
We keep improving ourselves

ASTM GROUP – ITALIAN INVESTMENT CONFERENCE 2018

May 17th, 2018



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AGENDA



- 1. COMPANY PROFILE**
- 2. FINANCIAL METRICS**
- 3. PORTFOLIO REVIEW**
- 4. STRATEGY**

1. COMPANY PROFILE

- HISTORY
- ASTM SNAPSHOT
- PORTFOLIO

FROM 1928 TO TODAY



1928

- **Foundation of S.A. Autostrada Torino-Milano in order to build up Turin-Milan motorway**

1932

- **October 25th, 1932: inauguration of Turin-Milan motorway**

1969

- **Company listing at Italian Stock Exchange (firstly in Turin stock exchange and the year after in Milan stock exchange)**

1977

- **Gavio Group entered in the toll road sector, buying a minority stake in Turin-Piacenza motorway**

1984

- **Gavio Group bought the first stake in Turin-Milan motorway**

2002

- **Starting the Company re-organization: ASTM concessions spin-off (SALT) and listing of SIAS**

FROM 1928 TO TODAY



2005

- **Investment in Impregilo with a minority stake (10%) through IGLI and subscription of the capital increase to strengthen the company**

2007

- **Re-organization completed: concentration in SIAS Group of all toll road concessions whilst ASTM became a holding company**

2011

- **IGLI became the major shareholder of Impregilo (30%)**

2013

- **Exit from Impregilo (tendering the shares to Salini voluntary tender bid and €448m cashed in)**

2015

- **Acquisition of Ecorodovias joint control (through IGLI): €476m for the 41% read through**

2016

- **Acquisition of ITINERA control**

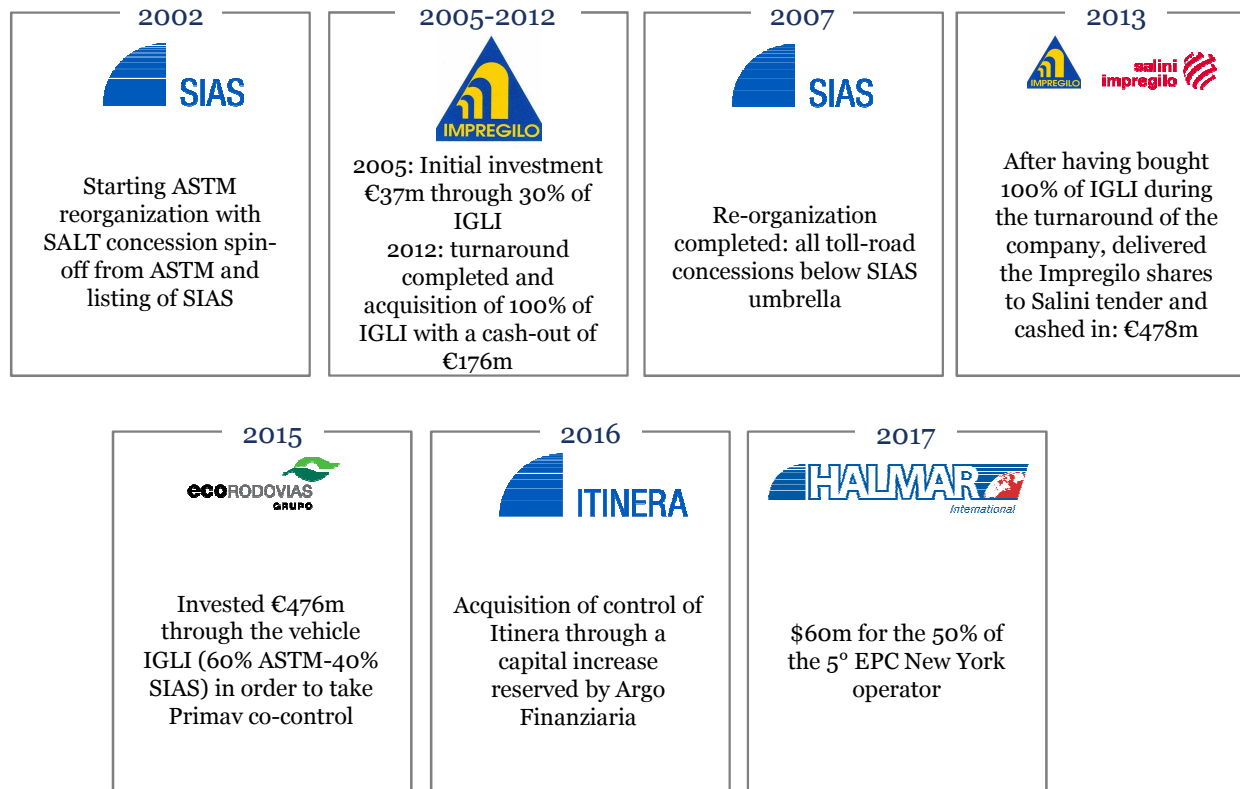
2017

- **Majority share-holding acquisition in Halmar International LLC: \$60m for the 50% of the Company**

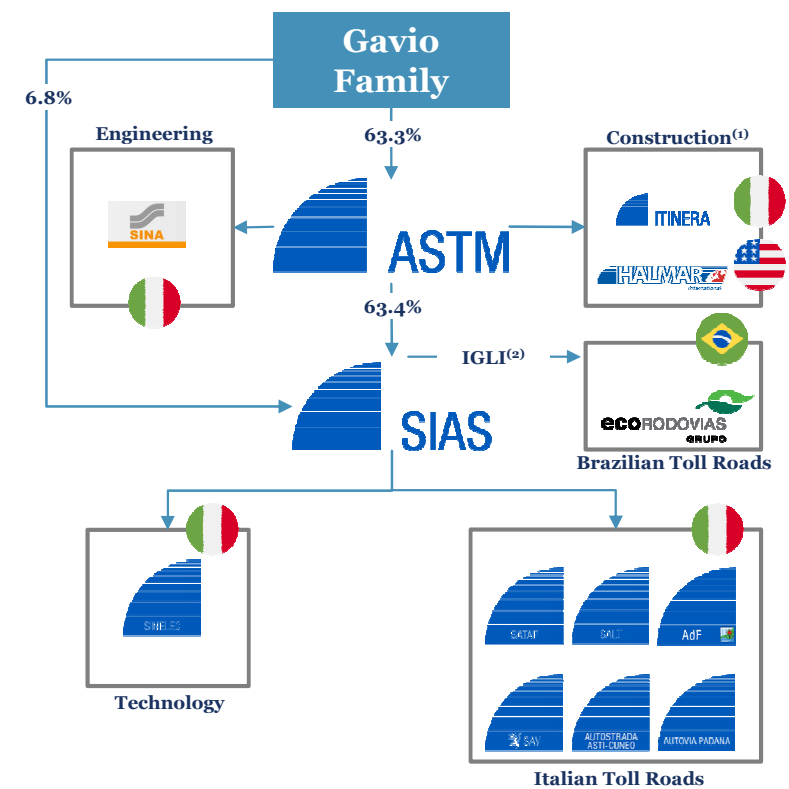
SUCCESSFUL HISTORICAL DEVELOPMENT



Main Transaction



ASTM TODAY



1) ITINERA owned by ASTM (66%) and SIAS (34%); Halmar controlled by ITINERA (50%)
 2) Ecorodovias owned by ASTM and SIAS (49.21%) through IGLI (60% ASTM and 40% SIAS)

ASTM SNAPSHOT (2017 FIGURES)



2

Investments in listed assets
(SIAS and Ecorodovias)

€2.4bn

Market Capitalization
(May 04th 2018)

712%

Six-years TSR
(from May 2012 up to May 2018)

0.469€

Dividend per Share
(DPS)

2.0%

Dividend Yield
(May 4th 2018)

€1,436m

Revenues

€719m

EBITDA

€150m

Group
Net Income

€533m

Funds From Operations
(FFO)

€4.3bn

Capital Employed

€1.3bn

Net Financial Position
(1,85x EBITDA)

€3.0bn

Equity

A DIVERSIFIED AND SYNERGIC PORTFOLIO



TOLL ROAD CONCESSION

ITALY

- 9 Concessions
- 1,423 Km under management



BRAZIL

- 10 Concessions
- 2,640 Km under management



EPC



- International player in the infrastructure works, focusing on developing the greenfield concessions



TECHNOLOGY

- Creation and management of advanced data processing systems for mobility, transportation and toll collection



ENGINEERING

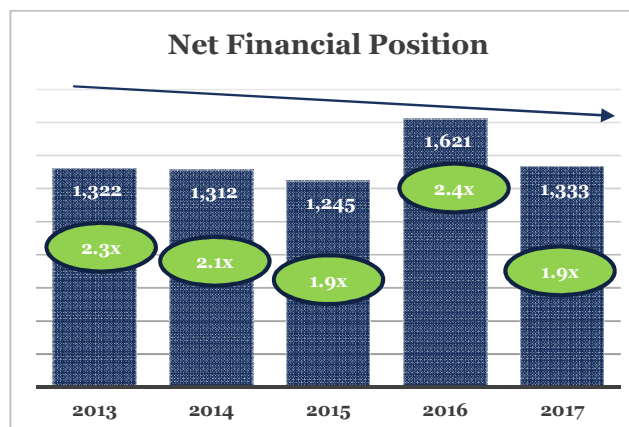
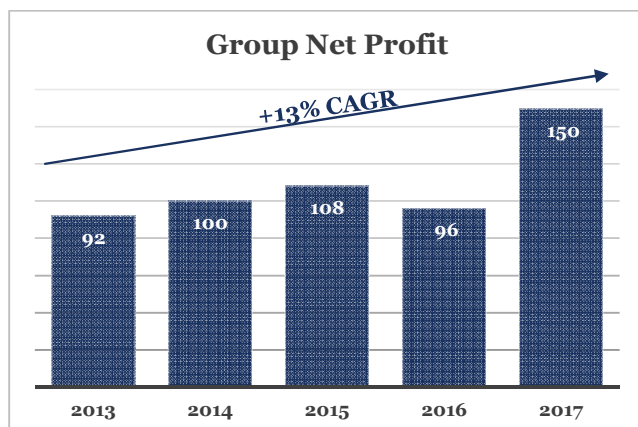
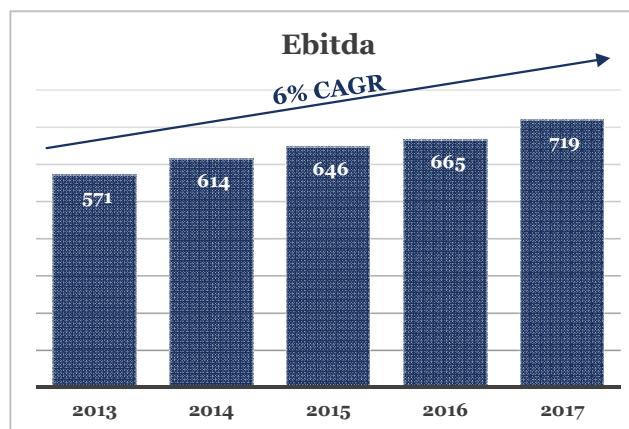
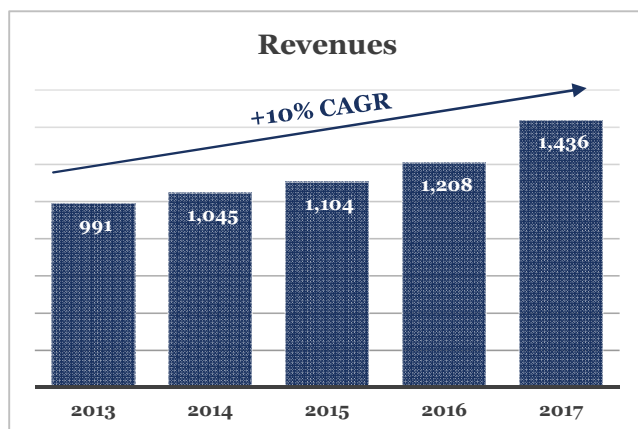
- Studying, designing, building and managing new structures pertaining roads



2. FINANCIAL METRICS

- HISTORICAL FINANCIAL PERFORMANCE
- ASTM STOCK PERFORMANCE
- MATURITY DEBT PROFILE AND LIQUIDITY

HISTORICAL FINANCIAL PERFORMANCE



IQ18 Highlights

Toll Road

- **Italy: revenues reached €242m (+6%)** with a traffic increase of +3.09%⁽¹⁾ (light vehicles +1.41%, heavy vehicles +7.62%)
- **Brazilian: revenues** amounted to **R\$695m** with a **traffic growth of +2.0%**

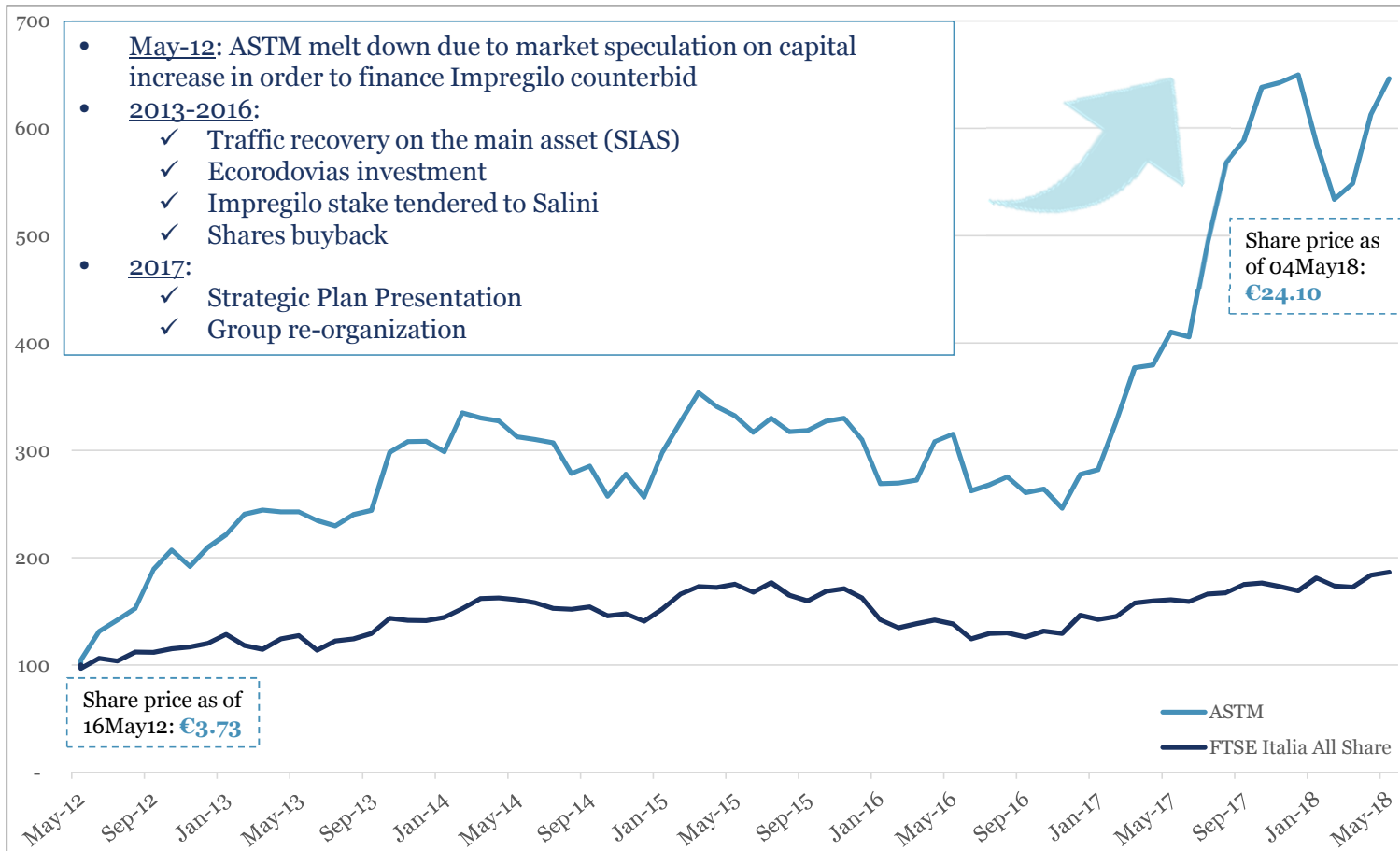
Construction

- **Construction revenues** were **€107m**
- **Backlog** achieved **€4.1bn** (of which **59% abroad**)

Net debt amounted to **€1,640m**

(1) -0.64% on the same 2017 perimeter (without Autovia Padana): -1.79% light vehicles, +2.48% heavy vehicles

May12 to May18 ASTM STOCK PERFORMANCE



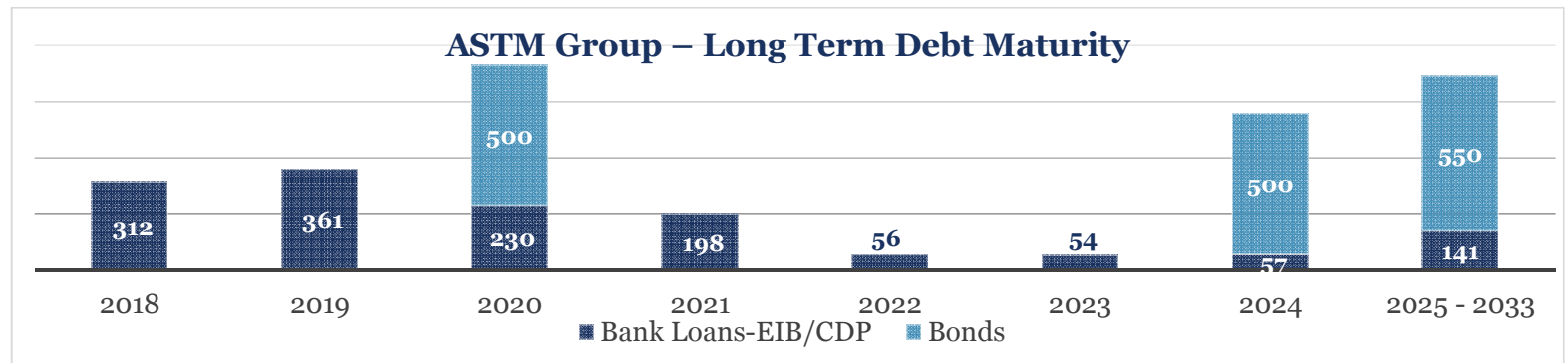
- **Share price x6.46** from May12 vs. **FTSE Italia All Share x1,87**
- **Total Return: +712%**
- **Market Capitalization as of 4 May 18: €2.4bn**

MATURITY DEBT PROFILE AND LIQUIDITY as of 31Mar18



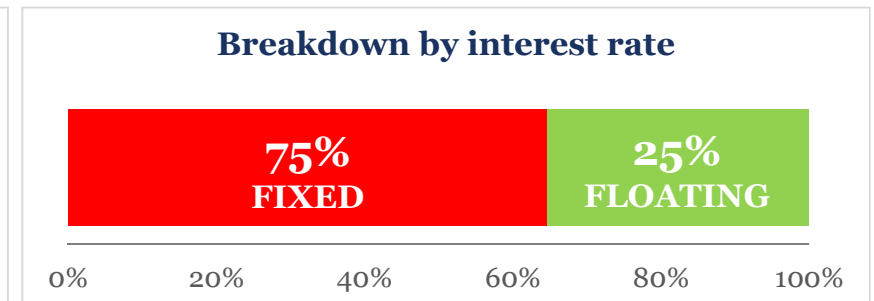
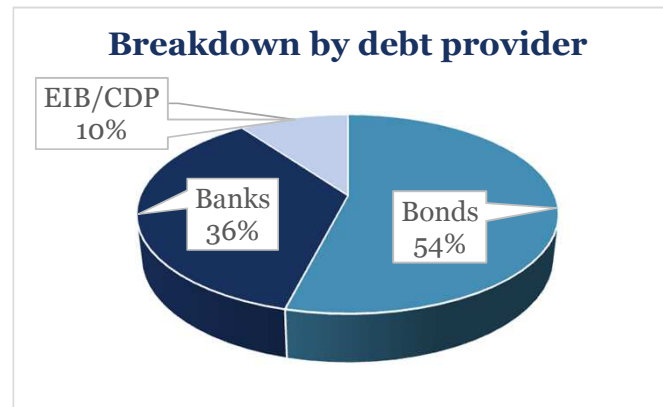
GROUP DEBT: €3.0bn

- Weighted average maturity: **c.6.5 years**
- Total committed ASTM Group financial debt (excl. SIAS Group): **€105mln**
- **75%** of debt is at fixed rate



SOURCES OF FUNDING: €2.7bn

€ in millions	31Mar18
Cash and Cash Equivalent	1,500
Committed undrawn credit lines	541
Uncommitted undrawn credit lines	666
Total undrawn credit lines	1,207
TOTAL	2,707



3. PORTFOLIO REVIEW

- SIAS
- ECORODOVIAS
- ITINERA

SIAS – OVERVIEW

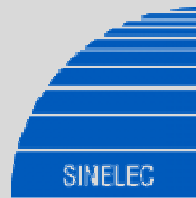


Industrial holding operating in toll motorways management, information technology applied to the transports and maintenance

Motorways

Technology

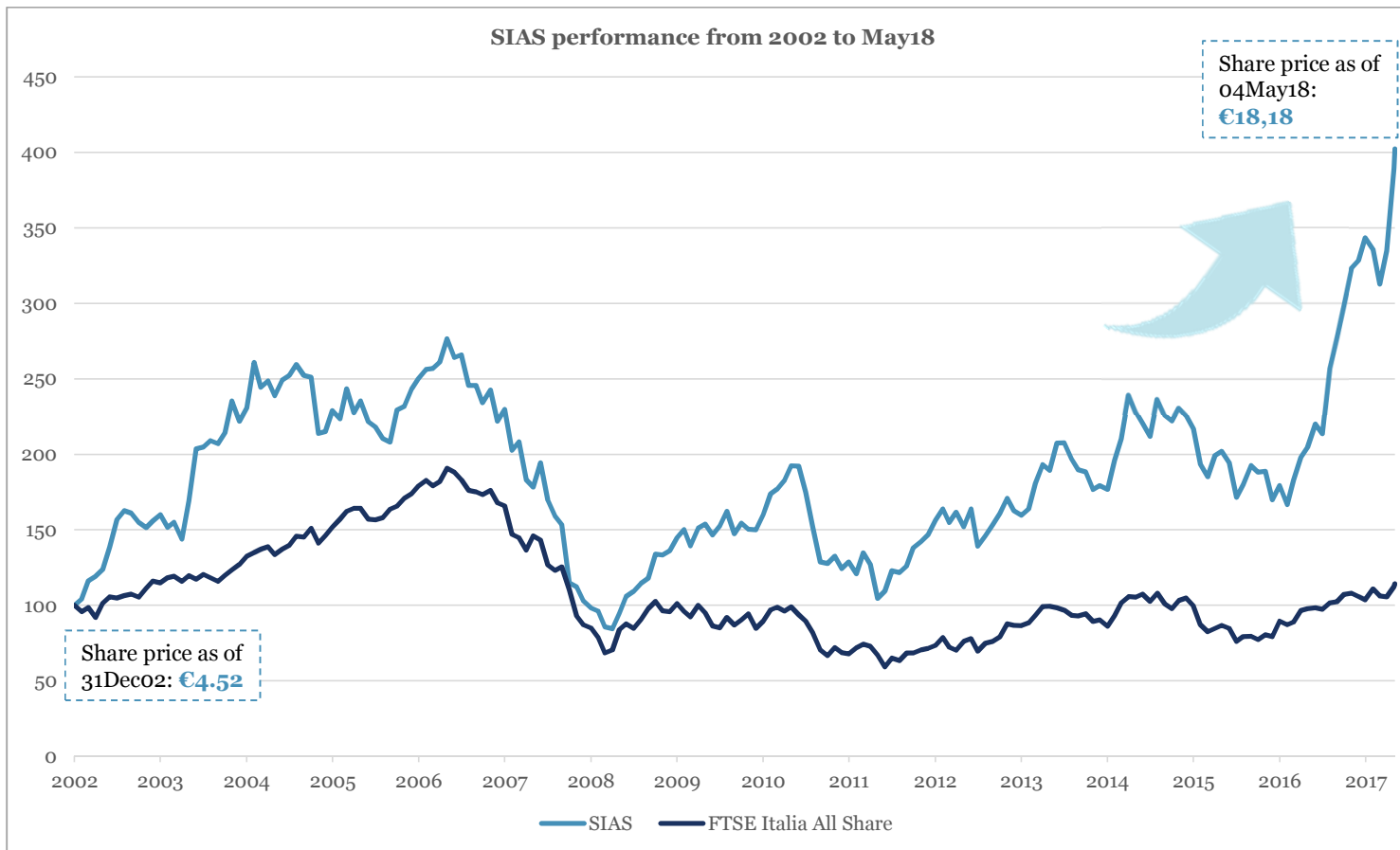
KEY HIGHLIGHTS



Telematic and ICT systems applied to transport and civil engineering infrastructures

- **Strong financial performance** in 2017, driven by Motorways Sector (+5% in terms of revenues)
- Margin improvement: **EBITDA to €704m (+7%)**
- **Improvement efficiency**
- **Significant net profit increase**, reaching **€238m (+49%)**
- Generation of **positive operating cash flows (€517m, +9%)**
- 2017 dividend per share: **€0.35 per share (+9%)**
- Net debt reduction at **€1,308m, or -21% (net debt/EBITDA: 1.86x)**

SIAS – 2002 to May18 STOCK PERFORMANCE

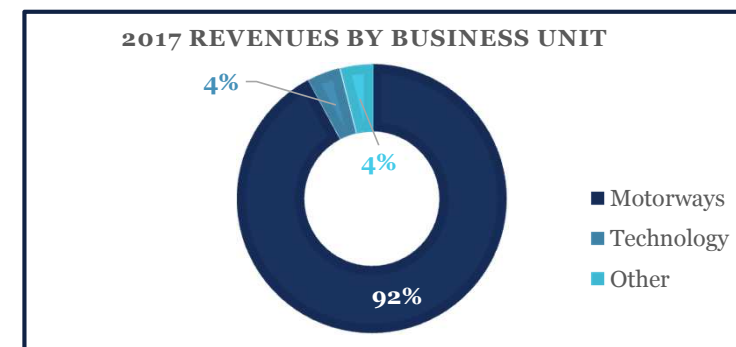


- **Share price x4.02** from the listing date (31Dec02) vs. **FTSE Italia All Share x1,14**
- Total Return: **+730%**
- Market Capitalization as of 4May18: **€4.1bn**

SIAS – FINANCIAL PERFORMANCE



€ in millions	2013	2014	2015	2016	2017	2013-2017 CAGR
Revenues	977	1,031	1,087	1,090	1,137	+4%
EBITDA	566	609	646	662	704	+6%
EBITDA %	58%	59%	59%	61%	62%	+4ppt
Net profit	138	143	161	162	238	+15%
NFP	1,670	1,644	1,581	1,648	1,308	(362)
NFP/EBITDA	2.95x	2.70x	2.45x	2.49x	1.85x	(1.10x)



IQ18 Highlights

€ in millions	IQ17 ^(*)	IQ18	Chg.%
Net Toll Road Revenues	221	234	+6%
Royalties	7	8	+9%
Toll Road Revenues	228	242	+6%
NFP	1,308	1,557	+19%

^(*) NFP compared to 31Dec17



- IQ18 Toll Road revenues increased by **€13m (+6% vs. IQ17)**, mainly driven by the contribution of **Autovia Padana (+€5m)** and **tariffs / traffic mix change (+€8m)**
- In January issued **€550m of 10 years senior secured bond** (1,625% coupon)
- In April EU approval on the **Cross Financing Satap A4 – Asti-Cuneo A33**
 - **New average duration: 12y 6m(+2y 8m)**
 - **New kilometers under management: 1,423km (+89Km)**

ECORODOVIAS – OVERVIEW

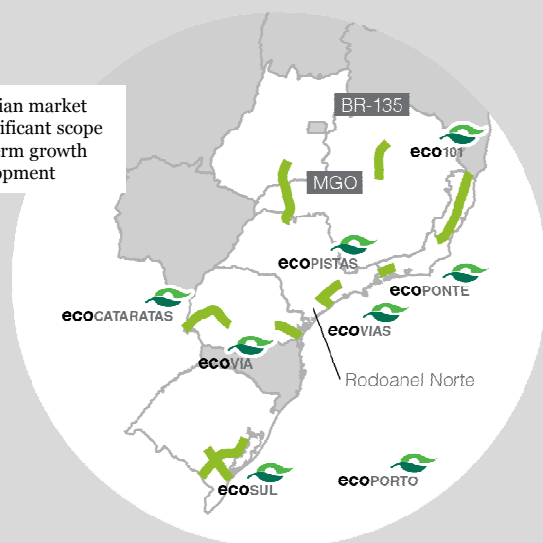


One of Brazil's infrastructure groups. Its portfolio includes 10 highway concessions and one port asset

Highway and Port assets

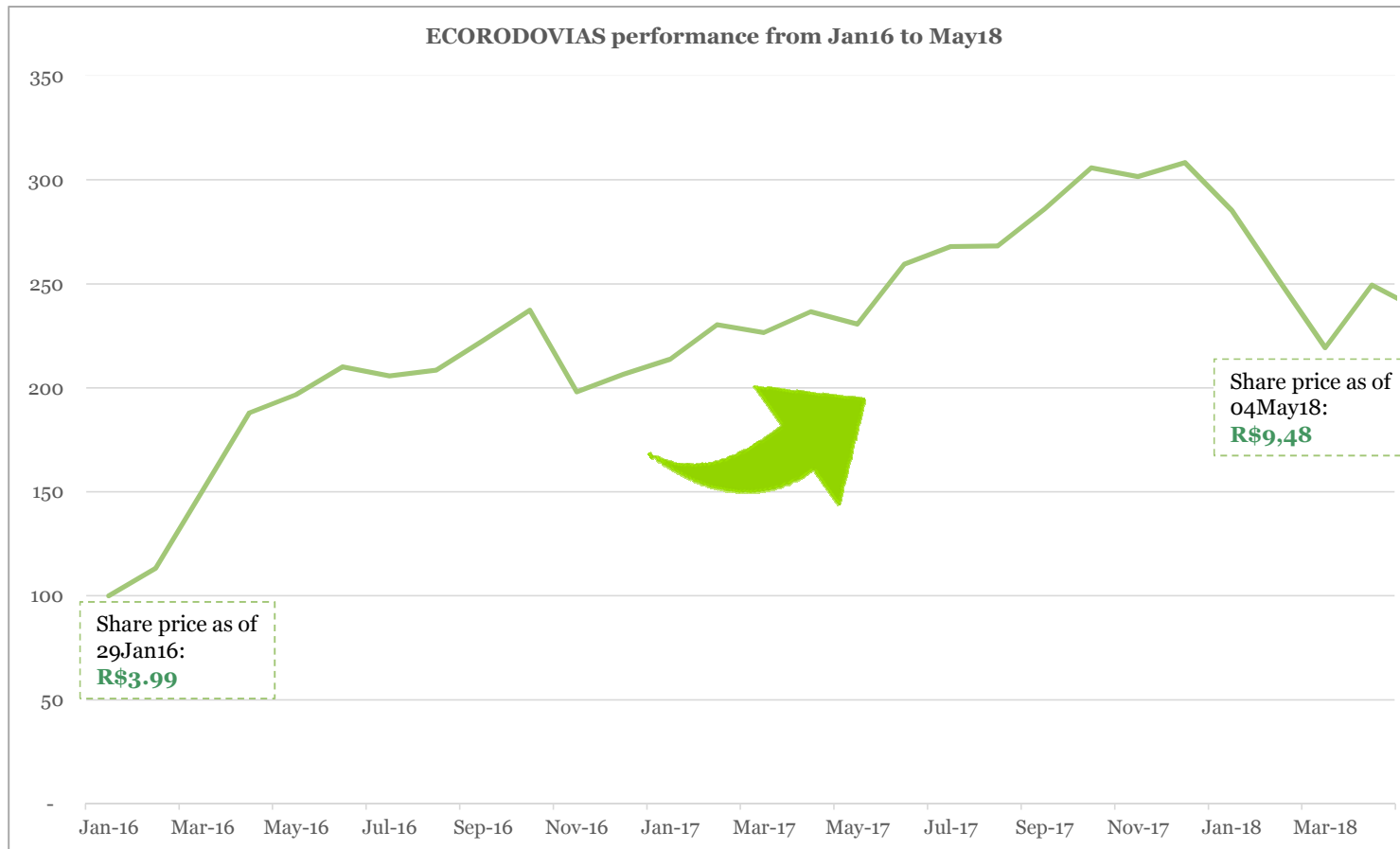
KEY HIGHLIGHTS

The Brazilian market offers significant scope for long-term growth and development



- **Strong financial performance** in 2017: **revenues** growth by **10%** vs. 2016
- **2017 EBITDA** reached **R\$1,749m (+15%)**
- **Strong net income** improvement in 2017, achieving **R\$400m (+48%)**
- Generation of **positive operating cash flows** in 2017 (**R\$1.3bn, +14%**)
- 2017 dividend per share: **R\$0.61 per share (+36%)**
- 31Dec17 net debt stable at **R\$4.3bn** (**net debt/EBITDA** improved from **2.8x to 2.5x**)

ECORODOVIAS – 2016 to May18 STOCK PERFORMANCE



- **Share price x2.38** from January 2016 to 04May18
- Market Capitalization as of 04May18: **R\$5.3bn**

ECORODOVIAS GROUP – FINANCIAL PERFORMANCE



R\$ in millions	2013	2014	2015	2016	2017	2013-2017 CAGR
Revenues	2,372	2,442	2,573	2,378	2,614	+3%
EBITDA	1,248	1,286	1,422	1,520	1,749	+9%
EBITDA %	53%	53%	55%	64%	67%	+14ppt
Net profit	376	261	109	270	400	+2%
NFP	2,680	3,732	4,456	4,272	4,321	+1,641
NFP/EBITDA	2.0x	2.4x	3.1x	2.8x	2.5x	+0,5x

IQ18 Highlights

R\$ in millions	IQ17	IQ18 ^(*)	Chg.
Highway Concession	658	695	+6%
EBITDA	443	490	+11%
EBITDA %	71%	74%	+3ppt
Net profit	98	147	+50%
NFP	4,202	4,406	+5%
NFP/EBITDA	2.7x	2.5x	(0,2x)

(*) NFP compared to 31Dec17



- **IQ18 revenues** growth was driven by **tariff (+3.5% average)** and **traffic (+2.0%)**
- **IQ18 EBITDA** margin **improvement** reflected the strategy of **improving operating efficiencies**
- **IGLI** bought a further **2,48% of Ecorodovias** on the secondary market
- **Ecovias** signed an amendment with **Artesp**, which included additional capex for **R\$270m** in change of concession period extension by **c.8 months**
- **3 new concessions awarded in 2018:** (i) Rodoanel Norte (48Km); (ii) MGO (437Km) and (iii) BR-135 (364 Km) -> +3 years and 5 months
 - **New average duration: 17y 3m (+4y 3m)**
 - **New kilometers under management: 2,640km (+850Km)**

ITINERA – OVERVIEW



In the EPC Contractor sector the Group operates through Itinera, one of the leading Italian company in this business segment. Key player in the creation of large infrastructural works and civil and industrial buildings, as well as in the development of PPP concession projects

Worldwide presence directly or through its subsidiaries

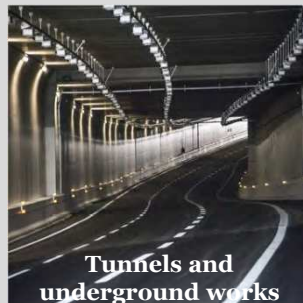
- Europe
- South Africa
- Middle East
- Latin America
- United States



KEY HIGHLIGHTS

- 2017 Consolidated revenues: over **€400m** (expected to reach **c.€650m** in 2018)
- 31Dec18 Backlog amounted to €3.5m (**€4.1bn** at 31Mar18)
- Financial indebtedness: limited at **€21m** at Dec17

Business Segments



ITINERA – FINANCIAL PERFORMANCE



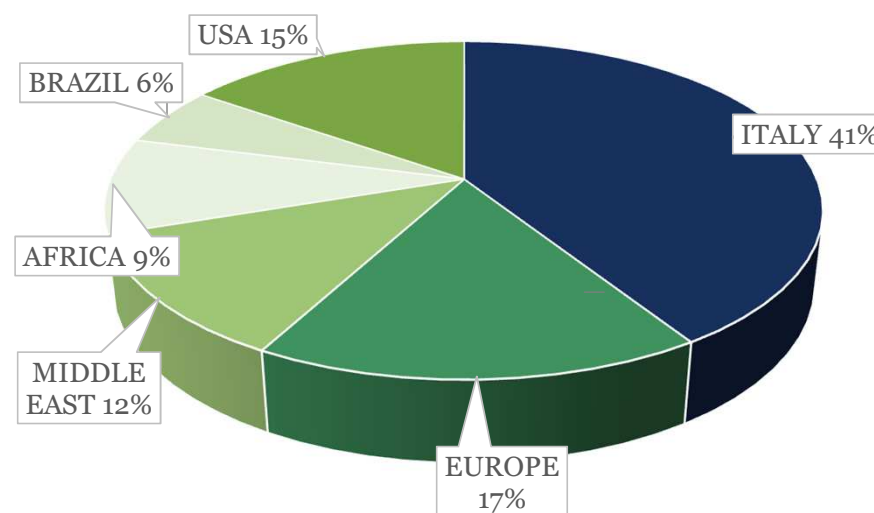
2017 Itinera turnaround completed

€ in millions	2016	2017
Revenues	385.8	404.7
EBITDA	26.5	23.5
EBITDA %	6.9%	5.8%
Net profit	5.9	4.7
NFP	7.7	20.8
NFP/EQUITY	0.00x	0.06x

IQ18 Highlights

- Revenues amounted to **€107m**
- Backlog achieved **€4.1bn** (of which **59% abroad**)
- **13** outstanding pre-qualifications: **€1.1bn**
- **36** outstanding bids: **€3.1bn**
- Net debt amounted to **€76.7m**

BACKLOG AS OF 31MAR18: **€4.1bn**



0% 20% 40% 60% 80% 100%

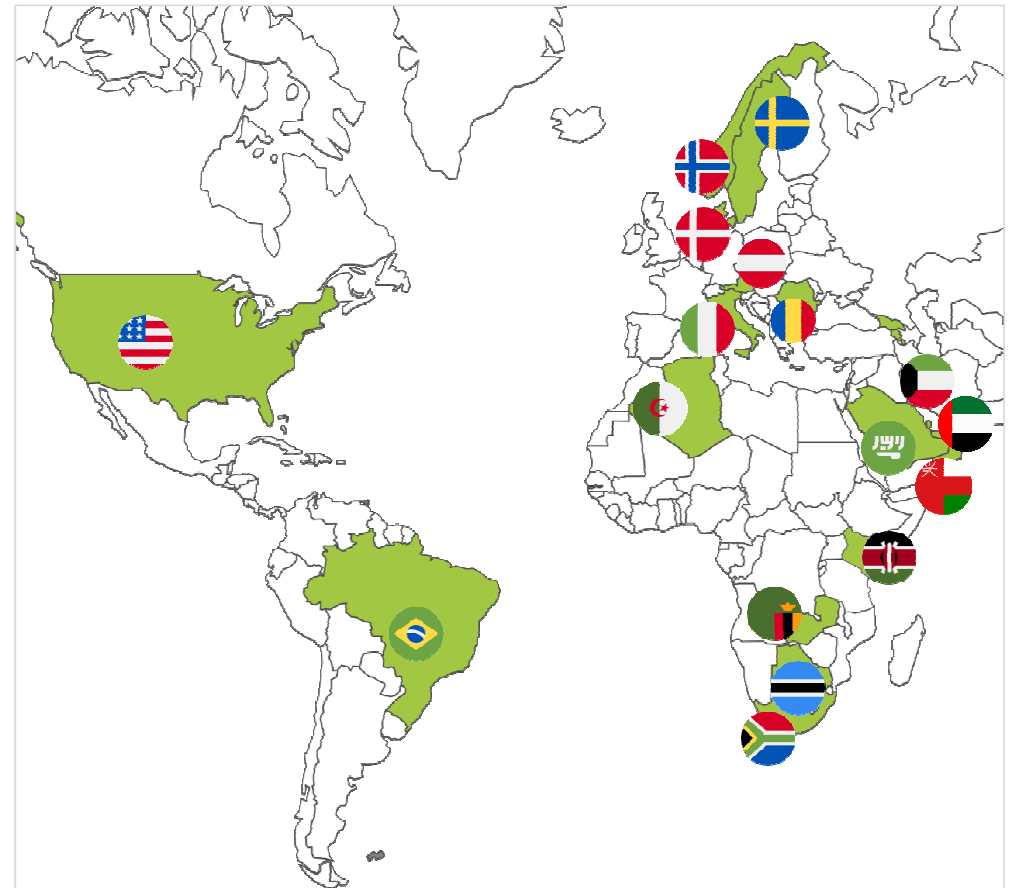
ITINERA – INTERNATIONAL EXPANSION



THE INTERNATIONAL EXPANSION THROUGH THE PRESENCE IN 18 COUNTRIES

ABU DHABI
ALGERIA
AUSTRIA
BOTSWANA
BRAZIL
DENMARK
DUBAI
ITALY
KENYA

KUWAIT
NORWAY
OMAN
ROMANIA
SAUDI ARABIA
SWEDEN
SOUTH AFRICA
USA
ZAMBIA



ITINERA GROUP – THE PRESENCE IN THE USA



HALMAR INTERNATIONAL

ONE OF THE TOP 5 CONSTRUCTION COMPANIES IN THE NEW YORK CITY AREA

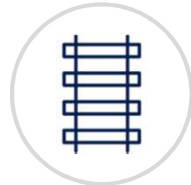
- The **US market** offers considerable potential, represented by complex works with significant added value, where experience, skills and technological innovation are seen as key factors in success and competitiveness
- In July 2017, Itinera acquired 50% of **Halmar International** for \$60m and the control through the governance agreements signed by the shareholders
- The deal is the **starting point for USA market** development both for the **EPC and Concession Business Unit**



Airports



Subways



Railways



Motorways



Bridges



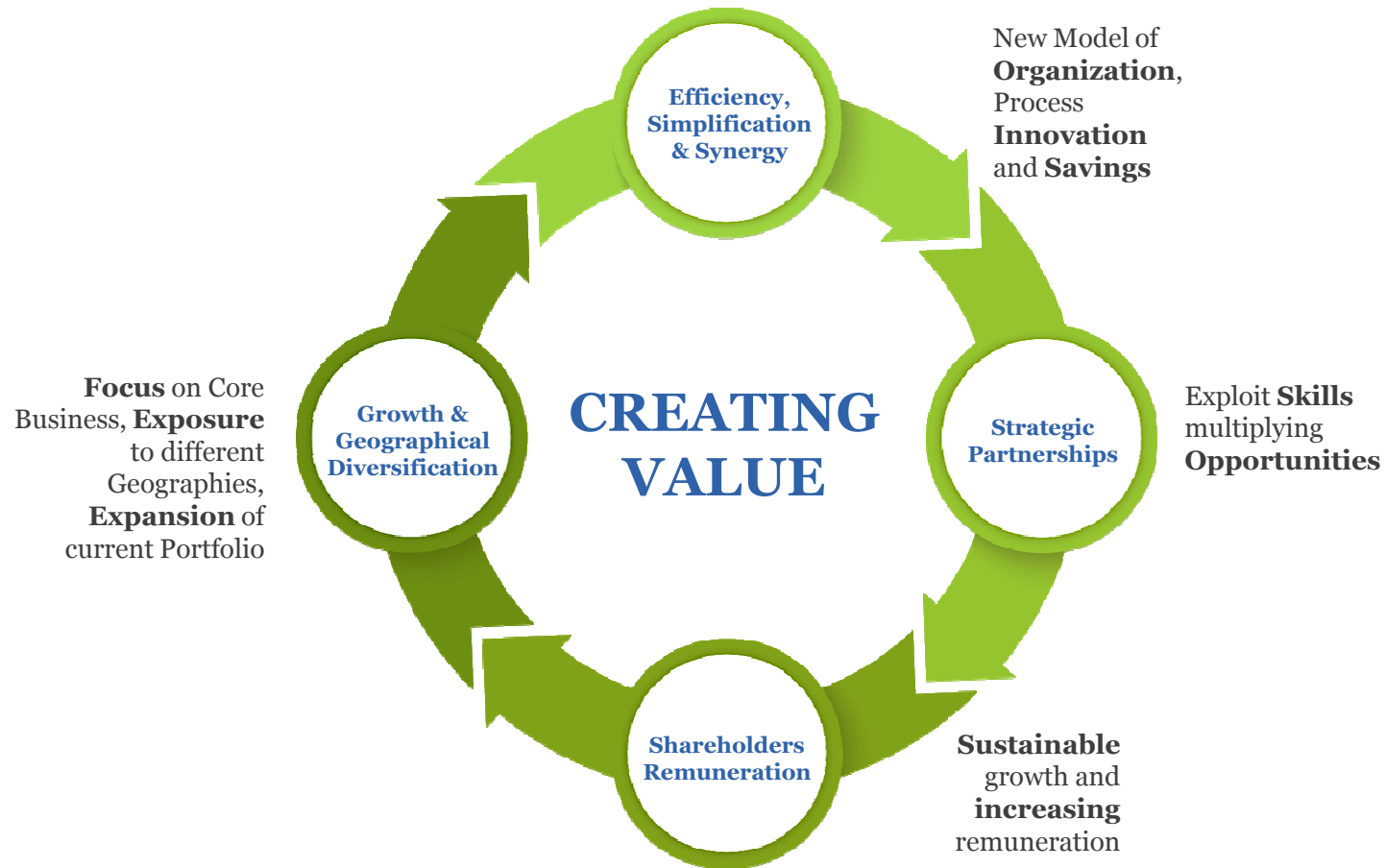
May 17th, 2018

ASTM GROUP – INVESTOR PRESENTATION

4. STRATEGY

- KEY STRATEGIC DRIVERS
- 2018 OUTLOOK

KEY STRATEGIC DRIVERS





+20% / +25%

Revenue growth⁽¹⁾

(1) Aggregated revenues (gross of intercompany eliminations)



+5% / +7%

EBITDA growth



<1.9x

Leverage stable



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