



## Q1 15 Results

## Save Group

Venice, May 15<sup>th</sup> 2015



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## **SECTION 1**

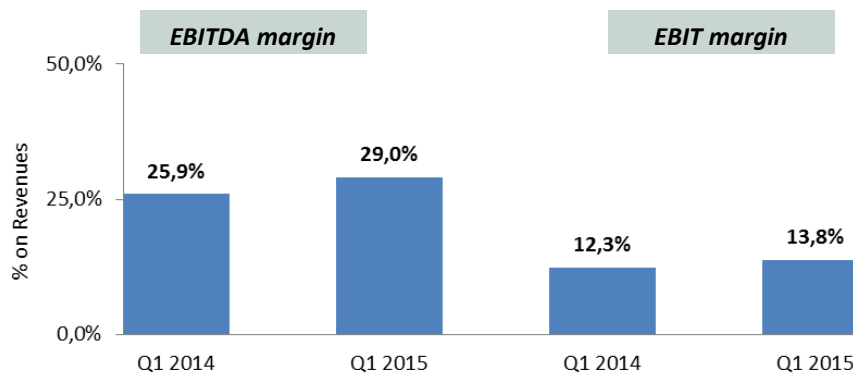
### **GROUP OVERVIEW**

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## Q1 15 Revenues up, +7,1% YoY, EBITDA up, + 19,8% YoY

€ million	Q1 2015	Q1 2014	YoY %
Revenues	30,1	28,1	7,1%
EBITDA	8,7	7,3	19,8%
EBIT	4,1	3,5	20,0%
Gross Profit of the period	2,3	2,7	-13,6%

- Q1 2015 Revenues:** : revenues increase by 7,1% (or +c.€2,0m) thanks to i) increase of aviation revenues (+6,5% YoY or +€1,2m) mainly driven by new tariffs and increase in pax, ii) increase of non aviation revenues in line with pax increase (+5,4% YoY or +€0,5m) mainly driven by parking (+7,2% YoY) and commercial revenues (+5,3% YoY) and iii) increase of other revenues (+22,2% YoY or +€0,4m), which include internal activities linked to investment plan and recharges.

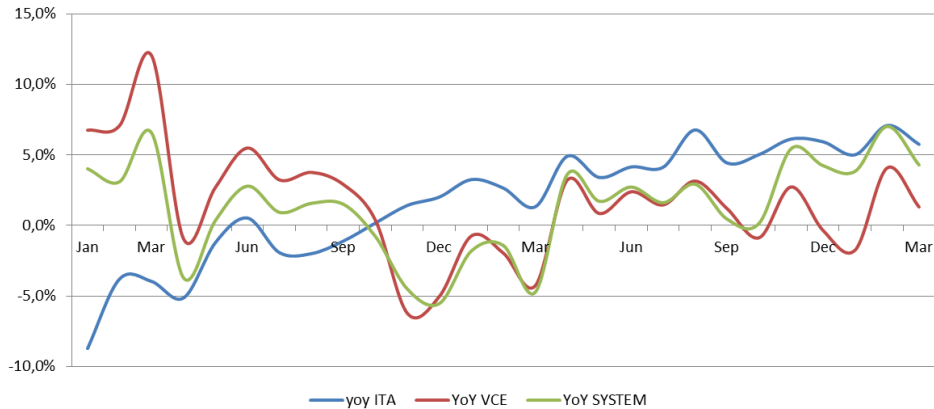


- Q1 2015 EBITDA:** the margin shows an increase by +19,8% (or +c€1,4m) driven by revenues and the better absorption of operating costs, which increased about + €0,5m YoY. The costs increase is primarily referred to higher labour costs (+€0,4m) due to strengthening of security and of Treviso airport operating staff. EBITDA on Revenues rises from 25,9% to 29%.

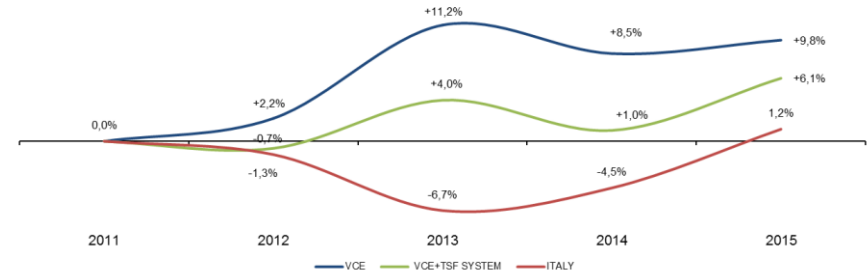
## Dynamic trend in traffic (1/2)

SYSTEM	Q1 2015	% YoY	Q1 2014
PAX	2.002.197	5,0%	1.906.942
MOV	19.317	2,1%	18.918
MTOW	1.246.731	2,8%	1.213.262
CARGO (tons)	11.220	14,8%	9.775

**2013-2015 Trends in VCE, TSF and Italy traffic**

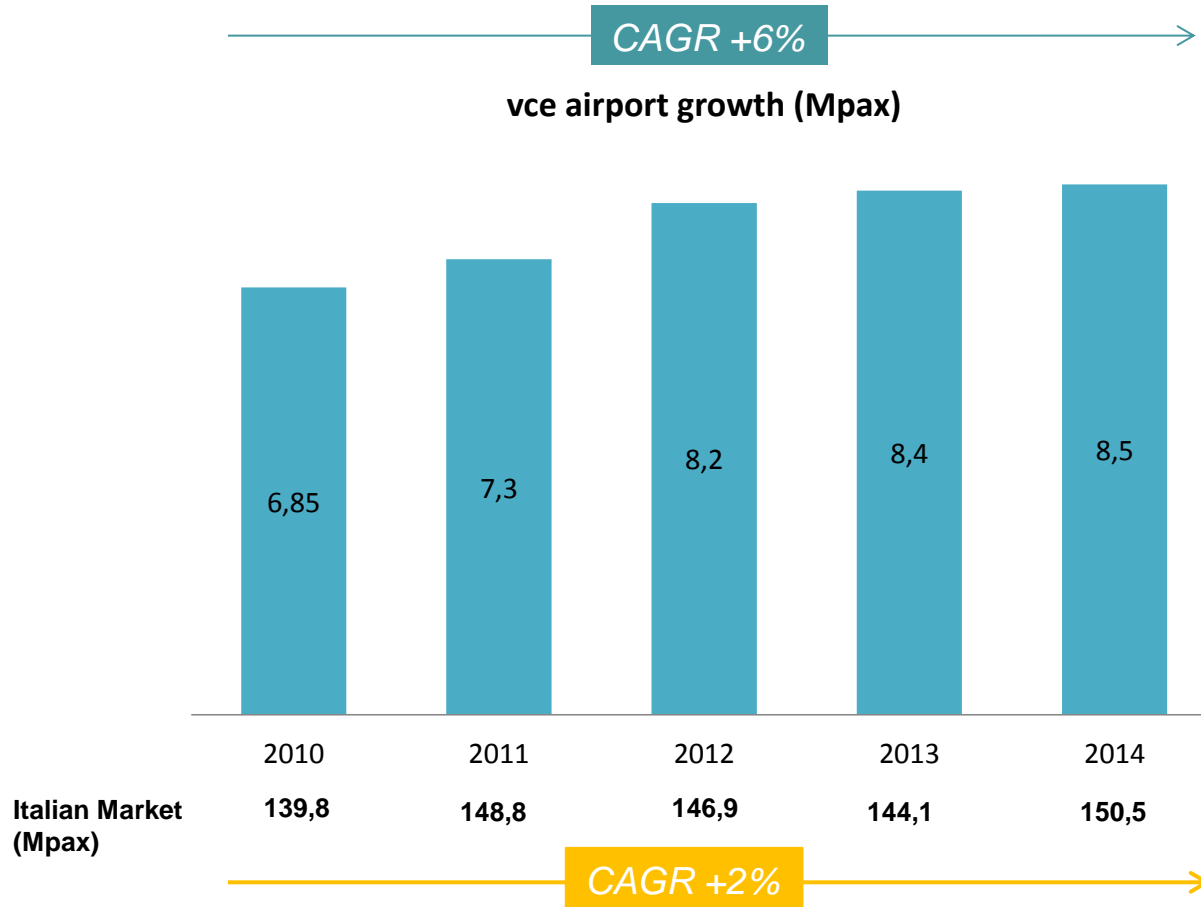


**2011 - 2014 Trends in VCE and VCE Airport system traffic vs Italy (as of Dec 2014)**



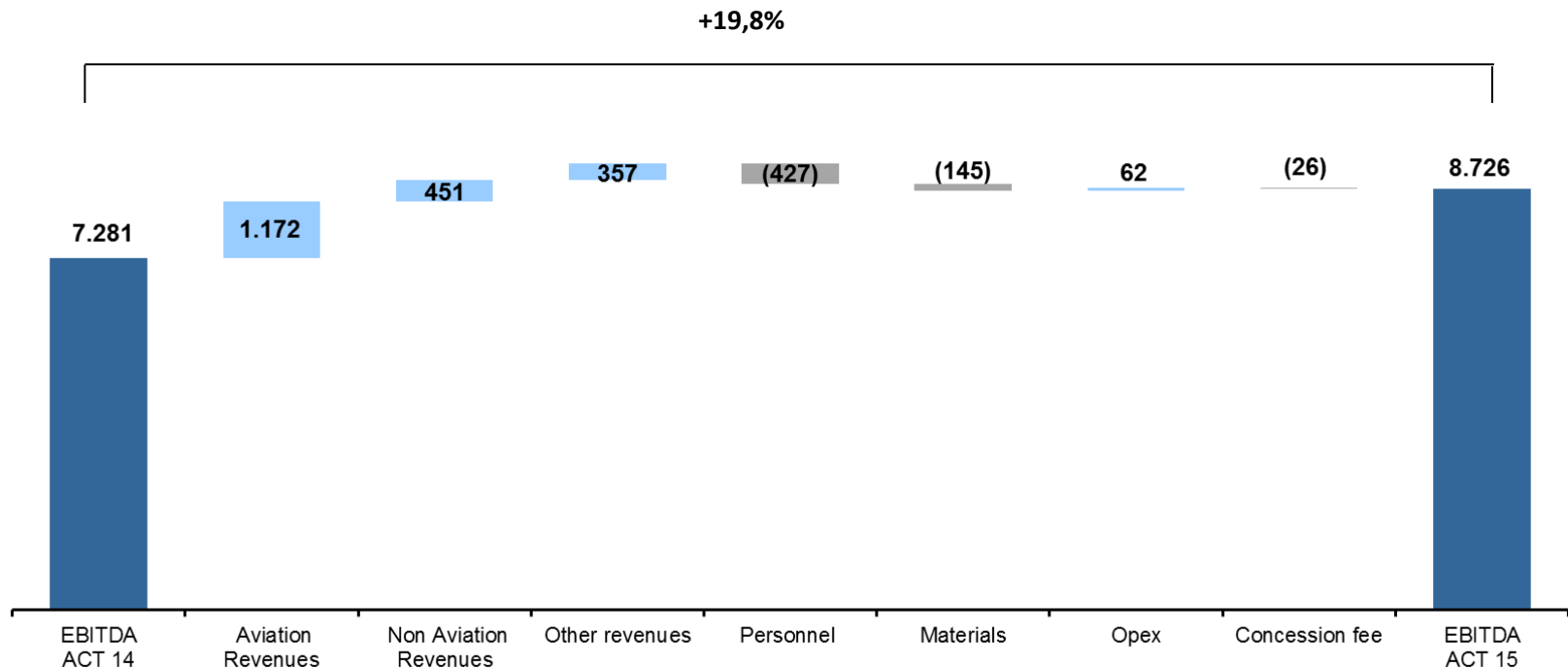
## Dynamic trend in traffic (2/2)

In the last 5 years Venice Airport has outperformed the Italian market



## Group Q1 2015 EBITDA

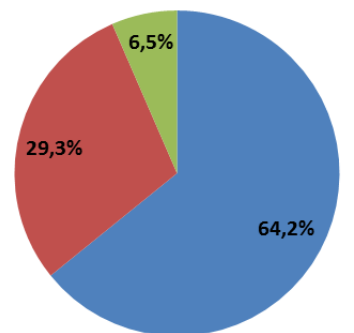
- Q1 2015 EBITDA:** EBITDA increase by 19,8% (or +€1,4m) thanks to i) increase of aviation revenues (+6,5% YoY or +€1,2m) mainly driven by new tariffs and increase in passengers, ii) increase of non aviation revenues (+5,4% YoY or +€0,5m) mainly driven by commercial revenues (+5,3% YoY or + c. €0,3m) and parking (+7,2% YoY or c. €0,2m) and iii) increase of other revenues (+22,2% YoY or +€0,4m) which include internal activities linked to investment plan and recharges, partially absorbed by increase in personnel cost (+4,3% or + €0,4m) due to strengthening of security and of Treviso airport operating staff.



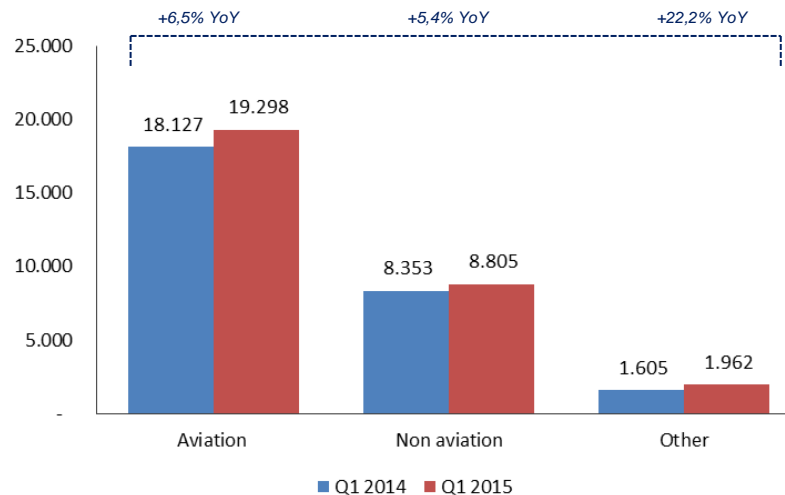
## Group Q1 2015 Revenues

	Q1 2015				Q1 2014				DELTA				DELTA%
	Total	Venezia	Treviso	other	Total	Venezia	Treviso	other	Total	Venezia	Treviso	other	Total
Aviation fee & tariffs	18.290	15.697	2.593	-	17.068	14.902	2.166	-	1.222	795	427	-	7,2%
Cargo handling depot	583	583	-	-	633	633	-	-	(50)	(50)	0	-	-7,9%
Handling	425	187	238	-	426	186	240	-	(1)	1	(2)	-	-0,1%
<b>Aviation revenues</b>	<b>19.298</b>	<b>16.467</b>	<b>2.831</b>	<b>-</b>	<b>18.127</b>	<b>15.721</b>	<b>2.406</b>	<b>-</b>	<b>1.171</b>	<b>746</b>	<b>425</b>	<b>-</b>	<b>6,5%</b>
Ticketing	26	9	17	-	25	18	7	-	1	(9)	10	-	4,0%
Parking	2.670	2.429	241	-	2.491	2.272	219	-	179	157	22	-	7,2%
Advertising	428	407	21	-	443	430	13	-	(15)	(23)	8	-	-3,4%
Commercial	5.681	5.085	596	-	5.394	4.861	533	-	287	224	63	-	5,3%
<b>Non Aviation revenues</b>	<b>8.805</b>	<b>7.930</b>	<b>875</b>	<b>-</b>	<b>8.353</b>	<b>7.581</b>	<b>772</b>	<b>-</b>	<b>452</b>	<b>349</b>	<b>103</b>	<b>-</b>	<b>5,4%</b>
Other income	1.962	1.012	78	872	1.605	797	48	761	357	216	31	111	22,2%
<b>Total Revenues</b>	<b>30.065</b>	<b>25.409</b>	<b>3.784</b>	<b>872</b>	<b>28.085</b>	<b>24.098</b>	<b>3.226</b>	<b>761</b>	<b>1.980</b>	<b>1.311</b>	<b>559</b>	<b>111</b>	<b>7,1%</b>

SEGMENT SHARE IN REVENUES Q1 2015



■ Aviation ■ Non aviation ■ Other





## Group asset and financial situation

### Financial structure healthy, but impacted by investment plan

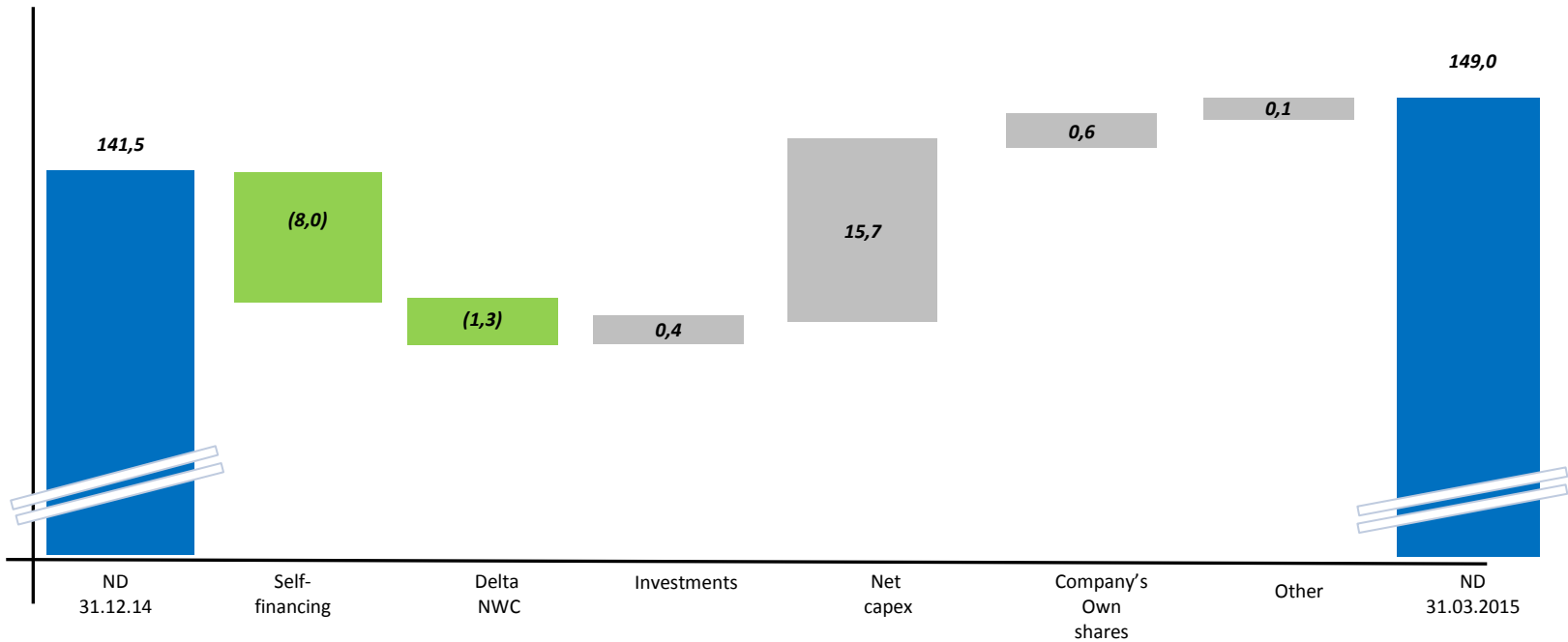


- Net debt at €149,0m;
- Total loans to bank amounted to €248m.
- Debt maturity within 12months equal to €49,5m and over 12months about €198,5

- Capex and other investment about €16,1m;
- Increase in equity mainly referred to result of the period (+€2,3), offset by own share purchasing (-€0,6m)

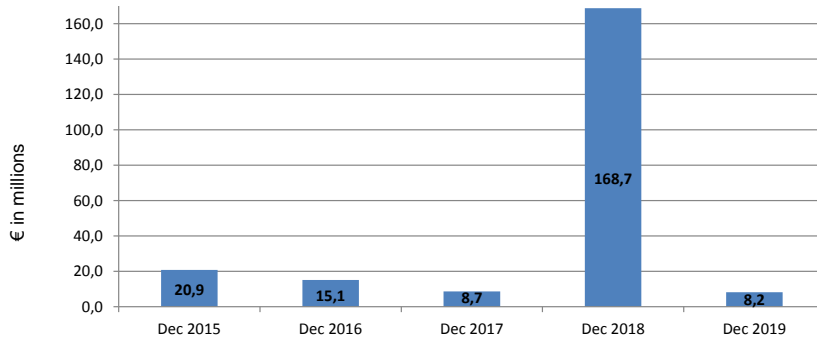
## Net debt walk

### Net debt walk as of March 31<sup>st</sup>, 2015 (€/mln)

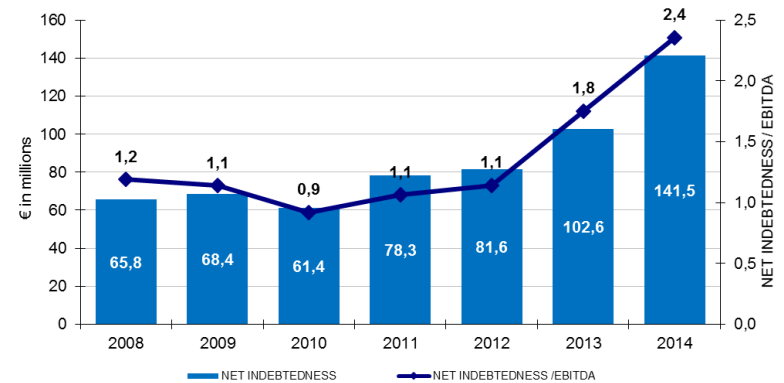


### The net indebtedness/ EBITDA ratio and debt maturity scheduled - Principal

Debt maturity scheduled – Principal (€ Mln) \*



Net indebtedness / Ebitda (€ Mln)\*\*



\* As of December 31<sup>th</sup> 2014.

\*\* As of December 31<sup>st</sup> 2014 .For comparative purposes Net Indebtedness 2013 includes only Net Indebtedness for Continuing Operation. Total Net Indebtedness 2013 was about 182M€.

## The new airport system : 13,5 mln pax in 2014

- SAVE, in execution of the investment agreement signed on June, underwrote the 40,3% of the shares of Catullo Airport of Verona through a capital increase.
- The agreement gives substance to the project of establishing a single airport system.
- In implementation of the above agreement SAVE entered into a shareholders' agreement to govern the relationship between the partners concerning the governance of Catullo, and which provides, among other things, the expression on the part of SAVE of four directors, including the CEO, and a member and an alternate member of the board of auditors.
- With the operation, in light of what is indicated in the National Plan of Airports of the Ministry of Transport calling for the creation of airport networks operated in a coordinated manner, SAVE, Catullo and his partners intend to create a reference through a competitive airport system in order to contribute to the growth of economics, traffic and quality of services offered in the area.
- Catullo, the management company of the airport of Verona and Brescia in 2014, achieved a turnover of more than Euro 40 million, an EBITDA of about € 8 million and a net cash position of approximately 10 million. At the consolidated level in the same period were registered nearly € 41 million in revenues and EBITDA of over € 6 million compared to 2.8 million passengers and 45,000 tons of cargo handled.








**IL NORDEST VOLA!**

Nasce il nuovo Polo Aeroportuale del Nordest.

Quattro scali strategici nel cuore economico e produttivo italiano, per creare nuove sinergie di sistema al servizio dello sviluppo imprenditoriale e turistico del Paese.

<p>Marco Polo Venezia Antonio Canova Treviso Valerio Catullo Verona Gabriele D'Annunzio Brescia</p>	<p><b>13 milioni</b> di passeggeri</p>	<p><b>138.000 voli</b> per <b>115 città</b> in <b>45 paesi</b></p>	<p><b>90.000 tonnellate</b> di merci</p>
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## Save Group airports' traffic overview

Airport	Share	Pax* in m 2014	YoY 14/13	Pax* in m Q1 2015	YoY Q1 15/14
 Venice	100%	8,5	+0,8%	1,5	+1,2%
 Treviso	80%	2,2	+3,3%	0,5	+18,3%
 Charleroi	27,7%	6,4	-5,1%	1,3	+8,5%
 Verona	40,3%	2,8	+2,1%	0,4	-11,2%
 Brescia	40,3%	40,6tons	+2,9%	7,9tons	-10,9%

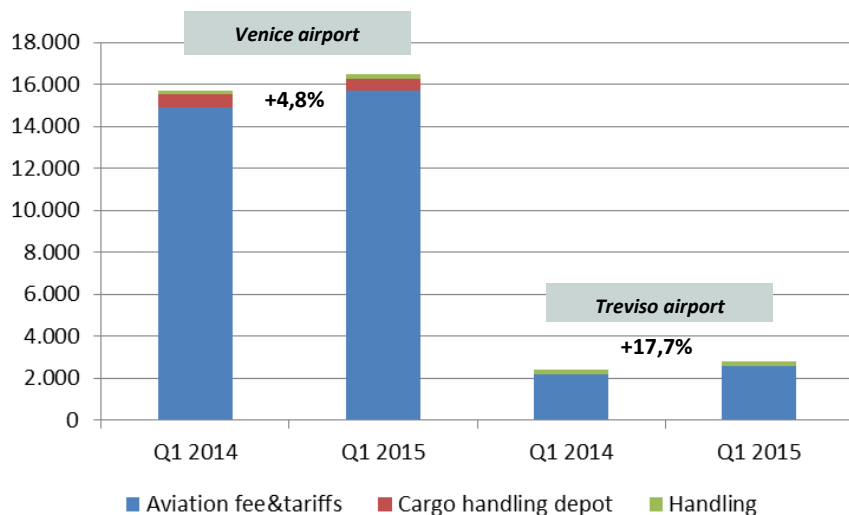
\*) For Brescia airport only, we had reported cargo (tons) data

## Aviation revenues Venice Airport System

	Q1 2014	Q1 2015	Delta	YoY
<i>pax TOT</i>	1.906.942	2.002.197	95.255	5,0%
<i>Aviation fee&amp;tariffs</i>	17.068	18.290	1.222	7,2%
<i>Cargo handling depot</i>	633	583	(50)	-7,9%
<i>Handling</i>	426	425	(1)	-0,1%
<b><i>Aviation revenues</i></b>	<b>18.126</b>	<b>19.298</b>	<b>1.172</b>	<b>6,5%</b>
<i>Aviation rev per Depax</i>	19,0	19,3	0,3	1,4%

- **Q1 2015 Aviation revenues:** revenues increase by 6,5% (or +€1,2m) thanks to increase of aviation fee & tariffs (+7,2% YoY or €1,2m) driven by increase in tariffs (+€0,6m), increase in traffic (+€0,7m), partially offset by ii) decrease of cargo activities (-€0,1m).
- Aviation revenues per depax increase by 1,4% YoY, driven by Venice airport operations.

Q1 2015 Aviation revenues breakdown by airport



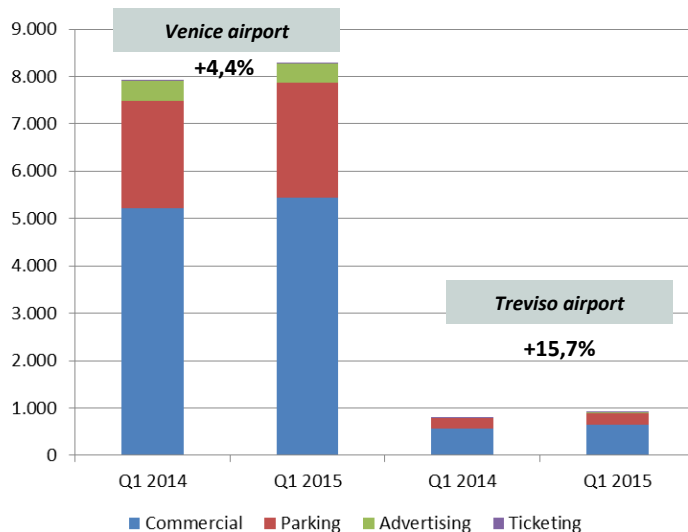
Venice airport	Q1 2014	Q1 2015	YoY
<i>pax</i>	1.482.235	1.499.978	1,2%
<i>Aviation fee&amp;tariffs</i>	14.902	15.697	5,3%
<i>Cargo handling depot</i>	633	583	-7,9%
<i>Handling</i>	186	187	0,8%
<b><i>Aviation revenues</i></b>	<b>15.720</b>	<b>16.467</b>	<b>4,8%</b>
<i>Aviation rev per Depax</i>	21,2	22,0	3,5%

Treviso airport	Q1 2014	Q1 2015	YoY
<i>pax</i>	424.707	502.219	18,3%
<i>Aviation fee&amp;tariffs</i>	2.166	2.593	19,7%
<i>Cargo handling depot</i>	-	-	n.a.
<i>Handling</i>	240	238	-0,8%
<b><i>Aviation revenues</i></b>	<b>2.406</b>	<b>2.831</b>	<b>17,7%</b>
<i>Aviation rev per Depax</i>	11,3	13,3	17,7%

## Non aviation revenues Venice Airport System

	Q1 2014	Q1 2015	Delta	YoY
<i>pax TOT</i>	1.906.942	2.002.197	95.255	5,0%
<i>Park</i>	2.491	2.670	179	7,2%
<i>Advertising</i>	443	428	(15)	-3,4%
<i>F&amp;B, Retail and Subconcessions</i>	5.775	6.083	308	5,3%
<i>Ticketing</i>	25	26	1	4,0%
<b>Non aviation revenues as per Management account</b>	<b>8.734</b>	<b>9.207</b>	<b>473</b>	<b>5,4%</b>
<i>Non aviation rev per Depax</i>	9,2	9,2	0,0	0,4%
<i>Other revenues adjustment</i>	(380)	(402)	(22)	5,8%
<b>Non aviation revenues as per Financial Statement</b>	<b>8.354</b>	<b>8.805</b>	<b>451</b>	<b>5,4%</b>

Q1 2015 Non aviation revenues breakdown by airport



- **Q1 2015 Non aviation revenues:** revenues increase by 5,4% (or +€0,5m) thanks to i) increase of park (+7,2% YoY or €0,2m) driven by higher filling of car spaces, ii) increase of commercial revenues (+5,3%YoY or €0,3m) mainly driven by VIP room revenues and increase in royalties

Venice airport	Q1 2014	Q1 2015	YoY
<i>pax</i>	1.482.235	1.499.978	1,2%
<i>F&amp;B, Retail and Subconcessions</i>	5.212	5.434	4,3%
<i>Parking</i>	2.272	2.429	6,9%
<i>Advertising</i>	430	407	-5,3%
<i>Ticketing</i>	18	9	-50,0%
<b>Non aviation revenues as per Management account</b>	<b>7.932</b>	<b>8.279</b>	<b>4,4%</b>
<i>Non aviation rev per Depax</i>	10,7	11,0	3,1%
<i>Other revenues adjustment</i>	(350)	(349)	-0,3%
<b>Non aviation revenues as per Financial Statement</b>	<b>7.582</b>	<b>7.930</b>	<b>4,6%</b>

Treviso airport	Q1 2014	Q1 2015	YoY
<i>pax</i>	424.707	502.219	18,3%
<i>F&amp;B, Retail and Subconcessions</i>	563	649	15,3%
<i>Parking</i>	219	241	10,0%
<i>Advertising</i>	13	21	61,5%
<i>Ticketing</i>	7	17	142,9%
<b>Non aviation revenues as per Management account</b>	<b>802</b>	<b>928</b>	<b>15,7%</b>
<i>Non aviation rev per Depax</i>	3,8	3,7	-2,1%
<i>Other revenues adjustment</i>	(30)	(53)	76,7%
<b>Non aviation revenues as per Financial Statement</b>	<b>772</b>	<b>875</b>	<b>13,3%</b>

## Main investment in progress in Venice Airport

Terminal extension *landside* (1<sup>st</sup> phase) - €48million – Jan 2017  
+11,000mq landside terminal



**MARCOPOLO** ✈ **DOMANI**  
VENEZIA GUARDA AL MONDO

Trigeneration plant - €18million – Jun 2016  
Covering 60% Electricity needs -  
87% Heat energy needs – 96% Cool  
needs



Reprotection 'VVF e GDF' –  
€12,5million



Moving walkway - €26million– Jun 2016  
Tapis roulant 365m long from terminal  
to water terminal



Airside Infrastructure – €18,5million\* –  
Nov 2015 Taxiway nord (1<sup>st</sup> phase) –  
Apron – De Icing bay – new quick exit  
ways



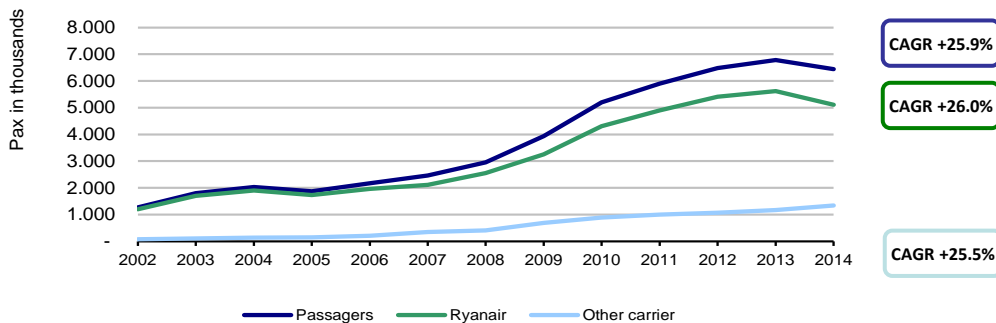


## Pax increased by 8,5% YoY, as a result of positive contribution of all carriers and increase in load factor

### Airport overview

- **Charleroi Airport** is in concession to Brussels South Charleroi Airport (BSCA) until 2040.
- In Q1 15 the **most important destinations** are Budapest, Milan, Warsaw, Madrid and Bucharest.
- **New routes for 2015** are Lublin (Wizzair), Tlemcen (Jetairfly) and Constantina (Jetairfly).

### Charleroi Traffic growth 2000-2014

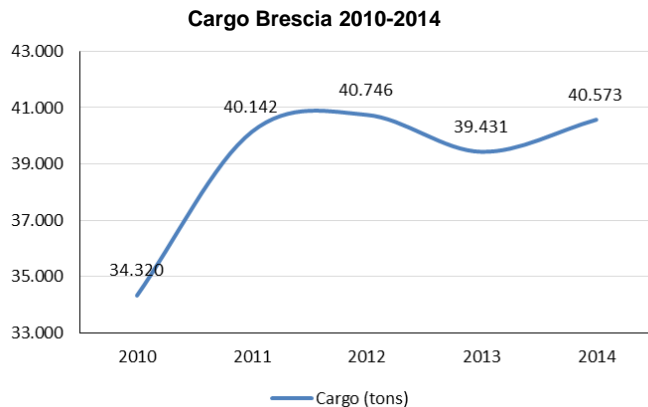
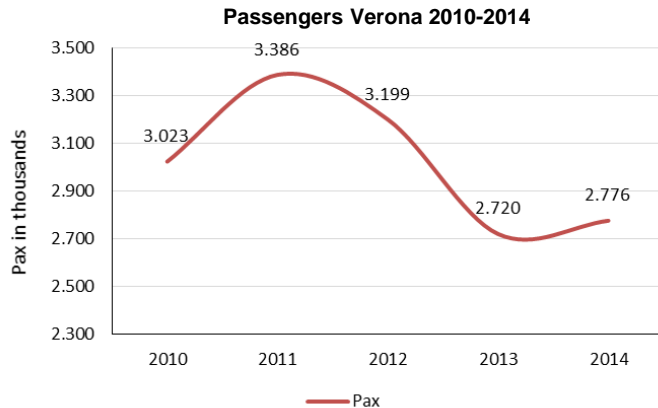


### Key numbers

- **Save acquired** 27,65% of BSCA capital in 2009 through a consortium agreement between Save (65%) and Holding Communal (35%).
- **Passengers:**
  - **Q1 2015:** c. 1,3 mln passengers (+8 % vs 2014).
- **Carriers :**
  - Ryanair represents ~ 78% of scheduled traffic with c. 1,1mln passengers (+6%YoY)
  - Jetairfly is active with c. 0,1 mln passengers (+1% YoY), Wizzair is active with 0,1 mln passengers(+20% YoY) , Pegasus Airlines with the daily to Istanbul.
- The Annual Airport Awards 2015, organized by Skytrax, has identified Charleroi Airport as the **third best low cost stopover in the World**, before Kansai (Japan) and London Stansted (UK).

In 1Q15 Verona traffic decreased by 11% YoY, impacted by the reducing in operation of home based carriers (Meridiana and Air Dolomiti). Volotea (+142% YoY) partially compensated the loss

### Airport overview



### Key numbers

- **Save acquired** 40,3% of Verona and Brescia airports through a capital increase in 2014.
- **Verona**
  - **Passengers Q1 2015:** 0,4mln passengers (-11,2% vs 2014).
  - In Q1 15 the **most important destinations are** Rome Fiumicino, Moscow Domodedovo and London Gatwick.
  - **New routes for 2015** are Brussels and Palermo (Ryanair), Barcelona (Vueling), Madrid (Iberia Express) and Belfast (Jet2.com).
  - **Carriers :**
    - Volotea represents ~ 11% of scheduled traffic
    - Meridiana and Air Dolomiti reduced the number of flights operated before.
- **Brescia**
  - **Cargo Q1 2015:** 7,9 thousands tons (-10,9% vs. 2014).



## **SECTION 2**

### **APPENDIX**

## Venice Airport System

Traffic in line with previous year.

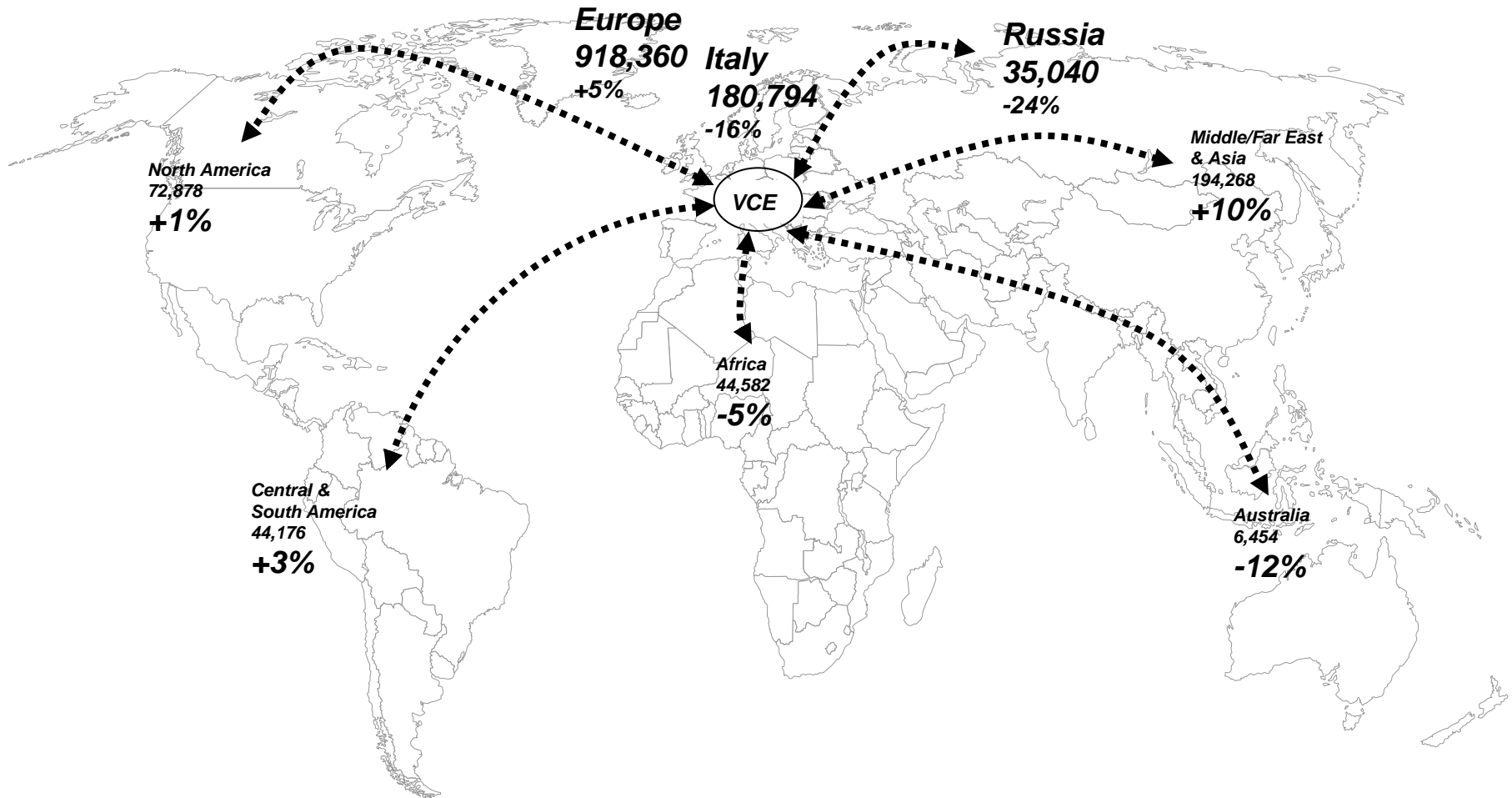
### Domestic losses more than compensated by international

N.	Italian airport	Passengers Q1 2015	Passengers Q1 2014	% chg.
1	Roma Fiumicino	7.884.113	7.267.660	8,5%
2	Milano Malpensa	3.816.023	3.911.944	-2,5%
3	Milano Linate	2.037.310	1.828.813	11,4%
4	Bergamo	2.163.344	1.996.037	8,4%
5	<b>Venezia</b>	<b>1.499.978</b>	<b>1.482.235</b>	<b>1,2%</b>
6	Bologna	1.351.793	1.293.154	4,5%
7	Catania	1.269.439	1.243.253	2,1%
8	Roma Ciampino	1.257.624	1.110.478	13,3%
9	Napoli	1.041.161	970.991	7,2%
10	Torino	865.904	829.123	4,4%
11	Pisa	811.913	697.418	16,4%
12	Palermo	802.321	774.259	3,6%
13	Bari	779.818	703.042	10,9%
14	Cagliari	570.816	566.763	0,7%
15	<b>Treviso</b>	<b>502.219</b>	<b>424.707</b>	<b>18,3%</b>
16	Verona	429.711	484.140	-11,2%
17	Firenze	423.170	379.505	11,5%
18	Lamezia Terme	421.837	404.205	4,4%
19	Brindisi	418.316	389.196	7,5%
20	Genova	250.542	205.097	22,2%
	Others	1.156.053	1.147.494	0,7%
	<b>Total Italy</b>	<b>29.753.405</b>	<b>28.109.514</b>	<b>5,8%</b>

Source: Assaeroporti

- Third Italian airport system with TSF, after Rome and Milan, and one of the three intercontinental gateways;
- +5,0% pax in Q1 2015 vs national average of +5,8%: c. 2,0million passengers, with c. 19.300 movements;
- 50 scheduled carriers connecting Venice to 100 domestic destinations, European and beyond
- 2 scheduled carriers operating at Treviso airport
- **Growing long haul network :**
  - 10 long haul destinations
    - 6 in North America: New York JFK & Atlanta (Delta Air Lines), Philadelphia (US Airways), Toronto & Montreal (Air Transat & Air Canada Rouge), New York EWR (United Airlines – new Summer 15)
    - 3 in the Middle East: Dubai (Emirates), Doha (Qatar Airways), Abu Dhabi (Alitalia – new Summer 15)
    - 1 in the Far East: Seoul (scheduled charters by Asiana)
- 32% of passengers connect via hub to reach their final destination in Q1 2015
- Venice pax on international destinations: 84% (Italy: 60% Assaeroporti data)

## O&D traffic flows between Venice and the world – YTD Mar 2015



Note: Comparison with the same period of previous year - Source: Save database

## The VCE medium & long haul network (Summer 2015 update)



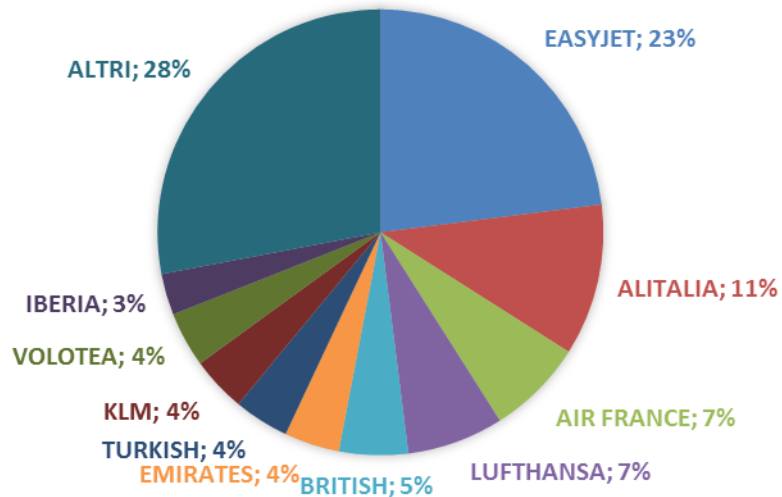
12 SCHEDULED DESTINATIONS WITH MORE THAN 70 WEEKLY FREQUENCIES  
 1 CHARTER FLIGHT OPERATED 3 TIMES/WEEK FROM SEOUL (SEASONAL)



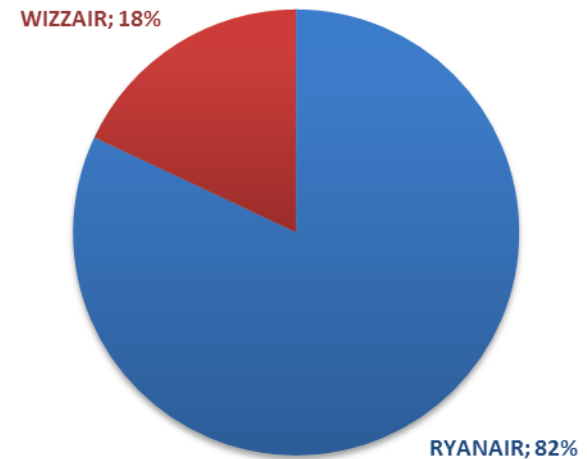
## Venice Airport System

Venice Airport traffic 4 points strategy: diversified carriers to reduce risks and extend offer

Venice Airport  
Q1 2015 Scheduled traffic by carrier



Treviso Airport  
Q1 2015 Scheduled traffic by carrier



# The Venice Airport strategy

## Venice Airport traffic 4 points strategy Diversified carriers to reduce risks and extend offer

### Home base carrier



Capillarity in the immediate territory

### Link with hubs



Guarantee the catchment area accessibility to the world

### Point to point



Non-stop access to high passenger volume destinations

### Long haul

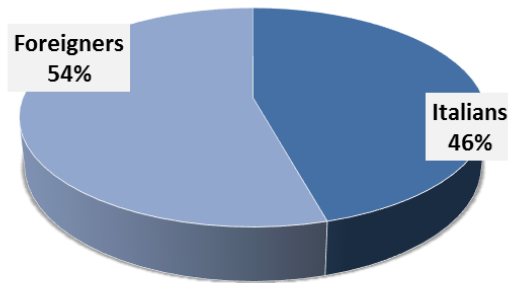


Penetration of further afield territories through intercontinental hubs

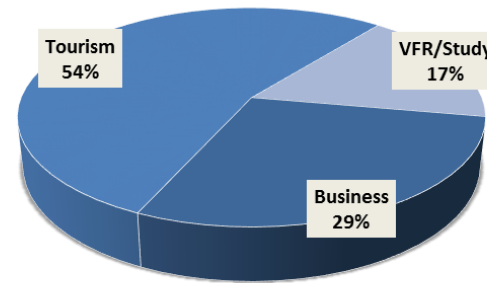


## Venice airport passenger profile survey - demographic

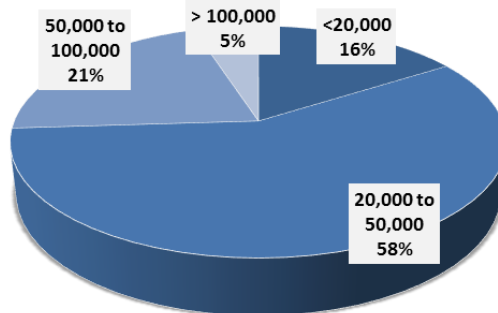
VCE airport pax  
Italians/Foreigners breakdown



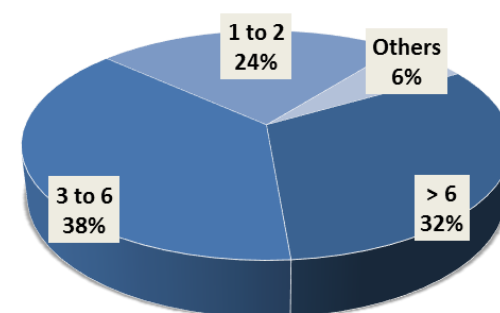
VCE airport pax  
Reason for travel



VCE airport pax  
Yearly earnings (in euros)



VCE airport pax  
Nbr of flights per year



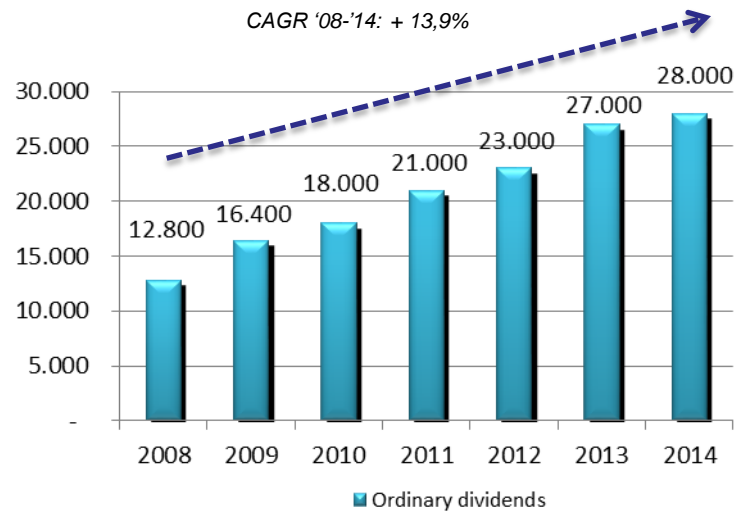
- *The Venice passenger is characterized by a high earning professional that travels frequently, with a strong share of business travel*

## Save Group : P&L (\*)

€ million	Q1 2015	% on Revenues	Q1 2014	% on Revenues	Change Q1 15/14	%
<b>Revenues</b>	<b>30</b>	<b>100,0%</b>	<b>28,1</b>	<b>100,0%</b>	<b>2,0</b>	<b>7,1%</b>
Raw materials	(0,4)	-1,2%	(0,2)	-0,8%	(0,1)	63,0%
Services	(8,4)	-28,0%	(8,5)	-30,2%	0,1	-0,9%
Third party property	(1,7)	-5,7%	(1,7)	-6,0%	(0,0)	1,8%
Cost of labour	(10,4)	-34,7%	(10,0)	-35,6%	(0,4)	4,3%
Other operating expenses	(0,4)	-1,4%	(0,4)	-1,5%	(0,0)	1,5%
<b>Total operating expenses</b>	<b>(21,3)</b>	<b>-71,0%</b>	<b>(20,8)</b>	<b>-74,1%</b>	<b>(0,5)</b>	<b>2,6%</b>
<b>EBITDA</b>	<b>8,7</b>	<b>29,0%</b>	<b>7,3</b>	<b>25,9%</b>	<b>1,4</b>	<b>19,8%</b>
Amortisation intangible assets	(1,9)	-6,2%	(1,7)	-6,2%	(0,1)	6,8%
Depreciation tangible assets	(1,7)	-5,6%	(1,0)	-3,7%	(0,7)	63,1%
Accrual for maintenance provision	(1,0)	-3,2%	(0,8)	-2,7%	(0,2)	25,0%
Losses and risks on receivable	(0,1)	-0,2%	(0,1)	-0,4%	0,1	n.a.
Accrual for provision	(0,0)	-0,1%	(0,2)	-0,7%	0,2	-77,7%
<b>Total D&amp;A and provision</b>	<b>(4,6)</b>	<b>-15,3%</b>	<b>(3,8)</b>	<b>-13,6%</b>	<b>(0,8)</b>	<b>19,7%</b>
<b>EBIT</b>	<b>4,1</b>	<b>13,8%</b>	<b>3,5</b>	<b>12,3%</b>	<b>0,7</b>	<b>20,0%</b>
Financial income and expenses	(0,9)	-3,1%	(1,1)	-3,8%	0,1	-13,1%
Profit/(Loss) net of disposed of held for sale assets	(0,9)	-2,9%	0,3	1,2%	(1,2)	n.a.
<b>Gross Profit of the period</b>	<b>2,3</b>	<b>7,8%</b>	<b>2,7</b>	<b>9,6%</b>	<b>(0,4)</b>	<b>-13,6%</b>

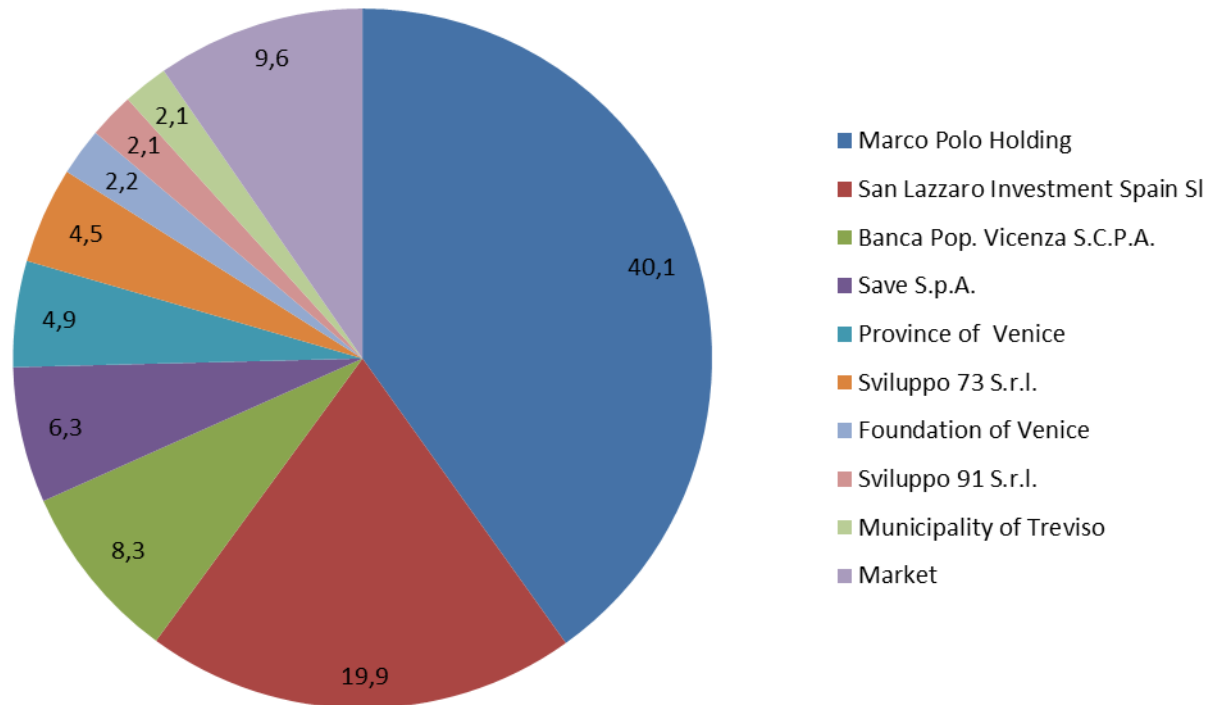
\*The 2014 Group's figures have been restated following the retrospective application of IFRS 11 and the disapplication of IFRS 5 as regards the investment in Centostazioni SpA.

### Ordinary dividend payment sustainable with high return to the shareholders



In December 2013 the Group distributed €100M of extraordinary dividends

## Shareholding structure as of 31 March 2015



Data in percentage



## 2015 FINANCIAL CALENDAR



## 2015 Financial calendar



*21/28 April  
Annual  
Shareholders  
Meeting*



*30 Jul  
Q2 and H1  
Results*



*11 March  
Consolidated  
financial  
statements*



*14 May  
Q1 Results*



*12 Nov  
Q3  
Results*



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# Disclaimer

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The executive responsible for the drafting of the company's accounting and corporate documents, Giovanni Curtolo, hereby declares pursuant to clause 2, art.154 bis, decree law 58/1998, that the accounting information in this release is in line with the Company's accounting records and registers.

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