

COMPANY PRESENTATION











FY 2022 **FINANCIALS**

OPPORTUNITIES AND CHALLENGES



GROUP HIGHLIGHTS & STRATEGY



BOLOGNA'S AIRPORT MAIN CHARACTERISTICS



HIGHLIGHTS & STRATGEY

FY 2022 FINANCIALS

OPPORTUNITIES AND CHALLENGES



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



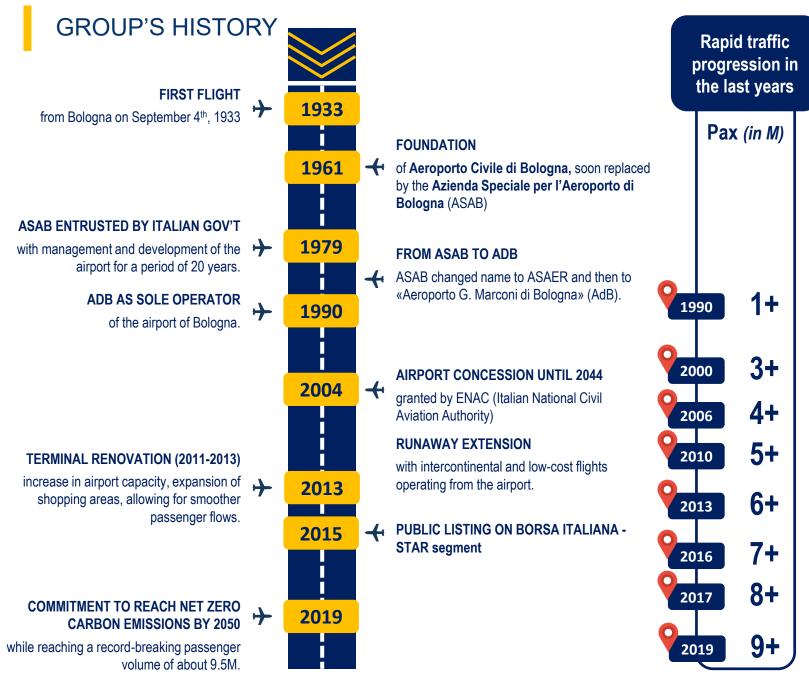
STRONG ENTREPRENEURIAL SPIRIT







FY 2022 FINANCIALS







FY 2022 FINANCIALS

OPPORTUNITIES AND CHALLENGES

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









> FY 2022 **FINANCIALS**

OPPORTUNITIES AND CHALLENGES

CLEAR AND WELL-DEFINED STRATEGY



MAXIMISE FINANCIAL PERFORMANCE

PERFORMING AND SUSTAINABLE CORPORATION





CONNECT

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



DEVELOP

- 1. Optimise and expand existing infrastructures
- 2. Develop competitive car parking
- 3. Maximise commercial opportunities



EXPERIENCE

- 1. Passenger flow improvement and optimization
- 2. Digitalization
- 3. Positive passenger experience
- 4. Excellent and characteristic commercial offer



CARE

- 1. Environmental and social sustainability
- 2. People and organization development
- 3. Engaged airport community



CATCHMENT AREA: BOLOGNA AIRPORT DEMAND ATTRACTS PASSENGERS FROM 20 ITALIAN PROVINCES



HIGHLIGHTS & STRATGEY

FY 2022 FINANCIALS

OPPORTUNITIES AND CHALLENGES

20 ITALIAN PROVINCES HIGH SPEED RAIL NETWORKS



BOLOGNA-FLORENCE

35 minutes 68 trains/day

10.9
MILLION
RESIDENTS

m

BOLOGNA-VERONA

49 minutes 7 trains/day



BOLOGNA-MILAN

60 minutes 40 trains/day

18%
OF TOTAL
ITALIAN
POPULATION



BOLOGNA-VENICE

1 h 25 minutes 24 trains/day



BOLOGNA-ROME

1 h 54 minutes 65 trains/day



ROME





> FY 2022 **FINANCIALS**

OPPORTUNITIES AND CHALLENGES

CATCHMENT AREA: HIGHER GDP AND WELL-KNOWN BRANDS



Bologna Fiere 2nd HANNOVER 500,000 sqm 3rd FRANKFURT 475,000 sqm 753,000 sqm 6th MADRID 4th BOLOGNA 102,600 sqm 375,000 sqm

MAIN EUROPEAN FAIR CENTRES:

COMPANIES OPERATING IN KEY SECTORS



















FURLA

























STRENGHTENING ACCESSIBILITY

*** * ***

HIGHLIGHTS & STRATGEY

FY 2022 FINANCIALS

OPPORTUNITIES AND CHALLENGES



BEFORE

Bus connection

City Centre - Central Railway Station Every 15 minutes Running time: **15/20 minutes**



NOW

Monorail connection to Central Railway Station Started on November 18, 2020 Running time: 7 minutes









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





FY 2022 FINANCIALS

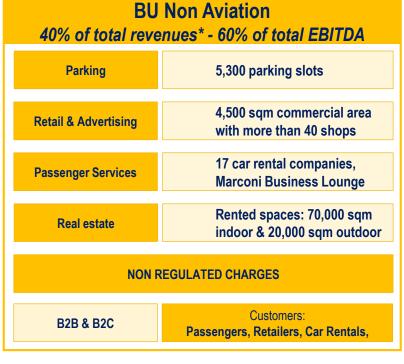
OPPORTUNITIES AND CHALLENGES

WELL BALANCED MULTISERVICE BUSINESS MODEL: AVIATION AND NON AVIATION BUSINESS - MIX OF B2B AND B2C





BU Aviation 60% of total revenues* - 40% of total EBITDA							
Passengers (avg. / day)	25,000+						
Flights / day	200+						
Airlines	57 carriers						
Destinations	120, mostly international						
REGULATED CHARGES							
B2B	Customers: Carriers, Other operators (e.g. handlers)						







FY 2022 FINANCIALS

OPPORTUNITIES AND CHALLENGES

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

WORLD AND REGIONAL, BUSINESS AND LEISURE DESTINATIONS AT HAND

NETWORK CARRIERS

LOW COST AND REGIONAL CARRIERS











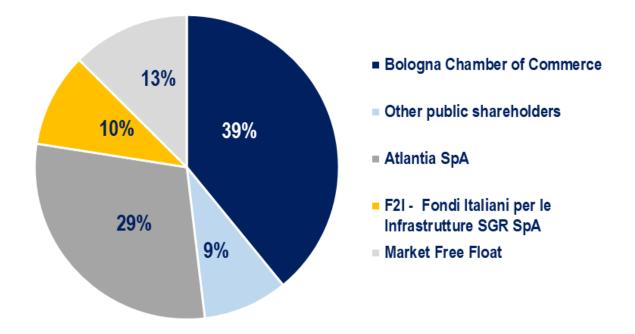
BOLOGNA AIRPORT'S SHAREHOLDERS



HIGHLIGHTS & STRATGEY

FY 2022 FINANCIALS

OPPORTUNITIES AND CHALLENGES



Bologna Chamber of Commerce together with other public shareholders own about 48% of AdB SpA shares.

Atlantia SpA and F2I are also major shareholders, holding respectively 29% and 10% of company's capital.

The remaining 13% consists of free float owned by both institutional and retail investors.

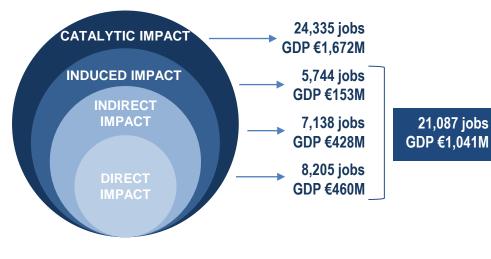




FY 2022 **FINANCIALS**

OPPORTUNITIES AND CHALLENGES

CONTRIBUTING TO LOCAL DEVELOPMENT

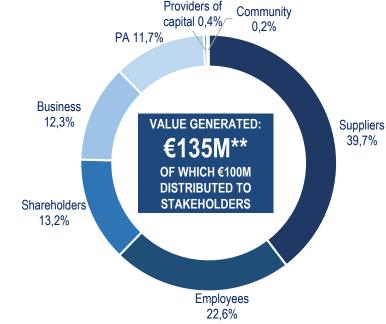


21,087 jobs

According ACI Europe's to estimates. Bologna **Airport** system generated over 21,000 jobs and contributed over €1 billion to the local community in 2019.

The Group strives constantly to create and distribute value to its stakeholders.

In 2019 the economic value generated by the Group amounted to €135 million, of which 74% was redistributed to the Group's various stakeholders, mainly suppliers and employees.



^{*} Estimate based on a calculator created by ACI Europe on the basis of a study conducted by InterVISTA in 2015. On ACI Europe's website, in the members area, it is possible to calculate four different impacts generated by airports using the above mentioned

^{**} Value based on Bologna airport's 2019 reclassified consolidated income statement.

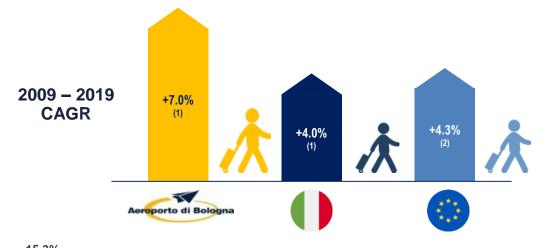


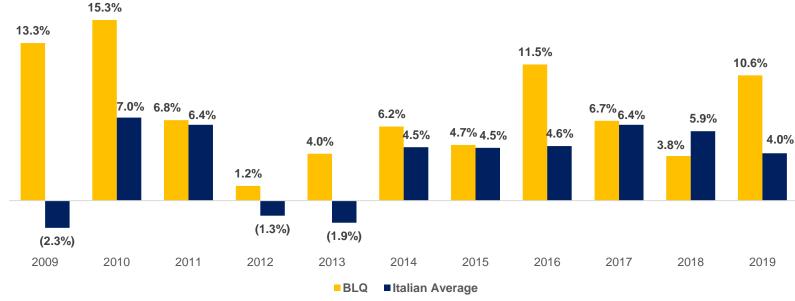


FY 2022 FINANCIALS

OPPORTUNITIES AND CHALLENGES

OUTPACING ITALIAN AND EU AVERAGE GROWTH OVER 10 YEARS





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

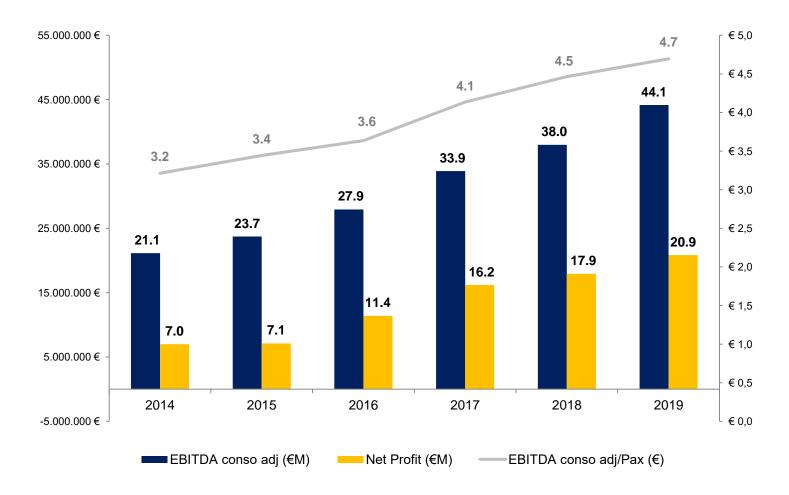


ALWAYS IMPROVING FINANCIAL PERFORMANCES SINCE IPO



HIGHLIGHTS & STRATGEY

FY 2022 FINANCIALS



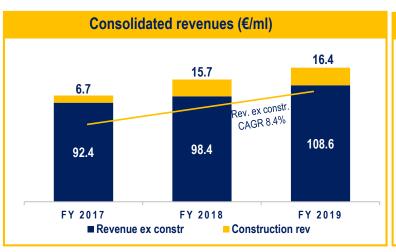


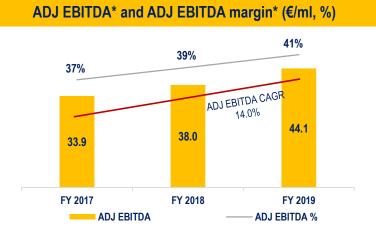


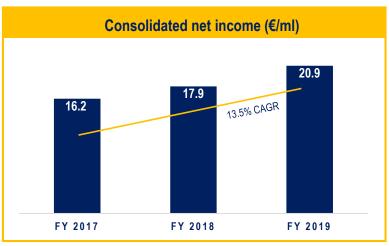
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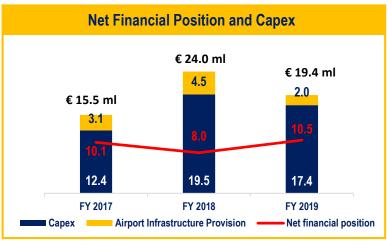
OPPORTUNITIES AND CHALLENGES

PROFITABILITY ACCELERATED BETWEEN 2017 AND 2019









Healthy growth, improving margins and solid capital structure

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



...THEN CAME THE STORM







HIGHLIGHTS & STRATGEY

FY 2022 **FINANCIALS**





2022: TRANSITION YEAR







HIGHLIGHTS & STRATGEY

FY 2022 **FINANCIALS**











FY 2022 FINANCIALS



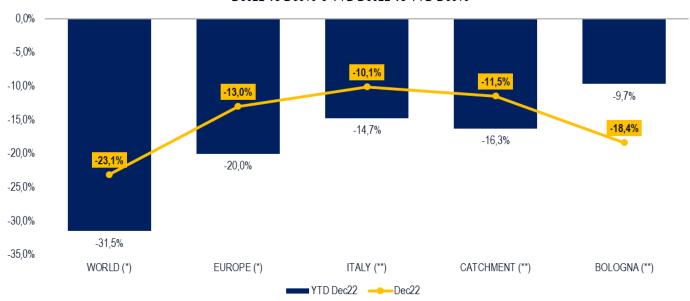




AND CHALLENGES

TRAFFIC TREND IN 2022





In 2022, Europe registered -20% traffic vs 2019 (-13% in December).

In **December**, Italy showed a slightly better performance than Europe (-10.1% vs 2019), confirmed by YTD figures (-14.7% vs 2019).

The catchment area registered a slower recovery both at monthly and YTD data than the Italian average.

Bologna Airport performed a significant bounce back, registering a better performance than Italian average in 2022 (-9.7% vs 2019). Nevertheless, AdB decrease sharply on the sole month of December (-18.4%), worse than the other clusters under analysis.

Source:

^(*) ACI Europe and IATA Air Passengers Monthly Analysis traffic data, December 2022 – Revenue Passenger per Kilometer.

^(**) Assaeroporti and Aeroporti 2030 traffic data at 31 December, 2022. Please note that Aeroporto di Parma didn't provide July, August and September 2022 data. Note: Catchment: includes Bologna, Venezia, Treviso, Verona, Ancona, Firenze, Pisa, Parma, Forli and Rimini airports



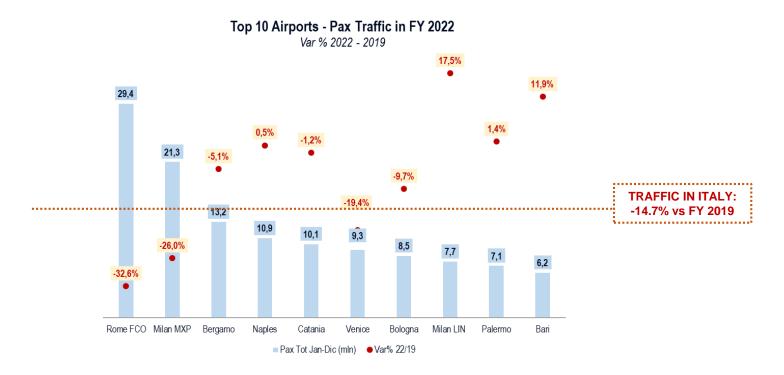
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HIGHLIGHTS & STRATGEY

FY 2022 **FINANCIALS**

OPPORTUNITIES AND CHALLENGES

TRAFFIC TREND OF MAIN ITALIAN AIRPORTS IN FY 2022



Italian airports recorded 164.6 million passengers in FY 2022, an increase compared to 2021 (+84.0 million pax, +104.1%), but still below the 2019 volumes (-28.5 million pax, -14.7%).

Strong recovery in traffic volumes by the airports of **southern Italy and the islands** (in particular Palermo, Bari Naples and Catania). The positive change recorded by Linate is due to airport closure in 2019.

In FY 2022, Bologna is the seventh Italian airport with a market share of 5.2% (vs 4.9% in FY 2019).

Source: Assaeroporti, Aeroporti2030 AEROPORTO G. MARCONI DI BOLOGNA S.p.A.





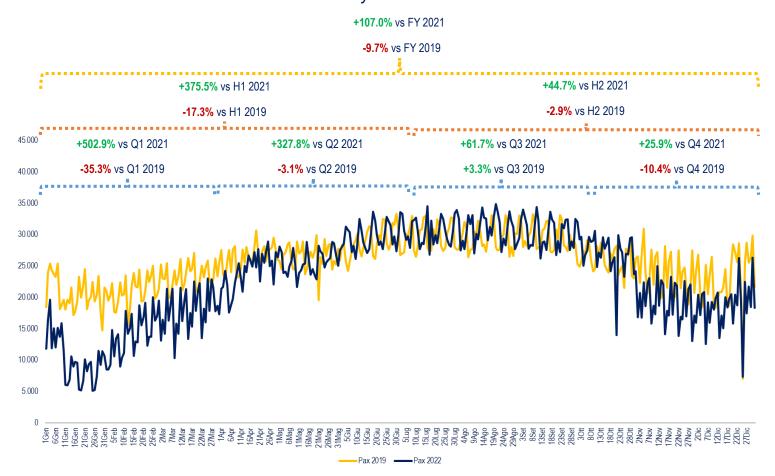
FY 2022 FINANCIALS

OPPORTUNITIES AND CHALLENGES

BLQ TRAFFIC PERFORMANCE IN FY 2022

In FY 2022 total passengers were 8,496,000, +107.0% vs 2021, with 70,871 movements (+66.8% vs 2021).

If compared to 2019, FY 2022 passengers decreased by 9.7% and movements by 8.1%.





FY 2022 TRAFFIC INSIGHT



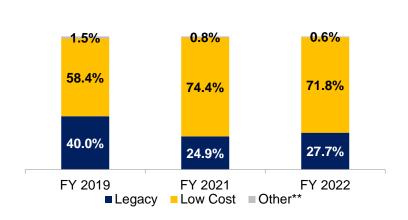
HIGHLIGHTS & STRATGEY

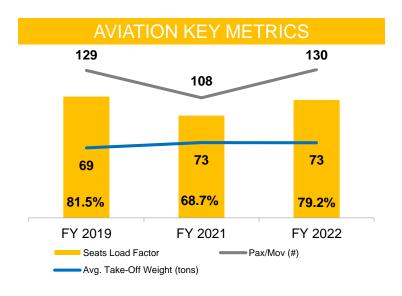
FY 2022 FINANCIALS

OPPORTUNITIES
AND CHALLENGES

	FY 2022	FY 2021	VAR % FY 22/21	FY 2019	VAR % FY 22/19
Passengers	8,496,000	4,103,816	107.0%	9,405,920	(9.7%)
ATM*	70,871	42,477	66.8%	77,126	(8.1%)
MTOW	4,854,383	2,833,043	71.3%	5,086,505	(4.6%)
Cargo	55,194,607	50,121,148	10.1%	48,832,550	13.0%

PASSENGER BREAKDOWN BY CARRIER





^{*} Air Traffic Movements

^{**} Other includes charter, general aviation and interlining





FY 2022 FINANCIALS

OPPORTUNITIES AND CHALLENGES

FY 2022 KEY HIGHLIGHTS



In FY 2022 passengers increased by 107.0% vs 2021 (-9.7% vs 2019) and movements increased by 66.8% compared to 2021 (-8.1% vs 2019).



Low cost traffic shows a strong recovery compared to 2019 (+10.9%), while **legacy** traffic shows a slower recovery (-37.6%) due to lower movements and load factor. These different trends **changed the traffic mix**, resulting in an increase in the low cost traffic share, with reduced profitability, from 58.4% in FY 2019 to 71.8% in FY 2022.



FY 2022 revenues include the contribution from the **Compensation Fund** established by the Budget Law 2021 **for 21,137 thousand euros**, of which 20,903 thousand euros relating to the Parent Company and 234 thousand euros to the subsidiary TAG Bologna S.r.I.



Aeronautical revenues increased by 80.3% when compared to 2021 (-15.0% vs 2019) due to the traffic growth.



Non Aeronautical revenues increased by 112.2% vs 2021. Compared to 2019, non aeronautical revenues decreased by 4.6% vs -9.7% of passenger volumes, due to a good performance of all businesses, in particular real estate, with higher revenues than 2019 thanks to a new sub-concession agreement, and car rentals, that have already achieved pre-Covid levels.



In FY 2022 adj **operating costs increased by 36.5% vs 2021** due to higher traffic volumes, affecting all kinds of operating costs (personnel, services, etc.). Adj operating costs reached 2019 levels despite the both lower traffic levels and personnel cost, due to higher (i) service costs, (ii) fuel costs and (iii) de-icing products.



Investments in infrastructure maintenance and development amounted to €19.9M.





FY 2022 FINANCIALS

OPPORTUNITIES AND CHALLENGES

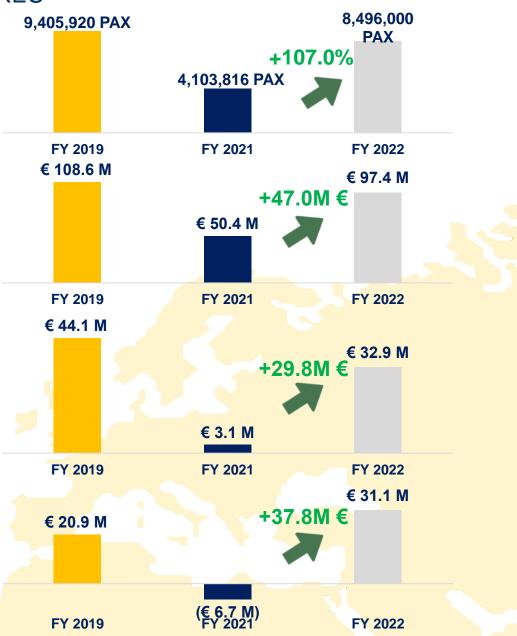
FY 2022 KEY FIGURES

PASSENGER TRAFFIC

ADJ REVENUES

EBITDA ADJ

NET RESULT





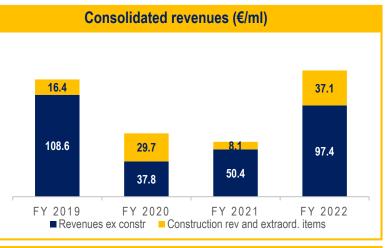


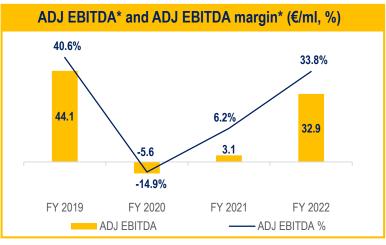
FY 2022 **FINANCIALS**

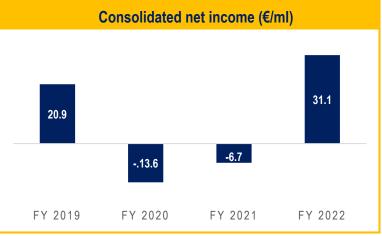
OPPORTUNITIES AND CHALLENGES

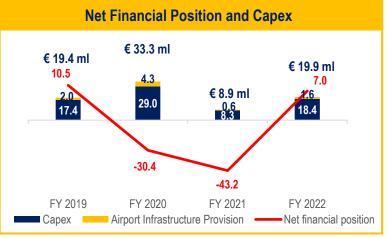
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2019-2022 RESULTS









Profitability strongly impacted by pandemic effect on traffic volumes. Beginning of a recovery path in 2022.





FY 2022 FINANCIALS

OPPORTUNITIES AND CHALLENGES

FY 2022 TOTAL REVENUES

EURO THOUSANDS	FY 2022	FY 2021	VAR % FY 22/21	FY 2019	VAR % FY 22/19
Aeronautical Revenues	53,754	29,820	80.3%	63,274	(15.0%)
Non Aeronautical Revenues	42,257	19,917	112.2%	44,295	(4.6%)
Revenues for Construction Services*	15,952	8,051	98.1%	16,420	(2.9%)
Other Revenues	22,592	701	n.m.	1,146	n.m.
Revenues	134,555	58,489	130.1%	125,135	7.5%
Revenues adj	97,432	50,438	93.2%	108,634	(10.3%)

AERONAUTICAL REVENUES: increase compared to 2021 due to higher **traffic volumes**, despite being affected by a smooth tariffs' decrease.





NON AERONAUTICAL REVENUES:

increase compared to 2021 thanks to higher traffic volumes. In comparison with 2019, revenues drop less than passenger (-4.6% vs -9.7%) due to good performance of all businesses and, in particular, real estate, with higher revenues than 2019 thanks to a new sub-concession agreement, and car rentals, that already achieved pre-Covid levels.

OTHER REVENUES: € 21.1 million due to the Compensation Fund established by the Budget Law 2021.





(x)



HIGHLIGHTS & STRATGEY

FY 2022 FINANCIALS

OPPORTUNITIES AND CHALLENGES

NON-AVIATION REVENUES

RETAIL REVENUES/DEPAX

Retail Revenues/Depax



PARKING REVENUES/DEPAX

Parking Revenues/Depax



RETAIL



FACTORS ENABLING THE TREND:

- → Review of contractual arrangements
- → Passenger gradual recovery

PARKING



FACTORS ENABLING THE TREND:

- Review of commercial strategy reflected on a better performance
- Passenger and parking capacity gradual recovery

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









FY 2022 **FINANCIALS**

OPPORTUNITIES





HIGHLIGHTS & STRATGEY

FY 2022 FINANCIALS

OPPORTUNITIES AND CHALLENGES

AVIATION – EUROPEAN TRAFFIC TREND

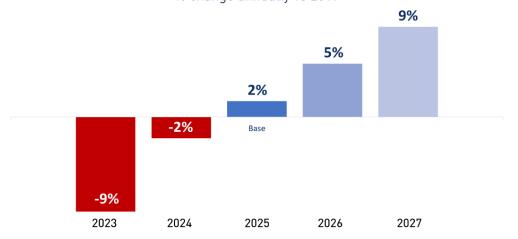
ACI Europe forecasts a full traffic recovery between 2024 and 2025

→ FULL RECOVERY NOW IN 2025



European Airport Passenger Traffic Forecast

% change annually vs 2019



DOWNGRADE OF THE 5-YEAR FORECAST REFLECTS INCREASING ECONOMIC WORRIES AND DEPTH AND DURATION OF RECESSION





AVIATION – CONSOLIDATION OF THE PARTNERSHIP WITH RYANAIR



HIGHLIGHTS & STRATGEY

FY 2022 FINANCIALS

OPPORTUNITIES AND CHALLENGES





In February 2023 AdB consolidated the partnership with Ryanair.

The partnership, started in 2008 and then strengthened in 2016, was confirmed with a **6-year agreement**.

Bologna Airport and Ryanair confirmed full understanding, within the scope of their respective development objectives, in order to:

- ensure the maintenance of an articulated and varied network of connections within the areas served by the carrier;
- ensure network development in line with Marconi's capacity and in line with infrastructural development projects.

The agreement pursues **overall sustainability objectives in the long-term** and provides for an incentive scheme linked to the airport's traffic development policy.

In Summer 2023:

- √ 11 BASED AIRPLANES
 - √ 67 ROUTES
- √ 770 FLIGHTS PER WEEK



AVIATION – KEY STEPS TOWARDS A NEW «REGULATION AGREEMENT» FOR 2023-2026 PERIOD







HIGHLIGHTS & STRATGEY

FY 2022 **FINANCIALS**

OPPORTUNITIES ND CHALLENGE



- August 2022: positive opinion by the National Civil Aviation Authority (ENAC) about the 2023-2026 period plan, including Investment Plan, Quality and Environmental Plan, Traffic Forecast and Economic and Financial Plan.
- March 2023: reached a substantial agreement with Users on the new charges proposal, with expected entry into force from 1st June 2023.
- Average charge stable in 2023 compared to 2022 and a gradual annual increase in 2024-2026.
- The airport charges proposal is currently subject to the final verification by the Authority, that will complete this procedure.
- Afterwards AdB will be able to sign with ENAC the 2023-2026 "Contratto di Programma".

New charges expected entry into force from 1st June 2023 4 years regulatory period (2023-2026)









FY 2022 **FINANCIALS**

OPPORTUNITIES ND CHALLENGE

INVESTMENTS - MAIN PROJECTS IN THE NEXT YEARS

Beyond 2025





NEW MULTI-STOREY PARKING

2025





AIRCRAFT APRON FOR BASE OF OPERATION





EXTRA SCHENGEN GATEROOM

REPURPOSING OF THE CARGO AREA



RENOVATION OF THE SECURITY AND PASSPORT CONTROL AREA



2023



SUSTAINABILITY PLAN







HIGHLIGHTS & STRATGEY

FY 2022 **FINANCIALS**

OPPORTUNITIES ND CHALLENGES

Sustainability Plan



ENVIRONMENT

PLANET Environmental sustainability

NET ZERO

CARBON



Gender equality, **Diversity & Inclusion**

> **Workforce Employment & Economic growth**

PEOPLE

Social sustainability

Business model ESG oriented

PROSPERITY

Economic sustainability

8

Environmental impact

Decarbonization

Sustainable mobility

Welfare

Smart working & flexible schedule

Sustainable supply chain

Biodiversity

Energy efficiency

Accessibility

Circular economy

Renewable energies

Home-work commuting

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SUSTAINABILITY PLAN - FY 2022 RESULTS







HIGHLIGHTS & STRATGEY

FY 2022 FINANCIALS

OPPORTUNITIES AND CHALLENGES

Sustainability Plan



PLANET Environmental sustainability

ENVIRONMENT

Bees' air biomonitoring system



NET ZERO CARBON

Level 3+ Neutrality
of Airport Carbon
Accreditation program
reached



MOBILITY

First design phase of **Photovoltaic**systems

completed





PEOPLE Social sustainability

Gender Equality certification
UNI PDR:125





Improved efficiency of airport lighting towers, Baggage Handling System and repair workshop





Integrated mobility: integrated ticketing for employees; opening of airport Bike Park to encourage use of bikes and electric scooters



«Green» supplier: mapping of main supplier on ESG issues and vendor management platform implementation





FY 2022 FINANCIALS

OPPORTUNITIES
AND CHALLENGES

ADVANCED (URBAN) AIR MOBILITY - URBAN V PROJECT

ADVANCED AIR MOBILITY (AAM)

Advanced Air Mobility is a new, innovative way of approaching air transportation through electric vertical take-off and landing (eVTOL) means of transport.

Pushed by the **increasing city dimensions**, **traffic jams** and the **need of quicker movements**, **eVTOL** represents a solution that **will benefit from**:

- Electric engines for aviation;
- Vertical take-off and landing technology;
- Noise reduction;
- More accurate GPS location;
- Automation:
- Lower operating and maintenance costs.



On 17 October, 2022, the AdB's Board of Directors announced the acquisition of 5% equity shares of UrbanV from Aeroporti di Roma. UrbanV was founded on 28 June 2022 by Aeroporti di Roma, Aeroporto di Venezia and Aeroports de la Cote d'Azur, in order to promote the national and international development Advanced Air Mobility.

Feasiblity studies and technical assessments are currently in place to evaluate the potential of AAM in Bologna and the catchment area.



... STILL ADDITIONAL CHALLENGES TO FACE...





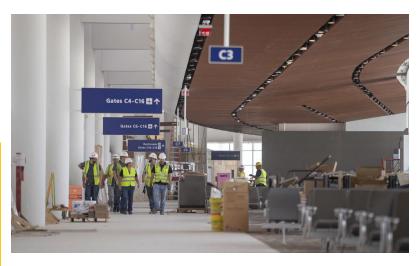


HIGHLIGHTS & STRATGEY

FY 2022 **FINANCIALS**

OPPORTUNITIES ND CHALLENGE

Several works are planned inside the passenger terminal, in particular in the next couple of years, dealing with expected traffic growth, generating pressure on quality service.









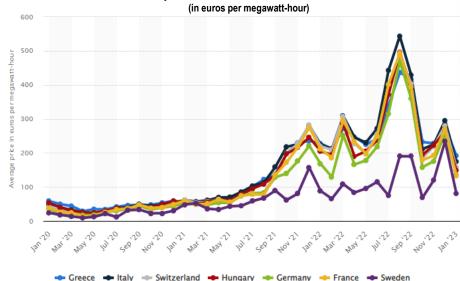
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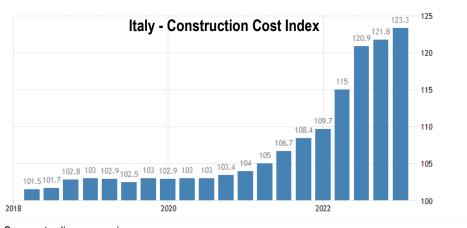
OPPORTUNITIES AND CHALLENGES

... IN A CONTEXT OF UNCERTAINTY



Average monthly electricity wholesale prices in selected countries in the European Union from Jan 2020 to Jan 2023





Source: tradingeconomics.com

Italy - Construction cost index reached a record high of EUR123.30 Points in December 2022



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Milan, March 22nd 2023