

COMPANY PRESENTATION

INFRASTRUCTURE DAY - SEPTEMBER 9TH 2020

AEROPORTO MARCONI DI BOLOGNA

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> H1 2020 RESULTS

2020 KEY UPDATES



GROUP HIGHLIGHTS & STRATEGY



BOLOGNA'S AIRPORT MAIN CHARACTERISTICS





H1 2020 RESULTS

2020 KEY UPDATES



9.4 MILLION PAX IN 2019 - 79.2% INTERNATIONAL PAX



ITALY'S FORTH AIRPORT FOR GLOBAL CONNECTIVITY ICCSAI - Fact Book 2019



CENTRAL GEOGRAPHICAL LOCATION



HIGH STANDARD OF LIVING



STRONG ENTREPRENEURIAL SPIRIT





1 Assaeroporti - including charter, general aviation and interlining: years 2009-2019

2 EU figures refer to western European Airports. Data, ACI Europe - Airport Traffic Reports



EBITDA AND NET PROFIT TREND 2014-2019





HIGHLIGHTS & STRATGEY

KEY UPDATES

H1 2020 RESULTS

2020

NETWORK: WELL BALANCED MIX OF NETWORK, REGIONAL AND LOW COST CARRIERS

WORLD AND REGIONAL, BUSINESS AND LEISURE DESTINATIONS AT HAND





AEROPORTO G. MARCONI DI BOLOGNA S.p.A.

CATCHMENT AREA: HIGHER GDP AND WELL-KNOWN BRANDS



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HIGHLIGHTS & STRATGEY

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CATCHMENT AREA: BOLOGNA AIRPORT COMPETITIVE **POSITIONING IN 2019**

- + Catchment area traffic increased by 4.5% (+1.6 ml passengers) vs 2018
- Growth driven by both domestic (+1.0%) and international traffic (+5.5%) \rightarrow
- \rightarrow BLQ market share in the catchment area*: 25.4%

H1 2020 RESULTS

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BLQ passengers/Catchment area airports passengers. BLQ catchment includes airports within 200 Km ca. maximum distance: Ancona, Florence, Rimini, Parma, Pisa, Treviso, Venice and Verona airports

** Assaeroporti data



HIGHLIGHTS & STRATGEY

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OUR STRATEGIC AMBITION AND LONG TERM APPROACH

TO BE THE IDEAL GATEWAY FOR ITALY

TO ENHANCE CONNECTIVITY AND CARE FOR A UNIQUE PASSENGER EXPERIENCE



The route development opportunities together with the ground transport network expansion could make Bologna Airport an **ideal air to ground gateway not only for outgoing but also for incoming passengers and accessibility**

Bologna Airport to be recognized by passengers as an ideal gateway thanks to its rich destination network, the ease of access from the wider region and the high quality of its facilities and services







> H1 2020 RESULTS

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MAXIMISE FINANCIAL PERFORMANCE



CONNECT

- 1. Expand destination network and frequency
- 2. Increase long haul route
- 3. Expand catchment area
- 4. Improve accessibility



DEVELOP

- 1. Remove capacity constraints
- 2. Optimise existing infrastructures
- 3. Expand passenger terminal
- 4. Develop competitive car parking
- 5. Maximise commercial opportunities

EXPERIENCE

- 1. Innovative and customer oriented airport
- 2. Pleasant and stress free passenger processes
- 3. Best in class commercial offer
- 4. Strong corporate image

CARE

- 1. People and organization development
- 2. Engaged airport community



HIGHLIGHTS & STRATGEY

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FIRST STEPS TOWARDS FUTURE DEVELOPMENT: STRENGHTENING ACCESSIBILITY



Monorail connection to Central Railway Station Expected to Start in 2020 Running time: 7 minutes









Running time: 15/20 minutes





> H1 2020 RESULTS

2020 KEY UPDATES









Departure area expansion on the 1st floor (+24,000 sqm) to:

- ✤ improve passengers flow
- ✤ increase commercial area and offer
- ✤ enhance customer experience

Update: formal verification of terminal expansion final design completed in January 2020. Final design waiting for ENAC's approval.



FIRST STEPS TOWARDS FUTURE DEVELOPMENT: NEW MULTILEVEL PARKING



HIGHLIGHTS & STRATGEY

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New multilevel parking construction to increase on site parking spaces and meet passenger growth

Update: final design approved by ENAC



H1 2020 RESULTS

2020 KEY UPDATES



FY 2019

Construction rev



FY 2017

ADJ EBITDA

FY 2018

Healthy growth, improving margins and solid capital structure

* Net of construction services margin (IFRIC 12) and one-off energy costs

PROFITABILITY TREND

FY 2018

FY 2017

Revenue ex constr

AEROPORTO G. MARCONI DI BOLOGNA S.p.A.

FY 2019

ADJ EBITDA %

16



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MAIN INVESTMENTS IN INFRASTRUCTURE MAINTENANCE AND DEVELOPMENT



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TERMINAL EXPANSION AND NEW MULTILEVEL CAR PARKING



SOLID FINANCIAL AND CAPITAL STRUCTURE

2017 - 2019 CONSOLIDATED ASSET & FINANCIAL SITUATION ('000 €)



H1 2020 RESULTS

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NFP

Gross Debt (*)







MONITORING OF QUALITY SERVICES AND PASSENGER EXPERIENCE

SERVICE QUALITY



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Customer Satisfaction Index:

ENAC (Italian Civil Aviation Authority) indicators (Carta dei Servizi) comparison with Italian regional airports

focus on airport services performance

Airport Service Quality:

ACI World Airport Council International panel includes more than 250 airports worldwide focus on airport passenger experience

CUSTOMER SATISFACTION INDEX



AIRPORT SERVICE QUALITY



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...THEN CAME THE STORM







> H1 2020 RESULTS

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H1 2020 RESULTS



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TRAFFIC TREND IN EUROPE AND IN ITALY IN H1 2020



Despite a slightly positive trend in the first 2 months of the year (January +2.2% and February +0.9%), European traffic dropped by 21% during the first quarter of 2020.

The restrictive measures imposed by governments on circulation, on economic and social activities, as well as the almost total elimination of flights operated by the airlines, have brought European traffic almost to zero in the period between the end of March and the beginning of June. Only during the last month of the semester a partial but gradual elimination of the above mentioned measures has allowed a slow and progressive recovery of traffic.

According to ACI Europe, the development of the Covid-19 pandemic resulted in a loss of 223 million passengers in European continent in June alone (-93% vs 2019).

During the second half of June, when the possibility of crossing borders was restored, the traffic in Italy slowly started to recover. Nonetheless, **around 70% of the traffic recorded during the first half of 2019 was lost**, i.e. over 62.5 million passengers.

The figure is almost in line with the other southern European states (Spain and France), while it is better than the countries of Northern Europe (Germany, UK, Benelux and Scandinavian states) where the reduction in traffic is greater than 75-80%.

Source: ACI Europe. The sample considered represents 84% of European traffic as a whole. The number of confirmed cases of people infected with COVID-19 relates to data reported by John Hopkins University.



Top 10 Italian Airports per number of passengers in H1 2020



Domestic Pax International Pax Var 2020-2019

In H1 2020 Italian traffic decreased by more than two thirds (-69.9%) compared to the same period of 2019, reporting a loss of more than 62 million passengers, entirely attributable to the period between March and June.

Passengers of the top 10 airports made up almost 80% of total H1 2020 traffic, also as a consequence of the closure of many airports during the peak of the health emergency.

Bologna was the fourth Italian airport in terms of traffic during the period, accounting for about 5.3% of total passengers, after Rome FCO (23.2% of total passengers), Milan MXP (15.1%) and Bergamo (7.8%).



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BLQ TRAFFIC PERFORMANCE DURING H1 2020

After a good start during the first two months of the year, between March and May traffic numbers were close to zero due to the lockdown and the restrictive measures imposed to face the sanitary emergency.

Passengers returned to fly at the beginning of June within the EU and the Schengen area, further accelerating after the full reopening of Italian borders on 15th June.

The volume of **passengers** has therefore **progressively increased during the last month of the semester**, albeit with numbers still very limited compared to the airport standards.









H1 2020 KEY HIGHLIGHTS



H1 2020 RESULTS

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HIGHLIGHTS & STRATGEY

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In H1 2020 passengers decreased by 67.7% and movements dropped by 59.4% compared to the same period of 2019.

Both legacy traffic and low cost traffic suffered from the health emergency effects, respectively decreasing by 69.9% and by 66.0%.

Aeronautical revenues fell by 62.2% due to the traffic decrease, the reduction of charges from January 1st, 2020 and the discounts granted to handlers for the use of operating spaces and check-in counters.

Non Aeronautical revenues were down by 55.3% due to the reduction in traffic, directly impacting some business areas (i.e. parking lots and MBL), and the discounts applied to customers on sub-concession contracts to support airport customers given the emergency phase.

Starting from March the company has been implementing a comprehensive **efficiency plan** to **contain costs and mitigate the negative impact** of the drop in traffic on profitability. In particular, specific actions have been put in place to contain personnel costs, i.e. the disposal of overdue holidays, the freezing of overtime and, with effect from 21st March, the recourse to the **extraordinary redundancy fund** for all its employees.

Investments in infrastructure maintenance and development amounted to €12.3M.



H1 2020 TOTAL REVENUES

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HIGHLIGHTS & STRATGEY

> H1 2020 RESULTS

2020 KEY UPDATES

EURO THOUSANDS	H1 2020	H1 2019	VAR % H1 20/19
Aeronautical Revenues	11.437	30.229	(62,2%)
Non Aeronautical Revenues	9.421	21.075	(55,3%)
Revenues for Construction Services*	12.418	7.091	75,1%
Other Revenues	225	504	(55,4%)
Revenues	33.501	58.899	(43,1%)
Revenues adj	21.083	51.808	(59,3%)

AERONAUTICAL REVENUES: the sharp reduction is mainly linked to the **traffic volumes decrease** due to the Covid-19 health emergency.



NON AERONAUTICAL REVENUES: the traffic contraction directly affected parking revenues, MBL revenues and the variable component of sub-concession contracts. Also, discounts were applied to customers on fixed fees to support them during the emergency period.



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OPERATING COSTS: COMPREHENSIVE EFFICIENCY PLAN IMPLEMENTED TO CONTAIN COSTS

OPERATING COSTS BREAKDOWN ('000 €)





OPERATING COSTS -11.0%

NET OF CONSTRUCTION COSTS -29.4%

Personnel costs down by 29.2% thanks to:

- decrease in headcount employed in airport Α. operations (less temporary staff in security and terminal activities);
- Extraordinary Redundancy Fund launched on B. March 21, 2020;
- C. cost reduction initiatives to mitigate the effects of the drop in traffic.

Services costs (-23.8%) decrease due to:

- Lower utility costs; Α.
- Lower costs directly related to traffic figures (e.g. B. business lounge, PRM);
- Renegotiation of some major service contracts. C.

Construction costs (+75.1%) due to higher investments related to concession rights.

Services: includes outsourced services, maintenance, utilities costs and G&A **IFRIC 12**

3 Other: includes consumables and goods, rental fees and other operating expenses

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HIGHLIGHTS

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H1 2020 RESULTS

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AVIATION AND NON-AVIATION BUSINESS

REVENUES SEGMENT SHARE H1 2020



AVIATION & NON-AVIATION EBITDA H1 2020/2019 ('000€)



AVIATION

NON AVIATION

ort operators 814 1,648 (50.6%) Parking 2,800 Real estate 1,107
Surfices 5,938 12,429 (52.2%) Parking 2,800 Nirport operators 814 1,648 (50.6%) Real estate 1,107
Airport operators 814 1,648 (50.6%) Real estate 1.107
Traffic incentives (3,862) (12,471) (69.0%)
Constructions revenues* 4,422 5,965 (25.9%) Passenger services 1,221
Other aviation revenues 653 675 (3.3%) Constructions revenues* 7,995
Fees reduction for doubtful receivables**(67)(1)n.m.Other non aviation revenues906
Total Revenues AVIATION 16,374 36,691 (55.4%) Total Revenues NON-AVIATION 17,122
EBITDA AVIATION (4,060) 8,294 (149.0%) EBITDA NON-AVIATION 3,378

2020 KEY UPDATES



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EBITDA



EBITDA H1 2020 -103.3% VS H1 2019 (-21.2 ML €)

EBITDA NET OF CONSTRUCTION COSTS -106.3% VS H1 2019 (-21.4 ML €)

3 Other: includes consumables and goods, rental fees and other operating expenses.



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CONSOLIDATED PROFIT & LOSS

EURO THOUSANDS		H1 2020	H1 2019	VAR H1 20/19	VAR % H1 20/19
Revenues	1	33,501	58,899	(25,398)	(43.1%)
Operating Costs		(34,184)	(38,409)	4,225	(11.0%)
EBITDA	2	(683)	20,490	(21,173)	(103.3%)
EBITDA Adjusted*		(1,275)	20,152	(21,427)	(106.3%)
Concession Rights Amortization		(3,317)	(3,024)	(293)	9.7%
Amortization & Depreciation		(1,970)	(1,999)	29	(1.5%)
Amortization and Depreciation	3	(5,287)	(5,023)	(264)	5.3%
Provision for Doubtful Accounts		(257)	(350)	93	(26.6%)
Airport Infrastructure Provision		(363)	(1,191)	828	(69.5%)
Other Accruals		(20)	(208)	188	(90.4%)
Provisions	3	(640)	(1,749)	1,109	(63.4%)
Total Costs		(40,111)	(45,181)	5,070	(11.2%)
EBIT		(6,610)	13,718	(20,328)	(148.2%)
Financial Income	4	116	79	37	46.8%
Financial Expenses	4	(303)	(598)	295	(49.3%)
EBT		(6,797)	13,199	(19,996)	(151.5%)
Taxes	5	2,066	(3,778)	5,844	(154.7%)
Net Profit (loss)	6	(4,731)	9,421	(14,152)	(150.2%)
Minority Interest		0	0	0	0.0%

REVENUES

▼ (-43.1%) traffic decrease, charges update, discounts granted to aviation and non-aviation customers

EBITDA

▼ (-103.3%) operating leverage highly affected by the sharp contraction in revenues, only partially compensated by results of the comprehensive cost optimization plan implemented at the beginning of the emergency

AMORTIZATION, DEPRECIATION AND PROVISIONS

▼ -12.5% (▲ +5.3% amortization and depreciation and ▼ -63.4% provisions)

FINANCIAL INCOME AND EXPENSES

▼ lower financial interests

TAXES

5

due to a negative taxable base, taxes turned positive

▼ -14.2M € vs H1 2019



NET FINANCIAL POSITION

H1 2020 NET FINANCIAL POSITION ('000 €)



H1 2020 Net Financial Position of € -5.8 mln

Not including financial instruments with a maturity of over 12 months as per IFRS 7





> H1 2020 RESULTS

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2020 KEY UPDATES





> H1 2020 RESULTS

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FY 2020 UPDATE (1)

Traffic trend

Since the restart of flights from and to the EU and Schengen areas starting from June, **AdB's traffic volumes have been recovering, albeit slowly**.

Already in July the decrease in traffic dropped to -75.2% on the same month of 2019, compared to losses recorded each month between April and June always higher than 95%.

In August, the traffic gap compared to 2019 was further reduced to around -65.9%, recording more than 300,000 passengers. However, the international component of traffic remains very weak (-75.2% between July and August compared to 2019).

On the other side, the domestic traffic reported a much more modest decrease of -27.5% compared to the same period of 2019: the **most popular destinations** in August were **Catania**, **Olbia**, **Palermo**, **Cagliari** and **Rome**.

Also, the traffic to **Sardinia** reported a **significant growth:** thanks to the start of Volotea's flights, passengers to and from the Costa Smeralda Airport increased by 48% on the same month of 2019, while Cagliari (with Ryanair) also registered a +6%.

In the first eight months of 2020 Marconi recorded 1,974,082 passengers (-68.5%), with 19,815 movements (-59.4%) and 20,678 tons of cargo transported (-18.4%).

		1Q	1Q		2Q	2Q		July	July		August	August	
		2020	2019	Var %	2020	2019	Var %	2020	2019	Var%	2020	2019	Var %
	Pax	294,999	444,979	(33.7%)	21,609	511,500	(95.8%)	85, 164	186, 171	(54.3%)	129,087	178,758	(27.8%)
DOMESTIC TRAFFIC	ATMs	2,512	3,404	(26.2%)	377	3,505	(89.2%)	613	1,236	(50.4%)	972	1,249	(22.2%)
	Seats	445, 192	565,008	(21.2%)	63,867	616,109	(89.6%)	107,035	219,858	(51.3%)	173,679	219,588	(20.9%)
	Load Factor	66.3%	78.8%		33.8%	83.0%		79.6%	84.7%		74.3%	81.4%	
	Pax	1,099,732	1,515,568	(27.4%)	17,516	1,970,877	(99.1%)	142,906	731,629	(80.5%)	182,523	735,336	(75.2%)
INTERNATIONAL TRAFFIC	ATMs	10,254	12,745	(19.5%)	922	15,631	(94.1%)	1,835	5,631	(67.4%)	2,330	5,382	(56.7%)
	Seats	1,574,757	1,924,097	(18.2%)	40,029	2,397,396	(98.3%)	269,757	878,830	(69.3%)	357,570	871,522	(59.0%)
	Load Factor	69.8%	78.8%		43.8%	82.2%		53.0%	83.3%		51.0%	84.4%	
	Pax	1,394,731	1,960,547	(28.9%)	39,125	2,482,377	(98.4%)	228,070	917,800	(75.2%)	311,610	914,094	(65.9%)
TOTAL	ATMs	12,766	16,149	(20.9%)	1,299	19,136	(93.2%)	2,448	6,867	(64.4%)	3,302	6,631	(50.2%)
	Seats	2,019,949	2,489,105	(18.8%)	103,896	3,013,505	(96.6%)	376,792	1,098,688	(65.7%)	531,249	1,091,110	(51.3%)
	Load Factor	69.0%	78.8%		37.7%	82.4%		60.5%	83.5%		58.7%	83.8%	





> H1 2020 RESULTS

2020 KEY UPDATES

FY 2020 UPDATE (2)

✤ Runway maintenance works planned for September 2020

In **September** traffic will also be affected by the **closure of the airport for 10 days** (from 11th to 21st September) necessary to carry out a series of maintenance works on the runaway.

✤ Loans to support liquidity

With the aim of addressing the increased financial requirements related to the working capital needs triggered by the Covid-19 emergency, in July the Parent Company finalized two loans for a total of \in 58.9 million (\in 25 million with Unicredit and \in 33.9 million with Intesa Sanpaolo), both backed by guarantees issued by SACE, as part of the Guarantee Italy program, and with a duration of 72 months.

→ Extended duration of the concession

In consideration of the decrease in traffic at Italian airports deriving from the Covid-19 emergency and in order to contain the consequent negative economic effects, the duration of the concessions for the management and development of the airport activity within the country has been extended by two years.

→ ACI Airport Health Accreditation

At the end of August, **Bologna Airport** - as the first airport in Italy and among the first in the world - **obtained the Airport Health Accreditation from ACI World**, the international program that evaluates measures and procedures introduced by airports to face the spread of the Covid-19 pandemic.

Bologna airport was assessed on different aspects including cleaning, communications to passengers, physical distances, personnel protection and the facilities available to passengers.



FY 2020 UPDATE (3)

✤ Operating and financial performance and business outlook

HIGHLIGHTS & STRATGEY

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H1 2020 RESULTS

2020 KEY UPDATES The high level of uncertainty related to the duration of the health emergency and its future developments makes it difficult to make reliable estimations regarding both the Company's traffic trend and economic and financial situation for the coming months.

The performance of the **non-aviation business** in H2 2020 will continue to be negatively affected by the emergency situation, both for the redefinition of contracts with the suspension of the minimum guaranteed component and for the partial recovery of traffic volumes on which the variable component of contracts is based.

Despite the mitigation actions implemented and taking into account the difficulties in estimating the impacts on the economic-financial results of an event whose duration is unknown, it is estimated that the **impact of the pandemic will be highly negative in the current year** and the recovery of 2019 volumes is difficult to reach in the short term. Furthermore, the traffic recovery does not generate a proportional recovery of profitability, both in unitary terms and in absolute value, due to the high incidence of fixed costs and the higher operating costs to guarantee the anti Covid-19 protocols.

AIR TRAFFIC EVOLUTION SCENARIOS - IATA¹



IATA revised down its traffic trend outlook over the next five-year period, forecasting (i) a **decline in RPKs by** a little **more than 60% in 2020** compared to 2019 and (ii) a **return to pre-COVID levels not occurring until 2024**.

Many uncertainties remain around the outlook and in the latest update various possible future scenarios have been investigated.

HIGHLIGHTS

& STRATGEY

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AIR TRAFFIC EVOLUTION SCENARIOS - ACI EUROPE¹

ACI EUROPE updated the traffic scenarios as follows:

Estimated Impact on 2020	Base Case	Pessimistic Case
Full Year lost Passenger vs B.A.U.	-1.57 B pax	-1.75 B pax
	-64%	-71%

According to the revised traffic forecast:

(i) a full recovery in passenger traffic to 2019 levels is now expected for 2024, rather than 2023 as per the previous forecast (May 2020).

2020 Traffic Scenarios

(ii) European airports' passengers are now set to decrease by 64% compared to 2019.



1 Report "COVID-19 & AIRPORTS Passenger traffic & revenue impact" published on 6th July 2020 (*) B.A.U., i.e. 'Business As Usual', situation that foresees a 2.3% passenger traffic growth



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