

FS Italiane Group

Investor Presentation

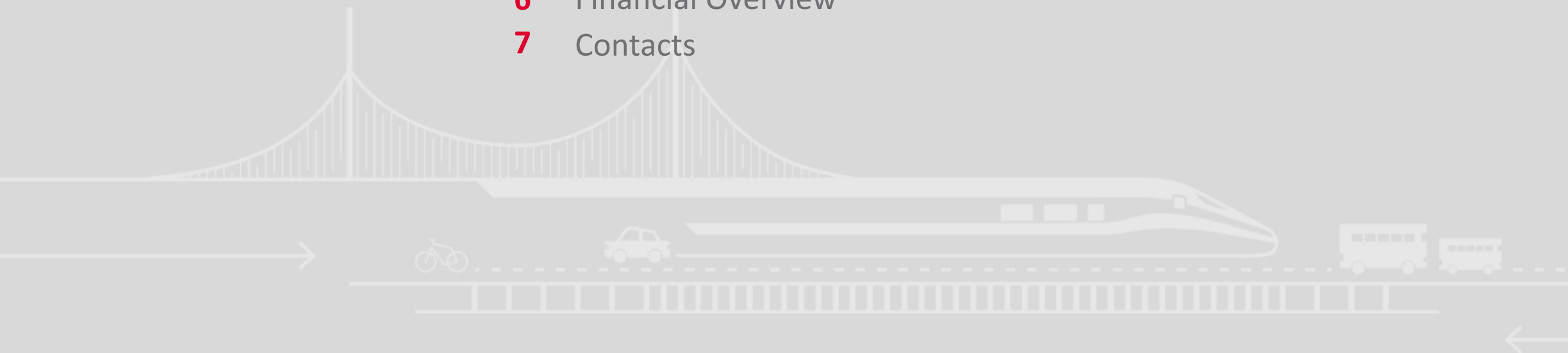


July 2022



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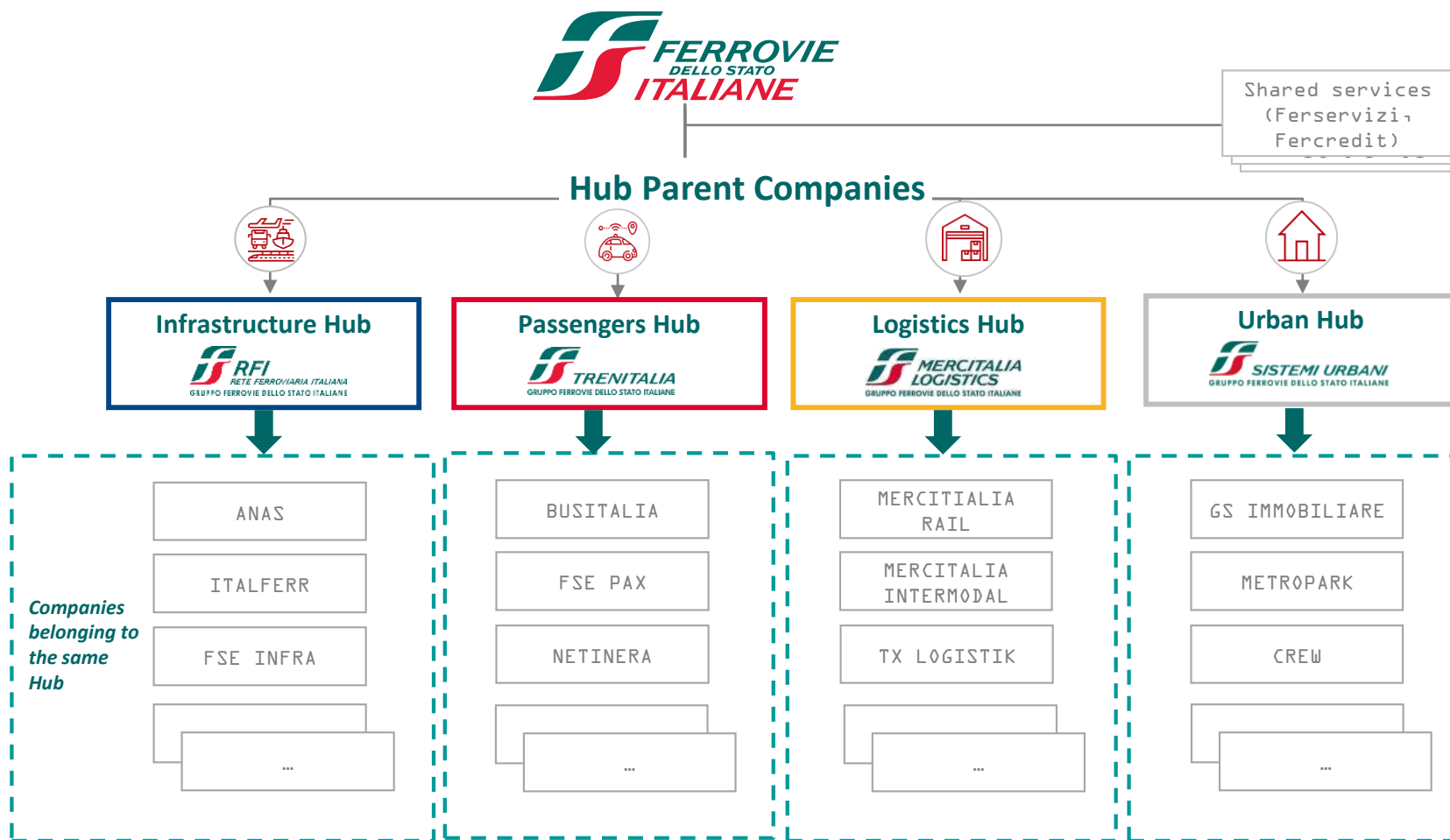
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Ferrovie dello Stato Italiane Group Overview



FS Group in a snapshot

Ferrovie dello Stato Italiane S.p.A. (“FS” or the “Issuer”) – 100% Italian State owned – is the holding company of the Italian railway Group. As one of the largest industrial groups in the Country, it manages rail and road networks and transport services by rail and bus both passenger and freight, contributing to develop integrated mobility and logistics in Italy and abroad.



New Mission* for the Holding company:

- policy making,
- coordination,
- strategic and financial control

over the Hub's Parent Companies.

FS Group: revenues by segment and 2021's consolidated highlights

Consolidated Highlights (€mn)		
	2021	2020
Revenues	12,154	10,837
EBITDA	1,888	1,633
<i>EBITDA Margin</i>	<i>15.5%</i>	<i>15.1%</i>
EBIT	193	-278
<i>EBIT Margin</i>	<i>1.6%</i>	<i>-2.6%</i>
Net Income	193	-562
Net Invested Capital	50,437	50,316
Equity	41,550	41,423
Net Financial Debt	8,887	8,893

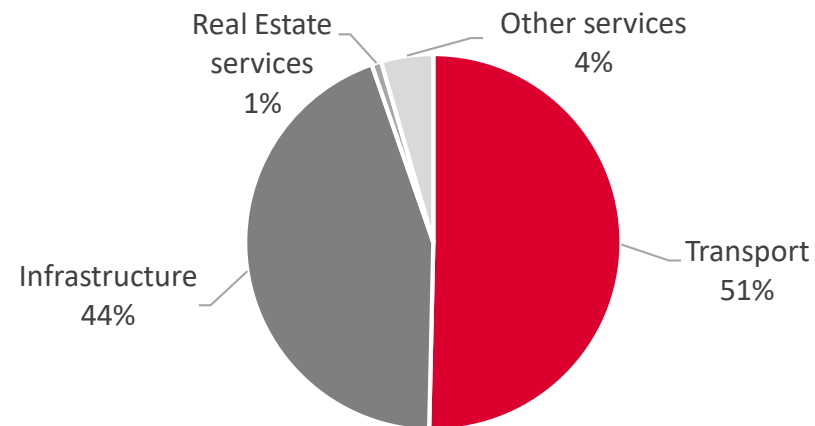
Increase of the main economic indicators:

- **Operating revenues:** € 12,154 mn, +€ 1,317mn (+12%)
- **EBITDA:** € 1,888 mn, + € 255 mn (+16%)
- **EBIT:** € 193mn, + € 471 mn (+169%)
- **Net Income:** € 193 mn, after the large loss of € 562 mn in the previous year: **+134%**.

Most of the Group's revenues come from the **Infrastructure** and the **Transport segments**.

The revenues' percentage from **Infrastructure and Transport segments** are in line with **2020**, around **95%** (+1% vs. 2020) of group total revenues.

Group Revenue by Hub (2021) *



Benchmarking with European rail players



(€bn)	2019	2020	2021
Revenues	12.4	10.8	12.1
EBITDA margin %	21%	15.1%	15.5%
EBIT margin %	6.7%	-2.6%	1.6%

Issuer Rating	
S&P	BBB
Fitch	BBB



(€bn)	2019	2020	2021
Revenues	44.4	40.2	47.1
EBITDA margin %	12.20%	2.5%	4.9%
EBIT margin %	4.10%	-11.9%	-3.3%

Issuer Rating	
S&P	AA-
Moody's	Aa1
Fitch	AA



(€bn)	2019	2020	2021
Revenues	35.1	30	34.8
EBITDA margin %	16.10%	6.5%	12.5%
EBIT margin %	5.10%	-10%	5.2%

Issuer Rating	
S&P	AA-
Moody's	Aa3
Fitch	A+

Rating Overview



RATING		
Issuer Rating	BBB	Outlook POSITIVE
Stand Alone Credit Profile	bbb+	

Rating confirmed on 24th November 2021

COMMENTS

FS' ratings mainly reflect :

- the agency's forecast of a **strong investment-led recovery in 2021 and 2022**
- **FS' key role** in the government's allocation of resources from the **NextGenerationEU Recovery Plan**
- **FS stronger stand-alone credit quality than the sovereign** with an "Intermediate" financial risk profile.

On 24th November 2021, S&P upgraded FS's outlook from negative to positive:

- The positive outlook mirrors the positive outlook on Italy
- S&P's expectation is that FS will maintain an **adequate level of liquidity on an ongoing basis**, based on **State support and sound relationships with banks**.



Issuer Rating	BBB	Outlook STABLE
Stand Alone Credit Profile	bbb	

Rating upgraded on 23rd December 2021

On **23rd December 2021**, Fitch **upgraded FS Long-Term Issuer Default Rating** to BBB from BBB- reflecting previous upgrade of Italian Republic.

The uplift of the SCP to 'bbb' reflects **the improvement of the counterparty risk** represented by Italy, as the Italian public sector represents the largest single contributor to FS's income, which caps FS's unconstrained SCP of 'bbb+'.

FS' ratings reflects the:

- **full ownership and high integration** with the Italian government and its **key role for railway transport and mobility in Italy** as well as **the national infrastructural development**.
- Solid position in the domestic market with a supportive regulatory regime for public service contracts, also in relation to the role FS will play in the implementation of the PNRR.
- **Moderate debt level** in the coming years, **compared to the EBITDA available for its service**.

Fitch believes that **FS remains on top of Italy's largest investors**, mostly through its subsidiaries RFI and ANAS, both involved in the implementation of the PNRR.

The 2022-2031 Industrial Plan - Enabling Factors

On May 2022, FS presented a 10 years investment plan supported by a cutting-edge strategic and industrial vision

Improve efficiency and reduce consumption by producing electricity from renewable sources.

- **2 GW:** expected capacity of the new installations from renewable sources
- **2.6 TWh** total annual producible energy
- **€ 1.6 bn:** investments
- **40%** of Group consumption covered by self-generation

Further value in the countries where FS Group is already present. Export of integrated know-how through partnerships outside Europe.

New Organisational Set-up

A profound redefinition of governance and a new organisational structure into 4 business Hubs (“Infrastructure”, “Passengers”, “Logistics”, “Urban”) to strengthen the Group synergies.

Energy and Ecological Transition



Innovation Digitisation Connectivity

Digital infrastructures for the interconnection of people and goods.

- The “Resilience” platform for monitoring road and rail infrastructure
- The **Passenger smart mobility platform** for timetable harmonisation, journey planning, ticketing and parking management
- The **integrated logistics platform**
- The **platform for smart timetables** to reconcile maintenance needs and the level of service
- The **Group payment platform**
- **Gigabitrail** to connect the rail infrastructure

International activities

Development of Group People

Skills, talent, change management and leadership.

The 2022-2031 Industrial Plan

The Four Hubs and main figures



INFRASTRUCTURE HUB

The backbone of economic and social development throughout the territory

To realize accessible, integrated, resilient and interconnected road and rail works.

Foreseen about € 160 bn in investments made by RFI and ANAS, with their leading role in the implementation of the Italian Recovery and Resilience Plan.

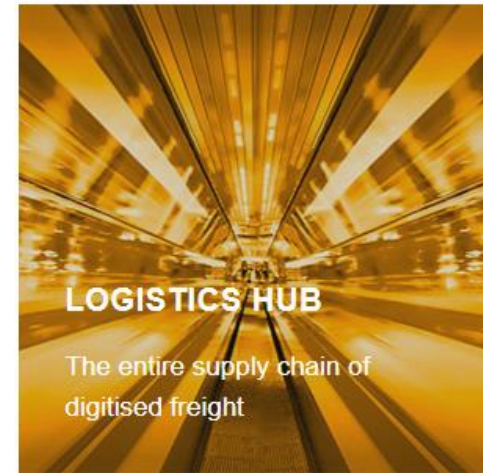


PASSENGER HUB

Integrated solutions for sustainable mobility

Creation of a multimodal business proposition, the advantage of which shall be to exploit the merits of the various modes, to achieve integrated, economical, reliable and sustainable transport.

By 2031, the Hub will invest around € 15 bn.



LOGISTICS HUB

The entire supply chain of digitised freight

Main targets: doubling the share of freight traffic by rail compared to 2019 and developing its positioning in the logistics chain.

Almost € 2.5 bn in investments in new rolling stock, multimodal terminals, freight villages and logistics platforms.



URBAN HUB

The sustainable regeneration of cities

Enhancement of assets no longer functional to the railway service, from the perspective of the sustainable regeneration of cities.

The assets' value under management equal to € 1.5 bn.

Main figures

- € 190 bn of capex
- 2 GW expected capacity of the new installations from renewable sources
- 40,000 new hires expected
- No limits for safety purposes
- Up to € 5 bn revenues from international activities

Operations and Industry Overview

Infrastructure



RFI: Railway Infrastructure Manager

Key figures			
€mn		2020	2021
Revenues		2,492	3,057
	Track access charges	762	961
	CdP-Service	1,291	1,371
	Other services	265	449
	Real estate services	105	111
	Other income	69	165
EBITDA		333	452
	EBITDA margin %	17%	13%
EBIT		71	273
	EBIT margin %	12%	3%
Net Income		38	275

High Speed and Traditional Network



NETWORK HIGHLIGHTS 2021



16,832 km Lines

12,160 km Electrified Lines

23,097 km Traditional tracks

1,467 km High Speed tracks

INVESTMENTS 2021 € 8,033 mn

98% Traditional network

2% High Speed network

45% Maintenance and Safety

55% Network Development

ANAS: road infrastructure

- ANAS is part of FS Group since January 2018, following the equity transfer from the MEF.
- With ANAS, alongside RFI, FS group is now Europe's largest integrated rail and road hub in terms of both number of people serviced and investments.



Financial highlights		
€mn	2020	2021
Revenues	2,340	2,889
EBITDA	168	147

Designing, construction and maintenance of national roads

Concessionaire of 32,000 km of roads

~ 1,300 km of highways

**INVESTMENTS 2021 € 2,241 mn,
including € 295 mn for suppliers contractual advances
Fully funded by the Programme Agreement**



Operations and Industry Overview

Passengers



Trenitalia: rail passenger transport in Italy and abroad

Key highlights

- Trenitalia is a train operator and is the main Italian company for the management of passenger rail transport.
- Trenitalia is also abroad with **c2c** (since 2017) and the **West Coast Partnership** (since 2019) in **UK**, **Trenitalia France**, **Hellenic Train in Greece** and **Netinera Group** active in **Germany** (previously directly owned by FS). Also, in May 2020, Trenitalia won the tender for operating the **high-speed services in Spain** for the next 10 years.

Two business segment



Medium Long distance revenues (€mn)

	2020	2021	Change
▪ High Speed services			
▪ International and regulated domestic services (PSC** with the State)	1,474	1,884	+28%

Regional revenues (€mn)

	2020	2021	Change
▪ Commuter passenger services			
▪ PSC** Regional services	2,392	2,630	+10%

Financial highlights

€mn	2020	2021
Revenues	3,906	4,522
EBITDA	827	1,054
EBIT	-208	67
Net Income	-423	2
EBITDA Margin	21.2%	23.1%
EBIT Margin	-5.3%	1.5%

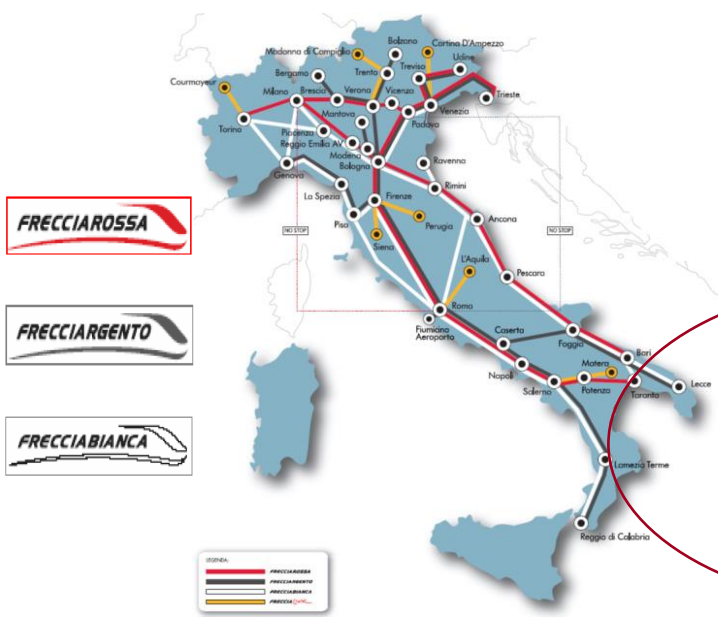
INVESTMENTS 2021 € 1,618 mn*

60% new rolling stocks

21% rolling stocks maintenance*

Focus: High Speed Transport

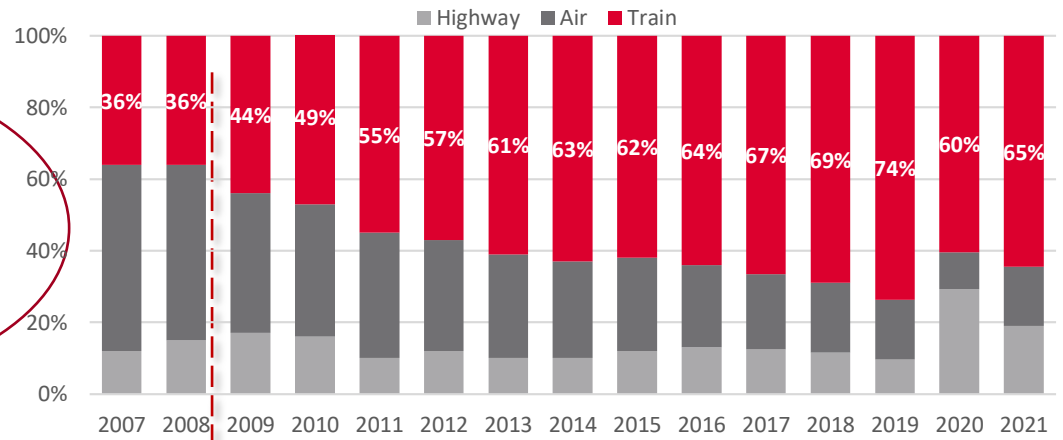
Freccie network



- The Medium\Long Haul Passenger Division ensures the national and international passenger transportation, including High Speed services
- The Italian **High Speed network** connects the main metropolitan areas of the country and it has been the key element for the **modal shift** from plane to rail in Italy

Group's business segment with the largest increase in revenues: +28%

Milan – Rome route modal share



→ Launch of the 'Freccie' network

The **ETR 1000**, named "**Frecciarossa 1000**" is the new high-speed train of Trenitalia, comfortable, safe and environmentally friendly, designed to meet the most advanced techniques.
 Able to travel on all European high-speed networks.
The fleet counts 58 ETR 1000 with the last delivered in 2021.
 Part of fleet was funded via the four **green bond** issued by FS from 2017 up to 2021.

Eligible Green Project



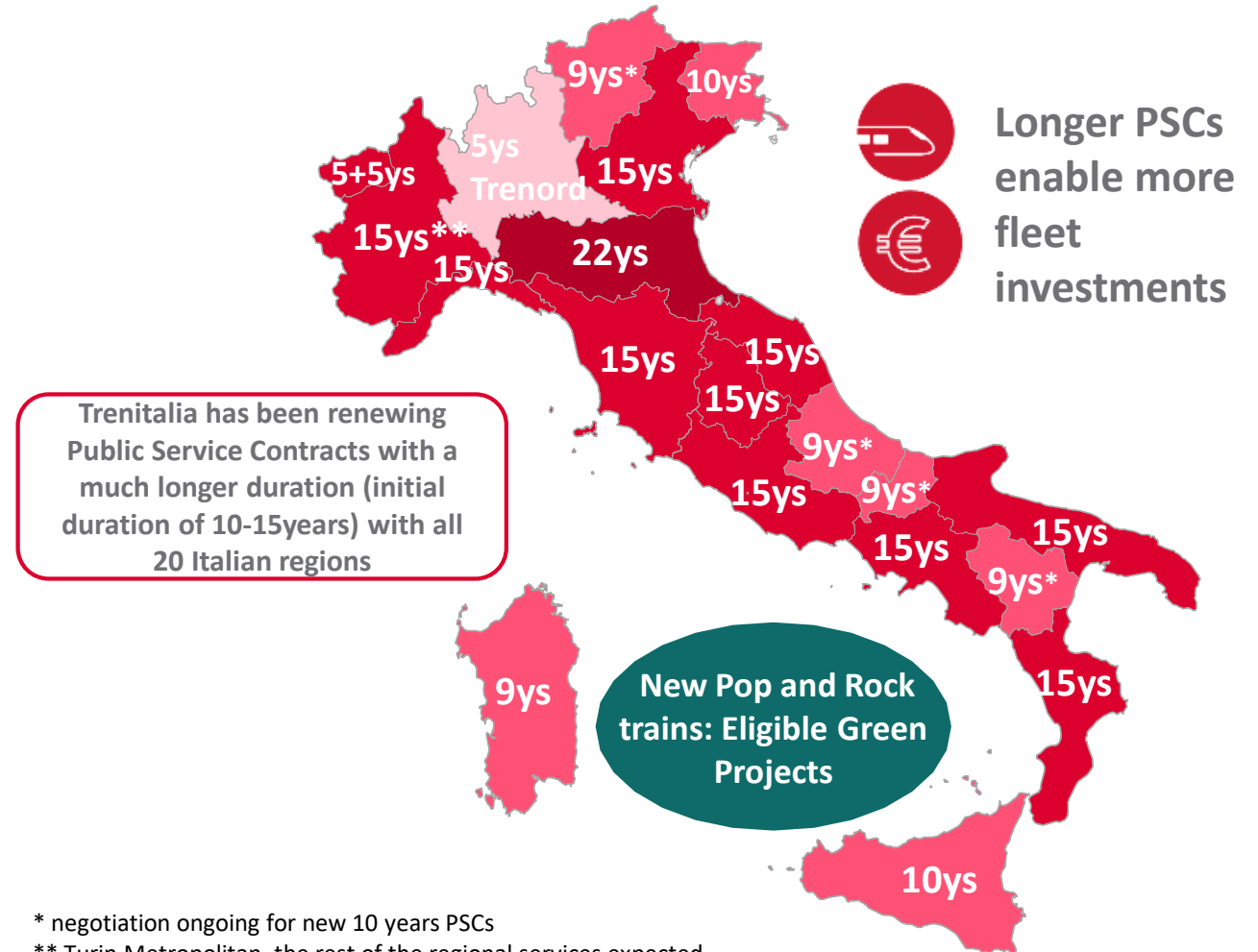
Focus: Regional Transport

Overview

- Offers **urban, regional** and **interregional** mobility
- Business with local administrations is regulated by different **Public Service Contracts** ('PSCs')
- PSCs are subject to specific regulation in terms of eligible costs and adequate capital investments returns
- **In 2021 revenues related to regional passenger services equal to € 2,6mn (+10% vs. 2020)**
- **Fees from regions increasing in 2021**



Trenitalia regional services portfolio as of today



* negotiation ongoing for new 10 years PSCs

** Turin Metropolitan, the rest of the regional services expected to be directly assigned; negotiation ongoing for a new 10 years PSC

Busitalia: road passenger transport in Italy and abroad

For an integrated mobility

Key highlights

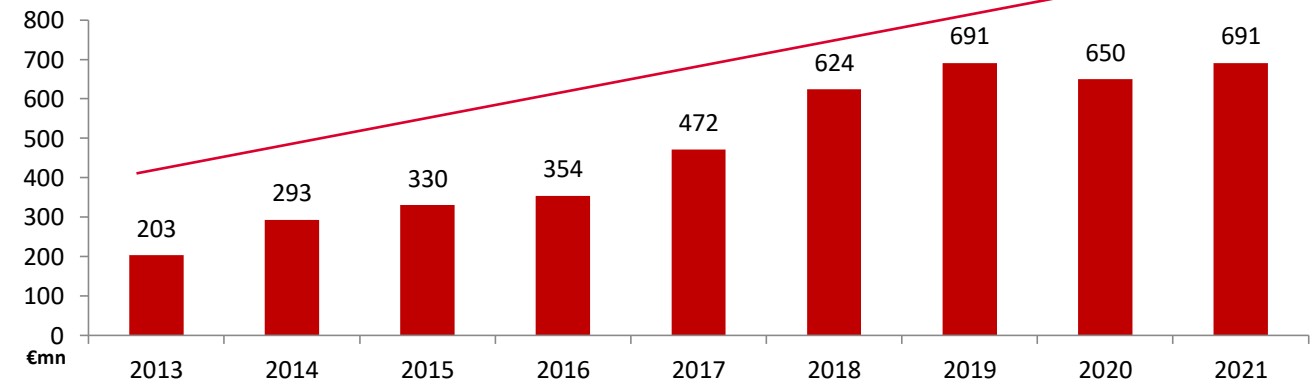
- Busitalia provides **local bus transport**, both urban and suburban, in **Veneto (regionally and locally in Padova after winning the public tender), Umbria and Campania**
- In August 2017 Busitalia acquired **Qbuzz**, the Dutch company which operates public bus transport services in the **Netherlands**
- In **2018 Qbuzz** won public transport 8 years concessions in DNG and Groningen-Drenthe areas
- Busitalia also operates the replacement of rail services by bus including **Freccialink**

Financial highlights

€mn	2020	2021
Revenues	650	691
EBITDA	79.1	84.4
EBITDA Margin	12.2%	12.2%

FLEET INVESTMENTS 2021 € 58 mn

Revenues since business inception



Operations and Industry Overview

Logistics



Mercitalia: freight and logistics services

Integrated governance for the freight services

Mercitalia Logistics is the **sub-holding** and coordinator of the **Logistics Hub**. The creation of this hub has the aim of restructuring the cargo business and rationalize the freight operators active in the Group to improve quality and efficiency of cargo services provided and rationalize the freight operators.

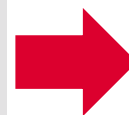
- Increase and strengthen the presence in the intermodal transport segments
- Develop operating synergies to increase competitiveness and market share



Financial highlights		
€mn	2020	2021
Revenues	970	1,036
EBITDA	89	96,5
EBITDA Margin	9.2%	9.3%

Investments 2021: € 136 mn mainly for fleet upgrading

- New electric locomotives and wagons together with technology upgrades will enhanced the Group cargo fleet



Eligible Green Project



Operations and Industry Overview

Urban



Urban Hub: not only Real Estate services

The **Urban Hub**, with **Sistemi Urbani** as **sub-holding**, is responsible for Urban regeneration, intermodal solutions and first and last mile logistics in urban areas.



Sub-holding's financial highlights

€mn	2020	2021
Revenues	25.9	28
EBITDA	2	5
EBITDA Margin	7.6%	17.8%



Urban's Hub **strategic priorities** are:

- **Management and regeneration of the Group's real estate assets**
- **Integrated management of the Group's car parks**
- **Centre of Excellence for offering turn-key services to medium-sized cities**
- **Establishing partnerships with different operators for grounding**

Focus on Recovery and Resilience National Plan (PNRR)



PNRR: role of FS Group and financial resources

PNRR consists of six Missions. Each Mission consists of several Components

Mission 3 - “Infrastructures for Sustainable Mobility” amounts to around **EUR 31.5 bn.**

Mission 3 – Component 1 “Investments on Rail Network” amounts to **EUR 27.97 bn** invested both on railways and on roads.

Upgrades on National Rail Infrastructure will pertain both HS network and conventional rail network with infrastructural and technological investments (i.e. **ERTMS**).

RFI acts as implementing body/subject of Mission 3 – Component 1

Others operating Group’s companies could be beneficiaries of the PNRR as implementing body/subjects.

ANAS acts as implementing body of **Mission 5** and in the project «Safe Roads» together with all others roads’ concessionaires.

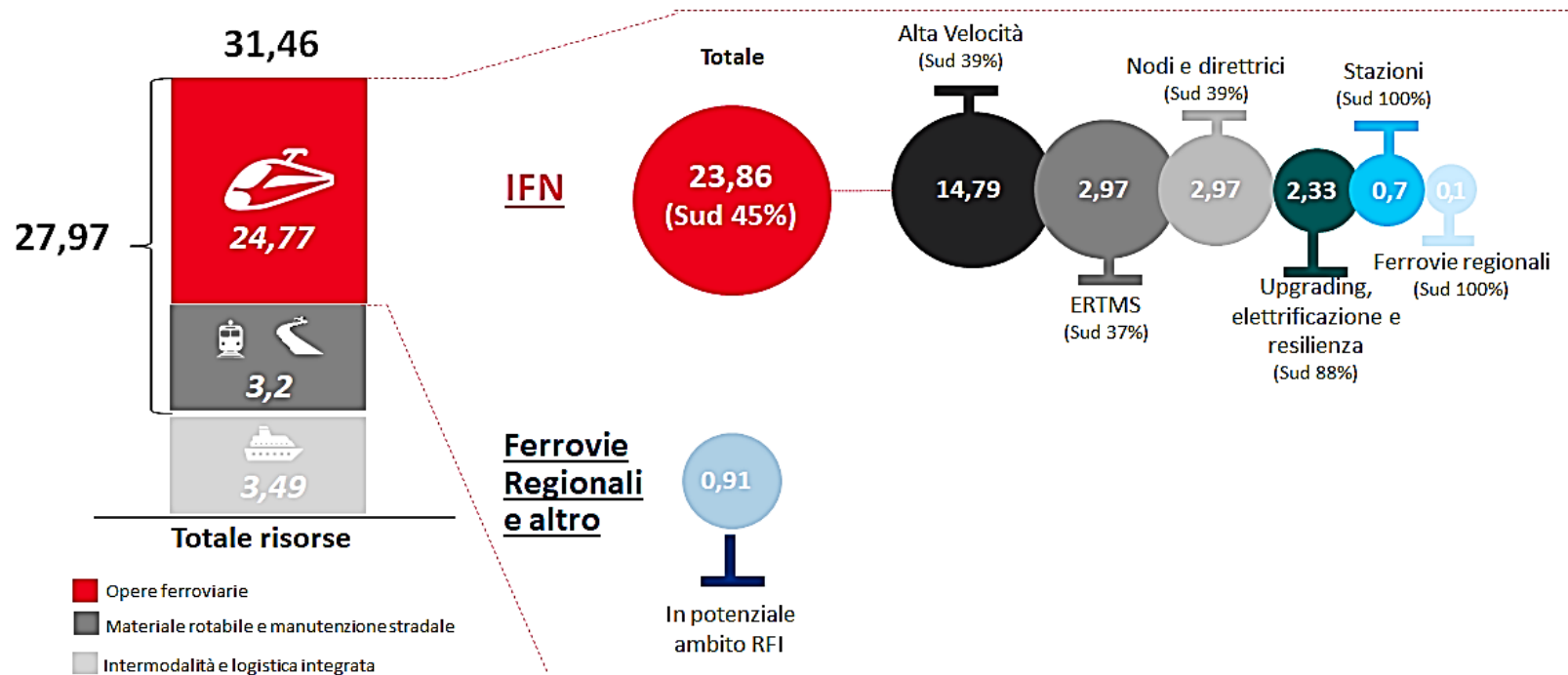
 M3. INFRASTRUTTURE PER UNA MOBILITÀ SOSTENIBILE	PNRR (a)	React EU (b)	Fondo complementare (c)	Totale (d)=(a)+(b)+(c)
M3C1 - RETE FERROVIARIA AD ALTA VELOCITÀ/CAPACITÀ E STRADE SICURE	24,77	0,00	3,20	27,97
M3C2 - INTERMODALITÀ E LOGISTICA INTEGRATA	0,63	0,00	2,86	3,49
Totale Missione 3	25,40	0,00	6,06	31,46

PNRR: projects under scope

Investments belonging to Mission 3 Component 1 - “Investments on Rail Network” consist of improvement of the HS/HC* network for a more rapid rail network for both passengers and freight, completion of the railway corridors TEN-T, completion of the pass routes, enhancement of nodes, railroads and regional networks.

Special attention will be put on Southern regions’ railways, with electrification upgrades and other investments aimed to increase productivity and reduce North-South gap.

All investments are fully funded through European and State funds (Recovery and Resilience Facility plus Fondo Complementare DL 59/2021).



Corporate Sustainability



A business model which fully integrates sustainability

FS sustainability approach permeates the full organisational structure ensuring integration of environmental, social and economical aspects within strategic business decisions

FS Group vision is to become the company that enables a system of resilient infrastructure, sustainable mobility and integrated logistics



FS Group Sustainability Commitment

Our agenda for a sustainable mobility

The Group intends to place sustainability increasingly at the heart of its strategies. For this reason, the FS Italian Group committed to 12 of the **Sustainable Development Goals (SDGs)** identified by the United Nations 2030 Agenda.

WE SUPPORT



Sustainability performance

The Group commitment is positively reflected in its sustainability ratings:

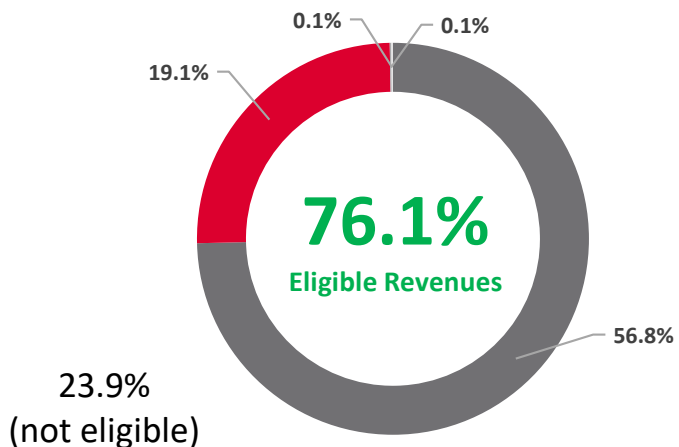
SUSTAINABILITY RATING			
	CDP Climate Change "B"		ESG Risk assessment: Low Risk
	Advanced		Prime status

European Taxonomy

Revenues, Capex and Opex

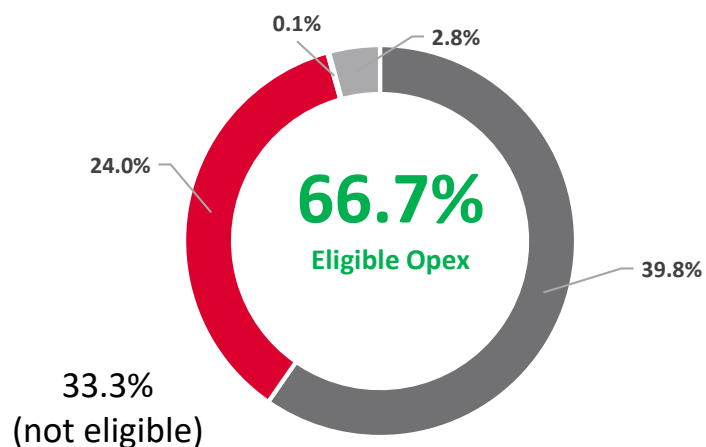
Below is summarized the performance of the Group's **four operating sectors** (Transport, Infrastructure, Real Estate Services and Other Services) with regard to the respective **percentage shares of 2021 Turnover, Opex and Capex – “Eligible”**, for the two objectives of **mitigation and adaptation**, in accordance with **EU Regulation no. 852/2020** (so called **EU Taxonomy**)

Revenues



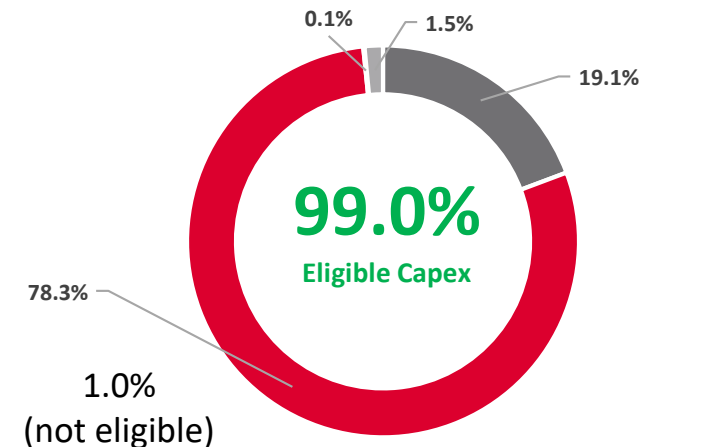
■ Transport ■ Infrastructure ■ Real estate ■ Other services

Opex



■ Transport ■ Infrastructure ■ Real estate ■ Other services

Capex



■ Transport ■ Infrastructure ■ Real estate ■ Other services

- ✓ A total of **76.1%** of consolidated **net revenues** is Taxonomy eligible
- ✓ A total of **66.7%** of consolidated **operating costs** is Taxonomy eligible
- ✓ **Almost the entirety** of consolidated **capital expenditure** is Taxonomy eligible

Sustainable Finance



Sustainable finance endorsing a sustainable strategy

CO₂

Increased awareness of the importance to strive for a more sustainable business.

FS financial decisions become essential and strategic to allocate the new debt sources to the most



effective investments complying with the ESG principles.

2017

1° Green Bond Framework:
Green Bond issued only for Trenitalia financing

2018

2° Green Bond Framework:
Eligible Green Projects extended to Cargo sector

2020

New ESG finance transactions:
EIB Series 14, Eurofima Series 30 and a Green Loan

2021

Green Bond Series 17
1° Sustainable Linked Loan (RCF)
Green Bond Series 18 (EIB)

2022

3° Green Bond Framework:
Eligible Green Projects extended to RFI

FS Green Bond Framework updated in 2022

First Green Bond Framework established in 2017. In 2022 FS has enlarged the list of Eligible Green Projects.



All the EGP are aligned with the EU Taxonomy categories

- Potential KPIs:
- Energy efficiency
 - Reducing CO₂ emissions
 - Modal shift vs railway

← **Eligible Green Projects**

↗ Look-back period: 2 years (vs. 3 years of the previous update)

↘ Look-forward period: 2 years

Trenitalia electric passenger trains and maintenance of the electric rolling stock.



MIR electric locos and freight wagons and related maintenance



RFI electric HS infrastructure and maintenance of the railway lines.



Green Bond Framework – SDGs Mapping

- The FS Green Bond Framework addresses 3 of 17 **UN Sustainable Development Goals**.
- The mapping has been inspired by the [ICMA high-level mapping to SDGs](#) and existing practices of issuers of Green Bonds in the transportation sector.



SDG 9.1: Develop quality, reliable, sustainable and resilient infrastructure, including regional and transborder infrastructure, to support economic development and human well-being, with a focus on affordable and equitable access for all



SDG 11.2: By 2030, provide access to safe, affordable, accessible and sustainable transport systems for all, improving road safety, notably by expanding public transport



SDG 12.2: By 2020, achieve the environmentally sound management of chemicals and all wastes throughout their life cycle, in accordance with agreed international frameworks, and significantly reduce their release to air, water and soil in order to minimize their adverse impacts on human health and the environment

SDG 12.5: By 2030, substantially reduce waste generation through prevention, reduction, recycling and reuse

Best practice



In 2022 Sustainalytics provided a **Second Party Opinion** on the updated Green Bond Framework, certifying its alignment to the EU Taxonomy.



FS obtained the **Climate Bonds certification** for second, third and fourth green issuances.



KPMG provided a **Third Party Opinion** on the 2021 Green Bond Report.

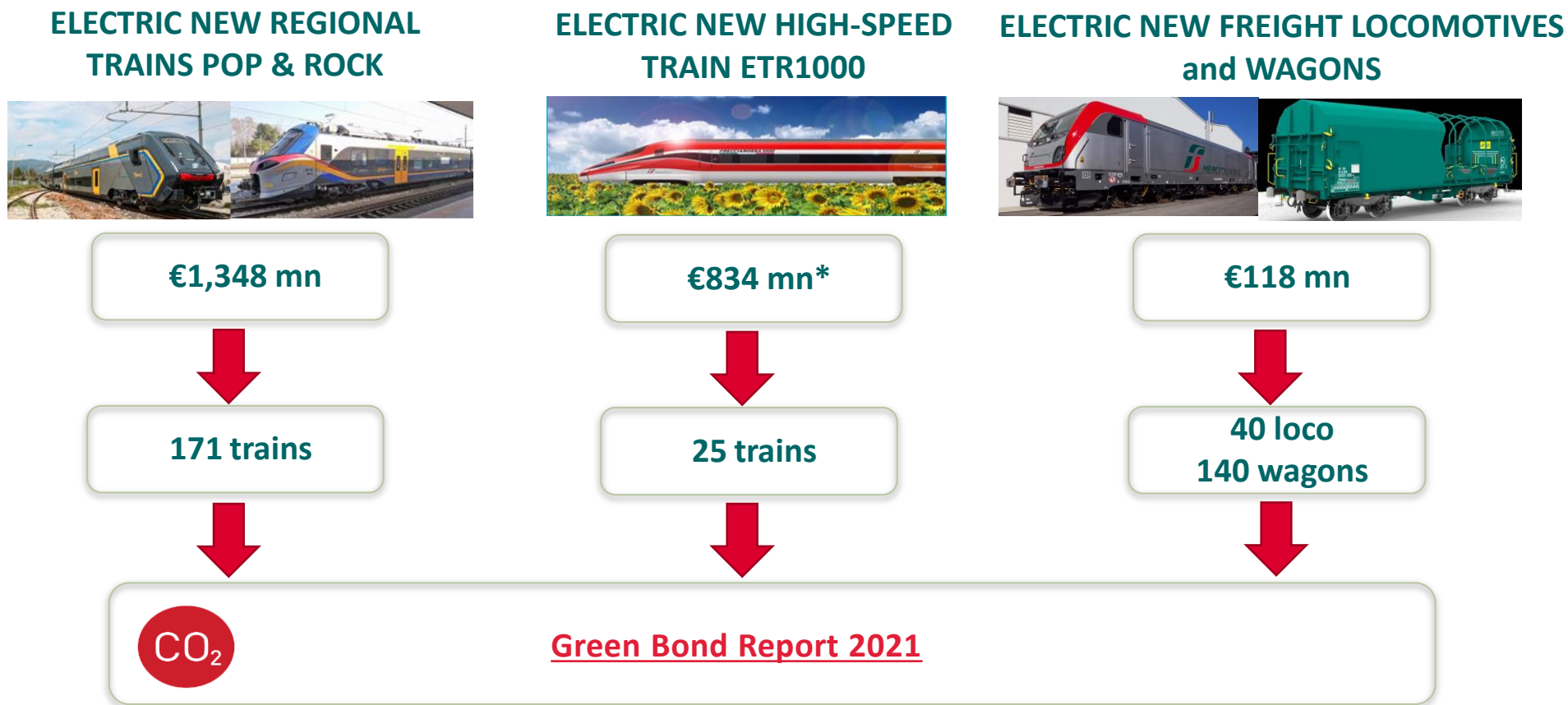
*“Ferrovie demonstrates a commitment to sustainability through its sustainability strategy, which is underpinned by three pillars: (i) **energy and emissions**, (ii) **sustainable mobility**, and (iii) **safety**”*

*“Sustainalytics is of the opinion that Ferrovie has implemented **adequate measures** and is **well-positioned to manage and mitigate environmental and social risks** commonly associated with the eligible categories.”*

*“Ferrovie dello Stato Italiane Green Bond Framework is aligned with the **overall sustainability strategy** of the Group and that the green use of proceed category will contribute to the advancement of the **UN Sustainable Development Goals 9, 11 and 12**”*

4 Green Bonds for a total 2.65 billion euro issued so far

Allocation and environmental impact as of today for the first 3 green bonds



Sustainability Linked Revolving Credit Facility

Euro 2.5 billion 3 years committed facility

- First sustainability linked transaction for FS
- Margin and Commitment Fee linked to 4 KPIs on Group's effort on Environmental, Social and Governance targets
- Underwritten by a pool of 6 primary banks
- The new Euro 2.5 billion size will meet Group funding needs in the near future, also considering its leading role in implementing the Italian **PNRR**.



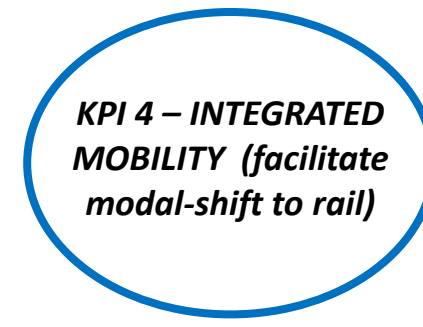
Target 2021 achieved



Target since 2022



Target 2021 achieved



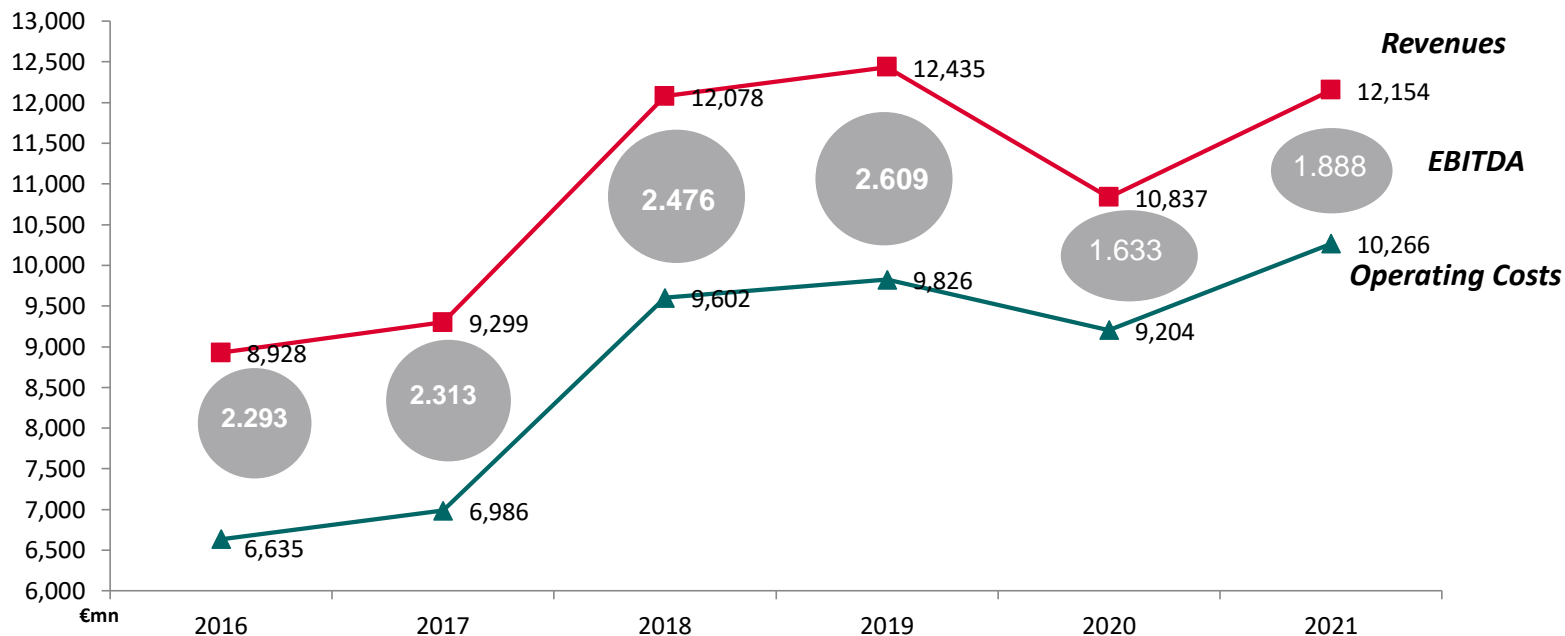
Target 2021 achieved



Financial Overview



Robust historical financial performance

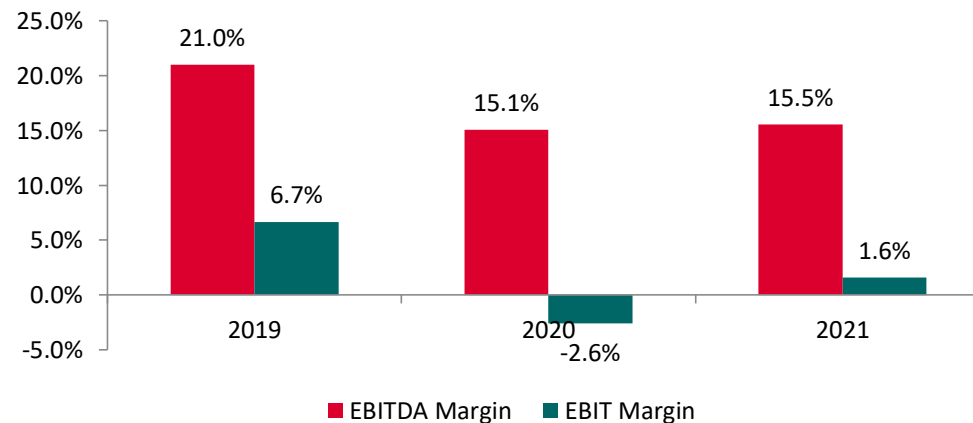
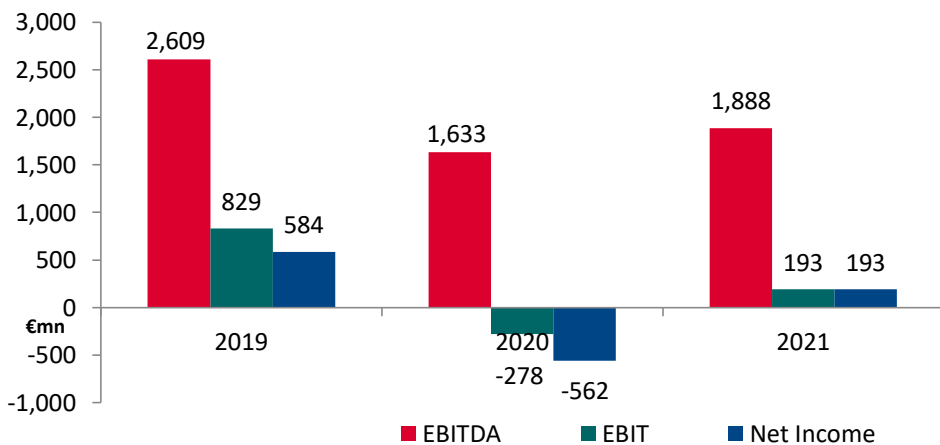


FS's economic situation significantly improves after the difficulties faced last year because of the pandemic

- The increase in costs in 2021 is lower than the increase in revenues, so EBITDA increases compared to 2020.
- As a result, the EBITDA margin also increased
- EBIT margin returns positive in 2021



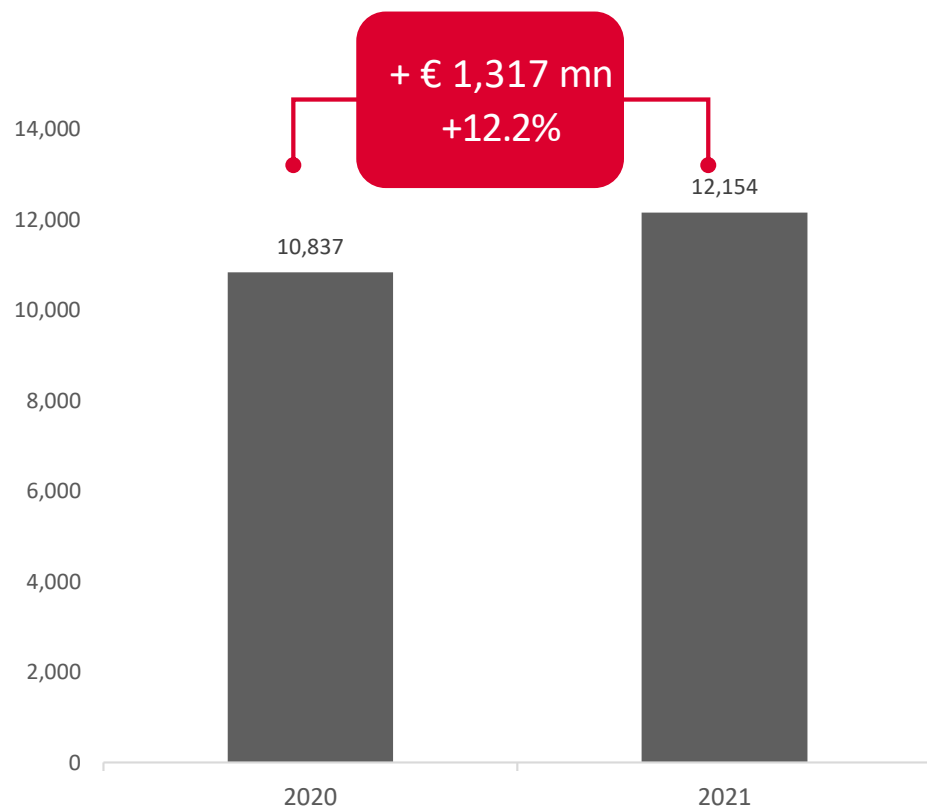
Consistent profitability and margins



2021 Group Revenues

High recovery of group revenues after the drop caused by the pandemic

Consolidated Revenues (€mn)



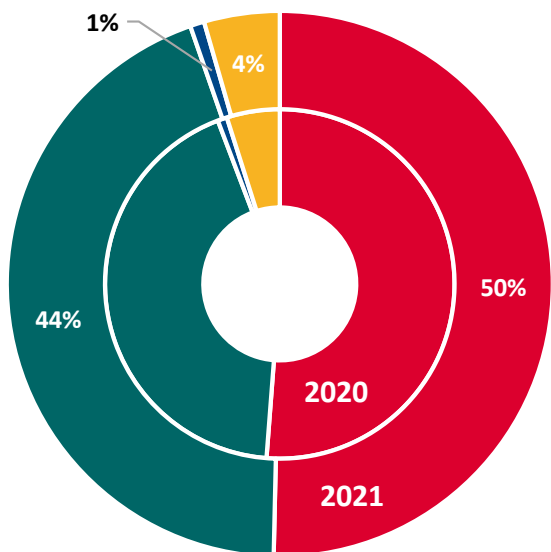
Key impacts and changes in 2021 vs. 2020

- Fees for long-haul railway transport regulated services stable
 - Fees for regional railway transport regulated services stable
 - Revenues from infrastructure Programme Contracts – both RFI and ANAS – stable
-
- Traffic revenues from long-haul railway passenger transport increased by € 409 million → 87% rise in market service and 13% in universal service
 - Traffic revenues from domestic short-haul railway passenger transport increased by € 238 mn
 - Traffic infrastructure revenues up by € 532 mn mainly related to motorway and railroad traffic toll

Group revenues breakdown

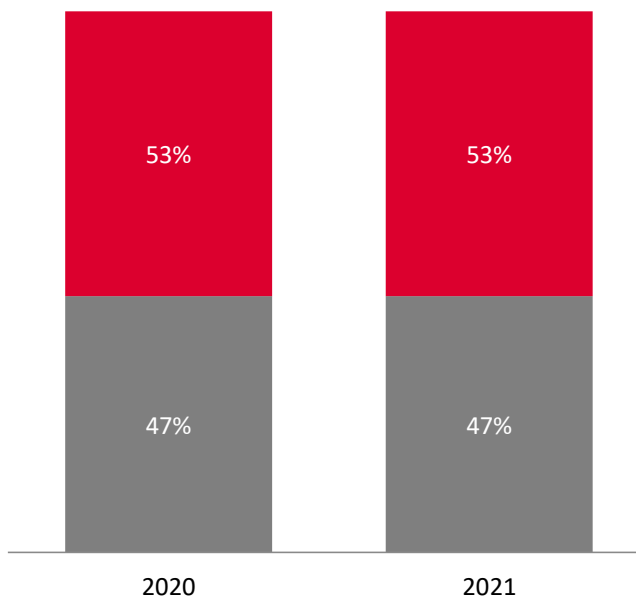
- **Passengers Hub** returns to profit in 2021 after the COVID-19 pandemic's negative effect of the 2020
- Share of **public sector vs. market revenues** has been stable over the last two years

GROUP REVENUES BY SEGMENT



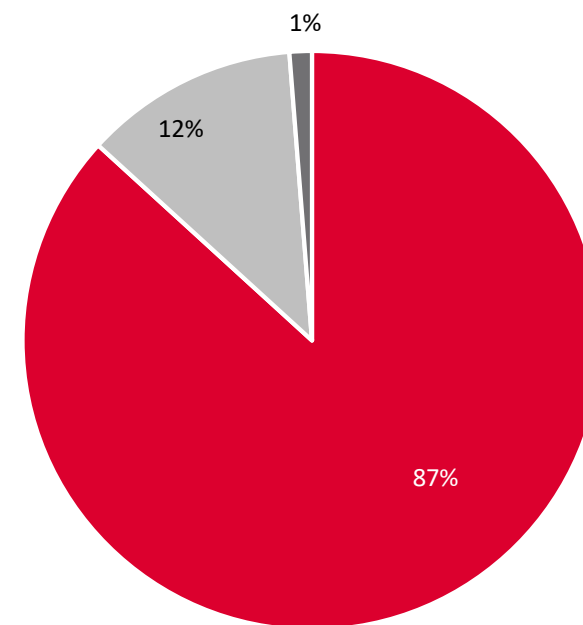
■ Transport ■ Infrastructure ■ Real Estate Services ■ Other services

TRANSPORT REVENUES: MARKET VS. PSC



■ Market revenues ■ Public service contract fees

GROUP REVENUES GEOGRAPHIC DISTRIBUTION



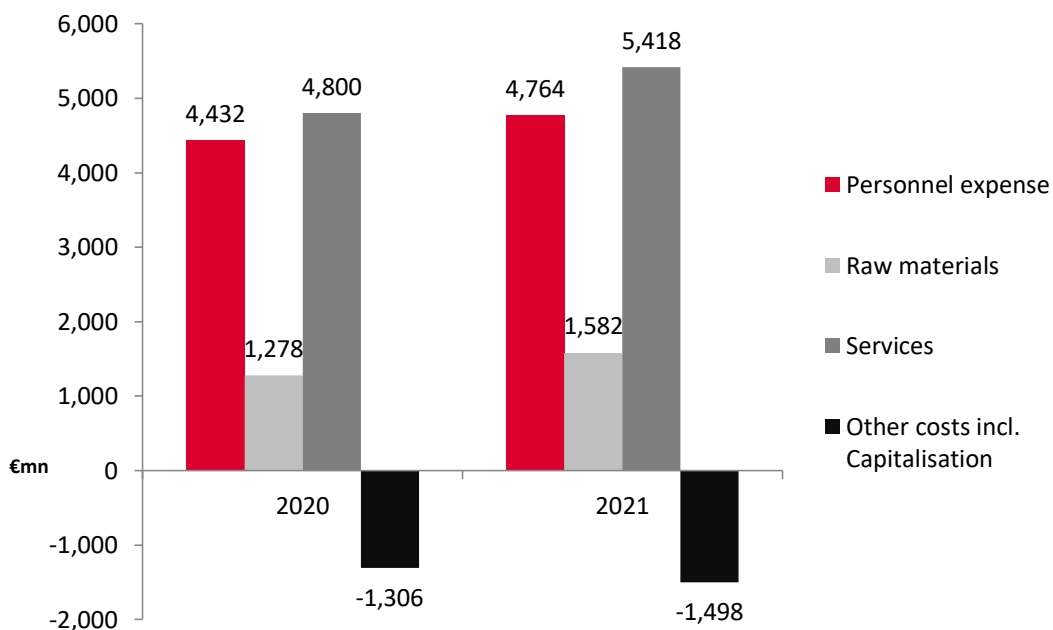
■ Italy ■ Europe ■ Extra EU

Focus on operating costs

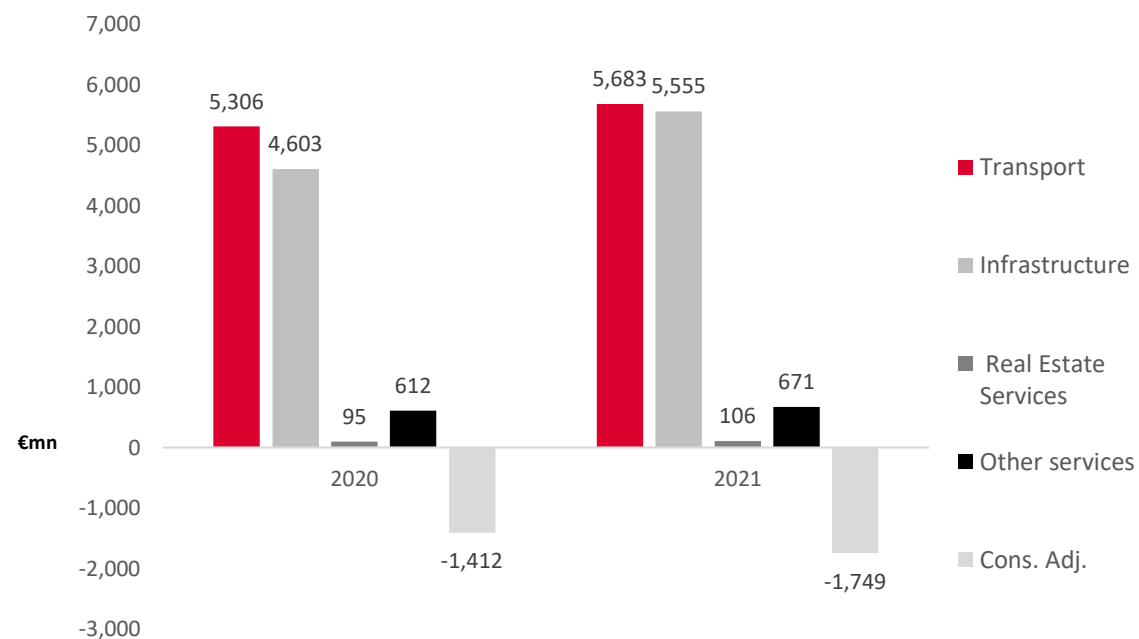
Significant costs containment to face the COVID impact

- In 2021 **operating costs** amounted to € 10,266 mn (+11.5% vs. 2020)
 - Increase in operating costs due to the increase in the cost of personnel, raw materials and services.
 - Main action on services (+ € 618 mn) as a result of the costs incurred for new works and extraordinary maintenance on the road and highway network, directly related to higher revenues from infrastructure.

Breakdown of operating costs



Total operating costs by division

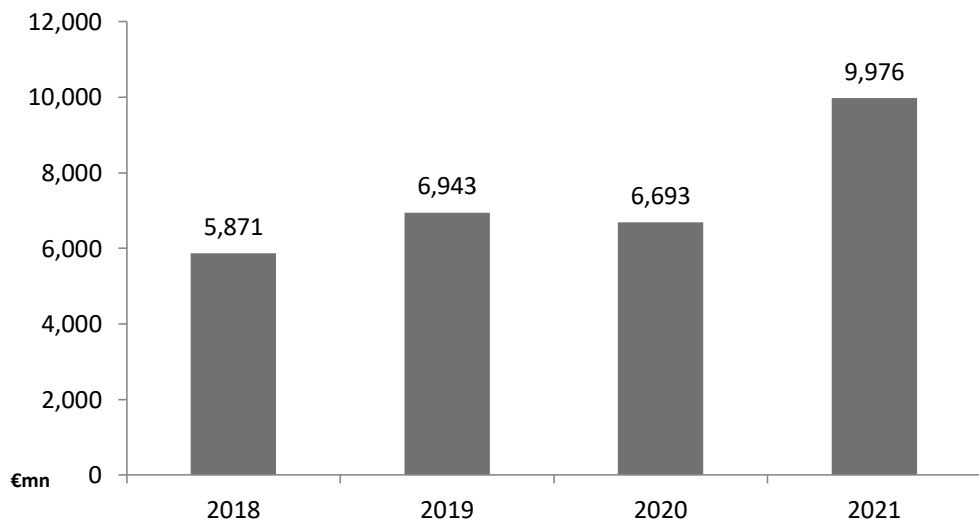


FS Group's CAPEX profile

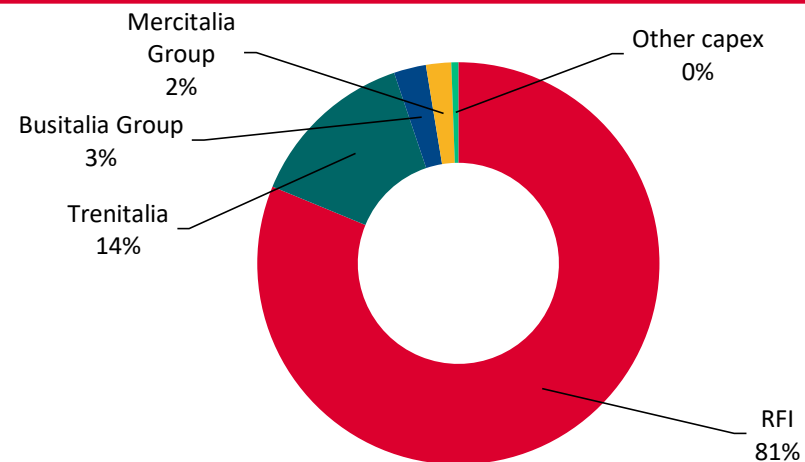
Leading investor in development of transport, infrastructure and logistics

- In 2021 FS's capital expenditure increased significantly (€ 9,976 mn excluding ANAS, + 49% vs. 2020), of which **€7,654 mn through government grants** mainly earmarked to rail infrastructure.
- The **majority of capex** went to maintenance and development of the **rail infrastructure network** carried on by **RFI**, with a focus on Traditional network (€5.64 bn). Rail infrastructure capex is almost totally funded by the Government as per the “Contratto di Programma” between Ministry of Infrastructure and Transport and RFI.
- **Trenitalia** accounted for 16% (€ 1,618 mn).

FS Capex in 2018 - 2021



2021 capex breakdown



Capex excludes Anas S.p.A. and FSE S.r.l. investments recognised pursuant to IFRIC 12. ANAS investments in 2021 accounted for € 2,241 mn

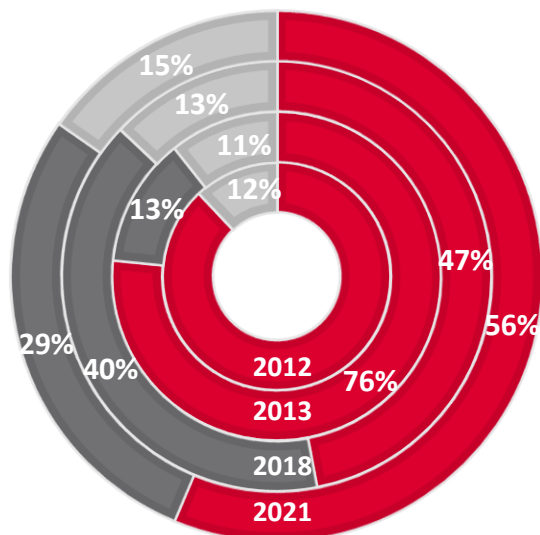
FS' debt profile

Funding diversification

- Total gross financial debt (long term + short term) amounts to **€ 11,674 mn** (excluding leasing ex IFRS16) at **YE 2021** vs. € 11,565 mn at **YE 2020**. **The bulk of FS Group's debt is held by FS Holding** (€ 9,642 mn, around 83% of total).
- **Net Financial Debt** amounts to **€ 8,887 mn at YE 2021**, stable compared to the previous year (€ 8,893 mn at YE 2020).

Breakdown Financial sources 2012 - 2021 (a)

■ Supranational Entities ■ EMTN Bonds ■ Bank Loans



EMTN bonds in CSPP since July 2016 as well as in the Pandemic Emergency Purchase Programme PEPP

Strong Liquidity Position

Eur 2.5 bn Sustainability-Linked Committed RCF signed 25 June 2021 with 6 primary banks

Access to Capital Markets

Eur 9 bn EMTN Programme

EIB

CDP

Eurofima

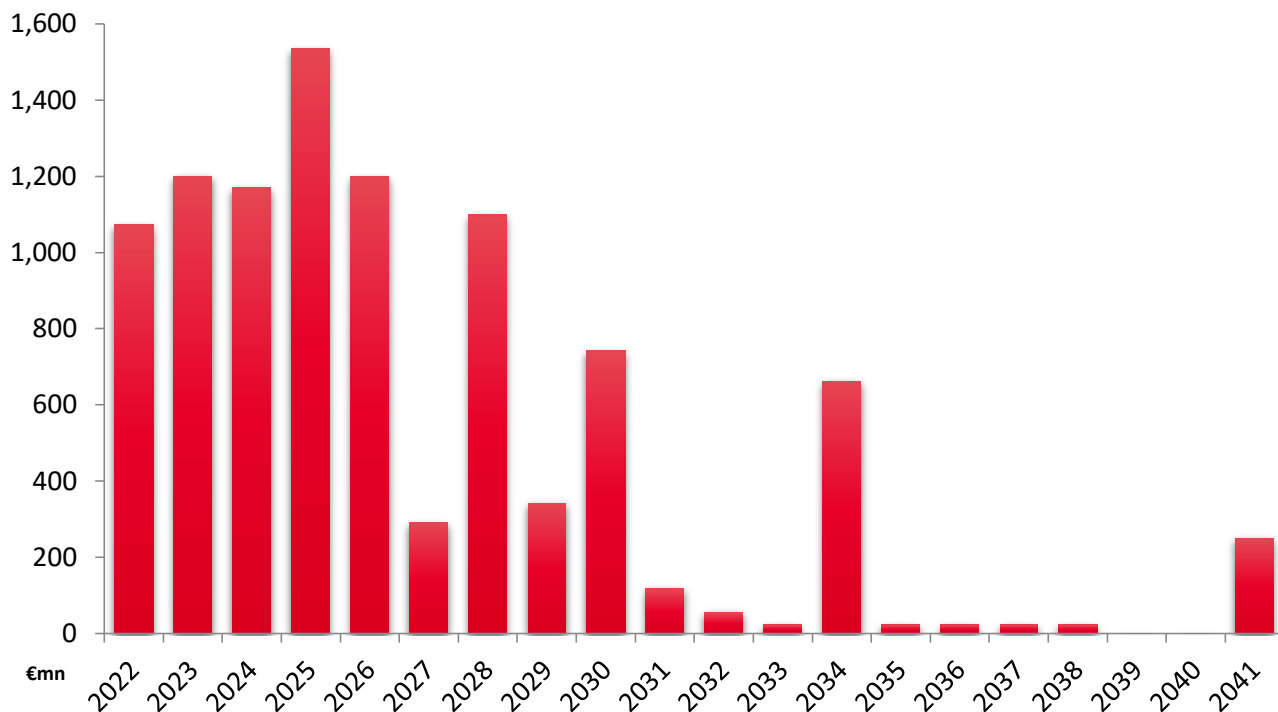
Private Placement

Balanced debt maturity profile

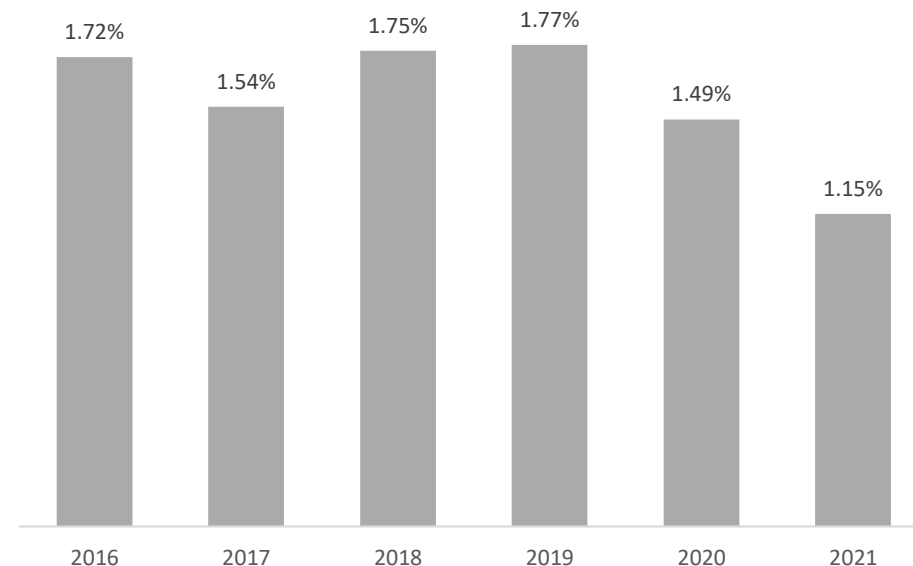
Effective management of financial expense

- The Group has a **balanced debt maturity profile** extending over the next 15-20 years
- Historically low borrowing costs and an **effective management of financial costs**, including interest rate risk management policies, has resulted in a containment of interest expense on debt, generating value for the Group.

Group long term debt maturity profile as of 31 December 2021*



Interest expense on Group's financial liabilities **



Eur 9 billion EMTN Programme

Proved access to the bond market

18 bonds for Euro 6.91 billion issued so far
Euro 5.56 billion outstanding

Series	Type of placement	Issue date	Amount (Euro mio)	Maturity
3	Private	01/2016	300	12/2025
4	Private	07/2016	350	07/2022
5	Private	07/2016	50	07/2031
6	Public	06/2017	1000	06/2025
7	Public	12/2017	600	12/2023
8	Private	12/2017	100	12/2025
9	Private	03/2018	200	03/2030
10	Public	07/2019	700	07/2026
11	Private	08/2019	100	08/2029
12	Private	12/2019	140	12/2029
13	Private	12/2019	190	06/2024
14	Private	07/2020	150	07/2032
15	Private	12/2020	250	12/2030
16	Private	12/2020	80	12/2023
17	Public	03/2021	1000	03/2028
18	Private	12/2021	350	12/2038

Among them, the 4 *corporate bond* fully underwritten by the EIB as private placement, one of them financed through the Juncker Plan funds of the EFSI



Allocation

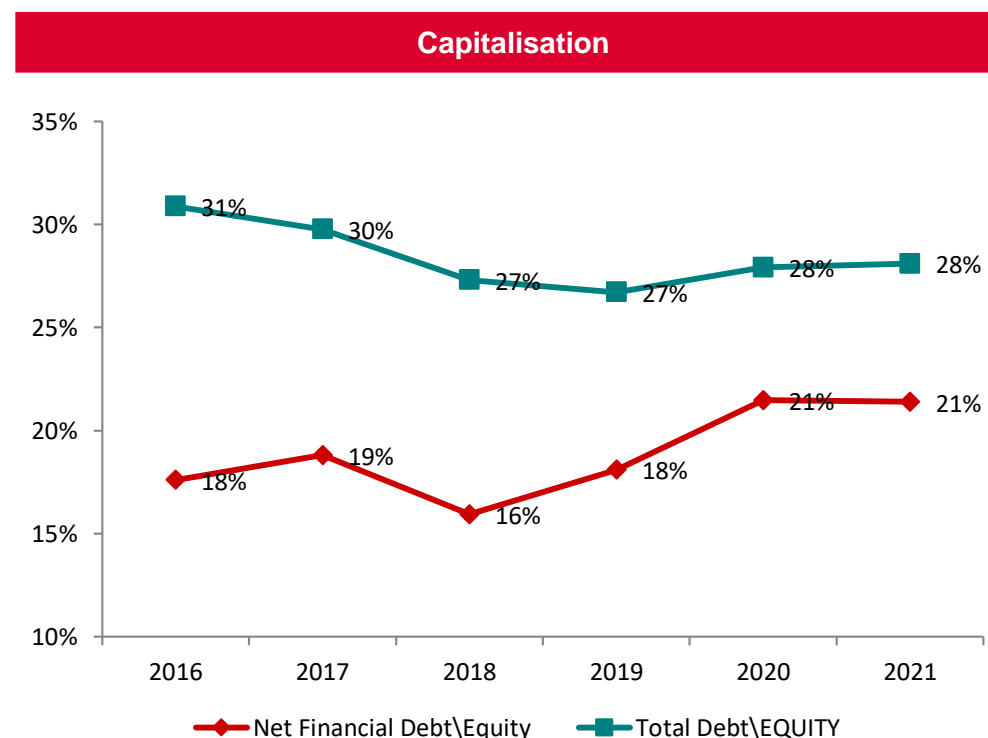
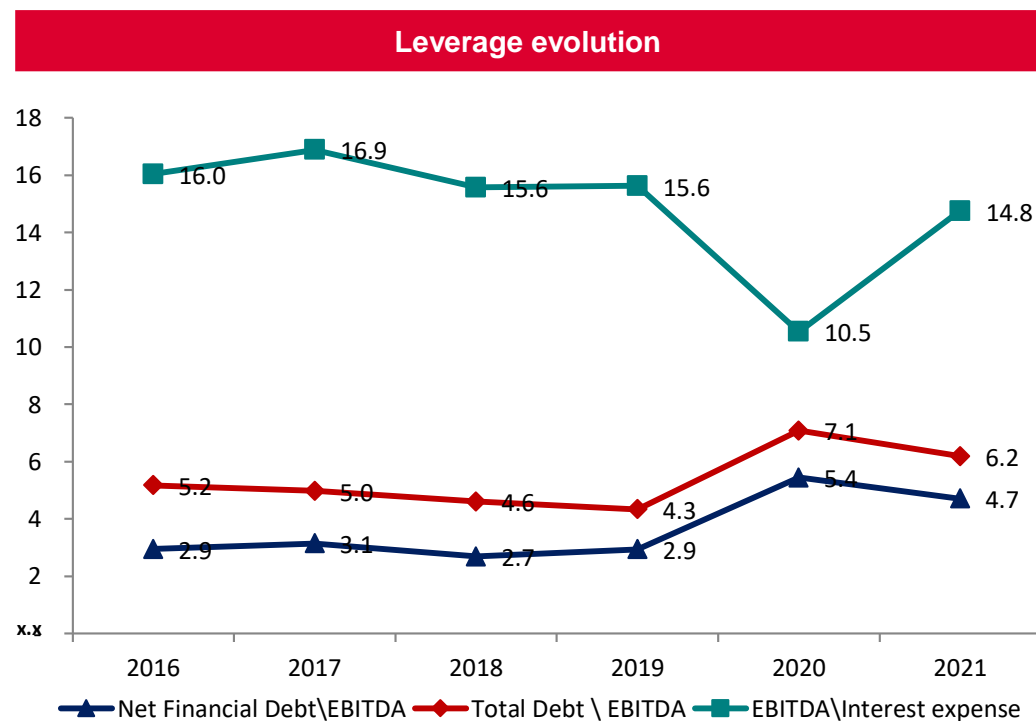
75% Trenitalia	18% RFI	6% Polo Mercitalia	1% Qbuzz
<ul style="list-style-type: none"> For investments in High Speed and Regional trains 	<ul style="list-style-type: none"> For the completion of the High Speed infrastructure 	<ul style="list-style-type: none"> For investments in freight loco and wagons 	<ul style="list-style-type: none"> For investments in electric trains and buses for public transport

FS offers room for new issue at medium-long term tenors and is eager to develop its «green curve»

Debt service capacity

Effective funding management and still solid equity position

- **Net Financial Debt / EBITDA** has keeping stable around to **3x** in last years before pandemic; in 2021 reduced to 4.7x after the increase caused by Covid to 5.4x in 2020.
- Historically low borrowing costs and effective management of financial costs, including interest rate risk management policies, resulted in **EBITDA interest cover improved substantially** in the last years and back to pre-pandemic levels by 2021.
- FS Italiane maintains a **strong and stable capitalisation** even after COVID impact.



FY 2021 Consolidated Financial Statements

Income Statement			
€mn	2020	2021	Change %
REVENUE	10,837	12,154	12.2
Revenue from sales and services	10,482	11,747	12.1
Other income	355	407	14.6
OPERATING COSTS	(9,204)	(10,266)	11.5
EBITDA	1,633	1,888	15.6
Amortisation, depreciation, provisions and impairment losses	(1,911)	(1,695)	(11.3)
EBIT	(278)	193	169.4
Net financial expense	(283)	14	105
PRE-TAX PROFIT	(561)	207	136.9
Income taxes	(1)	(14)	>200
PROFIT FROM CONTINUING OPERATIONS	(562)	193	134.3
Loss from assets held for sale, net of taxes	0	0	0
PROFIT FOR THE YEAR	(562)	193	134.3

Reclassified Statement of Financial Position			
€mn	2020	2021	Change
Net operating Working Capital	107	(110)	(217)
Other Net Assets	2,636	2,331	(305)
Working Capital	2,743	2,221	(522)
Net non-current assets	51,698	52,251	553
Other provisions	(4,125)	(4,051)	74
Net assets held for sale	0	16	16
NET INVESTED CAPITAL	50,316	50,437	121
Net current financial debt	1,106	(352)	(1,458)
Net non-current financial debt	7,787	9,239	1,452
Net financial debt	8,893	8,887	(6)
Equity	41,423	41,550	127
COVERAGE	50,316	50,437	121

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<https://www.fsitaliane.it/content/fsitaliane/en/investor-relations.html>

<https://www.fsitaliane.it/content/fsitaliane/en/investor-relations/debt-and-credit-rating.html>

