



“

Investor Presentation

Equita Infrastructure Day

”

January 2018

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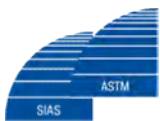
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Remarks*ASTM and SIAS:**a growth story in a stable regulatory framework with a strong free cash flow generation*

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Group Overview

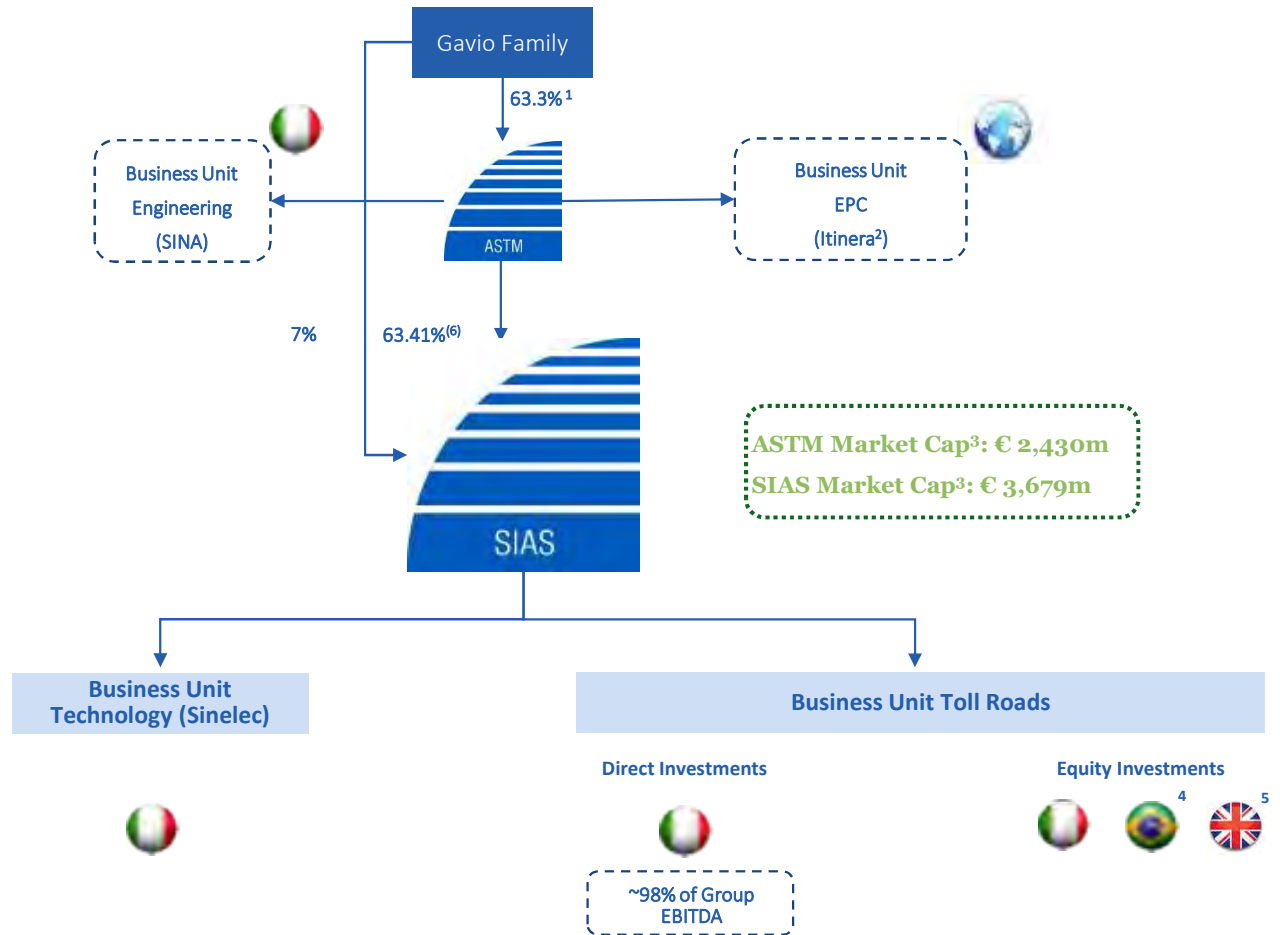
SIAS GROUP STRUCTURE



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Group Overview

- Regulatory Framework
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- (1) Including pro rata ASTM treasury shares
- (2) Itinera shareholding structure: 66.2% ASTM, 33.8% SIAS Group
- (3) As of 31/12/17
- (4) ASTM and SIAS indirectly own 46.7% of Ecorodovias (18.7% through SIAS and 28% through ASTM)
- (5) 20% stake in Road Link
- (6) Including stake held by SINA

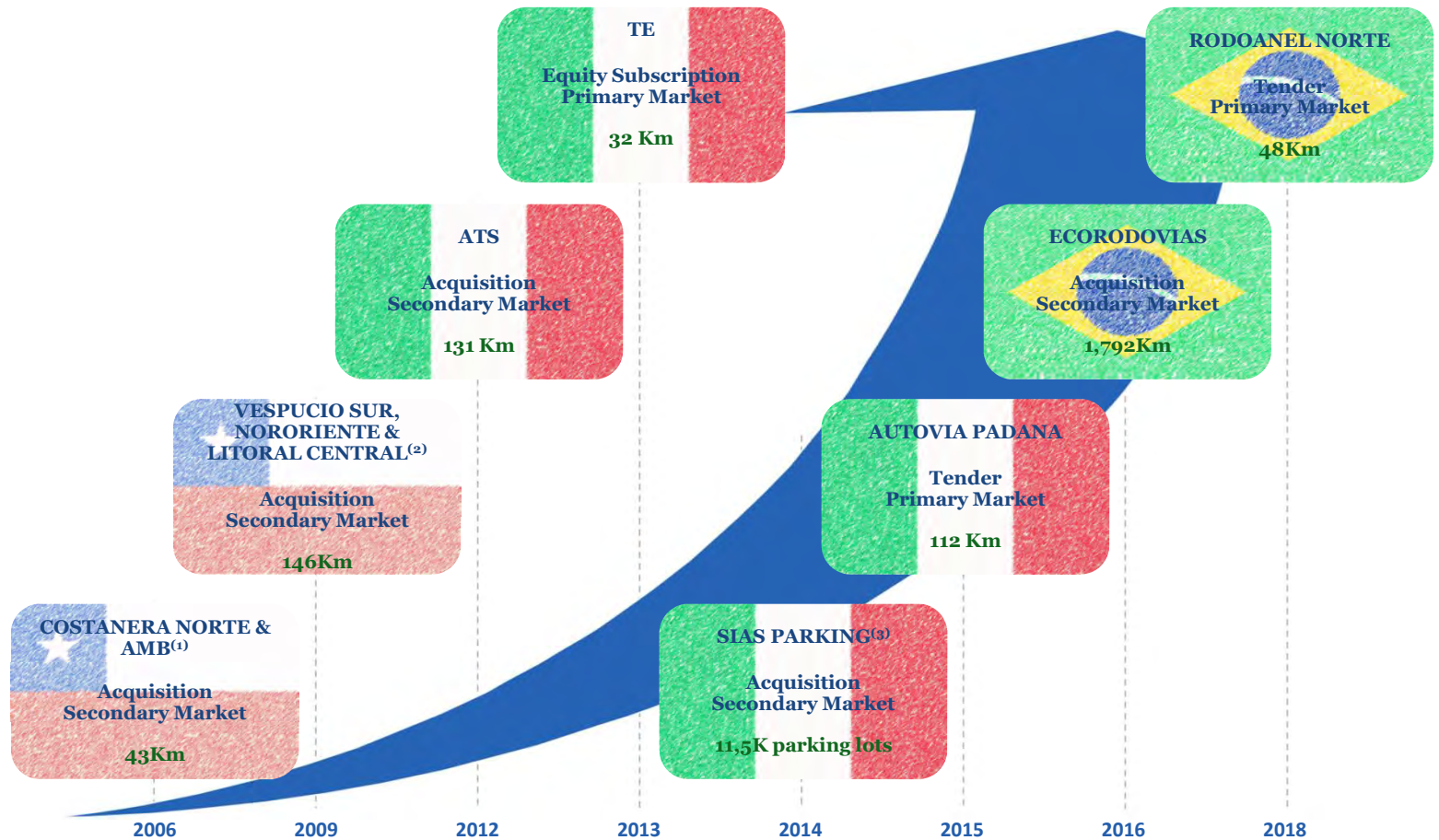
Growth Track Record

Main Historical M&A deals



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SIAS Group past growth strategy has always been characterized by various value accretive deals (acquisitions, equity subscriptions and tenders) while maintaining a solid, sustainable and conservative financial profile



1) Assets held together with Atlantia and Mediobanca and disposed of in 2012
 2) Assets held together with Atlantia, sold in 2012
 3) Assets sold in 2017

Financial Results

Strong financial performance and operating cash flows



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ASTM Group				
€ in millions	FY16	1H16	1H17	Chg.% 1H17 vs. 1H16 ^(*)
Revenues	1,208.1	522.1	651.0	24.7%
Adjusted EBITDA	662.7	308.6	324.7	5.2%
Adjusted Group net result	107.3	51.0	57.6	13.0%
Adjusted net debt	(1,621.5)	(1,731.0)	(1,624.0)	0.2%
Operating cash flows	428.9	184.7	200.2	8.4%
Motorway sector capex	173.8	82.3	85.9	4.4%

(*) 30June17 Adjusted net debt compared to 31Dec16

- Dividend pay-out ratio FY2016: 44%
- Dividend ps in 2016: 45 euro cent
- Dividend yield on FY 2016: 4,44%
- 2017-2021 DIVIDEND CAGR: +7%

SIAS Group				
€ in millions	FY16	1H16	1H17	Chg.% 1H17 vs. 1H16 ^(*)
Revenues	1,090.2	516.1	538.2	4.3%
Adjusted EBITDA	661.5	313.8	322.6	2.8%
Adjusted Group net result	167.2	76.9	95.3	23.9%
Adjusted net debt	(1,648.1)	(1,771.0)	(1,567.6)	-4.9%
Operating cash flows	422.7	185.2	229.4	23.9%
Motorway sector capex	173.8	82.3	85.9	4.4%

(*) 30June17 Adjusted net debt compared to 31Dec16

- Dividend pay-out ratio FY2016: 44%
- Dividend ps in 2016: 32 euro cent
- Dividend yield on FY 2016: 3,80%
- 2017-2021 DIVIDEND CAGR: +7%

Key figures updated at September 2017:

- Toll Road revenues reached €802,4m (+4,21%), driven by traffic increase (+2,5% vs. 9M16)
- Construction revenues achieved €267,8m in 9M17
- Capex amounted to €131m (+2,78%)
- Net financial position decreased to €1.431,7m and €1.317,6m at ASTM and SIAS Group level, respectively, driven by a SIAS Group strong cash generation (+c.€140m in the IIIQ17)

Financial Results

1H17 positive performance was driven by Motorway Sector (EBITDA: +5,6%)



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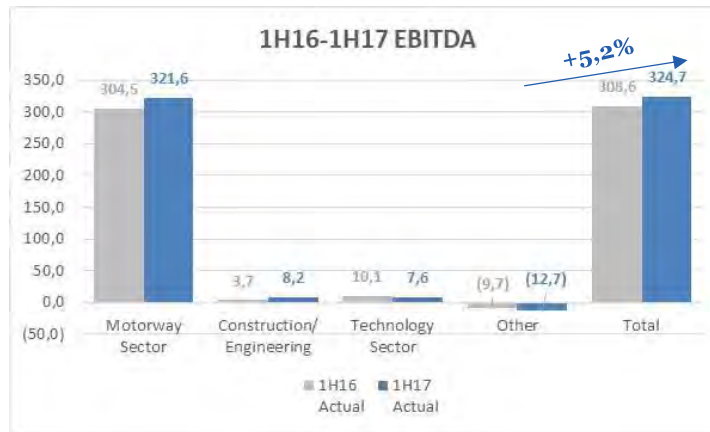
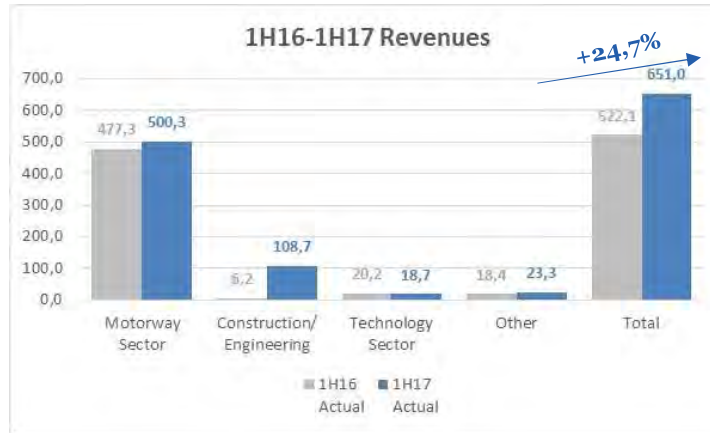
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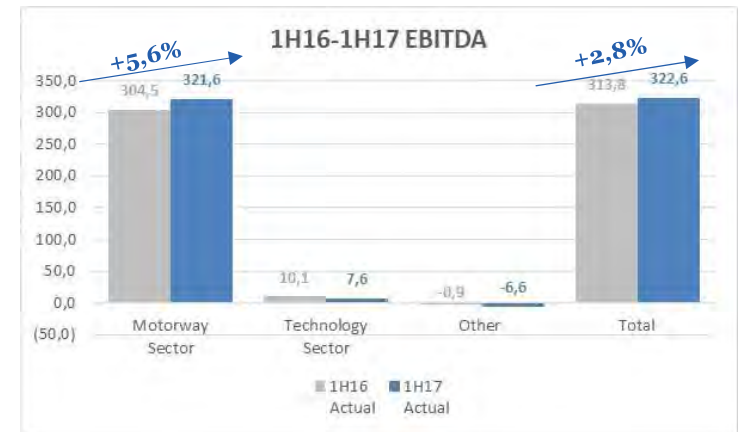
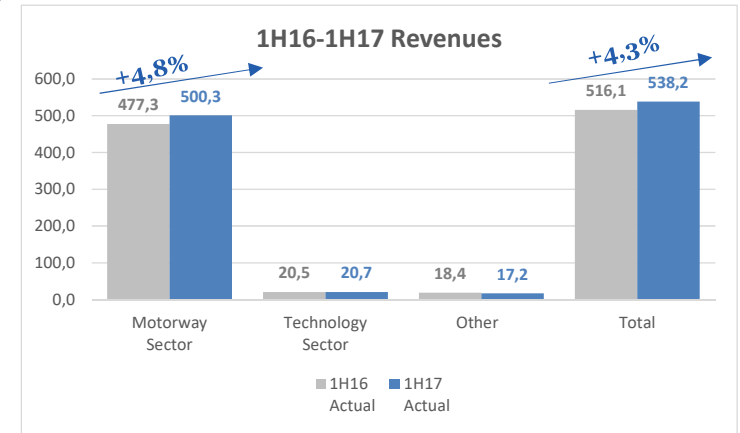
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ASTM GROUP



SIAS GROUP





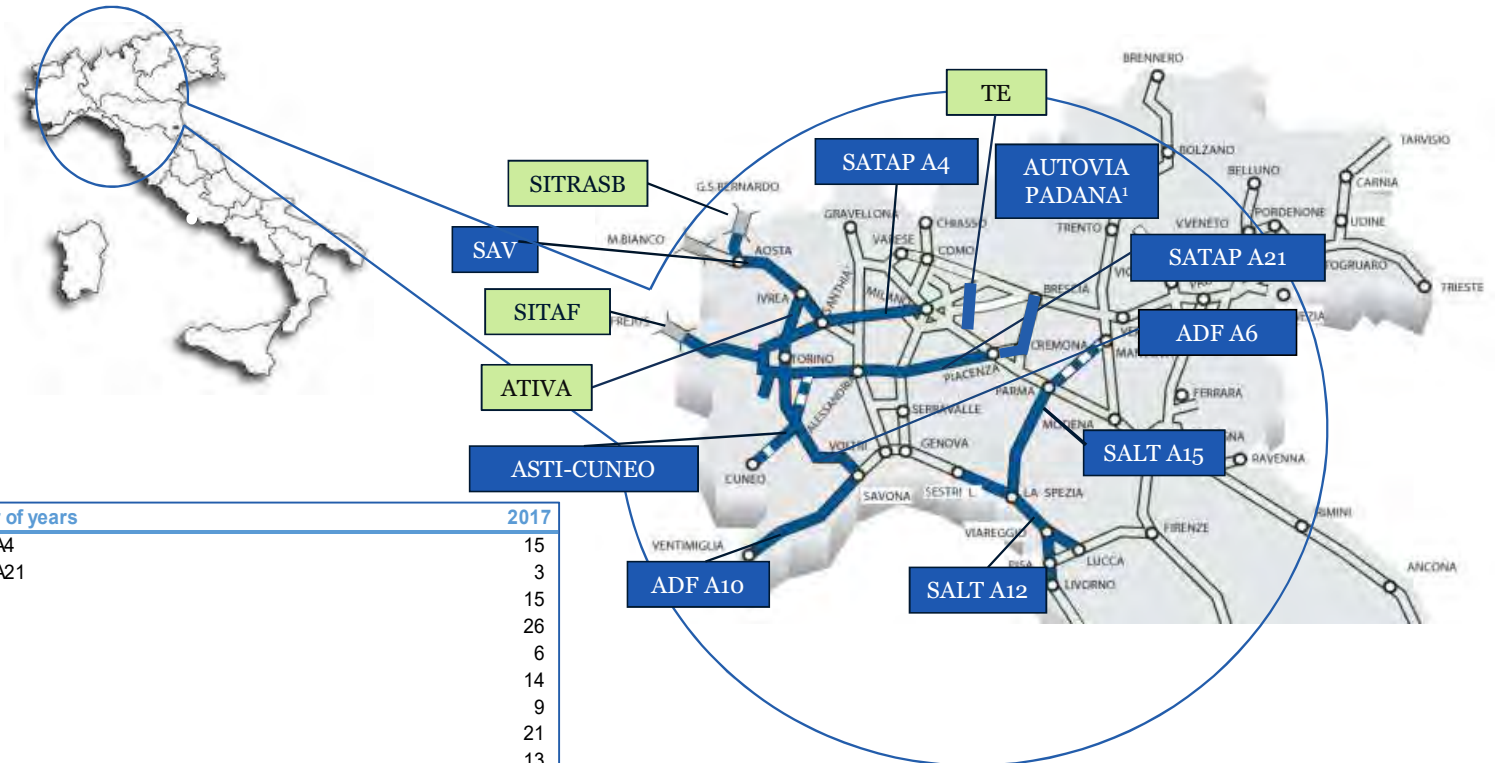
Italian Toll Road Network

1,423 km under management



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SIAS Group's Italian Network is located in the North-West, one of the wealthiest areas in Europe. It represents 22.6% of the national grid and it's part of the main South-North and West-East Trans-European Corridors



Number of years	2017
SATAP A4	15
SATAP A21	3
SAV	15
ACP	26
SALT	6
CISA	14
ADF	9
ATS	21
ATCN	13
Average Remaining Concession Life^(*)	11

(*) Calculated on EBITDA basis, considering also the Terminal Value

■ Subsidiaries consolidated with the line-by-line method ■ Equity investment

(1) Concession is expected to be effective from February, 15th 2018



Italian Toll Road Network

Italian Concessions directly and indirectly managed

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	Company	Concessions	% Stake	Km	Maturity	EBITDA €M (FY16)	% Group EBITDA (FY16)	TV ⁽¹⁰⁾ (€M)
DIRECT INVESTMENTS	SATAP	A4: Torino – Milano	99.87%	130.3	Dec-26+4y ⁽¹⁾	169.8	25.7%	TBD ⁽⁹⁾
		A21: Torino – Piacenza		167.7	Jun-17 ⁽²⁾	117.6	17.8%	108
	SALT	A12: Sestri Levante-Livorno Viareggio-Lucca Fornola-La Spezia	95.18%	154.9	Jul-19	123.9	18.7%	287
		A15: La Spezia-Parma		182 ⁽³⁾	Dec-31	58.0	8.8%	99
	SAV	A5: Quincinetto-Aosta	65.09%	59.5	Dec-32	47.8	7.2%	-
	ADF	A10: Savona-Ventimiglia	70.91%	113.2	Nov-21	93.3	14.1%	-
		A6: Torino-Savona		130.9	Dec-38	33.0	5.0%	-
ASTI-CUNEO	A33: Asti-Cuneo	60.00%	78 ⁽⁴⁾	23-5 years from completion ⁽⁵⁾	2.4	0.4%	-	
AUTOVIA PADANA ⁽⁶⁾	A21: Piacenza-Brescia	70.00%	111.6 ⁽⁴⁾	Feb-43	32	n.a.	-	

	Company	Concessions	% Stake	Km	Maturity	EBITDA (FY16)	TV (€M)	
EQUITY INVESTMENTS	Jointly Controlled Companies	ATIVA	41.17%	155.8	Aug-16 ⁽⁷⁾	74.2	102	
		TE						A58: Tangenziale esterna di Milano
	Associated Companies	SITRASB	T2: Traforo del Gran San Bernardo	36.50%	12.8	Dec-34	4.6	-
		SITAF	A32-T4: Traforo del Frejus Torino-Bardonecchia	36.5%	94	Dec-50	76	-

- 1) 4 years extension subject to the approval / clearance of MIT / EU Authorities under the proposed Cross Financing Plan
- 2) Concession expired on June 30, 2017 currently managed under prorogatio regime
- 3) Inclusive of the Parma and Nogarole Rocca stretch (81 km not yet built)
- 4) 23Km under construction
- 5) Potential re-scheduling of the maturity to 31/12/2030 according to the proposed Cross Financing Plan
- 6) Effectiveness expected from February 15th 2018. Figures make reference to the former concessionaire. The final % stake after the disposal to Ardian will be 51%. The closing is expected by June 2018
- 7) Concession expired on August 31, 2016 currently managed under prorogatio regime
- 8) Total SIAS Group stakes after the purchase and sale agreement with Banca Intesa, Pizzarotti Group (both still pending) and Itinera (executed in December 2017)
- 9) Satap A4 maybe eligible for a terminal value under the proposed Cross Financing Plan
- 10) Subject to confirmation of Financial Plan assumptions



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Italian Toll Road Network Traffic Performance

9M 2017 traffic performance



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9M2017 traffic increased by 2.26%, vs. 9M2016 (+1.88% Light Vehicles and +3.50% Heavy Vehicles), confirming and accelerating the recovery started in 2014

Data in million vehicles km	2017			2016			Changes		
	Light	Heavy	Total	Light	Heavy	Total	Light	Heavy	Total
1Q total: 1/1 – 31/3	1,506	558	2,064	1,528	532	2,060	-1.44%	4.92%	0.23%
2Q total: 1/4 - 30/6	1,929	621	2,550	1,817	606	2,423	6.29%	2.29%	5.29%
<i>July</i>	<i>823</i>	<i>216</i>	<i>1,039</i>	<i>819</i>	<i>209</i>	<i>1,028</i>	<i>0.48%</i>	<i>3.31%</i>	<i>1.05%</i>
<i>August</i>	<i>811</i>	<i>175</i>	<i>986</i>	<i>803</i>	<i>168</i>	<i>971</i>	<i>0.99%</i>	<i>4.53%</i>	<i>1.60%</i>
<i>September</i>	<i>657</i>	<i>212</i>	<i>869</i>	<i>655</i>	<i>207</i>	<i>862</i>	<i>0.30%</i>	<i>2.70%</i>	<i>0.88%</i>
3Q total: 1/7 - 30/9	2,291	603	2,894	2,277	584	2,861	0.61%	3.44%	1.19%
1Q-3Q total: 1/1 – 30/9	5,726	1,782	7,508	5,622	1,722	7,344	1.88%	3.50%	2.26%

Italian Toll Road Network Traffic Performance

2008 – 2017 bgt Traffic Trend

Financial Results & Traffic

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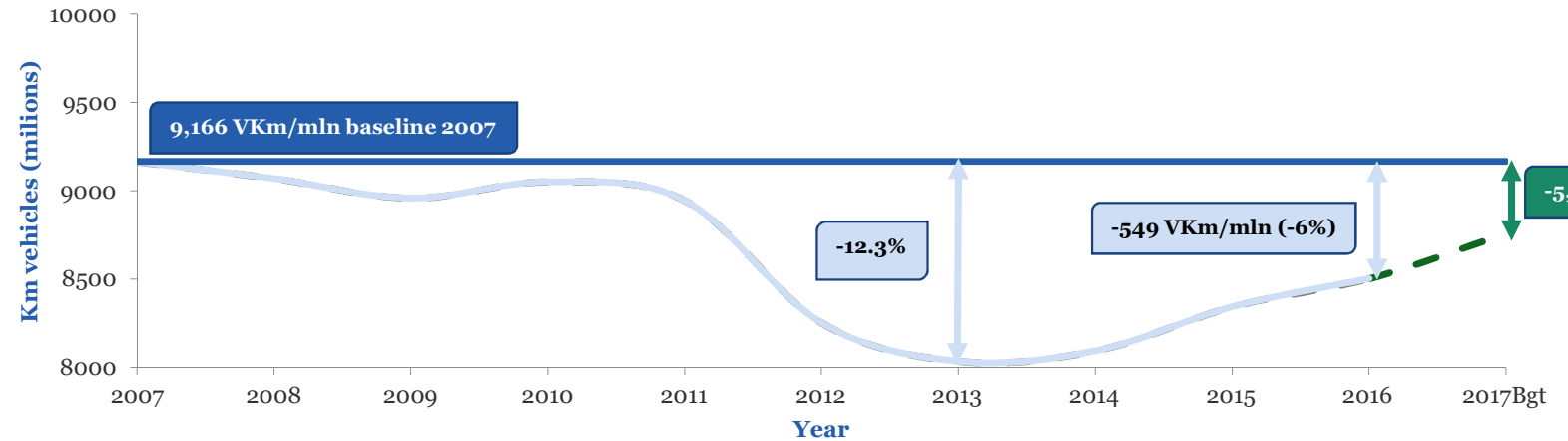
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Traffic 2007 - 2017



Despite, in the period 2007 – 2017, the traffic has declined up to a maximum of 12.3% and at the end 2017 we expect to be still down 5.4%, in the same timeframe the Group EBITDA increased 42%

Km vehicles (mln)	2007	2008	2009	2010	2011	2012	2013	2014	2015	2016	2017 budget
Light	6.803	6.760	6.850	6.854	6.757	6.225	6.062	6.111	6.299	6.403	6.485
Heavy	2.363	2.310	2.110	2.197	2.189	2.028	1.974	1.984	2.046	2.101	2.133
Total (*)	9.166	9.071	8.960	9.052	8.946	8.253	8.036	8.095	8.345	8.504	8.617

Strong and solid traffic recovery but still potential significant upside

- (1) Changes to the scope of consolidation in the period 2007-2017 were not considered (therefore, the "traffic volumes" for ATIVA, ATS were not included)
- (2) Δ 9M16 vs 9M17
- (3) Including ATS traffic (741 Km/Mln Vehicles)



November 2017

2018-2022 Capex Plan

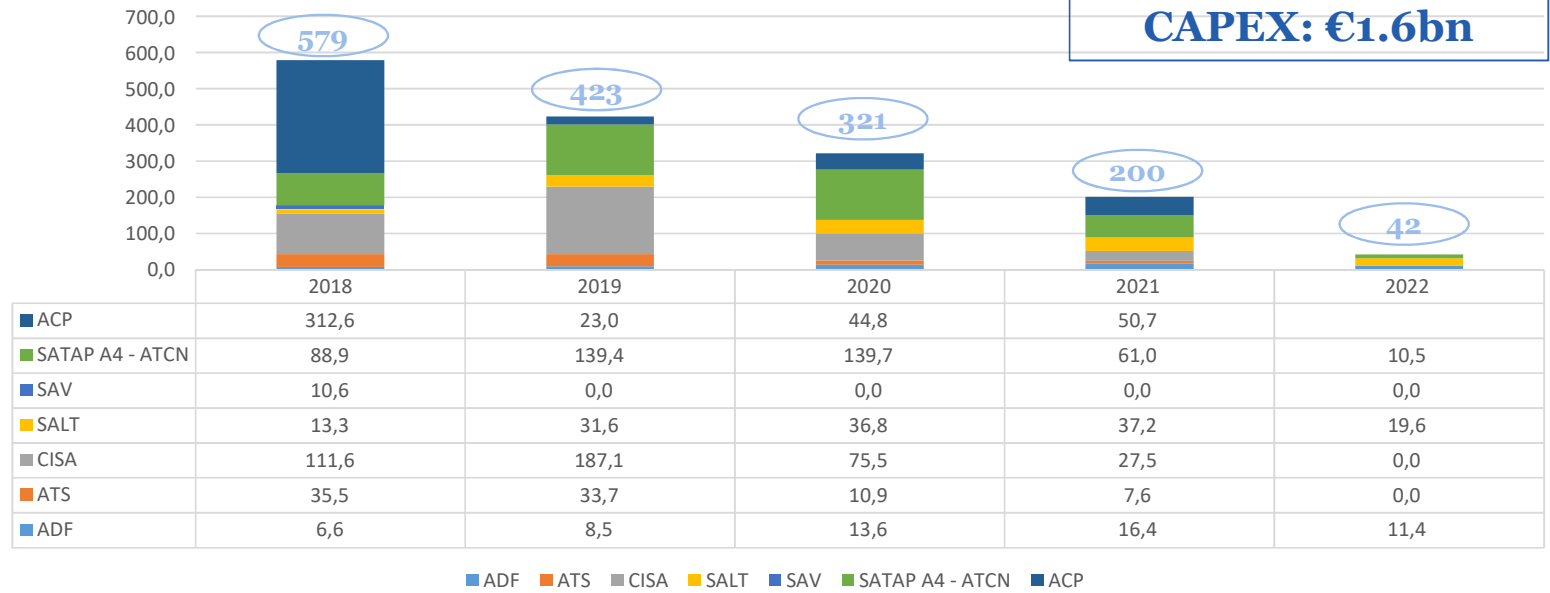
Capex by Company



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Capex by Company

2018-2022 TOTAL CAPEX: €1.6bn



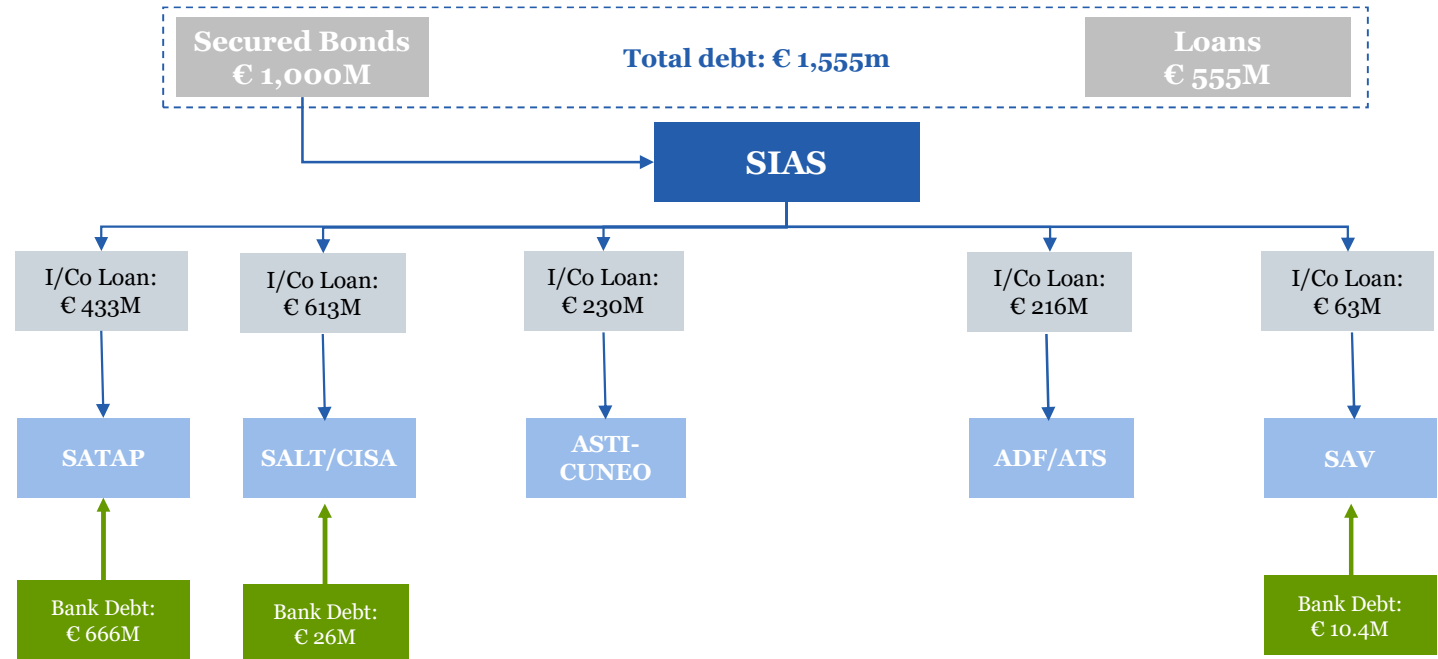
Sias Group Financial Structure

Group's Financial Debt(1) allocation as of 30 September 2017



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Since 2010, SIAS is the main funding entity of the Group. The proceeds arising from corporate loans/bonds are allocated – through intercompany loans – to SIAS’s operating subsidiaries. A security interest (pledge) over the receivables arising from the intercompany loans is granted to avoid structural subordination issues

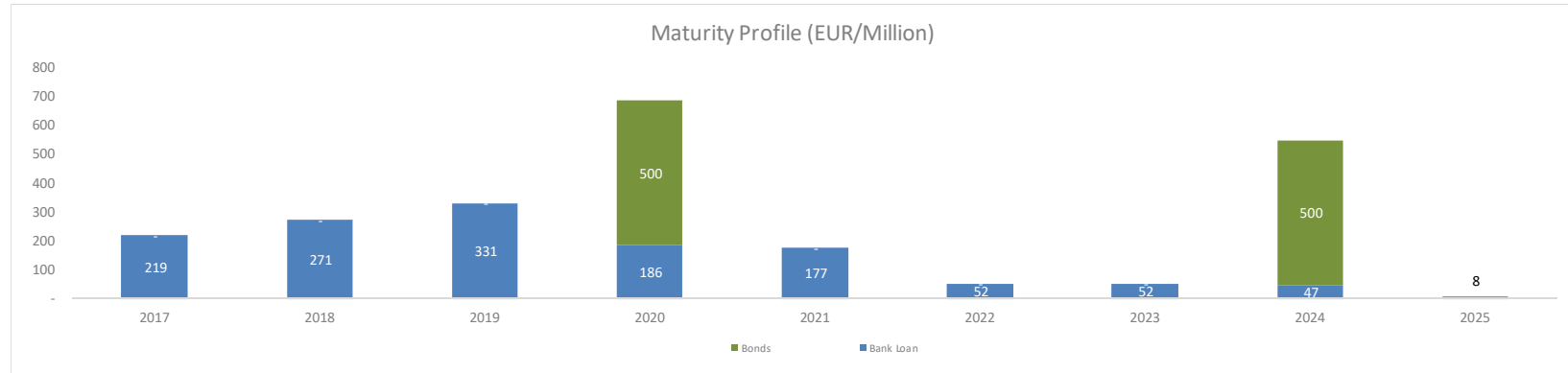


Issuer Debt Ratio (ratio of the aggregate Indebtedness of the Issuer and the Indebtedness of the Group) **as of 30 September 2017: 69%**

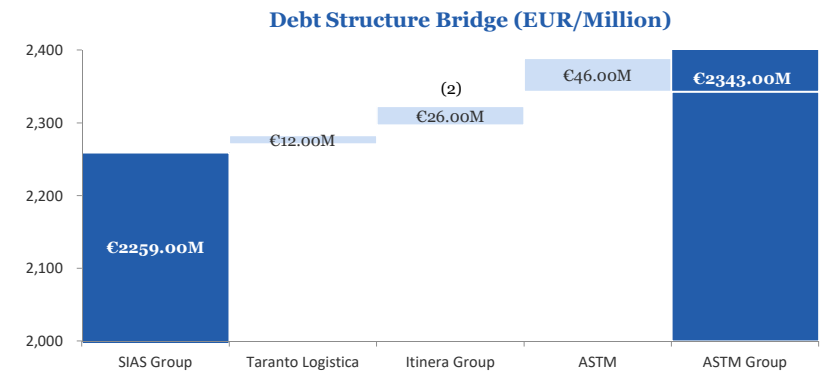
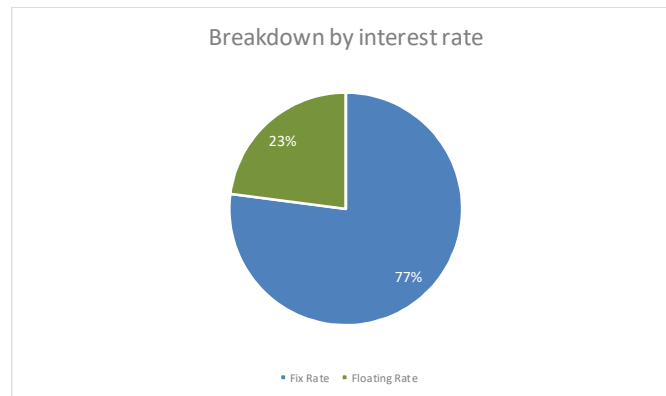
(1) Total Long Term Financial Debt; the figures don't include the: NPV of non financial debt vs. FCG, the fair value of derivatives and the bank overdrafts

Financial Results

ASTM Group's Financial Debt(1) details on September 30th 2017



✓ Total ASTM Group long term financial debt: € 2,3Bn with an average maturity of some 4,5 years



(1) Excluding (i) NPV of non financial debt vs. FCG, (ii) fair value of derivatives and (iii) bank overdrafts.
 (2) Included €6M related to Halmar

Financial Results

SIAS Group's Financial Debt(1) details on September 30th 2017

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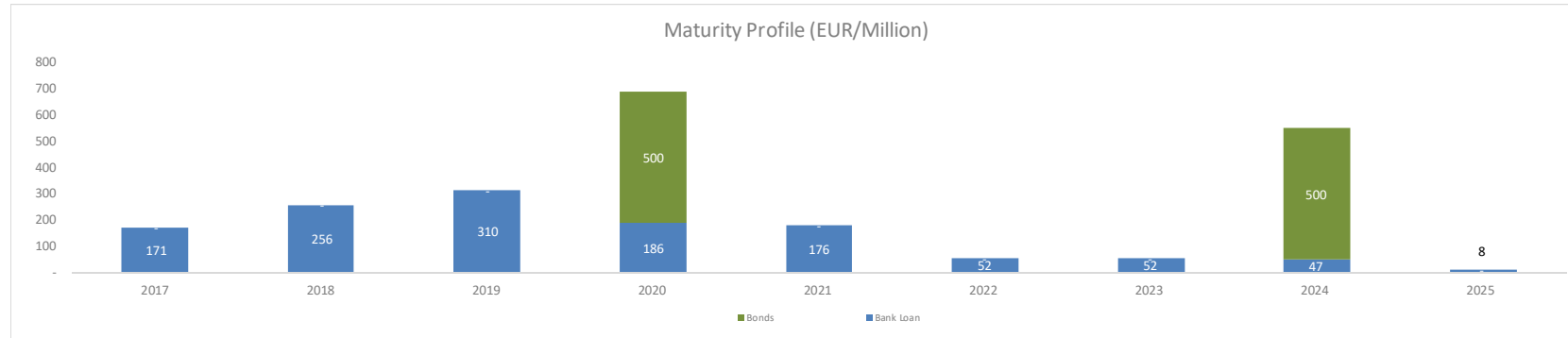
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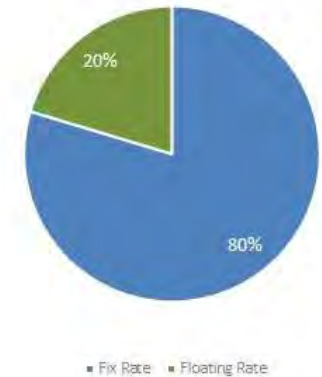
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- ✓ Total SIAS Group long term financial debt: **EUR 2.2Bn** with an average maturity of some **4,6 years** and a **smooth** amortization profile
- ✓ **Solid Credit Rating: Baa2** (stable outlook) by **Moody's** (from 2010, confirmed on October 2017). **BBB+** (stable outlook) by **Fitch** (from 2014, confirmed on October 2017)

Breakdown by interest rate



(1) Excluding (i) NPV of non financial debt vs. FCG, (ii) fair value of derivatives and (iii) bank overdrafts

Financial Results

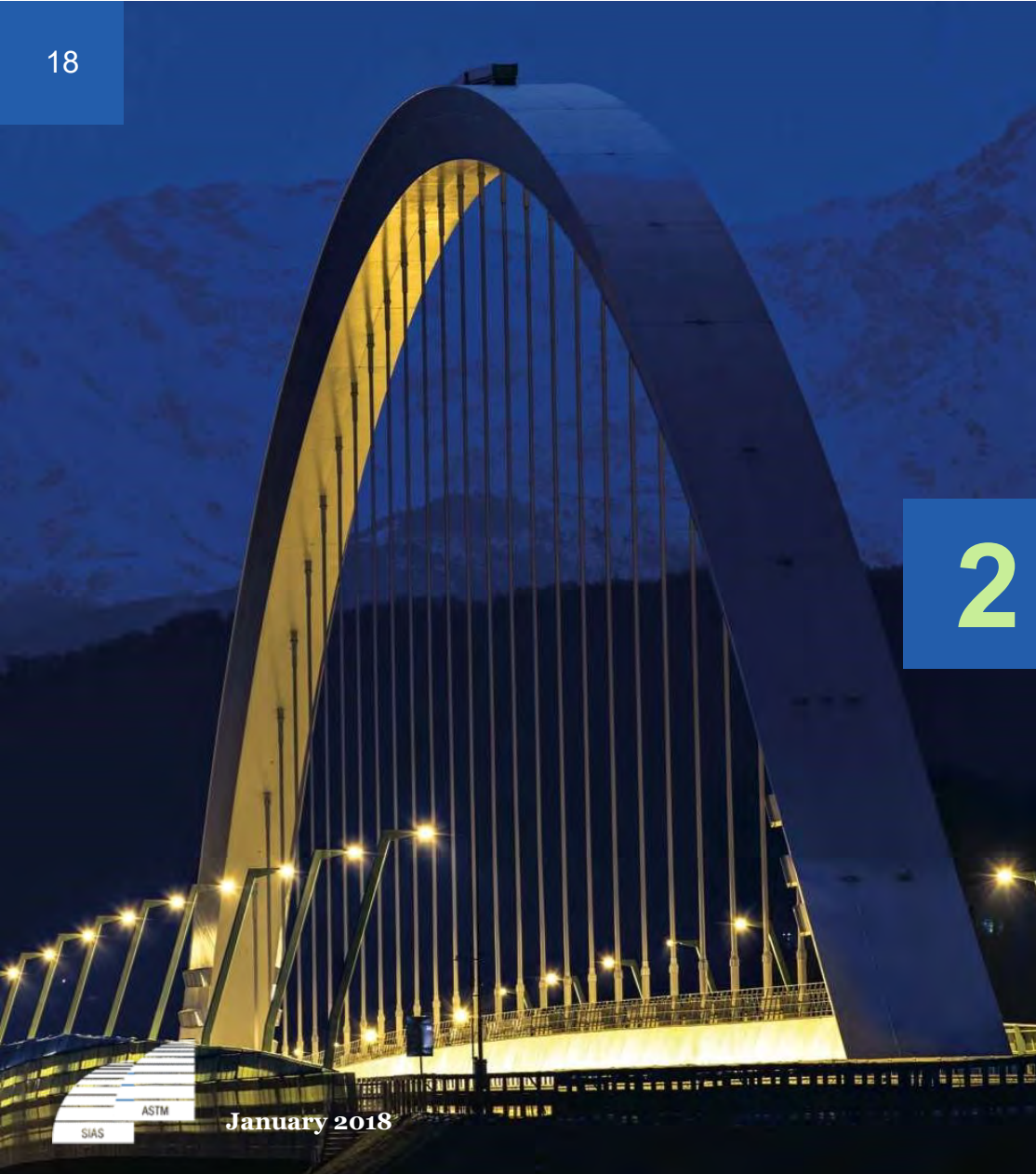
ASTM Group Available sources of funding on September 30th 2017

SIAS Group CASH AND CASH EQUIVALENTS (incl. TV on Satap A21) as at September 30th 17 (EUR/Millions)	1,242	
CDP financing	290	SATAP
Pool Loans related to Società di Progetto Autovia Padana	270	SIAS
VAT Pool Loan related to Società di Progetto Autovia Padana	66	AUTOVIA PADANA
Committed back up facilities	80	SIAS
Uncommitted bank credit lines	342	SIAS and Consolidated Companies
Committed facilities	30	SIAS
SIAS Group TOTAL UNDRAWN CREDIT LINES	1,078	
SIAS Group TOTAL AVAILABLE SOURCES OF FUNDING (EUR/Millions)	2,320	
ASTM Group (ex SIAS) CASH AND CASH EQUIVALENT as at September 30th 17 (EUR/Millions)	91	
Uncommitted bank credit lines	292	ASTM and Consolidated Companies
Committed back up facilities	30	ASTM
Committed facilities	18	ITINERA
ASTM Group (ex SIAS) TOTAL UNDRAWN CREDIT LINES	341	
GROUP TOTAL AVAILABLE SOURCES OF FUNDING ⁽¹⁾(EUR/Millions)	2,751	

(1) Excluding (i) ATIVA TV (€102mln), (ii) NFP @ June 30, 2017 (€65mln)



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Regulatory Framework

Regulatory Framework:

Financial plan renewals & cross financing



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Issue	Update
Financial Plan Renewals (SALT, CISA, ADF, ATS and SAV)	<ul style="list-style-type: none"> <u>Action</u>: on 8Sep17 Additional Deeds to existing agreements have been signed with Ministry of Infrastructure and Transport in order to settle the pending issue
Extension SATAP A4	<ul style="list-style-type: none"> <u>Action</u>: the Grantor (MIT) presented to European Authorities a proposal, informally already agreed in advance, which includes the Asti-Cuneo A33 completion and the financial plan re-balance through cross financing with SATAP A4 Milano-Torino. <u>Pending</u>: authorization of European Union and signing of specific Additional Deeds to existing agreements.
Completion Asti-Cuneo A33	
SATAP A21 (expired on 30Jun17)	<ul style="list-style-type: none"> <u>Action</u>: agreement with the Grantor (MIT) for the amount of Terminal Value and the management of the concession (expired on 30Jun17) <u>Pending</u>: nothing

Regulatory Framework:

Financial plan renewals & cross financing



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Cross financing A4-A33 – main indicative terms:

Asti-Cuneo A33 completion and financial plan re-balance through cross financing with Satap A4 Milano-Torino:

- ✓ **Asti-Cuneo A33 capex to completion: € 350mln (2018-2021)**
- ✓ **Satap A4 maturity extension at 31/12/2030 (+4 years)**
- ✓ **Satap A4 annual tariff increase: ΔP (annual projected inflation as reported in the Italian Budget) + 50bps (fixed for the outstanding period of the concession)**
- ✓ **Satap A4 Terminal Value method: capitalization of the credits on the cross financing capex with a cap of 1,6x 2030 Ebitda (A4+A33)**
- ✓ **Remuneration based on 3 different WACC:**
 - **Wacc 1: fixed to be applied to Asti-Cuneo A33 initial RAB and completion capex**
 - **Wacc 2: floating as per CIPE regulation, to be applied to Satap A4 initial RAB**
 - **Wacc 3: fixed 2018-2022 to be applied to Satap A4 residual capex**
- ✓ **Final settlement of all legal disputes on Asti-Cuneo A33 financial plan**

Regulatory Framework:

Financial plan renewals & cross financing



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Financial plan renewals– main indicative terms:

Advanced negotiations on SALT, ADF, CISA, ATS and SAV 2014-2018 financial plans renewals based on:

- ✓ **Capex: stated on the original financial plans**
- ✓ **WACC definition method, as per CIPE regulation with:**
 - **ERP increased to 5,5%**
 - **Risk free rate based on the last 12 months avg 10 years BTP**
 - **Kd based on the effective debt cost with a cap of risk free rate plus 200 bps**
- ✓ **Terminal value: agreement for SALT, ADF and Satap A21**
- ✓ **Recovery of the missing past tariff increases for €40 mln regarding SALT, ADF, CISA, SAV and Satap A21**
- ✓ **Final settlement of all legal disputes on renewals and delays**

Safety measures

- ✓ **Potential additional capex for ADF, ATS and Satap A21 in exchange of additional Terminal Value**

Regulatory Framework: Tariff Increase



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Actual tariffs increases

%	2015	2016	2017	2018
SATAP A4	1,50%	6,50%	4,60%	8,34%
SATAP A21	1,50%	0,00%	0,85%	1,67%
SALT A12	1,50%	0,00%	0,00%	2,10%
CISA A15	1,50%	0,00%	0,24%	0,00%
ADF 10	1,50%	0,00%	0,00%	0,98%
ATS A6	1,50%	0,00%	2,46%	2,79%
SAV A5	1,50%	0,00%	0,00%	0,00%

	2014	2015	2016	2017	2018
Weighted Average Tariff Increase for the 2014/2018 period	4.60%	1.50%	1.48%	1.42%	3.02%



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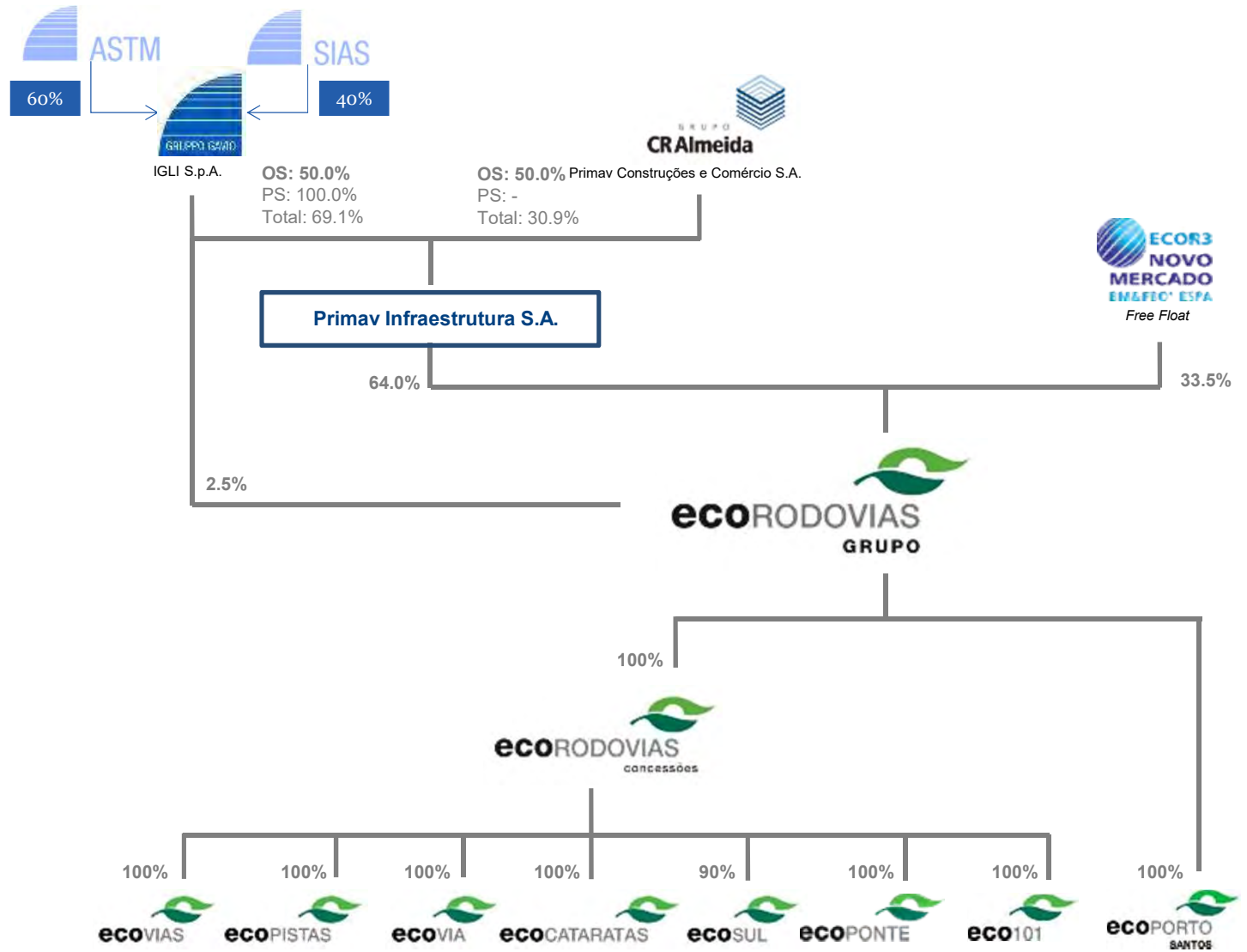
Ecorodovias Financial Results



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Brazilian Toll Roads - Ecorodovias

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International Toll Road Network

Equity investments: 1,840 km under management



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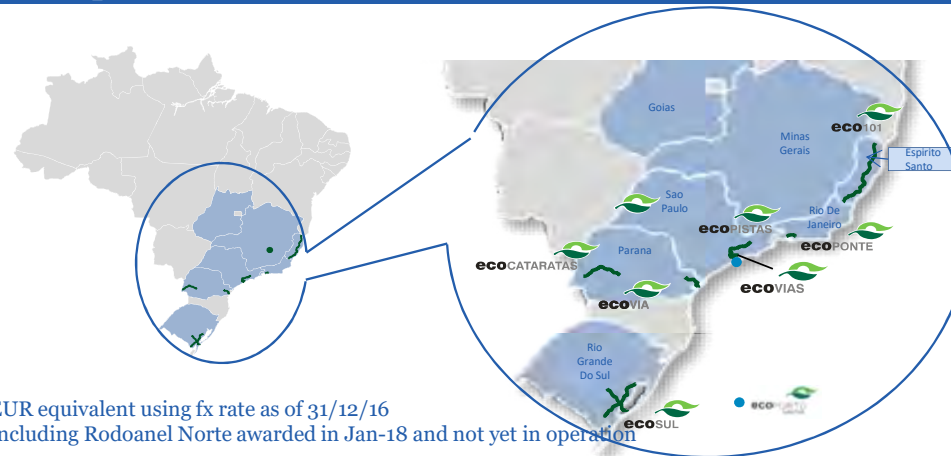
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	Company	Concessions	% Stake held by Ecorodovias	Km	Maturity	EBITDA €M ⁽²⁾ (FY16)
Jointly controlled Companies	ECOPONTE	Rio de Janeiro Niteroi-State of Rio de Janeiro	100%	23	May-45	17.9
	ECOVIA	Curitiba-Porto Paranaqua	100%	136.7	Nov-21	51.7
	ECOCATARATAS	Paraná-“Tripolborder”	100%	387.1	Nov-21	59.0
	ECO101	Macuri/Ba-Rio de Janeiro border	100%	475.9	May-38	21,1
	ECOVIAS	San Paolo-Porto Santos	100%	176.8	Oct-25	201,4
	ECOSUL	Pelotas-Porto Alegre-Porto Rio Grande	90%	457.3	Mar-26	48.9
	ECOPISTAS	San Paolo-Vale do Rio Paraiba	100%	134.9	Jan-39	48.1
	RODOANEL NORTE	San Paolo Northern Ring Road	100%	48	30 years since inception ⁽¹⁾	-

SIAS, together with its controlling company ASTM and Brazilian Group CR Almeida, jointly controls Ecorodovias Infraestrutura e Logistica SA the third Brazilian Toll Road operator listed on the Brazilian stock exchange (€ 2.1bn Market Cap)⁽¹⁾



9⁽²⁾ Concessions for 1,840 km in the wealthiest manufacturing Federal States (San Paolo, Rio de Janeiro, Minas Gerais, Paraná, Rio Grande do Sul, Espírito Santo)

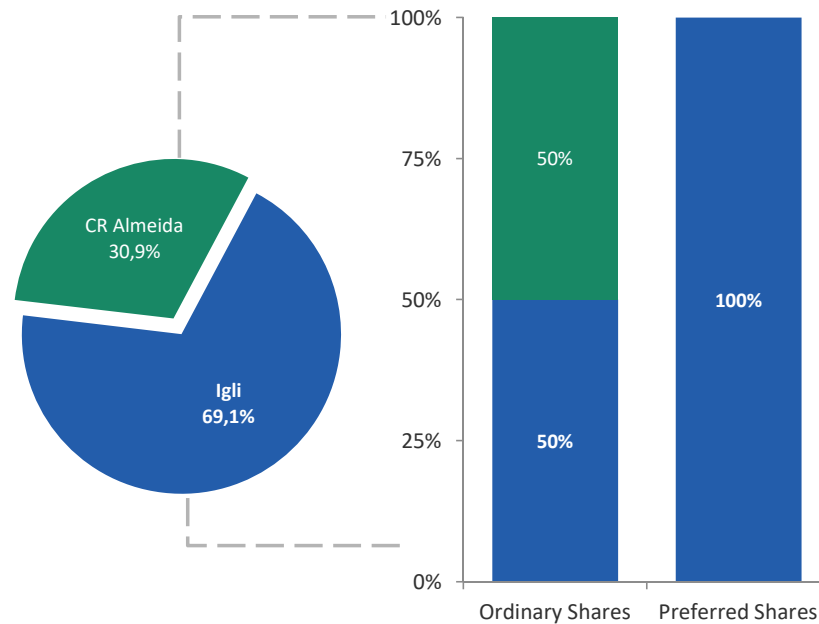
(1) EUR equivalent using fx rate as of 31/12/16

(2) Including Rodoanel Norte awarded in Jan-18 and not yet in operation

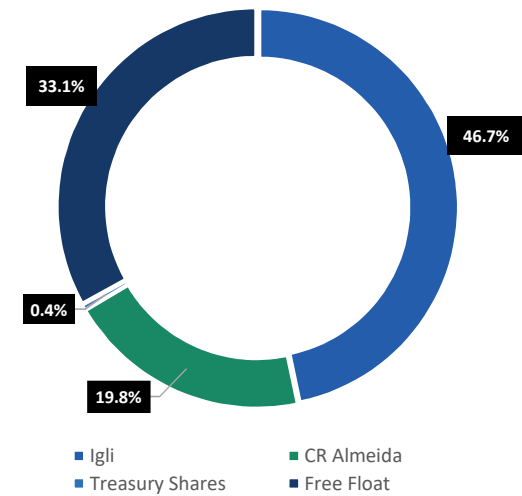
Brazilian Toll Roads - Ecorodovias

- ✓ **May 2016 Acquisition of 64.1% of Primav Infraestrutura (41% of Ecorodovias looking through)**
- ✓ **May 2017 agreement for the acquisition of a further 5% of Primav Infraestrutura (3.2% of Ecorodovias looking through)⁽¹⁾**
- ✓ **April / May 2017 Acquisition of further 2,51% of Ecorodovias⁽²⁾**

Primav Infraestrutura Shares



Ecorodovias Shares



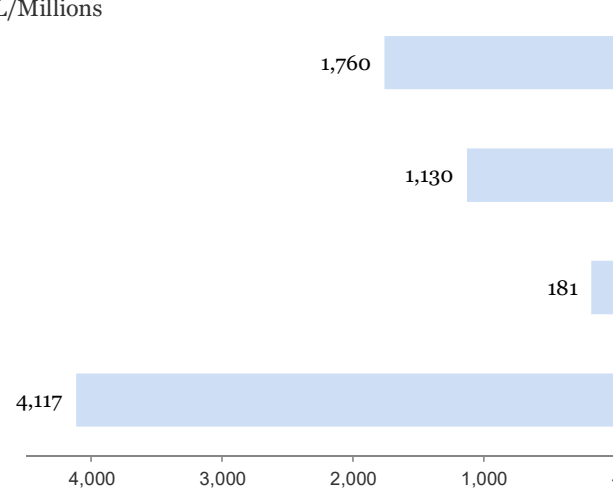
(1) Purchase Price approx. 188M/BRL paid by (i) converting the IGLI Financial Loan vs CRASA (approx. 133M/BRL) and (ii) cash (approx. 55M/BRL)
 (2) Purchase price approx. 132M/BRL

Ecorodovias Highlights

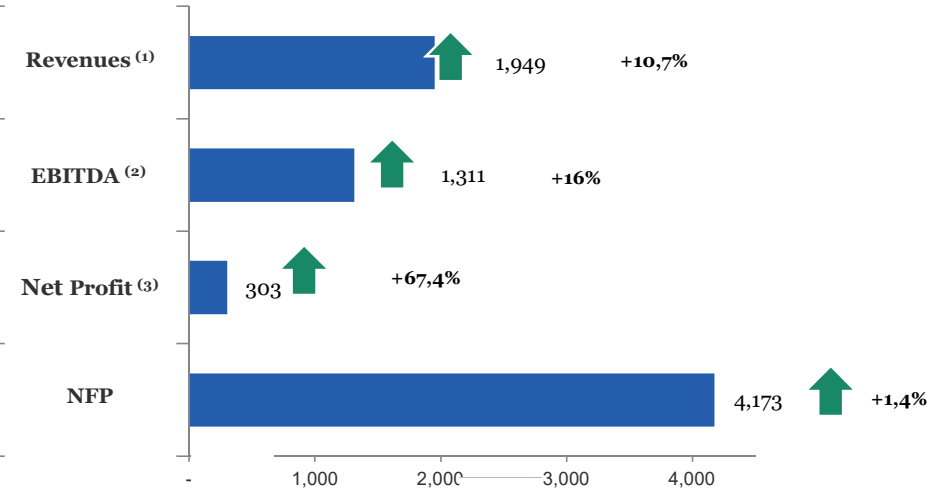


January 2018

Ecorodovias Financial (Comparable Pro-Forma) 9M 2016
BRL/Millions

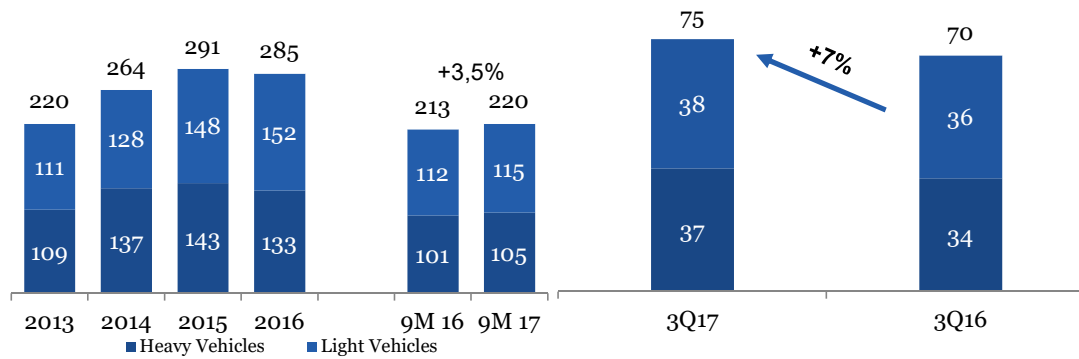


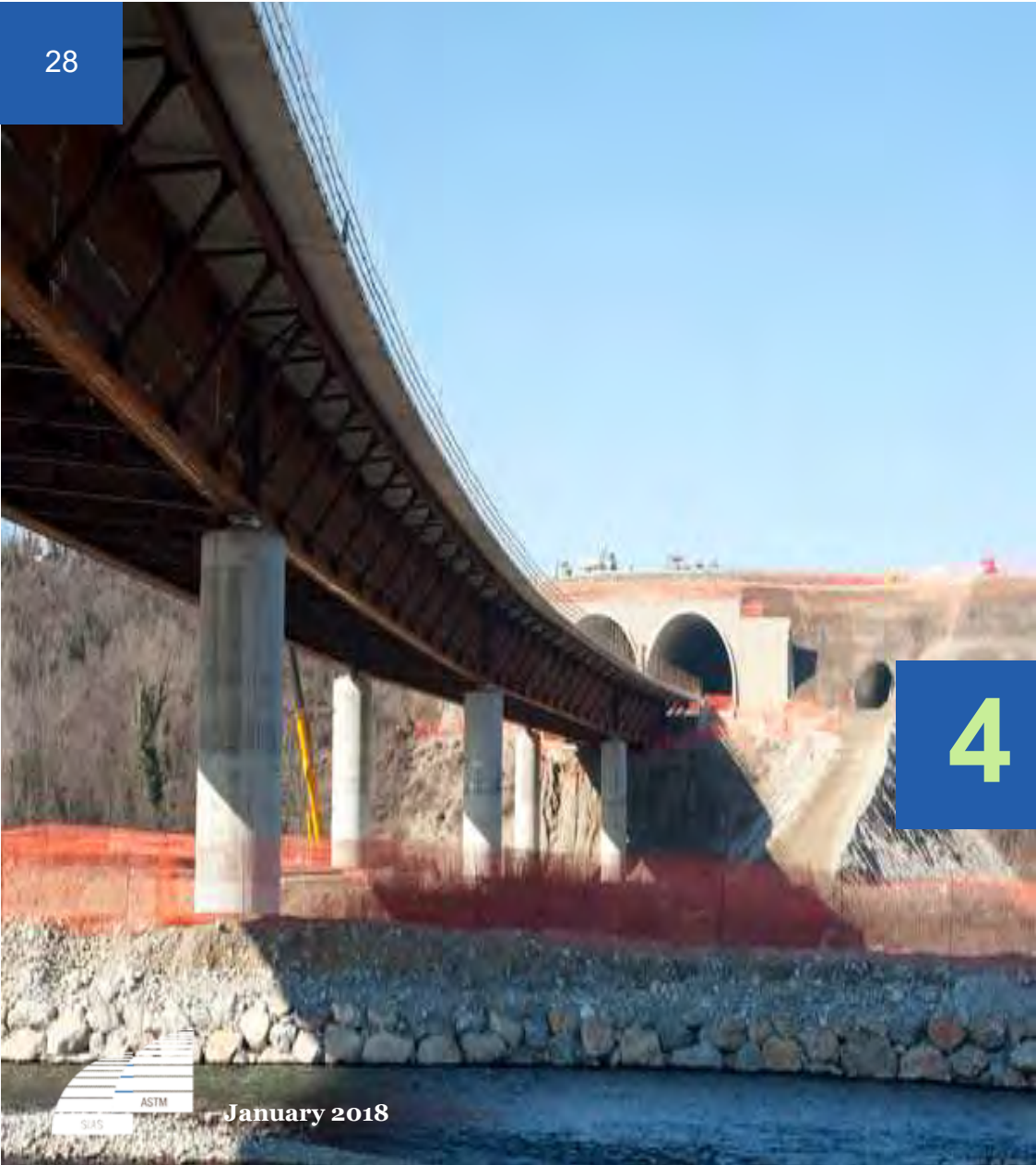
Ecorodovias Financials (Comparable Pro-Forma) 9M 2017
BRL/Millions



- (1) Excludes construction revenue
- (2) Excludes construction revenue and Costs, provision for maintenance and Impairment of Ecoportc
- (3) Excludes non-recurring item: effect of write off assets held for sale (Elog)

Traffic volume (equivalent paying vehicles, thousand)





4

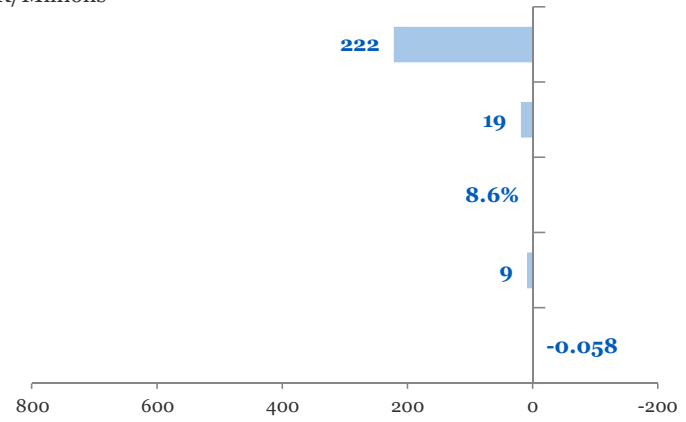
EPC - Itinera

Construction - Itinera

Itinera Strategic and Financial Highlights

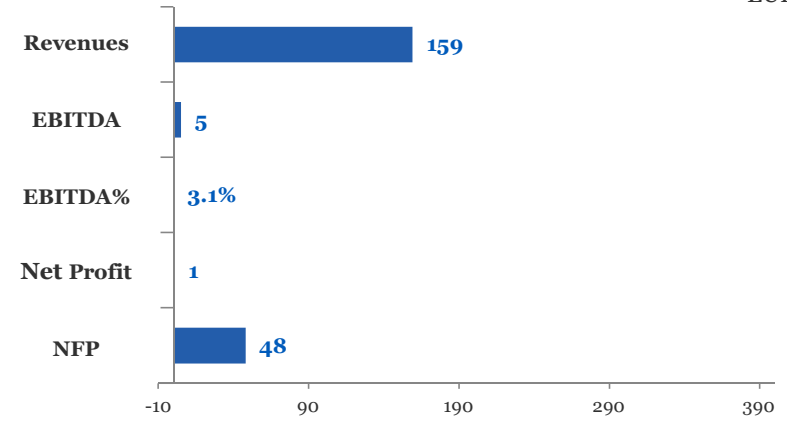


Itinera 1H2016 Financials (Pro-Forma)⁽¹⁾
EUR/Millions

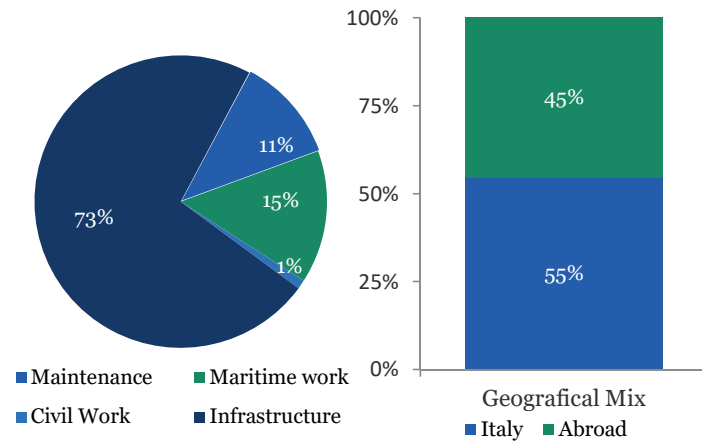


(1) Including ABC incorporation

Itinera 1H2017 Financials
EUR/Millions



3,6 €/Bn Itinera Backlog as of September 2017

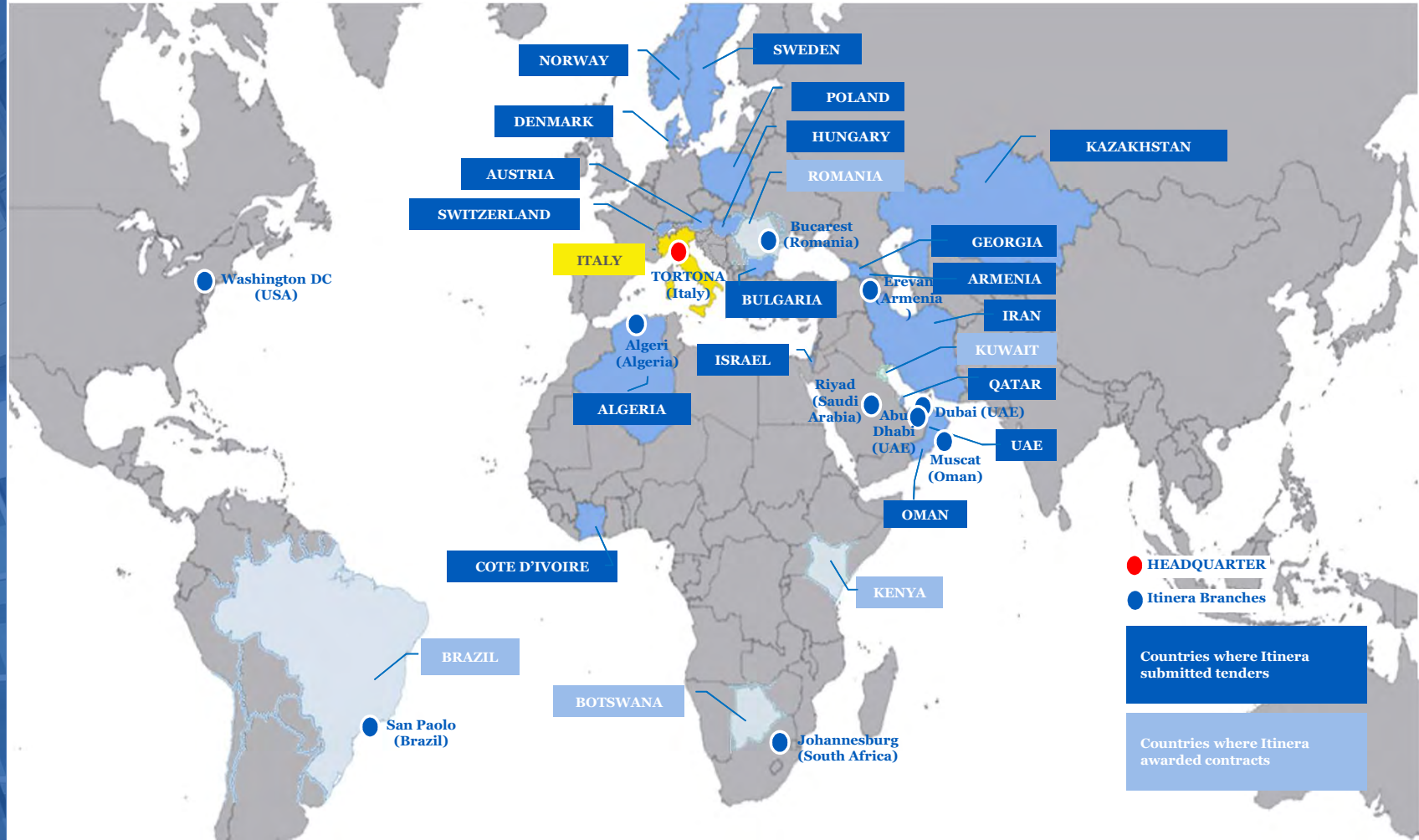


Construction - Itinera

Itinera International Expansion



January 2018



Construction - Itinera

Acquisition of majority share- holding in Halmar International LLC



January 2018

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Itinera

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July 6th: ITINERA enters the US Infrastructure Market through Halmar acquisition

- ✓ Itinera acquired 50% of Halmar's share capital and got the control through the governance agreements signed
- ✓ The deal is worth \$ 60mln (of which \$ 50mln to buy shares and \$ 10mln as additional equity)
- ✓ Halmar is one the top five construction companies operating in the metropolitan area of New York in the transport infrastructure sector (roads, motorways, railways, subways, airports, bridges and viaducts)
- ✓ The company aims to achieve overall revenue of about \$ 450mln with an average EBITDA of 6%. During 2017, the company took part/planned to take part in tenders having a pro-quota value of about \$ 4bn
- ✓ Itinera's equity holding in Halmar will enable the company to improve its ability to respond successfully to EPC Contractor (Engineering, Procurement & Construction) tenders, expand its bond capacity and, at the same time, focus on new Private Public Partnership (PPP) projects that many US States are launching

KEY OPERATIONAL DRIVERS

Business Line Construction: Itinera



Acquisition



January 2018

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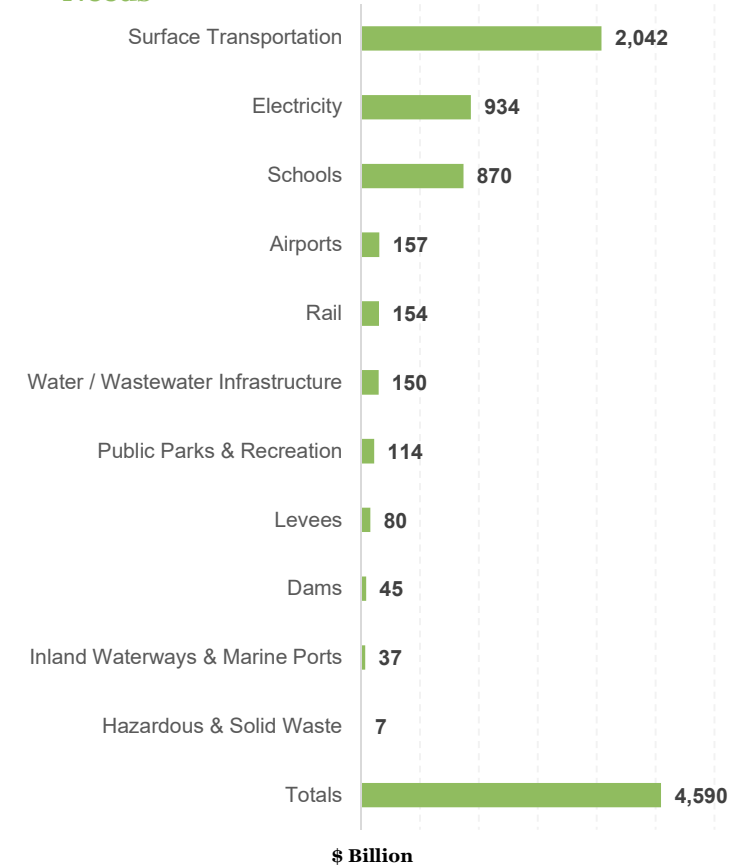
EPC Itinera

Strategic Plan Update

Final Remarks

- ✓ In July 2017, Itinera acquired  a US construction company, leader in design-build project delivery
- ✓ The deal is the starting point for USA market development both for the EPC and Concession Business Unit
- ✓ Halmar and Itinera have an **aligned strategy**, complementary core capabilities and a common commitment to high cash flow generations and margins
- ✓ Itinera targeted at **15%** 2017-2021 Halmar USA Revenues CAGR and an yearly average new backlog acquisition of more than **\$300m**

2016-2025 Cumulative USA Infrastructure Needs



KEY OPERATIONAL DRIVERS

Business Line Construction: Itinera



Acquisition



January 2018



AVIATION



MASS TRANSIT



RAILROAD



HIGHWAYS



BRIDGE

TOP

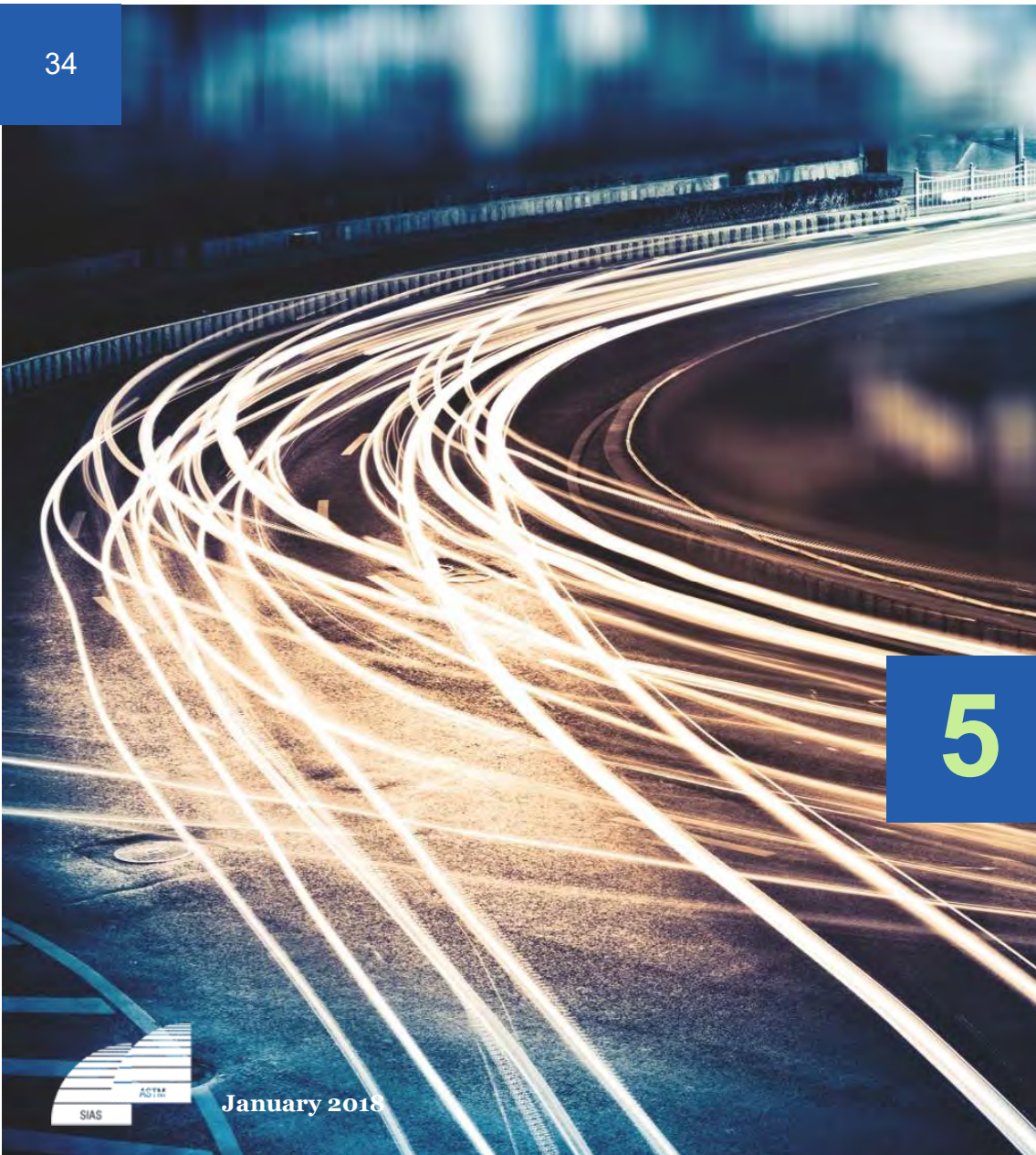
Leaders in Design-Build Project Delivery

5

Heavy Civil Contractor in the NY-Metro area

In-depth knowledge of America's largest local construction market to deliver growth & profit

\$20bn	25%	54 YEARS	1ST RANKED
Annual local market	Historical bid capture annual rate	Of proven performance	Locally owned transportation contractor



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Strategic Plan Update

KEY
OPERATIONAL
DRIVERS

January 2018

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RemarksGLOBAL MARKET POSITION
CONSOLIDATION

- Continue to invest in **Italy**
- Grow in **Brazil**
- Entry into the **USA Market**
- Other geographical areas to be evaluated on a case-by-case basis

SIMPLIFICATION OF GROUP
STRUCTURE

- Increase SIAS value through Ecorodovias
- Subsidiary mergers and integration
- Corporate reorganization by business
- Non-core assets disposal

EFFICIENCY

- Strong cost control and lean structure
- Overhead centralization
- Enhancement of organizational models in compliance with international best practices

STRATEGIC AND FINANCIAL
PARTNERSHIPS

- Implement new partnerships with industrial and financial investors
- Develop and maximize brand new partnership with **ARDIAN**

ACCESS TO EQUITY AND DEBT
CAPITAL MARKETS

- Fund a sustainable, efficient and effective growth
- Maintain a solid investment grade credit profile
- Increase value for shareholders

ITALIAN
MARKETItalian Market: the
Group's Backbone

2012-2016 Italian Toll Road
EBITDA CAGR +5%



January 2018

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FRAMEWORK

- Financial Plans renewal ✓✓
- Definition of WACC levels ✓✓

GROWTH

- Asti-Cuneo: completion with additional capex through cross financing ✓✓
- SATAP A4 (26% of SIAS Group EBITDA): extension + Terminal Value ✓✓
- ATIVA and SATAP A21 tender: commitment to re-awarding
- ADF and SALT: exploit extension opportunities through EU requirements on tunnel safety measures
- Tangenziale Esterna: empower the industrial role, after the simplification of shareholders structure ✓

SIMPLIFICATION &
ORGANIZATION

- Incorporation of ATS in ADF and CISA in SALT ✓
- Reorganization of 34% ITINERA stakes, currently at SIAS Group level
- Parking Business disposal ✓
- Saving plan: yearly average cash cost reduction up to €20m at SIAS Group level

Simplification and organization

Tangenziale Esterna -BreBeMi.



January 2018

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July 28th 2017: agreement with Banca Intesa

Sias signed an agreement with Intesa Sanpaolo to swap their respective participations in Tangenziale Esterna di Milano and BreBeMi by 31 December 2018. Sias will concentrate its investments in Tangenziale Esterna di Milano

October 2017: Sias-Itinera transaction on TE-TEM

Sias signed an agreement for the acquisition of 10,23% of TE and 1,56% of TEM from Itinera, plus the right to buy a further 0,47% of TE from CTE (Corsorzio Tangenziali Engineering) and 1% of TE from “Cooperative”

December 2017: Sias-Pizzarotti agreements result in joint control of TE-TEM

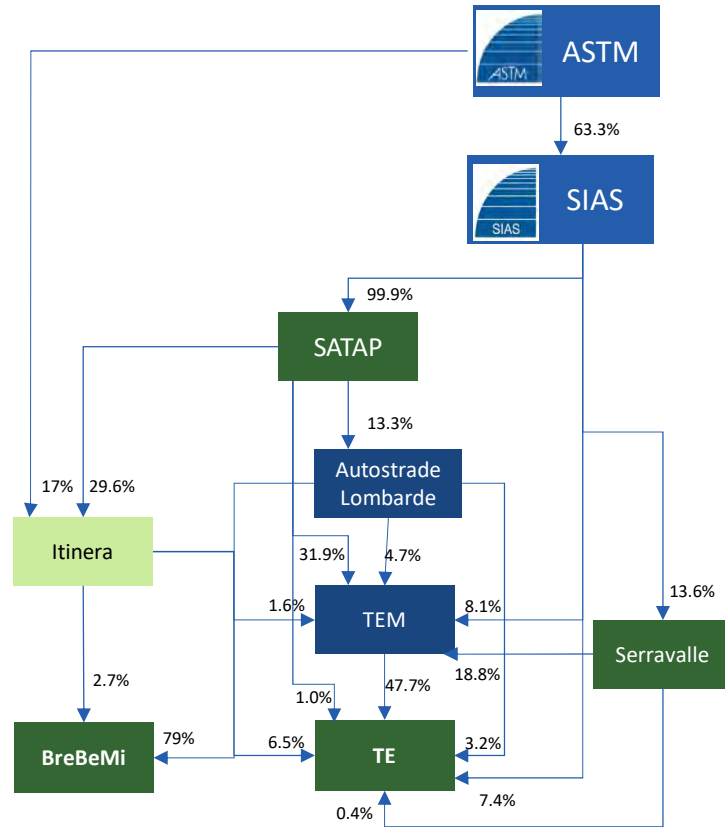
Sias signed an agreement to sell the bare ownership of a maximum of 8,11% TEM and, at the same time, to buy, from Impresa Pizzarotti, 3,84% of TE.

- ✓ Sias stake in TEM @ 50% and in TE @ 28,3%

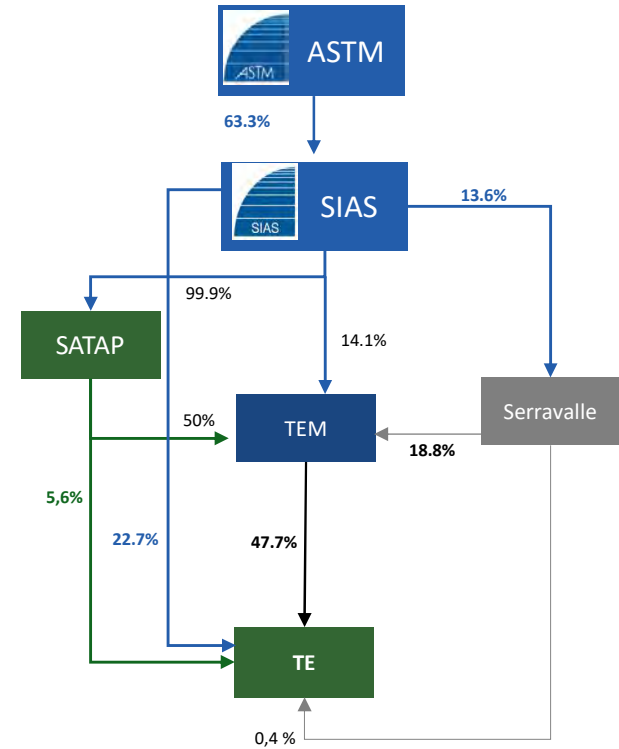
Simplification and organization

Tangenziale Esterna - BreBeMi.

Previous structure:



Going forward



✓ Sias Group @ 50% TEM - @ 28,3% TE



Strategic & Financial Partnership: Ardian deal on Autovia Padana concession



January 2018

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On May 31st SIAS Group signed the Concession Agreement for A21 Piacenza – Cremona – Brescia motorway with the Ministry of Infrastructure and Transport (MIT)

- ✓ The effectiveness of agreement, subject to the issue of the relevant Italian Interministerial Decree of approval and the subsequent registration by the Court of Auditors, is expected to take place on Jan 1st 2018



On November 13th, A4-A35 link road opened to traffic

Main Features	
Length	88,6 Km
Duration	25 years
Initial Capex	€313m, of which €260m (Terminal Value) and €41m (Concession Fees)
Capex from 2019	€217m
2016 Revenues	€62,5m
2016 EBITDA	€31,9m

Strategic & Financial Partnership: Ardian deal on Autovia Padana concession



January 2018



The structure of the deal:

- ✓ On June 6th SATAP (70%) and Itinera (30%) entered into an agreement with Ardian that envisages Ardian acquiring 49% of Autovia Padana share capital for c.€80m (total equity commitment Satap+Ardian= eur 164 mln).
- ✓ As a result of the above:
 - (i) Autovia Padana will be owned by SATAP (50,9%), Ardian (49,0%) and Itinera (0,1%);
 - (ii) SIAS Group will consolidated the investment through line-by-line method;
 - (iii) Itinera will be enable to act as an EPC contractor
 - (iv) SIAS SpA will remain the funding entity

The rationale of the deal: a strategic partnership for the future and cash in to speed up geographic diversification

- ✓ The deal is a key point for a strategic partnership with one of the most important private investment company in infrastructure assets.
- ✓ Itinera strengthened its capital position in order to have room for expansion in foreign markets (i.e. Halmar acquisition)



6

Final remarks

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Remarks**CONCESSIONS**
SIAS2.6
€bn

Revenues

1.7
€bn

EBITDA

2.5x

NFP/EBITDA

9
€bnCapital
Employed>
4,500
KMUnder
management>
20Concessions in Italy,
LATAM and USA**EPC**
ITINERA
EUROIMPIANTI
ELECTRONICS1.1
€bn

Revenues

89
€m

EBITDA

0.3x

Debt / Equity

4
€bn

Backlog

ENGINEERING
SINA80
€m

Revenues

9
€m

EBITDA

Cash
Positive

NFP

200
€m

Backlog

TECNOLOGY
SINELEC80
€m

Revenues

16
€m

EBITDA

Cash
Positive

NFP

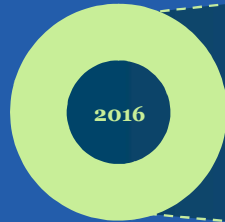
250
€m

Backlog

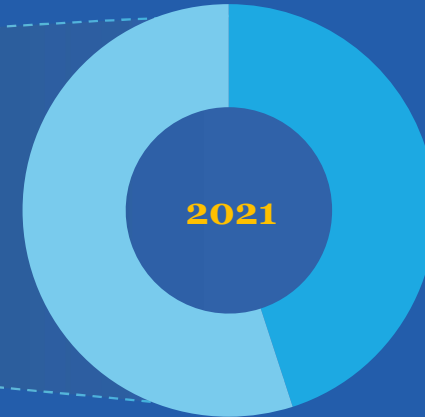


January 2018

100% Italian

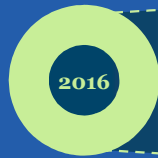


REVENUES
1.5€bn vs 3.8€bn
2016 vs 2021

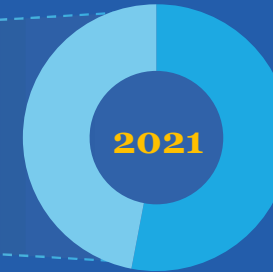


46% Italian
54% International

100% Italian



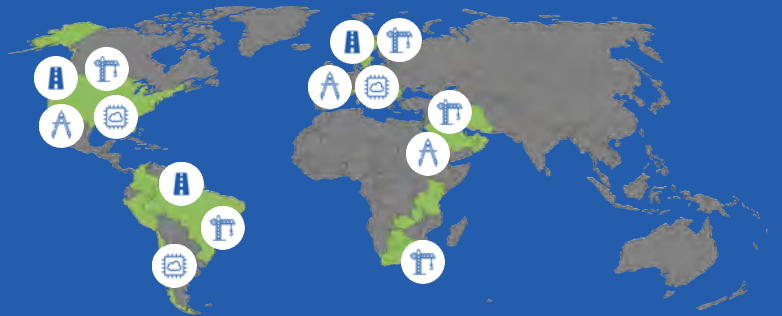
EBITDA
0.7bn vs 1.8€bn
2016 vs 2021



53% Italian
47% International

2.5X
NFP/EBITDA

2.4X
NFP/EBITDA



International
Italian



January 2018

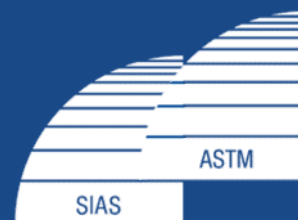


Tariff Formulas:

Concessionaire	Tariff formula	
Companies with "re-alignment" of the financial plan mechanism		} ~ 57% of FY16 Toll Roads EBITDA
SATAP (A4 and A21)	$\Delta T = \Delta P \pm Xr + K + \beta\Delta Q$	
AUTOVIA PADANA (A21)	$\Delta T = \Delta P \pm Xr + K + \beta\Delta Q$	
SAV (A5)	$\Delta T = 70\%*CPI \pm Xr + K$	
SALT (A15)	$\Delta T = 70\%*CPI \pm Xr + K$	
ASTI CUNEO (A33)	$\Delta T = \Delta P \pm Xr + K$	
Companies with "confirmation" of the financial plan mechanism		} ~ 43% of FY16 Toll Roads EBITDA
SALT (A12)	$\Delta T = 70\%*CPI + K$	
ADF (A10)	$\Delta T = 70\%*CPI + K$	
ADF (A6)	$\Delta T = 70\%*CPI + K$	

- ΔT** annual tariff increase
- ΔP** annual projected inflation rate as reported in the Italian Budget
- Xr** determined every 5 years to remunerate the regulated invested capital at the end of each regulatory period
- K** determined every year to remunerate the investments performed during the previous year
- CPI** actual inflation rate for the previous 12 months as reported by ISTAT
- βΔQ** quality factor (related to the status of road surface and the accident rate)





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