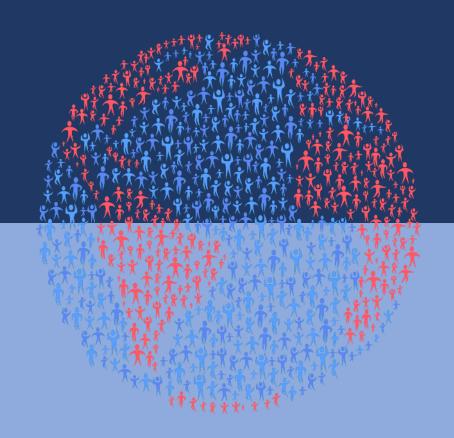


# **One Company**

Speeding up the global growth strategy

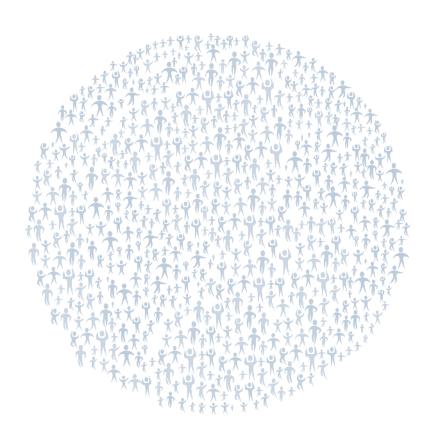




Agenda



- 1 ASTM & SIAS merger
- 1.1 Transaction overview
- 1.2 Strategic rationale
- 2 ASTM Figures
- 3 Business Unit overview
- 3.1 Concessions
- 3.2 EPC
- 3.3 Technology
- 4 Strategic Updates
- 5 Appendix





**ASTM & SIAS merger** 





1.1 Transaction overview (1 of 2)



#### **Transaction overview**

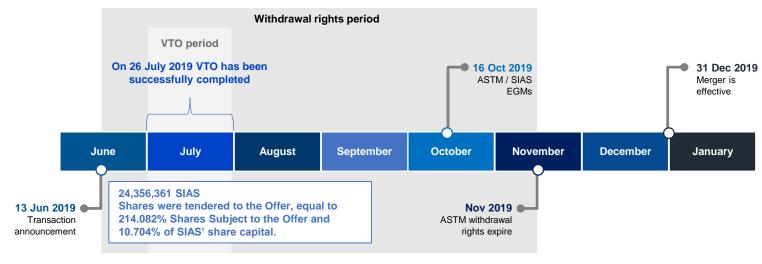
Transaction structure

Merger exchange ratio

Merger withdrawal rights

- ASTM successfully launched a VTO on up to 5% (c.20% of Free Float) of SIAS share capital at a price of €17.50/sh
- On June, 13th 2019 ASTM and SIAS BoD approved the merger
- 0.55x ASTM newly-issued shares for each SIAS ordinary share
- SIAS corporate purpose to be integrated in ASTM
- ASTM shareholders who do not approve transaction entitled to withdrawal rights (withdrawal right price of €21.76/sh)
- Withdrawal right cap of €50m

#### **Expected timeline**



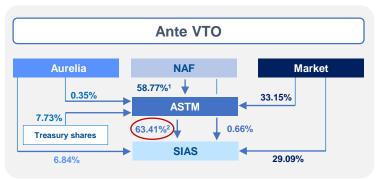


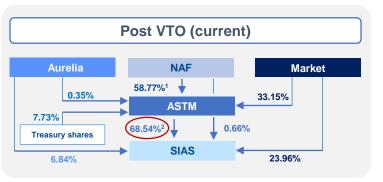
## **Group structure evolution**

ONE COMPANY ASTM & SIAS GROUP

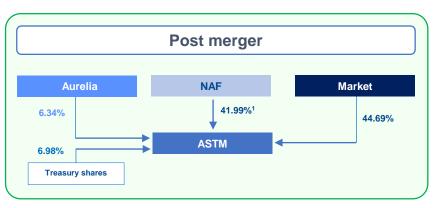
1.1 Transaction overview (2 of 2)











<sup>&</sup>lt;sup>1</sup> including 1.97% of Nuova Codelfa, controlled by NAF

<sup>&</sup>lt;sup>2</sup> including 1.72% of SINA, controlled by ASTM





1.2 **Strategic** rationale



#### Transaction rationale and main benefits

#### Creation of a global leader in the infrastructure space

- Diversified and synergic portfolio with three business units covering the entire value chain under "One Company"
- Increasing the ability of business development and risk control
- Rationalisation of crossed shareholdings (e.g. Itinera, EcoRodovias)

#### Simplified corporate governance

- Organisational structure in line with Group strategy
- Streamlining of decision-making processes

#### 3 Rationalised capital and cost structure

- Simplified capital structure and positive impact on access to capital markets
- A more efficient cost structure

#### Increased stock liquidity and reduced holding discount

- Reduced holding discount
- **Increased stock liquidity** of the combined entity
- Elimination of share price asymmetries and consolidation of the shareholder base
- Improved quality of stock coverage





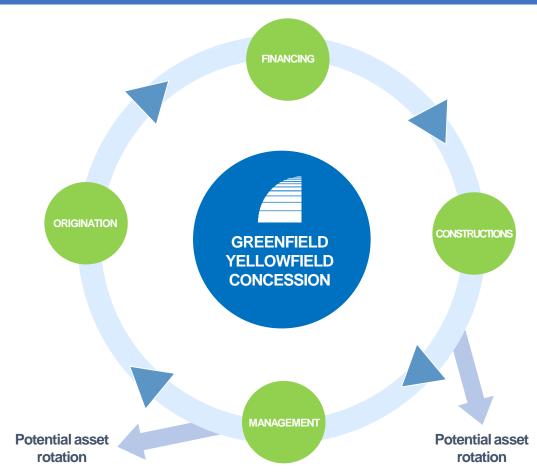
#### Creation of a global leader in the infrastructure space

ONE COMPANY **ASTM & SIAS GROUP** 

1.2 **Strategic** rationale



A Global Player in the infrastructure sector, with particolar skills in the origination, financing, construction and management of concession, with a pro-active approach in portfolio management

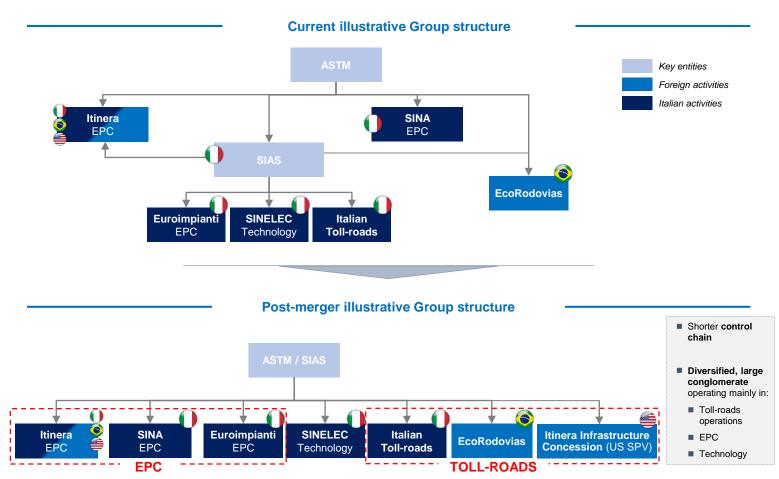




1.2 Strategic rationale



#### Simplified corporate governance





## Rationalised capital and cost structure

ONE COMPANY ASTM & SIAS GROUP

1.2 Strategic rationale



withdrawal

financing

Very limited cost of funding

0	More efficient bidding process (i.e. increased success rate)
Growth	Proactive approach in portfolio management
	Economies of scale focused on procurement and services
Efficiency	Simplified organisational structure
	Elimination of double listing costs
Risk diversification	Reduced risk and volatility
Dividend policy	■ 60% of the Combined Entity Consolidated Net Results
Rating	<ul> <li>Moody's confirmed the Baa2 senior secured rating and upgraded the company's senior unsecured MTN rating to Baa2 from Baa3</li> </ul>
	Fitch confirmed BBB+ for both secured and unsecured
VTO and	



#### **ASTM & SIAS historical price performance**

ONE COMPANY **ASTM & SIAS GROUP** 

1.2 **Strategic** rationale





<sup>1</sup> Based on an offer price of €17.50/sh

<sup>&</sup>lt;sup>2</sup> Convertible bond maturity with strike price of €10.50



2

# ASTM figures







2. ASTM figures



Revenues +20%



EBITDA +7% € 167m

Group Net Income +11%



Net Capital Employed € 1.3bn

Net Financial Position (1,85x EBITDA) € 3.1bn

Equity



Available sources of funding

€ 594m

Funds From Operations (FFO)

4,577

**Employees** 





2. ASTM figures



## **1H19 Key Financial Figures**

Key Figures (€mln)	1H18	1H19	Chg.%
Revenues	764	987	+29%
Normalized EBITDA	351	370 <sup>1</sup>	+5%
FFO	272	288	+6%

Net debt	(1,269)	(1,270)	-
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(1) "Normalized" EBITDA: adjusted for EUR 7.4 million, it takes into account the effects of the advancement, to the first half, of maintenance works planned for the 2019 full year



# 2. ASTM figures

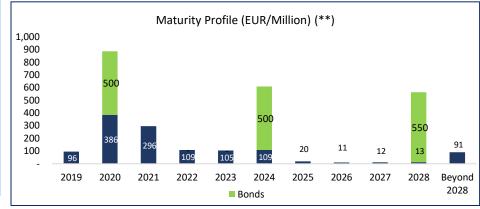


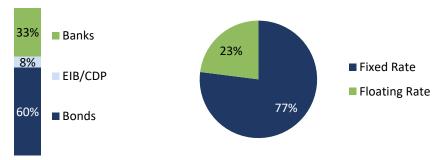
#### **Debt Overview**

#### 30 June 19 ASTM Group Net Debt

€ in millions	31 Dec 2018	30 June 2019
Cash and cash equivalent(*)	1,615	1,601
Short-term debt	(502)	(542)
Long-term debt	(2,369)	(2,315)
Other financial receivables	120	123
Fondo Centrale di Garanzia	(133)	(137)
Net Debt	(1,269)	(1,270)

Pro-forma Committed financial debt: €2.8bn with an average maturity of about 5 years and 2 months





<sup>(\*)</sup> Cash and Cash Equivalent includes cash (€1,100m), Interconnections (€294m), Insurance Investment Policies (€183m), Investment Funds (€19m) and others (€6m)



<sup>(\*\*)</sup> Maturity Profile *Pro-Forma* includes €199M VTO Financing, drawn on July, 2<sup>nd</sup> 2019, on ASTM. Excluding bank overdraft





# **ASTM** figures



## 1H19 Traffic Performance: +3.74%, with a positive trend of LfL heavy traffic (+1.6%)

(millions vehicle/km)		1/1-30/6/20	)19	,	1/1-30/6/20	18		Changes	
	Light	Heavy	Total	Light	Heavy	Total	Light	Heavy	Total
Total Q1: 1/1 – 31/3	1,527	585	2,112	1,478	572	2,050	3.31%	2.21%	3.00%
April	614	206	820	622	197	819	-1.30%	4.40%	0.07%
May	567	224	791	612	225	837	-7.37%	-0.60%	-5.55%
June	696	214	910	680	215	895	2.47%	-0.42%	1.77%
Total Q2: 1/4 - 30/6	1,877	644	2,521	1,914	637	2,551	-1.91%	1.01%	-1.18%
Total 1/1 – 30/6	3,718	1,406	5,124	3,611	1,329	4,940	2.98%	5.78%	3.74%*

(millions vehicle/km)	1/1-30/6/2019		1/1-30/6/2018			Changes			
Company	Light	Heavy	Total	Light	Heavy	Total	Light	Heavy	Total
SATAP S.p.A. – Stretch A4	849	299	1,148	835	295	1,130	1.75%	1.45%	1.67%
SATAP S.p.A. – Stretch A21	636	343	979	635	337	972	0.15%	1.16%	0.51%
SAV S.p.A.	127	40	167	123	39	162	2.95%	3.01%	2.97%
ADF – Stretch A10	415	156	571	424	154	578	-2.06%	1.16%	-1.20%
ADF – Stretch A6	352	85	437	356	86	442	-1.14%	-0.85%	-1.08%
SALT p.A. – Stretch A12	683	189	872	683	184	867	0.02%	2.47%	0.54%
SALT p.A. – Stretch A15	286	98	384	281	95	376	1.72%	3.63%	2.20%
Autostrada Asti-Cuneo S.p.A.	56	19	75	55	19	74	1.84%	3.43%	2.24%
Total 1/1 – 30/6	3,718	1,406	5,124	3,611	1,329	4,940	2.98%	5.78%	3.74%*

<sup>(\*)</sup> Autovia Padana concession took effect on March, 1st 2018; total 1/1 - 30/6 on like-for-like basis is 0.68%.



3

# Business units overview

- 3.1 Concessions
- 3.2 EPC
- 3.3 Technology



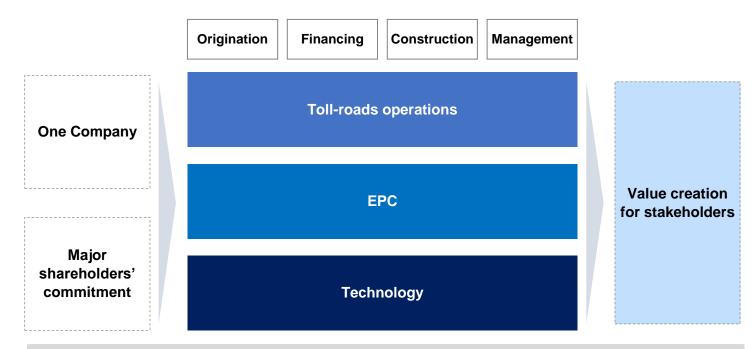


## One Company: creation of a global leader in the infrastructure space

ONE COMPANY ASTM & SIAS GROUP

3.
Business units overview





Focus on core business with exposure to different geographies and expansion of current portfolio



3.1 Concessions



## Italian portfolio

#### Direct Investments

Company	Concessions	Stake	Maturity	FY18 EBITDA (€m)	vs 2017	Estimated TV at the end of concession (€m)
SATAP	A4: Torino – Milano	00.970/	Dec-26 <sup>3</sup>	213	+9.8%	[ - ] <sup>1</sup>
SATAP	A21: Torino – Piacenza	99.87%	Jun-17	128	+1.7%	118
SALT	A12: Sestri Levante-Livorno	95.18%	Jul-19	124	-1.5%	264
SALI	A15: La Spezia-Parma	95.16%	Dec-31	64	+2.0%	-
SAV	A5: Quincinetto-Aosta	65.09%	Dec-32	47	-2.8%	-
ADF	A10: Savona-Ventimiglia	72 000/	Nov-21	99	+0.4%	160
ADF	A6: Torino-Savona	73.00%	Dec-38	37	+7.1%	-
ASTI-CUNEO	A33: Asti-Cuneo	60.00%	+23.5y from the completion date <sup>3</sup>	3	+9.7%	[ - ] <sup>1</sup>
AUTOVIA PADANA <sup>2</sup>	A21: Piacenza-Brescia	51.00%	Feb-43	23	n.a.	-

#### **Equity Investments –**

Company	Concessions	Stake	Maturity	FY18 EBITDA (€m)	vs 2017	TV (€m)
SITAF	A32-T4: Traforo del Frejus Torino-Bardonecchia	36.50%	Dec-50	86	+13.0%	-
ATIVA	A4-A5: Tangenziale di Torino	41.17%	Aug-16	75	+0.9%	131
TE	A58: Tangenziale esterna di Milano	48.30%	Apr-65	40	+25.0%	-
SITRASB	T2: Traforo del Gran San Bernardo	36.50%	Dec-34	4	>100%	-

- 1) Under Cross Financing Plan a significant Terminal Value will be recognized
  - Effective from March 1st 2018
- 3) Maturity could be modified under cross financing plan



#### **Cross-financing SATAP A4 – ASTI-CUNEO A33**

ONE COMPANY ASTM & SIAS GROUP

3.
Business units overview



#### August 1<sup>st</sup>, 2019 - CIPE approval:

SATAP A4

Tern

Expiry: 2026
Terminal value: YES

ASTI-CUNEO A33

Expiry: 2031

**Terminal value: YES** 

#### **April 27th**, 2018 - European Commission approval:

SATAP A4

Expiry: 2030

**Terminal value: YES** 

ASTI-CUNEO A33 Expiry: 2030

**Terminal value: NO** 



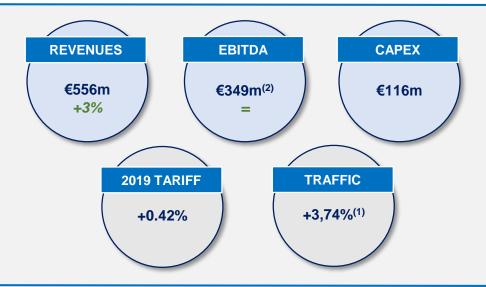
## **Italian concession figures**

ONE COMPANY ASTM & SIAS GROUP

3.1 Concessions



1H19



<sup>(1)</sup> Including Autovia Padana entered in SIAS consolidated perimeter on March, 1st, 2018

<sup>(2) &</sup>quot;Normalized" EBITDA: adjusted for EUR 7.4 million, it takes into account the effects of the advancement, to the first half, of maintenance works planned for the 2019 full year



# 3.1 Concessions



## **Brazilian portfolio**

Company	Concessions	Stake %	Km	Maturity	FY18 EBITDA (R\$m)	vs 2017
ECOVIAS DOS IMIGRANTES	San Paolo-Porto Santos	100%	177	Jun – 26	769	(3%)
ECOPISTAS	San Paolo- Vale do Rio Paraiba	100%	144	Jun – 39	199	+10%
ECOVIA CAMINHO DO MAR	Curitiba-Porto Paranagua	100%	137	Nov – 21	203	(6%)
ECOCATARATAS	Paranà-"Tripolborder"	100%	387	Nov – 21	221	+0%
ECOSUL	Pelotas-Porto Alegre-Porto Rio Grande	100%	457	Mar – 26	214	+11%
ECO101	Macuri/Ba- Rio de Janeiro border	100%	476	May - 38	95	+5%
ECOPONTE	Rio de Janeiro Noteroi-State of Rio de Janeiro	100%	23	May – 45	83	+9%
ECORODOANEL	San Paolo Northern Ring Road	100%	48	Dec – 50 <sup>(*)</sup>	-	-
MGO (ECO 050)	Minas Gerais Goias	100%	437	Jan – 44	-	-
ECO135	Montes Claros	100%	364	Jun – 48	-	-
Total			2,649			

<sup>(\*)</sup> Expiry date subject to review, based on the date the asset will be assumed



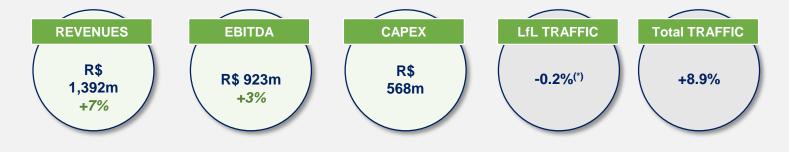
## **Brazilian Concessions Figures (EcoRodovias Group)**

ONE COMPANY ASTM & SIAS GROUP

3.1 Concessions







<sup>(\*)</sup> Excludes tolls for suspended axles in 2018 and the period from May 21 to June 3 during which traffic was affected by truckers' strike and toll collection at Eco 135 and Eco 050



3.2 Engineering Procurement Construction (EPC)



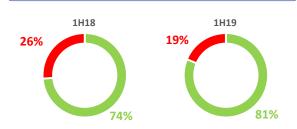
## **Itinera Group figures**

Key Figures	1H18	1H19
Revenues	247.0	464.0
Backlog <sup>(*)</sup>	€4.9bn	€4.6bn
EBITDA	5.1	15.5

Net debt <sup>(*)</sup>	+11.2	(70.5)

(\*) Compared to 31Dec18

#### **Captive** vs. **Non Captive** business





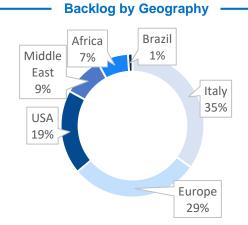
## Itinera Group - 30Jun19 backlog

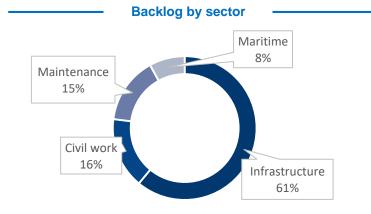
ONE COMPANY ASTM & SIAS GROUP

#### 3.2 Engineering Procurement Construction (EPC)



#### 30Jun19 backlog amounted to €4.6bn, of which 65% abroad and 35% in Italy









3.2 **Engineering Procurement** Construction (EPC)



## SINA & Euroimpianti: 1H19 Key Financial Figures

**SINA** 







**EUROIMPIANTI** 











## **Euroimpianti - Activities focus mainly on installation for external clients**

ONE COMPANY **ASTM & SIAS GROUP** 

3.2 **Engineering Procurement** Construction (EPC)



#### What we do

Installations for external clients (extra-captive)

Design of installations in the area of civil, commercial, industrial, energy efficiency, hospital installations, also in collaboration with Itinera

Global service and installations (captive)

Design, set up and global service of technological installations (electrical, thermal and mechanical and SCADA - Supervisory Control And Data Acquisition), to serve infrastructures

**Electrical** cabinets. services and public lighting

- Design and production of electrical cabinets
- Development and implementation of new technologies in the field of public lighting



## **Euroimpianti - Strategic guidelines**

ONE COMPANY ASTM & SIAS GROUP

#### 3.2 Engineering Procurement Construction (EPC)



Leverage our experience to expand business portfolio to new projects in civil, commercial, industrial, energy efficiency, hospital installations



Increase presence worldwide, taking advantage from Itinera expansion: last year, Euroimpianti has been awarded bids in Romania and France



Be leader in the evolution of installations for Smart Cities, developing the existing installations for future implementations





#### SINA - An internal engineering company represents a key asset for the ONE COMPANY

ONE COMPANY ASTM & SIAS GROUP

3.2 Engineering Procurement Construction (EPC)





#### **Top quality standards**

- Assurance of project design quality and standards
- Common engineering approach shared across Concessions
- Support to Concessions in the work externalization plan

#### Always on time

- Direct in-house awarding of engineering design dramatically reduces project timing
- In-house work supervision allows on-time delivery over externally-awarded contracts

#### Always on cost

- Support on contract management, to avoid claims by contractors
- Contractors' work supervision





## SINA strategic guidelines

ONE COMPANY **ASTM & SIAS GROUP** 

3.2 **Engineering Procurement** Construction (EPC)





Support the expansion of the Group with a focus on greenfield / yellowfield projects

Be Center of Engineering Competence for the Group's Concessions, specifically in terms of infrastructure monitoring and preservation, asset maintenance and continuous improvement, and technical support to the realization of the investment plans





## **Sinelec: 1H19 Key Financial Figures**

ONE COMPANY **ASTM & SIAS GROUP** 

3.3 **Technology** 









2nd

Best in class

Backlog



#### Activities focus on ITS, ICT and digital

ONE COMPANY ASTM & SIAS GROUP

3.3 Technology



To win in today's market ...





... and to be ready for the future







## ITS key competences and businesses

ONE COMPANY **ASTM & SIAS GROUP** 

3.3 **Technology** 





**End-to-end Technology Solution Provider** 



800 toll gates



+20 developers in R&D



11 Operational **Control Centers** 



€2B tolls/yr processed (500M vehicles/yr)

#### Infrastructure Maintenance and Monitoring

- Infrastructure monitoring (sensor, cameras)
- Winter operations support
- Weather data collection processing and dissemination

## **Electronic** tolling

- Gate automation
- Field equipment
- Vehicles identification and classification
- Enforcement solutions
- Operational backoffice systems



- Operational control center
- Traffic metering
- Data collection (sensors, cameras, radar)
- Data integration



- Automated Incident Detection
- Video surveillance
- Tunnel safety systems
- Weight in Motion
- SOS Coverage
- Variable Messaging systems
- ISO frequency radio coverage



- Pre-trip travel information (realtime flow condition,..)
- En-route driver information
- Smart parking
- Traveler information services





## **ICT** key competences

ONE COMPANY **ASTM & SIAS GROUP** 

3.3 **Technology** 





**Hybrid Cloud** enabled main **Data Center** 



19 managed IT infrastructures. +50 firewalls



+25 IT & **Application** specialist



3,000 managed workstations. +10,000 help desk calls/yr



2,000 Km **Optical fiber** network



Networking **Data Center** Hybrid Cloud infrastructures Value Added IT Services Cybersecurity



Planning, development and deployment of Group-wide Information systems: ERP, **Business Analytics and** governance Systems



Planning, development and deployment of Core Business IT platforms





3.3 **Technology** 



#### **Support Company Digitalization journey**







Harmonize and Innovate end-user experience

Improve Governance and increase efficiency

**Optimize performance and** increase competitiveness

**DIGITAL CORE SERVICES** 

**DIGITAL SOLUTIONS** FOR MANAGEMENT **AND SUPPORT PROCESSES** 

**DIGITAL SOLUTION FOR BUSINESS PROCESSES** 

- Platform as-a-service (Cloud)
- Unified Communication & Collaboration
- Wired and wireless connection for mobility workplace
- Cyber-security (Identity Management, Data Loss Prevention, ...)

- **Enterprise Risk Management**
- Corporate Performance Monitoring
- **Enterprise Resource** Planning (ERP)
- Centralized HR
- E-Procurement

- Integrated platform for project Management – BIM Ready
- IOT solution for Infrastructure and vehicles monitoring
- Al for continuous operations improvements
- V2X communication solution



## What we will do and where we will play in 2021

ONE COMPANY ASTM & SIAS GROUP

3.3 Technology







4

## **Strategic Updates**



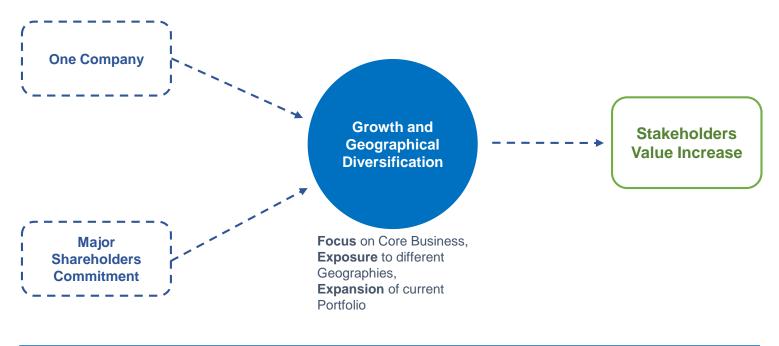


Strategic Updates



# **Key strategic drivers**

A diversified and synergic portfolio with 3 Business Units (Concession, EPC and Technology), covering the entire value chain: origination, financing, development, operations



#### **CREATING VALUE**



#### **Business Outlook**

ONE COMPANY ASTM & SIAS GROUP

4 Strategic Updates



Important track record in Italian concessions tenders and project originations (Milan ring road, Autovia Padana, Asti-Cuneo and Brebemi)



Company foreign development target:

- Growth in Brazil through Ecorodovias (+850km in 2018, through 2 awarded tenders and 1 acquisition)
- US greenfield projects through the know how in the EPC contractor with Itinera and Halmar



The subsidiary SINA plays a key role in **engineering**, **monitoring** and **improving** the useful life cycle of the infrastructures



Development of Sinelec strategic plan in the US market with a focus on toll collection systems and "Smart Road" technologies





4 Strategic Updates



**ITALY** 

#### **ENVIRONMENT**

- Low competition due to current situation of the main Italian operators
- Well-organized group with an integrated business model
- Deep knowledge of the Italian Market

#### **OPPORTUNITIES**

- Exploiting other opportunities (if coherent with our Group Strategy) arising from the current situation of the Italian infrastructure sector
- Re-awarding the expired concessions through tender process
- Chances to implement further projects in order to expand/improve the Italian infrastructures

#### **SATAP A4-ATCN A33 Cross Financing**

- EU Commission Approval was release on 27th April 2018
- Ministry of Infrastructure is committed to finalize the project in order to boost investments in the North-West of Italy
- ✓ Frequent interlocutions with MIT in the last months, directly with the Minister of Infrastructure
- CIPE final approval expected in the very next future in order to make effective the cross financing plan, according to new terms negotiated with the Grantor (in a condition of economic and financial equivalence vs. prior contract):
  - Duration of concessions provided for in the original contracts
  - Increase in the Terminal Value

**SITAF:** awaiting for the appointment of "ad-acta" commissioner in charge to tender 19% stake bought by ANAS from Città Metropolitana di Torino after the final decision of the Supreme Court ("Cassazione")



BRAZIL

#### Ecorodovias Concessões e Serviços' Rationale

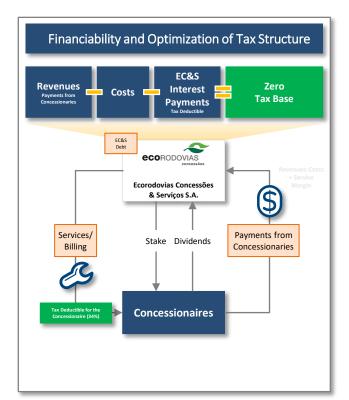
ONE COMPANY ASTM & SIAS GROUP

4 Strategic Updates



#### Financiability, Tax Optimization and Established "Plug-and-Play" Platform

Ecorodovias Concessões e Serviços, through its high level of financiability, allows Ecorodovias to optimize its tax structure





#### Note

1) MGO original workforce structure will have the HC reduced in 47 people after introducing complete Ecorodovias S&C structure



Strategic Updates





#### **ECORODOVIAS STAKE GROWTH (looking through IGLI-Primav)**



2016 Co-control acquisition 2017 Conversion Loan+Mkt acquisition (+5.7%)

2018 Mkt acquisition (+2.5%)

2019-2021

41.0%

46.7%

49.2%

Increase
ASTM value
through
Ecorodovias

A GREAT PIPELINE IN THE NEXT FIVE YEARS AS SHOWED FOLLOWING





### **BRAZIL**

### **Growth Opportunities - Federal and State Government highway concession programs**

ONE COMPANY **ASTM & SIAS GROUP** 

Strategic Updates



BR-364/365/GO/MG highway: Concession tenor: 30 years

Stretch: 437 km

Auction criteria: Minimum toll tariff

Capex: R\$2.0 billion

Estimated auction date: 2019

BR-101/SC highway:

Concession tenor: 30 years Stretch: 220 km

Auction criteria: Minimum toll tariff

Capex: R\$2.9 billion

Estimated auction date: 2019

BR-153/282/470/SC and SC-412:

Concession tenor: 30 years Stretch: 544 km

Estimated auction date: to be defined

Capex: R\$8.0 billion

BR-153/GO/TO:

Stretch: 851 km

Capex: R\$5.2 billion

Concession tenor: 30 years

Estimated auction date: to be defined

ERS-324 (Passo Fundo - Nova Prata)

Concession tenor: 30 years Stretch: 115 km

Auction criteria: Minimum toll tariff

Capex: R\$1.1 billion

Estimated auction date: to be defined

RSC-287 (Tabaí - Santa Maria) Concession tenor: 30 years

Stretch: 205 km

Auction criteria: Minimum toll tariff

Capex: R\$2.3 billion

Estimated auction date: to be defined

Concession tenor: 30 years

Stretch: 1,201 km

Auction criteria: highest upfront fee minimum to be

Capex: R\$9.0 billion

Estimated auction date: to be defined

Rodovia BR-116/RJ - Além Paraíba to BR-040:

Concession tenor: to be defined Stretch: 711 km

Capex: R\$7.9 billion

Estimated auction date: to be defined

Federal Government State Government

BR-364/MT/RO highway: Concession tenor: 30 years Stretch: 806 km Capex: R\$8.0 billion Estimated auction date: to be defined

Rodovia BR-040/MG/RJ - Juiz de Fora

to Rio de Janeiro:

Concession tenor: to be defined Stretch: 211 km

CAPEX: R\$2.6 billion

Estimated auction date: to be defined

Rodovia BR-116/RJ/SP (Dutra) - Rio de Janeiro to São Paulo:

Concession tenor: to be defined

Stretch: 635 km Capex: R\$11.0 billion

Estimated auction date: to be defined





BRAZIL

# Growth Opportunities - In 2017 the gross toll revenue from concession with expiry until 2022 was R\$ 6.5 billion

ONE COMPANY ASTM & SIAS GROUP

4 Strategic Updates



	Controlling Group	Concession	Granting authority	Expiry	Gross toll revenue (R\$ million)
9	Arteris	Centrovias	Artesp	Jun/19	401
6	Triunfo	Concer	ANTT	Oct/20	285
7	CCR	NovaDutra	ANTT	Feb/21	1,297
8	Invepar and others	CRT	ANTT	Mar/21	248
	AB Concessões	Triangulo do Sol	Artesp	Jul/21	484
	CCR	Rodonorte	Agepar	Nov/21	751
	Ecorodovias	Ecocataratas	Agepar	Nov/21	324
	Ecorodovias	Ecovia Caminho do Mar	Agepar	Nov/21	303
	Triunfo	Econorte	Agepar	Nov/21	226
	Queiroz Galvão and others	Viapar	Agepar	Nov/21	377
	Cartellone Inversiones S.A and others	Caminhos do Paraná	Agepar	Nov/21	348
	CCR	Renovias	Artesp	Jun/22	422
	CCR	Viaoeste	Artesp	Dec/22	1,047



USA



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Strategic Updates





2017

In July 2017, Itinera acquired 50% of Halmar International for \$60m and the control through the governance agreements signed by the shareholders



2018 - 2019

- 2018: backlog in the US market of c.€1.0bn
- 2019: Set up of new company with the purpose of evaluating any PPP concession projects and hired high skill professionals already operating



**Going forward** 

Development of PPP concession projects (East Coast)

U.S. infrastructure needs more than \$3.6tn in spending over the next decade, according to American Society of Civil Engineers (ASCE)

\$3.6tn

2016-2025 Infrastructure Funding =

\$2.2tn

**Funded** 

Unfunded



5

# **Appendix**

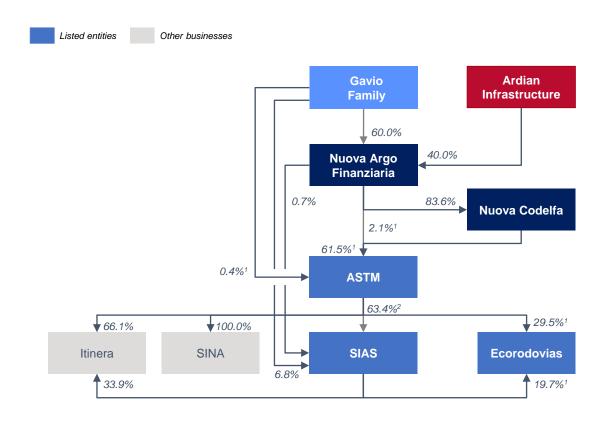




5. Appendix



# **Current simplified Group structure**



Note: Italian toll roads, Sinelec and Euroimpianti not included in representation

<sup>&</sup>lt;sup>1</sup> Refers to voting and economic rights, excl. treasury shares; <sup>2</sup> Incl. stake of SINA S.p.A. in SIAS



5. **Appendix** 



## **Conditions precedent**

#### Completion of the Merger is subject to non-occurrence of:

- the joint expert appointed pursuant to Article 2501-sexies of the Italian Civil Code issues a negative opinion regarding the fairness of the Exchange Ratio
- the Merger Plan is not approved by even just one of the Extraordinary Shareholders' Meet-ings of ASTM and SIAS within 28 February 2020
- the total outlay which ASTM would be obliged to make as a result of it exercising its Right of Withdrawal (as defined below) exceeds Euro 50 Million
- iv. ASTM does not come to hold 151,755,294 SIAS shares within the day before the signing date of the Merger deed, as a result of the VTO or of purchases outside the VTO in accordance with applicable law
- one of the Companies Participating in the Merger withdraws from the framework agreement due to the occurrence of a Material Adverse Event
- the signing of the Merger deed does not take place by 31 May 2020

#### Signing of the Merger deed conditional on the occurrence (or, where permitted, the waiver) of the following conditions:

- where required under the pro tempore applicable law, the issue of the opinion of equivalence or similar measure by CONSOB with reference to the information document relating to the Merger referred to in Art. 1, paragraph 5, letter. f) of Regulation (EU) 2017/1129 (the "In-formation Document");
- issuance by Borsa Italiana S.p.A. of the order of admission to trading on the "Mercato Telematico Azionario" of the ASTM shares issued to service the Merger
- (c) issuance of the consent to the Merger by the counterparties of some contracts relating to bank loans and hedging derivatives, which the Companies are parties to

It is specified that (1) the conditions referred to in the preceding paragraphs (iv), (vi) and (c) can be waived by ASTM and SIAS only by prior written consent of both Companies and (2) the condition referred to in the previous paragraph (iii) can be waived by ASTM.



5. Appendix



#### **Italian Network**







**Appendix** 



#### **Tariff formulas**

Concessionaire	Tariff formula	
Companies with "re-alignment" of the financial plan mechanism		
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 ± Xr + K	
SALT (A15)	$\Delta T = 70\%$ *CPI ± Xr + K	
ASTI CUNEO (A33)	$\Delta T = \Delta P \pm Xr + K$	

~ 65% of FY18 Toll Roads **EBITDA** 

Companies with "confirmation" of the financial plan mechanism

SALT (A12)	ΔT = 70%*CPI + K
ADF (A10)	ΔT = 70%*CPI + K
ADF (A6)	ΔT = 70%*CPI + K

~ 35% of FY18 Toll Roads **EBITDA** 

annual tariff increase ΔΤ

annual projected inflation rate as reported in the Italian Budget ΔΡ

determined every 5 years to remunerate the regulated invested capital at the end of each regulatory period Xr

determined every year to remunerate the investments performed during the previous year

actual inflation rate for the previous 12 months as reported by ISTAT

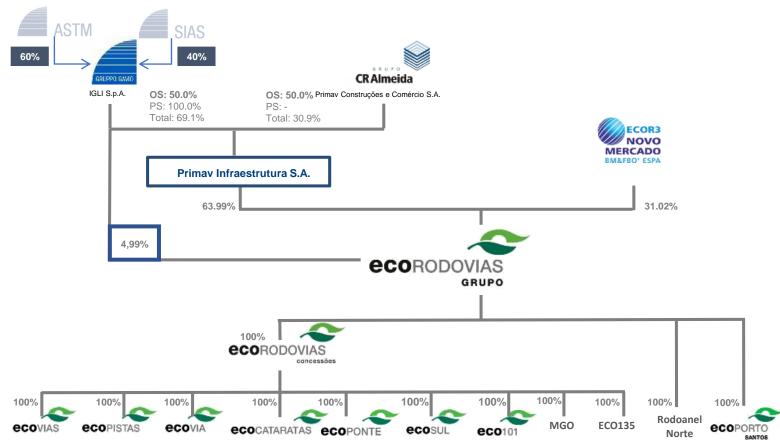
**βΔQ** quality factor (related to the status of road surface and the accident rate)



5. Appendix



# **Ecorodovias Group Structure**



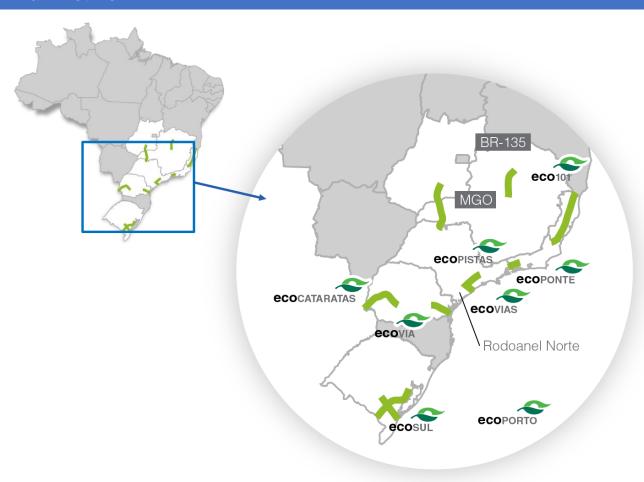


# **Brazilian Network**

ONE COMPANY ASTM & SIAS GROUP

5. Appendix









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