



Press Release

UPDATED GUIDANCE AND GROWTH TARGETS PRESENTED TO ANALYSTS AND INVESTORS

London, 19 October 2016 – Atlantia SpA’s Chief Executive Officer, Giovanni Castellucci, was in London today to present the Group’s future growth strategies and targets to analysts, investors and the international press.

“Atlantia is looking to speed up its international expansion by acquiring attractive motorway and airport assets, whilst continuing to focus on our home market and above all on our investment programme in Italy,” stated Mr Castellucci. *“Over the next 5 years, we will invest more than €5 billion in Italy through Autostrade per l’Italia and €2.5 billion through Aeroporti di Roma. But our strategic objective is also to grow our international presence, increasing the percentage of EBITDA generated by our overseas businesses from the current 25%,”* he added.

The CEO presented the Group’s restructuring which, in 2017, will result in an organisation with 4 main divisions focusing on the following areas of business:

- “Italian motorways”, led by Autostrade per l’Italia (ASPI), which will have the role of operating parent and will continue to hold the controlling interests in the Group’s other Italian motorway operators;

Investor Relations

e-mail: investor.relations@atlantia.it

Media Relations

e-mail: media.relations@atlantia.it

www.atlantia.it

- “Overseas motorways”, which today includes the investments in Grupo Costanera and Los Lagos in Chile, Atlantia Bertin Concessoes in Brazil and Stalexport in Poland, control of which will be transferred from Autostrade per l’Italia to Atlantia;
- “Airports”, led by Aeroporti di Roma (ADR) and Aéroports de la Côte d’Azur (ACA), following the French government’s provisional selection of the consortium in which Atlantia has a 75% stake as the operator’s purchaser, following the government’s decision to proceed with its privatisation;
- “Other related businesses”, which, in addition to Pavimental and Spea Engineering, will also include Telepass and ETC, control of which will be transferred from Autostrade per l’Italia to Atlantia, with the aim of boosting promotion of the Group’s world-leading automated payment solutions for transport in international markets.

“The new organisational structure will allow each area of business to develop independently, enabling us, if necessary, to offer investment opportunities to international equity partners,” said Castellucci. *“Atlantia is a global player and clearly has the financial clout to raise the necessary funds on the capital markets,”* he added, *“but the investors currently most interested in entering the sector include large pension and sovereign wealth funds who are keen to invest in Italy. This could give us an extra edge, by giving international partners the opportunity to acquire stakes in ASPI in order for us to then reinvest the proceeds overseas.”*

The financial objectives presented to investors point to an increase in revenue, over the four years from 2016 to 2020, from the current €5.5bn to €6.8bn, average annual EBITDA growth for the Group of around 7%, with the dividend increasing by 10% per annum, and a ratio of net debt to EBITDA down from the current 3.2x to 2.4x in 2020.

Targets for the Group’s different operating segments in 2020 point to:

- average annual EBITDA growth of 4% for the “Italian motorways” segment;
- average annual EBITDA growth of 11% for the “Overseas motorways” segment, which may receive a further contribution from SPMAR in Brazil, should the Group exercise its option to acquire this company;
- average annual EBITDA growth of 7% at Aeroporti di Roma.

* * *

The manager responsible for financial reporting, Giancarlo Guenzi, declares, pursuant to section 2 of article 154 bis of the Consolidated Finance Act, that the accounting information contained in this release is consistent with the underlying accounting records.