# **Results Presentation**

Corresponding to the nine-month period ended on 30 September 2019
30 October 2019



# **Disclaimer**

This report shows the most significant data of Aena S.M.E., S.A. and its subsidiaries ("Aena" or "the Company") and its management during the first nine months of 2019, including the most significant information on all business areas, the main figures and the lines of action that have guided the management of the Company.

The Presentation has been prepared:

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- (i) is not a guarantee of expectations, future results, operations, capital expenditure, prices, margins, foreign exchange rates or other data or events;.
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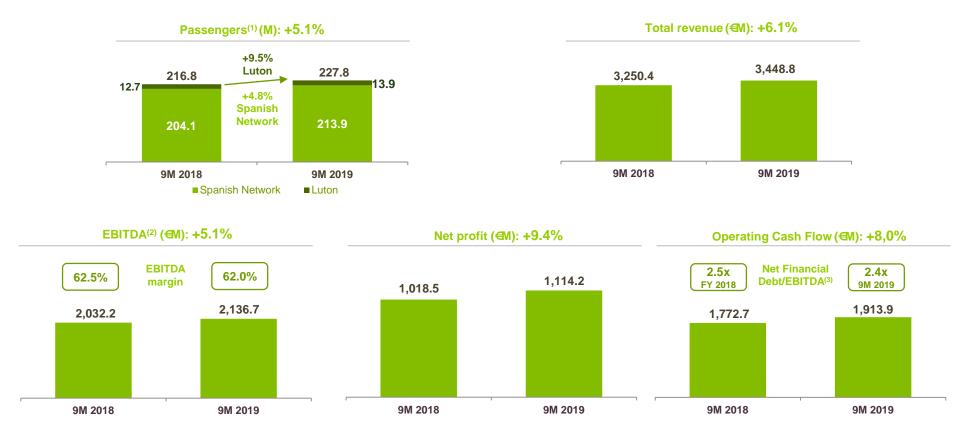
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### I. Key highlights



The passenger traffic growth for 2020 in the Spanish airport network is estimated at +1.1%.

<sup>(1)</sup> Total passengers in the Spanish airport network and at Luton airport. Not including traffic at airports of equity-accounted associates.

<sup>(2)</sup> Reported EBITDA

<sup>(3)</sup> Accounting net financial debt calculated as: Total consolidated financial debt (current and non-current) less Cash and cash equivalents.

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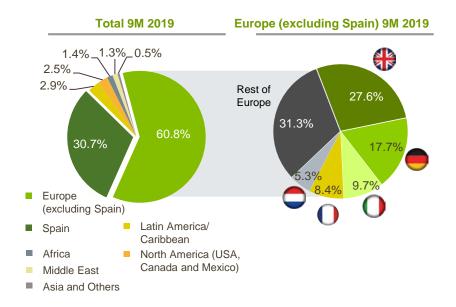


### II. Traffic data

#### Passengers, aircraft movements and cargo

Spanish Network	9M 2019	9M 2018	Variation
Passengers	213,942,748	204,103,918	+4.8%
Operations	1,822,926	1,762,586	+3.4%
Cargo (kg.)	764,142,289	736,174,610	+3.8%
Luton	9M 2019	9M 2018	Variation
Passengers	13,880,909	12,672,318	+9.5%
Operations	108,168	103,648	+4.4%
Cargo (kg.)	25,604,000	17,954,000	+42.6%

#### Breakdown of passenger traffic<sup>(1)</sup> by markets



#### Monthly evolution of passenger traffic<sup>(1)</sup>



#### Passenger traffic<sup>(1)</sup> by airports and groups of airports

Airports/Groups <sup>(2)</sup>	Passengers M	<sup>(1)</sup> Chge. (%)	Share (%)	% Chge. Domestic <sup>(3)</sup>	% Chge. International <sup>(3)</sup>
A.S. Madrid-Barajas	46.6	6.9%	21.8%	5.0%	7.5%
J.T. Barcelona - El Prat	40.7	5.2%	19.0%	4.7%	5.4%
Palma de Mallorca	24.8	3.1%	11.6%	7.5%	1.8%
Canary Islands Group	33.6	0.0%	15.7%	7.6%	-4.4%
Group I	56.0	7.0%	26.2%	8.8%	6.5%
Group II	10.9	1.9%	5.1%	8.4%	-7.0%
Group III	1.3	17.9%	0.6%	20.3%	1.2%
TOTAL	213.9	4.8%	100.0%	7.1%	3.9%

- (1) Total passengers in the Spanish airport network.
- Canary Islands Group: El Hierro, Fuerteventura, Gran Canaria, La Gomera, La Palma, Lanzarote-César Manrique, Tenerife Norte and Tenerife Sur.
  - Group I: Álicante-Elche, Bilbao, Girona, Ibiza, Málaga-Costa del Sol, Menorca, Seville and Valencia. Group II: A Coruña, Aerop. Int. Murcia Region, Almería, Asturias, FGL Granada-Jaén, Jerez de la Frontera, Murcia-San Javier, Reus, Santiago, SB-Santander, Vigo and Zaragoza.
- Group III: Albacete, Algeciras-Heliport, Badajoz, Burgos, Ceuta-Heliport, Córdoba, Huesca-Pirineos, León, Logroño, Madrid-Cuatro Vientos, Melilla, Pamplona, Sabadell, Salamanca, San Sebastián, Son Bonet, Valladolid and Vitoria.
- (3) Percentages calculated based on commercial traffic.

### II. Performance by business lines<sup>(1)</sup>

#### **Airports**

9M 2019

#### **Aeronautical**

Commercial

#### Real estate services

International

Total revenue €3,448.8 M +6.1%



€2,232.0 M (+4.2%)



€954.9 M (+8.8%)



€56.3 M (+9.7%)



€205.1 M (+13.4%)

Total expenses €1,901.3 M +4.4%



€1,432.3 M (+3.1%)



€254.9 M (+6.7%)



€37.9 M (+1.9%)



€175.6 M (+11.9%)

EBITDA €2,136.7 M +5.1%



€1,249.9 M (+2.2%)



€778.4 M (+8.3%)

1.4%

€30.8 M (+16.3%) 3.6%

€77.6 M (+21.2%)

EBITDA margin 62.0%

EBITDA margin 56.0%

EBITDA margin 81.5% EBITDA margin 54.7%

EBITDA margin 37.8%

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### **II. Commercial Information. Ordinary revenue**

Business lines	Revenue		Variatio	n	MAG <sup>(1)</sup>		
(Thousands of euros)	9M 2019	9M 2018 €	<b>€Thousands</b>	%	9M 2019	9M 2018	
Duty Free Shops	263,070	241,892	21,178	8.8%			
Food and Beverage	173,338	155,782	17,556	11.3%			
Specialty Shops	88,474	80,190	8,284	10.3%			
Car Parks	119,584	108,031	11,553	10.7%			
Car Rental	121,323	118,289	3,034	2.6%			
Advertising	20,920	25,328	-4,408	-17.4%			
Leases	26,090	25,259	831	3.3%			
VIP services <sup>(2)</sup>	59,019	47,953	11,066	23.1%			
Other commercial revenue <sup>(3)</sup>	75,857	68,789	7,068	10.3%			
Commercial	947,674	871,513	76,161	8.7%	111,222	93,236	
Average commercial revenue (€)/passenger	4.43	4.27	0.16	3.7%			

<sup>(1)</sup> Minimum Annual Guaranteed Rent.

- Total ordinary commercial revenue includes the minimum annual guaranteed rents (MAG) set out in contracts in the following business lines: Duty Free Shops, Food & Beverage, Specialty Shops, Advertising and Other Commercial Activities.
- In the first nine months of 2019, the amount recorded as revenue from minimum annual guaranteed rents (MAG) account for 17.9% of revenue from business lines with contracts that include these clauses (16.3% in 9M 2018).

<sup>(2)</sup> Includes use of lounges and free access zones and fast track.

<sup>(3)</sup> Includes: Commercial operations, commercial supplies, filming and recording and aircraft hangaring.

# II. International shareholdings

### Luton





### Other shareholdings: Evolution of passenger traffic (millions)



<sup>(1)</sup> Includes traffic at Sangster International Airport, Montego Bay, Jamaica.

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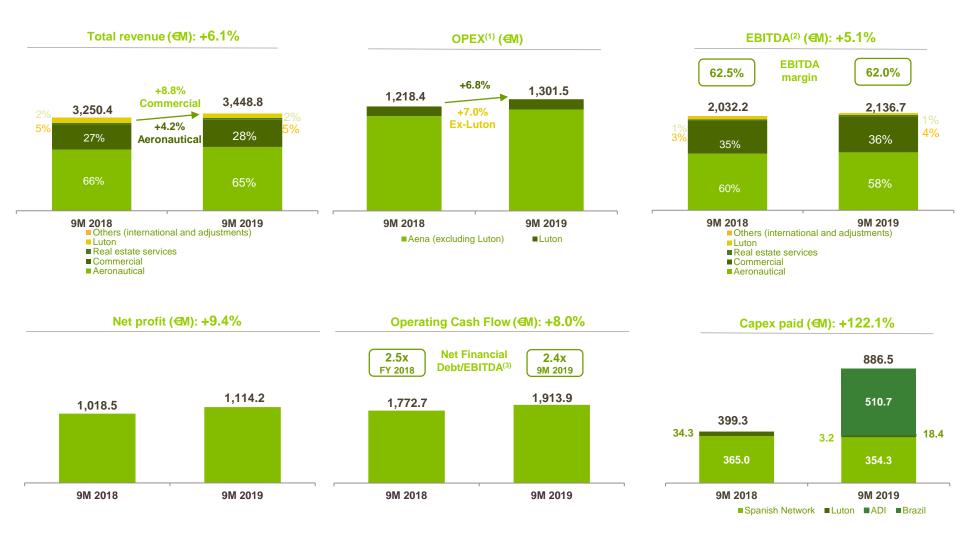
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### **III. Financial results**



- (1) OPEX includes: Supplies, Staff costs and Other operating expenses
- (2) Reported EBITDA
- (3) Accounting net financial debt calculated as: Total consolidated financial debt (current and non-current) less Cash and cash equivalents.

### III. Some explanations to the financial results

In the first nine months of 2019, revenue from Minimum Annual Guaranteed Rents (MAG) amounted to €111.2 million (€93.2 million in the same period of 2018), representing 17.9% of revenue from business lines that have contracts with these clauses (16.3% in the same period of 2018). This difference is due, in large part, to the sales evolution (€7.0 million), to the conditions agreed in the new contracts (€7.0 million) and to the increase included in the current contracts (€1.9 million).

Staff costs increased by +7.8% (€24.2 million) as a result of the salary review provided for in Royal Decree 24/2018 of December 21, and as a result of additional hiring and the effect in May 2018 of the reversal of the provision created in December 2017 for the additional earnings linked to productivity.

The 2019 financial year is the first year in which IFRS 16 is applied and its impact has been negligible. One of its effects has been the reclassification of the financial effect of the advance payment received from World Duty Free Group España, S.A., amounting to €9.2 million, from a reduction in commercial income to an increase in financial expense, with no impact on cash. Excluding this effect, revenues from Duty-Free Stores to the period amounted to €253.8 million, a year on year increase of €11.9 million (4.9%).

The increase of investment paid by +€487.2 million (+122.1%), is due to the payments corresponding to the concession of the airports of the North-East Group in Brazil (€510.7 million), which is partly offset by a lower investment level both in Spain's airport network (€354.3 million, compared to €365.0 million in 9M 2018) and in the Luton airport (€18.4 million compared to €34.3 million in 9M 2018).

### **III. Income statement**

€M	9M 2019	9M 2018	Variati M€	on %
Ordinary revenue	3,407.7	3,208.9	198.8	6.2%
Airports: Aeronautical	2,191.8	2,107.9	83.9	4.0%
Airports: Commercial	944.4	871.5	72.9	8.4%
Real Estate Services	55.1	50.4	4.7	9.3%
Región de Murcia International Airport	12.6	0.0	12.6	N/A
International	205.0	180.7	24.3	13.4%
Adjustments <sup>(1)</sup>	-1.1	-1.6	0.5	-29.1%
Other revenue	41.1	41.5	-0.4	-0.9%
Total revenue	3,448.8	3,250.4	198.4	6.1%
Supplies	-128.0	-129.5	-1.5	-1.2%
Staff costs	-337.0	-312.7	24.2	7.8%
Other operating expenses	-836.5	-776.1	60.3	7.8%
Losses, impairment and change in trading provisions	-5.3	5.4	10.7	197.1%
Impairment and net gain or loss on disposals of fixed assets	-6.4	-6.9	-0.5	-7.0%
Other results	1.0	1.6	-0.6	-39.4%
Depreciation and amortisation	-589.1	-602.4	-13.2	-2.2%
Total operating expenses	-1,901.3	-1,820.6	80.7	4.4%
Reported EBITDA	2,136.7	2,032.2	104.5	5.1%
% Margin (on Total Revenue)	62.0%	62.5%	-	-
EBIT	1,547.5	1,429.8	117.7	8.2%
% Margin (on Total Revenue)	44.9%	44.0%	-	-
Finance income	4.1	2.2	1.9	83.4%
Finance costs	-92.5	-104.2	-11.7	-11.2%
Other net finance income/(costs)	1.0	-0.1	1.1	1,367.1%
Share in profit of equity-accounted associates	17.2	14.4	2.8	19.5%
Profit before tax	1,477.3	1,342.2	135.2	10.1%
Income tax expense	-359.3	-322.9	-36.4	11.3%
Consolidated profit (/loss) for the period	1,118.0	1,019.3	98.8	9.7%
Profit/(loss) for the period attributable to non-controlling interest	3.8	0.8	3.1	403.4%
Profit for the period attributable to shareholders of the parent Company	1,114.2	1,018.5	95.7	9.4%

<sup>(1)</sup> Adjustments among segments.

## III. Statement of cash flows

M€	9M 2019	9M 2018—	Variation		
me -	9W 2019	3W 2010	M€	%	
Profit before tax	1,477.3	1,342.2	135.2	10.1%	
Depreciation and amortisation	589.1	602.4			
Changes in working capital	-82.6	-118.9			
Financial result	87.4	102.0			
Share in losses (profits) of equity-accounted investees	-17.2	-14.4			
Interest flows	-73.5	-103.2			
Tax flows	-66.8	-37.3			
Cash flow from operating activities	1,913.9	1,772.7	141.1	8.0%	
Acquisition of property, plant and equipment	-886.5	-399.2			
Proceeds from divestment in group companies and associates	5.7	5.0			
Dividends received	13.8	11.7			
Financing obtained (repaid)	-481.5	-618.9			
Other flows used in investing/financing activities/dividend distribution	-1,027.4	-962.4			
Cash flow used in Investing/Financing activities	-2,376.0	-1,963.7	-412.2	21.0%	
Effect of exchange rate fluctuations on cash held	1.6	0.1			
Cash and cash equivalents at the beginning of the period	651.4	855.0			
Net (decrease)/increase in cash and cash equivalents	-460.5	-190.9	-269.6	141.3%	
Cash and cash equivalents at the end of the period	190.9	664.1	-473.2	-71.3%	

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MC	Fir	st Quarte	r	Seco	nd Quarte	er	Thi	rd Quarte	r		Total	
M€	2019	2018	Chge.	2019	2018	Chge.	2019	2018	Chge.	2019	2018	Chge.
Consolidated traffic (thousands of passengers) <sup>(1)</sup>	56,480	53,160	6.2%	79,955	75,632	5.7%	91,389	87,984	3.9%	227,824	216,776	5.1%
Traffic in Aena's Spanish network (thousands of passengers)	52,808	49,884	5.9%	75,109	71,184	5.5%	86,026	83,036	3.6%	213,943	204,104	4.8%
Total Revenue	903.5	841.8	7.3%	1,197.3	1,123.5	6.6%	1,348.0	1,285.1	4.9%	3,448.8	3,250.4	6.1%
Aeronautical	567.9	544.4	4.3%	763.0	729.5	4.6%	860.9	834.1	3.2%	2,191.8	2,107.9	4.0%
Commercial	248.4	220.0	12.9%	323.0	299.0	8.0%	372.9	352.4	5.8%	944.3	871.5	8.4%
Real Estate Services	16.5	16.3	1.2%	19.2	16.9	13.6%	19.4	17.2	12.8%	55.1	50.4	9.3%
Región de Murcia International Airport	1.6	0.0	-	6.2	0.0	-	4.7	0.0	-	12.6	0.0	-
International <sup>(2)</sup>	56.0	47.2	18.7%	71.7	63.0	13.8%	76.2	68.9	10.7%	203.9	179.1	13.8%
Other revenue	13.3	14.0	-5.0%	14.1	15.1	-6.6%	13.8	12.5	10.3%	41.1	41.5	-1.0%
Total operating expenses	-708.6	-677.8	4.5%	-596.3	-562.6	6.0%	-596.3	-580.2	2.8%	-1,901.3	-1,820.6	4.4%
Supplies	-42.9	-42.8	0.2%	-42.7	-43.9	-2.7%	-42.4	-42.8	-0.8%	-128.0	-129.5	-1.2%
Staff costs	-111.9	-103.1	8.5%	-117.1	-107.3	9.1%	-108.0	-102.3	5.5%	-337.0	-312.7	7.8%
Other operating expenses <sup>(3)</sup>	-356.6	-331.5	7.6%	-236.5	-207.2	14.1%	-248.7	-232.0	7.2%	-841.8	-770.7	9.2%
Depreciation and amortisation	-198.0	-200.2	-1.1%	-195.5	-201.4	-2.9%	-195.6	-200.8	-2.6%	-589.1	-602.4	-2.2%
Impairment and profit/(loss) on fixed asset disposals and other results	0.7	-0.2	-473.0%	-4.6	-2.8	64.3%	-1.6	-2.3	-31.9%	-5.4	-5.3	1.9%
Total operating expenses (excl. Luton)	-657.3	-633.7	3.7%	-539.0	-507.7	6.2%	-538.1	-526.2	2.3%	-1,734.5	-1,667.7	4.0%
Supplies	-42.9	-42.8	0.2%	-42.7	-43.9	-2.7%	-42.4	-42.8	-0.8%	-128.0	-129.5	-1.2%
Staff costs	-101.5	-93.3	8.8%	-105.1	-93.0	13.0%	-96.1	-91.2	5.4%	-302.7	-277.5	9.1%
Other operating expenses <sup>(3)</sup>	-331.9	-309.5	7.2%	-207.2	-180.2	15.0%	-218.1	-203.4	7.2%	-757.2	-693.1	9.2%
Depreciation and amortisation	-181.8	-187.9	-3.3%	-179.5	-187.9	-4.5%	-179.9	-186.8	-3.7%	-541.2	-562.6	-3.8%
Impairment and profit/(loss) on fixed asset disposals and other results	0.7	-0.2	-473.0%	-4.6	-2.8	66.7%	-1.6	-2.3	-31.9%	-5.4	-5.3	2.5%
Reported EBITDA	392.9	364.2	7.9%	796.4	762.3	4.5%	947.5	905.6	4.6%	2,136.7	2,032.1	5.1%
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EBIDTA margin	43.5%	43.3%	+0.2 p.p.	66.5%	67.9%	-1.3 p.p.	70.3%	70.5%	-0.2 p.p.	62.0%	62.5%	-0.6 p.p.
Reported EBITDA (excl. Luton)	374.7	350.8	6.8%	768.8	742.5	3.5%	916.0	879.0	4.2%	2,059.5	1,972.3	4.4%
Consolidated profit for the period	136.4	111.1	22.7%	422.6	403.3	4.8%	555.2	504.0	10.1%	1,114.2	1,018.5	9.4%

<sup>(1)</sup> Total passengers in the Spanish airport network and at Luton Airport.

<sup>(2)</sup> Net of adjustment among segments.

<sup>(3)</sup> Net of Losses, impairment and change in trading provisions (€5.4 million in 9M 2018 and -€5.3 million in 9M 2019)

# IV. Appendix. Other financial information. Statement of financial position

M€	9M 2019	FY 2018
Property, plant and equipment	12,585.4	12,872.8
Intangible assets	992.1	507.0
Investment properties	142.1	138.2
Right-of-use assets	58.5	-
Investment in affiliates	60.5	65.4
Other non-current assets	203.7	202.2
Non-current assets	14,042.3	13,785.6
Non-current assets Inventories	<b>14,042.3</b> 7.2	<b>13,785.6</b> 7.3
Inventories	7.2	7.3
Inventories Trade and other receivables	7.2 604.1	7.3 454.8
Inventories  Trade and other receivables  Cash and cash equivalents	7.2 604.1 190.9	7.3 454.8 651.4

M€	9M 2019	FY 2018
Share capital	1,500.0	1,500.0
Share premium	1,100.9	1,100.9
Retained earnings/(losses)	3,610.5	3,534.6
Other reserves	-165.1	-100.6
Minority interests	-16.4	-11.1
Total equity	6,029.8	6,023.8
Financial debt	6,211.1	6,573.1
Provision for other liabilities and expenses	76.6	84.7
Grants	467.1	495.6
Other non-current liabilities	265.6	223.4
Non-current liabilities	7,020.4	7,376.8
Financial debt	687.9	732.4
Provision for other liabilities and expenses	63.3	60.2
Grants	36.8	35.2
Other current liabilities	1,006.2	670.7
Current liabilities	1,794.2	1,498.5
Total liabilities	8,814.6	8,875.3
Total net equity and liabilities	14,844.5	14,899.1

### IV. Appendix. Other financial information. Aena debt excl. Luton

# Debt maturity profile<sup>(1)</sup> Total: €6,177.3 million; Average life: 9.6 years



#### Debt structure by interest rate regime



#### **Net Financial Debt (€M)**

M€	9M 2019	2018
Gross financial debt	(6,388)	(6,802)
Cash and cash equivalents	122	467
Net Financial Debt	(6,266)	(6,335)
Net Financial Debt/EBITDA <sup>(3)</sup>	2.4x	2.5x

<sup>(1)</sup> As of 30 September 2019.

<sup>(2)</sup> The average rate of the debt includes the credit line arranged through the period January to September 2019.

<sup>(3)</sup> Net financial debt for accounting purposes/EBITDA.

# IV. Appendix. Passenger figures by airport group<sup>(1)</sup>. Traffic 9M 2019 vs 9M 2018



<sup>(1)</sup> Passengers in the network of airports in Spain.

<sup>(2)</sup> Including Región de Murcia International Airport.

<sup>(3)</sup> Commercial traffic.

## IV. Appendix. Traffic information. Traffic by airline (Top 10)

			Change		Share	(%)
Carrier	Passengers <sup>(1)</sup> 9M 2019	Passengers 9M 2018	%	Passengers	9M 2019	9M 2018
Ryanair (2)	38,955,981	36,148,940	7.8%	2,807,041	18.2%	17.7%
Vueling	33,208,152	30,442,519	9.1%	2,765,633	15.5%	14.9%
Iberia	15,492,838	14,444,270	7.3%	1,048,568	7.2%	7.1%
Air Europa	14,577,731	13,078,205	11.5%	1,499,526	6.8%	6.4%
Easyjet <sup>(3)</sup>	14,031,608	13,112,342	7.0%	919,266	6.6%	6.4%
Iberia Express	7,725,876	7,186,909	7.5%	538,967	3.6%	3.5%
Norwegian Air (4)	7,159,115	7,668,074	-6.6%	-508,959	3.3%	3.8%
Air Nostrum	6,763,144	6,399,406	5.7%	363,738	3.2%	3.1%
Jet2.Com	6,353,475	5,884,819	8.0%	468,656	3.0%	2.9%
Binter Group <sup>(5)</sup>	5,726,151	5,268,587	8.7%	457,564	2.7%	2.6%
Total Top 10	149,994,071	139,634,071	7.4%	10,360,000	70.1%	68.4%
Total Low-Cost Passengers <sup>(6)</sup>	123,604,670	115,284,452	7.2%	8,320,218	57.8%	56.5%

<sup>(1)</sup> Total passengers in the Spanish airport network. 2019 provisional data pending final publication.

<sup>(2)</sup> Includes Ryanair Ltd. and Ryanair Sun, SA

<sup>(3)</sup> This includes Easyjet Switzerland, S.A., Easyjet Airline Co. Ltd and Easyjet Europe Airline GMBH.

<sup>(4)</sup> Includes Norwegian Air International, Norwegian Air Shuttle AS and Norwegian Air UK

<sup>(5)</sup> Includes Binter Canarias, Naysa and Canarias Airlines.

<sup>(6)</sup> Includes passengers of low-cost carriers on regular flights.

# Thank you

