

# **COMPANY PRESENTATION**











H1 2022 **FINANCIALS** 

2022 **KEY UPDATES** 



# **GROUP HIGHLIGHTS** & STRATEGY



# **BOLOGNA'S AIRPORT MAIN CHARACTERISTICS**



HIGHLIGHTS & STRATGEY

H1 2022 FINANCIALS

2022 KEY UPDATES



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

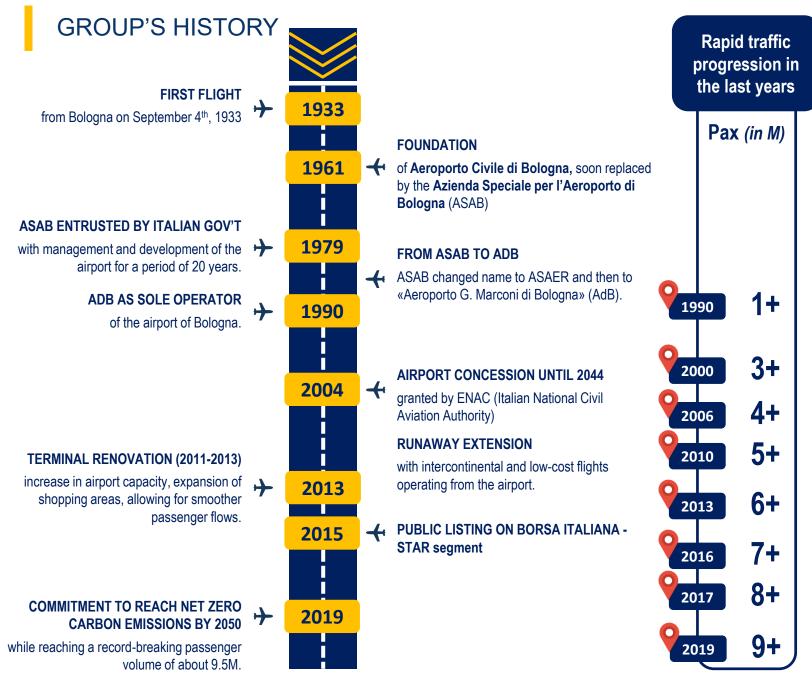






H1 2022 FINANCIALS

2022 KEY UPDATES





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HIGHLIGHTS & STRATGEY

H1 2022 **FINANCIALS** 

2022 **KEY UPDATES** 

# 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









H1 2022 **FINANCIALS** 

2022 **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
- **Expand catchment area**
- Improve accessibility



# **DEVELOP**

- 1. Optimise and expand existing infrastructures
- 2. Develop competitive car parking
- 3. Maximise commercial opportunities



# **EXPERIENCE**

- 1. Passenger flow improvement and optimization
- 2. Digitalization
- 3. Positive passenger experience
- 4. Excellent and characteristic commercial offer



# **CARE**

- 1. Environmental and social sustainability
- 2. People and organization development
- 3. Engaged airport community



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



HIGHLIGHTS & STRATGEY

H1 2022 FINANCIALS

2022 KEY UPDATES 20 ITALIAN PROVINCES HIGH SPEED RAIL NETWORKS



#### **BOLOGNA-FLORENCE**

35 minutes 68 trains/day

10.9
MILLION
RESIDENTS



#### **BOLOGNA-VERONA**

49 minutes 7 trains/day



#### **BOLOGNA-MILAN**

60 minutes 40 trains/day

18%
OF TOTAL
ITALIAN
POPULATION



#### **BOLOGNA-VENICE**

1 h 25 minutes 24 trains/day



#### **BOLOGNA-ROME**

1 h 54 minutes 65 trains/day



**ROME** 





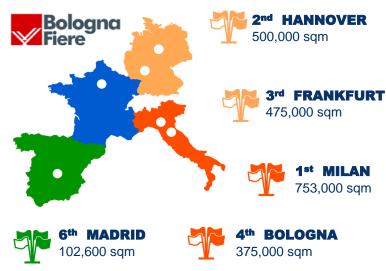
H1 2022 FINANCIALS

2022 KEY UPDATES

# CATCHMENT AREA: HIGHER GDP AND WELL-KNOWN BRANDS



# MAIN EUROPEAN FAIR CENTRES:



#### COMPANIES OPERATING IN KEY SECTORS



**CARPIGIÀNI** 















**FURLA** 



























H1 2022 **FINANCIALS** 

2022 **KEY UPDATES** 

# WELL BALANCED MULTISERVICE BUSINESS MODEL: AVIATION AND NON AVIATION BUSINESS - MIX OF B2B AND B2C





BU Aviation 60% of total revenues* - 40% of total EBITDA								
Passengers (avg. / day)	25,000+							
Flights / day	200+							
Airlines	57 carriers							
Destinations	120, mostly international							
REGULATED CHARGES								
Customers: Carriers, Other operators (e.g. handlers)								

lots								
mercial area 40 shops								
mpanies, ess Lounge								
70,000 sqm sqm outdoor								
NON REGULATED CHARGES								
: Car Rentals,								





H1 2022 FINANCIALS

2022 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











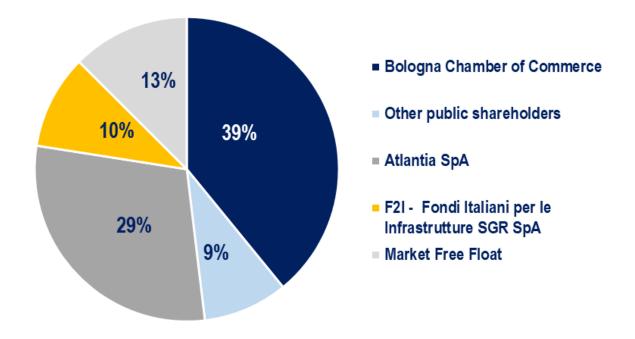
# **BOLOGNA AIRPORT'S SHAREHOLDERS**



HIGHLIGHTS & STRATGEY

H1 2022 FINANCIALS

2022 KEY UPDATES



Bologna Chamber of Commerce together with other public shareholders own about 48% of AdB SpA shares.

Atlantia SpA and F2I are also major shareholders, holding respectively 29% and 10% of company's capital.

The remaining 13% consists of free float owned by both institutional and retail investors.

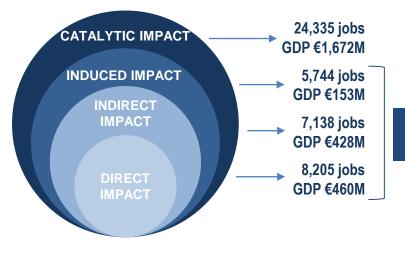




H1 2022 FINANCIALS

2022 KEY UPDATES

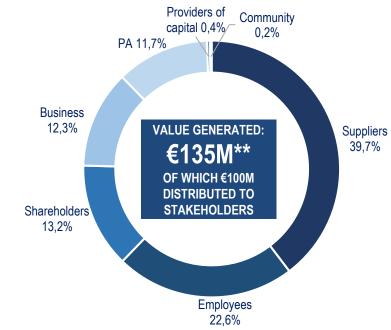
# CONTRIBUTING TO LOCAL DEVELOPMENT



21,087 jobs GDP €1,041M According to ACI Europe's estimates, Bologna Airport system generated over 21,000 jobs and contributed over €1 billion to the local community in 2019.

The Group strives constantly to create and distribute value to its stakeholders.

In 2019 the economic value generated by the Group amounted to €135 million, of which 74% was redistributed to the Group's various stakeholders, mainly suppliers and employees.



<sup>\*</sup> Estimate based on a calculator created by ACI Europe on the basis of a study conducted by InterVISTA in 2015. On ACI Europe's website, in the members area, it is possible to calculate four different impacts generated by airports using the above mentioned calculator.

<sup>\*\*</sup> Value based on Bologna airport's 2019 reclassified consolidated income statement.

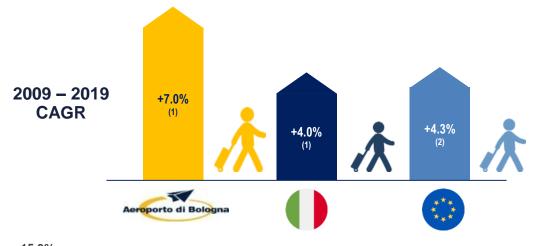


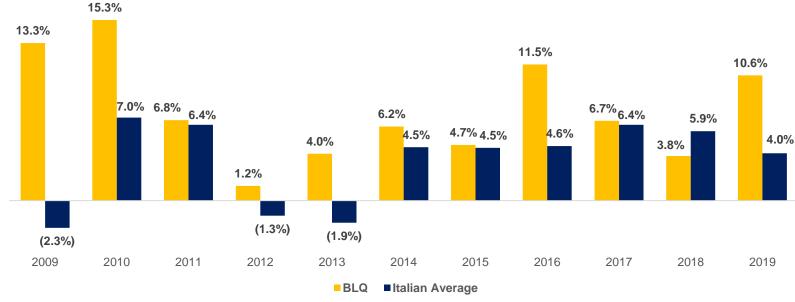


H1 2022 FINANCIALS

2022 KEY UPDATES

# OUTPACING ITALIAN AND EU AVERAGE GROWTH OVER 10 YEARS





<sup>1</sup> Assaeroporti – including charter, general aviation and interlining: years 2009-2019

<sup>2</sup> EU figures refer to western European Airports. Data, ACI Europe - Airport Traffic Reports



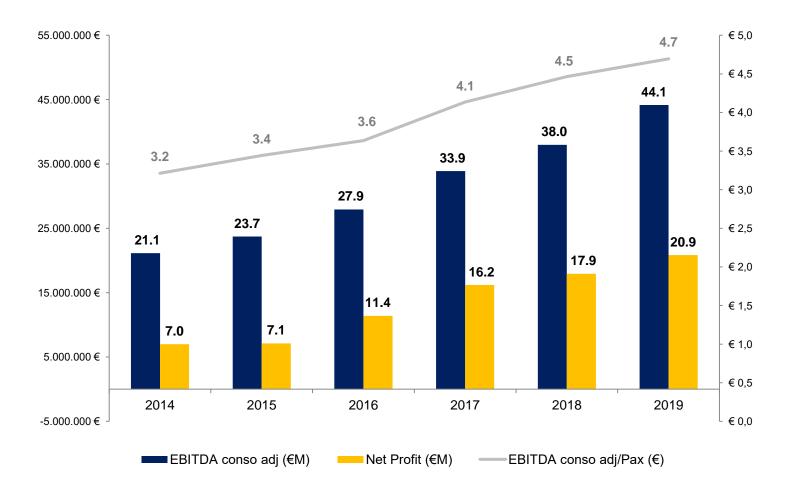
# ALWAYS IMPROVING FINANCIAL PERFORMANCES SINCE IPO



HIGHLIGHTS & STRATGEY

H1 2022 FINANCIALS

2022 KEY UPDATES



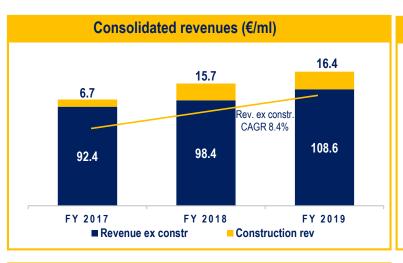


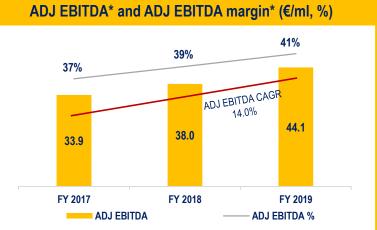


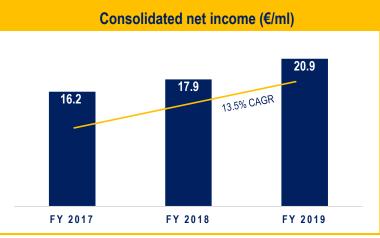
H1 2022 FINANCIALS

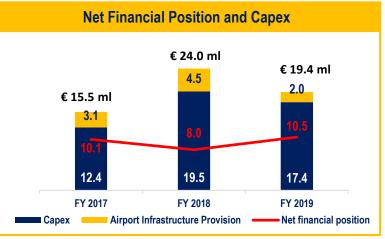
2022 KEY UPDATES

# PROFITABILITY ACCELERATED BETWEEN 2017 AND 2019









# Healthy growth, improving margins and solid capital structure

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



# ...THEN CAME THE STORM



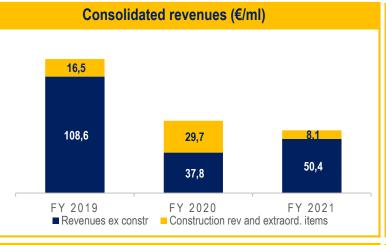


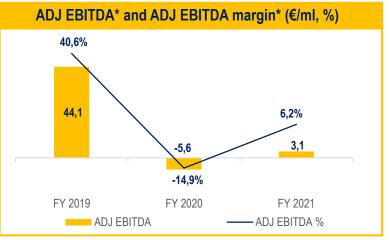


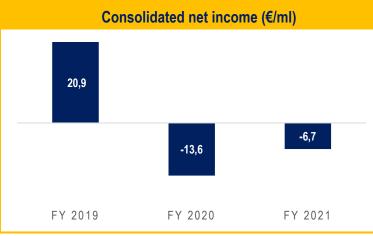
H1 2022 FINANCIALS

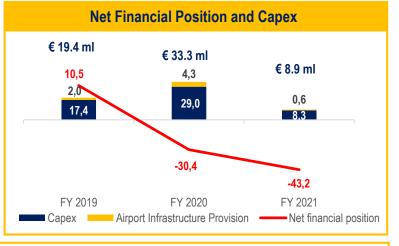
2022 KEY UPDATES

# 2020-2021 RESULTS









# Profitability strongly impacted by pandemic effect on traffic volumes



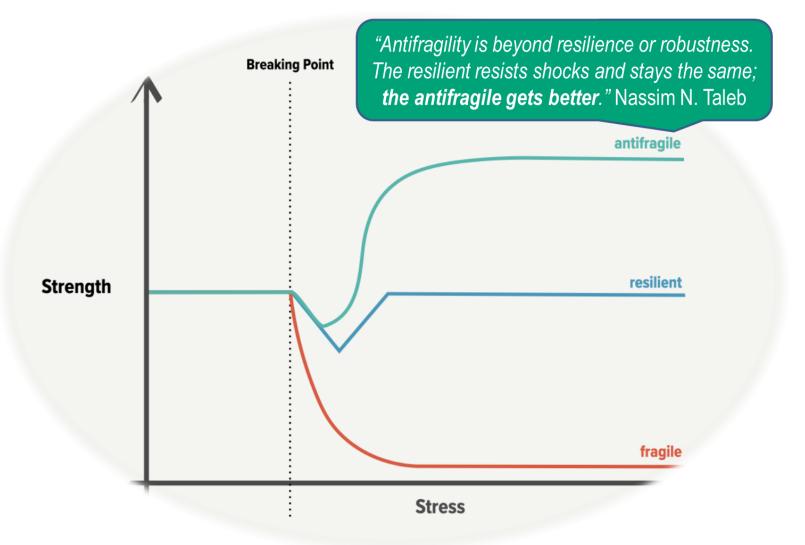


# Never let a good crisis go to waste. Winston Churchill

der Fire



# WE NEED A NEW PERSPECTIVE...





# NEW CHALLENGES AND INITIATIVES

TODAY'S CHALLENGE

Shifting from a high-growth model to a **new profitable airport model** in accordance with **new environmental and societal challenges** 

LEVERS TO ACHIEVE A SUSTAINABLE GROWTH **EFFICIENCY** – Reviewing the scope of our activities and our investment policy

**SUSTAINABILITY** AND **INNOVATION** – Emphasize our action in terms of quality of service, innovation and addressing global challenges

THE ULTIMATE GOAL

**FLEXIBLE** 

**SMART** 

**SUSTAINABLE** 

**Airport** 







**ADB'S STRATEGY** 

INVESTMENT PLAN: Adapt to the new context

2021-2025 INNOVATION STRATEGIC PLAN











H1 2022 FINANCIALS

2022 **KEY UPDATES** 







H1 2022 FINANCIALS

2022 KEY UPDATES

# EUROPEAN TRAFFIC TREND IN H1 2022

	Juni	22	YTD Ju	ın22
European Traffic			YTD	YTD
trend	Jun21	Jun19	Jun21	Jun19
Total passengers	163.4%	(17.3%)	247.8%	(28.2%)
EU airports	192.5%	(15.9%)	318.8%	(27.7%)
EU+ airports	220.1%	(16.4%)	350.1%	(28.7%)
Non EU+ airports	34.1%	(21.7%)	58.3%	(25.1%)
International pax	246.1%	(18.7%)	382.8%	(29.5%)
Domestic pax	45.4%	(11.4%)	89.6%	(23.4%)
Freight	(4.5%)	7.0%	(0.8%)	5.0%

	_		<b>20</b> s in (	_	gro		EUROPE AIRPORTS COUN INTERNATION			
Group 1		25>1 >1	up 2 0 million year	nillion 10>\$\hat{k} > 5 million \$\hat{k} < 5 million						
IST	-2%	NAP	+9%	ALA	+13%	JTR	+72%			
PMI	-4%	ОРО	+2%	RHO & PMO	+4%	TIA	+59%			
LIS &	-7%	BGY	+1%	VLC	+3%	STI	+30%			
ORY	-10%	CTA	0%	BLQ	+2%	FNC	+28%			
DUB & STN	-12%	TFS	-2%	ACE &	0%	PRN	+25%			

ACI Europe confirms the **recovery in passenger traffic**, but after an increasing trend in Q1 2022 the European region started to register a **decline in airline bookings** signaling a **demand that is being eroded by travel disruption concerns**, while the flatlining capacity recovery suffers from **shortages in the aviation supply chain**.

However, the gradual recovery in the first semester in 2022 was the result of most States in the EU+ area easing restrictions for both intra-European and external travel on the back of strong pent-up demand. The best performing markets in the EU+ area in June were Albania (+48%), Kosovo (+25%) and Bosnia & Herzegovina (+22%). Worst performing were Belarus (-62%), Finland (-49%) and Slovakia (-48%).

In the rest of Europe, the Russian war against Ukraine only partially impacted the passenger traffic trend in H1 2022, recovering from -32,9% in Q1 2022 to -22,1% in Q2 2022. While passenger traffic has been increasingly recovering the prepandemic volumes, the spread of the new Covid-19 variants has been pushing downward the overall traffic levels. However, among the 5 best airport performers within the third group (passengers in a range from 5 to 10 million), AdB stands in the fourth place (+2% vs Jun19).



# \* \* \*

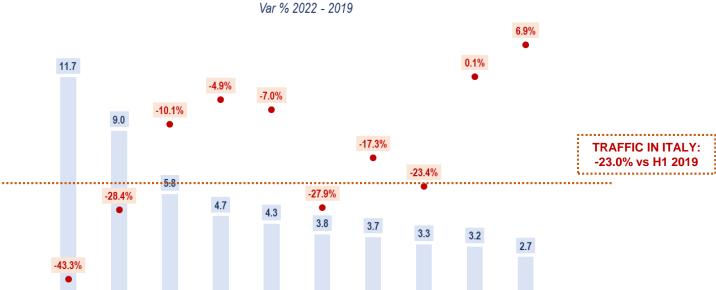
HIGHLIGHTS & STRATGEY

H1 2022 FINANCIALS

2022 KEY UPDATES

# TRAFFIC TREND OF MAIN ITALIAN AIRPORTS IN H1 2022





Bologna

Milan LIN

Palermo

Bari

**Italian airports** recorded 69 million passengers in H1 2022, an **increase compared to 2021 (+52.5 million pax, +375.5%),** but still below the 2019 volumes (-20.6 million pax, -23.0%).

Venice

■ Pax Tot Gen-Mar (mln) ■ Var% 22/19

**Strong recovery** in traffic volumes by the airports of **southern Italy and the islands** (in particular Palermo, Bari Naples and Catania).

In H1 2022, Bologna is the seventh Italian airport with a market share of 5.3% (vs 5.0% in H1 2019).

Rome FCO Milan MXP

Bergamo

**Naples** 

Catania





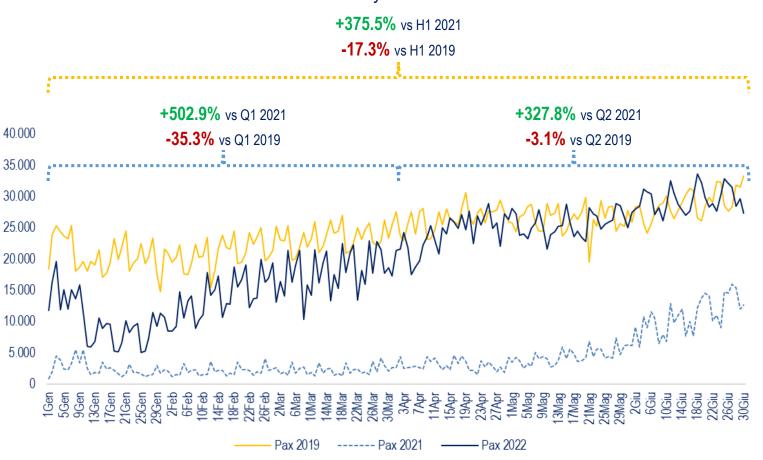
H1 2022 FINANCIALS

2022 KEY UPDATES

# BLQ TRAFFIC PERFORMANCE IN H1 2022

In H1 2022 total passengers were 3,678,375, +375.5% vs 2021, with 32,341 movements (+193.7% vs 2021).

**If compared to 2019, H1 2022 passengers decreased by 17.3%** and movements by 13.1%.







H1 2022 FINANCIALS

2022 KEY UPDATES

# H1 2022 KEY HIGHLIGHTS



In H1 2022 passengers increased by **375.5%** vs **2021** (-17.3% vs 2019) and movements increased by **193.7%** compared to 2021 (-13.1% vs 2019).



**Low cost** traffic shows a strong recovery compared to 2019 (+5.3%), while **legacy** traffic shows a slower recovery (-48.5%) due to lower movements and load factor. These different trends **changed the traffic mix**, resulting in an increase in the low cost traffic share, with reduced profitability, from 58.7% in H1 2019 to 74.7% in H1 2022.



H1 2022 revenues include the contribution from the **Compensation Fund** established by the Budget Law 2021 **for 21,137 thousand euros**, of which 20,903 thousand euros relating to the Parent Company and 234 thousand euros to the subsidiary TAG Bologna S.r.J.



**Aeronautical revenues increased by 146.9% when compared to 2021** (-25.0% vs 2019) due to the traffic growth.



Non Aeronautical revenues increased by 178.6% vs 2021. Compared to 2019, non aeronautical revenues decreased by 13.1% vs -17.3% of passenger volumes, due to a good performance of all businesses, in particular real estate, with higher revenues than 2019 thanks to a new sub-concession agreement, and car rentals, that have already achieved pre-Covid levels.



In H1 2022 adj **operating costs increased by 42.3% vs 2021** due to higher traffic volumes, affecting all kinds of operating costs (personnel, services, etc.). Adj operating costs remain lower than 2019 (-5.1%) due to lower traffic.



**Investments** in infrastructure maintenance and development amounted to **€4.9M**.



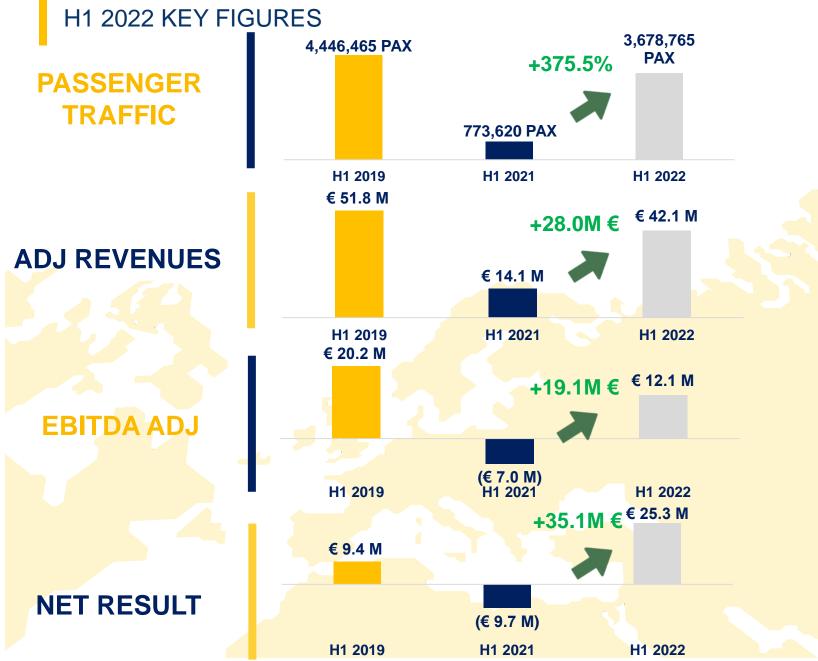






H1 2022 **FINANCIALS** 

2022 **KEY UPDATES** 





# H1 2022 TRAFFIC INSIGHT



HIGHLIGHTS & STRATGEY

H1 2022 FINANCIALS

2022 KEY UPDATES

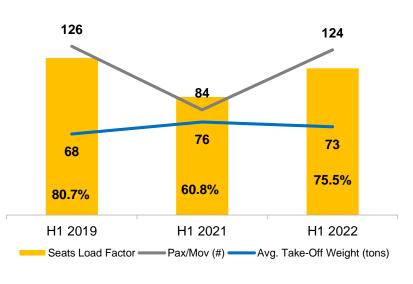
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	H1 2022	H1 2021	VAR % H1 22/21	H1 2019	VAR % H1 22/19
Passengers	3,678,375	773,620	375.5%	4,446,465	(17.3%)
ATM*	32,341	11,012	193.7%	37,216	(13.1%)
MTOW	2,202,650	717,337	207.1%	2,434,622	(9.5%)
Cargo	26,388,532	23,820,849	10.8%	24,893,650	6.0%

# PASSENGER BREAKDOWN BY CARRIER

# 1.2% 58.7% 64.7% 74.7% 40.1% 33.7% 24.8% H1 2019 H1 2021 H1 2022 Legacy Low Cost Other\*\*

# **AVIATION KEY METRICS**



<sup>\*</sup> Air Traffic Movements

<sup>\*\*</sup> Other includes charter, general aviation and interlining

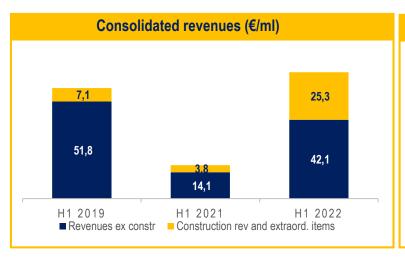


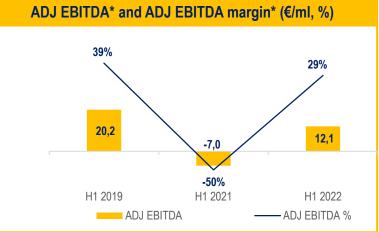


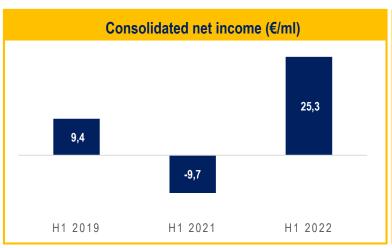
H1 2022 FINANCIALS

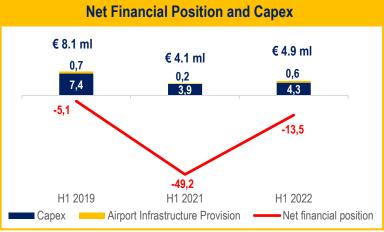
2022 KEY UPDATES

# H1 2022 RESULTS









In H1 2022 improved margins thanks to traffic growth and to the fund established by the 2021 Budget Law and

<sup>\*</sup> Net of construction services margin (IFRIC 12) and extraordinary items



# SUSTAINABILITY PLAN







**HIGHLIGHTS** & STRATGEY

H1 2022 **FINANCIALS** 

2022 **KEY UPDATES** 

# **Sustainability Plan**



### **PLANET Environmental sustainability**

**MOBILITY** 

Sustainable mobility

Welfare

**Smart working & flexible** schedule

**PEOPLE Social sustainability** 



**ENVIRONMENT** 

Environmental

impact

**NET ZERO CARBON** 

**Workforce Employment & Economic growth** 

**Diversity & Inclusion** 

Gender equality,

**Business model ESG** oriented

**Biodiversity** 

Circular

economy

**Energy efficiency** 

Renewable

energies

Decarbonization

**Accessibility** 

Home-work

commuting

Sustainable supply chain



# SUSTAINABILITY PLAN - H1 2022 RESULTS

# 

HIGHLIGHTS & STRATGEY

H1 2022 FINANCIALS

2022 KEY UPDATES

# **Sustainability Plan**



PLANET Environmental sustainability





**ENVIRONMENT** 

NET ZERO CARBON

**MOBILITY** 

Level 3 – Confirmation of attainment of Optimisation
Level of Airport Carbon
Accreditation program signed in 2015





First design phase of **Photovoltaic**systems completed

Improved efficiency of airport lighting towers, Baggage Handling System and repair workshop





Integrated mobility: integrated ticketing for employees; opening of airport Bike Park to encourage use of bikes and electric scooters



# «Green» supplier:

mapping of main supplier on ESG issues and vendor management platform implementation

AEROPORTO G. MARCONI DI BOLOGNA S.p.A.









H1 2022 **FINANCIALS** 

**KEY UPDATES** 







H1 2022 FINANCIALS

2022 KEY UPDATES

# POSITIVE TRAFFIC TREND...

		H1 2022 JULY 2022						AUGUST 2022 SEP			SEPT	PTEMBER 2022		Q3 2022		
		2022	2019	Var % 2022 vs 2019	2022	2019	Var % 2022 vs 2019	2022	2019	Var % 2022 vs 2019	2022	2019	Var % 2022 vs 2019	2022	2019	Var % 2022 vs 2019
DOMESTIC TRAFFIC	Passengers	1,022,720	956,479	6.9%	247,991	186,171	33.2%	239,485	178,758	34.0%	226,622	175,730	29.0%	714,098	540,659	32.1%
	Movements	7,079	6,909	2.5%	1,632	1,236	32.0%	1,666	1,249	33.4%	1,478	1,172	26.1%	4,776	3,657	30.6%
	Load Factor	77.9%	81.0%		83.7%	84.7%		79.4%	81.4%		83.1%	85.5%		82.0%	83.8%	
INTERNATIONAL TRAFFIC	Passengers	2,650,5613	3,486,445	-24.0%	702,879	731,629	-3.9%	716,718	735,336	-2.5%	683,277	718,108	-4.9%	2,102,8742	,185,073	-3.8%
	Movements	22,639	28,376	-20.2%	5,160	5,631	-8.4%	5,212	5,382	-3.2%	5,190	5,530	-6.1%	15,562	16,543	-5.9%
	Load Factor	74.6%	80.7%		84.9%	83.3%		84.2%	84.4%		83.2%	83.6%		84.1%	83.7%	į
TOTAL	Passengers	3,673,2814	,442,924	-17.3%	950,870	917,800	3.6%	956,203	914,094	4.6%	909,899	893,838	1,8%	2,816,9722	,725,732	3.3%
	Movements	29,718	35,285	-15.8%	6,792	6,867	-1.1%	6,878	6,631	3.7%	6,668	6,702	-0,5%	20,338	20,200	0.7%
	Load Factor	75.5%	80.7%		84.6%	83.5%		82.9%	83.8%		83.2%	84.0%		83.6%	83.8%	j

With a 3.6% growth on July 2019, in **July** 2022 Bologna airport exceeded 950 thousand monthly passengers for the first time.

In August and September 2022 Bologna Airport reached its all time records in both months (956,203 and 909,899 monthly passengers respectively), with a growth of 4.6% on August 2019 and of 1.8% on September 2019.

Q3 2022 data confirmed a gap between **domestic and international** traffic, reporting a strong growth on domestic flights in comparison with 2019 as well (+32.1%), while international passengers, though on the rise, were still below pre-Covid records (-3.8% on Q3 2019).

September's **flight movements** were 6,668, slightly below Septembers 2019 level (-0.5%) and a growth of 33% on August 2021.

In the **first nine months of 2022**, passenger traffic and flight movements showed a further reduction of the gap on 2019 while a strong passenger growth on 2021 was confirmed. Air freight was on the rise both on 2021 and 2019. In detail, in the period January-August 2022, 6,490,253 passengers were recorded (**-9.5% on 2019** and +158.4% on 2021).

In the first nine months, total flight movements were 50,056 (-9.8% on 2019 and +107.2% on 2021), while air freight was 31,372 tons (+10.8% on 2019 and +12% on 2021).



# .. STILL ADDITIONAL HEADWINDS TO FACE

#### **UTILITIES COST**



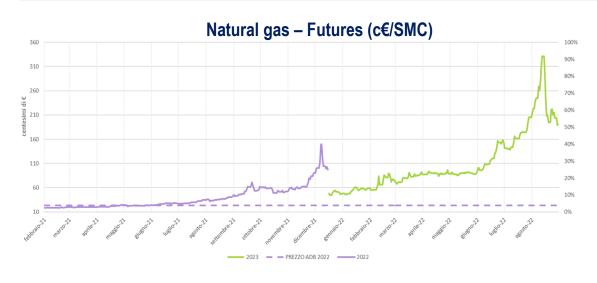




**HIGHLIGHTS** & STRATGEY

H1 2022 **FINANCIALS** 

**KEY UPDATES** 







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