

COMPANY PRESENTATION

INFRASTRUCTURE DAY, SEPTEMBER 12TH 2024











FINANCIALS

SUSTAINABILITY

2024 **KEY UPDATES**



GROUP HIGHLIGHTS & STRATEGY



BOLOGNA'S AIRPORT MAIN CHARACTERISTICS



HIGHLIGHTS & STRATGEY

FINANCIALS

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9.4 MILLION PAX IN 2019 - 79.2% INTERNATIONAL PAX 10.0 MILLION PAX IN 2023 - 75.4% INTERNATIONAL PAX



ITALY'S FIFTH AIRPORT FOR GLOBAL CONNECTIVITY
ICCSAI - Fact Book 2023



CENTRAL GEOGRAPHICAL LOCATION



HIGH STANDARD OF LIVING



STRONG ENTREPRENEURIAL SPIRIT



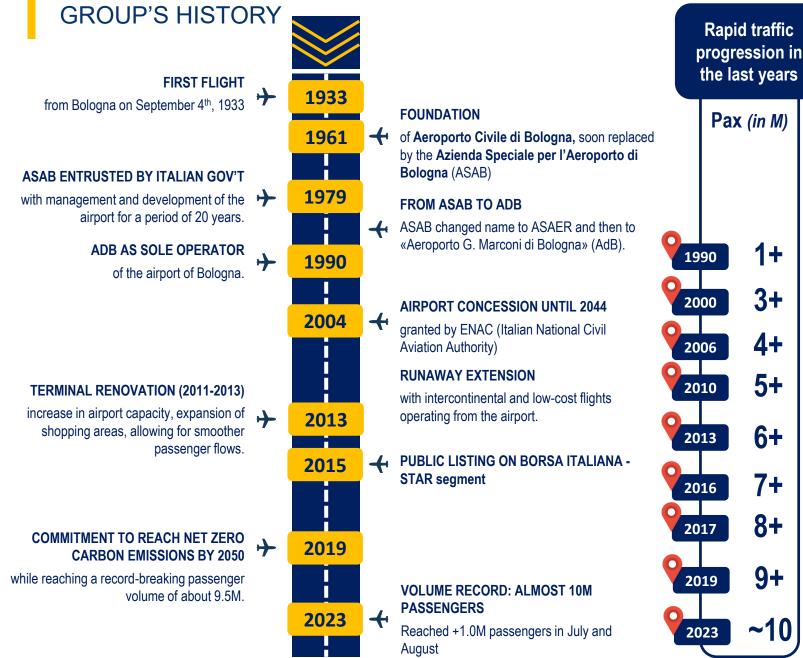




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2024 KEY UPDATES





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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









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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

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2024 KEY UPDATES 20 ITALIAN PROVINCES

HIGH SPEED RAIL NETWORKS



BOLOGNA-FLORENCE

34 minutes 71 trains/day

10.9
MILLION
RESIDENTS

BOLOGNA-VERONA

49 minutes 12 trains/day



BOLOGNA-MILAN

60 minutes 66 trains/day



BOLOGNA-VENICE

1 h 25 minutes 24 trains/day



BOLOGNA-ROME

1 h 53 minutes 102 trains/day







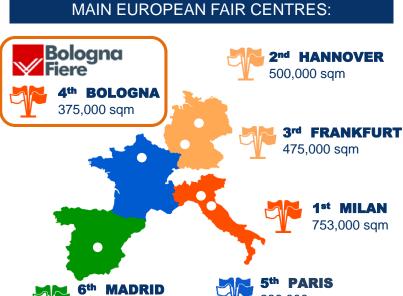
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CATCHMENT AREA: HIGHER GDP AND WELL-KNOWN BRANDS





KEY SECTORS











FURLA

FASHION



LAMBORGHINI

<u>AUTOMOTIVE</u>





<u>AUTOMATION &</u> MANUFACTURING

102,600 sqm





FAAC

TECHNOLOGY

226,000 sqm









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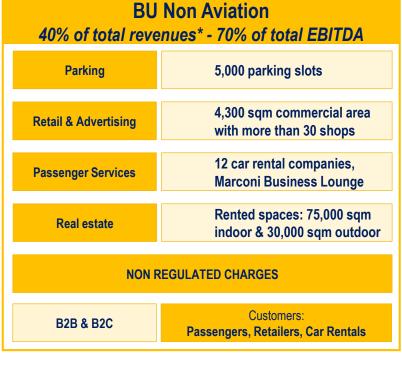
2024 KEY UPDATES

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





BU Aviation 60% of total revenues* - 30% of total EBITDA							
Passengers (avg. / day)	25,000+						
Flights / day	200+						
Airlines	50+ carriers						
Destinations	115+, mostly international						
REGULATED CHARGES							
B2B	Customers: Carriers, Other operators (e.g. handlers)						





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HIGHLIGHTS & STRATGEY

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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



























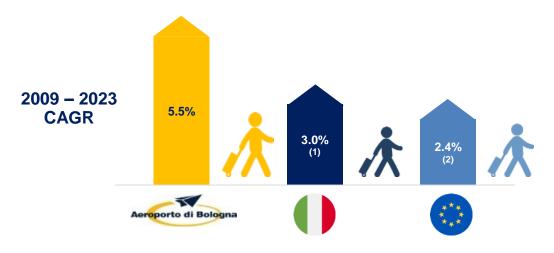


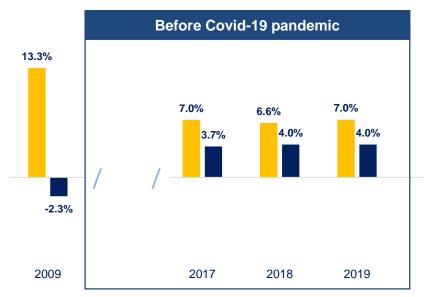
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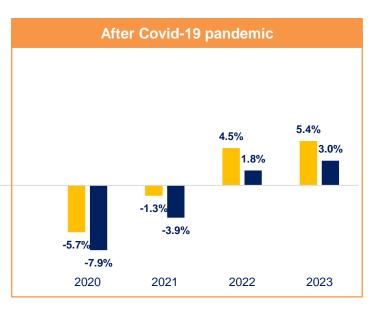
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2024 KEY UPDATES

OUTPACING ITALIAN AND EU AVERAGE GROWTH DESPITE COVID-19 PANDEMIC







¹ Assaeroporti – including charter, general aviation and interlining: years 2009-2023

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



ALWAYS IMPROVING FINANCIAL PERFORMANCES SINCE IPO, WITH CONSTANT RECOVERY AFTER THE PANDEMIC

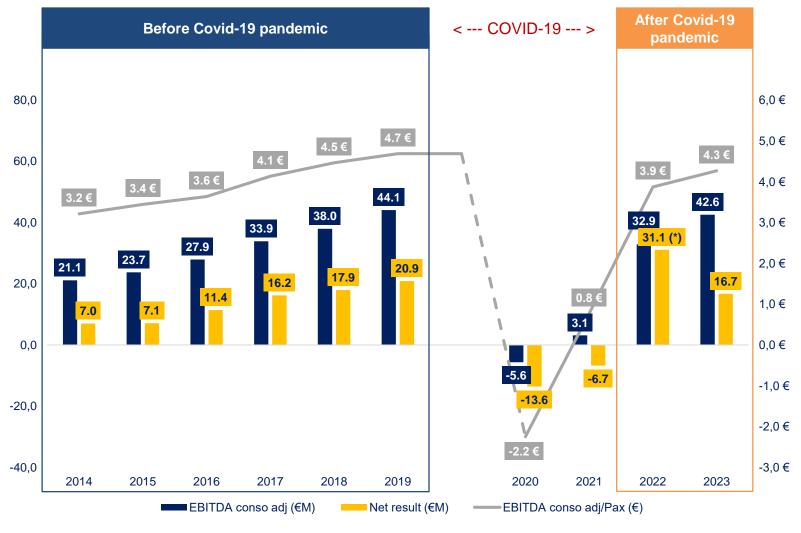


HIGHLIGHTS & STRATGEY

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BOLOGNA AIRPORT'S SHAREHOLDERS



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NOTE: Ownership of the Parent Company Aeroporto Guglielmo Marconi di Bologna S.p.A. at June 30, 2024.









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EUROPEAN TRAFFIC TREND IN H1 2024



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_	Jun24	VS	YTD Jun	24 vs	Q2 2024 vs		
European Traffic trend	Jun23	Jun 19	YTD Jun23	YTD Jun 19	Q2 2023	Q2 2019	
Total passengers	7.3%	0.8%	8.9 %	0.4%	8.0%	1.7%	
EU airports	8.3%	1.1%	9.8%	0.8%	8.8%	1.9%	
EU+ airports	7.8%	0.4%	9.5%	0.0%	8.4%	1.2%	
Non EU+ airports	4.5%	3.2%	5.8%	2.9%	5.9%	4.7%	
International pax	8.7%	1.8%	10.3%	3.0%	9.4%	3.4%	
Domestic pax	2.0%	(4.3%)	4.2%	(7.9%)	3.0%	(4.3%)	
Freight	1.6%	5.7 %	9.6%	6.2%	9.2%	6.4%	
Movements	5.5%	(2.0%)	6.4%	(5.3%)	6.3%	(2.5%)	

According to ACI Europe, traffic volumes show an increasing trend (+8.9% vs YTD Jun23) benefitting from seasonal demand and summer flight schedules in the second quarter. Thus, the recovery benefits from the resilient demand, despite the downward risks related to macroeconomic and geopolitical concerns.

The trend is led by international passengers, whom grew by 10.3% year-on-year, with a milder increase in domestic volumes (+4.2%). The gradual recovery is the result of most Asian/Pacific countries easing restrictions for external travel on the back of strong pent-up demand. The best performing markets in the EU+ area in H1 2024 were Albania (+66%), Uzbekistan (+47%) and Moldova (+39%). Worst performing were Israel (-46%), Russia (-17%) and Armenia (-2%).





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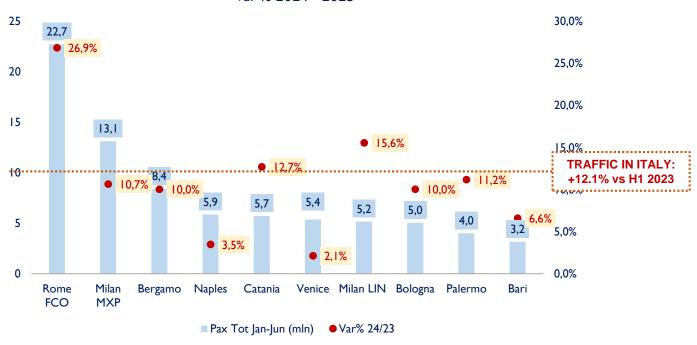
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2024 KEY UPDATES

TRAFFIC TREND OF MAIN ITALIAN AIRPORTS IN H1 2024



Var % 2024 - 2023



Italian airports recorded 100 million passengers in H1 2024, an **increase compared to 2023 (+10.9 million pax, +12.1%)**, showing a fast pace led by international traffic (+15.9% vs H1 2023), which is growing faster than domestic traffic (+5.0% vs H1 2023).

Strong recovery in traffic volumes recorded by Rome Fiumicino and Milan Linate.

In H1 2024 Bologna is the eighth Italian airport with a market share of 5.0%.





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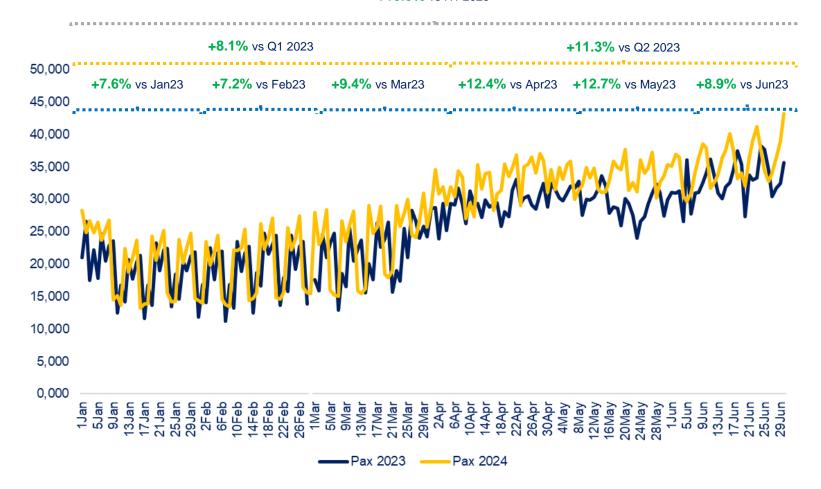
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2024 KEY UPDATES

BLQ TRAFFIC PERFORMANCE IN H1 2024

In H1 2024 total passengers were 5,045,265, +10.0% vs 2023, with 39,699 movements (+8.0% vs 2023).

+10.0% vs H1 2023





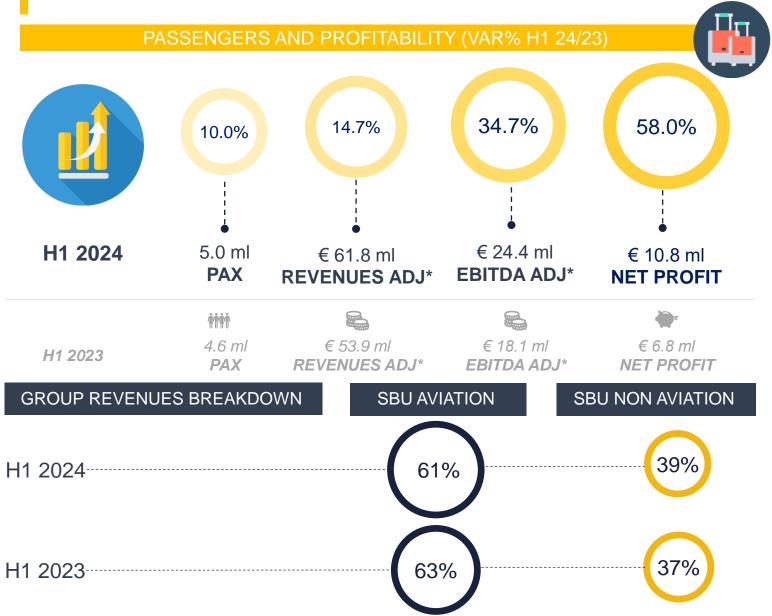


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2019 KEY UPDATES

H1 2024 KEY FIGURES







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2024 KEY UPDATES

H1 2024 KEY HIGHLIGHTS: EBITDA INCREASED BY MORE THAN 30% IN H1 2024 VS H1 2023



In H1 2024 passengers increased by 10.0% vs 2023 and movements increased by 8.0% compared to 2023.



Low cost traffic shows an increase compared to 2023 (+9.0%) and **legacy** traffic shows a steeper recovery (+12.6%) thanks to both higher movements and load factor. The different trends resulted in a slight decrease of the low cost share from 68.7% in H1 2023 to 68.0% in H1 2024.



H1 2024 revenues increased by 14.2% vs H1 2023, thanks to all income items despite other revenues. Adj. revenues (*) rose by 14.7% vs H1 2023.



Aeronautical revenues increased by 18.9% when compared to 2023 due to the traffic growth and lower incentive per passenger thanks to contract renewal.



Non Aeronautical revenues increased by 10.9% vs 2023 due to a good performance of all sectors. In particular, good results were registered by food & beverage and duty free performance, by parking as a result of the review of commercial strategies, by premium services and by car rental.



In H1 2024 adj operating costs increased by 6.6% vs 2023 despite lower costs for other charges and slightly decreasing service costs (i.e. utilities and park shuttles), mainly due to higher personnel and rental costs.



Investments in infrastructure maintenance and development amounted to €18.4M.



H1 2024 TRAFFIC INSIGHT





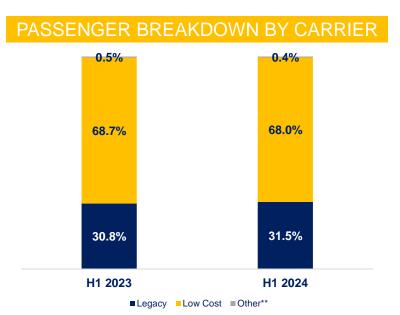
HIGHLIGHTS & STRATGEY

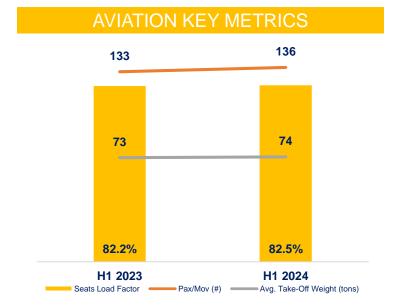
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2024 KEY UPDATES

	H1 2024	H1 2023	Var % 24/23
Passengers	5,045,265	4,585,115	10.0%
ATM*	39,699	36,766	8.0%
MTOW	2,758,574	2,541,408	8.5%
Cargo	28,158,380	25,902,698	8.7%







NON-AVIATION REVENUES

RETAIL REVENUES/DEPAX

RETAIL



HIGHLIGHTS & STRATGEY

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2024 KEY UPDATES





FACTORS ENABLING THE TREND:

+ Food & Beverage and Duty Free performance

PARKING REVENUES/DEPAX



PARKING



FACTORS ENABLING THE TREND:

Review of commercial strategy reflected on a better performance





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CONSOLIDATED PROFIT & LOSS

Euro in thousands		H1 2024	H1 2023	Var%
Revenues		76,453	66,944	14,2%
Operating Costs		(51,392)	(48,212)	6,6%
EBITDA	1	25,061	18,732	33,8%
EBITDA Adjusted*		24,363	18,082	34,7%
Concession Rights Amortization		(4,437)	(4,101)	8,2%
Amortization & Depreciation		(1,537)	(1,343)	14,4%
Amortization and Depreciation	2	(5,974)	(5,444)	9,7%
Provision for Doubtful Accounts		(609)	(538)	13,2%
Airport Infrastructure Provision		(1,762)	(1,351)	30,4%
Other Accruals		(610)	(697)	(12,5%)
Provisions	2	(2,981)	(2,586)	15,3%
Total Costs		(60,347)	(56,242)	7,3%
EBIT		16,106	10,702	50,5%
Financial Income		449	435	3,2%
Financial Expenses	3	(1,337)	(1,565)	(14,6%)
EBT		15,218	9,572	59,0%
Taxes	4	(4,448)	(2,757)	61,3%
Net Profit (loss)		10,770	6,815	58,0%
Minority Interest		0	0	n.m.
Group Net Profit	5	10,770	6,815	58,0%

1 EBITDA

▲ (+6.3 **M** € vs 2023) due to revenues growth and lower increase in base cost. **EBITDA** Adj. also increased +6.3 **M** €

2 AMORTIZATION, DEPRECIATION AND PROVISIONS

▲ (+0.9 M € vs 2023) due to ▲ (+0.5 M€) amortization and depreciation and ▲ (+0.4 M €) provisions

3 FINANCIAL INCOME AND EXPENSES

▼ (-0.2 M € vs 2023) financial structure optimization.

TAXES

▲ compared to H1 2023

- NET RESULT
 - ▲ compared to H1 2023



TOTAL FINANCIAL POSITION

H1 2024 TOTAL FINANCIAL POSITION ('000 €)



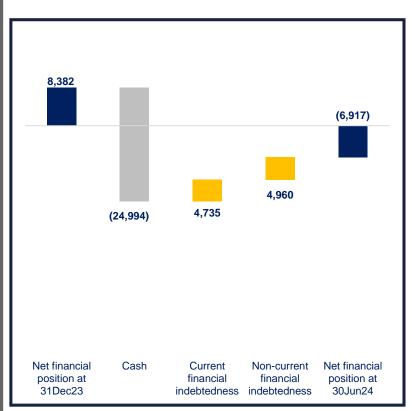


HIGHLIGHTS & STRATGEY

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2024 KEY UPDATES



Euro in thousands			Change
	30Jun24	31Dec23	30Jun24 vs 31Dec2
Cash	24,342	49,336	(24,994)
Current financial debt	(3,761)	(7,232)	3,471
Current portion of non-current financial debt	(11,059)	(12,323)	1,264
Current financial indebtedness	(14,820)	(19,555)	4,735
Net Current financial indebtedness	9,522	29,781	(20,259)
Non current financial indebtedness	(16,439)	(21,399)	4,960
Total financial indebtedness	(6,917)	8,382	(15,299)
Financial instruments with a maturity of over 12 months	1,089	1,079	10

H1 2024 Net Financial Position of € 6.9 mln

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



HIGHLIGHTS & STRATGEY

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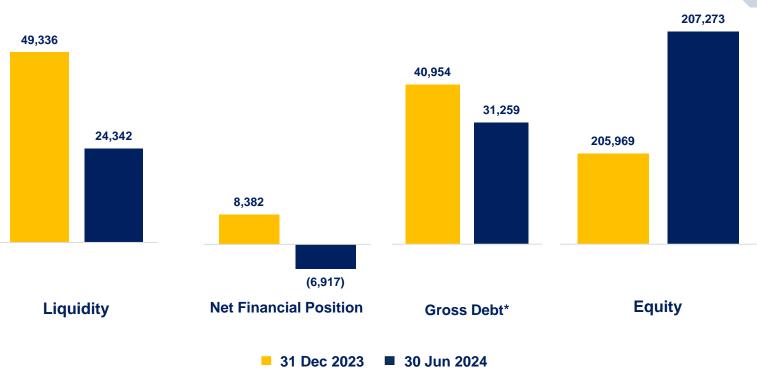
SUSTAINABILITY

2024 KEY UPDATES

LIQUIDITY PROFILE AND CAPITAL STRUCTURE







^{*} Current and non current financial liabilities









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INVESTMENTS – MAIN PROJECTS IN PROGRESS

Beyond 2025

TERMINAL EXPANSION



2025



2023 **COMPLETED** **NEW BOARDING SCHENGEN AREA**



RENOVATION OF THE SECURITY AND PASSPORT CONTROL AREA



NEW MULTI-STOREY PARKING



SCHENGEN GATEROOM



NEW CURBSIDE



AIRCRAFT APRON FOR BASE OF OPERATION



REPURPOSING OF THE CARGO AREA



25









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2019 **KEY UPDATES**



SUSTAINABILITY



SUSTAINABILITY PLAN

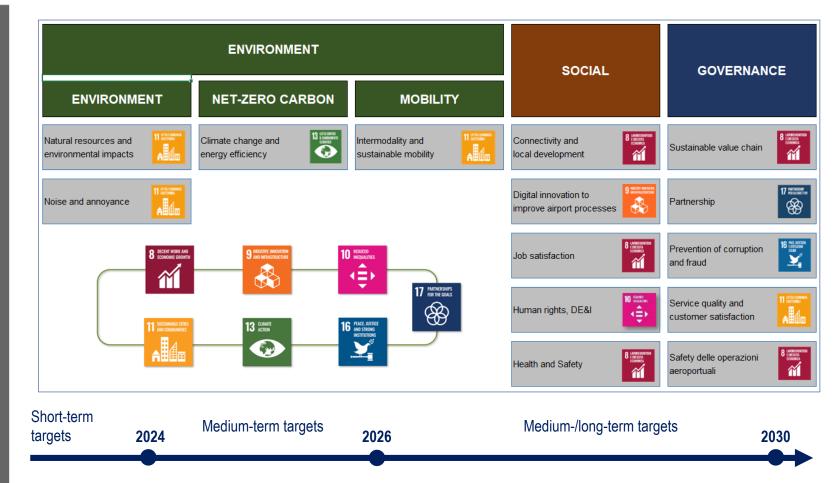


HIGHLIGHTS & STRATGEY

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SUSTAINABILITY PLAN - H1 2024 RESULTS

Sustainability Plan



HIGHLIGHTS & STRATGEY

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PLANET Environmental sustainability





ENVIRONMENT

NET ZERO CARBON

MOBILITY

Level 4+ – Work in progress to reach Transition Level of Airport Carbon Accreditation program signed in 2015





- Final design phase of air side photovoltaic system in progress;
- Terminal photovoltaic plant completed;
- 20 electric vehicle recharging point installed in air side

Integrated mobility: Bologna Airport continues its effort to promote sustainable and integrated mobility participating in **European project Sign Air** to achieve data sharing in multimodal travelling

Road to compliance to **EU Corporate Social Responsibility Directive** (CSRD) that encourages organisations to disclose information on how their business activities affect environment, society and people





Generali Welfare Champions 2024 award for equal opportunities and work life balance initiatives promoted at Bologna Airport

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



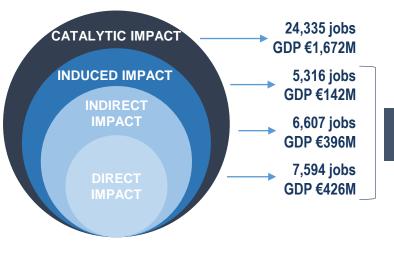


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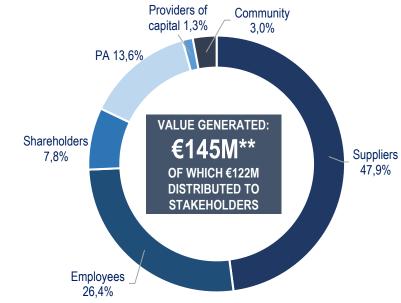
CONTRIBUTING TO LOCAL DEVELOPMENT



19,517 jobs GDP €964M According to ACI Europe's estimates, Bologna Airport system generated over 19,000 jobs and contributed over €900 million to the local community in 2023.



In 2023 the economic value generated by the Group amounted to €145 million, of which 84% 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 calculator.

^{**} Value based on Bologna airport's 2023 reclassified consolidated income statement.









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POSITIVE TRAFFIC TREND...

In July and August, AdB overcame the 1 million passengers (1,115,299 and 1,119,370 respectively), up 4.2% on July 2023 and up 5.6% on August 2023. Passing July 2024 traffic, August is now definitely the most flown month in the history of AdB. Over the summer, the 3-months period from June to August accounted for more than 3 million people whom chose to travel from/to Bologna.

In the first eight months of 2024, total passengers were 7,274,221, up by 8.4% on the same period of 2023, while movements were 52,379, up by 6.3% on 2023.

In detail, passengers on domestic flights are driving the growth (1,813,747, +10.4% on the same period of 2023), but passengers on international flights also recorded an excellent performance (5,460,474, +7.8% on the first eight months of 2023).

The **most requested destinations** by Marconi passengers in April were: Catania, Barcelona, Tirana, Olbia, Palermo, Madrid, Brindisi, London Heathrow, Istanbul, Cagliari and Roma Fiumicino.

Freight in the January-August period were 29,998 tons, with an increase of 10.8% on 2023.

		H1				JULY A			AUGUST		YTD 8M		
		2024	2023	Var % 2024 vs 2023	2024	2023	Var % 2024 vs 2023	2024	2023	Var % 2024 vs 2023	2024	2023	Var % 2024 vs 2023
DOMESTIC	Passengers	1,245,780 1	,110,090	12.2%	289,779	270,834	7.0%	278,188	261,296	6.5% 1	,813,747 1	,642,220	10.4%
DOMESTIC TRAFFIC	Movements	7,960	7,194	10.6%	1,800	1,711	5.2%	1,855	1,767	5.0%	11,615	10,672	8.8%
III	Load Factor	82.8%	82.2%		86.4%	84.9%		80.6%	79.5%		83.0%	82.2%	
INTERNATIONAL	Passengers	3,793,7723	,469,687	9.3%	825,520	799,040	3.3%	841,182	798,557	5.3% 5	,460,474 5	,067,284	7.8%
INTERNATIONAL TRAFFIC	Movements	28,997	27,158	6.8%	5,876	5,755	2.1%	5,891	5,680	3.7%	40,764	38,593	5.6%
INALLIC	Load Factor	82.4%	82.1%		86.5%	85.9%		86.5%	86.1%		83.6%	83.3%	
TOTAL	Passengers	5,039,5524	,579,777	10.0%	1,115,299 [•]	1,069,874	4.2%	1,119,370 <i>1</i>	1,059,853	5.6% 7	,274,221 6	,709,504	8.4%
	Movements	36,957	34,352	7.6%	7,676	7,466	2.8%	7,746	7,447	4.0%	52,379	49,265	6.3%
	Load Factor	82.5%	82.2%		86.5%	85.6%		85.0%	84.4%		83.5%	83.0%	



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Milan, September 12th 2024