

SEA BOARD OF DIRECTORS APPROVES 2015 FINANCIAL STATEMENTS



SEA Group results

Revenues: Euro 694.8 million, up 1.4%

EBITDA: Euro 219.8 million, up 6.8%

Group Net Profit: Euro 83.8 million, up 52.8%

*Passenger traffic: 28.1 million, up 1.6% (+3.3% excluding transfer of Bergamo passengers)**

Cargo traffic: 512.5 thousand tonnes + 8.5% (Malpensa, with 500.1 thousand tonnes, +8.8%, it proves to be the leading Italian cargo airport, with a 56% market share)

Milan, March 25, 2016 - The Board of Directors of SEA S.p.A. in a meeting chaired by Pietro Modiano reviewed and approved the 2015 Separate Financial Statements of SEA S.p.A. and the 2015 Consolidated Financial Statements of the SEA Group.

"2015 was a positive year for the Group,"- commented SEA Chairman Pietro Modiano. "Backing up that statement are the income statement and balance sheet figures, with an operating margin that reached its historic high by arriving at Euro 219.8 million, up 6.8% compared to 2014. By reaching Euro 83.8 million, consolidated net profit recorded a 52.8% increase, which is another historic record. The net financial position also improved by Euro 32.9 million, rising from Euro 571.2 million as at December 31, 2014 to Euro 538.3 million as at December 31, 2015.

The passenger traffic figures are satisfactory and show 3.3% growth in passengers excluding transfer of the traffic coming from the Bergamo airport after the runway was resurfaced in May 2014. Malpensa's cargo traffic posted an 8.8% increase, which confirms the positive trend that started in the year before (with +9.1% compared to 2013) and places the airport at the top of the European results. This trend will certainly strengthen with the arrival of some of the world's leading operators in the logistics sector at Cargo City, with whom SEA has concluded important collaboration agreements.

The increase in passenger traffic was significant above all in its higher value component, i.e. the one regarding intercontinental traffic which represents the heart and very reason for existing of the activity of the Malpensa airport, and which surpassed the value of 5.6 million passengers, with a 4.8% increase compared to 2014, the year that posted an 11.8% over the previous year. The number of intercontinental passengers rose by 816 thousand units during the two-year period. In 2015 alone, the increase was recorded at 254 thousand units. Net of the decrease in traffic to and from the African continent, which was affected by the events occurring in the southern Mediterranean countries, the increase was 12.4%. The Milan Malpensa airport is one of the most dynamic in Europe in terms of growth in international traffic, which indicates the commencement of a marked recovery of the

* Following resurfacing of the runway in May 2014

airport's strength in the international competitive context following the difficult years following Alitalia's dehubbing. Structural contribution to Malpensa's recover was given by the completion of the North satellite used precisely for the intercontinental flights, and by the restyling of Terminal 1 that was followed by a sharp increase in quality of service provided to passengers and of the retail offering. The recognition that the association of European airports gave to Milan Malpensa by naming it Europe's best airport in its category (from 10 to 25 million passengers) in 2015 certifies the projects fulfilled."

Traffic

During 2015, **over 28 million passengers, with a growth of 1.6%** compared to the previous year, transited in the Milan airport system managed by the SEA Group. Please note that the comparison with the previous year is affected by the temporary transfer to Malpensa of the traffic coming from the Bergamo airport after its runway was resurfaced in May 2014. **Passenger traffic rose 3.3% on a like-for-like basis.**

The year 2015 also enjoyed 4.8% growth in intercontinental passengers. After separating the North African figure, which was impacted by geopolitical events, this market segment revealed 12.4% growth compared to 2014.

With reference to General Aviation traffic, 8.6% growth was recorded. It was solely concentrated on the Linate airport (+24.3%), which was positively affected by EXPO 2015.

Consolidated economic-financial performance

Introduction

The accounting standards applied when preparing the consolidated data of the year 2015 comply with those adopted for preparing the consolidated financial statements of the year ended on December 31, 2014. The consolidation scope at December 31, 2015 remained unchanged since December 31, 2014.

Revenues

In 2015 revenues, net of the component regarding works for assets under concession, **amounted to Euro 642.4 million**, showing a **Euro 20.8 million increase compared to the previous year (+3.3%)**. They include Aviation revenues totalling Euro 395.9 million (Euro 386.9 million in 2014), non-Aviation revenues for Euro 214.9 million (Euro 203.4 million in 2014), General Aviation revenues amounting to Euro 16.2 million (Euro 16.5 million in 2014), and Energy revenues for Euro 15.5 million (Euro 14.9 million in 2014).

Revenues for works on assets under concession decreased from Euro 63.5 million in 2014 to Euro 52.4 million in 2015 (-17.5%).

The healthy performance of the revenues is due to greater airport fees resulting from the annual update of tariffs envisaged in the Regulatory Agreement and the higher volumes of traffic recorded in the year thanks to the start-up of new connections and increased frequencies on already existing routes. The considerable growth in non-

Aviation revenues was caused by the good performance of the shops and food & beverage segment owing to the new commercial offering resulting from the restyling of Malpensa Terminal 1. In addition, the advertising revenues went up thanks to the boost coming from EXPO, the car rental activity and the assignment of spaces in the Cargo area.

EBITDA amounted to Euro 219.8 million, versus Euro 205.9 million as at December 31, 2014, posting a 6.8% increase (+ Euro 13.9 million). Costs of the period sustained a 0.9% drop compared to 2014. With respect to the higher operating costs resulting from management and maintenance of the new Malpensa Terminal 1 areas, lower costs for consumable materials and fewer provisions for future risks and charges and doubtful debts were recorded.

Personnel cost, up +9.6% compared to 2014, is due on the one hand to the higher unit personnel cost without the social security schemes that 2014 benefited from and the increase in the average number of human resources.

EBIT totalled **Euro 146.1 million, marking 12.6% growth** compared to the 2014 figure (Euro 129.7 million).

Financial operations was negative for Euro 11.3 million, which is an **improvement over the loss in 2014 (Euro 21.1 million)**. This change is attributed to the lower interest expense on medium- to long-term loans for the period, which more than offset the higher gross debt and greater investment income. Non-recurring costs were also borne in 2014 after the debt was restructured.

The **net profit from discontinued operations** concerning the commercial aviation-handling sector **was recorded at Euro 3.2 million**.

The item includes the profit of the company SEA Handling in liquidation.

The **SEA Group Net Profit** amounted to Euro 83.8 million, improving Euro 29 million (+52.8% on the previous year).

The SEA Group net debt at the end of 2015 was Euro 538.3 million, down by Euro 32.9 million compared to 2014 (Euro 571.2 million).

The **Investments** made in 2015 **amounted to Euro 99 million**. In particular, in addition to the Milan Malpensa Terminal 1 restyling, reconfiguration works were completed at Terminal 2 that involved the departures hall and the boarding areas, and works to build the new railway station continued.

Works to build three new warehouses in the Milan Malpensa Cargo area are in progress.

At Milan Linate, the restyling of the check-in floor was completed and the works to improve the departing passenger security controls were finished.

Significant development investments were made in the *Information and Communication Technology* area.

SEA S.p.A

The **Parent Company SEA S.p.A.** in 2015 reports revenues of Euro 665.4 million, increasing 1.5% on the previous year. EBITDA totalled Euro 210.7 million, up 4.6% and the net profit of the company was Euro 78.6 million (+39.3%).

Shareholders' AGM Call

The SEA Board of Directors resolved to call the Shareholders' AGM on April 29, 2016 in first call, and if necessary, in second call for May 4, 2016, with the following agenda: 1. Resolutions pursuant to Article 2364, paragraph 1, of the Italian Civil Code (i) approval of the financial statements, (ii) appointment of directors, statutory auditors and chairman of the board of statutory auditors, (iii) determination of the remuneration of directors and statutory auditors and relevant determinations; 2. Appointment to audit the statutory financial statements.

Dividends

The Board of Directors resolved to propose to the AGM distribution of a dividend of € 0.25 for each ordinary share (250 million shares), for a total amount of Euro 62.8 million, which corresponds to a pay-out ratio of 80%. The dividend will be paid on starting from June 27, 2016.