

# FY 2018 RESULTS

BOLOGNA, MARCH 15<sup>TH</sup> 2019





**HIGHLIGHTS  
& STRATEGY**

FY 2018  
FINANCIALS

2019  
KEY UPDATES



# GROUP HIGHLIGHTS & STRATEGY

# BOLOGNA'S AIRPORT MAIN CHARACTERISTICS



## HIGHLIGHTS & STRATEGY

FY 2018  
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**8.5 MILLION PAX 76.8% INTERNATIONAL PAX**



**THE HIGHEST CONNECTIVITY GROWTH IN EU 2004-2014 +984%**  
ACI Europe 2014 Airport Industry Connectivity Report



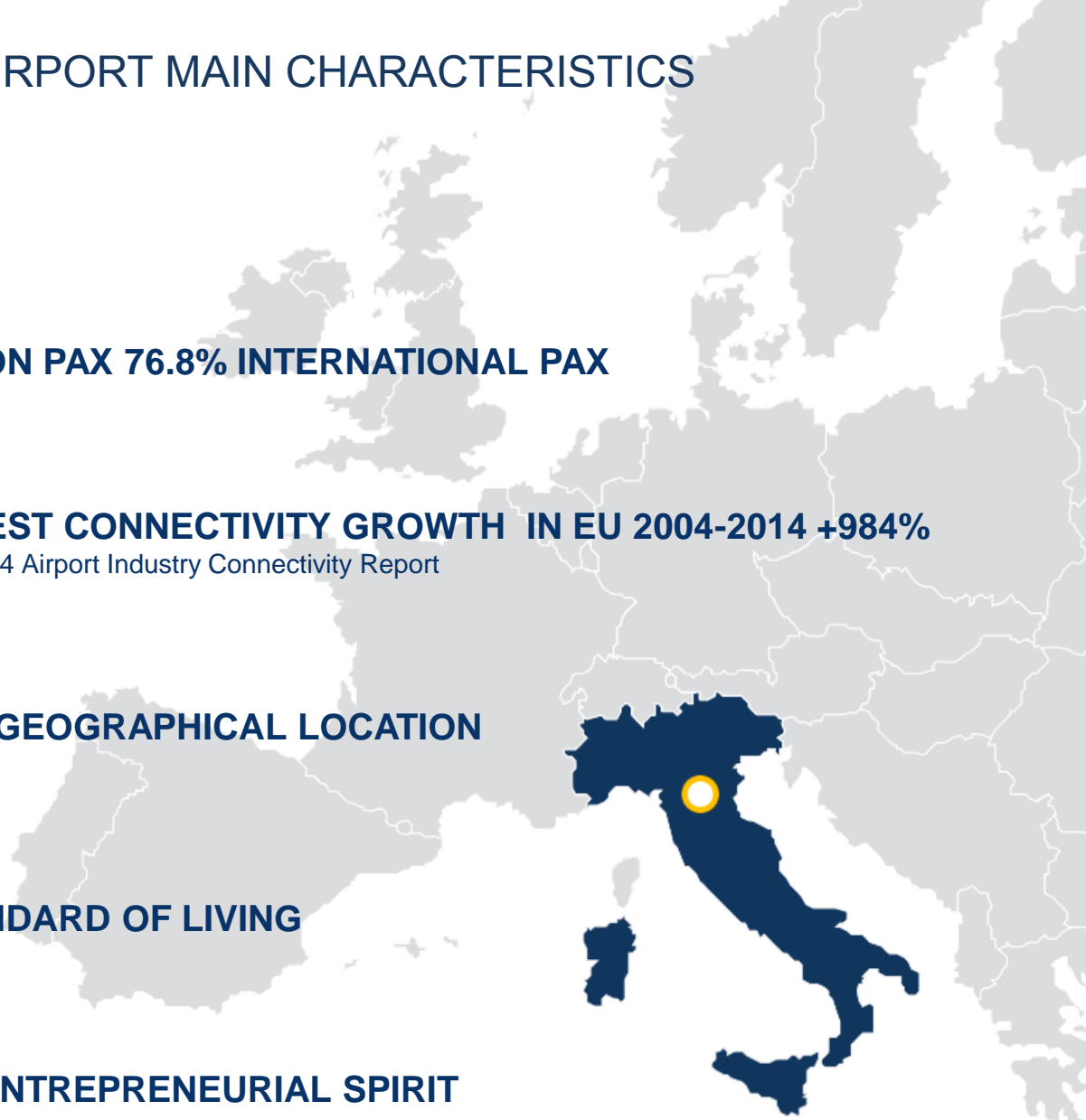
**CENTRAL GEOGRAPHICAL LOCATION**



**HIGH STANDARD OF LIVING**

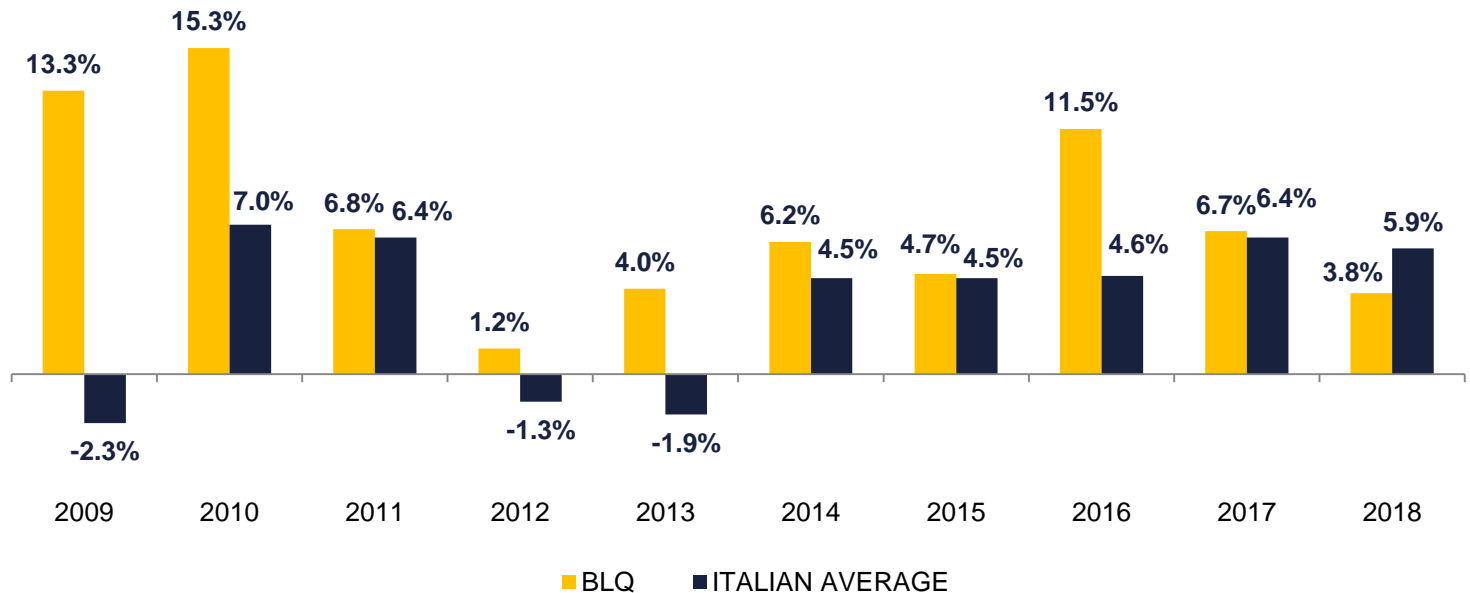
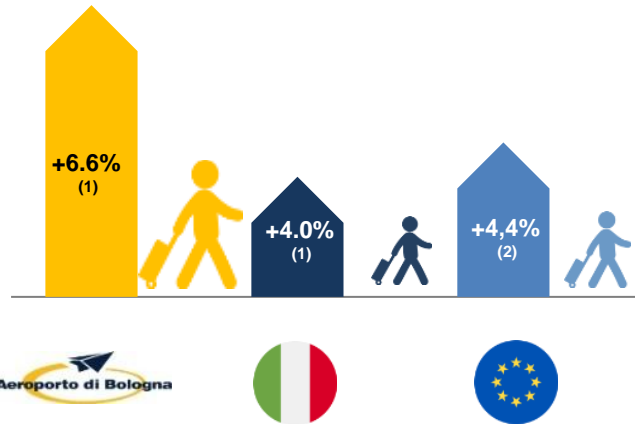


**STRONG ENTREPRENEURIAL SPIRIT**



# GROWTH OUTPACING ITALIAN AND EU AVERAGE

2009 – 2018  
CAGR



## HIGHLIGHTS & STRATEGY

FY 2018  
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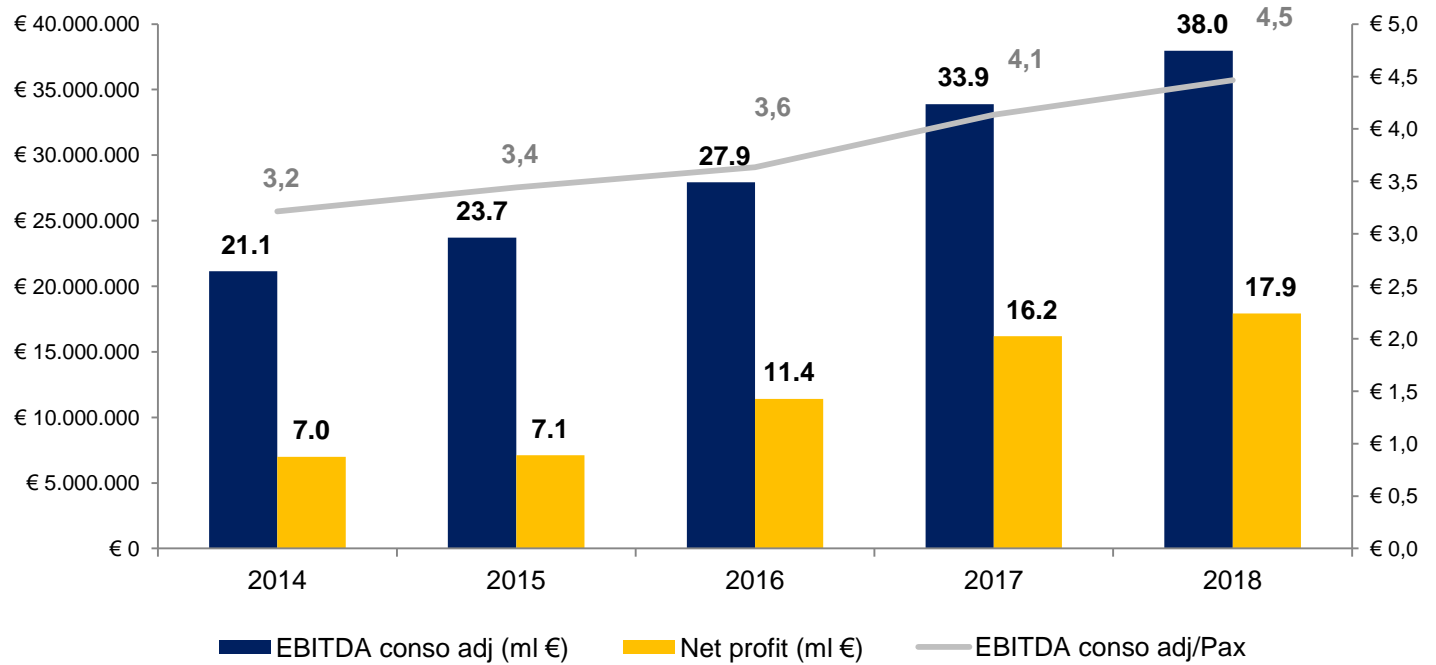
# EBITDA AND NET PROFIT TREND 2014-2018



## HIGHLIGHTS & STRATEGY

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# CATCHMENT AREA: BOLOGNA AIRPORT COMPETITIVE POSITIONING



## HIGHLIGHTS & STRATEGY

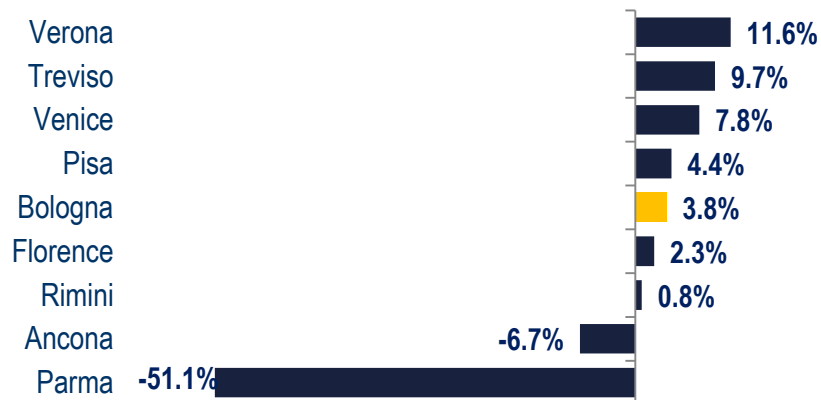
FY 2018  
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- ✈ Catchment area traffic increased by 5.8% (+ 1.9 ml passengers) vs 2017
- ✈ Growth driven by both domestic (+5.4%) and international traffic (+6.0%)
- ✈ **BLQ market share in the catchment area\*: 24.0%**



### BOLOGNA CATCHMENT AREA: VAR. % PASSENGERS FY 2018 vs FY 2017\*\*



\* 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

# CLEAR AND WELL-DEFINED STRATEGY



## MAXIMISE FINANCIAL PERFORMANCE



## PERFORMING 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. Social and environmental sustainability
2. People and organization development
3. Engaged airport community



#### HIGHLIGHTS & STRATEGY

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# FY 2018: STRATEGY AND EXECUTION



## MAXIMISE FINANCIAL PERFORMANCE

Excellent adj revenue (+6.5%) and adj EBITDA (+14.4%) growth in 2018 vs 2017  
Net profit €17.9 ml in 2018 (+10.8% vs 2017)  
Ongoing focus on cost control

## PERFORMING CORPORATION



### CONNECT

Passengers (+3.8%) and tons (+3.0%) increase.

Legacy traffic growth +4.3% and low cost traffic growth +2.6% vs FY 2017.

Load factor growth in FY 2018 81.3% (80.9% in FY 2017).



### DEVELOP

Terminal extension final design activities completed.

24 ml € for Investments in infrastructure maintenance and development.

+4.0 ml € in 2018 Non-Aviation Revenues vs 2017 (Parking +5.6%, Retail & Adv. +10.6%, Real Estate +3.8%, Passenger Services +10.3%).



### EXPERIENCE

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

Investments to improve passenger experience:

- new bag drop desks;
- new video help phone to assist PRM;
- new footpath beside the terminal.

Increase in Customer Satisfaction Index: from 97,0% in 2017 to 98,5% in 2018.



### CARE

Investments aimed to reduce the environmental impact: New air quality monitoring system development completed.

Construction of a training center completed, in order to be compliant with the new European Safety System regulation (EASA)

#### HIGHLIGHTS & STRATEGY

FY 2018 FINANCIALS

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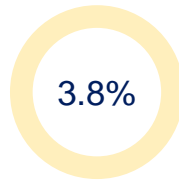


# REVENUES AND PROFITABILITY DYNAMICS

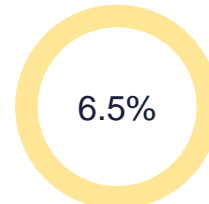
## PASSENGERS AND PROFITABILITY (VAR% FY 18/17)



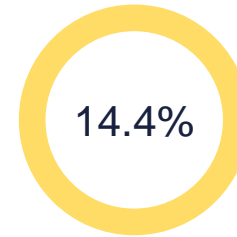
**FY 2018**



8.5 ml  
**PAX**



€ 98.4 ml  
**REVENUES ADJ\***



€ 37.9 ml  
**EBITDA ADJ\***

**GROUP REVENUES BREAKDOWN**

**SBU AVIATION**

**SBU NON AVIATION**

FY 2018

62%

38%

FY 2017

60%

40%

GROWTH DRIVEN BY INCREASE IN PAX VOLUMES, TRAFFIC MIX,  
DEVELOPMENT OF NON-AVIATION BUSINESS  
AND EFFECTIVE COST CONTROL



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# FY 2018 FINANCIALS

# FY 2018 KEY HIGHLIGHTS



Passengers growth thanks to the start up of new destinations and increases in frequency. Increase also in tons due to larger aircrafts. Significant load factor increase.



Legacy traffic growth (+4.3%) driven by both national and international destinations. Low cost growth (+2.6%) thanks to the main low cost carriers strengthening.



Good aviation revenues trend thanks to traffic growth, traffic mix and new charges from January 2018.



Outstanding non-aviation performance driven by leverage on traffic increase, higher retail and parking profitability and enhancement of passenger services.



Operating costs (net of one-off energy costs write-off) increase less than proportionally compared to revenues.



Personnel cost under control. Increase in service costs due to severe weather conditions and snow storms in Q1 and Q3, to higher maintenance costs and to one-off energy costs write-off in 2017 (719 K €).



24 ml € for Investments in infrastructure maintenance and development.



HIGHLIGHTS  
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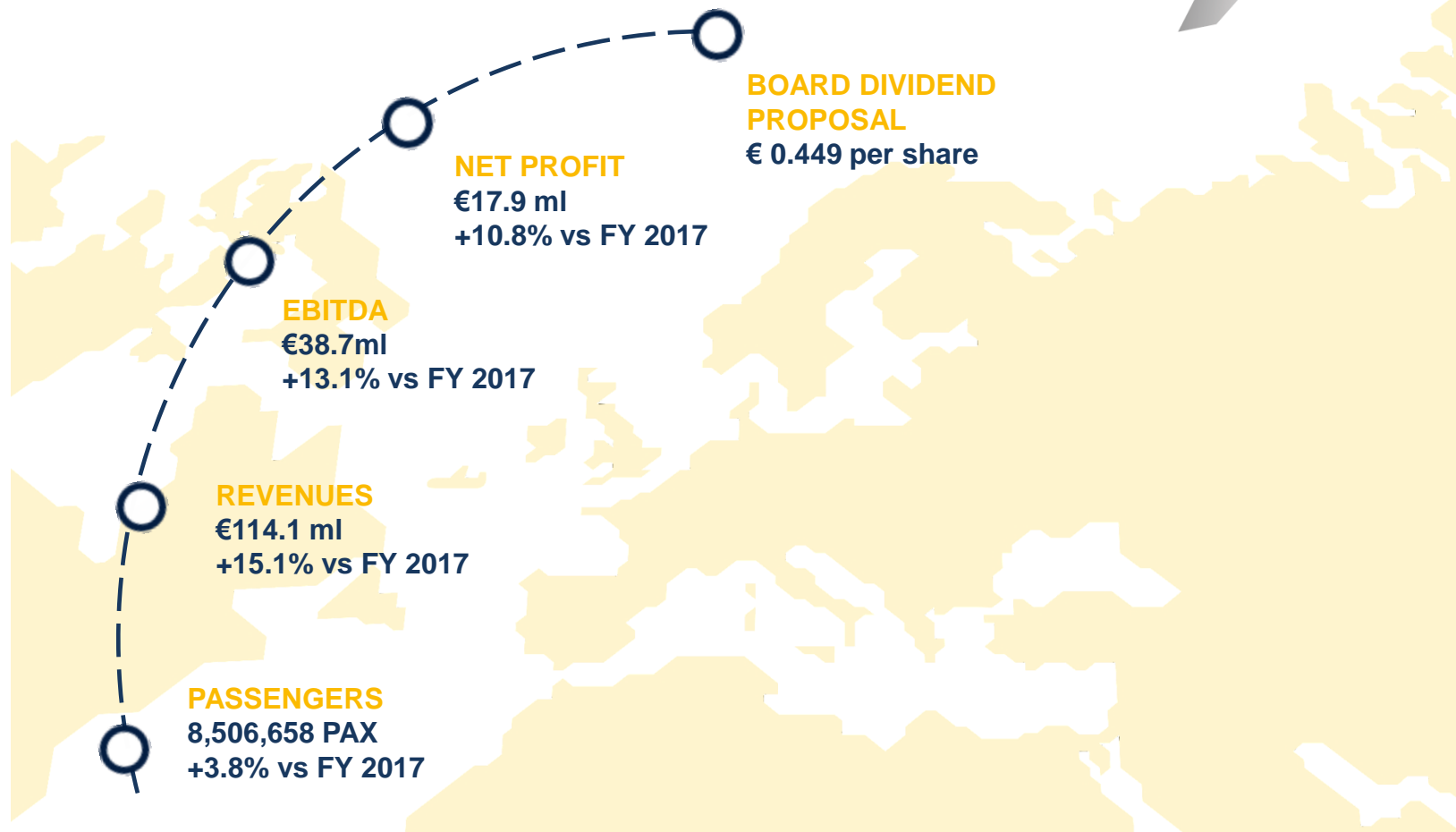
# FY 2018 KEY FIGURES



HIGHLIGHTS  
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**FY 2018  
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# FY 2018 TRAFFIC INSIGHT

	FY 2018	FY 2017	VAR % FY 18/17
Passengers	8,506,658	8,198,102	3.8%
ATM*	71,503	71,631	-0.2%
MTOW	4,690,629	4,555,794	3.0%
Cargo	52,681,291	56,132,109	-6.1%

General Aviation data re-calculated taking in account only paying passengers

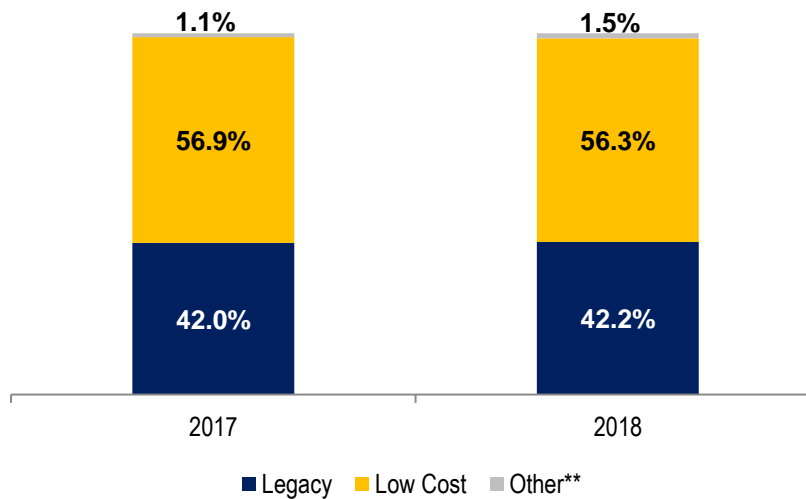


HIGHLIGHTS  
& STRATEGY

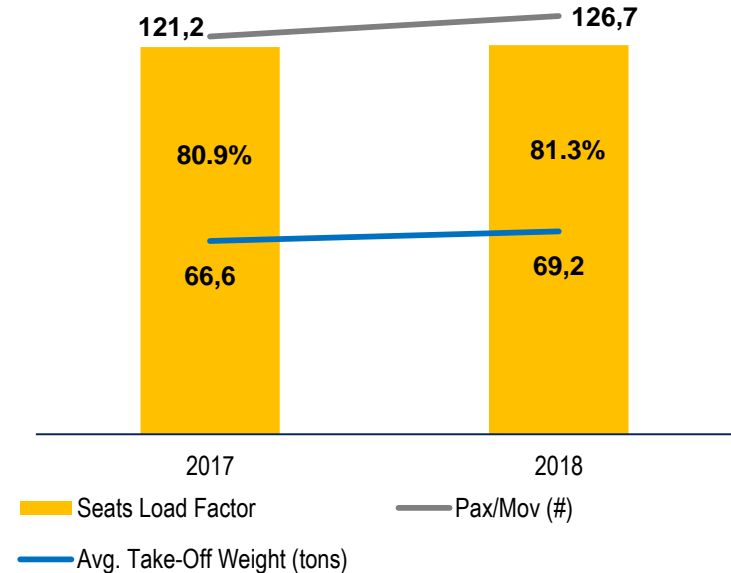
**FY 2018**  
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## PASSENGER BREAKDOWN BY CARRIER



## AVIATION KEY METRICS

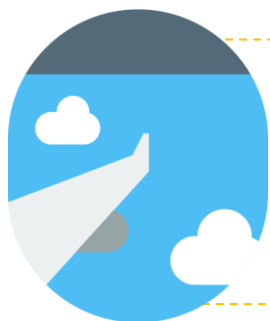


\* Air Traffic Movements

\*\* Other includes charter, general aviation and interlining

## FY 2018 TOTAL REVENUES

EURO THOUSANDS	FY 2018	FY 2017	VAR % FY 18/17
Aeronautical Revenues	56,342	53,212	5.9%
Non Aeronautical Revenues	41,160	38,222	7.7%
Revenues for Construction Services*	15,650	6,735	132.4%
Other Revenues	940	977	-3.8%
<b>Revenues</b>	<b>114,092</b>	<b>99,146</b>	<b>15.1%</b>
<b>Revenues adj</b>	<b>98,442</b>	<b>92,411</b>	<b>6.5%</b>



**AERONAUTICAL REVENUES:** growth mainly due to the trend of passengers and tons and new charges from January 2018



**NON AERONAUTICAL REVENUES:**  
growth in all main areas, parking, retail and passenger services



HIGHLIGHTS  
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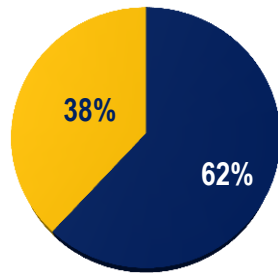
# AVIATION AND NON-AVIATION BUSINESS



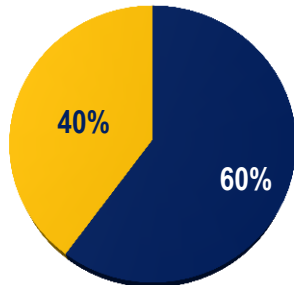
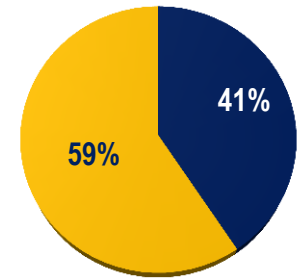
## REVENUES BREAKDOWN (%)



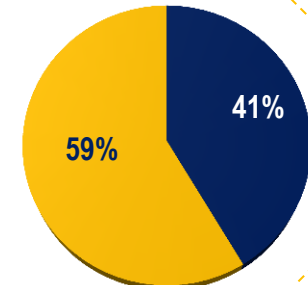
## EBITDA BREAKDOWN (%)



FY 2018



FY 2017



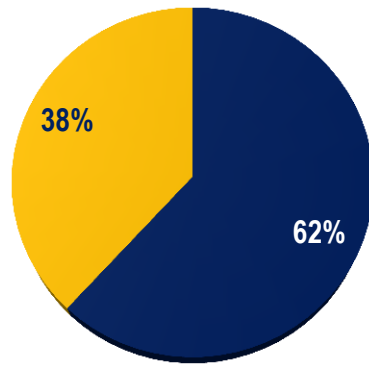
HIGHLIGHTS  
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# AVIATION AND NON-AVIATION BUSINESS

## REVENUES SEGMENT SHARE FY 2018



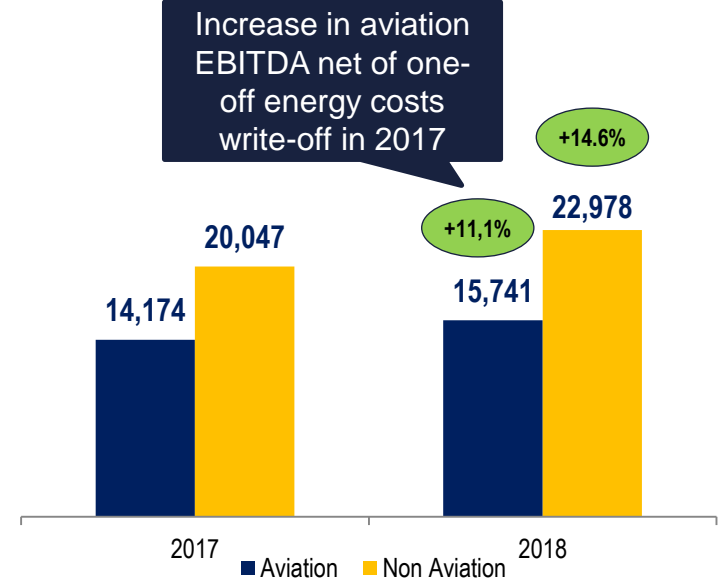
■ Aviation ■ Non Aviation

BUSINESS UNIT AVIATION ('000 €)	FY 2018	FY 2017	VAR % FY 18/17
Passengers	53,331	50,887	4.8%
Airlines	22,563	22,511	0.2%
Airport operators	3,494	3,317	5.3%
Traffic incentives	(23,389)	(23,575)	-0.8%
Constructions revenues*	13,143	5,229	151.3%
Other aviation revenues	1,406	1,442	-2.5%
Fees reduction for doubtful receivables**	(10)	(259)	-96.1%
<b>Total Revenues AVIATION</b>	<b>70,538</b>	<b>59,552</b>	<b>18.4%</b>
<b>EBITDA AVIATION</b>	<b>15,741</b>	<b>14,174</b>	<b>11.0%</b>

\* IFRIC 12

\*\* IFRS 15

## AVIATION & NON-AVIATION EBITDA FY 2018/2017 ('000€)



BUSINESS UNIT NON-AVIATION ('000 €)	FY 2018	FY 2017	VAR % FY 18/17
Retail and Advertising	14,625	13,218	10.6%
Parking	15,946	15,095	5.6%
Real estate	2,393	2,305	3.8%
Passenger services	5,609	5,086	10.3%
Constructions revenues*	2,507	1,506	66.5%
Other non aviation revenues	2,472	2,437	1.5%
Fees reduction for doubtful receivables**	-	(53)	n.m.
<b>Total Revenues NON-AVIATION</b>	<b>43,554</b>	<b>39,594</b>	<b>10.0%</b>
<b>EBITDA NON-AVIATION</b>	<b>22,978</b>	<b>20,047</b>	<b>14.6%</b>

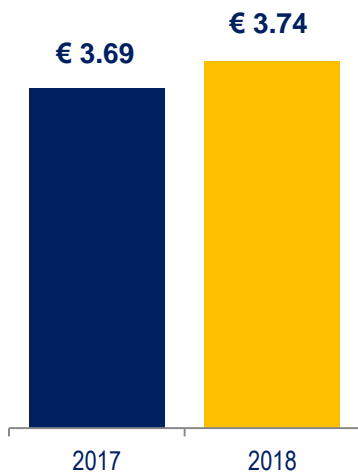


# NON-AVIATION REVENUES

## RETAIL REVENUES/DEPAX



## PARKING REVENUES/DEPAX



## RETAIL



### FACTORS ENABLING THE TREND:

- ✈ Passenger growth
- ✈ Excellent F&B performance (+15%)
- ✈ Higher profitability

## PARKING



### FACTORS ENABLING THE TREND:

- ✈ Passenger growth
- ✈ Revenue management
- ✈ More parking spaces available (occupied by People Mover construction site in Q1 2017)



HIGHLIGHTS  
& STRATEGY

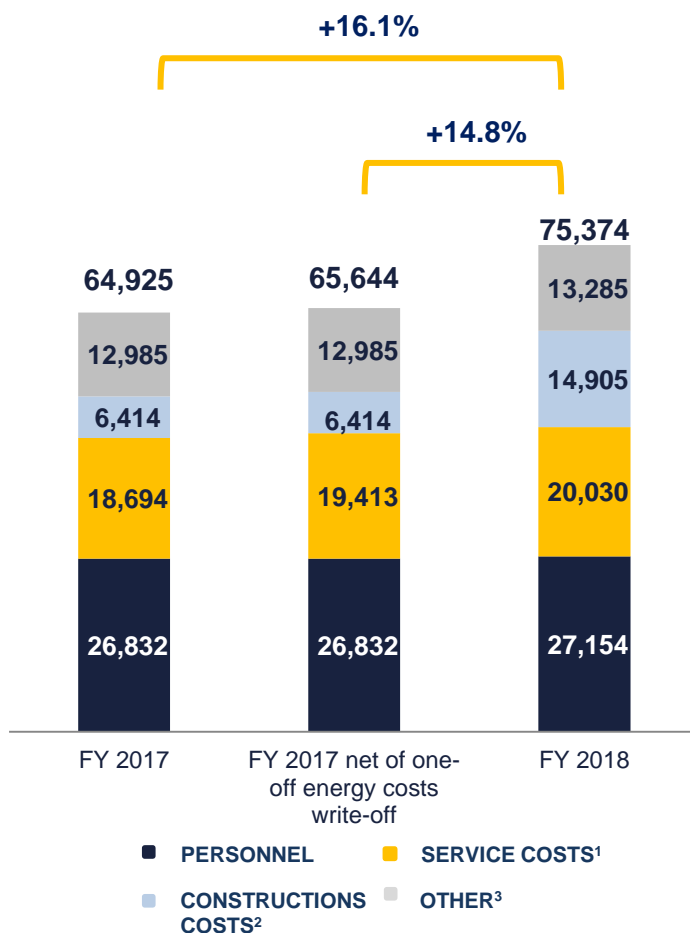
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# OPERATING COSTS: TIGHT COST CONTROL IN PLACE



## OPERATING COSTS BREAKDOWN ('000 €)



**OPERATING COSTS +16.1%**

**NET OF ONE-OFF ENERGY COSTS +14.8%**

**NET OF CONSTRUCTION AND ONE-OFF ENERGY COSTS +2.1%**

**Personnel** (+1.2%) increase in staff costs due to:

- A. growth in headcount, related to traffic growth (higher headcount in security and operations);
- B. salary dynamics.

**Services costs** (+7.1%) increase due to:

- A. Higher maintenance costs;
- B. Higher snow clearance costs in Q1;
- C. One-off energy costs write-off in June 2017.

Net of one-off energy costs write-off, services costs increase by 3.2%.

**Construction costs** (+132.4%) due to higher investments related to concession rights

1 Services: includes outsourced services, maintenance, utilities costs, G&A, marketing agreements with airlines not linked to volumes  
 2 IFRIC 12  
 3 Other: includes consumables and goods, rental fees and other costs and other operating expenses



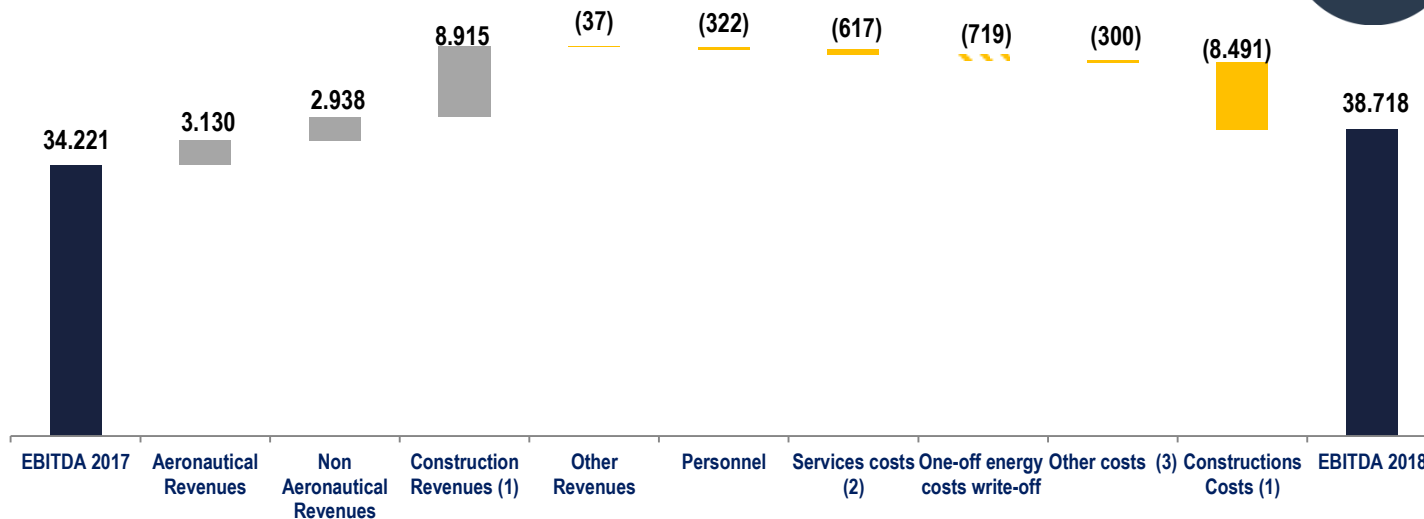
HIGHLIGHTS  
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# EBITDA

## FY 2018 GROUP EBITDA ('000 €)



### ACTIONS IN PLACE

Traffic Mix, New Charges,  
Focus on Non Aviation

Cost Discipline and Continuous  
Careful Cost Management

### EBITDA DRIVERS

Revenues + 14.9 ml €  
Net of construction services revenues +6.0 mln €

Opex +10.4 ml €  
Net of one-off energy costs write-off and  
construction services costs +1.2 ml €

**EBITDA +13,1% VS 2017 (+4.5 ML €)**

**EBITDA NET OF CONSTRUCTION AND ONE-OFF ENERGY COSTS +14.4% VS 2017 (+4.8 ML €)**

1 IFRIC 12

2 Services: includes outsourced services, maintenance, utilities costs, G&A, marketing agreements with airlines not linked to volumes. AEROPORTO G. MARCONI DI BOLOGNA S.p.A.

3 Other: includes consumables and goods, rental fees and other costs and other operating expenses.

# FY 2018 MAIN INVESTMENTS IN INFRASTRUCTURE MAINTENANCE AND DEVELOPMENT



HIGHLIGHTS  
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TERMINAL EXPANSION PLANNING  
AND  
NEW MULTILEVEL CAR PARKING

PEOPLE MOVER

MAINTENANCE WORKS ON  
RUNWAY AND TAXIWAY



FINAL DESIGN ACTIVITIES  
COMPLETED

FOOTBRIDGE TO THE TERMINAL  
BUILDING – WORKS ARE NEARING  
COMPLETION

STRUCTURAL AND  
FUNCTIONAL UPGRADE  
COMPLETED IN SEPTEMBER



**€ 24 ml**



Capex: € 19.5 ml  
Airport Infrastructure Provision: € 4.5 ml

# CONSOLIDATED PROFIT & LOSS



HIGHLIGHTS  
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EURO THOUSANDS		FY 2018	FY 2017	VAR FY 18/17	VAR % FY 18/17
Revenues	1	114,092	99,146	14,946	15.1%
Operating Costs		(75,374)	(64,925)	(10,449)	16.1%
<b>EBITDA</b>	2	38,718	34,221	4,497	13.1%
<b>EBITDA Adjusted*</b>		37,973	33,181	4,792	14.4%
Concession Rights Amortization		(5,857)	(5,749)	(108)	1.9%
Amortization & Depreciation		(3,542)	(3,074)	(468)	15.2%
<b>Amortization and Depreciation</b>	3	(9,399)	(8,823)	(576)	6.5%
Provision for Doubtful Accounts		(64)	12	(76)	n.m
Airport Infrastructure Provision		(3,752)	(2,544)	(1208)	47.5%
Other Accruals		(291)	(240)	(51)	21.3%
<b>Provisions</b>	3	(4,107)	(2,772)	(1,335)	48.2%
<b>Total Costs</b>		(88,880)	(76,520)	(12,360)	16.2%
<b>EBIT</b>		25,212	22,626	2,586	11.4%
Financial Income	4	384	274	110	40.1%
Financial Expenses		(620)	(852)	232	-27.2%
<b>EBT</b>		24,976	22,048	2,928	13.3%
Taxes	5	(7,049)	(5,865)	(1,184)	20.2%
<b>Net Profit (loss)</b>	6	17,927	16,183	1,744	10.8%
Minority Interest		0	214	(214)	n.m
Group Net Profit		17,927	15,696	1,958	12.3%

## 1 REVENUES

▲ (+15.1%) traffic increase, new charges and improved non-aviation performance

## 2 EBITDA

▲ (+13.1%) increase in aeronautical and non-aeronautical revenues and increase in operating costs in line with revenues

## 3 AMORTIZATION, DEPRECIATION AND PROVISIONS

▲ +16.5% (▲ +6.5% amortization and depreciation and ▲ +48.2% provisions due to higher Airport Infrastructure Provision)

## 4 FINANCIAL INCOME AND EXPENSES

▲ positive effect due to lower interests

## 5 TAXES

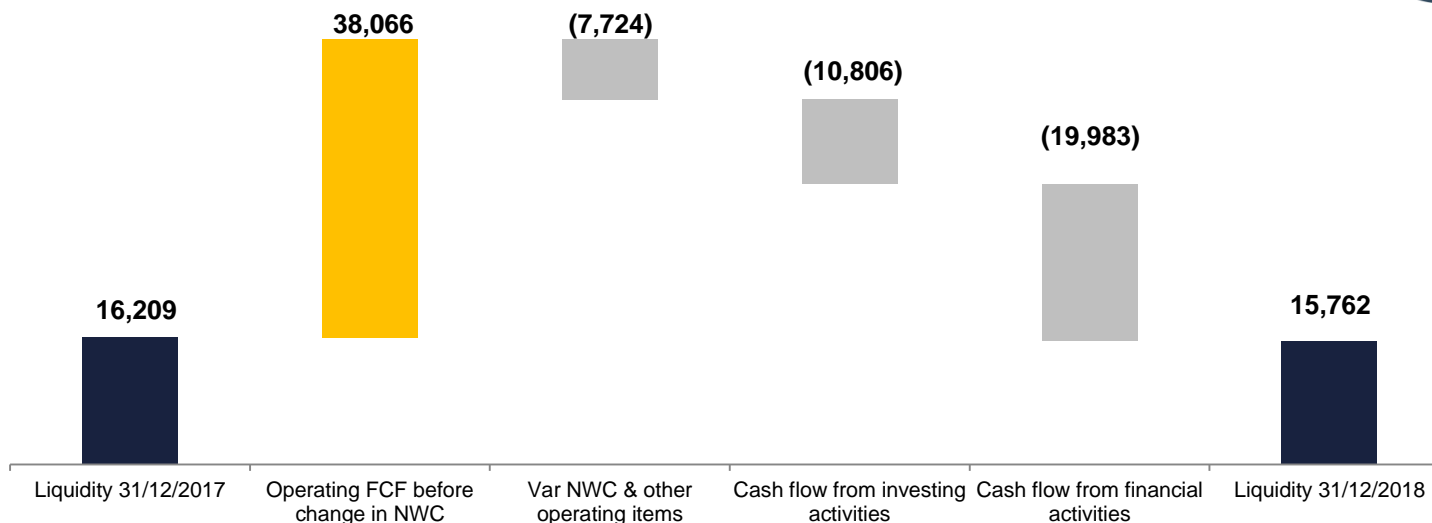
▲ due to higher EBT

## 6 NET PROFIT +18 ml €

\* Net of construction works

# CASH-FLOW

## FY 2018 CASH FLOW ('000 €)



✈ **Positive OFCF reduced by NWC changes**

✈ **Investing activities** absorbed cash flow of € 10.8 million; infrastructure investment of € 19.2 million and investment in owned company of € 2,4 million were offset by the use of current and non-current assets for € 10.7 million

✈ **Cash flow from financing** a) dividend payment (€ 14.2 ml)  
b) repayments of loans (€ 5.8 ml)

# NET FINANCIAL POSITION

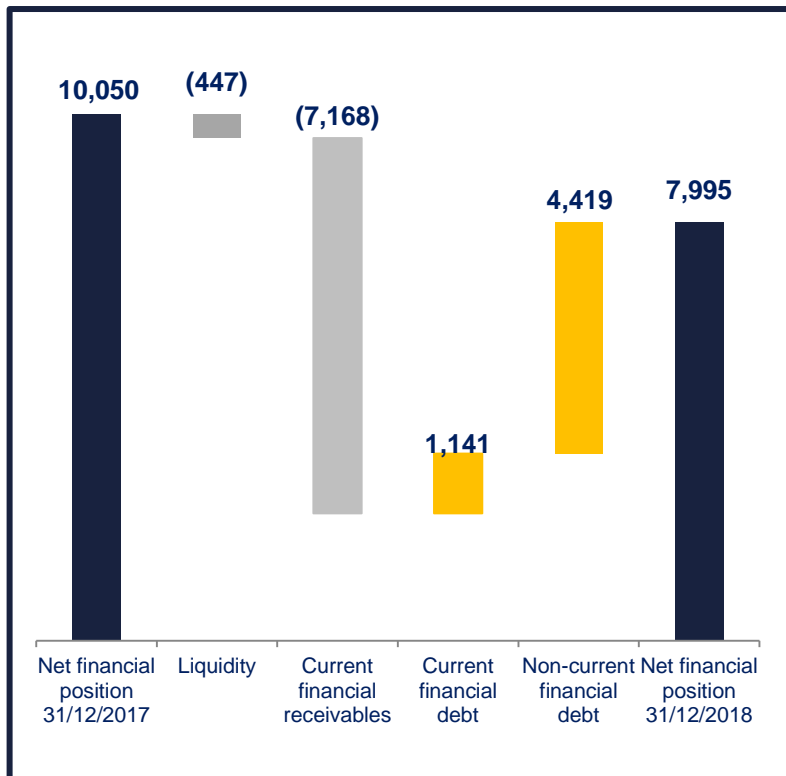
## FY 2018 NET FINANCIAL POSITION ('000 €)



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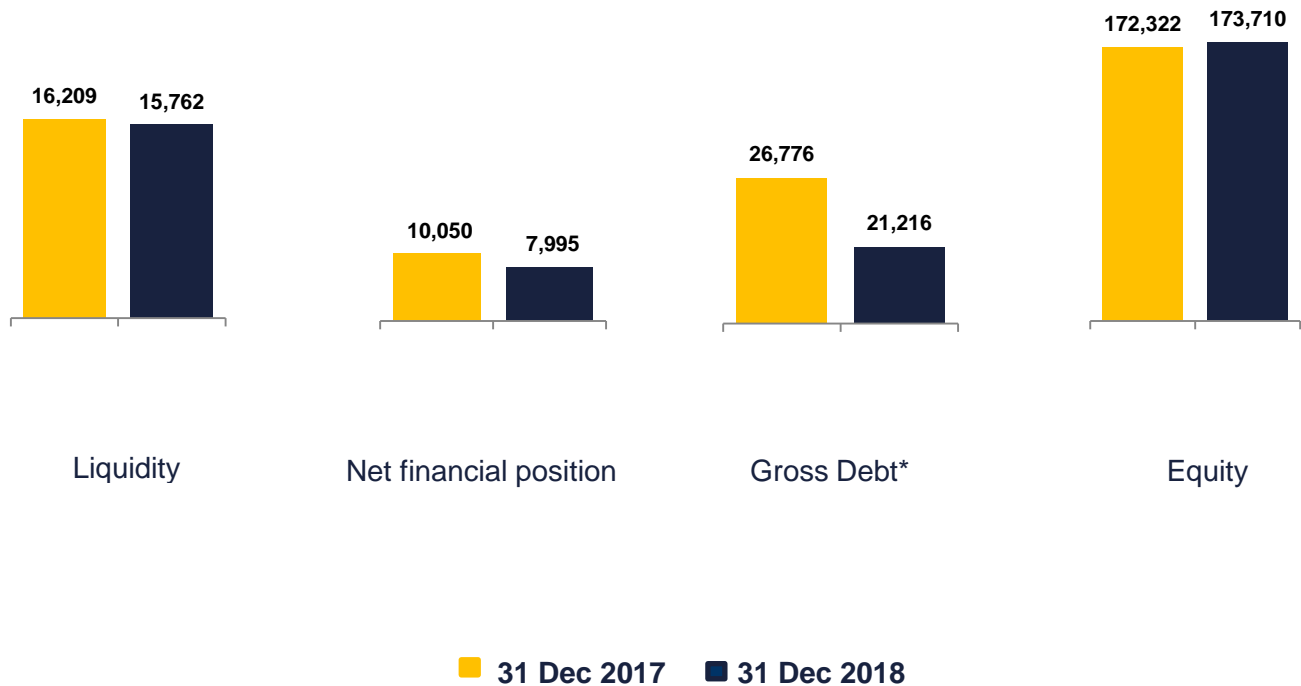
EURO THOUSANDS	31 Dec 2018	31 Dec 2017	Change
Liquidity	15,762	16,209	(447)
Current financial receivables	13,449	20,617	(7,168)
Current bank debt	(43)	(54)	11
Current portion of non-current debt	(4,433)	(5,807)	1,374
Other current financial debt	(2,050)	(1,806)	(244)
<b>Current financial debt</b>	<b>(6,526)</b>	<b>(7,667)</b>	<b>1,141</b>
<b>Net current financial debt</b>	<b>22,685</b>	<b>29,159</b>	<b>(6,474)</b>
<b>Non current financial debt</b>	<b>(14,690)</b>	<b>(19,109)</b>	<b>4,419</b>
<b>Net Financial Position</b>	<b>7,995</b>	<b>10,050</b>	<b>(2,055)</b>
Financial instruments with a maturity of over 12 months	5,333	9,827	(4,494)

FY 2018 Net Financial Position of € 8 ml

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

# SOLID FINANCIAL AND CAPITAL STRUCTURE

FY 2018 CONSOLIDATED ASSET & FINANCIAL SITUATION ('000 €)



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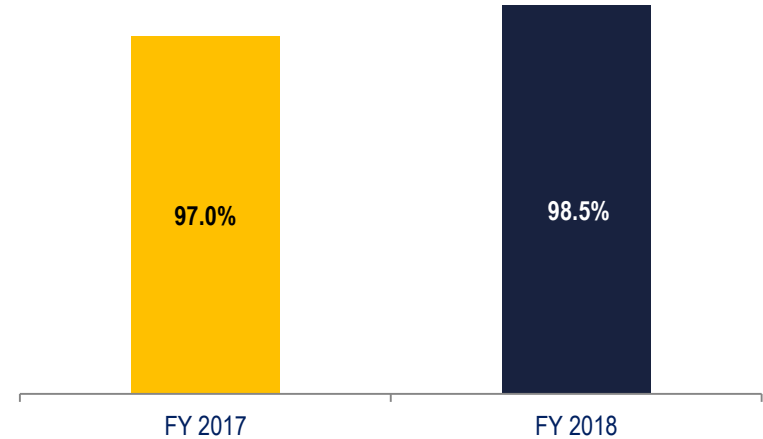


# MONITORING OF QUALITY SERVICES AND PASSENGER EXPERIENCE

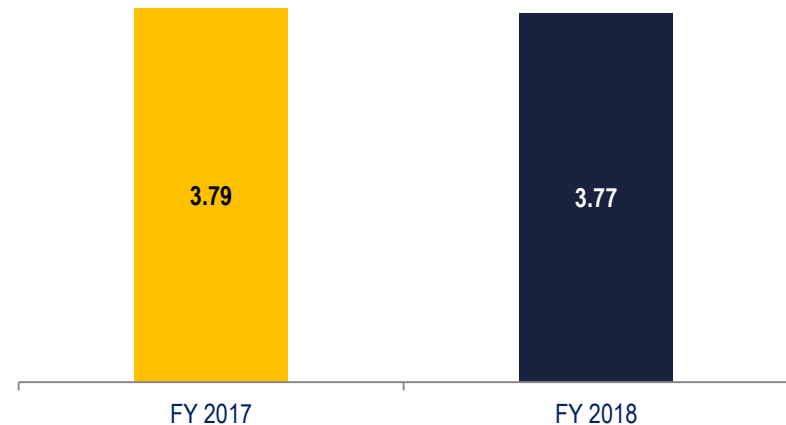
## SERVICE QUALITY



## 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

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# 2019 KEY UPDATES

# 2019: NEW CONNECTIONS AND NEW FREQUENCIES



## NEW FLIGHTS

- ✈ New flight to **Philadelphia** operated by **American Airlines** (4 weekly flight) starting in Summer 2019
- ✈ New flight to **Helsinki** operated by **Finnair** (3 weekly flight) starting in Summer 2019
- ✈ New flight to **Stuttgart** operated by **Laudamotion** (6 weekly flight) starting in Summer 2019
- ✈ New flight to **Corfù, Crotone, Podgorica** (2 weekly flight) and **Marseilles** (3 weekly flight) operated by **Ryanair** starting in Summer 2019
- ✈ New flight to **Reggio Calabria** (3 weekly flight) operated by **Blue Panorama** starting in Summer 2019

## NEW FREQUENCIES

- ✈ **Istanbul** operated by **Turkish Airlines** from 2 to 3 daily flights starting in June 2019
- ✈ **Tblisi** operated by **Georgian** from 2 to 3 weekly flights starting in Summer 2019



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# 2019 FINANCIAL CALENDAR

14<sup>th</sup> March  
2019

CONSOLIDATED FY 2018 RESULTS

29<sup>th</sup> April  
2019

ANNUAL SHAREHOLDERS' MEETING  
& APPOINTMENT OF THE NEW CORPORATE BODIES

15<sup>th</sup> May  
2019

CONSOLIDATED Q1 2019 RESULTS

2<sup>nd</sup> September  
2019

CONSOLIDATED H1 2019 RESULTS

11<sup>th</sup> November  
2019

CONSOLIDATED 9M 2019 RESULTS



HIGHLIGHTS  
& STRATEGY

FY 2018  
FINANCIALS

2019  
KEY UPDATES



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For additional information:

**[investor.relations@bologna-airport.it](mailto:investor.relations@bologna-airport.it)**

Tel: +39 051/6479680

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