

FNM Group 9M 2024 RESULTS

15 November 2024



EMARKET SDIR

An integrated player in transportation and mobility in Northern Italy





Management of motorway infrastructure trough a concession expiring in 2028

- Highway from Milan to Serravalle Scrivia (A7 86Km)
- Milan West, East and North ring roads (A50 33Km, A51 29Km, A52 19Km)
- Pavia West ring road (A54 9Km) and Bereguardo-Pavia motorway link (A53 8Km)







Ro.S.Co & Services Leasing of rolling stock in the local public transport (LPT) and freight logistics sector (mainly to Trenord and DB Cargo Italia)

Corporate services to subsidiaries and management of its real estate assets

Development of complementary digital platforms according to MaaC paradigm



Owned trains











Railway Infrastructure Management of railway infrastructure in Lombardy on the basis of the concession expiring on 31 October 2060

Intermodal terminal management and real estate development in freight logistic sector



330 Km Railway Network









Road **Passenger Mobility**

LPT road transport in Lombardy (Province of Varese, Brescia and Como) and Veneto (Province of Verona)

Train replacement services for Trenord

Electric car-sharing service



Buses into service









Energy

Renewable energy production with 24 already operational plants

Multiple initiatives for photovoltaic and wind power plants in different stages of implementation

Structure with established expertise capable of managing all major stages of the value chain







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Key investments in Associates and Joint Ventures





JV with Trenitalia (50% stake) active in Rail Local Public Transport



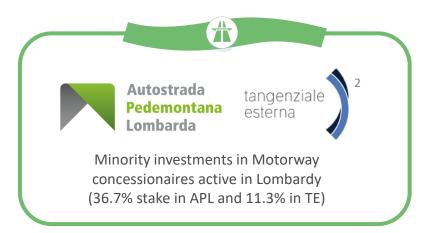




Mbility 30.8%)



JV with Deutsche Bahn (40% stake) active in Freight Rail Transportation







Overview

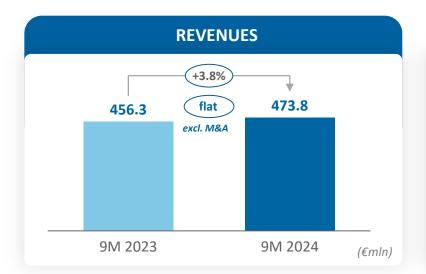
Economic & Financial Results

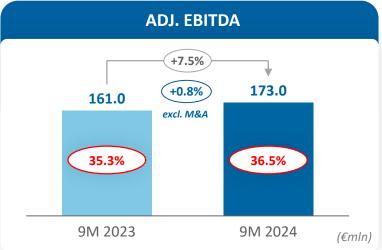
Outlook

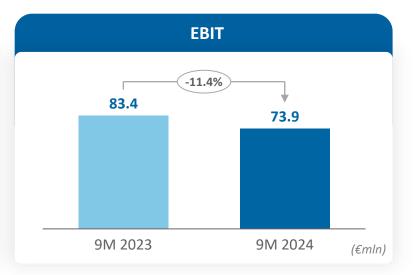
Appendix

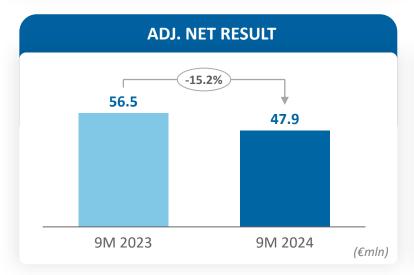


9M 2024 Financial Highlights – REPORTED¹

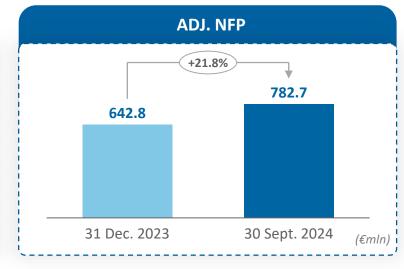










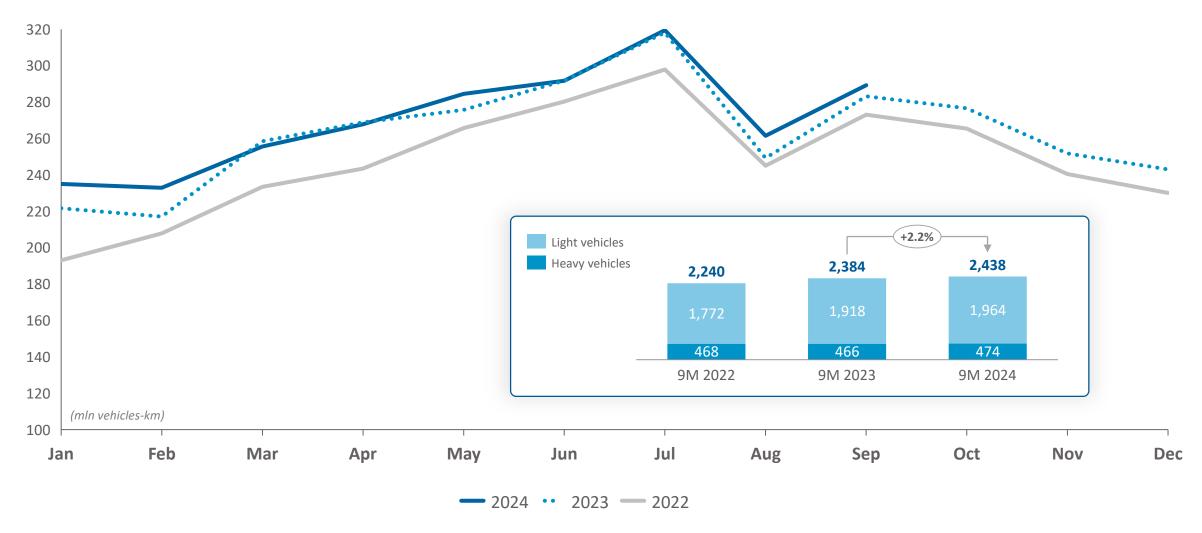




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Motorways - traffic trend on MISE network (vehicles-km)

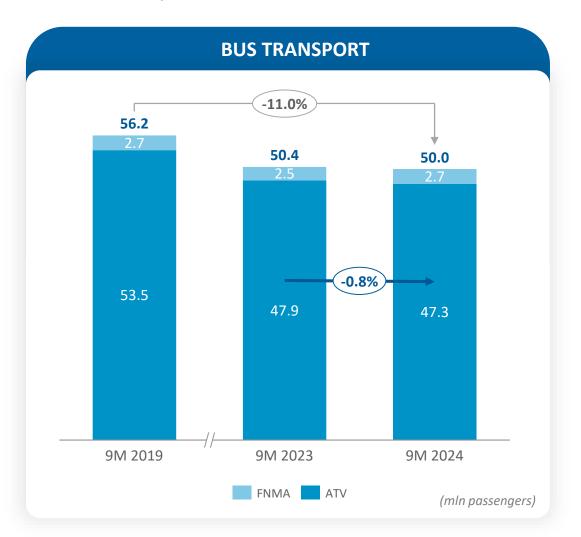
Traffic performance also benefits from the adjustment of the conventional mileage of the Northern Ring Road from March 2023

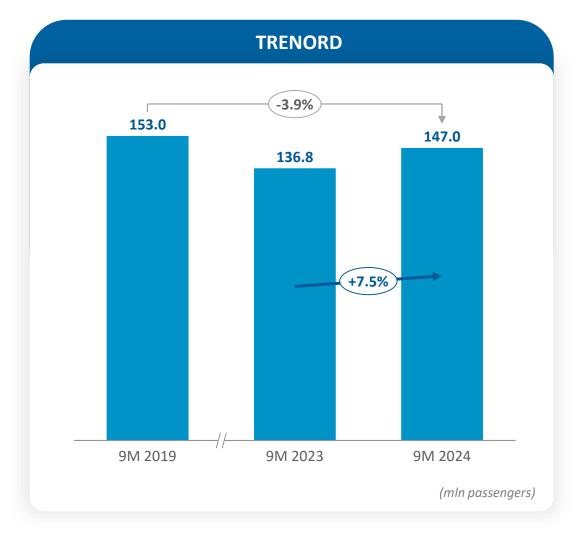




LPT - mobility demand for bus and rail transport (n. pax)

Demand recovery for Rail LPT continues, slow down in Road LPT especially for urban transportation and annual passes

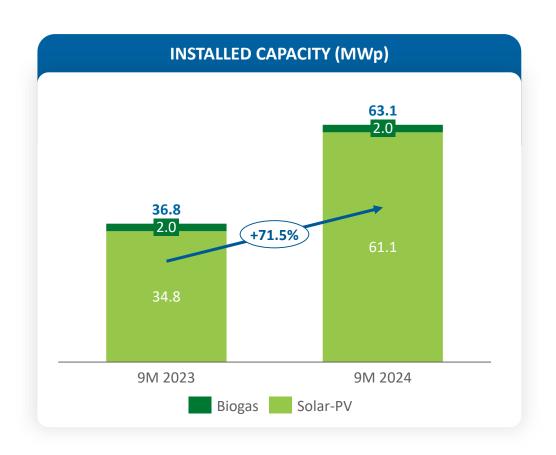


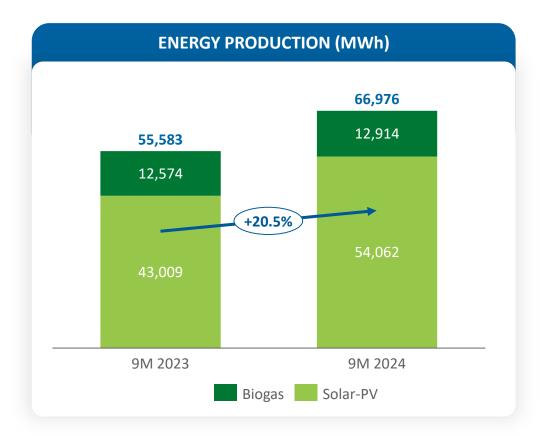




Renewable energy production

Production up thanks to new assets, despite low irradiance and power limitation on one new plant removed from March

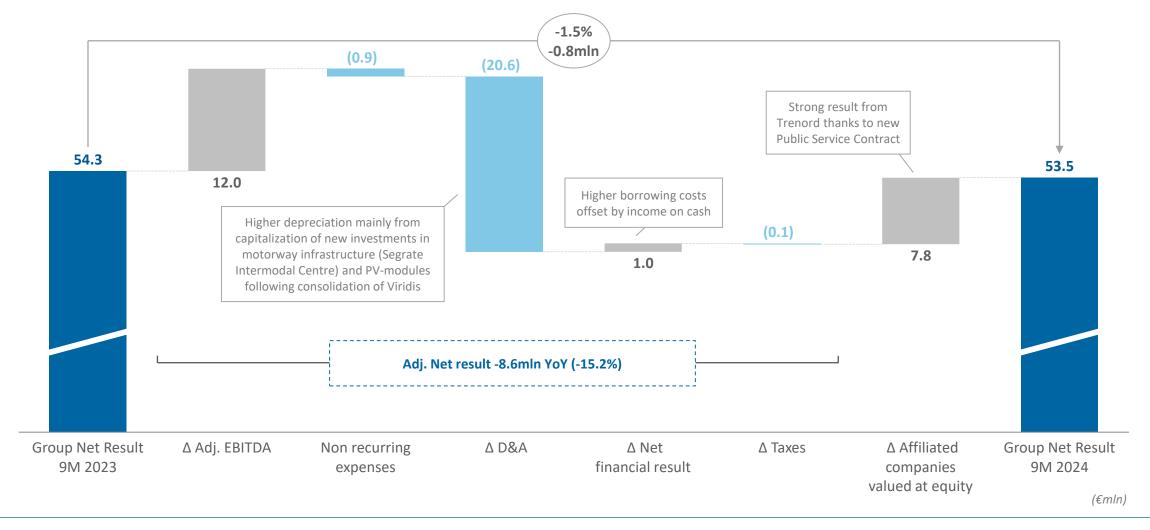






9M 2024 Group net result – REPORTED

Positive operating performance impacted by higher D&A, strong rebound of companies consolidated at equity



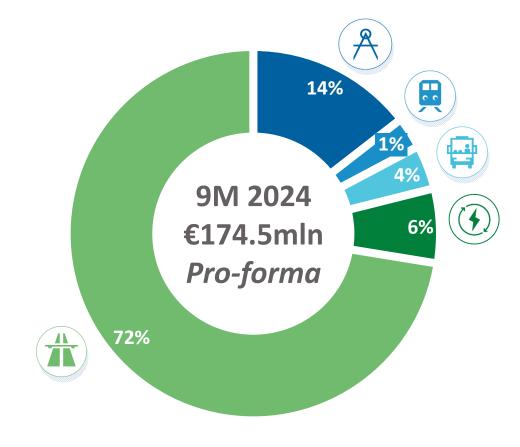


Adj. EBITDA evolution

Growth driven by good performance of motorways and Viridis acquisition

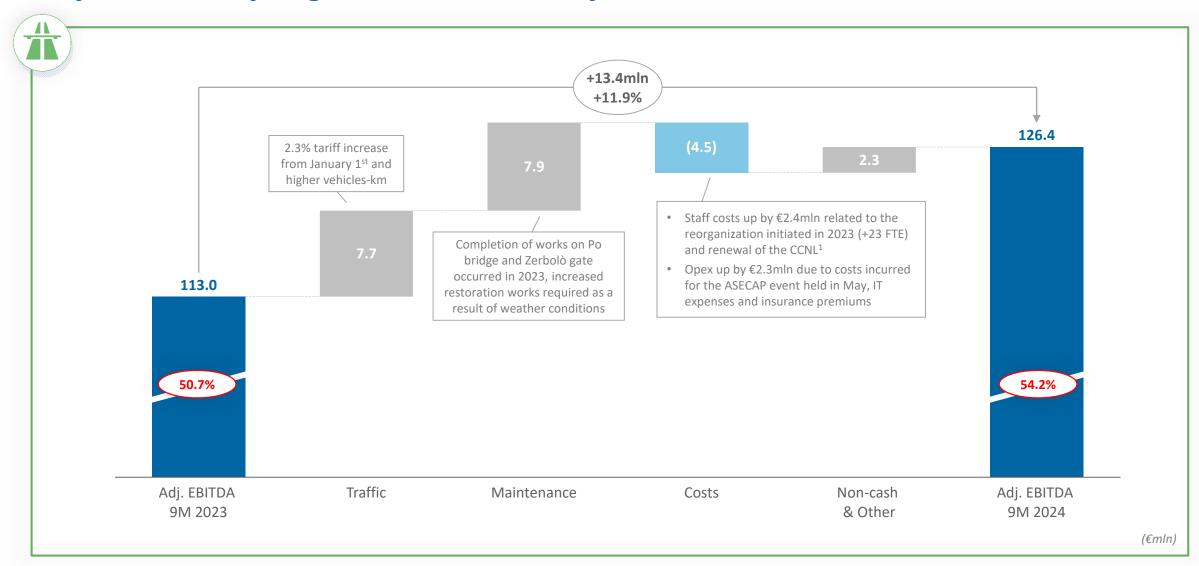
REPORTED				
9M 2023	9M 2024	Δ€	Δ%	
113.0	126.4	13.4	+11.9%	
33.9	25.3	(8.6)	-25.4%	
8.2	4.8	(3.4)	-41.5%	
5.9	6.7	0.8	+13.6%	
0.0	9.8	9.8	n.m.	
161.0	173.0	12.0	+7.5%	
	9M 2023 113.0 33.9 8.2 5.9 0.0	9M 2023 9M 2024 113.0 126.4 33.9 25.3 8.2 4.8 5.9 6.7 0.0 9.8	9M 2023 9M 2024 Δ€ 113.0 126.4 13.4 33.9 25.3 (8.6) 8.2 4.8 (3.4) 5.9 6.7 0.8 0.0 9.8 9.8	

PRO FOF	RMA ¹		
9M 2023	9M 2024	Δ€	Δ%
113.0	126.4	13.4	+11.9%
33.9	25.3	(8.6)	-25.4%
8.2	4.8	(3.4)	-41.5%
5.9	6.7	0.8	+13.6%
7.5	11.3	3.8	+50.7%
168.5	174.5	6.0	+3.6%
	9M 2023 113.0 33.9 8.2 5.9 7.5	9M 2023 9M 2024 113.0 126.4 33.9 25.3 8.2 4.8 5.9 6.7 7.5 11.3	113.0 126.4 13.4 33.9 25.3 (8.6) 8.2 4.8 (3.4) 5.9 6.7 0.8 7.5 11.3 3.8





Adj. EBITDA by segment – Motorways

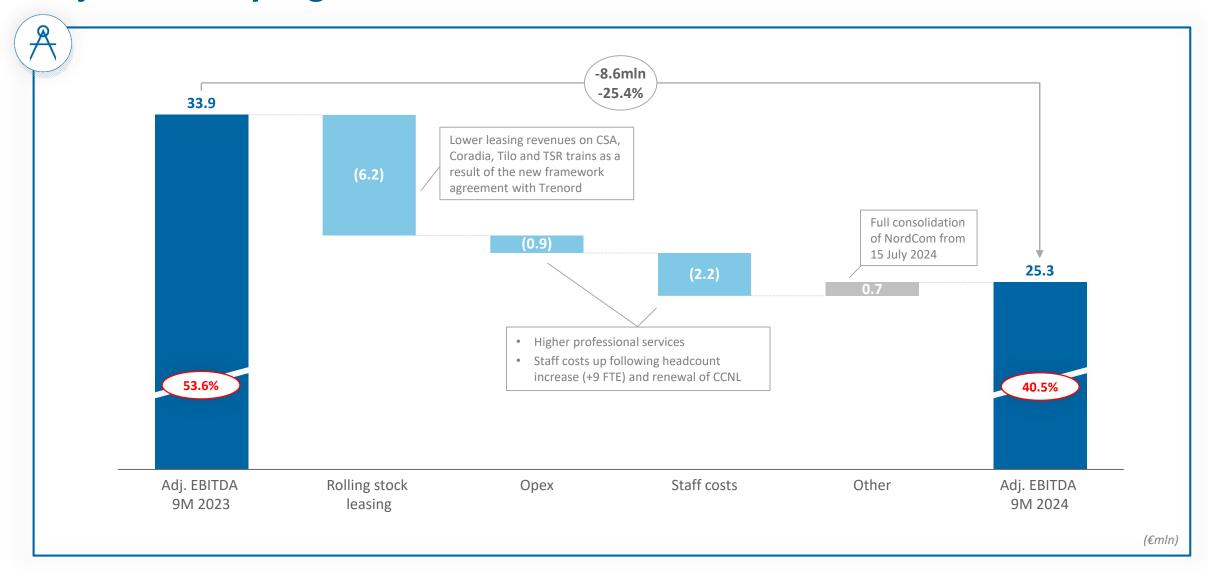








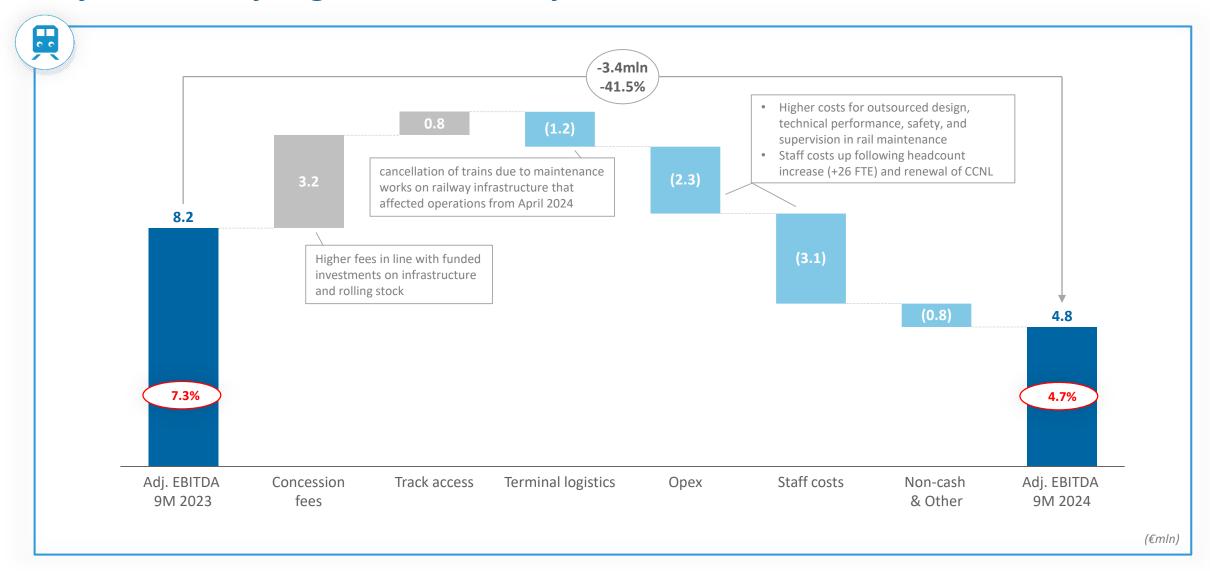
Adj. EBITDA by segment – Ro.S.Co. & Services





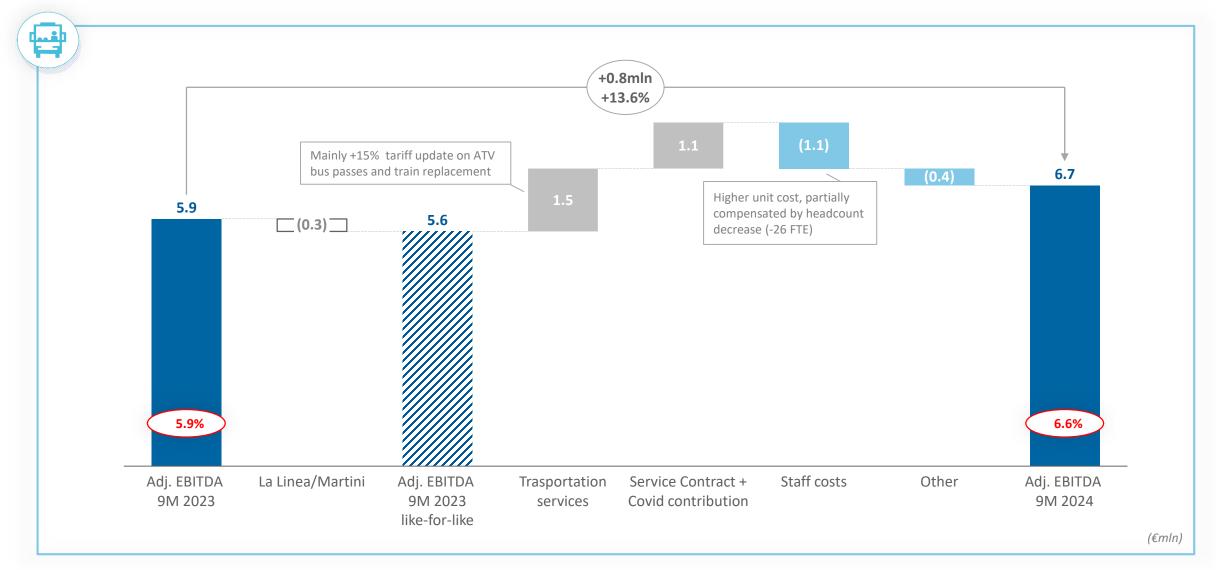


Adj. EBITDA by segment – Railway infrastructure





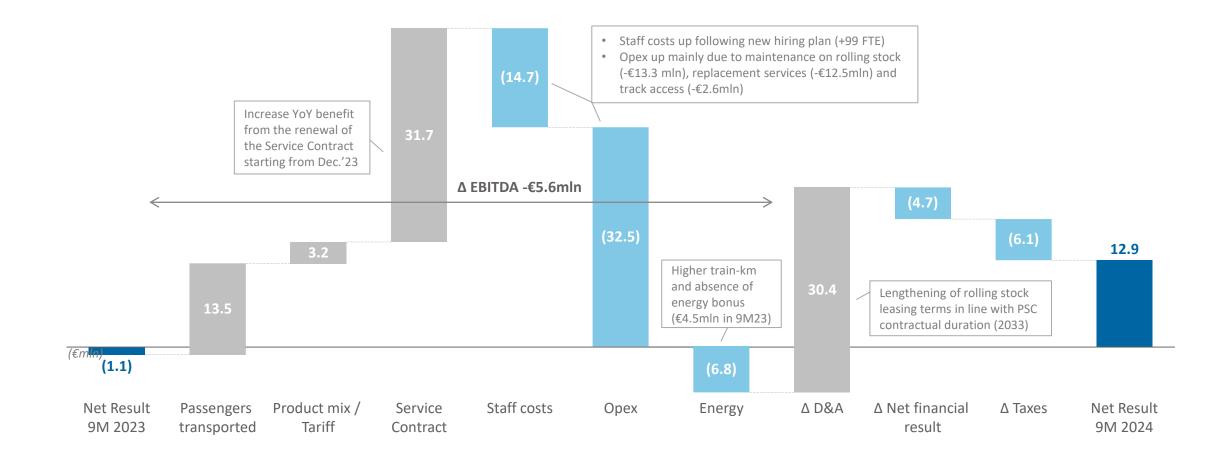
Adj. EBITDA by segment – Road passenger mobility





Associates & JV - Trenord

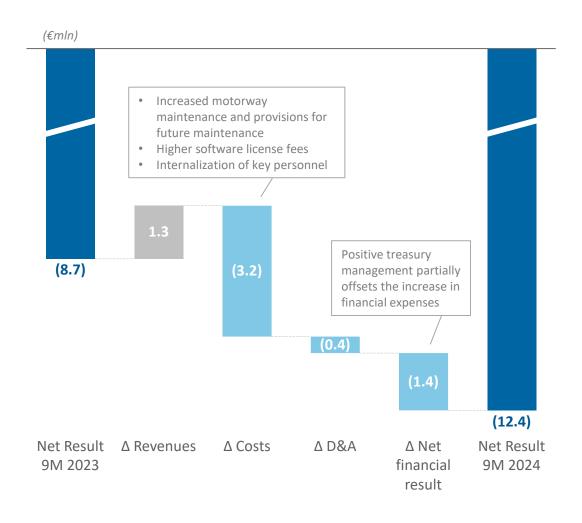
Traffic recovery and higher contribution from new Public Service Contract continue to drive positive results

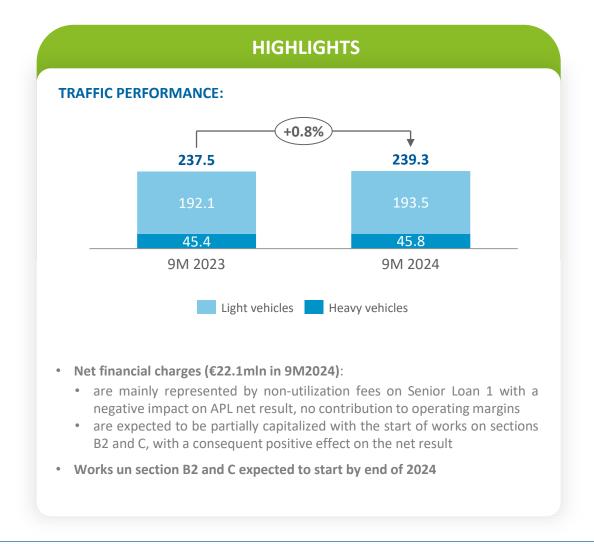




Associates & JV - APL

Operating activity impacting bottom line, still burdened by net interest expenses







9M 2024 Capex analysis

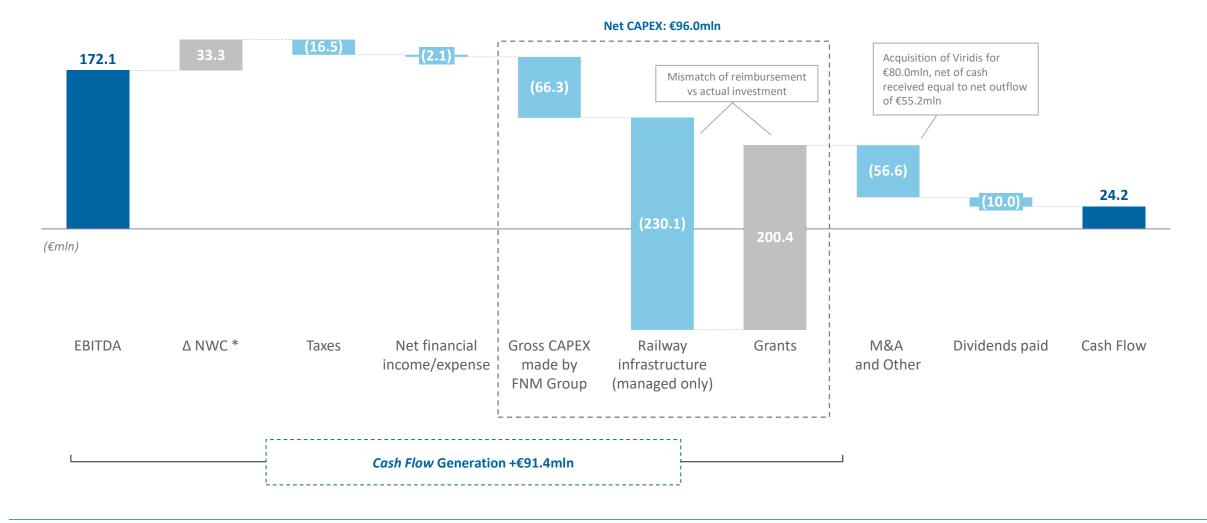
Investments mainly driven by rescheduling of works on motorway and delay in rolling stock deliveries/revamping of TAF trains

€ mln	9M 2023	9M 2024	Δ€	
Motorways	18,1	20.4	2.3	
Ro.S.Co. & Services	11.8	10.2	(1.6)	
Railway infrastructure	3.0	13.6	10.6	
Road passenger mobility	19.4	3.7	(15.7)	
Energy	0.0	18.4	18.4	
Gross CAPEX made by FNM Group	52.3	66.3	14.0	



Consolidated Cash Flow

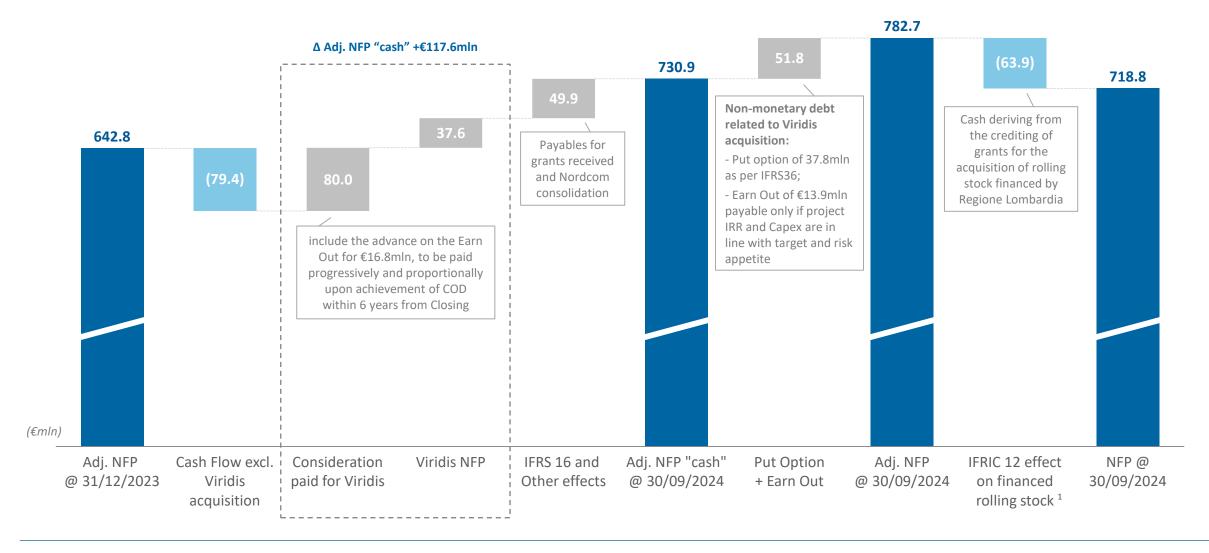
Cash flow impacted by Viridis acquisition, NWC and seasonality on crediting of grants on railway infrastructure





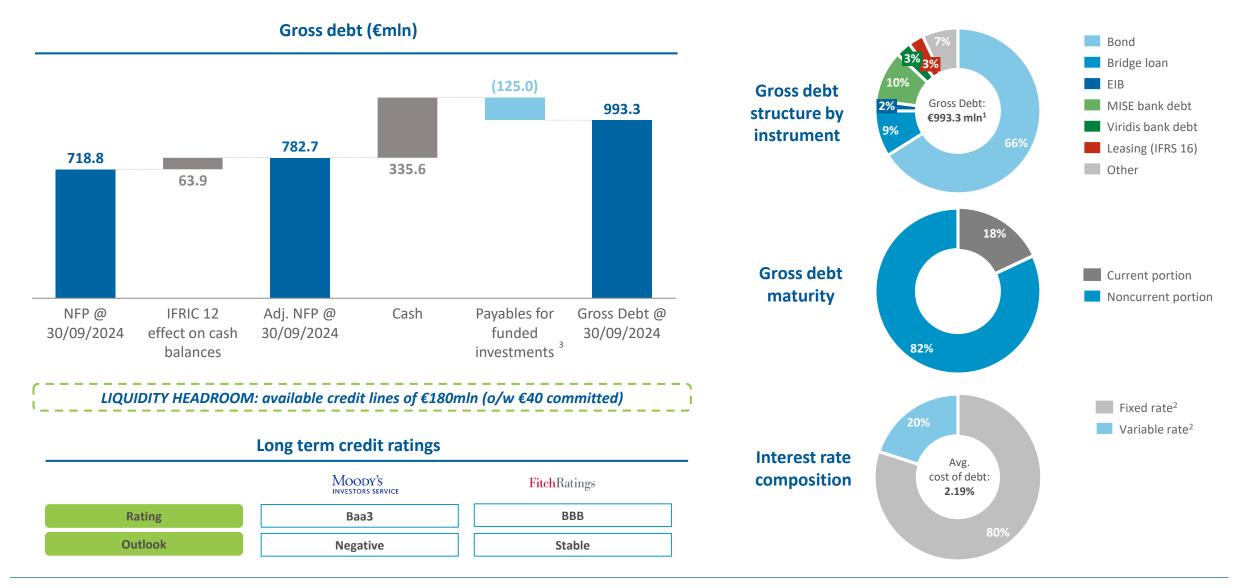
Net Financial Position evolution

Adj. NFP impacted by Viridis acquisition and accounting of the related non-monetary financial debt



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Gross debt composition at 30 September 2024



^{1 –} Excluding debt for funded investments for €125mln 2 – Only on bank debt and bond

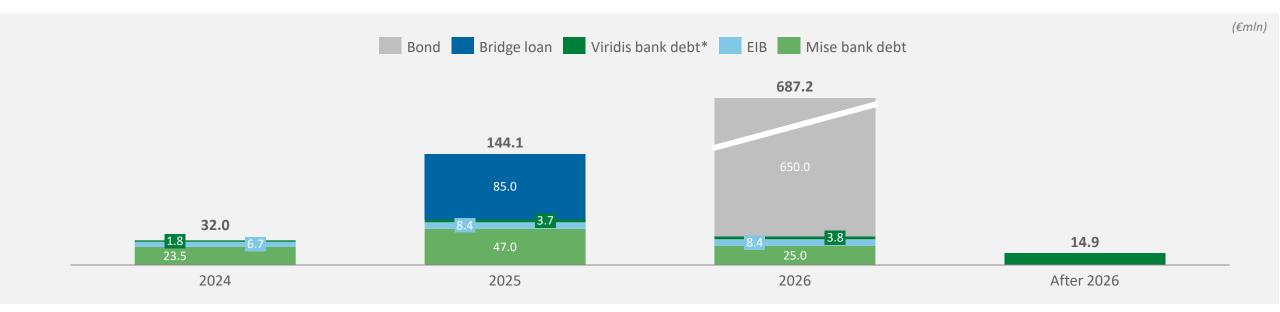


^{3 –} Include the surplus of grants for funded investments in railway infrastructure, rolling stock other than the «2017 – 2032 Programme» and motorway infrastructure collected ahead of the State of Work Progress accrued on such investments

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Maturity structure at 30 September 2024

Debt average life 1.9 years, in line with total assets structure







Overview

Economic & Financial Results

Outlook

Appendix

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FY 2024 Outlook

Guidance confirmed, with downward revision of Adj. NFP and investments

		OLD	NEW
73	Revenues	+1% - 5% YoY overall in line YoY excluding the acquisition of Viridis	
FY24 vs FY23	Adj. EBITDA	+5% - 10% YoY overall in line YoY excluding the acquisition of Viridis	
Targets FY	Adj. EBITDA Margin	Slightly improving vs 2023	
Financial Tar	Adj. NFP	at the bottom of the range €850-900mln Gross CAPEX in the range of €140-180mln	in the range €780-820mln Gross CAPEX in the range of €100-140mln
Fina	Adj. NFP / EBITDA	3.5x - 4.0x	at the bottom of the range 3.5x – 4.0x



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€ mln	9M 2023	9M 2024	Δ€	Δ%
Revenues from sales and services	443.1	427.5	15.6	+3.6%
Other revenues and income	30.7	28.8	1.9	+6.6%
Total revenues and other income	473.8	456.3	17.5	+3.8%
Operating costs	(169.4)	(174.7)	5.3	-3.0%
Personnel costs	(131.4)	(120.6)	(10.8)	+9.0%
Adj. EBITDA	173.0	161.0	12.0	+7.5%
Non-ordinary income (expense)	(0.9)	0.0	(0.9)	- %
EBITDA	172.1	161.0	11.1	+6.9%
Depreciation and amortization	(98.2)	(77.6)	(20.6)	+26.5%
EBIT	73.9	83.4	(9.5)	-11.4%
Net financial income (expense)	(7.2)	(8.2)	1.0	-12.2%
EBT	66.7	75.2	(8.5)	-11.3%
Income taxes	(18.8)	(18.7)	(0.1)	+0.5%
Adj. Net Profit (Loss)	47.9	56.5	(8.6)	-15.2%
Profit (Loss) of companies consolidated at equity	5.5	(2.1)	7.6	n.d.
Net Profit (Loss)	53.4	54.4	(1.0)	-1.8%
Minority interest in Net Profit (Loss)	(0.1)	0.1	(0.2)	n.d.
Group Net Profit (Loss)	53.5	54.3	(0.8)	-1.5%





€ mln	9M 2023	9M 2024	Δ€	Δ%
Revenues from sales and services	440.4	445.4	5.0	+1.1%
Other revenues and income	29.1	30.8	1.7	+5.8%
Total revenues and other income	469.5	476.2	6.7	+1.4%
Operating costs	(179.1)	(170.0)	9.1	-5.1%
Personnel costs	(121.9)	(131.7)	(9.8)	+8.0%
Adj. EBITDA	168.5	174.5	6.0	+3.6%
Non-ordinary income (expense)	0.0	(0.9)	(0.9)	-
EBITDA	168.5	173.6	5.1	+3.0%
Depreciation and amortization	(83.2)	(99.8)	(16.6)	+20.0%
EBIT	85.3	73.8	(11.5)	-13.5%
Net financial income (expense)	(10.1)	(5.8)	4.3	-42.6%
EBT	75.2	68.0	(7.2)	-9.6%
Income taxes	(18.7)	(18.8)	(0.1)	+0.5%
Adj. Net Profit (Loss)	56.5	49.2	(7.3)	-12.9%
Profit (Loss) of companies consolidated at equity	(2.1)	5.5	7.6	n.s.
Net Profit (Loss)	54.4	54.7	0.3	+0.6%
Minority interest in Net Profit (Loss)	0.1	0.2	0.1	n.s.
Group Net Profit (Loss)	54.3	54.5	0.2	+0.4%



Segment details – Motorways

€ mln	9M 2023	9M 2024	Δ€	Δ%
Toll revenues	203.8	212.3	8.5	+4.2%
Other revenues	18.9	20.9	2.0	+10.6%
Total revenues	222.7	233.2	10.5	+4.7%
Adj. EBITDA	113.0	126.4	13.4	+11.9%
Adj. EBITDA/Revenues %	50.7 %	54.2 %		
EBIT	67.3	66.7	-0.6	-0.9%

Segment details – Ro.S.Co. & Services

€mln	9M 2023	9M 2024	Δ€	Δ%
Rolling stock leasing	41.2	35	(6.2)	-15.0%
Other revenues	22.0	27.5	5.5	+25.0%
Total revenues	63.2	62.5	(0.7)	-1.1%
Adj. EBITDA	33.9	25.3	(8.6)	-25.4%
Adj. EBITDA/Revenues %	53.6 %	40.5 %		
EBIT	10.7	0.7	(10.0)	-93.5%



Segment details – Railway infrastructure

€mln	9M 2023	9M 2024	Δ€	Δ%
Public contracts and grants	64.6	67.8	3.2	+5.0%
Track access	19.2	20.0	0.8	+4.2%
Rolling stock leasing	15.4	0.0	(15.4)	-100.0%
Other revenues	13.9	13.7	(0.2)	-1.4%
Total revenues	113.1	101.5	(11.6)	-10.3%
Adj. EBITDA	8.2	4.8	(3.4)	-41.5%
Adj. EBITDA/Revenues %	7.3 %	4.7 %		
EBIT	6.6	2.8	(3.8)	-57.6%



Segment details – Road passenger mobility

€ mln	9M 2023	9M 2024	Δ€	Δ%
Public contracts and grants	36.0	37.1	1.1	+3.1%
Transport services	36.8	44.0	7.2	+19.6%
Other revenues	4.8	6.1	1.3	+27.1%
Total revenues	77.6	87.2	9.6	+12.4%
Adj. EBITDA	5.9	6.7	0.8	+13.6%
Adj. EBITDA/Revenues %	7.6 %	7.7 %		
EBIT	(1.2)	(1.2)	0.0	n.m.

Segment details – Energy

€ mln	9M 2023 PROFORMA	9M 2024 PROFORMA	Δ€	Δ%
Revenues from sale of energy	6.5	9.5	3.0	+46.2%
Other revenues	6.7	7.7	1.0	+14.9%
Total revenues	13.2	17.2	4.0	+30.3%
Adj. EBITDA	7.5	11.3	3.8	+50.7%
Adj. EBITDA/Revenues %	56.8 %	65.7 %		
EBIT	1.9	4.8	2.9	n.m.



Profit (Loss) of companies consolidated at equity

€/000	9M 2023	9M 2024	Δ€
Trenord S.r.l. *	(1,734)	6,444	8,178
Autostrada Pedemontana Lombarda	(963)	(1,893)	(930)
Tangenziali Esterne di Milano S.p.A. **	(1,539)	(1,539)	0
NORD ENERGIA S.p.A.	708	960	252
DB Cargo Italia S.r.l.	1,576	297	(1,279)
Omnibus Partecipazioni S.r.l. ***	133	1,195	1,062
NordCom S.p.A.	455	220	(235)
Busforfun.Com S.r.l.	(447)	0	447
Mbility S.r.l.	0	(131)	(131)
SportIT	(302)	(81)	221
Profit (Loss) of companies consolidated at equity	(2,113)	5,472	7,585

^{*} Including the Profit (Loss) of TILO SA

^{**} Including the Profit (Loss of Tangenziale Esterna S.p.A.

^{***} Including the Profit (Loss) of ASF Autolinee Srl



Profit (Loss) of companies consolidated at equity – TRENORD

€ mln	9M 2023	9M 2024	Δ€	Δ%
Ticketing revenues	282.3	298.9	16.6	+5.9%
Revenues from Service Contract	329.1	360.8	31.7	+9.6%
Other revenues and income	41.9	38.7	(3.2)	-7.6%
Total revenues and other income	653.3	698.4	45.1	+6.9%
Operating costs	(300.0)	(336.0)	(36.0)	+12.0%
Personnel costs	(220.2)	(234.9)	(14.7)	+6.7%
EBITDA	133.1	127.5	(5.6)	-4.2%
Depreciation and amortization	(126.2)	(95.8)	30.4	-24.1%
EBIT	6.9	31.7	24.8	n.m.
Net financial income (expense)	(6.2)	(10.9)	(4.7)	+75.8%
EBT	0.7	20.8	20.1	n.m.
Income taxes	(1.8)	(7.9)	(6.1)	n.m.
Net Profit (Loss)	(1.1)	12.9	14.0	n.m.



Profit (Loss) of companies consolidated at equity – APL

€ mln	9M 2023	9M 2024	Δ€	Δ%
Toll revenues	33.2	34.1	0.9	+2.7%
Other revenues and income	4.2	4.6	0.4	+9.5%
Total revenues and other income	37.4	38.7	1.3	+3.5%
Operating costs	(12.4)	(14.6)	(2.2)	+17.7%
Personnel costs	(8.1)	(9.1)	(1.0)	+12.3%
EBITDA	16.9	15.0	(1.9)	-11.2%
Depreciation and amortization	(4.4)	(4.8)	(0.4)	+9.1%
EBIT	12.5	10.2	(2.3)	-18.4%
Net financial income (expense)	(20.7)	(22.1)	(1.4)	+6.8%
EBT	(8.2)	(11.9)	(3.7)	n.m.
Income taxes	(0.5)	(0.5)	0.0	- %
Net Profit (Loss)	(8.7)	(12.4)	(3.7)	n.m.



Consolidated Balance Sheet

€ mln	30/09/2024	31/12/2023	Δ€
Inventories	18.2	13.4	4.8
Trade receivables	154.6	171.0	(16.4)
Other current receivables	115.0	95.9	19.1
Current financial receivables	1.2	3.3	(2.1)
Current contractual assets	44.9	10.2	34.7
Financed investment receivables	82.8	49.2	33.6
Trade payables	(263.4)	(220.2)	(43.2)
Other current payables and current provisions	(168.7)	(152.1)	(16.6)
Operating Net Working Capital	(15.4)	(29.3)	13.9
Other receivables - Rolling stock 2017-2032	8.4	41.2	(32.8)
Financed investment receivables - Rolling stock 2017-2032	169.0	161.6	7.4
Trade payables - Rolling stock 2017-2032	(238.0)	(293.5)	55.5
Net Working Capital for Financed Investments	(60.6)	(90.7)	30.1
Total Net Working Capital	(76.0)	(120.0)	44.0
Fixed assets	980.7	808.5	172.2
Equity interests	170.6	173.7	(3.1)
Non-current receivables	150.2	189.3	(39.1)
Non-current liabilities	(34.2)	(36.7)	2.5
Provisions	(77.5)	(88.8)	11.3
Assets (Liabilities) held for sale	0.0	0.0	0.0
NET INVESTED CAPITAL	1,113.8	926.0	187.8
Equity	395.1	376.2	18.9
Adjusted Net Financial Position	782.7	642.8	139.9
Net Financial Position for Funded Investments (Cash)	(64.0)	(93.0)	29.0
Net Financial Position	718.7	549.8	168.9
TOTAL SOURCES	1,113.8	926.0	187.8





€ mln	30/09/2024	31/12/2023	Δ€
Cash and bank deposits	(335.6)	(302.3)	(33.3)
Current financial debt	280.2	178.0	102.2
Current Net Financial Position (Debt/-Cash)	(55.4)	(124.3)	68.9
Non-current financial debt	838.1	767.1	71.0
Adj. Net Financial Position	782.7	642.8	139.9
Net Financial Position for funded investments (Debt/-Cash)	(64.0)	(93.0)	29.0
Net Financial Position	718.7	549.8	168.9
o/w IFRS 16 Leases	28.6	20.9	7.7

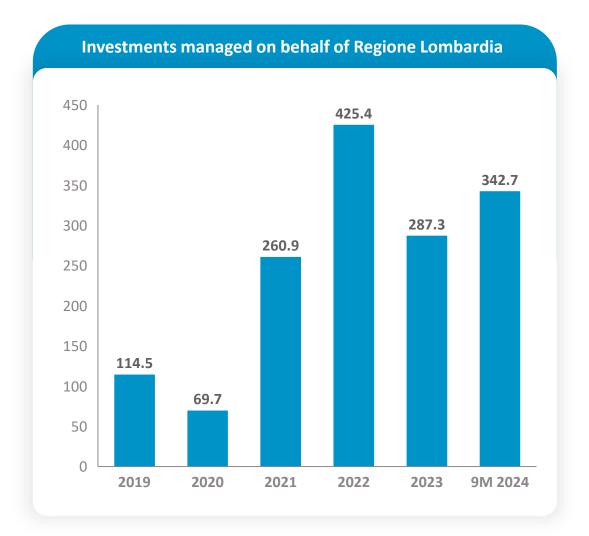


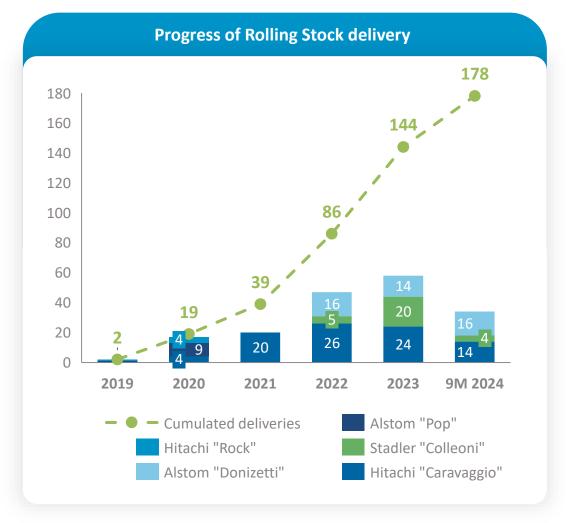


€ mln	9M 2023	9M 2024	Δ€
Motorways	18.1	20.4	2.3
Ro.S.Co. & Services	11.8	10.2	(1.6)
Railway infrastructure	3.0	13.6	10.6
Road passenger mobility	19.4	3.7	(15.7)
Energy	0.0	18.4	18.4
Gross CAPEX made by FNM	52.3	66.3	14.0
Railway infrastructure (managed only)	111.7	230.1	118.4
Total Gross CAPEX	164.0	296.4	132.4
Public contributions - Road passenger mobility	4.1	9.7	5.6
Public contributions - Railway infrastructure	113.0	188.3	75.3
Public contributions - Motorways	8.9	2.4	(6.4)
Net CAPEX	38.1	96.0	57.9

EMARKET SDIR CERTIFIED

Rolling Stock Purchase Programme for Regione Lombardia¹









Shareholders and share performance

Share price @ 14-nov-24: €0,42

FNM S.p.A. vs. Major Indexes
Indexed Price Performance
Price (Indexed to 100)



Share capital profile

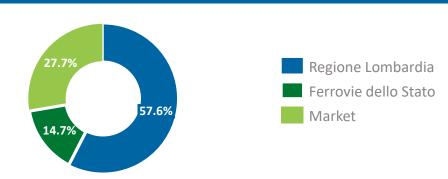
Market capitalization @ 14-nov-24: €180,5 mln

N. of shares 434.9 mln

Average traded volumes (last 30 days) 112.846 orders

Share price change -8,2% YTD

Shareholders' structure





Glossary



- Adjusted EBITDA: it is represented by EBITDA (earnings for the year before income taxes, of the other financial income and expenses, of depreciation, amortization and impairments of fixed assets), excluding non-ordinary expenses and income, such as: (i) income and expenses deriving from restructuring, reorganization and business combination; (ii) clearly identified income/expenses not directly referred to the ordinary performance of the business; (iii) in addition to any income/expenses deriving from significant non-ordinary events and transactions as defined by Consob communication DEM6064293 of 28/07/2006.
- Adjusted EBITDA Margin: the percentage of Adjusted EBITDA over total revenues.
- Adjusted Net Result: Net Profit (Loss) before recognition of the result of companies consolidated using the equity method
- Adjusted NFP: it is represented by the Net Financial Position (NFP) including cash and cash equivalents and all financial liabilities, restated excluding only cash and current payables related to financial investments made in accordance with Regione Lombardia's "Rolling Stock purchase programme 2017-2032", with the aim of sterilizing the timing effects of contributions collection and payments made to suppliers, recognized in accordance with IFRIC 12.
- Rolling Stock Purchase Programme 2017-2032: On behalf of Regione Lombardia Ferrovienord is engaged in purchasing, managing, maintaining and storing new rolling stock, to be allocated to railway companies holding a service contract with the Region, with a commitment to complete the supplies by 2025. The rolling stock supply programme is covered with funds allocated by Regione Lombardia, including charges to be corresponded to Ferrovienord for the anticipation and general management costs of the order set to 1% of the train supply contract amounts (see FNM 2022 Annual Report for further details).
- Gross CAPEX made by FNM: fixed asset and software additions, excluding investments on railway infrastructure managed on behalf on Regione Lombardia as by Programme Agreement. The balance between cash capital investments shown in the Financial Statements and Gross CAPEX is mainly represented by changes in account payables/advances to suppliers, which are reconciled under net working capital for purposes of this presentation.
- Net CAPEX: Gross CAPEX after deducting public contributions related to the acquired assets, including investments on railway infrastructure managed on behalf on Regione Lombardia as by Programme Agreement. Capital grants received mainly from Regione Lombardia, Regione Veneto and Ministry of Transport (MIT) typically relate to the funding of capital investments managed by the Group for third parties or in conjunction with regulated activities. These cash flows are classified as investing activities, and accordingly reduce the overall cash outflow.



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