

## **Company Presentation**

## ISMO -Italian Stock Market Opportunities 2021 Virtual Video Conference



September 30th, 2021





### Table of contents

#### 1. Toscana Aeroporti at a glance

- 2. Responses to Covid-19
- 3. 1H2O21 Results
- 4. Business Update
- 5. Strategic Framework







Toscana Aeroporti S.p.A. – Company Presentation

## 1. Toscana Aeroporti *at a glance*

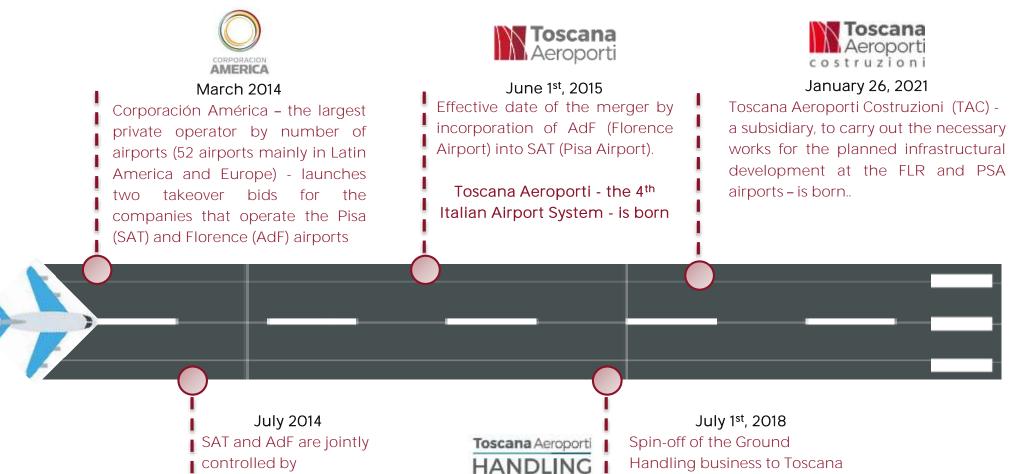


Corporación América

Aeroporti Handling

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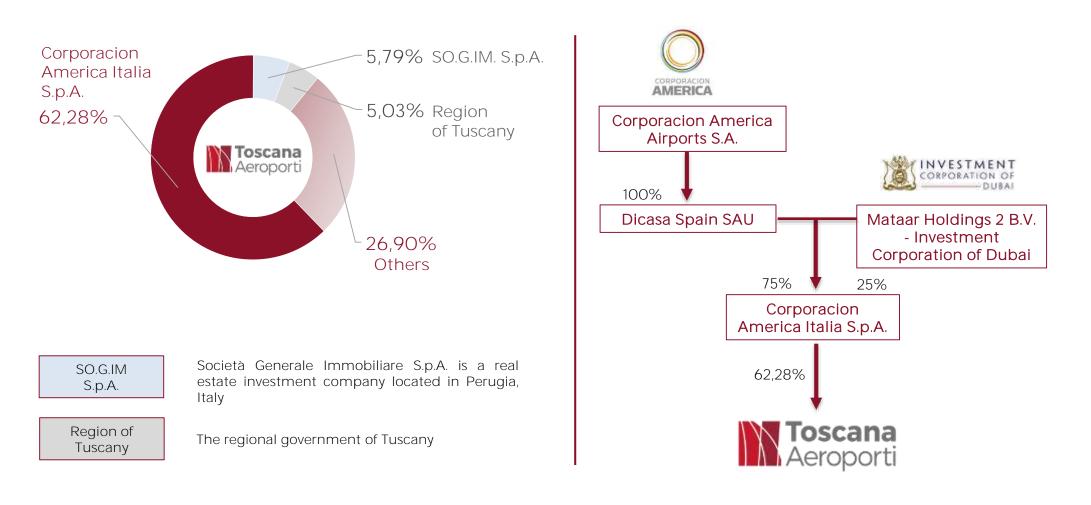
#### Toscana Aeroporti - milestones





1. Toscana Aeroporti	2. Responses	3. 1H2O21	4. Business	5. Strategic
at a glance	to Covid 19	Results	Update	Framework

#### Toscana Aeroporti shareholders structure





1. Toscana Aeroporti	2. Responses	3. 1H2O21	4. Business	5. Strategic
at a glance	to Covid 19	Results	Update	Framework

#### Toscana Aeroporti - Group's structure - Main companies

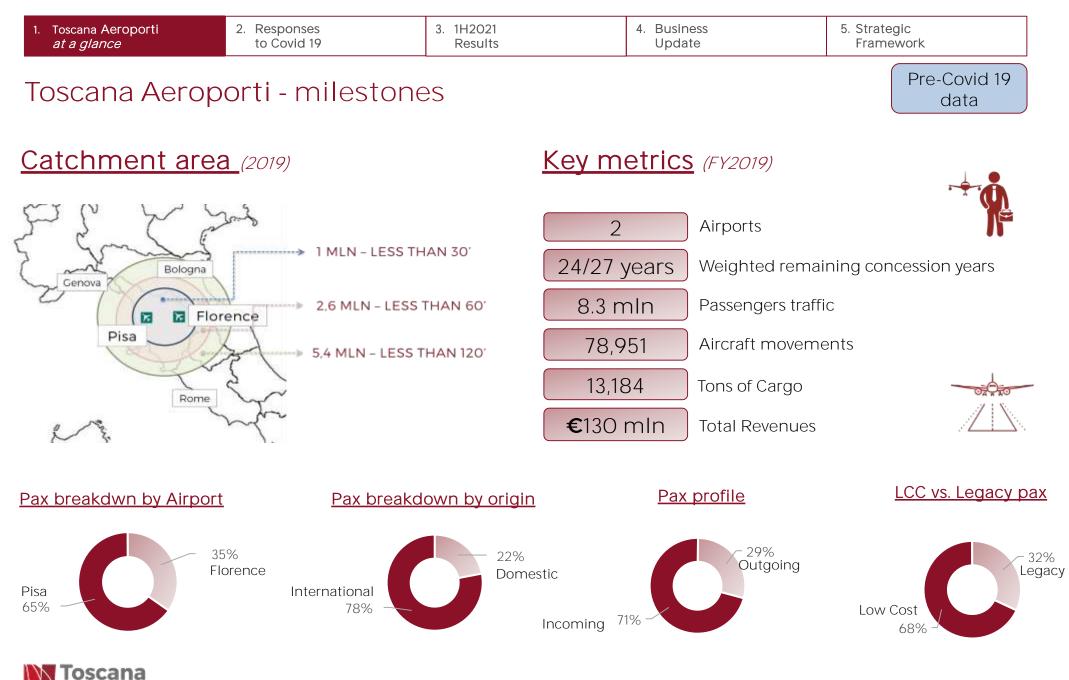


#### 100% subsidiary 100% subsidiary Handling activities in airport ground The mission is to provide TA with the Toscana Aeroporti oscana passenger engineering services required for the aircraft. and cargo eroporti HANDI handling services. implementation of the program for engineering the development of the two airports -Florence and Pisa. 100% subsidiary 51% subsidiary oscana Parcheggi TAC carries out airport, road, railway, This company mainly focused of the eroporti management of a 640-slot payment river and maritime works, as well as Peretola S.r.l. car parking lot for the public in front costruzioni acoustic mitigation works. of Florence airport.



51% subsidiary Company that manages the centralized fuel storage facility of the Pisa airport.





eroporti

intra-EU airlines servic g high fashion centers wi	e located in one of <b>E</b> i ith one of highest vield pe		Pre-Covid data	19
		r passenger		
in Italy	Passenger	<u>s traffic</u>	<u>ax profile</u>	
Venice	Innegosseanphans	13% Domestic 87%	30% Outgoing 70% Incoming	
Rome (Palazz	zo della Signoria)	Pa 19% Business	31% Low Cost 69%	
		Tourist	Legacy	
-				
-		7%	KLIM Royal Datch Admass 🍥	
-	12%			
	9%			
thers	28%	11% 📢	►AirDolomiti	
	Allan Venice Palazz Palaz Palazz Palazz Palazz Palazz Palazz Palazz Palazz Palaz Palaz Palaz Palaz Palaz Palaz Palaz Palaz Palaz Palaz Palaz Palaz Palaz Palaz Palaz Palaz Pala	Allan       Venice       Image: Construction of the state of	Ilan Venice Norectio Relazzo Vechlo Balazzo della SignoriaImage: Composition of the sector $0^{-1}$ and $0^{-1}$ an	$\begin{array}{c} \begin{array}{c} \begin{array}{c} \begin{array}{c} \begin{array}{c} \begin{array}{c} \end{array} \\ \end{array} $

3. 1H2O21 Results 4. Business Update

#### Pisa

Proven LCC business model in one of **Italy's** main tourist destinations (Toscana) also focused on the development of intercontinental flights



Piazza dei Miracoli

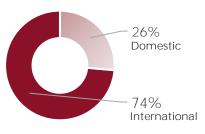
#### LCC Rationale

- O&D airport, favorably located in the middle of the European Union, providing access to various geographies and serving as a convenient destination for airlines
- Gateway to Tuscany and central Italy, directly linked to the Italian railway system
- Located in a world-class touristic destination, attracting ~6 mln visitors per year to the Leaning Tower of Pisa
- Efficient business operations, consistently delivering healthy profit margins while offering services and infrastructure at a competitive cost
- Potential to leverage on existing airlines relationships and TA's predominance in the region to foster expansion strategy

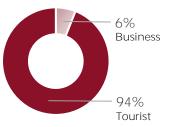
#### Main routes by country

#	Country	%
1	Italy	27%
2	United Kingdom	21%
3	Spain	10%
4	Germany	7%
5	France	5%
6	Others	30%

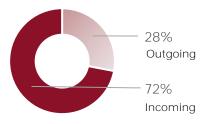
#### Pax traffic



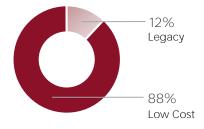
#### Type of pax



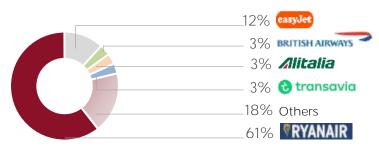
#### Pax profile



#### Pax per Type of Airline



#### Pax Breakdown by Airline



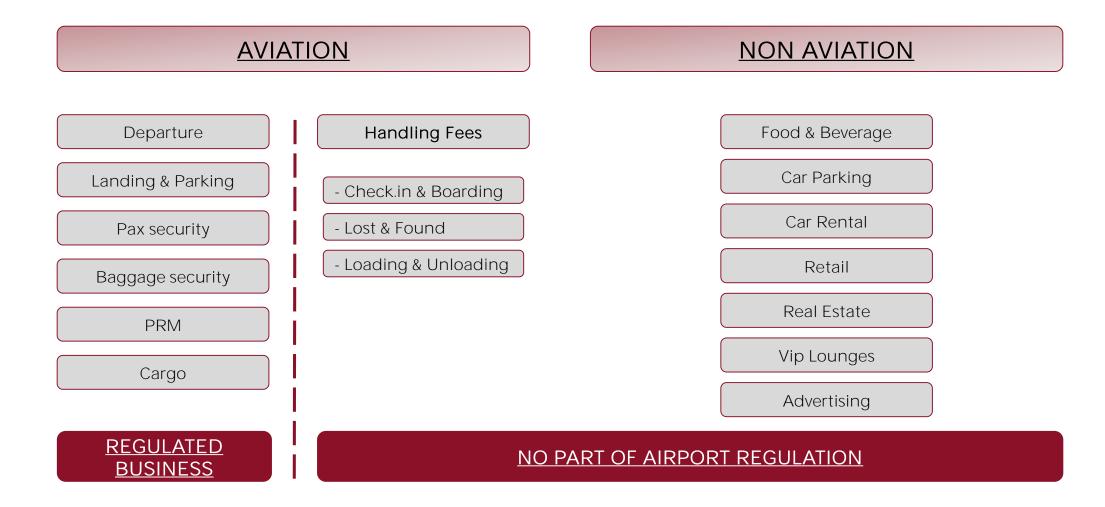
Pre-Covid 19 data

1. Toscana Aeroporti at a glance	2. Responses to Covid 19	3. 1H2O21 Results	4. Business Update	5. Strategic Framework			
Long-Term Concession agreements providing secure revenue streams into the future							
Pisa Airport Florence Airport							
Parties	ENAC (Ente Nazionale pe SAT (Società Aeroporto T	,		le per <b>l'Aviazione</b> Civile) porto di Firenze)			
Scope	Scope Contracts provide the rights to develop, update, manage, maintain and use Pisa and Florence airports with rights to grant sub-concessions related to property under concession.						
Term	Signed on Octo (40 year d			March 11, 2003 r duration)			
Extension terms	On July 17, 2020 with the epidemiological emergence airport activity have been e	cy, the <b>terms of the conc</b> e					



1. Toscana Aeroporti	2. Responses	3. 1H2O21	4. Business	5. Strategic
at a glance	to Covid 19	Results	Update	Framework
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#### Revenues sources





### Aviation - Overview of regulated tariff process

TA holds the two concessions for the global management of Florence airport and Pisa airport and is accountable for managing, developing and maintaining the airport assets.



In order to manage the airport infrastructures and to ensure their development, TA collects proceeds arising from the use of the infrastructures and from the services. The amount of such proceeds is set on the basis of regulated tariffs.



The regulated tariffs are set through a mechanism including consultation process with airlines and an assessment performed by the Italian Transport Regulation Authority (ART) on the basis of capital expenditure, quality and environmental targets. The tariffs are valid for 4 years and may be adjusted on an annual basis.



Sets the Investment, Quality and Environment Plan



Approves the Investment, Quality and Environment Plan Aeroporti

Defines the tariff scheme proposal

Aeroporti

+ Airlines

Consultation with airlines for the tariff scheme proposal

40 days

FLR airport & PSA airport Programme contracts 2019/2022

Definition of tariffs applicable for the next 4 years

Assessment of TA tariff scheme proposal



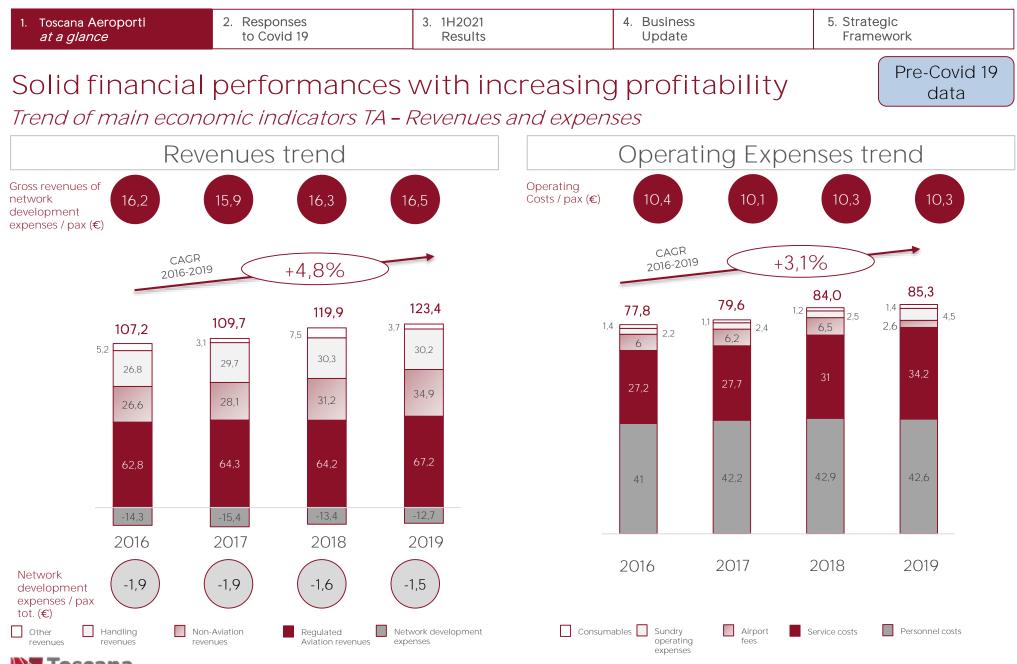


1.	Toscana Aeroporti	2. Responses	3. 1H2O21	4. Business	5. Strategic
	at a glance	to Covid 19	Results	Update	Framework

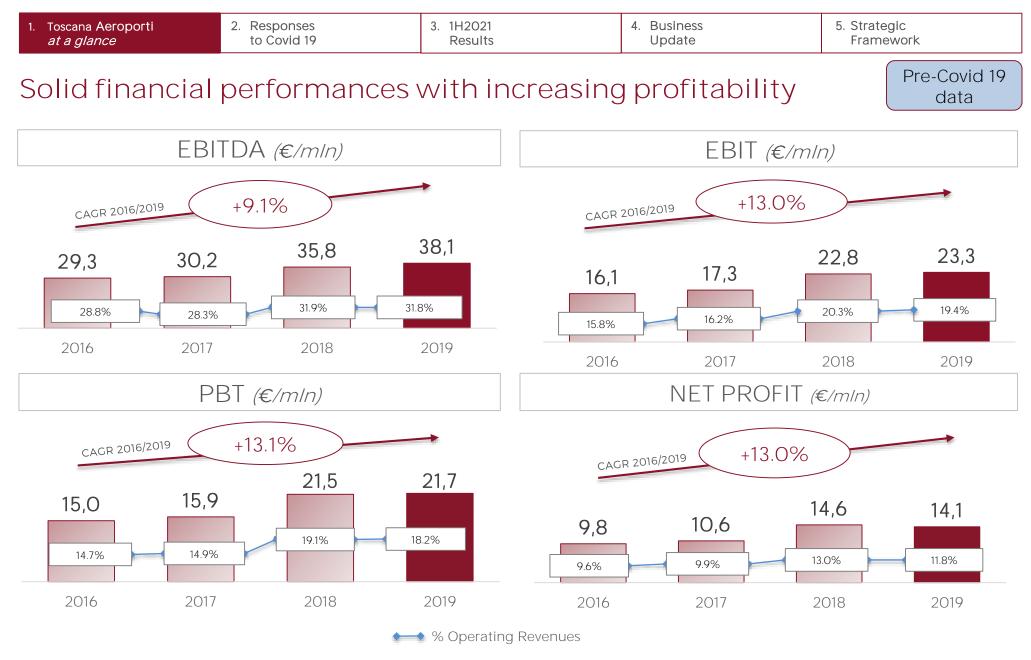
### Aviation regulated tariffs







Aeroporti









Toscana Aeroporti S.p.A. – Company Presentation

## 2. Responses to Covid-19

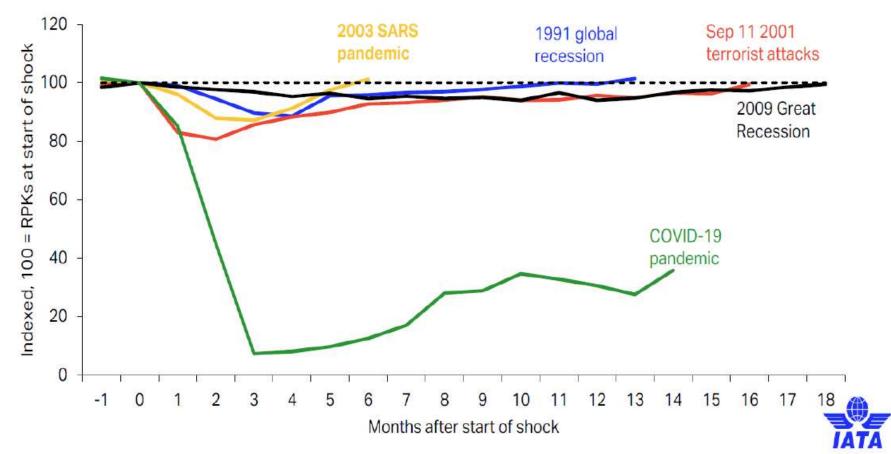


1. Toscana Aeroporti at a glance2. Responses to Covid 19	3. 1H2O21	4. Business	5. Strategic
	Results	Update	Framework

Impacts of Disruptions on Global Passenger RPKs

*Covid-19 Pandemic Unprecedented in Terms of Depth and Time to Recovery* 

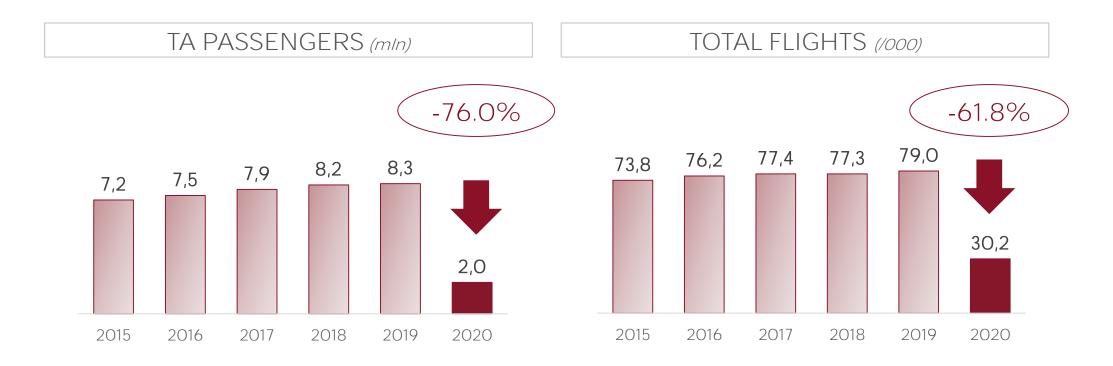
Global passenger kilometres flown (RPKs), indexed





COVID-19 Impact

## *After years of continuous growth, COVID-19 led to an unprecedented air traffic decline in Florence and Pisa airports*



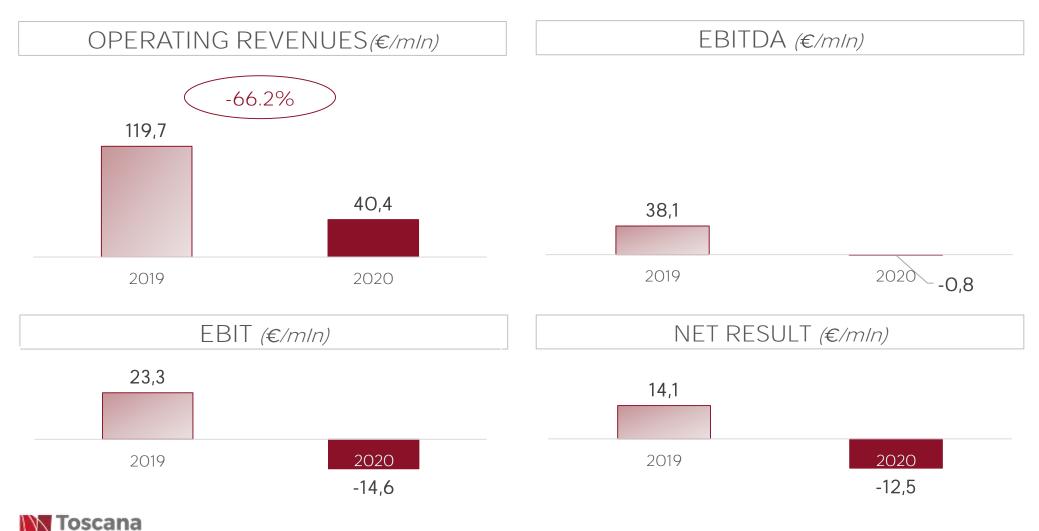


1. Toscana Aeroporti at a glance2. Responses to Covid 19	3. 1H2O21 Results	4. Business Update	5. Strategic Framework	
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#### COVID-19 Impact

Aeroporti

2020 results severely impacted by the health emergency caused by Covid-19



### Responses to Covid-19: actions taken to restore airport operations

Ensuring a safe experience for staff and travellers







- Sanitization and social distancing measures;
- Safety and hygiene protocols;
- Screening control with temperature check;
- Communication with travellers about new health & hygiene safety protocols via the organisation's channels, both digitally and physically at airports
- Clear signage throughout the airport to inform travellers;
- Gel dispensers and/or hygiene stations;
  - Antigenic and serological tests.













and other countries had to implement to

limit the spread of the virus.

#### Responses to Covid-19: opex reduction, Cash preservation & Compensations

OPEX REDUCTION	CASH PRESERVATION	COMPENSATIONS
- Personnel costs: - activated the CIGS (State's help to cover part of the employees' salary)	- Dividend: revoked distribution of dividends for FY2019;	TUSCANY REGION FUNDS ■€10 million relief for covid-19 damages granted by Region of Tuscany
for all employees, - mandatory use of accrued holiday leave - smart-working, where possible;	<ul> <li>Financing: financing for a total of € 85 million, backed by SACE guarantees ("Liquidity Decree") within the framework of the programme "Garanzia Italia".</li> </ul>	<ul> <li>European Commission's approval on March 2nd, 2021</li> <li>EBITDA impacted recorded in 2020.</li> <li>2021 ITALIAN BUDGET LAW</li> </ul>
- Supplier contracts: renegotiated contractual terms with suppliers, where possible;	- Capex: extensive review of the investments, sorting out those related to regulatory requirements or to maintain high quality and security standards and airport safety.	July 26, 2021: the European Commission approved, under EU State aid rules, a €800 million Italian scheme to compensate airports and ground-handling operators for the damage suffered due to the coronavirus
-Maintenance, operational and utility		outbreak and the travel restrictions that Italy

- expenses: reduced expenses due to lower traffic handled, to Florence airport closure and part of Pisa airport closed;
- Concession fees: approved by the regulator the deferral of semi-annual concession fee payment to January 2021, originally due July 2020. The calculation to be based on actual number of passengers in 2020.

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Aeroporti

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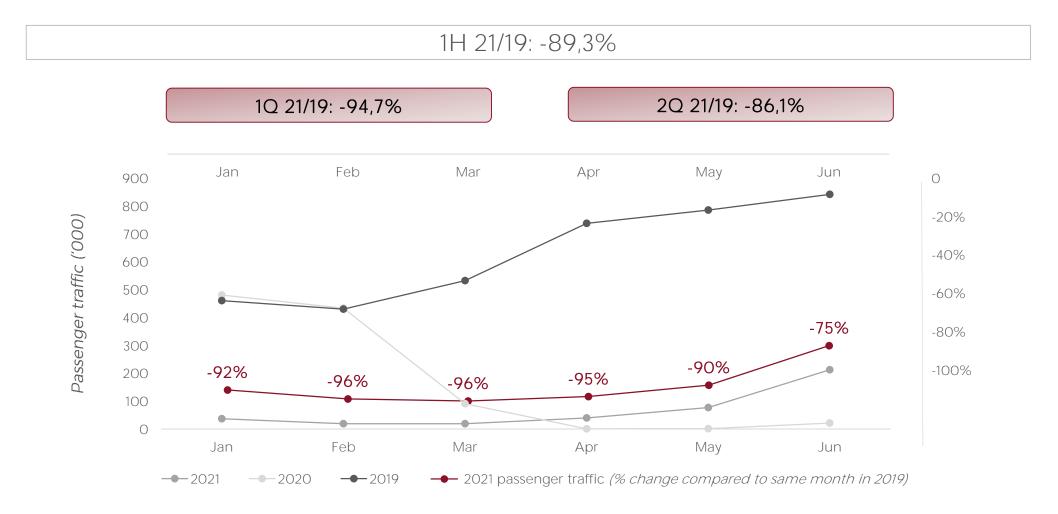
## 3. 1H 2021 Results



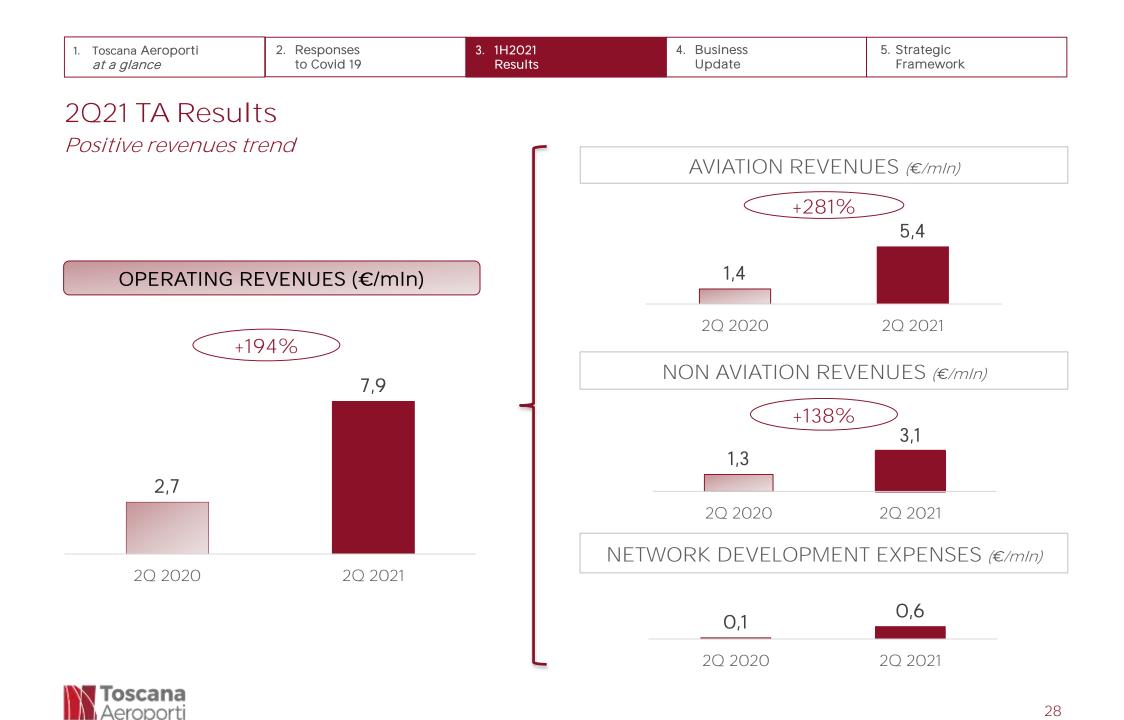
1. Toscana Aeroporti	2. Responses	3. 1H2O21	4. Business	5. Strategic
at a glance	to Covid 19	Results	Update	Framework

#### 2021 TA Results

First signs of traffic recovery



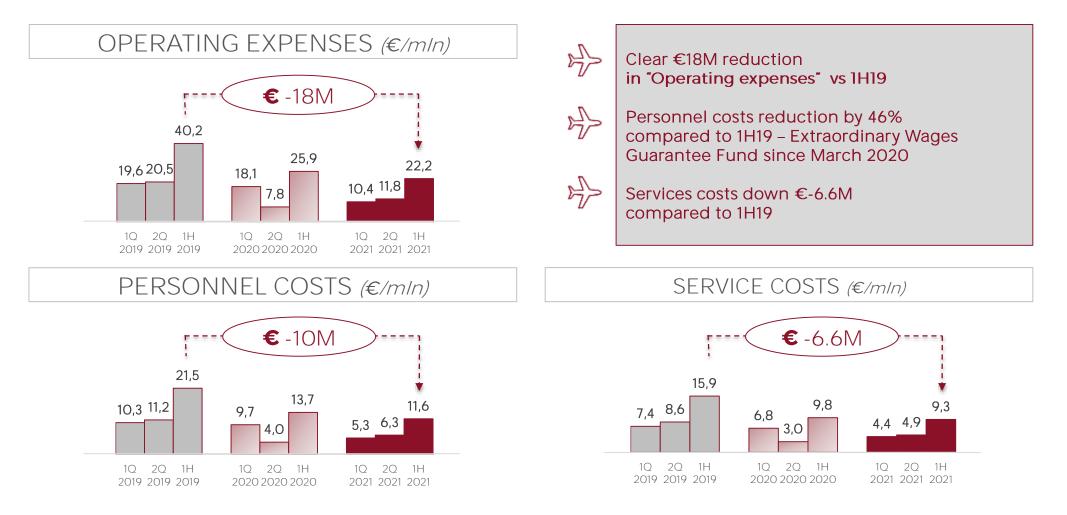




1. Toscana Aeroporti	2. Responses	3. 1H2O21	4. Business	5. Strategic
<i>at a glance</i>	to Covid 19	Results	Update	Framework

#### 2021 TA Results

Cost control dampen COVID-19 impact





1. Toscana Aeroporti	2. Responses	3. 1H2O21	4. Business	5. Strategic
<i>at a glance</i>	to Covid 19	Results	Update	Framework

### 2021 TA Results

#### Financial results recovery in 2021

P&L (€/000)	1Q 2021	<b>∆</b> % vs 2020	2Q 2021	∆% vs 2020	1H 2021	<b>∆</b> % vs 2020
Aviation revenues	1,970	(85.6%)	5,384	280.8%	7,354	(51.2%)
Non Aviation revenues	2,392	(54.9%)	3,128	137.7%	5,520	(16.7%)
Network development expenses	(3O3)	(85.9%)	(645)	1,012.1%	(948)	(56.9%)
OPERATING REVENUES	4,059	(75.9%)	7,866	194.4%	11,925	(38.8)
Other revenues	174	(41.5%)	967	1,724.5%	1,141	224.8%
Revenues for construction services	2,573	8.4%	4,611	249.1%	7,184	94.4%
TOTAL REVENUES	6,807	(65.1%)	13,443	232.2%	20,250	(14.0%)
Operating expenses	10,361	(42.9%)	11,826	52.2%	22,187	(14.4%)
Costs for construction services	2,227	13.4%	4,154	294.9%	6,381	111.6%
TOTAL COSTS	12.588	(37.4%)	15,980	81.2%	28,568	(1.2%)
EBITDA	(5,781)	na	(2,537)	(46.9%)	(8,318)	54.2%
EBIT	(8,946)	na	(6,206)	(22.5%)	(15,152)	29.6%
PBT	(9,601)	na	(6,813)	(17.6%)	(16,414)	33.5%
NET PROFIT /(LOSS)	(7,726)	na	(5,594)	(6.0%)	(13,320)	49.7%



1. Toscana Aeroporti	2. Responses	3. 1H2O21	4. Business	5. Strategic
at a glance	to Covid 19	Results	Update	Framework

### 1H21 TA Results - Net Financial Debt

Net Financial Debt (€/000)	1H 2021	FY 2020	Δ	1H 2020
Liquidity	48,816	76,344	(27,528)	15,908
Current financial debt	41,065	41,042	23	41,015
Current portion of non-current financial debt	6,745	5,484	1,261	5,268
CURRENT FINANCIAL INDEBTEDNESS	47,810	46,525	1,285	46,282
Net current financial indebtedness	(1,006)	(29,818)	28,812	30,374
Non-current financial debt	100,979	103,014	(2,035)	21,113
Non-current trade and other payables	7,531	4,132	3,399	4,089
NON-CURRENT FINANCIAL INDEBTEDNESS	108,509	107,146	1,364	25,203
NET FINANCIAL INDEBTEDNESS*	107,504	77,327	30,176	55,576
Adjusted Net Financial Debt	1H 2021	FY 2020	Δ	1H 2020
Liabilities for deferred payment of acquisitions	(4,317)	-	(4,317)	-
Financial liabilities for rights of use	(4,899)	(4,631)	(268)	(4,498)
TOTAL ADJUSTED FINANCIAL DEBT	98,287	72,696	25,591	51,78

1H 2021 Adjusted net financial debt, i.e., net of deferred payment commitments for acquisitions and right-of-use financial liabilities.

1H 2021 Debt-To-Equity Ratio (D/E): 1.14



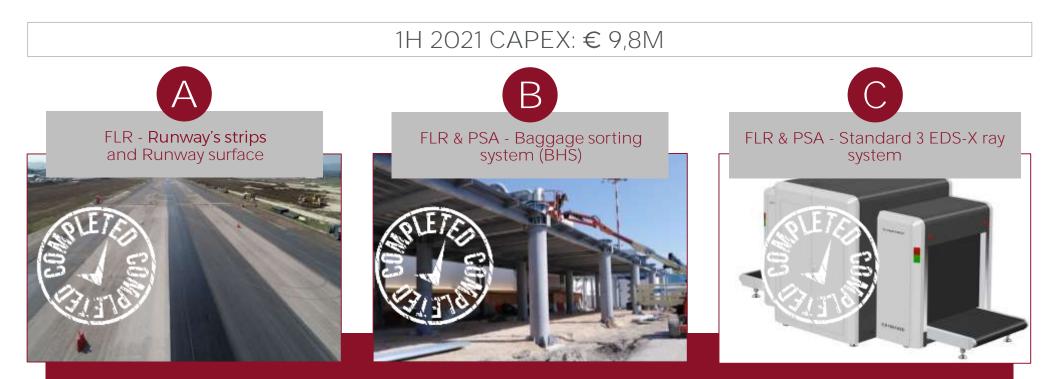
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3

1. Toscana Aeroporti	2. Responses	3. 1H2O21	4. Business	5. Strategic
at a glance	to Covid 19	Results	Update	Framework

#### 1H21 Capex

Main investments in Infrastructure - Non-binding and non-started capex programs postponed



The works were carried out and conducted by Toscana Aeroporti Costruzioni



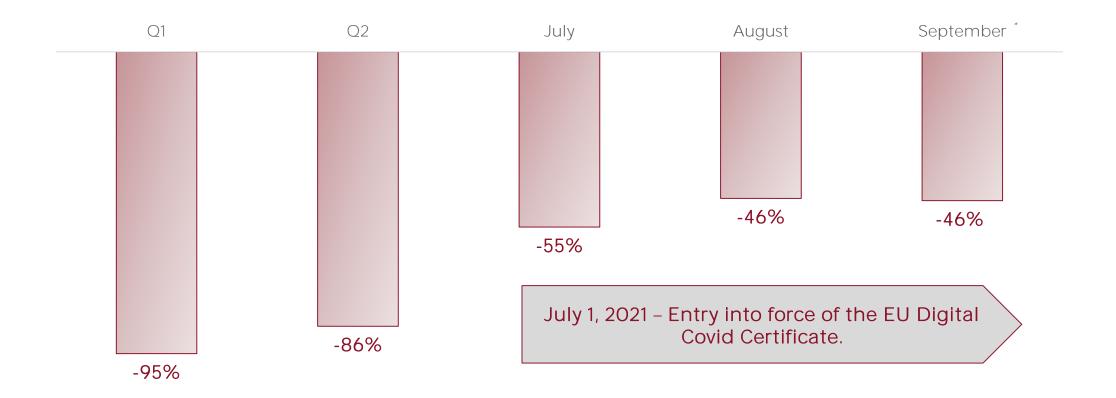
Toscana Aeroporti S.p.A. – Company Presentation

## 4. Business Update



1. Toscana Aeroporti	2. Responses	3. 1H2O21	4. Business	5. Strategic
at a glance	to Covid 19	Results	Update	Framework

## Latest trends - *recovery passenger volumes* Passenger Traffic TA *(2021 vs 2019)*





\* As at September 28, 2021.

	ponses3. 1H2O21Covid 19Results	4. Business Update	5. Strategic Framework
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Macroeconomic and Airport Industry Outline EU Digital Covid Certificate (DCC) and Covid-19 Vaccination campaign

#### DIGITAL GREEN CERTIFICATE

# The EU Digital COVID Certificate facilitates travel in Europe

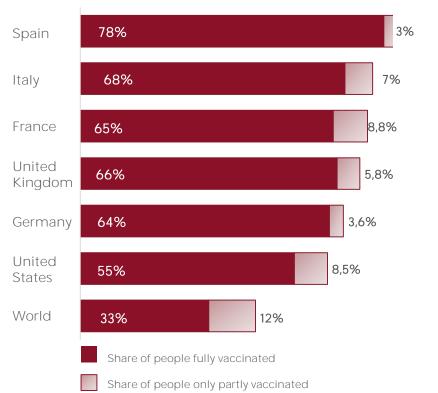
(Valid in all EU countries and the Schengen area).

The *EU Digital COVID Certificate* makes it easier to travel to Italy and other countries of the European Union and to the countries of the Schengen area. The EU Digital COVID Certificate (DCC) regulation entered into force on July 1, 2021.



#### VACCINATION PROGRESS\*

- EU/EEA: 72.3% of adult population fully vaccinated & +400 mil DCCs issued
- reduced epidemiological risks





TOTAL

81%

75%

74%

71%

67%

64%

45%

1. Toscana Aeroporti	2. Responses	3. 1H2O21	4. Business	5. Strategic
at a glance	to Covid 19	Results	Update	Framework

### Lighter Travel Restrictions

### UK "simplified regime" - as of Oct

- Red list countries (47): only UK nationals & residents with pre-departure & after arrival tests + quarantine
- Rest of the World: all vaccinated people with arrival test (day 2 PCR no longer required)

#### > US opening up to ALL vaccinated travellers (pre-departure test only) - as of Nov

• From country-based to individual-based approach

#### $\Rightarrow$ EU in principle open to all vaccinated travellers (both from EU & non-EU)

- <u>Not fully aligned</u> restrictions/conditions;
- External digital validation tool for EU DCCs under development;
- Mutual recognition of non-EU DCCs progressing.

Source: ACI Europe - Covid-19 Restart, State aid & Sustainability - September 23, 2021.



1. Toscana Aeroporti	2. Responses	3. 1H2O21	4. Business	5. Strategic
at a glance	to Covid 19	Results	Update	Framework

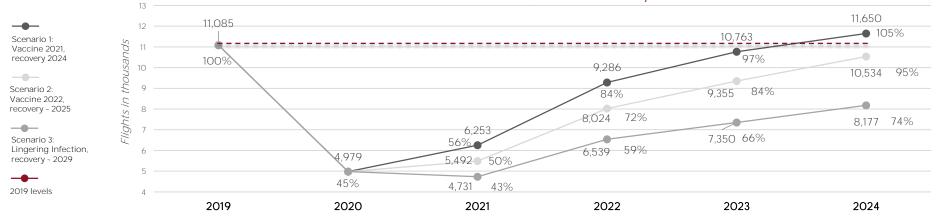
#### Market overview

#### EUROCONTROL STATFOR 4-year forecast for Europe 2021-2024 (May 2021)

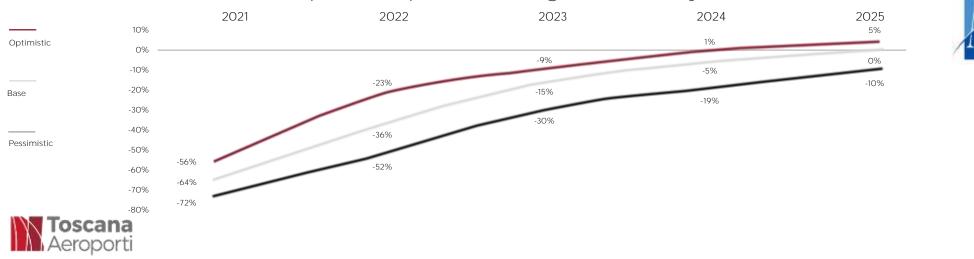


37

Actual and future IFR movements, % traffic compared to 2019



ACI EUROPE – European Airport Passenger Traffic 5-year forecast (April 21, 2021)



1. Toscana Aeroporti	2. Responses	3. 1H2O21	4. Business	5. Strategic
at a glance	to Covid 19	Results	Update	Framework

## State aid

European Commission more flexible

- Hore airport aid approved
  - Compensation for damages: <u>Italian airports</u> (€735M up to 14 Jul. 2020). <u>Athens</u> (€110M up to 30 Jun. 2020)
  - Liquidity support: Slovakian airports (up to Dec. 2021)
  - Airline Incentive Schemes: Sibiu & Targu Mures (up to Dec. 2021)

Damage compensation for H2 2020 & 2021 damages now possible

- Alitalia up to 30 Apr. 2021 & French sports clubs up to 30 Jun. 2021
- One EU State about to notify new request for an airport (up to Dec. 2020)

## Extension of Temporary Framework beyond 2021 under consideration

- Towards a sectorial approach for most damaged activities?
- Joint request for aviation support from Cyprus & other countries.

## 2024 Aviation State aid Guidelines

- Full revision postponed & extension of current principles (including operating aid beyond 2024)?
- "Fitness check" (pre-COVID-19) no longer relevant.

Source: ACI Europe - Covid-19 Restart, State aid & Sustainability - September 23, 2021.



Toscana Aeroporti S.p.A. – Company Presentation

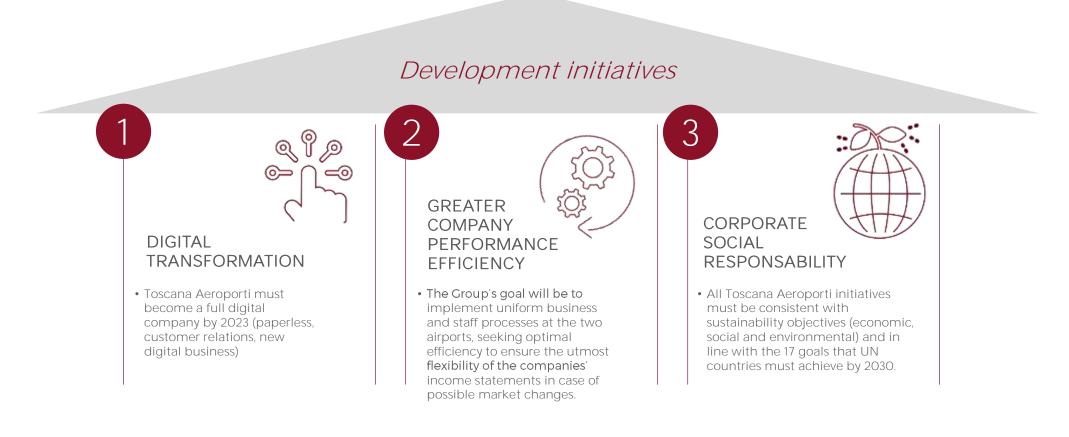
# 5. TA Strategic Framework



. Responses	3. 1H2O21	4. Business	5. Strategic
to Covid 19	Results	Update	Framework

## Pillars of Strategic Development

To face the challenges that await Toscana Aeroporti in the near future, a series of initiatives will need to be developed to reinforce the **Company's** position on the market based on three main pillars:

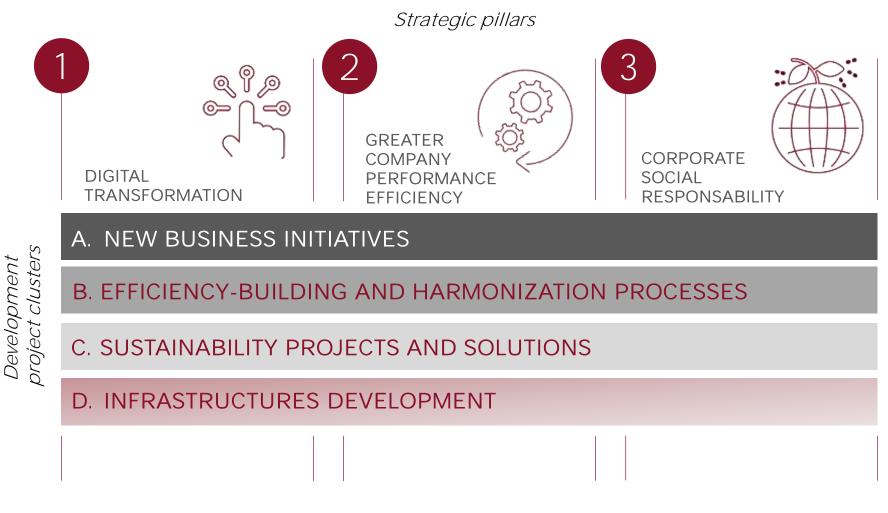




1. Toscana Aeroporti	2. Responses	3. 1H2O21	4. Business	5. Strategic
at a glance	to Covid 19	Results	Update	Framework

## Pillars of Strategic Development

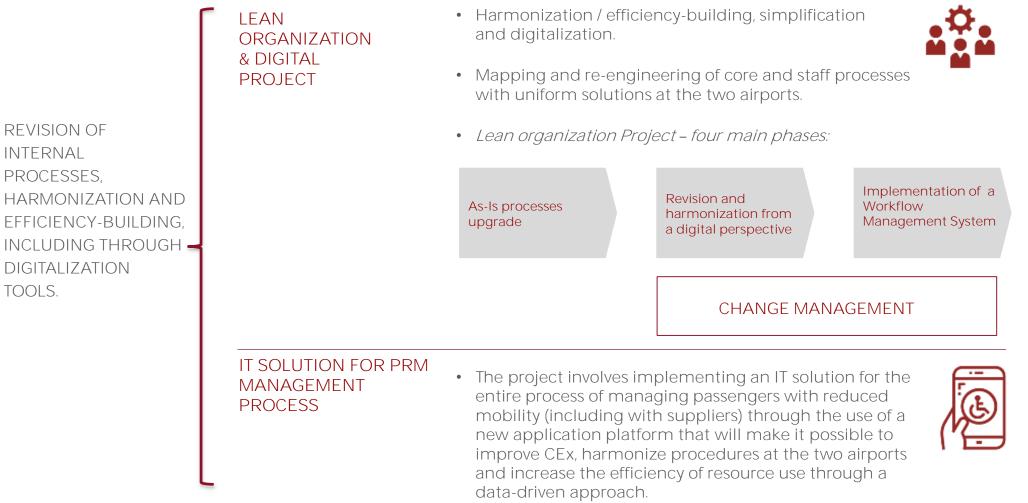
The three strategic pillars form the basis for developing initiatives to be divided into four macro-clusters:





1. Toscana Aeroporti <i>at a glance</i>	2. Responses to Covid 19	3. 1H2O21 Results	4. Business Update	5. Strategic Framework
A. NEW BUSINES	SS INITIATIVES PARKING - UNIFIED PROCESS MANAGEMENT	<ul><li>airports (FLR an</li><li>Successfully ens</li></ul>	nanagement system at d PSA); suring service monitorir indards while improvin	ng, applying
INITIATIVES OFFERED BY THE NEW MARKET CONTEXT (DITIGAL, MOBILITY, etc.) THAT RESULT IN CEX IMPROVEMENT.	GENERAL AVIATION	on high-end pa revenues genera • Refurbishment	ce quality, forming part ssengers to maximize r ated from this activity; of current terminal area o a highly resilient busir	a and new parking
	E-COMMERCE	be closer to pas opportunities; • Scouting to iden for the sale of TA third-party servi	ge of technological trer sengers and increase sa htify the e-commerce p A services + driver for th ices; orporate website.	ales Eiler
<b>Toscana</b> Aeroporti				42

#### B. EFFICIENCY-BUILDING AND HARMONIZATION PROCESSES





SUSTAINABILITY IN ITS WIDER MEANING (ACTIONS TO REDUCE THE IMPACT OF CO2 EMISSIONS; ECONOMIC, SOCIAL AND ENVIRONMENTAL INITIATIVES, ETC). Both Pisa and Florence airports started their path towards the Airport Carbon Accreditation Program, aiming to achieve Level 1 Certification by 2022.

**Efficient use of energy** (e.g. energy consumption monitoring systems, replacement of fluorescent and incandescent lighting with energy-saving LED lamps, thermal energy for domestic hot water production, generation of photovoltaic energy).

Toscana Aeroporti S.p.A. aims to be the first **plastic-free** airport system in Italy.

The ISO-certified Environmental Management System establishes the **monitoring** of water consumption and the reporting of any oil or fuel spills in the maneuvering areas.

Toscana Aeroporti has continuous **noise monitoring networks** at the two airports with fixed and mobile stations.

Compensation areas and replacement measures, in particular at airports boundaries and in the surrounding area.

tic-free airport system in Italy.





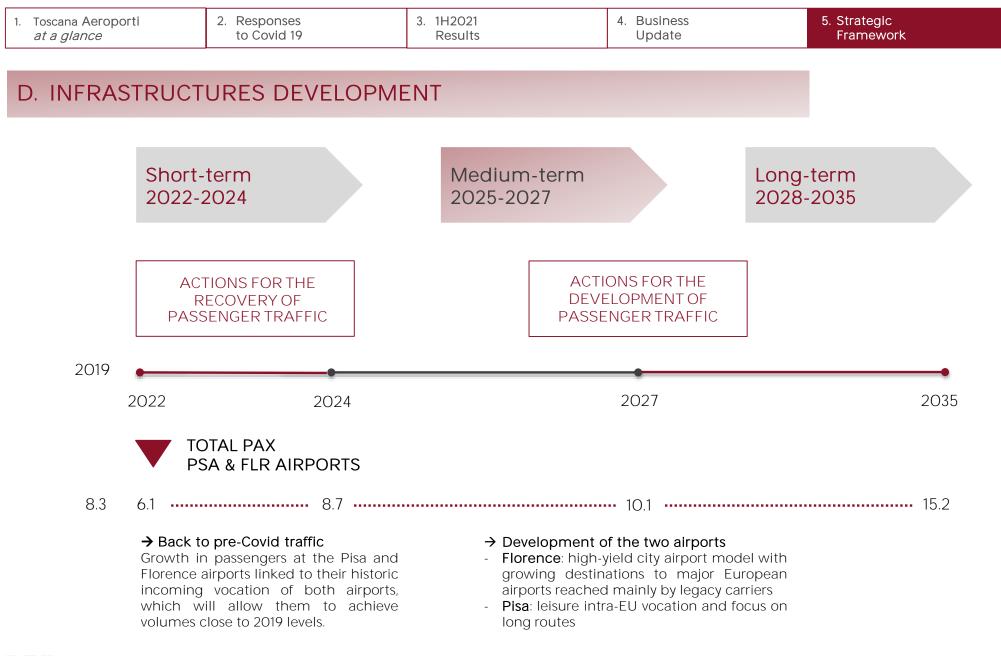




44



C. SUSTAINABILITY PROJECTS AND SOLUTIONS









1. Toscana Aeroporti	2. Responses	3. 1H2O21	4. Business	5. Strategic
<i>at a glance</i>	to Covid 19	Results	Update	Framework

#### D. INFRASTRUCTURES DEVELOPMENT

From a procedural standpoint, the work will be subject to the Environmental Impact Assessment (VIA) procedure by the Italian Ministry for Ecological Transition (MiTE) and subsequent urban compliance assessment procedure by the Italian Ministry of Sustainable Infrastructure and Mobility (MIMS).

Preparation of environmental impact study (SIA) project	MiTE V.I.A. proc	E: Ur cedure comp	IMS: ban pliance ssment	MiTE: Compliance assessments	Performance of work and inspections	
0	Request to commence VIA	VIA Request to decree convene the Service	decree	Compliance decrees		
ADMINISTRATIVE PROCEDURES: 19 MONTHS						





## IR dates & contacts



## 2021 Financial calendar

Q1 interim release: Wednesday, May 12
 Annual General Meeting: Tuesday, May 18
 6M interim report: Wednesday, September 8
 Q3 interim release: Friday, November 12



## IR contacts

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