IBTTA International Summit
General Session: The Italian Motorway System

1. Atlantia Group Highlights

2. How to Evaluate the performance of the Italian concession system:
   • The Capex Plan and the Development of the Network
   • The Customer Satisfaction Index

3. The Technological Evolution

4. Future Challenges
Our global leadership in figures

A technological leader, world number one in electronic tolling systems and traffic information services

5,000 km
of toll motorways in Italy, Brazil, Chile, India and Poland

5 airports in Europe
2 serving Rome and
3 serving the Côte d'Azur

Over 5 million customers a day use the Group’s motorways
Approximately 60 million passengers a year handled in our airports
10.7 million payment instruments managed by Telepass

Total revenue of €5.5 billion
EBITDA of €3.4 billion
Capital expenditure of €1.4 billion

(2016 figures)
60 years of setting records

Every year, we break down barriers to bring people closer together

1958/64
Autostrada del Sole
Construction and opening of the 820 km long Autostrada del Sole motorway (A1, Milan-Naples)

1963
Eurobonds
First Eurobond issue in the history of the capital markets

1990
Telepass
The world’s first electronic tolling system

1995
USA
The first ever privately owned toll motorway in the USA, the Dulles Greenway in Virginia

2003
UK
The M6 Toll, the UK’s first ever toll motorway

2004
Austria
The world’s first free-flow tolling system on over 2,000 km of motorway network

2005
Tutor
The world’s first system for monitoring average speeds

2007
Brazil and Chile
Patented method of tunnel widening

2012
Aeroporti di Roma
Atlantic expands its presence in Brazil, with responsibility for over 1,500 km of network

2013
Variante di Valico
Atlantic strengthens its foothold in Chile, operating more than 300 km of network

2015
Integration of Aeroporti di Roma, investment of €10 billion in expansion of Fiumicino airport
Opening of the Variante di Valico, an example of Italian engineering excellence and, in terms of excavated volume, comparable to Europe’s biggest tunnels
ASPI Group Highlights

Main features

- 3,020 km of nationwide network
- Strong cash flow generation
- Around 83% of draining conglomerates pavement
- 626 tunnels
- 2,019 bridges and viaducts
- 2,006 overpasses
- 216 service areas
- 267 toll stations

<table>
<thead>
<tr>
<th>Concessionaires</th>
<th>Km</th>
<th>Concession expiry</th>
</tr>
</thead>
<tbody>
<tr>
<td>Autostrade per l’Italia</td>
<td>2,855</td>
<td>2038</td>
</tr>
<tr>
<td>Mont Blanc Tunnel</td>
<td>6</td>
<td>2050</td>
</tr>
<tr>
<td>Raccordo Autostradale Valle d’Aosta</td>
<td>32</td>
<td>2032</td>
</tr>
<tr>
<td>Società Autostrada Tirrenica</td>
<td>55</td>
<td>2046</td>
</tr>
<tr>
<td>Autostrade Meridionali (1)</td>
<td>52</td>
<td>2012</td>
</tr>
<tr>
<td>Tangenziale di Napoli</td>
<td>20</td>
<td>2037</td>
</tr>
<tr>
<td><strong>Total</strong></td>
<td><strong>3,020</strong></td>
<td></td>
</tr>
</tbody>
</table>

(1) The process of awarding the new concession is underway
A unique Group, thanks to our integrated expertise

A unique combination of technology, innovation and investment capabilities, creating increasingly efficient and sustainable transport solutions.

- safety
- comfort and assistance
- maintenance
- infrastructure upgrades
- free-flow tolling
- control systems for motorway traffic
- traffic information
- airport automation solutions
- design
- project management
- construction
- surfacing
Services

We pursue excellence in the quality we offer, combining management expertise with technology and innovation.

7,000 people, 2,200 snow-clearing vehicles and equipment and technology designed to provide assistance around the motorway network.

4,500 video cameras, 1,900 variable message panels and 2,100 sensors to constantly monitor safety and traffic flow.

Work on improving the quality of service offered by ADR at all stages of the airport experience is ongoing: accessibility, security screening, baggage handling, the cleanliness of terminal buildings and the introduction of Terminal Managers.
The Customer Satisfaction Index

- Surveys carried out twice a year by a specialized research institute and focalized on Autostrade per l’Italia network
- Statistic samples, representing the different kinds of clients: occasional and business travellers, commuters, truckers
- Items subject to surveying are safety, information on road conditions, service areas, toll gates and payment systems
- The results of the Customer Satisfaction surveys represent one of the evaluation tools used by the Company’s top management
- In 2016 surveys have been focused on frequent travellers, people travelling at least once a month
Technology

We offer advanced services and cutting-edge solutions, creating the future of mobility.

Tutor, the world’s first system for monitoring the average speeds of motorway traffic, is installed on 2,500 km of Italian motorways. With 10.7 million payment instruments managed, Telepass is the most widely used automated payment system in Europe for paying tolls and transport-related services. Technological innovation: new info-points, free Wi-Fi, LED lighting, e-gates at passport control, device charging points.
Investment

We coordinate every phase of the construction process, from design through to maintenance.

Motorway upgrades in Italy *

Final design for Genoa Bypass submitted for approval

494 km of widened motorway opened to traffic

36 km of works in progress

Network operated by Autostrade per l’Italia

(*) Excluding additional works indicated in the Plan of 2007, which only commits the Group to developing preliminary designs.

Investment of €25 billion, of which over €11 billion already completed, in order to upgrade 1,066 km of Italian motorway network.
The Capex Plan and the Development of the Network

Autostrade per l’Italia capex plans

<table>
<thead>
<tr>
<th></th>
<th>Authorized/committed</th>
<th>To be authorized</th>
</tr>
</thead>
<tbody>
<tr>
<td>1997 Plan</td>
<td>5.8</td>
<td>1.5</td>
</tr>
<tr>
<td>2002 Plan</td>
<td></td>
<td></td>
</tr>
<tr>
<td>• In progress</td>
<td>3.6</td>
<td>0.6</td>
</tr>
<tr>
<td>• Genoa bypass</td>
<td>4.3</td>
<td></td>
</tr>
<tr>
<td>Other 1997 Plan</td>
<td>0.4</td>
<td>1.6</td>
</tr>
<tr>
<td>2007 Plan(^{(4)})</td>
<td></td>
<td></td>
</tr>
<tr>
<td>• First Priority</td>
<td></td>
<td>2.4</td>
</tr>
<tr>
<td>• Other</td>
<td></td>
<td>2.6</td>
</tr>
<tr>
<td>Noise reduction plan</td>
<td>0.2</td>
<td>0.7</td>
</tr>
<tr>
<td>Ongoing capex</td>
<td>1.8</td>
<td>0.6</td>
</tr>
<tr>
<td><strong>Total</strong></td>
<td><strong>11.8</strong></td>
<td><strong>9.3</strong></td>
</tr>
</tbody>
</table>

1997 Plan and 2002 Plan

- 433km opened
- 36km in progress

Genoa Bypass: Executive project to be approved
“Gronda By-pass” 4,3 Billion Project

- New roads 72 km
- 23 tunnels for a total amount of 54 km
- 24 viaducts
“Bologna by-pass 1 billion Project”
“Our capability to support integrated design”

URBAN INTEGRATION
- NEW CONNECTIONS
- RIQUALIFY OF UNDERPASSES
- SERVICES NEAR THE JUNCTIONS

ARCHITECTURE AND LANDSCAPE
- PARCS AND GREEN AREAS
- MANUFACTS OF ARCHITECTURAL VALUE
- RIQUALIFY OF URBAN AREAS

TRANSPORTATION
- CAPACITY ENHANCEMENT
- RIQUALIFY OF JUNCTIONS
- CONNECTIONS IMPROVEMENT
- NEW ROUNDBOUTS

METROPOLITAN INTEGRATION WITH LOCAL ROADS
- INTERMEDIA DI PIANURA
- NUOVO SVINCOLO SU A13
- COMPLETAMENTO LUNGO SAVENA
- NUOVO PONTE SUL RENO
- NODO DI FUNO
- COMPLANARE NORD SAN LAZZARO

TECHNOLOGY
- INFOMOBILITY ON THE NETWORK AND NEAR JUNCTIONS
- INTERCHANGES SERVICES NEAR THE JUNCTION
Back - up
The Technological Evolution

TELEPASS
- Market leader in the development of Electronic Toll Collection: Telepass technology launched in the '90
- 66 Telepass point + 84 Telepass self service H24 (around 80% electronic tolling)
- More than 8 million OBU (On Board Units) distributed in the Italian market
- Development in providing more services: (urban areas, parking, car sharing, refuelling)

TUTOR
- Tutor system currently in operation on more than 2,500 km of lanes along the Group network
- Significant reduction in the average speed (-15%) and peak speed (-25%) has been recorded, resulting in a marked decrease in the number of accidents and in the consequences to people

OTHER TECHNOLOGICAL EQUIPMENTS
- 581 Meteo Detection Instruments
- 3,308 Videocameras
- 1,669 Variable Message Signs