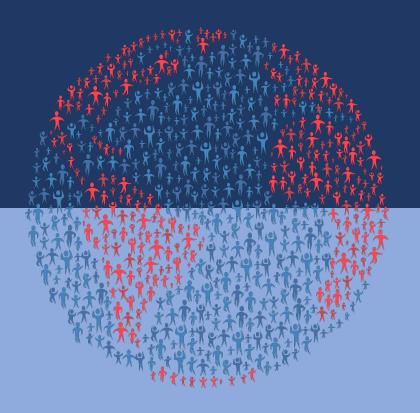


# Being Global



#### Agenda



- Four transactions in a row, five in progress:
  Outline of recent transactions and on-going tenders
- Our platform to growth in South America:
  The EcoRodovias transaction
- Growth ability even in a challenging environment: SITAF's success and the upcoming opportunities
- H1 2020, strong reaction with improving outlook: Traffic update & expected financial trends
- 5 Appendix

### 1

# Four transactions in a row, five in progress

Outline of recent transactions and on-going tenders



# Overview of recent transactions and on-going tenders



### **ASTM**

## Acquisition of SITAF, EcoRodovias Transaction, Disposal of A7 Serravalle, and five on-going tenders in Italy, Norway, and the USA

#### **Transactions completed**

#### **Asti-Cuneo cross-financing approval**



May 14<sup>th</sup>, 2020: The CIPE (Interministerial Economic Planning Committee) approved the updating/revision of the concession relationships and the PEFs (Economic and Financial Plans) of the companies SATAP S.p.A. A4 Milano-Torino Stretch and Asti-Cuneo S.p.A., which will be both involved in a cross-financing operation aimed at completing the construction work on the A33 Asti-Cuneo motorway.

#### Sitaf consolidation



July 23<sup>rd</sup>, 2020: ASTM Group was provisionally awarded the tender for the acquisition of the 19.347% stake in the share capital of SITAF (Società Italiana Traforo Autostradale del Frejus), bringing it to a 67.22 % total, direct and indirect, share capital holding.

#### Milano-Serravalle stake disposal



July 29th, 2020: ASTM Group sold the 13.6% stake in the share capital of MI-SE (A7)

#### EcoRodovias consolidation of the control



July 30<sup>th</sup>, 2020: ASTM Group entered into a certain dissociation agreement with Primav Construções to reorganize their equity stake held in EcoRodovias and, ultimately, to capitalize EcoRodovias. As a consequence of the transactions contemplated by the Agreement it is expected that ASTM Group will consolidate the control over EcoRodovias.

#### **On-going tenders**



Norway - Sotrasambandet Bridge RV555



Brazil - Nova Dutra



Georgia – USA: SE400 Express Lane



Brazil - Santos New Bridge



Maryland – USA: Capital Beltway



Italy - ATIVA / A21 - A12/A10

# Overview of recent transactions and on-going tenders

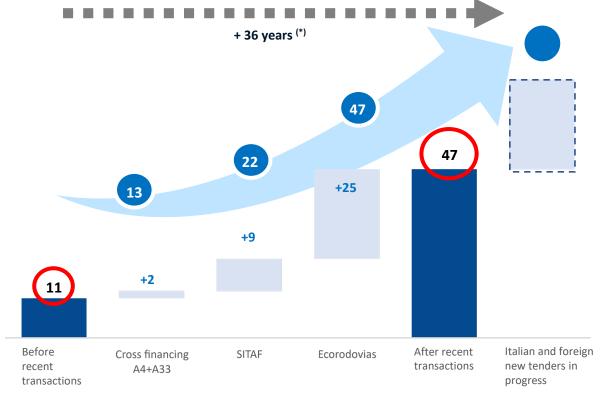




#### New transactions: concessions average duration increased

#### New transactions allow:

- Concessions average significant duration increasing
- EBITDA increasing



(\*) Calculated as a multiplier of EBITDA of the concessions sector for the ASTM Group as at 31 December 2019 and €/R\$ at 4.5157

#### Recent transactions impact on ASTM 2019 pro-forma (1) key figures

# ASTM 2019 pro-forma figures

Including recent transactions







2

### Our platform to growth in South America

The EcoRodovias transaction



# The EcoRodovias transaction



The transaction consolidates the control of EcoRodovias to ASTM...

... unlocking value, opportunities to unleash synergies and generate upsides for the next years

- Reorganization: ASTM Group as direct shareholder of EcoRodovias
  - Primav capital increase fully subscribed by ASTM Group to refund outstanding debt (currently R\$ 850m)
  - Partial spin-off of Primav transferring of EcoRodovias and Vem ABC shares to ASTM Group
- EcoRodovias Capitalization: Public offering of newly issued shares up to R\$1.8bn
  - ASTM Group is committed to subscribe an aggregate amount of R\$1.2bn
  - ASTM Group has a priority right to subscribe and/or acquire on the market sufficient shares to reach a 51% stake, consolidating the control of the Company



- Integrate EcoRodovias in the ASTM "One Company" model, improving its operational efficiency, development effectiveness, managerial standards and internal procedures
- Simplify group structure
- Allow EcoRodovias to maximize funding availability to seize upcoming opportunities
- Consolidate role to capture the positive outlook of the Brazilian market

Significant upsides

- Improve ASTM Group profitability and concessions' average duration
- Enhancement of EcoRodovias value perception in ASTM Group evaluation
- Strengthening to participate in the toll road privatization program that includes 13 concessions to tender by 2022, incl. the wealthy and growing Sao Paulo and Rio states

FX risk already hedged with a saving of circa Eur10m<sup>(1)</sup> thanks to an average cross-currency EUR/BRL @ 6,17

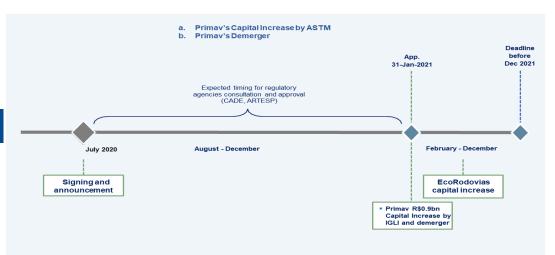


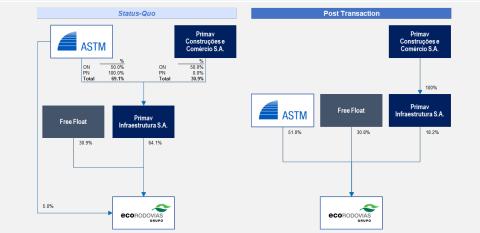
#### Brazilian market brings new opportunities to grow

Brazil snapshot



Group structure simplification





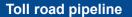


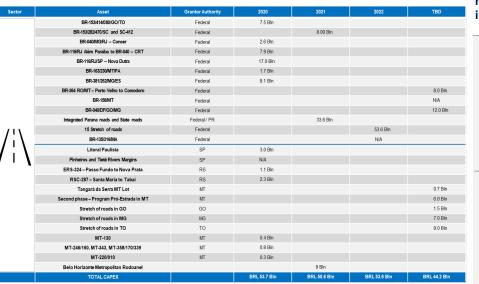
#### Brazilian market brings new opportunities to grow

Execution timing to be ready ...

... to caught new opportunities

## Brazil snapshot





Reference market of EcoRodovias presents a relevant pipeline in which the Company can invest fresh resources from the Follow-on

FEDERAL ROADS

- Timing 2020-2022
- 13 projects (o/w 4 re-auctions)
- Amount R\$ 161 bn

STATE ROADS

- Timing 2020-2022
- 13 projects (o/w 9 re-auctions)
- Amount R\$ 40 bn

In the mid/long-term, Brazilian market fundamentals are expected to continue to be interesting and additional investments, for improving infrastructure performances, will be required





3

# Growth ability even in a challenging environment

SITAF's success and the upcoming opportunities





SITAF

#### The acquisition of the absolute majority stake of SITAF has a strong strategic rationale...

The acquisition of the absolute majority stake in SITAF...

T4 - Frejus Tunnel: 13km



A32 Motorway: 73Km (Torino – Bardonecchia)



Maturity: 2050



Revenues: 2019: €276m



... presents opportunities to unleash synergies and generate upsides for the next years

**Strategic** rationale

- Strengthening as leading motorway operator in **North-Western Italy**
- Extending average concession duration by 9 years(1)
- Ensuring stable tariff scheme
- Unlocking significant synergies through ASTM "One Company" model
- Rationalizating SITAF's subsidiaries operating in the O&M, Technology and Engineering
- Optimizing of SITAF debt-structure and centralization of treasury activities

**Significant** upsides

- Frejus 2nd tunnel, expected for next year, leading to increase in safety and traffic capacity coupled with the shortening of the waiting times
- **Expected closure of the alternative route, for** significant long period, conveying additional traffic, persistent drag effect
- Enhancement of relationship with by SFTRF, considering potential future privatization

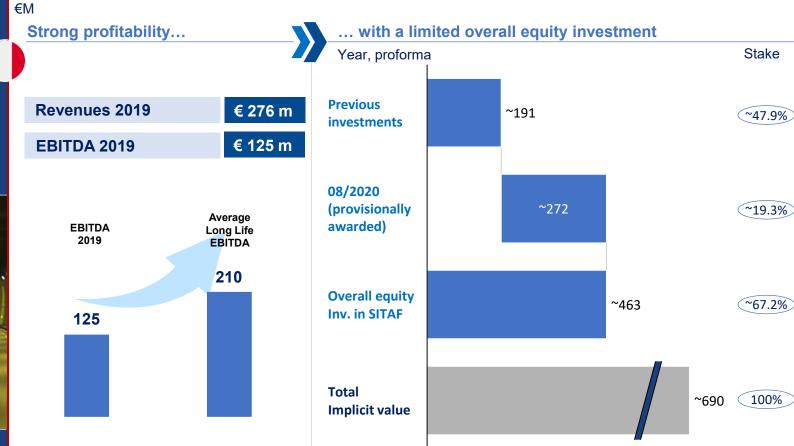
On July 23rd 2020, ASTM was provisionally awarded the tender for the acquisition of the 19.347% stake in the share capital of SITAF, bringing it to a 67.22% total, direct and indirect, share capital holding





#### ...and will generate significant profitability with a limited overall equity investment







## Mi-Se 13,6% stake disposal



## The Milano-Serravalle minority stake disposal demonstrates the ability of the Astm Group in asset and capital rotation



Sale @ € 3,50 ps vs € 2,70 ps Book Value

Total consideration of €86m



#### **Disposal strategic rationale**

- Minority stake with no governance
- Zero synergies for Astm Group
- Limited residual maturity of A7concession
- Large expected to be funded capex plan on Pedemontana Lombarda expected to be funded by Mi-Se shareholders
- Ability to generate a capital gain of circa €20m
- Cash-in of €86m to deploy in more strategic and synergic growing assets



### The other on-going tenders in Italy represent an opportunity for ASTM, both in case of contract award or residual value cash-in

#### Other ongoing bids in Italy





#### **BASE TENDER CONDITIONS:**

- Currently operated by ASTM
- Concession value estimated at €2 bn
- Investiments value, including terminal value, at €1.2 bn
- Duration: 12 years
- Concession awarded at the best economic bid
- WACC: 7.23% (nominal pre-tax)

- Currently operated by ASTM
- Concession value estimated at €2.5 bn
- Investiments value, including terminal value, at €1.6 bn
- Duration: 12 years
- Concession awarded at the best economic bid
- WACC: 7.01% (nominal pre-tax)



#### **ASTM** has pre-qualified for PPP in: Norway, Georgia and Maryland

# Worldwide upcoming opportunities





#### **Client:**

Statens Vegvesen and Nye Veier

#### **Contract value:**

€900 million

#### **Bid timeline:**

First offer by Dec 18<sup>th</sup> 2020, contract signing by Nov 2021

#### **Project structure:**

7 years of construction and 25 years of O&M

#### **Concession type:**

Availability payment, O&M, no traffic risk



#### Client:

Georgia Department of Transportation (GDOT)

#### **Contract value:**

\$1,300 million

#### **Bid timeline:**

Offer by Mar 2021, contract signing by end of 2021

#### **Project structure:**

5 years of construction and 35 years of O&M

#### **Concession type:**

Availability payment P3 DBFM Express Lane contract with the state retaining toll operations and revenue risk



#### **Client:**

Maryland Department of Transportation (MLDOT)

#### **Contract value:**

\$3,000 million

#### **Bid timeline:**

Offer by Feb 2021, contract signing by end of 2021

#### **Project structure:**

4 years of construction and 46 years of O&M

#### **Concession type:**

Traffic and revenues risk P3
DBFM Managed Lane contract



4

# H1 2020, strong reaction with improving outlook

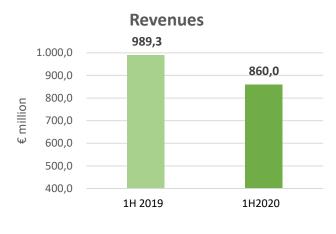
Traffic update & expected financial trends

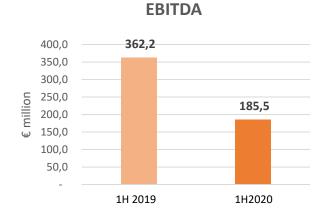


#### **ASTM Group financial highlights**

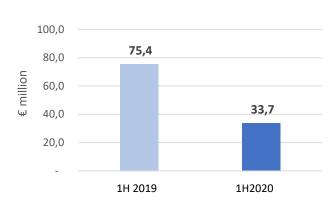
#### **ASTM Group**



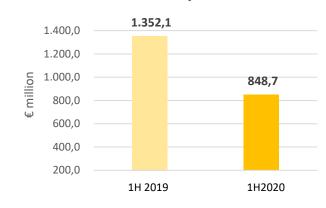








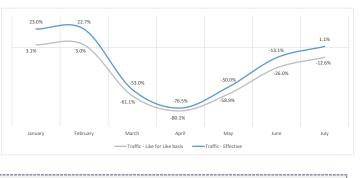
#### **Net financial position**





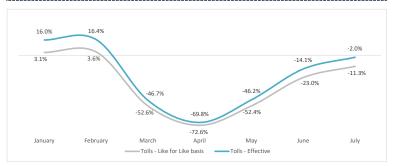
#### **ASTM** Italian traffic evolution

# Traffic and toll-roads revenues

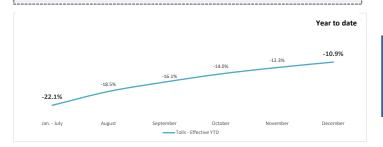


Monthly concessions traffic: Year to date at  $28^{th}$  July<sup>1</sup>  $\rightarrow$  -22,4%

#### Monthly toll road revenues



#### Estimated change in toll revenues – July-December 2020



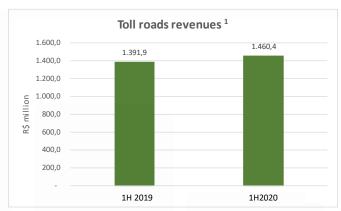
Current toll road contracts foresee that for cases of force majeure there are specific tools to rebalance the negative effects occured.

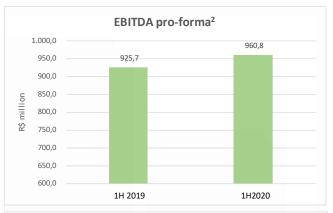


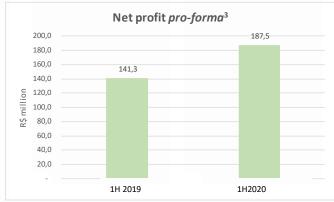
#### **EcoRodovias financial highlights**

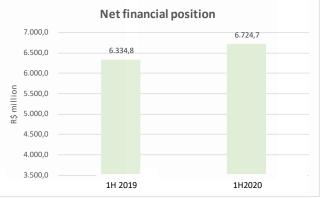
#### **EcoRodovias**











<sup>(1)</sup> Including revenues of Eco135 ed Eco050 (MGO) concessions, started from respectively April 1st and June 1st 2019



<sup>&</sup>lt;sup>(2)</sup> Excludes Construction Revenue and Costs, Provision for Maintenance and Civil Non-Prosecution Agreement

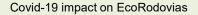
<sup>(3)</sup> Excludes the Civil Non-Prosecution Agreement and the inflation adjustment on the Leniency Agreement and Civil Non-Prosecution Agreement.

## Brazil snapshot





#### **EcoRodovias traffic performance**







(1) It takes into account Eco135 as from April, 2019 and Eco050 as from June, 2019

Note: in July, it takes into account traffic and toll revenue until July 28 (inclusive)

EcoRodovias reaffirmed its understanding, from the regulatory viewpoint, that its concession contracts are protected by clauses against force majeure events and/or unforeseen circumstances and, therefore, believes Ecorodovias that its concessions will be entitled to economic and rebalancing caused by the impacts of the COVID-19 pandemic, considered a force majeure event.

#### Sound recovery expected in H2 2020

#### Outlook

FY20



**ASTM** 

FY 2020 Revenues expected in line with FY 2019 levels

 FY 2020 Group Net Result expected to grow above 35% versus FY 2019  Ebitda generation in H2 2020 consistent with H2 2019

 FY 2020 NFP expected to further improve by more than 40% versus FY 2019<sup>(1)</sup>

 FY 2020 Capex expected to grow above 30% versus FY 2019

**ASTM** 

**One Company** 

5 Appendix

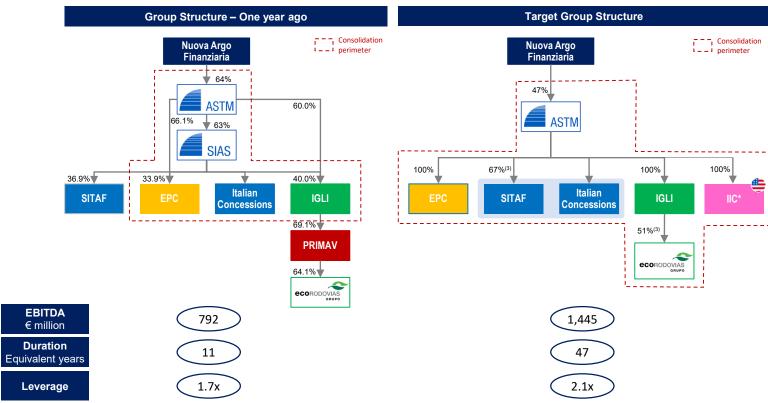




# Overview of Group Structure and key figures



## ...Pro-forma 2019 EBITDA of circa €1.45 billion, equivalent to an increase of 36+ years of actual 2019 EBITDA

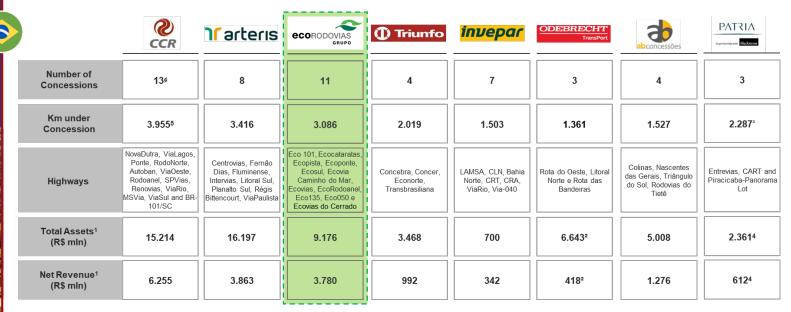




- (1) Calculated as a multiplier of EBITDA of the concessions sector for the ASTM Group as at 31 December 2019
- 2) Currency exchange rate as of 31 December 2019, equal to 4.5157 €/R\$
- (3) Subject to transaction completion
- Itinera Infrastructure & Concessions

#### EcoRodovias is well positioned to capture the upcoming opportunities

Market opportunities in Brazil





- (1) Total assets and net revenue for the road segment, excluding revenue with construction
- (2) Data from 2019, considering Concessionária Bahia Norte, Rota do Atlântico e Rota dos Coqueiros sold in Feb/20
- (3) Considering CART acquired by Patria in Dec/19 and Piracicaba-Panorama Lot won by auction in Jan/20
- (4) Considering only financial information from Entrevias.(5) Considering BR-101/SC





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