

Results Presentation H1 2015

Madrid, 29 July 2015



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Disclaimer

This report contains the most relevant data regarding Aena, S.A. and Subsidiaries ("Aena" or "the Company") and its management during the first half of 2015, including the most relevant information from all business areas, the key figures and the courses of action that have guided the management of the Company.

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Key Highlights

EBITDA have reached €26.4m (+11.9% vs. H1 2014) due to: (i) the strong recovery in traffic (+5.2%) driven both by international and domestic traffic; (ii) solid growth in commercial income (+14.6%); (iii) cost efficiencies (+1.2% excl. Luton) and (iv) the consolidation of Luton (provides €27.5m of EBITDA)

Passenger Traffic

- Traffic in H1 2015 reached **93.0 million passengers**, an increase of **+5.2%** compared to H1 2014 driven by international traffic growth (+5.4%) and the recovery in domestic traffic (+5.3%).
- The recovery in traffic at Adolfo Suarez Madrid-Barajas airport was consolidated (+11.4%) with above-average growth in international and domestic traffic (+13.7% and +6.0% respectively).

Consolidated income statement

- **Total Revenue** increased to €1.597.7bn (+12.0% growth over the period), of which commercial income (Commercial + Off-Terminal) accounts for 25.9%. In H1 2015, Luton contributed €88.3m.
- Significant **growth in Commercial Income and Services outside the terminal** (combined increase in ordinary income of +14.6% over the period) driven by the new contracts and the commercial activities implemented, as well as a good performance from Duty Free, Stores, Food & Beverage and Parking.
- **EBITDA** amounted to €26.4m (+11.9%) as a result of the favourable growth in revenue and cost efficiencies (Operating costs +1.2% excluding Luton).
- Operating costs reflect the impact of the application of IFRIC 21 concerning the recognition of local taxes on the basis of which €72.4m has been accrued in H1 2015 ⁽¹⁾ (which is comparable to H1 2014).
- **Net profit** of €275.6m (+79.9% over the period) affected by extraordinary tax credits in income tax amounting to €57.4m, reduced financial expenses and the consolidation of Luton.

Financial optimisation

- **Reduction of net debt** linked to the extraordinary cash flow generation.
- **Net Debt** ⁽²⁾ as of 30 June 2015, reached **€10.087bn** (including Luton's consolidated net debt of €377m) compared to €10.733bn at the close of 2014.
- Moody's (Baa1 stable) and Fitch (BBB+ stable) Investment Grade credit rating.
- CAPEX (on a cash basis) stood at €80.7m in H1 2015 (including €5.9m from Luton). This volume of investment is affected by the seasonality of business activity.

Note: Audited financial information.

(1) See note 2.1.1 of the condensed interim financial statements consolidated as of 30 June 2015.

(2) Accounting net debt calculated as: Financial debt (current and non-current) less Cash and cash equivalents.



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Traffic Data

Continued recovery in traffic driven by the increase in both domestic and international passengers

Evolution of Aena's traffic

Total Aena Network

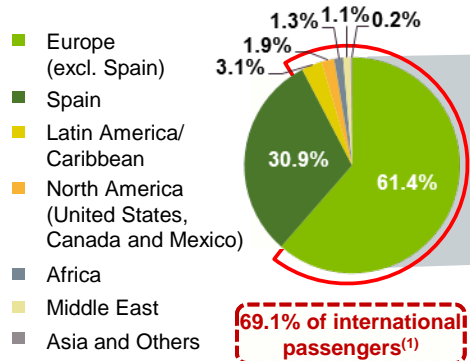
	H1 2014	H1 2015	Variation
Passengers ⁽¹⁾	88,421,826	93,048,048	+5.2%
Movements	860,973	889,064	+3.3%
Load (kg)	331,071,956	340,034,127	+3.1%

26 consecutive months of international traffic growth
13 consecutive months of domestic traffic growth

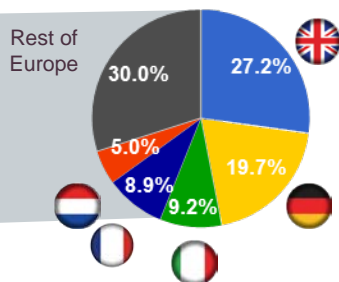
Diversified European passenger base

PASSENGERS TOTAL

Total (H1 2015)



Europe, excl. Spain (H1 2015)

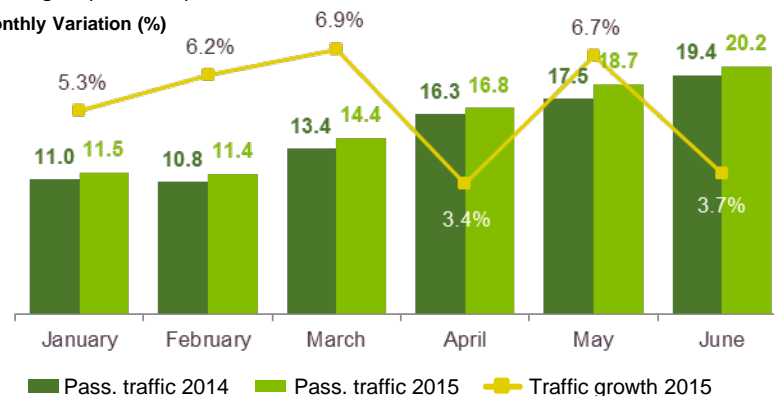


Monthly evolution of Aena's passenger traffic⁽¹⁾

Total H1 2015: 93.0 million (+5.2% over the period)

Passengers (in millions)

Monthly Variation (%)



Traffic for H1 2015 by airport group⁽¹⁾

Airport group	Passengers (in millions)	Variation (%) H1 2015 / H1 2014	Share
Adolfo Suárez Madrid-Barajas	21.7	11.4%	23.4%
Barcelona-El Prat	18.1	4.8%	19.4%
Palma de Mallorca	9.5	2.9%	10.3%
Canary Islands Group	17.2	1.3%	18.5%
Group I	21.4	4.8%	23.0%
Group II	4.6	1.8%	5.0%
Group III	0.5	3.2%	0.6%
TOTAL	93.0	5.2%	100.0%





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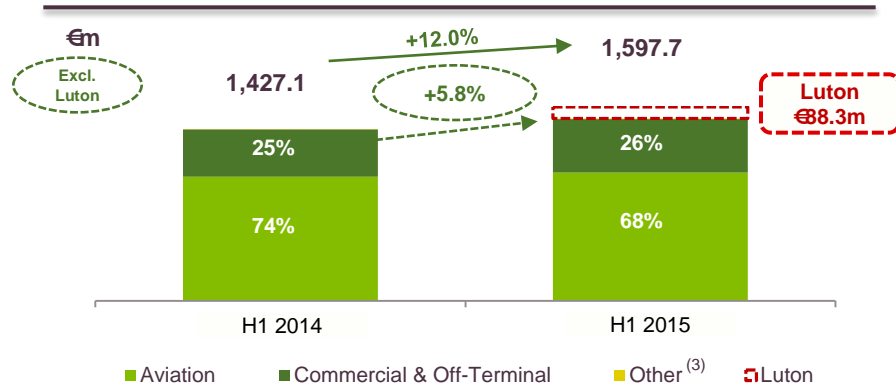
III.Financial Results

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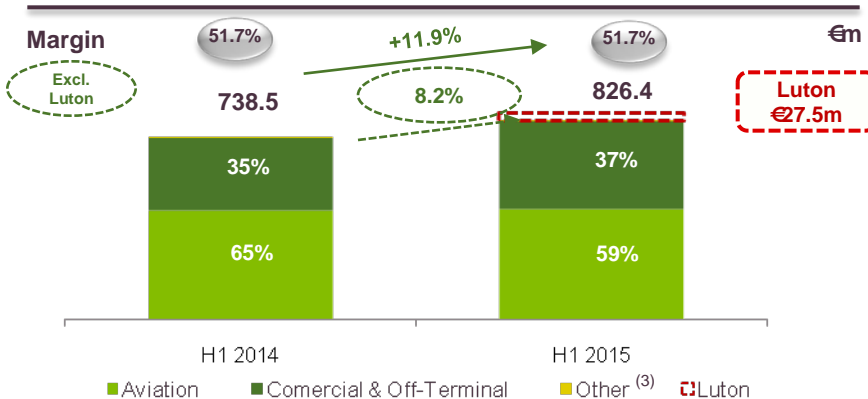
Financial Results

- **Total revenue growth of +12.0%** primarily as a result of the increase in traffic (+5.2% over the period) and in ordinary income (Commercial and Off-Terminal) with a combined growth of +14.6% over the period, but also impacted by the consolidation of Luton. Excluding the impact of Luton, total revenue would have increased by +5.8%.
- **Improvement in EBITDA** up to €826.4m. **Cost efficiencies** have been maintained (**Total operating costs +1.2% excluding Luton**) despite the increased traffic volume (+5.2%). Limited scope for further savings.
- In terms of **OPEX⁽¹⁾**, the increase stands at +3.2% over the period (excluding Luton). In application of IFRIC 21 concerning the recognition of local taxes, €72.4m in additional expenditure has been accrued in H1 2015 (adjusted to €68.5m in the same period in the previous year)⁽²⁾.
- **Net profit of €275.6m** (increase of 79.9% compared to H1 2014 adjusted for the purposes of comparison in accordance with IFRIC 21). In H1 2015, we include €36.9m of tax credits related to investment and €20.6m credit results from the change in tax rate (Law 27/2014), and financial expenses have been reduced.

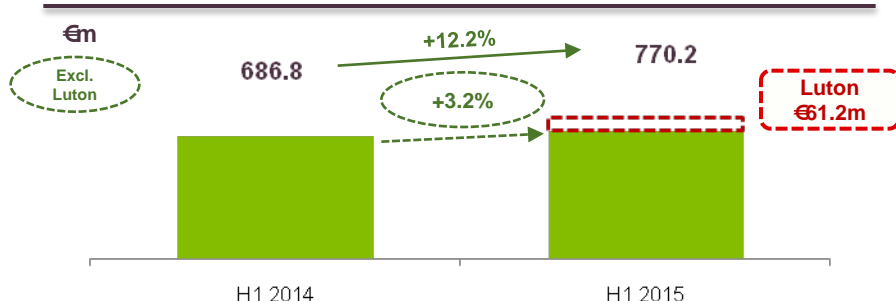
Total Revenue



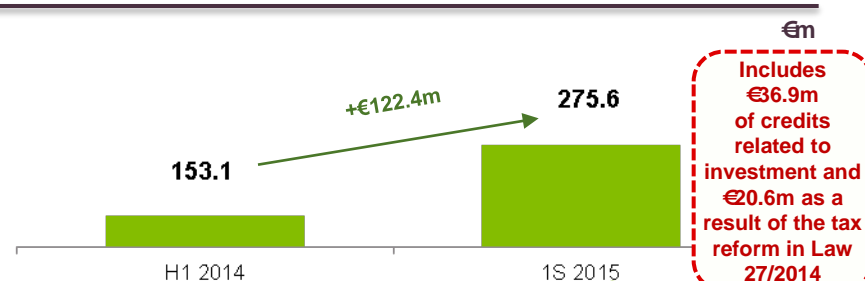
EBITDA



OPEX⁽¹⁾



Net Profit



Note: Audited financial information.

(1) OPEX includes: Supplies, Personnel expenses and Other operating expenses.

(2) See notes 2.1.1 and 2.4 of the condensed interim financial statements consolidated as of 30 June 2015.

(3) Includes: International (excluding Luton), Adjustments and Others.

Financial Results | Business Performance

Performance by business activity

Airports

	Aviation	Commercial	Off-Terminal	International
Total revenue H1 2015 Aena TOTAL €1.597.7bn	€1.091.3bn (+2.9%)	€330.8m (+16.9%)	€32.6m (+2.4%)	€94.1m (+2,374.1%)
EBITDA H1 2015 Aena TOTAL €326.4m EBITDA margin 51.7%	 €487.0m	 €267.7m	 €41.0m	 €30.8m
Highlights of H1 2015	<ul style="list-style-type: none"> Traffic growth (+5.2% passengers and +3.3% aircraft compared to H1 2014). Aeronautical income +4.2% (+€43.4m). The favourable impact in terms of traffic has been impacted by the increased rebate for connecting passengers (€8.5m in H1 2015) and by the removal of the freight rate (€4.5m in H1 2014). 	<p>Total revenue growth of 16.9% compared to H1 2014 due to:</p> <ul style="list-style-type: none"> The impact of the improved terms of commercial contracts; Increased space and improved layouts; Improved range of brands; Impact of higher traffic. <p>Highlights include:</p> <ul style="list-style-type: none"> Duty Free: +38.8% (up to €107.7m). Food & Beverage: +16.3% (up to €56.0m). Stores: +19.0% (up to €36.3m). 	<p>Total revenue growth of +2.4% compared to H1 2014 due to:</p> <ul style="list-style-type: none"> Own management model for car parks (implementation of pricing strategies and marketing actions). <p>Highlights include:</p> <ul style="list-style-type: none"> Parking: +7.5% (up to €52.3m). 	<ul style="list-style-type: none"> Luton traffic growth +14.7% compared to H1 2014. Includes the consolidation of Luton whose contribution in H1 2015 amounts to: €88.3m in Revenue and €27.5m in EBITDA.



Financial Results | International Shareholdings

Luton (consolidated globally as of October 2014) contributed €27.5m in EBITDA in H1 2015

Key financial data for Aena shareholdings ⁽¹⁾ ⁽²⁾

	H1 2014	H1 2015	Variation
Aggregate traffic (millions)	21.3	23.0	8.4%
LUTON	4.8	5.5	14.7%
GAP ⁽⁵⁾	12.5	13.3	6.2%
AEROCALI	2.3	2.4	6.0%
SACSA	1.7	1.8	11.0%
Aggregate revenues ⁽³⁾ (€m)	259.5	361.6	39.3%
LUTON ⁽⁴⁾	73.7	88.3	19.8%
GAP	157.7	243.7	54.5%
AEROCALI	15.6	16.8	7.7%
SACSA	12.5	12.8	2.4%
Aggregate EBITDA ⁽³⁾ (€m)	138.5	190.5	37.5%
LUTON ⁽⁴⁾	23.2	27.5	18.5%
GAP	104.8	150.4	43.5%
AEROCALI	4.9	5.7	16.3%
SACSA	5.6	6.9	23.2%

Significant overall growth in traffic in H1 2015, especially in Luton (United Kingdom) of some 14.6%, and in Cartagena of 11.0%.

- On 16 October 2014, Aena exercised the option to purchase an additional 11% of LLAH III (Luton), bringing its direct stake in London's fourth largest airport up to 51%. The exercise of the option was financed with available funds from Aena and was articulated through a capital increase of Aena International.
- Luton highlights in H1 2015:
 - With the aim of improving the connectivity of the airport, a strategic partnership agreement has been signed with the company (GTR) responsible for operating the train line that connects the centre of London to the station closest to the airport.
 - In H1 2015, taking advantage of the current situation in terms of the financial markets, Luton has improved its debt structure obtaining lower margins as well as better financial conditions and, as a result, financing has increased by £25m.
 - The consolidation of Luton has brought €27.5m to the EBITDA of the Group.

Source: Information from the relevant companies and publications.

(1) Figures converted to euro. The investments in AMP (GAP), Aerocali and SACSA are recorded using the equity method.

(2) Figures relating to the operating company have been converted into euro for illustrative purposes. The financial data for GAP have been prepared in accordance with IFRS as adopted by IASB. The financial data for Aerocali have been compiled in accordance with IFRS and the data for SACSA in accordance with GAAP in Colombia.

(3) Aggregate figures for illustrative purposes.

(4) The financial data for Luton correspond with the LLAH III holding company.

(5) GAP does not include MBJ traffic.



Financial Results | Income Statement H1 2015

€m	H1 2014	H1 2015	Variation	
			€m	%
Ordinary Revenue	1,381.9	1,567.3	185.4	13.4%
Airports: Aviation	1,022.5	1,065.9	43.4	4.2%
Airports: Commercial	278.6	328.0	49.4	17.7%
Off-terminal services	77.9	80.5	2.6	3.3%
International	3.6	93.9	90.3	2,483.1%
Adjustments ⁽¹⁾	-0.8	-1.0	-0.2	0.0%
Other operating income	45.3	30.5	-14.8	-32.7%
Total Revenue	1,427.1	1,597.7	170.6	12.0%
Supplies	-89.8	-90.1	0.4	0.4%
Personnel expenses	-170.1	-192.3	22.2	13.1%
Other operating expenses	-426.9	-487.8	60.9	14.3%
Impairment and profit(losses) on disposals of fixed assets	-3.0	-1.5	-1.5	-50.1%
Other results	1.2	0.4	-0.8	-65.2%
Fixed asset depreciation	-404.2	-424.8	20.7	5.1%
Total expenditure	-1,092.8	-1,196.1	103.3	9.5%
EBITDA	738.5	826.4	87.9	11.9%
% of Margin (of Total Revenue)	52%	52%	-	-
EBIT	334.3	401.6	67.2	20.1%
% of Margin (of Total Revenue)	23%	25%	-	-
Net financial expenses	-106.4	-91.5	-15.0	-14.1%
Interest expenses on expropriations and Others	-23.6	-20.1	-3.5	-14.9%
Shareholding in profits of associates	0.7	5.5	4.9	747.2%
Profit/loss before tax	205.0	295.5	90.6	44.2%
Income tax	-51.8	-26.0	-25.8	-49.7%
Consolidated profit/loss for period	153.1	269.5	116.4	76.0%
Profit/Loss for year attributable to minority interests	0.0	-6.1	6.1	-
Profit/loss for the year attributable to the shareholder of the parent Company	153.1	275.6	122.4	79.9%

- **Passenger traffic** in H1 2015: **+5.2%** compared to H1 2014.
- Significant growth in **Commercial Income and Off-Terminal services** (combined increase in ordinary income of **14.6% compared to H1 2014**) driven by the new contracts and new commercial activities.
- The **Consolidation of Luton** contributed €88.3m in revenue. Excluding Luton, total revenue has increased by 5.8%. Rest of consolidated shareholdings by equity method.
- Increase in **Total operating expenses** by 9.5% affected by Luton (+1.2% excluding Luton).
- **Personnel expenses** (excluding Luton) increased by 2.6% mainly due to the effect of the Enaire personnel transferred to Aena in July 2014 (cost previously recognised in Other operating expenses).
- **Other operating expenses** (excluding Luton) increased by +4.1% (+€17.4m) primarily due to the activity of the business and to higher local taxes. In application of IFRIC 21 concerning the recognition of local taxes, €72.4m in additional expenditure has been accrued in H1 2015 (compared to an adjusted amount of €68.5m in the same period the previous year)⁽²⁾.
- **Amortisation of fixed assets** (excluding Luton) decreased by -2.2% (-€9.0m).
- **EBITDA** of €826.4m including €27.5m from Luton.
- **Net financial expenses:** decreased by -€15.0m (-14.1%) due to the reduction in average debt and the reduction in rates experienced over the period.
- **Interest from expropriations and Others:** mainly includes €13.3m relating to claims from the expansion of Adolfo Suárez Madrid-Barajas airport already reflected in the balance sheet as of 31 December 2014.
- **Net profit of €275.6m:** increase of +79.9% due to improved business performance, the decrease in financial expenses and tax credits applied in the calculation of income tax amounting to €54.7m.

Financial Results | Evolution of Net Debt

- **Reduction of net debt** linked to the extraordinary cash flow.
- **Net Debt⁽¹⁾**, recognised as of 30 June 2015 reached **€10.087bn** compared to €10.733bn at the close of 2014.
- The CAPEX paid stood at €80.7m in H1 2015. This level investment (on a cash basis) is affected by the seasonality of business activity.
- In H1 2015, the amount of **debt paid** amounted to €434.6m.
- The financing costs for Aena remain lower than for its peers. The average interest rate for the period is 1.80%. In Q1 2015, adjustable rate loans were converted into fixed rate loans amounting to €457.1m at an average interest rate of 1.01% and an average maturity of 16 years. In Q2, it had agreed to interest rate hedging until 15/12/2026 on underlying loans amounting to €4.195bn, at an average cost without spread of 0.94% (All In 1.978%) in order to achieve a debt profile at fixed/adjustable rates of 80% of the total portfolio.

Net debt in accordance with covenants ⁽²⁾

€m	2011	2012	2013	2014	H1 2015
Gross financial debt covenants	(12,213)	(12,084)	(11,412)	(10,631)	(10,229)
Cash and cash equivalents	3	8	80	249	483
Net Financial Debt covenants	(12,210)	(12,076)	(11,332)	(10,381)	(9,746)
Net Debt/EBITDA	13.7x	11.1x	6.9x	5.6x	5.1x

The net debt in accordance with covenants does not include the net debt without recourse to Luton.

Appendix | Other Financial Information | Rating

Investment grade

	Aena	Kingdom of Spain
Moody's	Baa1 stable	Baa2 positive
Fitch	BBB+ stable	BBB+ stable

These ratings positively reflect:

- ✦ Aena's strong market position as the owner and operator of a network of airports that serves all of Spain's needs;
- ✦ A diversified base of airlines, with a high proportion of point to point traffic, and of international passengers;
- ✦ Airports in which investments have already been made and with sufficient capacity to minimise the need for investment to increase capacity in the medium term;
- ✦ Competitive fares and a high margin in terms of EBITDA ranked at the top end among global airport operators, reflecting the efficient management of the Company.



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Balance sheet H1 2015

€m	2014	H1 2015
Property, plant and equipment	15,557.8	15,261.9
Intangible assets	641.6	678.6
Investment properties	131.4	130.5
Investments in subsidiaries	77.7	77.7
Other receivables	55.3	-
Deferred tax assets	102.1	188.7
Financial assets available for sale	4.8	4.8
Other financial assets	43.6	49.4
Derivative financial assets	-	10.1
Non-current assets	16,614.2	16,401.8
Inventories	9.1	11.1
Clients and other receivables	503.3	464.6
Cash and cash equivalents	290.3	541.4
Current assets	802.7	1,017.1
Total assets	17,416.9	17,418.9

€m	2014	H1 2015
Share capital	1,500.0	1,500.0
Share premium	1,100.9	1,100.9
Retained profits/(losses)	930.2	1,205.8
Accumulated exchange differences	(5.1)	4.0
Other reserves	(9.7)	-31.9
Minority interests	62.1	57.4
Total equity	3,578.3	3,836.1
Financial debt	9,872.6	9,443.7
Derivative financial instruments	5.8	0.3
Deferred tax liabilities	127.4	139.9
Employee benefits	40.8	50.4
Provisions for other liabilities and expenses	1,124.6	1,126.4
Grants	606.2	587.3
Other long-term liabilities	204.8	185.6
Non-current liabilities	11,982.2	11,533.6
Providers and other payables	389.2	534.8
Current tax liabilities	-	3.6
Financial debt	1,151.1	1,185.2
Derivative financial instruments	5.2	40.8
Grants	44.0	42.1
Provisions for other liabilities and expenses	267.0	242.5
Current liabilities	1,856.5	2,049.2
Total liabilities	13,838.6	13,582.8
Total net equity and liabilities	17,416.9	17,418.9



Appendix | Other Financial Information

Statement of cash flows (I/II)

€m	H1 2014	H1 2015
Profit/loss before tax	205.0	295.5
Depreciation and amortisation	404.2	424.8
(Profit)/loss on fixed assets disposal	3.0	1.5
(Profit)/loss on disposal of financial instruments	-	-0.1
Profit/(loss) on the fair value of financial instruments	2.4	2.5
Attribution of grants	-27.9	-20.0
Trade receivable impairment adjustments	-9.2	0.2
Change in provisions	12.6	16.1
Financial income	-0.7	-1.7
Financial expenses	128.3	110.8
Other revenue and expenses	1.5	21.5
Associate profit/loss share	-0.7	-5.5
Adjustments	513.6	550.1
Inventories	-0.1	0.4
Debtors and other receivables	-46.0	-73.8
Other current assets	-21.0	0.0
Creditors and other payables	73.1	84.1
Other current liabilities	-8.1	-18.2
Other non-current assets and liabilities	-1.0	-7.5
Changes in working capital:	-3.1	-15.0

€m	H1 2014	H1 2015
Interest paid	-113.1	-104.8
Interest receivable	0.3	0.8
Taxes collected	-16.4	60.0
Other collections (payments)	-	-0.4
Other net cash flow from operating activities	-129.3	-44.4
Cash flow from operating activities	586.3	786.3

Appendix | Other Financial Information

Statement of cash flows (II/II)

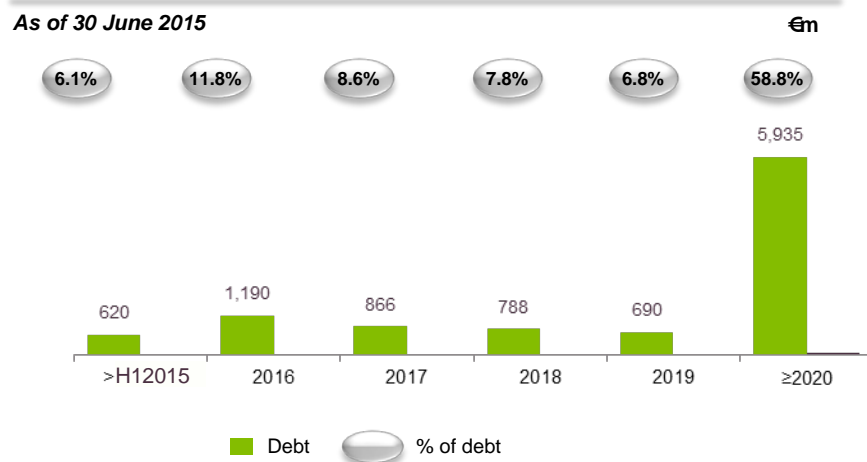
€m	H1 2014	H1 2015
Acquisitions of property, plant and equipment	-133.5	-71.8
Acquisitions of intangible assets	-8.2	-8.8
Acquisitions of investment properties	-0.1	-0.1
Income from sale of other financial assets	-2.0	-
Payments for acquisitions of other financial assets	0.0	-8.3
Payments received from loans to Companies in the group and associates	71.2	0.7
Dividends received	8.3	3.5
Net cash used in investment activities	-64.4	-84.8
Income from external financing (ERDF grants)	78.3	-
Income from bank financing	-	10.1
Other payments received	-	1.8
Repayment of bank borrowings	-1.6	-0.4
Repayment of Group financing	-460.0	-434.7
Dividends paid	-	-3.8
Other payments	-1.1	-25.5
Net cash generated from/(used in) financing activities	-384.4	-452.5
Effect of changes in exchange rate	-	2.1
Net (decrease)/increase in cash and cash equivalents	137.5	251.1
Cash and cash equivalents at start of the year	12.4	290.3
Cash and cash equivalents at end of the year	149.8	541.4



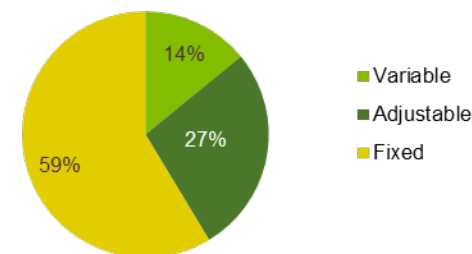
Appendix | Other Financial Information | Debt

- The long-term maturity profile is far-reaching: more than 58% of the debt is due after 2019 (average maturity of 13 years).
- Aena has lower financing costs than its peers. The average interest rate for the period stands at 1.80%.
- €457.1m converted from adjustable rates to fixed rates in H1 2015, at an average interest rate of 1.01%.
- €4.195bn hedged agreed on 10 June 2015:
 - The final interest rate hedge was 1.978%, below the maximum limit of 2.0% authorised by the Board of Directors.
 - This transaction leaves the Company with an average of 80% of fixed + adjustable rate debt and 20% of variable rate debt over the maturity period.

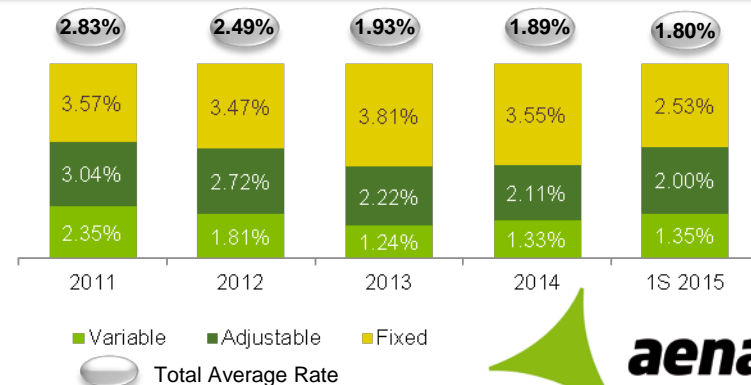
Maturity schedule (Total: €10.087bn)



Distribution of debt by interest rate ⁽¹⁾



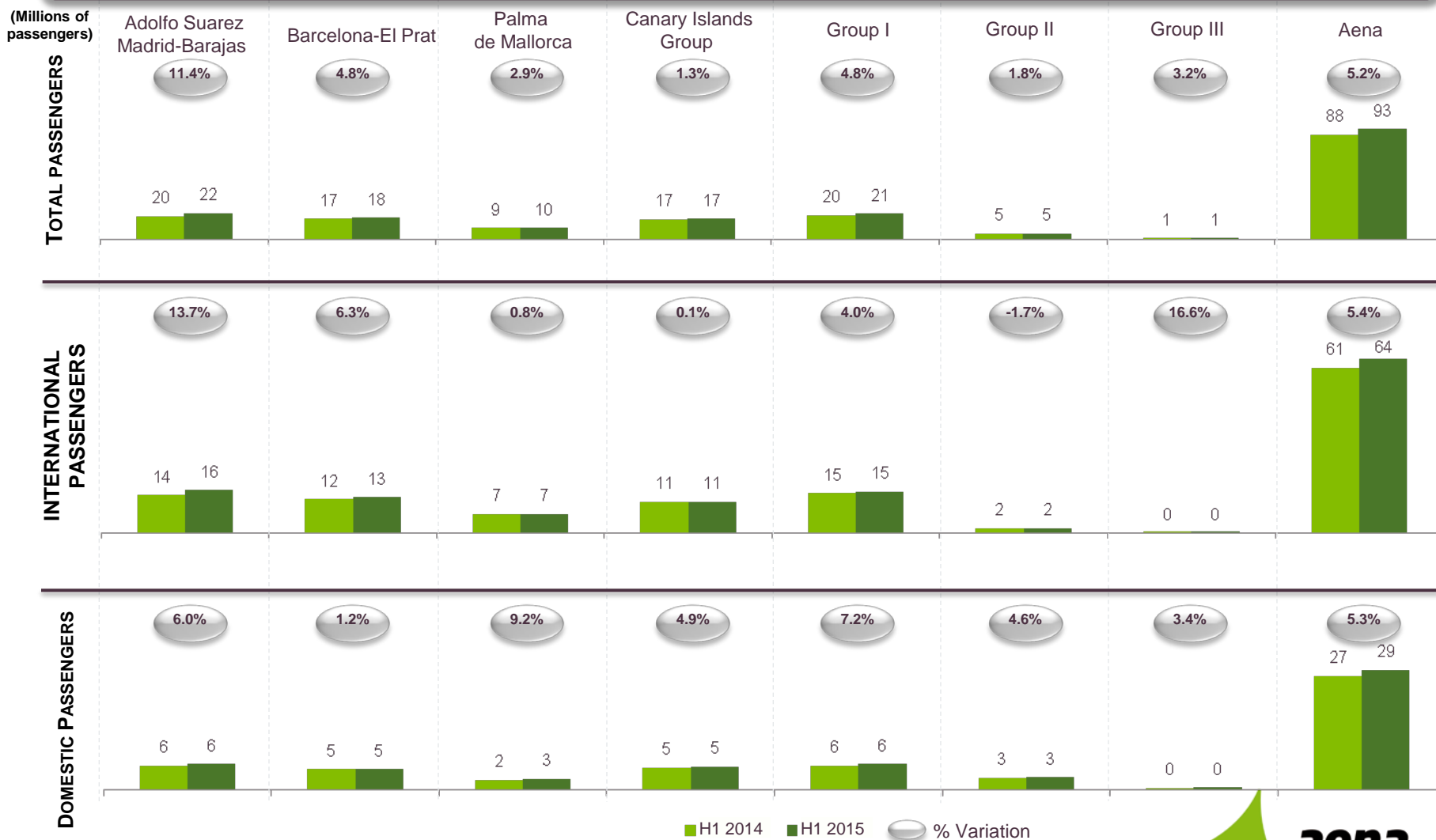
Average Interest Rate Evolution in terms of Outstanding Debt (%)



Appendix | Data by Airport Group

Passengers in H1 2015

Solid traffic in Adolfo Suarez Madrid-Barajas, Barcelona-El Prat and Group I supported by growth in international traffic and the recovery in domestic traffic.



Appendix | Data by Airport Group

Total passengers

Total passenger trends (millions of passengers)

