

## INVESTOR PRESENTATION

June, 2025



#### **Investment highlights**







Highly protective Pan-European regulatory framework ensures revenue stability High protection on traffic fluctuations and inflation level

Regulated revenues accounting for 95% of total provide high visibility and support financial stability and resilience

Value creation enhanced by rapidly growing non-regulated businesses, leveraging on proprietary know-how and distinctive expertise



High cash generation capabilities underpin shareholder remuneration: visible and growing DPS commitment to 2029

#### **Proprietary asset base and Group structure**



Perugia

Rieti

Pescara

Reggio Calabria

Foggia

Crotone

Bari

Brindisi

BRINDISI ACC

Grottaglie



#### As of Dec. 31st, 2024

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- 1. VOR (VHF Omnidirectional Range) - DME (Distance Measuring Equipment) - ILS/LOC (Instrument Landing System/Localizer)
- 2. In December 2024, ENAV's Board of Directors resolved to put ENAV Asia Pacific into voluntary liquidation, as presence in Malaysia was no longer considered strategic for Group developments
- Countries of presence include countries with activities in the non-regulated business outside of Italy 3.



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#### **ENAV** at a glance







#### As of Dec. 31st, 2024

1. Related to ENAV causes (CRSMTP)

2. Scope 1&2 calculated versus 2019 baseline

3. Free Route Project implementation

#### **Overview of regulated business**

- ENAV's core business is to manage the regulated Air Traffic Control Services (ATCS), that it is entrusted with by law, 24 hours a-day, 365 days a-year:
  - "En-route" services: handling of air traffic crossing Italian airspace offered from 4 Area Control Centres located in Brindisi, Milan, Padua and Rome
  - "Terminal" services: assistance during the phases of approach, takeoff and landing from 46 Control Towers located throughout Italy and divided into 2 charging zones
- ENAV generates regulated revenue by charging the users of its airspace (planes departing and arriving at Italian airports, as well as flights crossing the Italian airspace) a regulated tariff on the volume of airspace used<sup>2</sup>



1. Based on 2024 total en-route and terminal revenues pre-balance including exemptions

Traffic volume is expressed in service units. En-route services is a function of distance travelled within the airspace and certified aircraft weight [formula: (d/100)\*V(p/50), where d is the distance travelled and p is the certified weight]. Terminal services is a function of an aircraft certified weight [formula: (p/50) ^0.7, where p is the certified weight]

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#### **EU regulatory framework: Performance Plan**



- The EU framework applicable to Air Navigation Service Provider (ANSP) requires that each Member State, supported by its ANSP, perform a 5-year Performance Plan based on the economic and operational targets set for all EU States
- The **Performance Plan is the key tool** through which the European Commission defines, measures and optimizes **operating and economic performances of European ANSPs**
- This is prepared and finally adopted by each EU State upon approval from the European Commission, defining the chargeable cost base and the main aspects of national tariffs for the entire regulatory period
- The Performance Plan includes **national targets aligned with European standards** on 4 main performance areas



### **En-route and terminal: visible and protective regulation** minimizes risks





**PERFORMANCE QUALITY** (BONUS/MALUS)



Bonus/Malus mechanism depending on achievement of quality targets



Strong risk mitigation with significant room for upside on regulated business

Visibility through 5-year

regulatory period



### Tariff determination under the regulatory framework



- The system adopted by all Air Navigation Service Providers of the EU Member States provides for the **payment of** a tariff for both en-route and terminal services
- Tariffs take into consideration the ratio between **planned costs and planned traffic volumes** (measured as "Service Units"):



- Over the 5-year regulatory period tariffs are determined on the basis of a cost efficiency target level agreed with the European Commission, taking into account also expected inflation and expected growth of traffic
- Regulated revenues are calculated applying Tariffs to actual traffic volumes (actual SUs) and net of share related to non-ENAV costs (Eurocontrol, ITAF and ENAC)

En-route services is a function of distance travelled within the airspace and certified aircraft weight [formula: (d/100)\*v(p/50), where d is the distance travelled and p is the certified weight].
Terminal services is a function of an aircraft certified weight [formula: (p/50) ^0.7, where p is the certified weight]

#### Breakdown of chargeable costs in the en-route tariff



**Total Cost Base Calculation (Chargeable Costs)** 



1. Including exemptions

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2. Excluding share referred to Eurocontrol, ITAF and ENAC (non-ENAV costs)

#### The role of the balance mechanism in the tariff



• ENAV tariffs regulation envisages 3 main categories of balances:



- As general rule, the different balances accrued in year N are recovered in the year N+2 through the tariff
- There are no time constraints for balance reversal

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### The balance from traffic risk sharing mechanism





## **Regulatory protection from traffic volatility**

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Regulation protects ENAV from the risks of traffic fluctuations

Upside sharing and downside recovery through Balance mechanism generated in Year N and cashed in through N+2 tariffs



## CAPITAL MARKETS DAY

# FY 2024 Financial Results & 2025-2029 Strategic Plan



## Full Year 2024







# ...translated into solid financial results and shareholder remuneration



Visible and sustainable value

creation for shareholders

Guidance delivered on targets for both regulated and non-regulated businesses

Solid financial position and cash generation fuels growth ambitions



#### Proven delivery capabilities setting the stage for ENAV's future path

## Traffic: positive trend extends in 2024 and gains momentum





#### Italy best performer of comparator group, +10.5% YoY vs average of +6.4% YoY

#### Top line driven by strategy execution, costs in line with **⊘**√ expectations







Revenues (€mn)

Non-regulated up double-digit vs PY Strong performance of core business



Cost (€mn)

Total costs evolution driven by personnel costs up by 4% YoY

## Strong earnings performance: Net Income up by 11.5%











Profit & Loss (€mn)			
	FY 2024	FY 2023	Δ ΥοΥ
EBITDA	310.9	300.1	+3.6%
D&A and Provisions	123.7	127.4	(2.9%)
EBIT	187.2	172.7	+8.4%
Financial expenses	8.3	11.2	(26.3%)
EBT	178.9	161.4	10.8%
Income taxes	53.2	48.7	+9.2%
Net Result	125.7	112.7	+11.5%

Record EBITDA level translates into double-digit growth at Net Income level

## Net Debt / EBITDA at 0.8x on solid cash generation





#### Balance sheet headroom heading into new regulatory period



## 2025 – 2029 Strategic Plan



# Strategic priorities are set to enhance long term and sustainable value creation





### Evolving context driven by traffic growth and stability of regulatory framework





#### National traffic forecasted to grow over 2025-29 Lower volatility

**RP4 confirms stability of regulation** Formal approval expected by H1 2025

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# Regulated market: preserving operating excellence in our core business



**EXPECTED** 

COMPLETION Integration of Transfer of approach management 2027 activities to Area Control Centers APPs<sup>1</sup> in ACCs<sup>1</sup> Flexibility and resiliency in challenging and variable traffic environment **Consolidation of** From 4 to 2 ACCs 2030 2 ACCs<sup>1</sup> (Milan and Rome) Remote Excellence and continuous Digitalization of 26 towers into 2 2033 3 improvement of service level **Remote Tower Control Centers** Tower Weather SW + HW upgrade to enhance and 2028 automate weather observation monitoring Commitment to FNAV's technological leadership **New Air Traffic Management** ATM<sup>1</sup> Platform 5 2030 **Platform** for ATCo<sup>1</sup> personnel

> Strategic initiatives unlock cumulated savings over plan period of c. 21 €mn, increasing to c. 47 €mn at regime

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### Fostering further growth in non-regulated segment

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Share of 2029 Revenues



## **Expanding our non-regulated offering and footprint**









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IDS Air Nov

an enav group company

- Monetize expertise on Digital Towers Scale up of Digital Academy offering also to
- >> Industrial partnerships

third parties

- New product functionality for APPs, ACCs and Towers
- > HW/SW upgrades for weather monitoring
- > Systems for real time update of aeronautical information
- >>> Flight procedures design
- Development of billing systems >>



Evolution of product offering and geographical footprint tailored to meet expanding value pools and improve market positioning

#### New businesses - Drones: a new National value chain

Other Areas

(logistics, insurance..)



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ENAV is the only CISP and USSP certified player in Europe: a unique positioning in the drone ecosystem

#### **AREAS OF APPLICATION**



Monitoring of critical areas/infrastructures

Drone Detection Systems (DDS)

**Drone Fleet Supply Fleet Operation** 

#### **BUSINESS MODEL**



ENAV's distinctive know-how and positioning enable early move advantage and scale up of new businesses in the non-regulated segment

### New businesses - ESCO and Digital Academy





ESCO and Digital Academy valorization not included in plan targets: potential upside to expected contribution from non-regulated segment





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Consolidate distinctive positioning as a global leader and expanding skills on complementary expertise



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Enhancement of current know-how and strengthen the Group's engineering hub



Scale up of consultancy activities, expansion of customer portfolio and improved valorization of know-how



Acquisition of know-how and capabilities, developing innovative software



Strengthen the position in a growing environment and development UTM services in the domestic market



**Balance sheet headroom:** funds for acquisitions up to 350 €mn

> **Financed through** new debt issuance

**Preserving financial solidity** and sustainability



# Strong commitment to sustainability: 2024 delivery paving the way for future progress



VISIBLE DELIVERY IN 2024...

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**Over 297,000** tons of CO<sub>2</sub> avoided in 2024 Free Route Project Impact over 1.3 million tons CO<sub>2</sub> since 2016

**Over 9,700** tons of CO<sub>2</sub> avoided AMAN Project

SBTi Scope 1, 2 and 3 targets validated since 2021



Reduction of Scope 1 and 2 emissions by 87.4% compared to 2019

Carbon Neutrality since 2022 with limited carbon credit offset

#### Trend Scope 1 and 2 - Market Based 38,816.33 34,601.18 28,672.54 7,304.92 5,155.30 4,889.86 2019 2020 2021 2022 2023 2024



#### A new organization and operating model to enhance **N** value creation

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### Value-driven strategy delivers a stronger ENAV in 2029...

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## Building on unprecedented levels reached in RP3, strategy execution delivers even stronger results over the RP4 period



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#### ...and enables sustainable value creation for shareholders







Simple and clear dividend policy set for 2025 – 2029, backed by stable regulation and visibility of industrial delivery

Averaging 80% payout of FCF over the plan period with upside potential linked to balance to be generated over the period

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## Plan in numbers



## RP4: regulatory stability and high visibility over 2025-2029





#### PRB recommended approval of Italian Performance Plan. Formal EC approval expected by H1 2025

## RP4: key regulatory assumption embedded in 2025-2029 Strategic Plan









**ROE and WACC calculation reflect** 

the increased market interest rate

**Cost of capital** 



The first months of 2025 confirm the positive trend of the air traffic

1. Source scenarios: Eurocontrol - Statfor (February 2025)
# The beginning of a new reference period implies the reset of all regulatory mechanisms



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## Higher capex deployment tailored on strategic initiatives



Share of 2025-2029 CUMULATED CAPEX





# Revenues: core business up double digit, non-regulated doubles by 2029





## Total cost base grows at low single digit CAGR over plan period

costs







Costs, 2025-2029 evolution (€mn)



2029E

14%

**STABLE** 

2025E

15%

Weight on

total revenues

regulated activities

### © ve∩ cv **EBITDA** evolution shaped by strategy and managerial actions





**EBITDA** growth driven by core business and expansion of non-regulated

group

Focus on cost optimization supports value creation



#### **⊘**∕e∩∞ Financial sustainability underpinned by cash generation and group financial strategy

Debt





### Sound cash generation funds business growth, shareholder remuneration and deleveraging

### Creating space to stand ready to accelerate organic deployment and execute on M&A opportunities



### 2025-2029 Strategic Plan targets





### ENAV set to become more profitable than ever by the end of RP4



## **Closing remarks**





### **Closing remarks**



A solid Strategic Plan, benefitting from stability of new regulatory framework over the full plan period Regulated business remains core Completion of legacy initiatives to enhance operating performance and preserve technological leadership Further push on nonregulated business

New businesses, markets and expansion of offering portfolio drive value creation and diversify revenue sources High visibility over plan period and execution capabilities enable significant improvement in shareholder remuneration



# ENAV Consolidated Results

## First Quarter 2025



## Q1 2025 - Key highlights





Operating	Strong traffic trend, en-route SUs up by 7.4%:
Performance	1.2 p.p. ahead of plan
Financial Performance	Financials in line with business seasonality and fully aligned with plan expectations
Cash	Free cash flow +25.5% YoY
Generation	2025 Free cash flow expected at ~240 €mn
Targets and shareholder remuneration	2025 targets comfortably at reach 0.27 €/sh 2024 DPS to be approved by AGM in May

# Traffic: en-route ahead of plan expectations in the first quarter





1. Excluding exempt flights not communicated to Eurocontrol

## Solid operating progress on traffic offset by balance dynamics Among and Solid operating progress on traffic offset by balance dynamics





En-route revenues up by 17% driven by solid traffic performance

Balance N-2 negative contribution attributable to reversal mainly coming from 2020-21 traffic COVID recovery

Negative inflation balance for 10.6 €mn driven by regulatory reset

Non-regulated revenues up by 4%



### Sustainable operating cost management







Operating Costs, (€mn)

#### **EBITDA** progression in line with expectations and on track to meet FY guidance

#### **EBITDA Evolution, €mn**



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Strong contribution from operating activities limits the impact of the recurring seasonality on Q1 2025

Substantial absence of balance generation in Q1 2025 offsets contribution from regulated activities

Impact of the regulatory change of terminal zone 3 from cost recovery to performance that will be rebalanced in coming quarters

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### **Profit and Loss**





**D&A and provisions** decreased mainly as a consequence of lower amortizations vs Q1 2024

Net financial expenses of 2.2 €mn, slightly increased mainly due to foreign exchange losses

Net Result reported a loss of 29.3 €mn, in line with traffic seasonality

## Positive cash flow dynamics drive deleveraging

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### Cash Flow and Net Debt evolution, €mn



Solid cash generation from core activities drives reduction in net debt

# to plan

Traffic ahead of plan forecast already in first quarter

2025 Targets comfortably at reach

Visible cash generation underpins shareholder remuneration commitment

**Operational and** financial evolution progressing according

**Closing remarks** 

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