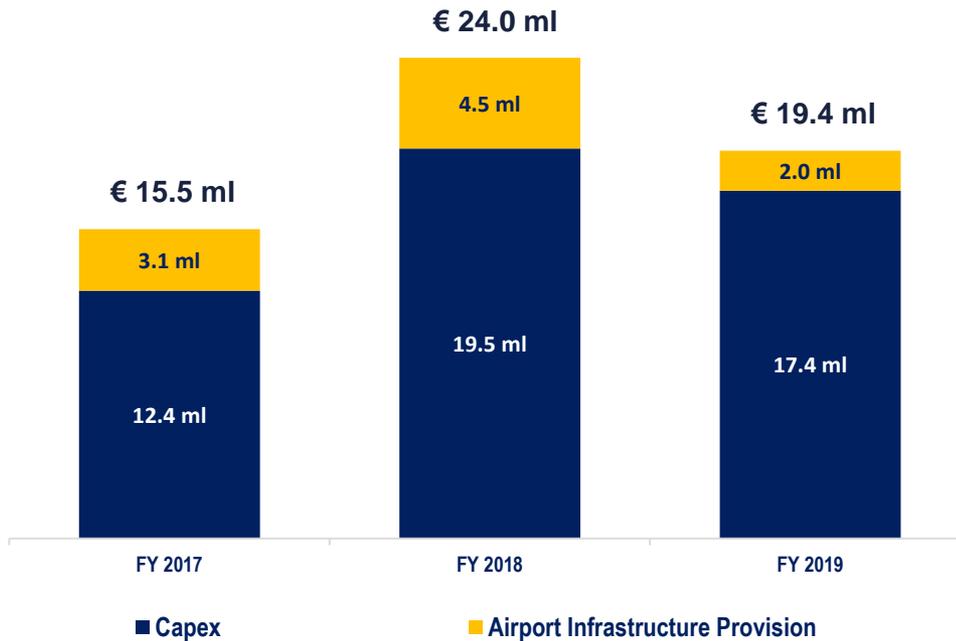
**Healthy growth, improving margins and solid capital structure**

\* Net of construction services margin (IFRIC 12) and one-off energy costs

# MAIN INVESTMENTS IN INFRASTRUCTURE MAINTENANCE AND DEVELOPMENT



## INVESTMENTS IN INFRASTRUCTURE MAINTENANCE AND DEVELOPMENT



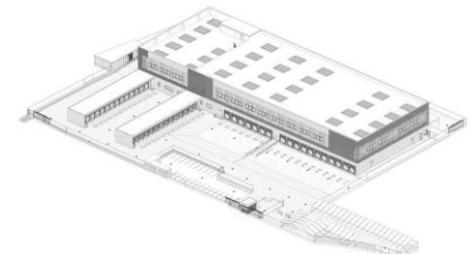
### TERMINAL EXPANSION AND NEW MULTILEVEL CAR PARKING



FORMAL VERIFICATION OF THE TERMINAL EXPANSION FINAL DESIGN COMPLETED IN JANUARY 2020.

MULTILEVEL CAR PARKING FINAL DESIGN APPROVED BY ENAC

### CARGO BUILDING



WORK IN PROGRESS

#### HIGHLIGHTS & STRATEGY

Q1 2020 RESULTS

2020 KEY UPDATES

# SOLID FINANCIAL AND CAPITAL STRUCTURE

2017 - 2019 CONSOLIDATED ASSET & FINANCIAL SITUATION ('000 €)

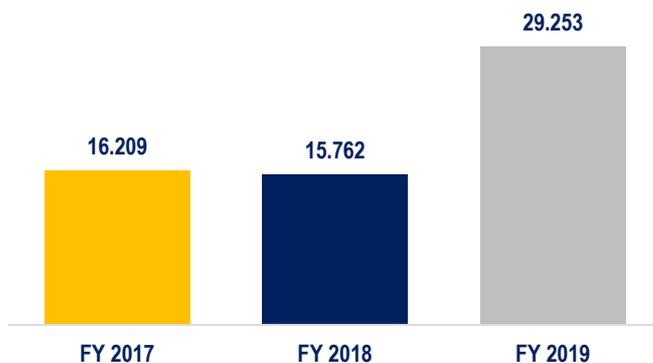


HIGHLIGHTS  
& STRATEGY

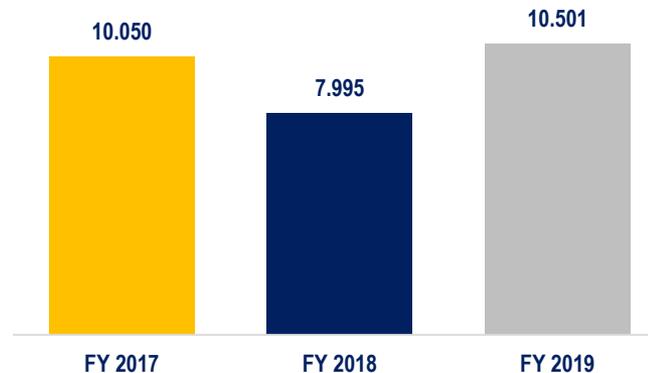
Q1 2020  
RESULTS

2020  
KEY UPDATES

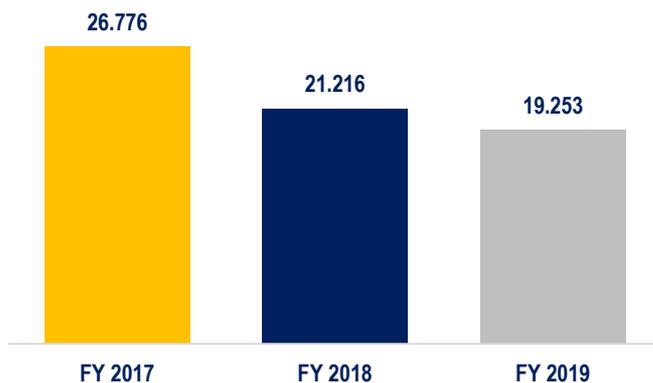
## Liquidity



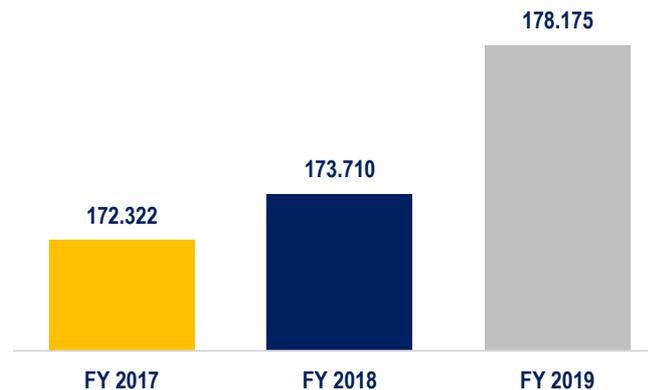
## NFP



## Gross Debt (\*)



## Equity



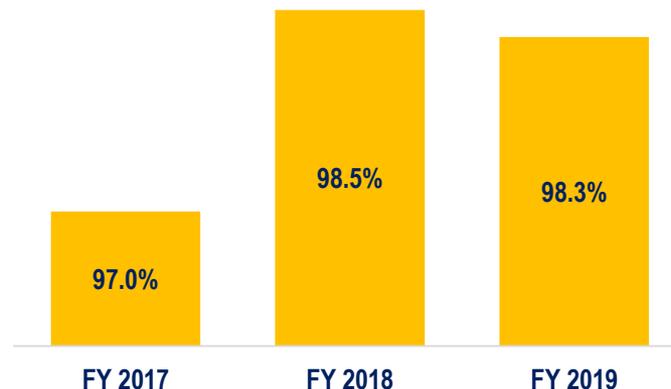
(\*) Current and non current financial liabilities

# MONITORING OF QUALITY SERVICES AND PASSENGER EXPERIENCE

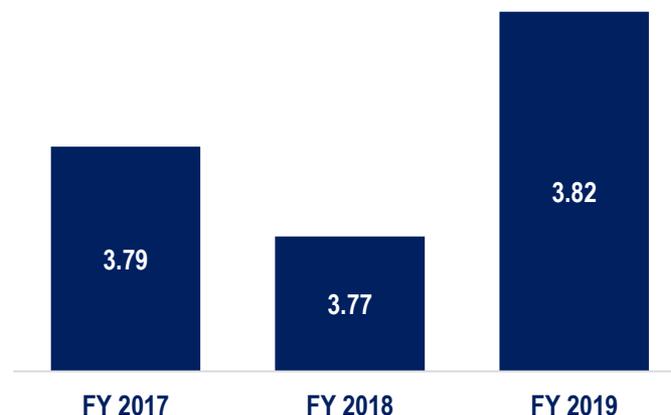
## SERVICE QUALITY



## CUSTOMER SATISFACTION INDEX



## AIRPORT SERVICE QUALITY



### Customer Satisfaction Index:

ENAC (Italian Civil Aviation Authority) indicators  
(Carta dei Servizi)  
comparison with Italian regional airports  
focus on airport services performance

### Airport Service Quality:

ACI World Airport Council International  
panel includes more than 250 airports worldwide  
focus on airport passenger experience

### HIGHLIGHTS & STRATEGY

Q1 2020  
RESULTS

2020  
KEY UPDATES



HIGHLIGHTS  
& STRATGEY

**Q1 2020  
RESULTS**

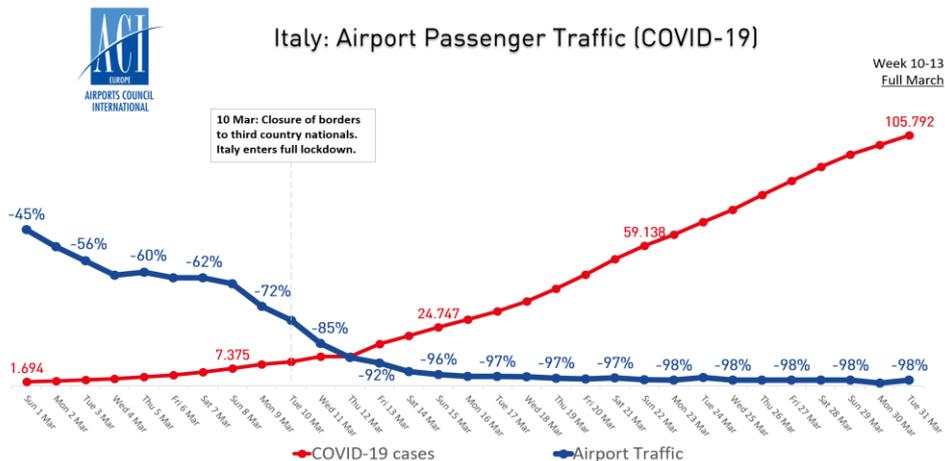
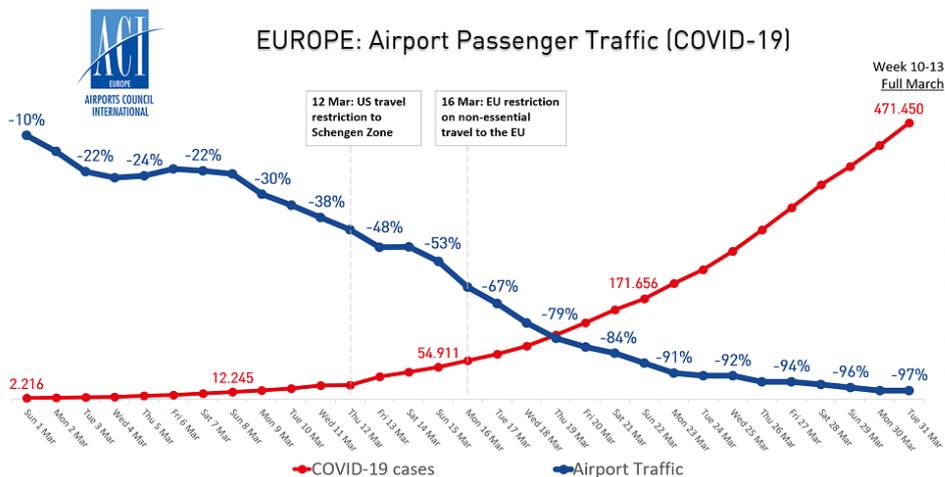
2020  
KEY UPDATES



# Q1 2020 RESULTS

# TRAFFIC TREND IN EUROPE AND IN ITALY IN MARCH 2020

## Trend March 2020 vs March 2019



Despite a slightly positive trend in the first 2 months of the year (January + 2.2% and February + 0.9%), **European traffic dropped by 21% during the first quarter of 2020** due to the effect of the drastic reduction experienced in March (-97% vs 2019).

According to ACI Europe, **the development of the Covid-19 pandemic resulted, only in March, in a loss of 106 million passengers in European continent (-59.5% vs 2019).**

**Overall in Italy traffic decreased by 78.3% between the last week of February and the end of March, with almost 12 million passengers less than in 2019.**

Already at the beginning of March Italy air traffic reported a drop of about 50% compared to the same period of 2019, about 10 days earlier than the other European airports, which suffered the same reduction only starting from March 12th.

Source: ACI Europe. The sample considered represents 83% of European traffic as a whole. The number of confirmed cases of people infected with COVID-19 relates to data reported by John Hopkins University.

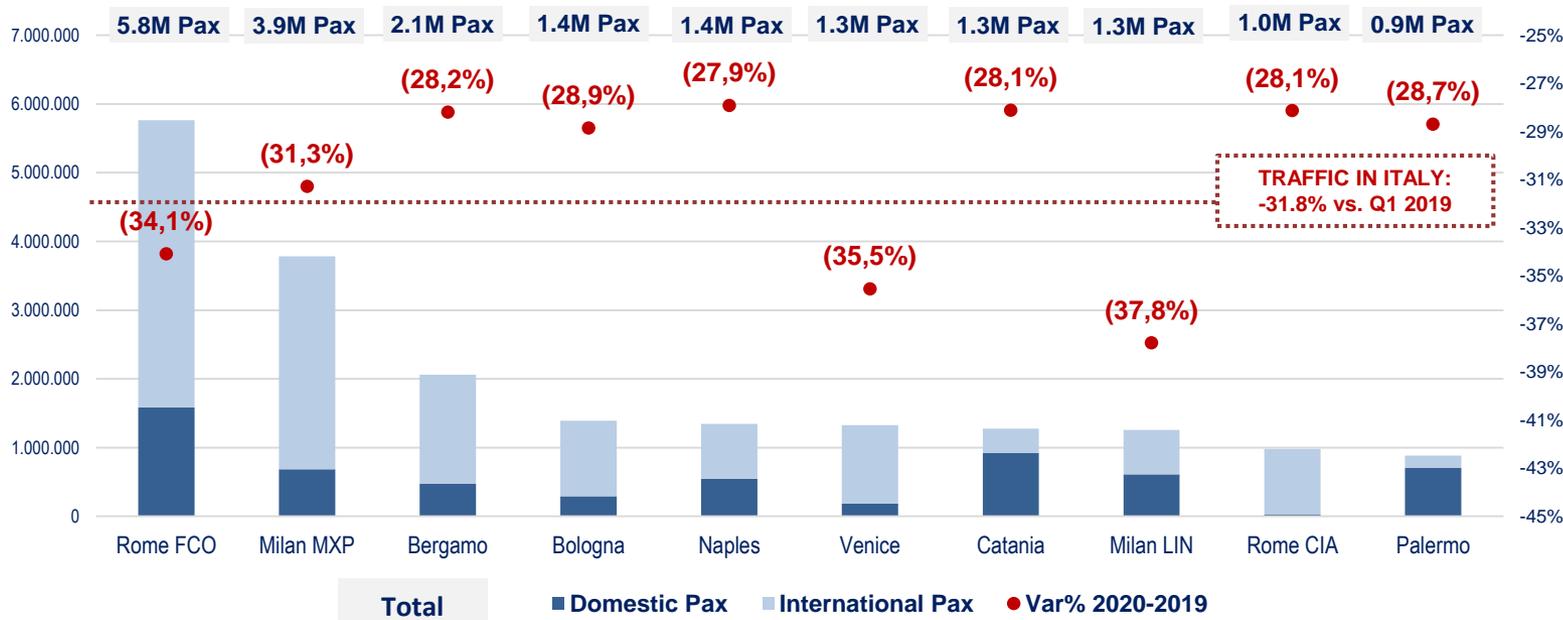
HIGHLIGHTS & STRATEGY

Q1 2020 RESULTS

2020 KEY UPDATES

# TRAFFIC TREND OF MAIN ITALIAN AIRPORTS IN Q1 2020

## Top 10 Italian Airports per number of passengers in Q1 2020



**In Q1 2020 Italian traffic decreased by almost a third (-31.8%) compared to the same period of 2019, reporting a loss of around 12 million passengers, entirely attributable to the month of March.**

Passengers of the top 10 airports made up almost 80% of total Q1 2020 traffic, also as a consequence of the closure of many airports between February and March due to the health emergency.

**Bologna was the fourth Italian airport in terms of traffic** during the period, accounting for about 5.5% of total passengers, after Rome FCO (22.6% of total passengers), Milan MXP (14.9%) and Bergamo (8.1%).



HIGHLIGHTS & STRATEGY

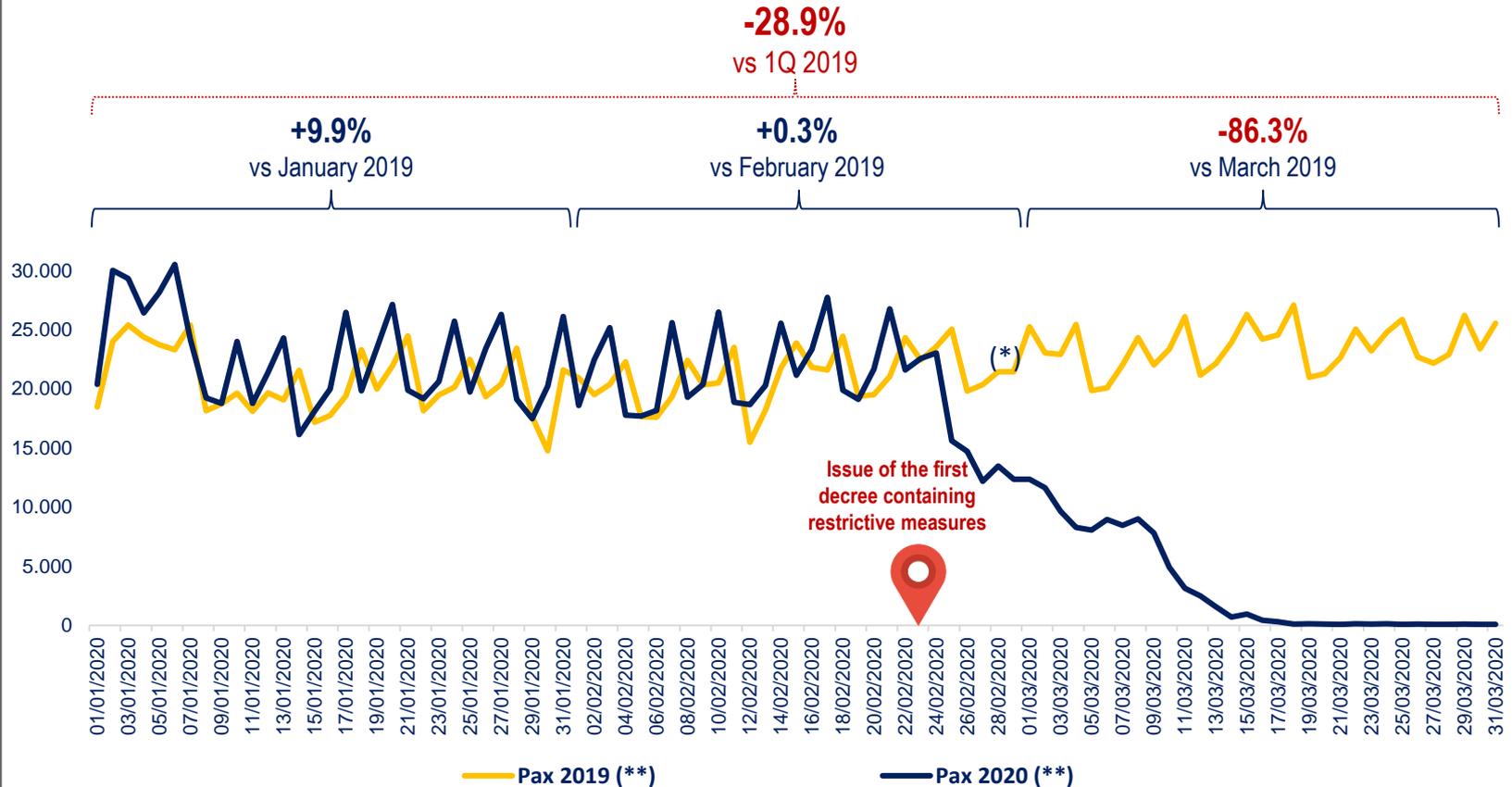
Q1 2020 RESULTS

2020 KEY UPDATES

# BLQ TRAFFIC PERFORMANCE DURING Q1 2020

**Bologna Airport is open** - in compliance with Infrastructure and Transportation Ministry Decree n. 112 dated 12th March - **but**, in consideration of the cancellations made by the airlines in recent weeks, **as of 31st March 2020 only 1 flight per day was operated** (Alitalia to Rome FCO).

As a result, **in Q1 2020 passengers decreased by 28.9% and movements dropped by 21.1%** compared to the same period of 2019.



(\*) Leap year in 2020.

(\*\*) Figures include interlining passengers and exclude general aviation traffic.

NOTE: Please note that the day following the issue of the Prime Minister's Decree on 23rd February 2020 is considered as the beginning of COVID-19 health emergency in Italy.



# Q1 2020 KEY FIGURES



HIGHLIGHTS  
& STRATEGY

Q1 2020  
RESULTS

2020  
KEY UPDATES



**PASSENGERS**  
**1,395,671 PAX**  
**-28.9% vs Q1 2019**

**REVENUES**  
**€20.8 mln**  
**-24.3% vs Q1 2019**

**EBITDA**  
**€4.2 mln**  
**-49.7% vs Q1 2019**

**NET PROFIT**  
**€0.6 mln**  
**-82.5% vs Q1 2019**

## Q1 2020 KEY HIGHLIGHTS



In Q1 2020 **passengers decreased by 28.9%** and **movements dropped by 21.1%** compared to the same period of 2019.



**Both legacy traffic and low cost traffic suffered from the health emergency effects**, respectively decreasing by 33.9% and by 25.4%.



**Aeronautical revenues fell by 26.1%** due to the contraction of traffic, the reduction of charges from January 1<sup>st</sup>, 2020 and the discounts granted in March to handlers for the use of operating spaces and check-in counters. Traffic incentives resulted in line with the existing contracts.



**Non Aeronautical revenues were down by 18.0%** due to the reduction in traffic, directly impacting some business areas (i.e. parking lots and MBL), and the discounts applied to customers on sub-concession contracts for the month of March.



A comprehensive **efficiency plan** was implemented to **contain costs and mitigate the negative impact** of the drop in traffic on profitability. With the aim of reducing labour costs, an **extraordinary redundancy fund** for all its employees was launched. Also, **traffic-related services** and **utility costs** were reduced and **some service contracts have been revised**.



**Investments** in infrastructure maintenance and development amounted to **€3.1M**.



HIGHLIGHTS  
& STRATEGY

Q1 2020  
RESULTS

2020  
KEY UPDATES

## Q1 2020 TOTAL REVENUES

EURO THOUSANDS	Q1 2020	Q1 2019	VAR % Q1 20/19
Aeronautical Revenues	9,906	13,400	(26.1%)
Non Aeronautical Revenues	8,029	9,794	(18.0%)
Revenues for Construction Services*	2,757	4,104	(32.8%)
Other Revenues	119	191	(37.7%)
<b>Revenues</b>	<b>20,811</b>	<b>27,489</b>	<b>(24.3%)</b>
<b>Revenues adj</b>	<b>18,054</b>	<b>23,385</b>	<b>(22.8%)</b>

**AERONAUTICAL REVENUES:** revenues in line with 2019 during the first two months of 2020. In March revenues decreased due to:

- contraction in traffic figures,
- reduction of charges,
- discounts granted to handlers for the use of operating spaces and check-in counters.



**NON AERONAUTICAL REVENUES:** figures exceeding 2019 revenues in the first two months of 2020. The traffic decrease in **March** highly affected the **business areas directly related to passenger numbers** (i.e. parking, MBL, variable component of sub-concession contracts). Also, **discounts were applied to customers on fixed fees.**

HIGHLIGHTS  
& STRATEGY

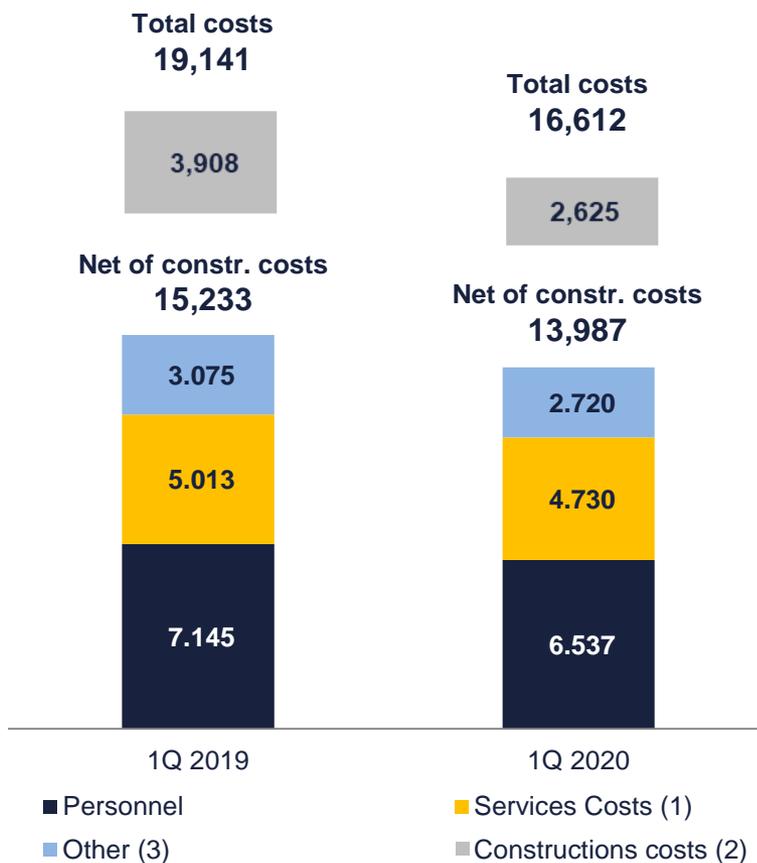
Q1 2020  
RESULTS

2020  
KEY UPDATES

# OPERATING COSTS: COMPREHENSIVE EFFICIENCY PLAN IMPLEMENTED TO CONTAIN COSTS



## OPERATING COSTS BREAKDOWN ('000 €)



### OPERATING COSTS -13.2%

### NET OF CONSTRUCTION COSTS -8.2%

**Personnel costs** down by 8.5% thanks to:

- A. decrease in headcount employed in airport operations (less staff in security and terminal activities);
- B. cost reduction initiatives to mitigate the effects of the drop in traffic.

**Services costs** (-5.6%) decrease due to:

- A. Lower utility costs;
- B. Lower costs directly related to traffic figures (e.g. business lounge, PRM);
- C. Renegotiation of some major service contracts.

**Construction costs** (-32.8%) due to lower investments related to concession rights.

HIGHLIGHTS  
& STRATEGY

Q1 2020  
RESULTS

2020  
KEY UPDATES

1 Services: includes outsourced services, maintenance, utilities costs and G&A  
 2 IFRIC 12  
 3 Other: includes consumables and goods, rental fees and other operating expenses

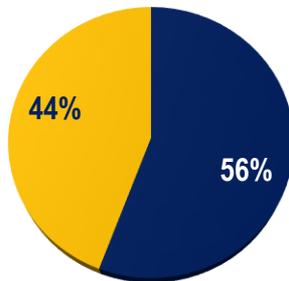
# AVIATION AND NON-AVIATION BUSINESS



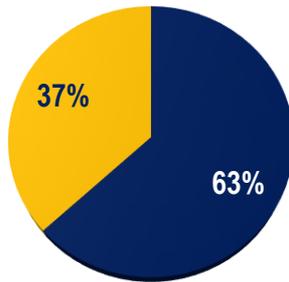
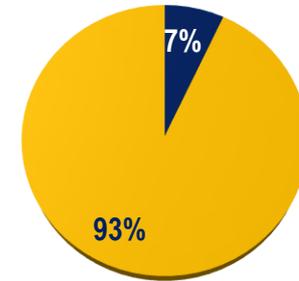
## REVENUES BREAKDOWN (%)



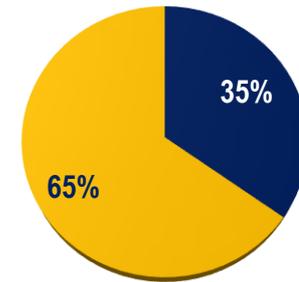
## EBITDA BREAKDOWN (%)



Q1 2020



Q1 2019



■ AVIATION ■ NON AVIATION

HIGHLIGHTS  
& STRATEGY

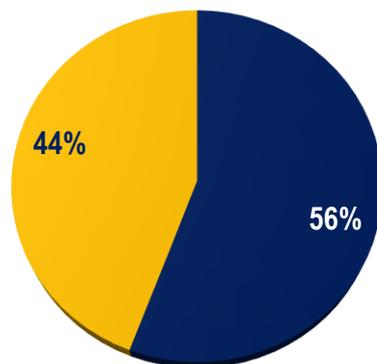
Q1 2020  
RESULTS

2020  
KEY UPDATES

# AVIATION AND NON-AVIATION BUSINESS

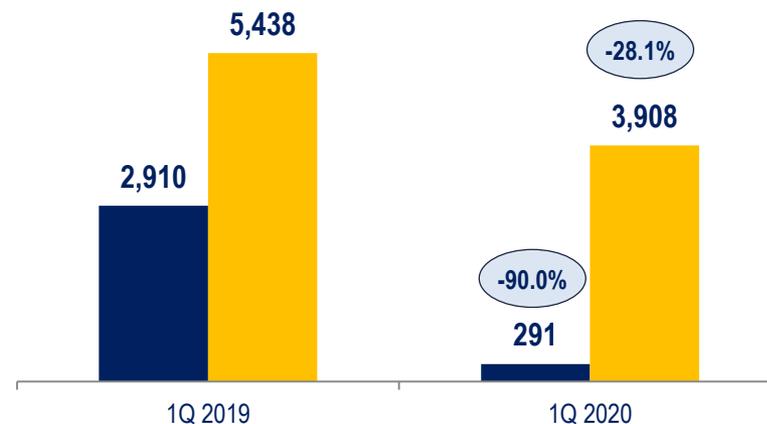
## REVENUES SEGMENT SHARE

Q1 2020



## AVIATION & NON-AVIATION EBITDA

Q1 2020/2019 ('000€)



■ AVIATION ■ NON AVIATION

BUSINESS UNIT AVIATION ('000 €)	Q1 2020	Q1 2019	VAR % Q1 20/19
Passengers	8,243	12,455	(33.8%)
Airlines	4,821	5,805	(17.0%)
Airport operators	508	728	(30.2%)
Traffic incentives	(3,750)	(5,698)	(34.2%)
Constructions revenues*	1,442	3,735	(61.4%)
Other aviation revenues	352	352	0.0%
Fees reduction for doubtful receivables**	(17)	0	n.m.
<b>Total Revenues AVIATION</b>	<b>11,599</b>	<b>17,377</b>	<b>(33.3%)</b>
<b>EBITDA AVIATION</b>	<b>291</b>	<b>2,910</b>	<b>(90.0%)</b>

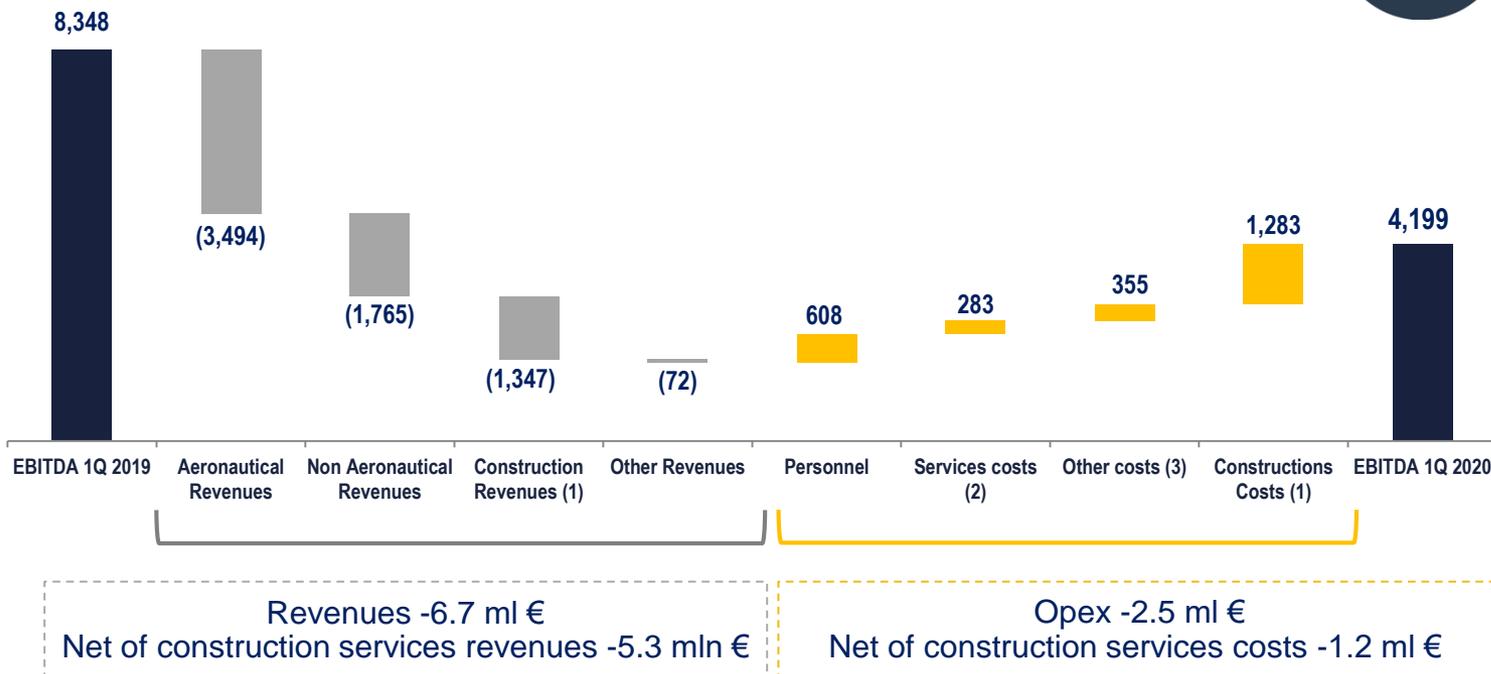
BUSINESS UNIT NON-AVIATION ('000 €)	Q1 2020	Q1 2019	VAR % Q1 20/19
Retail and Advertising	2,755	3,378	(18.4%)
Parking	2,658	3,663	(27.4%)
Real estate	605	602	0.5%
Passenger services	1,118	1,413	(20.9%)
Constructions revenues*	1,314	369	256.1%
Other non aviation revenues	762	687	10.9%
Fees reduction for doubtful receivables**	0	0	
<b>Total Revenues NON-AVIATION</b>	<b>9,212</b>	<b>10,112</b>	<b>(8.9%)</b>
<b>EBITDA NON-AVIATION</b>	<b>3,908</b>	<b>5,438</b>	<b>(28.1%)</b>

\* IFRIC 12

\*\* IFRS 15

# EBITDA

## Q1 2020 GROUP EBITDA ('000 €)



**EBITDA Q1 2020 -49.7% VS Q1 2019 (-4.1 ML €)**

**EBITDA NET OF CONSTRUCTION COSTS -50.1% VS Q1 2019 (-4.1 ML €)**

1 IFRIC 12  
 2 Services: includes outsourced services, maintenance, utilities costs and G&A.  
 3 Other: includes consumables and goods, rental fees and other operating expenses.

# CONSOLIDATED PROFIT & LOSS

EURO THOUSANDS		Q1 2020	Q1 2019	VAR Q1 20/19	VAR % Q1 20/19
Revenues	1	20,811	27,489	(6,678)	(24.3%)
Operating Costs		(16,612)	(19,141)	2,529	(13.2%)
<b>EBITDA</b>	<b>2</b>	<b>4,199</b>	<b>8,348</b>	<b>(4,149)</b>	<b>(49.7%)</b>
<b>EBITDA Adjusted*</b>		<b>4,067</b>	<b>8,152</b>	<b>(4,085)</b>	<b>(50.1%)</b>
Concession Rights Amortization		(1,643)	(1,500)	(143)	9.5%
Amortization & Depreciation		(950)	(970)	20	(2.1%)
<b>Amortization and Depreciation</b>	<b>3</b>	<b>(2,593)</b>	<b>(2,470)</b>	<b>(123)</b>	<b>5.0%</b>
Provision for Doubtful Accounts		(225)	(25)	(200)	800.0%
Airport Infrastructure Provision		(478)	(475)	(3)	0.6%
Other Accruals		(4)	(94)	90	(95.7%)
<b>Provisions</b>	<b>3</b>	<b>(707)</b>	<b>(594)</b>	<b>(113)</b>	<b>19.0%</b>
<b>Total Costs</b>		<b>(19,912)</b>	<b>(22,205)</b>	<b>2,293</b>	<b>(10.3%)</b>
<b>EBIT</b>		<b>899</b>	<b>5,284</b>	<b>(4,385)</b>	<b>(83.0%)</b>
Financial Income		94	39	55	141.0%
Financial Expenses	4	(101)	(299)	198	(66.2%)
<b>EBT</b>		<b>892</b>	<b>5,024</b>	<b>(4,132)</b>	<b>(82.2%)</b>
Taxes	5	(273)	(1,477)	1,204	(81.5%)
<b>Net Profit (loss)</b>	<b>6</b>	<b>619</b>	<b>3,547</b>	<b>(2,928)</b>	<b>(82.5%)</b>
Minority Interest		0	0	0	0.0%
Group Net Profit		619	3,547	(2,928)	(82.5%)

## 1 REVENUES

▼ (-24.3%) traffic decrease, charges update, discounts granted to aviation and non-aviation customers

## 2 EBITDA

▼ (-49.7%) operating leverage highly affected by the sharp contraction in revenues, only partially compensated by results of the comprehensive cost optimization plan implemented at the beginning of the emergency

## 3 AMORTIZATION, DEPRECIATION AND PROVISIONS

▲ +7.7% (▲ +5.0% amortization and depreciation and ▼ +19.0% provisions)

## 4 FINANCIAL AND EXPENSES

▼ main effect coming from discounting provisions

## 5 TAXES

▼ due to lower EBT

## 6 NET PROFIT

▼ -2.9M € vs Q1 2019

HIGHLIGHTS  
& STRATEGY

Q1 2020  
RESULTS

2020  
KEY UPDATES

# NET FINANCIAL POSITION

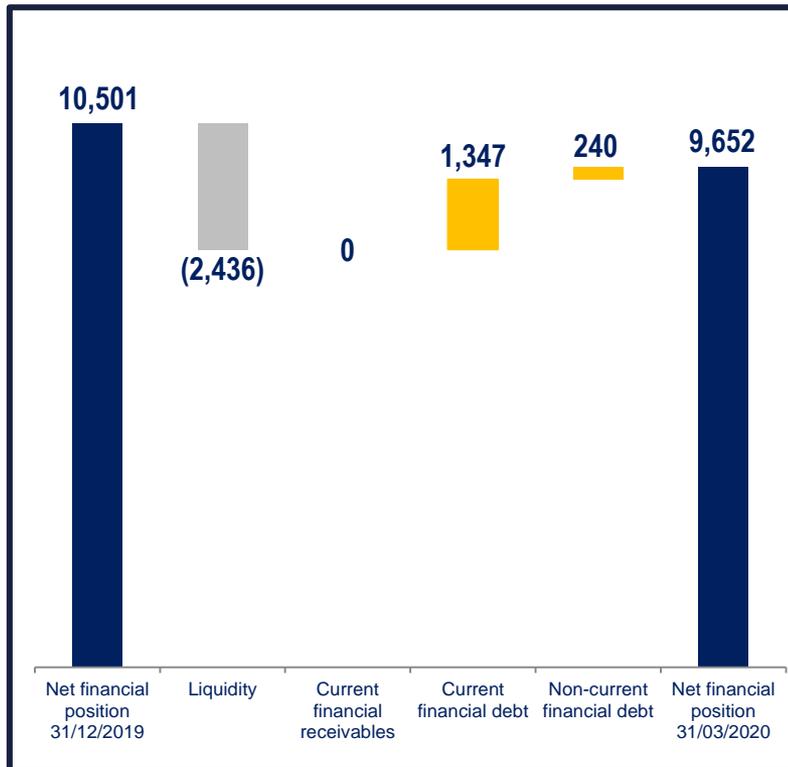
## Q1 2020 NET FINANCIAL POSITION ('000 €)



HIGHLIGHTS  
& STRATEGY

Q1 2020  
RESULTS

2020  
KEY UPDATES



EURO THOUSANDS	31 Mar 2020	31 Dec 2019	Change
Liquidity	26,817	29,253	(2,436)
Current financial receivables	501	501	0
Current bank debt	(115)	(28)	(87)
Current portion of non-current debt	(3,194)	(3,059)	(135)
Other current financial debt	(1,517)	(3,086)	1,569
<b>Current financial debt</b>	<b>(4,826)</b>	<b>(6,173)</b>	<b>1,347</b>
<b>Net current financial position</b>	<b>22,492</b>	<b>23,581</b>	<b>(1,089)</b>
Non current financial debt	(12,840)	(13,080)	240
<b>Net Financial Position</b>	<b>9,652</b>	<b>10,501</b>	<b>(849)</b>
Financial instruments with a maturity of over 12 months	1,355	1,349	6

Q1 2020 Net Financial Position of € 9.7 mln

Not including financial instruments with a maturity of over 12 months as per IFRS 7



HIGHLIGHTS  
& STRATGEY

Q1 2020  
RESULTS

**2020**  
**KEY UPDATES**



# 2020 KEY UPDATES

## FY 2020 UPDATE (1)

- **In April traffic dropped by around 99.8% compared to the same month of 2019**, considering that only one flight was operated (Alitalia from/to Rome FCO), with a daily frequency in the first half of the month, down to every two days in the second half of the month. Overall, **in the first four months of 2020** the airport registered 1,396,034 passengers (approx. **-49% vs the same period of 2019**).
- The **high level of uncertainty** related to the duration of the health emergency and its future developments makes it **difficult to make reliable estimations regarding both the Company's traffic trend and economic and financial situation for the coming months**. However, given a substantial absence of traffic for both April and May and a still in progress flight schedule for the month of June, **the Company reasonably forecasts a further overall worsening of Q2 2020 economic and financial results**.
- **Ryanair** announced that it will restore part of its flight operations during the 3<sup>rd</sup> quarter of 2020: consistently, tickets from/to Bologna Airport are currently on sale for flights that will be operated starting from the end of June. **Volotea** announced a new flight to Olbia starting from the 3<sup>rd</sup> of July. **Wizz Air, Air France, Lufthansa and British Airways** are expected to operate some flights in June, and some more airlines flying again from August. **However, airlines schedules remain subject to potential adjustments in light of all possible developments of the overall situation**.
- **The performance of the non-aviation business is as well likely to be materially impacted by the risks related to the pandemic effects and evolution**. Not only **business areas directly related to traffic volumes** (i.e. parking lots and MBL) will **suffer a drastic reduction**: also **revenues related to sub-concession contracts (both aviation and non-aviation) will drop** as a result of the extension of payments and discounts granted to support customers in facing the current crisis. **The Company intends to engage in further negotiations with customers aimed at finding a common ground in sharing the pandemic effects and risks**, considering a future, although gradual, recovery. Before engaging in such negotiations, **the Company will accurately assess the measures that the Italian government is expected to approve**.

HIGHLIGHTS  
& STRATEGY

Q1 2020  
RESULTS

2020  
KEY UPDATES



## FY 2020 UPDATE (2)



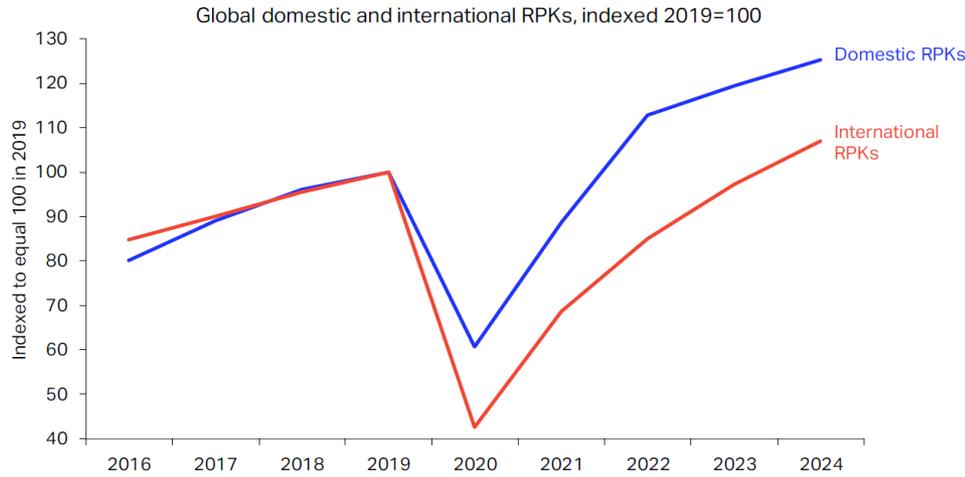
HIGHLIGHTS  
& STRATEGY

Q1 2020  
RESULTS

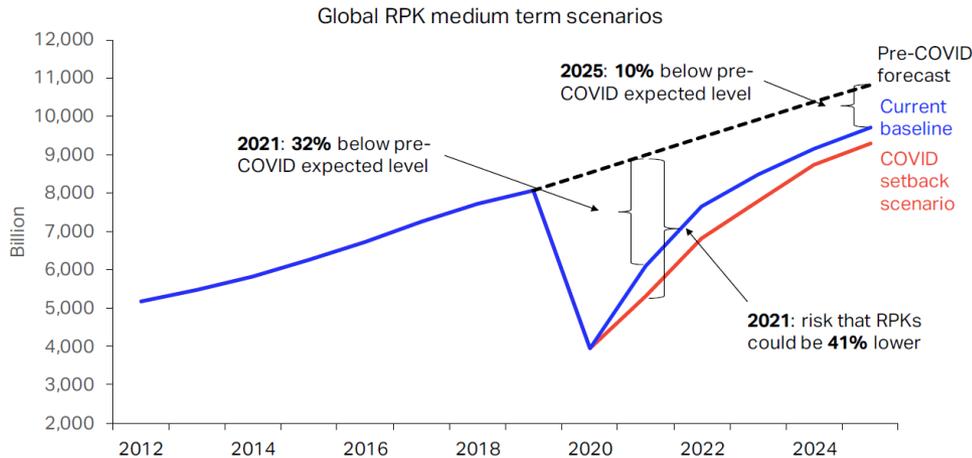
2020  
KEY UPDATES

- ➔ On the other side, **starting from Q2 2020 AdB will benefit from the positive effects of cost containment measures** implemented since the start of the emergency, **although resulting savings will not be directly proportional to the decrease in sales volumes**, given the high fixed cost structure typical of airports.
- ➔ In order to support the financial sustainability and contain the future economic and financial impact of the Covid-19 health emergency, **AdB is reviewing its investment plan**, postponing non-time critical investments, as well as **negotiating with some financial institutions to obtain additional financial resources**. Also, during the Ordinary Shareholders' Meeting, **the proposal of the Board of Directors to allocate 2019 Parent Company's profit to reserve was approved**.
- ➔ AdB believes that **the overall impacts resulting from the health emergency will be material for the Group, especially with reference to the first half of the current year**.
- ➔ AdB constantly addresses its **attention and efforts to ensure the safety of passengers and employees and to maintain the current employment levels and the infrastructure development plan commitment, in order to overcoming this emergency and starting a new development phase**.

# AIR TRAFFIC EVOLUTION SCENARIOS – IATA<sup>1</sup>



According to IATA, **international air travel may not recover 2019 levels until 2023-2024**, much longer after domestic traffic, expected to recover already between 2021 and 2022.



In general, **after COVID-19 shock, global air travel will return to growth, though at a lower rate.**

IATA forecasts global RPKs to be between 32% and 41% below expected levels in 2021.



HIGHLIGHTS  
& STRATEGY

Q1 2020  
RESULTS

2020  
KEY UPDATES

# AIR TRAFFIC EVOLUTION SCENARIOS - ACI EUROPE<sup>1</sup>

ACI EUROPE updated economic impacts analysis on civil aviation, hypothesizing 2 different scenarios:

Estimated Impact on 2020	Scenario A	Scenario B
Full Year lost Passenger vs B.A.U.	-1.4 B pax	-1.7 B pax
	-57%	-67%

The updated scenarios take account of (i) **national and regional plans for a gradual end to travel restrictions**, (ii) **supply-side issues** in returning to air transport operations, (iii) **demand-side slack** for tourism and leisure travel, and (iv) the likely **contraction in overall economic demand**

2020 Traffic Scenarios  
Delta pax vs same months of 2019)



<sup>1</sup> Report "COVID-19 & AIRPORTS Passenger traffic & revenue impact" published on 27<sup>th</sup> April 2020  
(\*) B.A.U., i.e. 'Business As Usual', situation that foresees a 2.3% passenger traffic growth





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STAR Conference, May 27<sup>th</sup> 2020