

SEA - SEA GROUP CONSOLIDATED FINANCIAL STATEMENTS AND SEA S.P.A. SEPARATE FINANCIAL STATEMENTS APPROVED



SEA Group¹

Revenues: Euro 685.1 million, up 6.1% on 2013

EBITDA: Euro 205.9 million, up 12.6% on 2013

Group Net Profit: Euro 54.9 million, improving 62.7% on 2013

Traffic: over 27.6 million passengers served in 2014: +3.3% (Malpensa up 5%)

Cargo handled: 472 thousand tonnes, +8.3% (Malpensa confirmed as the leading Italian cargo terminal, handling over 50% of Italian air cargo)

Milan, March 19, 2015 - The Board of Directors of SEA S.p.A. in a meeting today chaired by Pietro Modiano reviewed and approved the 2014 Separate Financial Statements of SEA S.p.A. and the 2014 Consolidated Financial Statements of the SEA Group.

The financial statements presented in both documents were drawn up in compliance with international accounting standards in force at December 31, 2014. The financial statements reviewed in the present press release have not yet been audited.

Traffic

The growth in passenger numbers in 2014 (+3.3% overall) follows a very strong performance at Malpensa, up 5% on 2013 and surpassing 18.6 million passengers, also thanks to the significant increase in intercontinental traffic, which represents nearly 30% of the airport volumes. Intercontinental traffic in 2014 in fact grew approx. 12%, supported by particularly strong performances in a number of regions, such as North America and the Far and Middle East - this latter region served also by daily A380 flights. The Malpensa traffic performance was impacted also by the temporary transfer in May, for three weeks, of flights from Orio al Serio airport, following the suspension of operations for runway resurfacing. This transfer did not however affect Malpensa's inter-continental traffic segment, as Bergamo does not host long-range flights.

In 2014, Malpensa was affected also by the initial impacts of Ministerial Decree of October 1, 2014 which, although confirming the role of the airport as an inter-continental gateway, extended the European destinations served by Linate also to non-capital cities. Consequently, the operations of some airlines were transferred from Malpensa to Linate.

Against this backdrop, Linate confirmed the 9 million passengers recorded in 2013.

The development of cargo traffic at Malpensa, which with 460,000 tonnes was up 9.1%, is among the strongest in Europe, with a substantial balance between imports

¹The 2014 and 2013 financial statements were impacted by the change to the consolidation scope. For further details, reference should be made to the Introduction to the Consolidated performance section.



and exports, both on routes from and to the Middle and Far East (overall growth of 7%), and to North and South America (+14%), highlighting Malpensa's role as an international cargo traffic hub.

Consolidated performance

Introduction

The 2014 and 2013 financial statements were impacted by the change to the consolidation scope following the restructuring of commercial aviation Handling operations, undertaken through the conferment of the Airport Handling investment to the "The Milan Airport Handling Trust", which has autonomously managed this company since September 1, 2014, in line with that indicated by the Italian Government to the European Commission within the communication framework established in relation to the Decision of December 19, 2012.

The contribution to the result of the Handling activities (in accordance with IFRS 5) was therefore recognised (revenues less costs) to the account discontinued operations' charges, with corresponding reclassification for comparative purposes of the 2013 Income Statement. For the balance sheet at December 31, 2014 (also in accordance with IFRS 5), the assets of the Handling activities, previously consolidated, were recognised under assets and liabilities related to discontinued operations.

The 2014 results also benefitted from the contribution of the company SEA Prime (previously ATA Trasporti), manager of the Milan Linate General Aviation Airport, controlled and consolidated since December 18, 2013.

Revenues

2014 revenues totalled Euro 685.1 million, up 6.1% on the previous year. This result, in addition to the growth of the General Aviation business, principally stems from the following:

- increase in Aviation revenues, exceeding Euro 393.7 million (+8.1%), following the increased traffic and the annual review of the regulated tariffs under SEA's Regulatory Agreement;
- the growth of Non-Aviation revenues, totalling in 2014 Euro 211.1 million (+9.3%), generated by, among others, parking management at Malpensa and Linate airports, in addition to Bergamo Orio al Serio where SEA since February 1, 2014 manages over 7 thousand car parking spaces, increasing revenues for this segment to Euro 56.8 million (+6.4%). The retail segment also reports increased revenues (+2.8%), amounting to Euro 75.6 million, despite the partial closure of a number of areas for the completion of the restyling of Malpensa Terminal 1.

Costs

Costs totalled Euro 479.2 million: the 3.6% increase entirely relates to the consolidation of the General Aviation activities and costs related to the new Bergamo parking management operations, not present in 2013 and more than offset by the related revenues. Excluding these activities costs would have reduced 0.8%.

In particular, personnel costs increased 4% (1.1% excluding General Aviation) to Euro 161.5 million, impacted principally by the reducing availability of social security schemes.



Results

EBITDA, calculated as the difference between total revenues and operating costs, including provisions and write-downs, in 2014 totalled Euro 205.9 million, up over Euro 23 million on the previous year (+12.6%).

Financial charges, net of relative income, totalled in 2014 Euro 23.1 million (increasing Euro 1.9 million) and were impacted by the Group financial debt, offset by a reduction in its average servicing cost, thanks also to the Group financial restructuring for Euro 560 million (of loans and new credit lines), including the issue of a seven year bond on the Irish Stock Exchange of a nominal Euro 300 million.

The **net result from discontinued operations** reported a loss of Euro 21.3 million, concerning the commercial aviation Handling result, including restructuring charges¹.

The **SEA Group Net Profit** amounted to Euro 54.9 million, improving Euro 21.2 million (+62.7% on the previous year).

The **SEA Group Net Debt** at December 31, 2014 was Euro 571.2 million, increasing Euro 83.4 million on 2013, impacted significantly by the restructuring of commercial aviation Handling. Following the financial restructuring in the year, approx. 80% of the net debt at year-end was at a fixed rate, with an average life of approx. 7 years. Liquidity reserves and unutilised committed credit lines at the end of December totalled Euro 290.6 million.

Investments in 2014 amounted to Euro 91.4 million and include the extension of Milan Malpensa Terminal 1, with completion expected in April 2015 and the unveiling of new commercial areas open to all passengers, without distinction between Schengen and Non-Schengen areas.

The **parent company SEA S.p.A.** in 2014 reports revenues of Euro 655.6 million, increasing 4.8% on the previous year. EBITDA totalled Euro 201.4 million, up 16.9% and a net profit of Euro 56.4 million (+8%).

Shareholders' AGM Call

The Board of Directors of SEA called the Shareholders' AGM for April 30, 2015 in first call, and where necessary, in second call for May 5, 2015, to (i) approve the 2014 financial statements, including the Directors' Report, (ii) review the 2014 Group Consolidated Financial Statements, (iii) discussions and resolutions thereon.

¹Includes the results of Airport Handling until the deconsolidation of the company (September 1, 2014) and the results of SEA Handling in liquidation for the entire year, including restructuring charges.