



# Atlantia

**Atlantia S.p.A.**

*(incorporated as a joint stock company in the Republic of Italy)*

Unconditionally and irrevocably guaranteed by Autostrade per l'Italia S.p.A.

**€10,000,000,000**

## **Euro Medium Term Note Programme**

Under this Euro Medium Term Note Programme (the "Programme"), Atlantia S.p.A. ("Atlantia" or the "Issuer") may, from time to time, subject to compliance with all applicable laws, regulations and directives, issue debt securities in either bearer or registered form (respectively, "Bearer Notes" and "Registered Notes" and, together, the "Notes") to be unconditionally and irrevocably guaranteed by Autostrade per l'Italia S.p.A. ("Autostrade Italia" or the "Guarantor"), Atlantia's wholly-owned subsidiary (the "Guaranteee").

The maximum aggregate nominal amount of all Notes from time to time outstanding under the Programme will not exceed €10 billion (or the equivalent in other currencies).

The Notes may be issued on a continuing basis to one or more of the Dealers defined below or any additional Dealer appointed under the Programme from time to time, which appointment may be for a specific issue or on an ongoing basis (each a "Dealer" and together, the "Dealers"). References in this Offering Circular to the relevant Dealer, in the case of an issue of Notes being (or intended to be) subscribed by more than one Dealer, shall be to all Dealers agreeing to subscribe for such Notes.

This Offering Circular is a "base prospectus" in accordance with Article 5.4 of Directive 2003/71/EC (the "Prospectus Directive") as amended (which includes the amendments made by Directive 2010/73/EU (the "2010 PD Amending Directive") to the extent that such amendments have been implemented in the relevant Member State of the European Economic Area). The Offering Circular has been approved by the Central Bank of Ireland (the "Central Bank"), as competent authority under the Prospectus Directive. The Central Bank only approves this Offering Circular as meeting the requirements imposed under Irish and EU law pursuant to the Prospectus Directive. Such approval relates only to the Notes which are to be admitted to trading on the regulated market of the Irish Stock Exchange or other regulated markets for the purposes of Directive 2004/39/EC or which are to be offered to the public in any Member State of the European Economic Area (each, a "Member State"). Application has been made to the Irish Stock Exchange for Notes issued under the Programme to be admitted to the Official List and trading on its regulated market. Notice of the aggregate nominal amount of Notes, interest (if any) payable in respect of the Notes, the issue price of the Notes and any other terms and conditions not contained herein which are applicable to each Tranche (as defined under "Overview of the Programme") of Notes issued under the Programme will be set out in final terms (the "Final Terms") which, with respect to Notes to be listed on the Irish Stock Exchange, will be filed with the Central Bank.

The Programme provides that Notes may be admitted to listing on such other or further stock exchanges as may be agreed upon by and between the Issuer, the Guarantor and the relevant Dealer. The Issuer may also issue unlisted Notes.

Where Notes issued under the Programme are admitted to trading on a regulated market within the European Economic Area or offered to the public in a Member State of the European Economic Area in circumstances which require the publication of a prospectus under the Prospectus Directive, such Notes will not have a denomination of less than €100,000 (or, in the case of notes that are not denominated in euro, the equivalent thereof in such other currency).

**Investing in the Notes involves risks. Please see the section entitled "Risk Factors" beginning on page 7.**

The Notes and the Guarantee have not been and will not be registered under the United States Securities Act of 1933, as amended (the "Securities Act") or with any securities regulatory authority of any State or other jurisdiction of the United States, and the Notes may include Bearer Notes that are subject to U.S. tax law requirements. Subject to certain exceptions, the Notes may not be offered or sold or, in the case of Bearer Notes, delivered in the United States or to, or for the account or benefit of, U.S. persons (as defined in Regulation S under the Securities Act ("Regulation S") in the case of Registered Notes, or as defined in the U.S. Internal Revenue Code of 1986, as amended, and regulations thereunder in the case of Bearer Notes). See "Forms of the Notes" for a description of the manner in which Notes will be issued. Registered Notes are subject to certain restrictions on transfer. See "Subscription and Sale and Transfer and Selling Restrictions".

Bearer Notes will be represented on issue by a temporary global note in bearer form (each a "Temporary Global Note") or a permanent global note in bearer form (each a "Permanent Global Note" and, together with the Temporary Global Notes, the "Bearer Global Notes"). Registered Notes will be represented by registered certificates (each a "Certificate", which term shall include where appropriate registered certificates in global form) ("Registered Global Notes", and together with the Bearer Global Notes, the "Global Notes"), one Certificate being issued in respect of each registered Noteholder's entire holding of Registered Notes of one Series (as defined under "Overview of the Programme" and "Terms and Conditions of the Notes"). Global Notes may be deposited on the Issue Date (as defined herein) with a common depository or a common safekeeper (as applicable) on behalf of Euroclear Bank S.A./N.V. ("Euroclear") and Clearstream Banking, société anonyme ("Clearstream, Luxembourg"). The provisions governing the exchange of interests in Global Notes for other Global Notes are described in "Forms of the Notes".

The Issuer and the Guarantor may agree with any Dealer that Notes may be issued in a form not contemplated by the Terms and Conditions of the Notes set out herein (the "Conditions"), in which event a Drawdown Prospectus (as defined below), if appropriate, will be made available which will describe the effect of the agreement reached in relation to the Notes.

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Arrangers

**J.P. Morgan**

**Mediobanca – Banca di Credito Finanziario S.p.A.**

Dealers

**Banca IMI**

**Banco Bilbao Vizcaya Argentaria, S.A.**

**BNP PARIBAS**

**Citigroup**

**Crédit Agricole CIB**

**Goldman Sachs International**

**HSBC**

**J.P. Morgan**

**Mediobanca – Banca di Credito Finanziario S.p.A.**

**Natixis**

**The Royal Bank of Scotland**

**Société Générale Corporate & Investment Banking**

**UniCredit Bank**

The date of this Offering Circular is 31 October 2012.

## NOTICE TO INVESTORS

*Each of the Issuer and the Guarantor accepts responsibility for the information contained in this Offering Circular and, to the best of the knowledge of each of the Issuer and the Guarantor (which have taken all reasonable care to ensure that such is the case), the information contained in this Offering Circular is in accordance with the facts and does not omit anything likely to affect the import of such information.*

*Each of the Issuer and the Guarantor, having made all reasonable enquiries, confirms that this Offering Circular contains all information with respect to itself, Atlantia and its subsidiaries and affiliates taken as a whole (Atlantia, together with its consolidated subsidiaries, the “Group”) and the Notes, which according to the particular nature of the Issuer and the Guarantor and the Notes is necessary to enable investors to make an informed assessment of the assets and liabilities, financial position, profits and losses and the prospects of the Issuer and the Guarantor and of any rights attaching to the Notes and is (in the context of the Programme, the issue, offering and sale of the Notes and the Guarantee) material, that the statements contained in it are in every material particular true and accurate and not misleading, that the opinions and intentions expressed in this Offering Circular are honestly held, have been reached after considering all relevant circumstances and are based on reasonable assumptions, that there are no other facts, the omission of which would, in the context of the issue and offering of the Notes, make any statement in this Offering Circular misleading in any material respect and that all reasonable enquiries have been made by the Issuer and the Guarantor to ascertain such facts and to verify the accuracy of all such information and statements.*

*This Offering Circular is to be read in conjunction with any supplements hereto and with all documents which are deemed to be incorporated herein by reference and, in relation to any Tranche of Notes, should be read and construed together with the applicable Final Terms. See “Incorporation by Reference” below. This Offering Circular shall, save as specified herein, be read and construed on the basis that such documents are so incorporated and form part of this Offering Circular.*

*Neither this Offering Circular nor any Final Terms constitutes an offer or an invitation to subscribe for or purchase any Notes and should not be considered as a recommendation by the Issuer, the Guarantor or BNY Mellon Corporate Trustee Services Limited (the “Trustee”) that any recipient of the Offering Circular or any Final Terms should subscribe for or purchase any Notes. Each recipient shall be taken to have made its own investigation and appraisal of the financial condition of the Issuer, the Guarantor and the Group.*

*No representation, warranty or undertaking, express or implied, is made by the Arrangers, the Dealers or the Trustee as to the accuracy or completeness of this Offering Circular or any further information supplied in connection with the Programme or the Notes or their distribution. None of the Arrangers, the Dealers or the Trustee accepts any liability in relation to this Offering Circular or any document incorporated by reference in this Offering Circular or the distribution of any such document or with regard to any other information supplied by, or on behalf of, any of the Issuer or the Guarantor. Each investor contemplating purchasing Notes must make its own independent investigation of the financial condition and affairs, and its own appraisal of the creditworthiness, of the Issuer, the Guarantor and the Group.*

*No person is or has been authorised to give any information or to make any representation not contained in or not consistent with this Offering Circular or any other information supplied in connection with the Notes and, if given or made, such information or representation must not be relied upon as having been authorised by any of the Issuer, the Guarantor, the Arrangers or the Dealers.*

*Neither the delivery of this Offering Circular, nor the offering, sale or delivery of any Notes shall in any circumstances create any implication that, since the date of this Offering Circular or the date upon which it has been most recently amended or supplemented, there has not been any change, or any development or event, which is materially adverse to the condition (financial or otherwise), prospects, results of operations or general affairs of the Issuer, the Guarantor or the Group. The Arrangers, the Dealers and the Trustee expressly do not undertake to review the financial condition or affairs of the Issuer, the Guarantor or the Group during the life of the Programme or to advise any investor in the Notes of any information coming to their attention. Investors should review, inter alia, the most recently published financial statements of the Issuer and the Guarantor when deciding whether or not to purchase any Notes.*

*The distribution of this Offering Circular and the offer or sale of Notes may be restricted by law in certain jurisdictions. None of the Issuer, the Guarantor, the Arrangers, the Dealers or the Trustee represents that this Offering Circular may be lawfully distributed, or that any Notes may be lawfully offered, in compliance with*

any applicable registration or other requirements in any such jurisdiction, or pursuant to an exemption available thereunder, or assumes any responsibility for facilitating any such distribution or offering. In particular, no action has been taken by any of the Issuer, the Guarantor, the Arrangers, the Dealers or the Trustee which would permit a public offering of any Notes or distribution of this Offering Circular in any jurisdiction where action for that purpose is required. Accordingly, no Notes may be offered or sold, directly or indirectly, and neither this Offering Circular nor any advertisement or other offering material may be distributed or published in any jurisdiction, except in circumstances that will result in compliance with any applicable laws and regulations, and the Dealers have represented that all offers and sales by them will be made on the same terms. Persons who obtain this Offering Circular or any Notes must inform themselves about and observe any such restrictions. In particular, there are restrictions on the distribution of this Offering Circular and the offer or sale of Notes in the United States, the European Economic Area (including the United Kingdom and Italy) and Japan. For a description of these and certain further restrictions on offers and sales of the Notes and distribution of this Offering Circular, see “Subscription and Sale and Transfer and Selling Restrictions”.

This Offering Circular has been prepared by the Issuer and the Guarantor for use in connection with the offer and sale of Notes in reliance upon Regulation S outside the United States to non-U.S. persons or in transactions otherwise exempt from registration. Its use for any other purpose in the United States is not authorised. It may not be copied or reproduced in whole or in part nor may it be distributed or any of its contents disclosed to anyone other than the prospective investors to whom it is originally submitted.

The Notes and the Guarantee have not been approved or disapproved by the U.S. Securities and Exchange Commission, any State securities commission in the United States or any other U.S. regulatory authority nor have any of the foregoing authorities passed upon or endorsed the merits of the offering of the Notes or the accuracy or the adequacy of this Offering Circular. Any representation to the contrary is a criminal offence in the United States.

The maximum aggregate principal amount of Notes outstanding and guaranteed at any one time under the Programme will not exceed €10,000,000,000 and, for this purpose, any Notes denominated in another currency shall be translated into euro at the date of the agreement to issue such Notes, calculated in accordance with the provisions of the Dealer Agreement (as defined below). The maximum aggregate principal amount of the Notes which may be outstanding and guaranteed at any one time under the Programme may be increased from time to time, subject to compliance with the relevant provisions of the Dealer Agreement.

Tranches of Notes issued under the Programme will be rated or unrated. Where a Tranche of Notes is rated, such rating will not necessarily be the same as the rating(s) of the Issuer or the rating(s) assigned to Notes already issued. Where a Tranche of Notes is rated, the applicable rating(s) will be specified in the relevant Final Terms. The Final Terms will also disclose whether or not each credit rating applied for in relation to a relevant Tranche of Notes has been (1) issued by a credit rating agency established in the European Economic Area (“EEA”) and registered (or which has applied for registration and not been refused) under Regulation (EU) No. 1060/2009, as amended (the “CRA Regulation”), or (2) issued by a credit rating agency which is not established in the EEA but will be endorsed by a CRA which is established in the EEA and registered under the CRA Regulation or (3) issued by a credit rating agency which is not established in the EEA but which is certified under the CRA Regulation.

## **STABILISATION**

In connection with the issue and distribution of any Tranche of Notes, the Dealer(s) (if any) disclosed as the stabilising manager(s) in the applicable Final Terms (or any person acting on its or their behalf) may over-allot or effect transactions with a view to supporting the market price of the Notes of a Series (as defined below) of which such Tranche forms part at a level higher than that which might otherwise prevail for a limited period. However, there is no assurance that such stabilising manager(s) or any person acting on its or their behalf will undertake stabilisation action. Any stabilisation action may begin on or after the date on which adequate public disclosure of the terms of the offer of the relevant Tranche of Notes is made and, if begun, may be ended at any time, but it must end no later than the earlier of 30 days after the issue date of the relevant Tranche of Notes and 60 days after the date of the allotment of the relevant Tranche of Notes. All such transactions will be carried out in accordance with all applicable laws and regulations.

## INCORPORATION BY REFERENCE

The following documents which have previously been published with Borsa Italiana S.p.A., the Italian Stock Exchange, and have been filed with the Irish Stock Exchange, shall be incorporated in, and form part of, this Offering Circular:

- (a) the audited consolidated financial statements of Atlantia as at and for the years ended 31 December 2010 and 31 December 2011 with the accompanying auditors' reports (available at: [http://www.atlantia.it/it/pdf/assemblea2011/Annual\\_report\\_2010.pdf](http://www.atlantia.it/it/pdf/assemblea2011/Annual_report_2010.pdf) and <http://www.atlantia.it/it/pdf/FY2011ENG.pdf>); and
- (b) the unaudited condensed interim consolidated financial statements of Atlantia as at and for the six months ended 30 June 2012 and 2011 with the accompanying auditors' review reports (available at: [http://www.atlantia.it/en/pdf/Relazione\\_finanziaria\\_consolidata\\_sem\\_2012.pdf](http://www.atlantia.it/en/pdf/Relazione_finanziaria_consolidata_sem_2012.pdf)),

in each case together with the accompanying notes (where applicable).

Each document incorporated herein by reference is current only as at the date of such document, and the incorporation by reference herein of such documents shall not create any implication that there has been no change in the affairs of the Issuer, the Guarantor or the Group since the date thereof or that the information contained therein is current as at any time subsequent to its date. Following the publication of this Offering Circular, a supplement may be prepared by the Issuer and approved by the Central Bank in accordance with Article 16 of the Prospectus Directive. Any statement contained in this Offering Circular or in a document that is incorporated by reference shall be deemed modified or superseded to the extent a statement contained in any subsequent document that is also incorporated by reference modifies or supersedes any such statement. Any statement so modified or superseded shall not be deemed, except as so modified or superseded, to constitute a part of this Offering Circular. References to this Offering Circular shall be taken to mean this document.

The Issuer will make available, free of charge, a copy of any or all the documents incorporated by reference herein at its office as set out at the end of this Offering Circular and at the specified offices of the relevant paying agents for the Notes set forth on the back cover page of this Offering Circular or of the applicable Final Terms, as relevant to each series of Notes, as well as on the website of the Irish Stock Exchange.

## FORWARD-LOOKING STATEMENTS

All statements other than statements of historical fact included in this Offering Circular regarding the Group's business financial condition, results of operations and certain of the Group's plans, objectives, assumptions, expectations or beliefs with respect to these items and statements regarding other future events or prospects are forward-looking statements. These statements include, without limitation, those concerning: the Group's strategy and the Group's ability to achieve it; expectations regarding revenues, profitability and growth; plans for the launch of new services; the Group's possible or assumed future results of operations; research and development, capital expenditure and investment plans; adequacy of capital; and financing plans. The words "aim", "may", "will", "expect", "anticipate", "believe", "future", "continue", "help", "estimate", "plan", "intend", "should", "could", "would", "shall" or the negative or other variations thereof as well as other statements regarding matters that are not historical fact, are or may constitute forward-looking statements. In addition, this Offering Circular includes forward-looking statements relating to the Group's potential exposure to various types of market risks, such as foreign exchange rate risk, interest rate risks and other risks related to financial assets and liabilities. These forward-looking statements have been based on the Group's management's current view with respect to future events and financial performance. These views reflect the best judgment of the Group's management but involve a number of risks and uncertainties which could cause actual results to differ materially from those predicted in such forward-looking statements and from past results, performance or achievements. Although the Group believes that the estimates reflected in the forward-looking statements are reasonable, such estimates may prove to be incorrect. By their nature, forward-looking statements involve risk and uncertainty because they relate to events and depend on circumstances that will occur in the future. There are a number of factors that could cause actual results and developments to differ materially from those expressed or implied by these forward-thinking statements. Prospective investors are cautioned not to place undue reliance on these forward-looking statements. None of the Issuer, the Guarantor or the Group undertakes any obligation to republish revised forward-looking statements to reflect events or circumstances after the date hereof. Prospective purchasers are also urged carefully to review and consider the various disclosures made by the Issuer, the Guarantor and the Group in this Offering Circular which attempt to

advise interested parties of the factors that affect the Issuer, the Guarantor, the Group and their business, including the disclosures made under “Risk Factors” and “Business Description of the Group”.

Neither the Issuer nor the Guarantor intends to update or revise any forward-looking statements, whether as a result of new information, future events or otherwise. All subsequent written or oral forward-looking statements attributable to the Issuer or the Guarantor or persons acting on their behalf, are expressly qualified in their entirety by the cautionary statements contained throughout this Offering Circular. As a result of these risks, uncertainties and assumptions, investors should not place undue reliance on these forward-looking statements as a prediction of actual results or otherwise.

### **INDUSTRY AND MARKET DATA**

Information regarding markets, market size, market share, market position, growth rates and other industry data pertaining to the Group’s business contained in this Offering Circular consists of estimates based on data reports compiled by professional organisations and analysts, on data from other external sources, and on the Group’s knowledge of its sales and markets. In many cases, there is no readily available external information (whether from trade associations, government bodies or other organisations) to validate market-related analyses and estimates, requiring the Group to rely on internally developed estimates. While the Group has compiled, extracted and, to the best of its knowledge, correctly reproduced market or other industry data from external sources, including third parties or industry or general publications, neither the Group nor the initial purchasers have independently verified that data. The Group cannot assure investors of the accuracy and completeness of, and takes no responsibility for, such data other than the responsibility for the correct and accurate reproduction thereof. Similarly, while its internal estimates are reasonable, they have not been verified by any independent sources and the Group cannot assure investors as to their accuracy.

## **SUPPLEMENTS AND DRAWDOWN PROSPECTUSES**

The Issuer has given an undertaking to the Dealers that, if at any time during the duration of the Programme there is a significant new factor, material mistake or inaccuracy relating to the information contained in this Offering Circular which is capable of affecting the assessment of the Notes, it shall prepare a supplement to this Offering Circular or publish a replacement Offering Circular for use in connection with any subsequent offering of the Notes and shall supply to each Dealer any number of copies of such supplement as a Dealer may reasonably request.

In addition, the Issuer may agree with any Dealer to issue Notes in a form not contemplated in the section of this Offering Circular entitled “Form of Final Terms”. To the extent that the information relating to that Tranche of Notes constitutes a significant new factor in relation to the information contained in this Offering Circular, a separate prospectus specific to such Tranche (a “Drawdown Prospectus”) will be made available and will contain such information. Each Drawdown Prospectus will be constituted either (1) by a single document containing the necessary information relating to the Issuer, the Guarantor and the Group and the relevant Notes or (2) pursuant to Article 5.3 of the Prospectus Directive, by a registration document containing the necessary information relating to the Issuer, the Guarantor and the Group, a securities note containing the necessary information relating to the relevant Notes and, if necessary, a summary note. In the case of a Tranche of Notes which is the subject of a Drawdown Prospectus, references in this Offering Circular to information specified or identified in the Final Terms shall (unless the context requires otherwise) be read and construed as information specified or identified in the relevant Drawdown Prospectus.

## PRESENTATION OF FINANCIAL AND OTHER DATA

Unless otherwise indicated or where the context requires otherwise, references in this Offering Circular to “euro” or “Euro” or “€” are to the single currency of the participating Member States in the Third Stage of European Economic and Monetary Union pursuant to the Treaty establishing the European Union, as amended from time to time.

Atlantia prepares its financial statements in euro.

Atlantia reports its financial information in accordance with the International Financial Reporting Standards adopted by the European Union (“IFRS”), as prescribed by European Union Regulation No. 1606 of 19 July 2002. The financial year of Atlantia begins on 1 January and terminates on 31 December of each calendar year. Italian law requires Atlantia to produce annual audited financial statements.

Certain parts of this Offering Circular contain references to EBITDA. See “Selected Financial Data”. In Atlantia’s financial statements, EBITDA is calculated as operating profit, plus impairment losses on assets and reversals of impairment losses, amortisation, depreciation, and provisions and other adjustments. EBITDA is not a measurement of performance under IFRS and should not be considered by prospective investors as an alternative to (a) net profit/(loss) as a measure of Atlantia’s operating performance, (b) cash flows from operating, investing and financing activities as a measure of Atlantia’s ability to meet its cash needs or (c) any other measure of performance under IFRS. Atlantia believes that EBITDA is a measure commonly reported and widely used by investors and other interested parties as a measure of a company’s operating performance and debt servicing ability because it assists in comparing performance on a consistent basis between companies without regard to amortisation and depreciation accounting methods, which can vary significantly depending on accounting methods applied (particularly in the cases of acquisitions or non-operating factors such as historical costs). Since EBITDA is not a measure of performance under IFRS, not all companies necessarily calculate EBITDA on a consistent basis and Atlantia’s presentation of EBITDA may not be comparable to measures used by other companies under the same or a similar name. Accordingly, undue reliance should not be placed on the EBITDA data contained in this Offering Circular.

Certain figures included in this Offering Circular have been subject to rounding adjustments; accordingly, figures shown for the same category presented in different tables may vary slightly and figures shown as totals in certain tables may not be an arithmetic aggregation of the figures which precede them.

### *Application of IFRIC 12*

On 25 March 2009 the European Union endorsed the International Accounting Standards Board interpretation governing the method of accounting for and measuring service concession agreements known as IFRIC 12 (“IFRIC 12”). Following analysis of the Group’s existing concessions, IFRIC 12 was deemed to apply to all the concession agreements to which the Group is party and to concession agreements involving associates and joint ventures of the Group. Beginning 1 January 2010 the Group has applied IFRIC 12 in connection with its audited financial statements as at and for the year ended 31 December 2010.

### *Tax changes related to application of IFRIC 12 and to Law 111/2011*

Following the application of IFRIC 12, Autostrade Italia applied in 2010 for a ruling from the Italian tax authorities to clarify the accounting and tax treatment of certain IFRIC 12 adjustments to the financial statements as at and for the year ended 31 December 2009. The Italian tax authorities issued Ministerial Decree of 8 June 2011 and individually responded to Autostrade Italia’s request on 9 June 2011. With these actions, the Italian tax authorities confirmed the tax deductibility of “depreciation and amortisation” and “provisions and expenses from discounting to present value” specifically recognized in application of IFRIC 12. In addition, the tax authorities also confirmed (with immediate effect from the 2010 tax year) that losses resulting from the realignment of asset carrying amounts with such assets’ tax bases may be deducted on a straight-line basis over the term of each concession (28 years in the case of Autostrade Italia).

Separately, however, Law 111/2011 was introduced which (effective from the 2011 tax year) reduced the deductible percentage of “provisions for maintenance, repair and replacement obligations” from 5% to 1% of the historical cost of assets covered by concessions that will revert to the State. This change affects Autostrade Italia and the Group’s Italian Motorway Subsidiaries and almost entirely offset the impact of the deductions

taken with respect to the application of IFRIC 12 described above for the year ended 31 December 2011 and the first six months of 2012.

#### *Changes to the scope of consolidation affecting the financial statements*

For comparative purposes, the consolidated financial statements of Atlantia as at and for the years ended 31 December 2010 and the condensed interim consolidated financial statements of Atlantia as at and for the six months ended 30 June 2011 incorporated in this Offering Circular have been restated to account for the following:

- The sale of 69.1% of the share capital of Società Autostrada Tirrenica. In an agreement signed on 13 May 2011 the Group agreed to sell a 69.1% stake in Società Autostrada Tirrenica (“SAT”) for €67.7 million to a consortium of buyers comprising Banca Monte dei Paschi di Siena S.p.A., Holcoa S.p.A., Vianco S.p.A. and Autostrada Ligure Toscana S.p.A. Following the closing in the fourth quarter of 2011, the Group retained a 24.9% stake in SAT. As a result of this transaction, the contribution of SAT to the Group’s consolidated income statement for the Group’s audited consolidated financial statements as at and for the year ended 31 December 2011 is accounted for in “Profit/(Loss) from discontinued operations/assets held for sale” (rather than consolidated on a line by line basis as in prior financial periods) and, for comparative purposes, the Group’s consolidated income statement for the year ended 31 December 2010 was restated to include the contribution of SAT in “Profit/(Loss) from discontinued operations/assets held for sale”. In addition, the contribution of SAT to the Group’s unaudited condensed interim consolidated financial statements as at and for the six months ended 30 June 2011 and 2012, has also been accounted for in “Profit/(Loss) from discontinued operations/assets held for sale”. For further information see “Business Description of the Group – Motorway Activities – Italian Motorway Activities”.
- The sale of the entire 99.98% stake in Autostrade Torino Savona S.p.A. (“ATS”). On 25 February 2012 the Group entered into an agreement granting SIAS S.p.A. (“SIAS”) a call option on Autostrade Italia’s entire 99.98% stake in ATS. The residual amount of ATS’ share capital (corresponding to 0.02%) is held by FCT S.r.l., a company controlled by the city of Turin. As a consequence of the grant of a call option to SIAS, ATS’s contribution to Atlantia’s consolidated income statement for the six months ended 30 June 2011 and 2012 is accounted for in “Profit/(Loss) from discontinued operations”, in accordance with IFRS 5 “Non-current Assets Held for Sale and Discontinued Operations”. Furthermore, ATS’s contribution to Atlantia’s comparative consolidated income statement for the first half of 2011 has been reclassified while its consolidated assets and liabilities as at 30 June 2012 have been accounted for in financial and non-financial assets and liabilities related to discontinued operations. On 28 September 2012, SIAS exercised the call option granted by Autostrade Italia for an exercise price of €233.0 million. The transfer of shares is expected to occur no later than 15 November 2012, subject to the receipt of the necessary authorisations.
- The acquisition of control of Triangulo do Sol. Pursuant to the agreement reached with Leão & Leão Ltda. on 11 June 2010 and following authorisations received from the competent authorities, during the second half of 2011 the Group acquired control of the company Triangulo do Sol, of which it had held a 50% interest since 2009 through the (wholly owned) subholding company Autostrade do Brasil. Control was acquired through three acquisition transactions in rapid succession, each for 10% of the company’s share capital, which allowed the Group to acquire an 80% interest in Triangulo do Sol. During the first half of 2012, the Group acquired the remaining 20% of the share capital of the company Triangulo do Sol, already consolidated as of 1 July 2011. As a consequence of this acquisition, Triangulo do Sol’s contribution to Atlantia’s consolidated balance sheet for the financial year ended 31 December 2011 is accounted for in accordance with IFRS 3 “Business Combinations” as a result of the completion of the determination of the fair value of the assets and liabilities of Triangulo do Sol.

In addition, Nueva Inversiones S.A. (“Nueva Inversiones”) was a special purpose company formed to acquire and hold certain Chilean motorway assets from the Acciona Group until such time as those assets were acquired by Grupo Costanera S.A. pursuant to an agreement signed on 1 June 2011. On 25 February 2012, Grupo Costanera S.A. purchased the 50% stake in Nueva Inversiones that Grupo Costanera S.A. did not already own and Nueva Inversiones was consolidated into the Group as of 1 April 2012. The balance of assets held for sale as at 31 December 2011 included €90.2 million representing the carrying amount of the investment in Nueva Inversiones prior to its consolidation into the Group in 2012. On 2 August 2012 Grupo Costanera S.A. changed



its name to Grupo Costanera S.p.A. For further information see “Business Description of the Group – Motorway Activities – International Motorway Activities – Autostrade Sur America - Grupo Costanera”.

*Effect on revenues of the Additional Concession Fee (Law Decree 78/2009)*

Prior to 2009, a surcharge levied on tolls paid in Italy by users of the Italian Group Network was passed through directly to ANAS, a joint-stock company owned by the Italian Ministry of Economics and Finance, which acted as concession grantor for Autostrade Italia until the effective date of Law Decree n. 98/2011 (“ANAS”). ANAS has been replaced by the Ministry of Infrastructures and Transport as of 1 October 2012 (the “Concession Grantor”).

Pursuant to Law Decree 78/2009, from August 2009 the Surcharge was abolished and Law Decree 78/2010 introduced an additional concession fee payable to the Concession Grantor (the “Additional Concession Fee”) calculated on the basis of the number of kilometres travelled amounting to 6 thousandths of a euro per kilometre for toll classes A and B and 18 thousandths of a euro per kilometre for classes 3, 4 and 5. The amount of such Additional Concession Fee payable to the Concession Grantor is recovered by the concessionaire through a corresponding increase in tariffs. As a result, such Additional Concession Fee is recognised in toll revenue and offset by an equivalent amount in operating costs. The Additional Concession Fee for the years ended 31 December 2011 and 2010 recognized as Group revenue was equal to €381.3 million and €227.7 million (€226.7 million excluding Società Autostrade Tirrenica, deconsolidated in the fourth quarter of 2011), respectively. The Additional Concession Fee for the six months ended 30 June 2012 and 2011 recognized as Group revenue was equal to €65.7 million and €183.4 million (€180.1 million excluding Società Autostrada Torino-Savona, deconsolidated in the first quarter of 2012), respectively See “Presentation of Financial and Other Data — Effect on revenues of the Additional Concession Fee (Law Decree 78/2009)”.

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## OVERVIEW OF THE PROGRAMME

*This section is a general description of the Programme, as provided under Article 22.5(3) of Regulation (EC) 809/2004. The following description does not purport to be complete and is taken from, and is qualified in its entirety by, the remainder of this Offering Circular and, in relation to the terms and conditions of any particular Tranche of Notes, the applicable Final Terms. Words and expressions defined or used in “Terms and Conditions of the Notes” below shall have the same meanings in this summary. The Issuer and the Guarantor may agree with any Dealer that Notes may be issued in a form other than that contemplated in “Terms and Conditions of the Notes” herein, in which event a Drawdown Prospectus (as defined below) will be published.*

Issuer .....	Atlantia S.p.A.
Guarantor .....	Autostrade per l’Italia S.p.A., the Issuer’s wholly-owned subsidiary.
Description .....	Euro Medium Term Note Programme.
Size .....	Up to €10 billion (or the equivalent in other currencies at the date of issue) aggregate principal amount of Notes outstanding at any one time. The Issuer and the Guarantor may increase the amount of the Programme in accordance with the terms of the Dealer Agreement.
Arrangers .....	J.P. Morgan Securities plc Mediobanca – Banca di Credito Finanziario S.p.A.
Dealers .....	Banca IMI S.p.A. Banco Bilbao Vizcaya Argentaria, S.A. BNP PARIBAS Crédit Agricole Corporate and Investment Bank Citigroup Global Markets Limited Goldman Sachs International HSBC Bank plc. J.P. Morgan Securities plc Mediobanca – Banca di Credito Finanziario S.p.A. Natixis The Royal Bank of Scotland plc Société Générale Corporate & Investment Banking UniCredit Bank AG
	The Issuer and the Guarantor may from time to time terminate the appointment of any Dealer under the Programme or appoint additional Dealers either in respect of one or more Tranches or in respect of the whole Programme. References in this Offering Circular to “Permanent Dealers” are to the persons listed above as Dealers and to such additional persons that are appointed as dealers in respect of the whole Programme (and whose appointment has not been terminated) and references to “Dealers” are to all Permanent Dealers and all persons appointed as a dealer in respect of one or more Tranches.
Trustee .....	BNY Mellon Corporate Trustee Services Limited.
Issuing and Principal Paying Agent	The Bank of New York Mellon.
Paying Agent and Transfer Agent .....	The Bank of New York Mellon.
Registrar .....	The Bank of New York (Luxembourg) S.A.
Method of Issue .....	Notes may be issued on a syndicated or a non-syndicated basis. The Notes will be issued in series (each a “Series”) having one or more issue dates and on terms otherwise identical (or identical other than in

respect of the first payment of interest), the Notes of each Series being intended to be interchangeable with all other Notes of that Series. Each Series may be issued in tranches (each a “Tranche”) on the same or different issue dates. The specific terms of each Tranche (which will be supplemented, where necessary, with supplemental terms and conditions and, save in respect of the issue date, issue price, first payment of interest and principal amount of the Tranche, will be identical to the terms of other Tranches of the same Series) will be set out in the applicable Final Terms.

Currencies.....	Subject to any applicable legal or regulatory restrictions, such currencies as may be agreed between the Issuer, the Guarantor and the relevant Dealer, including, without limitation, Australian dollars, Canadian dollars, Danish kroner, euro, Hong Kong dollars, New Zealand dollars, Sterling, Swedish kronor, Swiss francs, United States dollars and Japanese yen.
Certain restrictions.....	Each issue of Notes denominated in a currency in respect of which particular laws, guidelines, regulations, restrictions or reporting requirements apply will only be issued in circumstances which comply with such laws, guidelines, regulations, restrictions or reporting requirements from time to time. See “Subscription and Sale and Transfer and Selling Restrictions”.
Redenomination.....	The applicable Final Terms may provide that Notes may be redenominated into euro.
Maturities.....	Subject to compliance with all relevant laws, regulations and directives, the Notes will have a minimum maturity of 18 months and one day.
Issue Price.....	Notes may be issued on a fully-paid basis and at an issue price which is at par or at a discount to, or premium over, par.
Forms of the Notes .....	The Notes will be issued in bearer or registered form as described in “Forms of the Notes”. Registered Notes will not be exchangeable for Bearer Notes and vice versa. No single Series or Tranche may comprise both Bearer Notes and Registered Notes.

Each Tranche of Bearer Notes will initially be in the form of either a Temporary Global Note or a Permanent Global Note, in each case as specified in the applicable Final Terms. Each Bearer Global Note which is not intended to be issued in new global note form (a “Classic Global Note” or “CGN”), as specified in the applicable Final Terms, will be deposited on or around the relevant issue date with a depository or a common depository for Euroclear and/or Clearstream, Luxembourg and/or any other relevant clearing system and each Bearer Global Note which is intended to be issued in new global note form (a “New Global Note” or “NGN”), as specified in the applicable Final Terms, will be deposited on or around the relevant issue date with a common safekeeper for Euroclear and/or Clearstream, Luxembourg. Each Temporary Global Note will be exchangeable for a Permanent Global Note or, if so specified in the applicable Final Terms, for Definitive Notes. If the TEFRA D Rules (as defined below) are specified in the applicable Final Terms as applicable, certification as to non-U.S. beneficial ownership will be a condition precedent to any exchange of an interest in a Temporary Global Note or receipt of any payment of interest in respect of a Temporary Global Note. Each Permanent Global Note will be exchangeable for Definitive Notes in accordance with its terms. Definitive Notes will, if interest-bearing, have Coupons attached and, if appropriate, a Talon for further Coupons.

Each Tranche of Registered Notes will be represented by individual certificates or one or more Registered Global Notes, in each case as specified in the relevant Final Terms.

Each Note represented by Registered Global Note will either be: (a) in the case of a Registered Global Note which is not to be held under the new safekeeping structure (“New Safekeeping Structure” or “NSS”), registered in the name of a common depository (or its nominee) for Euroclear and/or Clearstream, Luxembourg and/or any other relevant clearing system and the relevant Registered Global Note will be deposited on or about the issue date with the common depository; or (b) in the case of a Registered Global Note to be held under the New Safekeeping Structure, registered in the name of a common safekeeper (or its nominee) for Euroclear and/or Clearstream, Luxembourg and the relevant Registered Global Note will be deposited on or about the issue date with the common safekeeper for Euroclear and/or Clearstream, Luxembourg.

Fixed Rate Notes ..... Fixed interest will be payable on the date or dates specified in the applicable Final Terms and on redemption, and will be calculated on the basis of such Day Count Fraction as the Issuer, the Guarantor and the relevant Dealer may agree.

Floating Rate Notes ..... Floating Rate Notes will bear interest either at a rate determined on the same basis as the floating rate under a notional interest-rate swap transaction in the relevant specified currency governed by an agreement incorporating the 2006 ISDA Definitions (as published by the International Swaps and Derivatives Association, Inc. and as amended and updated as at the Issue Date of the first Tranche of the Notes of the relevant Series) or on the basis of a reference rate appearing on the agreed screen page of a commercial quotation service or on such other basis as may be agreed between the Issuer, the Guarantor and the relevant Dealer (as indicated in the applicable Final Terms).

The Margin (if any) relating to such floating rate will be specified in the applicable Final Terms.

Other provisions in relation to Floating Rate Notes ..... Floating Rate Notes may also have a maximum interest rate, a minimum interest rate or both.

Interest on Floating Rate Notes in respect of each Interest Period, as selected prior to issue by the Issuer, the Guarantor and the relevant Dealer, will be payable on the Interest Payment Dates specified in, or determined pursuant to, the applicable Final Terms and will be calculated on the basis of the Day Count Fraction so specified.

Zero Coupon Notes..... Zero Coupon Notes will be offered and sold at a discount to their nominal amount and will not bear interest.

Redemption..... The applicable Final Terms will indicate either that the Notes cannot be redeemed prior to their stated maturity (other than for taxation reasons or following an Event of Default) or that such Notes will be redeemable at the option of the Issuer and/or the Noteholders upon giving not less than 15 nor more than 30 days’ irrevocable notice (or such other notice period (if any) as is indicated in the applicable Final Terms) to the Noteholders or the Issuer, as the case may be, on a date or dates

specified prior to such stated maturity and at a price or prices and on such terms as are indicated in the applicable Final Terms.

Noteholders' Put Option.....	In addition to any put option indicated in the applicable Final Terms, Notes will be redeemable prior to maturity at the option of the Noteholders in the event that (a) the Autostrade Italia Concession or the Single Concession Contract is terminated or revoked in accordance with its terms or for public interest reasons; or (b) a ministerial decree has been enacted granting to another person the Autostrade Italia Concession; or (c) it becomes unlawful for Autostrade Italia to perform any of the material terms of the Autostrade Italia Concession; or (d) the Autostrade Italia Concession is declared by the competent authority to cease before the Maturity Date (as defined in the applicable Final Terms); or (e) the Autostrade Italia Concession ceases to be held by Autostrade Italia or any successor resulting from a Permitted Reorganisation; or (f) the Autostrade Italia Concession is amended in a way which has a Material Adverse Effect. See "Terms and Conditions of the Notes — Redemption, Purchase and Options".
Denomination of Notes.....	Bearer Notes may be issued in any denominations agreed between the Issuer, the Guarantor and the relevant Dealer(s), subject to a minimum denomination of €100,000 (or, in the case of Notes that are not denominated in euro, the equivalent thereof in such currency). Registered Notes may be issued in a denomination consisting of €100,000 (or its equivalent in other currencies) plus integral multiples of a smaller amount.
Withholding Tax.....	All payments of principal and interest in respect of the Notes shall be made free and clear of, and without any withholding or deduction for, any taxes, duties, assessments or governmental charges of whatever nature imposed, levied, collected, withheld or assessed by or within Italy, unless such withholding or deduction is required by law. In such a case, the Issuer or, as the case may be, the Guarantor shall pay such additional amounts as shall result in receipt by the Noteholders and the Couponholders of such amounts as would have been received by them had no such withholding or deduction been required, in each case subject to certain customary exceptions, as further described in "Terms and Conditions of the Notes — Taxation".
Substitution.....	The Trustee, the Issuer and the Guarantor are permitted to agree, without the consent of the Noteholders or, where relevant, the Couponholders, to the substitution of any Issuer's successor, transferee or assignee or any subsidiary of the Issuer or its successor in business or of the Guarantor or its successor, transferee or assignee or any subsidiary of the Guarantor or its successor, transferee or assignee in place of the Issuer or the Guarantor, subject to the fulfilment of certain conditions, as more fully set out in "Terms and Conditions of the Notes — Meetings of Noteholders, Modification, Waiver and Substitution" and in the Trust Deed.
Negative Pledge.....	Yes, see "Terms and Conditions of the Notes — Negative Pledge".
Cross Default.....	Yes, see "Terms and Conditions of the Notes — Events of Default".
Status of the Notes.....	The Notes constitute " <i>obbligazioni</i> " pursuant to Article 2410 et seq. of the Italian Civil Code and (subject to Condition 4(a)) unsecured obligations of the Issuer and shall at all times rank <i>pari passu</i> and without any preference among themselves and at least <i>pari passu</i> with all senior, unsecured and unsubordinated obligations of the Issuer, save

for such obligations as may be preferred by provisions of law that are both mandatory and of general application.

Guarantee..... The Guarantor has unconditionally and irrevocably guaranteed that if the Issuer does not pay any sum payable under the Notes or the Coupons by the time and on the date specified for such payment, it will pay any such amount to or to the order of the Trustee up to an amount which is the aggregate of 120% of the aggregate principal amount of any Tranche of the Notes which may be issued and 120% of the interest on such Notes accrued but not paid as at any date on which such amount falls to be determined.

Status of the Guarantee..... The Guarantee constitutes a direct, unsecured obligation of the Guarantor ranking at least *pari passu* with all senior, unsecured and unsubordinated obligations of the Guarantor, save for such obligations as may be preferred by provisions of law that are both mandatory and of general application.

Listing and Admission to Trading .. The Offering Circular has been approved by the Central Bank, as competent authority under the Prospectus Directive, as a “base prospectus” for purposes of the Prospectus Directive.

Application has been made for Notes issued under the Programme to be admitted to trading on the regulated market of the Irish Stock Exchange and to be listed on the Official List of the Irish Stock Exchange.

Notes may be listed or admitted to trading, as the case may be, on other or further stock exchanges or markets agreed between the Issuer and the relevant Dealer in relation to the Series. Notes which are neither listed nor admitted to trading on any market may also be issued.

Pursuant to Article 18 of the Prospectus Directive, the Central Bank may at the request of the Issuer, send to the competent authority of another European Economic Area Member State (i) a copy of this Offering Circular; (ii) a certificate of approval attesting that this Offering Circular has been drawn up in accordance with the Prospectus Directive (an “Attestation Certificate”); and (iii) if so required by such competent authority, a translation of the Overview of the Programme set out on pages 1 to 5 of this Offering Circular.

Notice of the aggregate nominal amount of Notes, interest (if any) payable in respect of Notes, the issue price of Notes and any other terms and conditions not contained herein which are applicable to each Tranche of Notes will be set out in the Final Terms which, with respect to Notes to be admitted to the Irish Stock Exchange, will be delivered to the Irish Stock Exchange.

The applicable Final Terms will state whether or not the relevant Notes are to be listed and/or admitted to trading and, if so, on which stock exchanges and/or markets.

Listing Agent..... The Bank of New York Mellon (Ireland) Limited.

Governing Law..... The Notes, the Dealer Agreement, the Guarantee, the Trust Deed and the Agency Agreement and any non-contractual obligations arising out of or in connection with any of them will be governed by, and construed in accordance with, English law, save for mandatory provisions of Italian law in certain cases.

Ratings.....	<p>Tranches of Notes issued under the Programme will be rated or unrated. Where a Tranche of Notes is rated, such rating will not necessarily be the same as the rating(s) of the Issuer or the rating(s) assigned to Notes already issued. Where a Tranche of Notes is rated, the applicable rating(s) will be specified in the relevant Final Terms. The Final Terms will also disclose whether or not each credit rating applied for in relation to a relevant Tranche of Notes has been (1) issued by a credit rating agency established in the EEA and registered (or which has applied for registration and not been refused) under the CRA Regulation, or (2) issued by a credit rating agency which is not established in the EEA but will be endorsed by a CRA which is established in the EEA and registered under the CRA Regulation or (3) issued by a credit rating agency which is not established in the EEA but which is certified under the CRA Regulation.</p> <p>In general, European regulated investors are restricted from using a rating for regulatory purposes if such rating is not issued by a credit rating agency established in the EEA and registered under the CRA Regulation unless (1) the rating is provided by a credit rating agency operating in the EEA before 7 June 2010 which has submitted an application for registration in accordance with the CRA Regulation and such registration has not been refused, or (2) the rating is provided by a credit rating agency not established in the EEA but is endorsed by a credit rating agency established in the EEA and registered under the CRA Regulation or (3) the rating is provided by a credit rating agency not established in the EEA which is certified under the CRA Regulation.</p>
Selling Restrictions.....	<p>United States, the European Economic Area (including the United Kingdom and Italy) and Japan, as further described under “Subscription and Sale and Transfer and Selling Restrictions” below.</p>
Risk Factors.....	<p>Refer to “Risk Factors” below for a summary of certain risks involved in investing in the Notes.</p>



## RISK FACTORS

*Each of the Issuer and the Guarantor believes that the following factors may affect their ability to fulfil their obligations under Notes issued under the Programme. Most of these factors are contingencies which may or may not occur and the Issuer and the Guarantor are not in a position to express a view on the likelihood of any such contingency occurring. In addition, factors which are material for the purpose of assessing the market risks associated with Notes issued under the Programme are also described below.*

*An investment in the Notes involves risks. A prospective Noteholder should carefully consider all information contained in this Offering Circular before making any investment decision, including the risks described below. Any of the following risks or additional risks and uncertainties of which the Issuer and the Guarantor are not aware or that the Issuer and the Guarantor believe are immaterial could materially adversely affect the Group's business, financial condition or results of operations. In that event, interest and principal payments on the Notes may not be made when due and Noteholders may lose all or part of their investment.*

*Words and expressions defined elsewhere in this Offering Circular have the same meaning in this section. Prospective Noteholders should read the entire Offering Circular.*

### **Risks Relating to the Business of the Group**

***The Group is dependent on Concessions which account for substantially all of the Group's revenues.***

The Group is mainly dependent on the Concessions that have been granted to the Motorway Subsidiaries (each as defined in "Business Description of the Group — Introduction — Business of the Group") to operate various toll roads in Italy. As at 30 June 2012, approximately 66.4% of the Group's revenues were derived from toll collections on motorways under the Concessions. The Concessions of the Motorway Subsidiaries are currently set to expire between 2012 and 2050). In particular, the Autostrade Italia Concession (as defined in "Business Description of the Group — Introduction — Business of the Group"), which accounted for approximately 87.6% (excluding consolidated adjustments) of the Group's toll revenue in 2011, will expire in 2038. Upon the expiry of the Concessions, the Italian Group Network and related infrastructure must revert in a good state of repair, subject in some cases to the payment of compensation, to the Ministry of Infrastructures and Transport which replaced ANAS as of 1 October 2012 (the "Concession Grantor"), or, in the case of the Mont Blanc tunnel, to the Italian and the French Governments. See "Business Description of the Group — Regulatory" for further information.

Moreover, no assurances can be given that the Group will enter into new concessions to permit it to carry on its core business after the expiry of its existing concessions, or that any new concessions entered into or renewals of existing concessions will be on terms similar to those of its current Concessions.

***The loss of any Italian Concession, penalties or sanctions for non-performance or default under a Concession, or the suspension of tariff increases may adversely affect the financial results and operations of the Group.***

The Concessions are governed by agreements with the Concession Grantor requiring the Motorway Subsidiaries to comply with certain obligations (including performing regular maintenance and enhancement works on the motorways and operating emergency motorway rescue services). Pursuant to the Single Concession Contract (as defined in "Business Description of the Group — Introduction — Business of the Group") as well as the other Concessions, Autostrade Italia is subject to penalties or sanctions, which in certain cases can be significant, for non-performance or default under the Autostrade Italia Concession. See "Business Description of the Group — Regulatory — The Autostrade Italia Concession". Additionally, failure by any of the Motorway Subsidiaries to fulfil its material obligations under its respective Concession could, if such failure is left unremedied, lead to the early termination by the Concession Grantor of such Motorway Subsidiary's Concession and a compensation payment due by the Concession Grantor to the Guarantor or the Italian Motorway Subsidiary.

In return, Autostrade Italia is entitled to receive a cash payment based on the net present value, discounted at market rate, of revenues from operations until the end of the term of the Single Concession Contract, net of projected costs, liabilities, investments and projected taxes for such period, plus taxes due and payable by Autostrade Italia following receipt of such indemnification amount by the Concession Grantor, less (i) the outstanding financial debt assumed by the Concession Grantor at the date of transfer from Autostrade Italia, (ii) and projected cash flows from ordinary business until the end of the term of the Single Concession Contract. In

the event that the early termination is due to Autostrade Italia's failure to meet its obligations, such payment is increased by 10.0% plus any damages. In the event of termination of the Single Concession Contract for reasons other than the failure by Autostrade Italia to fulfil its obligations, such penalty shall not apply. It cannot be excluded that in the event of such termination, the calculation of the amount of compensation payable by the Concession Grantor could lead to protracted negotiations regarding the amount of compensation or indemnification due.

In addition, certain extraordinary transactions involving Autostrade Italia, such as mergers, de-mergers, liquidation, winding-up, change in purpose, movement of its headquarters or sale of certain real estate properties, require the prior express approval of the Concession Grantor. Failure to obtain such prior approval could lead to the early termination of the Single Concession Contract. The Concession Grantor must also give prior approval to the sale of the controlling interest in the majority of the Group's Concessions. The Concession Grantor's consent is also required for certain transactions that could result in a change of control of Autostrade Italia. Further, in accordance with general principles of Italian law, a Concession could be terminated early for reasons of public interest.

The Concession Grantor may also be entitled to suspend annual tariff increases requested by Autostrade Italia in certain circumstances of material and continuing non-compliance with the terms of the Concession, subject to notification to Autostrade Italia by no later than 30 June of any year.

As at 30 June 2012, 92.2% of the Groups' toll revenue derives from motorway activities conducted on the basis of concessions, and a termination of a concession, as well as the suspension of tariff increases, penalties or sanctions for non-performance or default under the terms of the Single Concession Contract or the early termination of any of the other Motorway Subsidiaries' Concessions, could have a material adverse impact on the Group's results of operations and financial condition. See "Business Description of the Group — Regulatory — The Autostrade Italia Concession".

***Reduced traffic volumes and corresponding decreases in toll revenues and royalty revenues could adversely affect the Group's revenues and profitability.***

The Group derives most of its revenues from tolls paid by users of the Italian Group Network and indirectly from royalty revenues derived from service area subcontracts for full-service petrol stations ("Oil" services) and self-service mini-markets and offerings of food and beverages ("Non-Oil" services) on the Italian Group Network. The aggregate amount of these revenues is dependent primarily on traffic volumes and tariffs applied on the motorway sections operated under concession. Royalty revenues may be influenced in part by the traffic on the Italian Group Network since royalties are calculated in part based on revenues generated by service area subcontractors. In order to temporarily alleviate the recent difficulties by subcontractors with respect to the payment of royalties due to the decrease in traffic volumes, Autostrade offered all Oil and Non-Oil subcontractors an identical reduction of the fixed percentage of royalties payable to it for the year 2012 only. The other terms and conditions of the subcontracts will remain unchanged.

In turn, traffic volumes and toll receipts depend on a number of factors, including the quality, convenience and travel time on toll-free roads or toll motorways operated by competitors, the quality and state of repair of the Group motorways, the economic climate and rising petrol prices in Italy, environmental legislation (including measures to restrict motor vehicle use in order to reduce air pollution), weather and the existence of alternative means of transportation. Long haul traffic, defined as trips of 300 or more kilometres and which typically relate to the transport of commercial goods or other business-related activities, is particularly adversely impacted by negative macroeconomic trends.

Traffic volumes on the Italian Group Network in the first six months of 2012 decreased by 8% compared to the same period in 2011 mainly due to difficult macroeconomic conditions in Italy. There can be no assurance that traffic volumes will not continue to decrease, and any such effect on traffic volumes could have a material adverse impact on the Group's results of operations or financial condition.

***Traffic congestion may adversely affect the growth of traffic volumes and Group's revenues.***

The density of traffic volumes on certain sections of the Group's motorways has reached very high volumes which may constrain future growth in traffic as drivers seek to use alternative routes when traffic volumes reach consistently high levels at certain times. Although management believes that growth potential still exists in these motorways, there can be no assurance that traffic will continue to increase on such motorways without the

Group's commitment of additional capital for new investments designed to ease congestion and that, as a result, the Group's results of operations or financial condition will not be adversely affected.

***The Group operates in a highly regulated environment, and its operating results and financial condition could be adversely affected by a change in law, governmental policy and/or other governmental actions.***

The Italian motorway sector is governed by a series of Italian and local laws, ministerial decrees and resolutions, as well as by generally applicable laws and special legislation, including environmental laws and regulations. In turn, such laws must comply with, and are subject to, EU law. Each of the Concessions granted to the Motorway Subsidiaries is governed by the specific terms of such Concession, together with other generally applicable laws, ministerial decrees and resolutions.

Changes in laws and regulations which affect the tariff formula or activities required to be performed under a concession and thereby adversely impact the economic or financial position of a concessionaire may give rise to a right by the concessionaire to renegotiate with the Concession Grantor the terms of thereof in an effort to restore the financial balance between tariffs and required investments in existence prior to the relevant changes or terminate the Concession agreement with provision of compensation or indemnification. However there can be no assurance that changes in any of these laws or regulations, including changes that may require the Group to make additional capital investments, will not materially adversely affect the financial results of the Group or that the Group shall be adequately indemnified.

In addition, changes in Italian government policy with respect to motorway concessions, construction and related government grants can significantly affect the Group's results of operations. Furthermore, there can be no assurance that future tariff adjustments will enable the Group to generate adequate revenues or that its results of operations will not be materially adversely affected by future limitations on tariff adjustments or regulations.

***The Group may not be able to implement the investment plans required under the Single Concession Contract within the timeframe and budget anticipated and the Group may not be able to recoup certain cost overruns.***

The investment plans contained within the Single Concession Contract require Autostrade Italia to carry out a number of significant investment projects. In addition, under the Single Concession Contract, Autostrade Italia has agreed to carry out certain works in addition to those specified in the previous Concessions for the improvement and widening of approximately 330 kilometres of the Italian Group Network. The relevant sections were selected based on traffic forecasts and the need to provide for sufficient capacity and service levels. There can be no assurance that cost and time of completion estimates for the Group's investment projects are accurate, particularly since some of the projects are in the preliminary stages of planning.

Autostrade Italia is responsible for any cost overruns on projects under the 1997 Concession Agreement (as defined below). Cost overruns that cannot be recovered through tariff increases on projects being carried out under the 1997 Concession Agreement are estimated, as at 30 June 2012, to be approximately €20 million. See "Business Description of the Group — Motorway Capital Expenditures".

The Group is subject to certain risks inherent in construction projects. These risks may include:

- delays in obtaining a project's regulatory approvals (including, but not limited to, environmental requirements and planning approvals at the national and local governmental levels);
- delays in obtaining approvals required for tariff increases sufficient to fund the project;
- changes in general economic, business and credit conditions;
- the non-performance or unsatisfactory performance of contractors and subcontractors (whether such work is performed by the Group or by third parties);
- the commencement of bankruptcy proceedings with respect to contractors and reopening of public tender procedures;
- interruptions resulting from litigation, inclement weather, revocation of approvals or additional requests from local authorities;

- interruptions and delays resulting from unforeseen environmental or engineering problems;
- shortages of materials and labour and increased costs of materials and labour;
- claims from subcontractors; and
- expropriation procedures.

In addition, the Group is subject to the general risk of cost overruns due to unexpected technical or structural issues arising during the construction works which require changes to be implemented with respect to approved projects and as well as the general risk of delays, legal proceedings and unexpected expenses relating to contractors and subcontractors.

Although the Group has significant experience in the construction sector and seeks to limit these risks, no assurance can be given that delays and cost overruns will not occur in motorway projects. The tariffs agreed upon with the Concession Grantor in advance of the commencement of a capital investment project generally do not entitle the applicable Motorway Subsidiary to recover losses caused by delays or cost overruns. Consequently, failure to complete projects within the planned timeframe and/or budget may have a material adverse effect on the Group's results of operations or financial condition. See "Business Description of the Group — Regulatory — The Autostrade Italia Concession".

***The Group may be unable to complete construction works in a timely manner due to geological issues.***

The Group may be required to carry out additional mitigating measures not included in the approved investment plan during construction works due to unexpected technical engineering issues (in particular with respect to tunnels) in areas characterised by significant geological and geotechnical issues (such as the area Tuscany-Emilia). Such measures generally result in additional costs relating to the required monitoring of any geological instability from excavations, changes to approved constructions projects and reimbursements or indemnifications with respect to damages caused to real property. The delayed completion of the required infrastructures may result in the delayed opening of the motorway section to traffic and losses in toll revenues.

There can be no assurance that unexpected landslides or geological issues not indicated on the relevant maps used in the planning phase would not result in cost overruns and delays under the Group's investment plans. In addition, Group companies and its employees may be held liable in the event of violations of applicable laws and regulations in connection with such unexpected geological issues.

***The Group may experience significant cost overruns due to contaminated soils and expenses related to waste disposal during construction.***

During the construction of motorway sections the Group may encounter unexpected environmental issues such as the discovery of contaminated soils not identified by the soil samples, analysis and investigations conducted during the planning phase, which may result in the violation of environmental laws and regulations. As a result, the Group may be required to commence new authorization procedures and may be subject to lengthy legal and administrative proceedings. Failure to complete the construction projects within the planned timeframe and/or budget may have a material adverse effect on the Group's results of operations or financial condition.

***Archaeological finds during construction works may result in delays and cost overruns.***

Unexpected archaeological finds during construction works may result in the interruption of construction works upon request by local authorities in order to conduct the necessary verification and authorization procedures. As a result, the Group may not be able to complete its investment plan and may be required to submit variations to such plans for approval in order to restrict interference with such archaeological finds. The failure to complete the construction projects within the planned timeframe and/or budget due to such unexpected circumstances may have a material adverse effect on the Group's results of operations or financial condition.

***The Group's business may be adversely affected by disruptions in the Eurozone credit markets and associated impacts.***

The global financial system has yet to overcome the disruptions and difficult conditions of recent years. Financial market conditions have remained challenging and in certain respects, such as in relation to sovereign credit risk and fiscal deficits in European countries, including Italy, show signs of weakness. Conditions in

Euro-zone countries deteriorated in 2011 and remain uncertain in 2012 amid rising yields on certain sovereign debt instruments issued by certain Euro-zone states, including Italy and the market perception that the single European currency is facing an institutional crisis of confidence related to contagion from sovereign debt. Such deterioration has raised concerns regarding the financial condition of European financial institutions and their exposure to such countries and such concerns may have an impact on the ability of the Group to fund its business in a similar manner and at a similar cost to the funding raised in the past. See also “Risks Relating to an Investment in the Notes — Any future credit rating downgrade may impair the Group’s ability to obtain financing and may significantly increase the Group’s cost of indebtedness.”

Challenging market conditions have resulted in greater volatility and, in some cases, reduced liquidity, widening of credit spreads and a lack of price transparency in credit markets. Changes in investment markets, including changes in interest rates, exchange rates and returns from equity, property and other investments, may affect the financial performance of the Group. In addition, the financial performance of the Group could be adversely affected by a worsening of general economic conditions in the markets in which it operates.

***Competition from the development or improvement of alternative motorway stretches or networks or of alternative means of transportation, including high speed rail networks, may decrease traffic volumes on the Italian Group Network or limit the Group’s ability to expand the Italian Group Network, thereby adversely affecting the Group’s revenues and growth.***

Pursuant to applicable EU legislation, all new concessions, including those for motorways that might compete with the Italian Group Network, are open to bids on a Europe-wide basis. As a result, upon expiry of its existing concessions, the Group may have difficulty winning new concessions, or, alternatively, the Group may accept new concessions under less favourable economic terms than those it has experienced in the past. In addition, other motorway operators may obtain concessions and develop other stretches of highway or alternative networks along the same transportation routes covered by the Italian Group Network or may develop facilities along such alternative networks or routes for different modes of transport. Such competition may lead to decreased traffic volumes on the Italian Group Network or limit the Group’s ability to expand its motorway network.

Competition from other motorway operators or the development or improvement of alternative networks, including toll-free motorways, may decrease traffic volumes on the Italian Group Network or limit the Group’s ability to expand the Italian Group Network, thereby adversely affecting the Group’s revenues and growth.

Moreover, with respect to long haul traffic, the Group faces competition from alternative forms of transportation, such as high speed rail and air travel. There can be no assurance that the market share of such alternative forms of transportation will not increase. See “Business Description of the Group — Competition”. Increased competition for traffic could reduce traffic on the Italian Group Network and, consequently, the Group’s revenues.

***The Group may have difficulties expanding and diversifying its business.***

In order to expand and diversify its business, the Group must win new concessions, continue to develop new technologies, such as innovative toll collection systems, and expand complementary activities, such as its paving, operation and maintenance and engineering businesses. The Group may face difficulties in obtaining new concessions or contracts to provide services to others. Additionally, with respect to the Group’s investments in advanced technologies, no assurance can be given that the Group will be able to develop such technologies in the manner or pursuant to the timeframe currently anticipated, or that such technology will be effective or able to be produced at commercially reasonable prices.

***There can be no assurances of the success of any of the Group’s future attempts to acquire additional businesses or of the Group’s ability to integrate any businesses acquired in the future.***

Consistent with the Group’s strategic plan, it may seek opportunities to expand its operations in the future by way of strategic acquisitions. Although the Group assesses each investment based on financial and market analysis, which include certain assumptions, additional investments could materially adversely affect the Group’s business, results of operations and financial condition, if: (i) the Group incurs substantial costs, delays or other operational or financial problems in acquiring and/or integrating acquired businesses; (ii) the Group is not able to identify, acquire or profitably manage such additional businesses; (iii) such acquisitions divert management’s attention from the operation of existing businesses; (iv) the Group is not able to retain key

personnel of acquired businesses; (v) the Group encounters unanticipated events, circumstances or legal liabilities; or (vi) the Group has difficulties in obtaining the required financing or the required financing may only be available on unfavourable terms.

Additionally, if such acquisitions are consummated, there can be no assurances that the Group will be able to successfully integrate any businesses acquired in the future, due to unforeseen difficulties in operations and insufficient support systems among other things.

***The Group's activities outside of Italy are subject to various country-specific business and operational risks.***

The Group's revenues from markets outside of Italy represented approximately 16.9% (excluding consolidated adjustments) of its revenues for the six months ended 30 June 2012. Consistent with its strategic plan, the Group may make additional investments in operations outside of Italy.

The Group's activities outside of Italy are subject to a range of country-specific business risks, including changes to government policies or regulations in the countries in which it operates, changes in the commercial climate, imposition of monetary and other restrictions on the movement of capital for foreign corporations, economic crises, state expropriation of assets, the absence, loss or non-renewal of favourable treaties or similar agreements with foreign tax authorities and political, social and economic instability. In addition, changes to foreign tax regulations in countries in which it operates could result in adverse tax consequences, including the payment of withholding tax, the non-deductibility of interest payments, investigations by local tax authorities and the payment of fines. The financial position of the Group and its ability to repay indebtedness could be adversely affected by such changes to tax laws. These risks could affect the business activities and results of operations for certain of the Group's international subsidiaries, as well as the transfer of the revenues of such subsidiaries to the Group's consolidated accounts.

***The Group is subject to foreign exchange risk.***

The Group conducts business in currencies other than the euro. The Group's consolidated financial statements are prepared in euro. This exposes the Group to foreign exchange risks deriving from (i) cash flow and payments in currencies other than the euro (economic foreign exchange risk); (ii) net investments in companies in subsidiaries which prepare their financial statements in currencies other than the euro (foreign currency translation risks); and (iii) financing transactions in currencies other than the euro (foreign currency transaction risks). Negative changes in foreign exchange rates could have a material adverse effect on the Group's business, results of operations or financial condition.

***The Group is exposed to counterparty risk.***

The Group enters into transactions with respect to financial products with third parties. These transactions expose the Group to the risk that a counterparty may default on its obligations or becomes insolvent prior to maturity, leaving the Group with an outstanding claim against such counterparty and/or an unhedged position with respect to commodities or interest rates. Although the Group seeks to manage these risks through its internal guidelines and policies for risk management, there can be no assurance that a counterparty default with respect to an agreement entered into by a Group company and/or the insufficient value of the collateral, where available, may not have a material adverse effect on the Group's business, financial condition and results of operations.

***The interruption of service on the Group's motorways could adversely affect the Group's revenues, results of operations and financial condition.***

Residents and local communities may oppose new developments, including highways, on the grounds that such developments may generate pollution or otherwise cause adverse effects on health and the environment. Such opposition may take the form of protests and/or public opposition to the expropriation of the land needed for such developments (the so-called "not-in-my-backyard" or "NIMBY" protests). The occurrence of any such NIMBY protests during the approval process of new constructions could lead to significant delays, increases in investment costs and legal proceedings such as in the case of the "Gronda di Genova". See "Business Description of the Group - Legal Proceedings - Gronda di Genova".

In addition, like all motorway concessionaires, the Motorway Subsidiaries face potential risks from labour unrest, natural disasters, such as earthquakes or flooding, landslides or subsidence, collapse or destruction of

sections of motorway, man-made disasters such as fires, acts of terrorism or the spillage of hazardous substances, as well as from interruptions of service due to events beyond their control such as accidents, breakdown of equipment and malfunctioning of control systems.

The occurrence of any such events could lead to a significant decline in toll revenue from the Group's motorways or a significant increase in expenditures for the operation, maintenance or repair of the Group's motorways, as well as necessary amendments to the Group's investments plans. In addition, service malfunctions or interruptions could expose the Group to legal proceedings and claims for damages.

Although the Group carries all risk, accident and civil liability insurance, there can be no assurance that these policies cover all of the liabilities which may arise from third party claims, or from any required reconstruction, or maintenance and operating losses, including costs resulting from motorway damage. The Group's policies do not cover labour unrest, and the Group does not carry business interruption insurance to cover operating losses it may experience, such as reduced toll revenue, resulting from actions or requests by the relevant authorities, work stoppages, strikes or similar industrial actions. In addition, the Group carries only limited risk and business interruption insurance to cover damages or operating losses resulting from terrorist acts.

***The Group may be required to make significant damage payments in connection with faulty Telepass devices.***

The Telepass system is a non-stop transit and toll collection system through on-board equipment rented by motorway users which is tied to an account holder's current account or credit card and which communicates via radio signals to Telepass toll booths. The Group also provides the Telepass system to third party concessionaires. As at 30 June 2012, the number of Telepass devices in circulation amounted approximately to 8 million (compared to 7.5 million in the same period in 2011).

During 2012, the Group became aware that a limited number of Telepass devices with lithium batteries could potentially malfunction as a result of the age of the battery and a low charge level which could result in an emission of gas or liquid and consequently damages to the interior of the car where the device is located. After having investigated the issue, the Group deems that the Telepass devices potentially affected by this malfunctioning amount to a small batch of approximately 65,000 devices produced in the past.

The Group commenced a recall campaign of such potentially harmful devices and informed holders through general and personalized communications by mail, telephone and internet, advising consumers to return such devices and offering the replacement of the device free of charge.

As at the date of this Offering Circular, of the 65,000 potentially malfunctioning Telepass devices, approximately 23,000 have been returned, of which approximately 0.02% was actually malfunctioning.

There can be no assurance that the number of faulty Telepass devices may be higher than expected and that a large number of claims by motorway users or consumer associations may not result in significant damage payments, which may materially adversely affect the Group's results of operations or financial condition.

***Inclement weather could adversely affect the Group's toll revenue.***

Traffic volumes depend on weather conditions and extraordinary events such as severe snow conditions and, to a lesser extent, strong winds and sleet can significantly affect traffic volumes. The occurrence of any such events generally results in precautionary measures to limit traffic for safety reasons. As a result, the occurrence of such events could lead to a proportional decrease in traffic volumes and thus a significant decline in toll revenue from the Group's motorways or a significant increase in expenditures for the operation, maintenance or repair of the Group's motorways.

In addition, such circumstances may result in the commencement of investigations by the authority granting the concession or the imposition of fines and penalties by other authorities and/or potential legal proceedings such as class actions by individual users of the Group's motorways. See "Business Description of the Group — Legal Proceedings".

***The Group's operations are subject to extensive environmental regulation.***

The Group's activities are subject to a broad range of environmental laws and regulations, which, among other things, require performance of environmental impact studies for future projects, application for and compliance with the terms of licenses, permits and other prescriptive approvals. Environmental risks inherent to the Group's activities include those arising from the management of residues, effluents, emissions and land on the Group's

facilities and installations, as well as waste disposal and reduction of noise pollution. These risks are subject to strict national and international regulations and regular audits by government authorities.

Any of these risks may give rise to claims for damages and/or sanctions and may cause potential damage to the Group's image and reputation. In addition, these regulations may be subject to significant tightening or other modifications by national, European and international laws. The cost of complying with these regulations could be onerous. Although the Group has been making investments to comply with various environmental laws and regulations, any failure to comply with such laws and regulations, any adverse change to environmental regulation and/or additional requests for mitigating measures may have a material adverse effect on the Group's business, financial condition and results of operations. In addition, if such circumstances arise during the construction phase of a project, the Group may be subject to legal proceedings and resulting delays in the construction and termination of the works.

***The Group is subject to legal proceedings which could adversely affect its consolidated revenues.***

As part of the ordinary course of business, companies within the Group are subject to a number of administrative proceedings and civil actions. The Group is currently party to various litigation and proceedings. See "Business Description of the Group — Legal Proceedings". As at 30 June 2012, the Group had a €99.9 million provision in its financial statements to cover litigation proceedings. To the extent the Group is not successful in some or all of these matters, or in future legal challenges (including potential class actions or legal proceedings which the Group deems without merit or for which the potential Group liability cannot currently be estimated), the Group's results of operations or financial condition may be materially adversely affected.

***Autostrade Italia has been the subject of anti-trust proceedings and is party to an indemnification agreement that may require it to cover certain liabilities which arise as a result of its subcontract operations or these proceedings.***

Edizione S.r.l. ("Edizione") is the ultimate controlling shareholder of Autogrill S.p.A. ("Autogrill"), a company which owns and operates food and beverage and mini-market subcontracts along the Italian Group Network, and is the indirect parent company (holding 66.4%) of Sintonia S.p.A. ("Sintonia"). As at the date of this Offering Circular, Sintonia owns approximately 46.408% of Atlantia's share capital and Autogrill holds subcontracts for 72% of the Group's service areas. See "Business Description of the Group — Service Areas" and "Shareholders".

As a result of the relationship between Edizione and Atlantia, the Italian Anti-Trust Authority has from time to time examined the business activities and relationships connected with Autostrade Italia's subcontract business. See "Shareholders". The Italian Anti-Trust Authority requires Autostrade Italia, among other things, to follow certain procedures for the grant of new subcontracts and the renewal of existing subcontracts for Non-Oil services. In particular, so long as Edizione is its majority shareholder, Autogrill may not hold more than 72% of the Group's food, beverage and retail subcontracts.

Autostrade Italia agreed to indemnify Edizione for certain liabilities incurred by Edizione as a result of non-compliance by Autostrade Italia with such procedures. If Edizione is fined as a result of an adverse decision, Autostrade Italia may, under the terms of the indemnification agreement, be required to indemnify Edizione and, consequently, may incur substantial costs. This could materially adversely affect the Group's results of operations or financial condition. See "Certain Relationships and Related Party Transactions".

***The Central Bank has approved the omission of the Guarantor's financial statements from this Offering Circular.***

Approval of a request for omission from inclusion of the financial statements of the Guarantor as would otherwise have been required pursuant to Item 3 of Annex VI of Regulation (EC) No. 809/2004 and Item 11 of Annex IX of Regulation (EC) No. 809/2004 has been granted by the Central Bank pursuant to Article 8(2)(c) of the Prospectus Directive. Atlantia's consolidated financial statements include all of the subsidiaries of the Group, including the Guarantor. Moreover, the Guarantor and its subsidiaries represented approximately 100% (excluding consolidated adjustments) of the EBITDA and approximately 100% (excluding consolidated adjustments) of the assets of the Group as at and for the year ended 31 December 2011. Because the Guarantor's financial results are fully reflected within Atlantia's consolidated financial statements, the inclusion of the Guarantor's financial statements in addition to those of Atlantia is considered to be of minor importance to assess the financial position of the Group and the credit underlying the Notes.



## **Risks Relating to an Investment in the Notes**

### ***The Group's leverage may have significant adverse financial and economic effects on the Group.***

As at 30 June 2012, the Group had approximately €14,083.2 million of indebtedness (including bank overdrafts (short term credit extended by banks with which the Group has bank accounts) and financial liabilities related to discontinued operations equal to €45.5 million, without which the Group's indebtedness equals €14,037.7 million). The Group's leverage could increase the Group's vulnerability to a downturn in its business or economic and industry conditions and have significant adverse consequences, including but not limited to:

- limiting the Group's ability to obtain additional financing to fund future working capital, capital expenditures, investment plans, strategic acquisitions, business opportunities and other corporate requirements;
- requiring the dedication of a substantial portion of the Group's cash flow from operations to the payment of principal of, and interest on, the Group's indebtedness, which would make such cash flow unavailable to fund the Group's operations, capital expenditures, investment plans, business opportunities and other corporate requirements; and
- limiting the Group's flexibility in planning for, or reacting to, changes in the Group's business, the competitive environment and the industry.

Any of these or other consequences or events could have a material adverse effect on the Group's ability to satisfy its debt obligations, including its obligations under the Notes.

A portion of the Group's indebtedness bears interest at variable rates. Although the Group has, to date, hedged a significant portion of its interest exposure under such indebtedness, an increase in the interest rates on the Group's indebtedness may reduce its ability to repay the Notes and its other indebtedness and to finance operations and future business opportunities.

The Group may incur substantial additional indebtedness in the future which could mature prior to the Notes or could be senior, if secured, to the Notes guaranteed by Autostrade Italia. The terms and conditions of the Notes place certain limitations on the incurrence of additional secured and unsecured indebtedness of the Group. See "Terms and Conditions of the Notes — Negative Pledge". The incurrence of additional indebtedness would increase the aforementioned leverage-related risks.

### ***The Group requires a significant amount of cash to service its debt, and its ability to generate sufficient cash depends on many factors beyond its control.***

The Group's ability to make payments on and to refinance its debt and to fund working capital, capital expenditures and research and development, will depend on its future operating performance and ability to generate sufficient cash. This depends, to some extent, on general economic, financial, competitive, market, legislative, regulatory and other factors, many of which are beyond the Group's control, as well as the other factors discussed in these "Risk Factors".

No assurances can be given that the businesses of the Group will generate sufficient cash flows from operations or that future debt and equity financing will be available in an amount sufficient to enable the Group to pay its debts when due, including the Notes, or to fund other liquidity needs.

If the Group's future cash flows from operations and other capital resources (including borrowings under existing or future credit facilities) are insufficient to pay its obligations as they mature or to fund liquidity needs, the Group may be forced to:

- reduce or delay participation in certain non-Concession related business activities, including complementary activities and research and development;
- sell certain non-core business assets;
- obtain additional debt or equity capital; or

- restructure or refinance all or a portion of its debt, including the Notes, on or before maturity.

No assurances can be given that the Group would be able to accomplish any of these alternatives on a timely basis or on satisfactory terms, if at all. In addition, the terms of the Group's debt, including the terms and conditions of the Notes, limit, and any future debt may limit, the ability of the Group to pursue any of these alternatives.

***Any future credit rating downgrade may impair the Group's ability to obtain financing and may significantly increase the Group's cost of indebtedness.***

Credit ratings affect the cost and other terms upon which the Group is able to obtain financing (or refinancing). Rating agencies regularly evaluate the Group and their ratings of the Group's default rate and existing capital markets debt are based on a number of factors. On 23 February 2012, following the downgrade of the Republic of Italy on 13 January 2012, Standard & Poor's Rating Services Europe Limited downgraded its ratings assigned to Atlantia and Autostrade Italia from "A-" to "BBB+" with a negative outlook. This was followed by a rating downgrade by Moody's Investors Service Ltd. which lowered the assigned to Atlantia from "A3" to "Baa1" with a negative outlook on 13 July 2012. On 17 July 2012, Fitch Ratings Ltd. affirmed its ratings assigned to Atlantia and Autostrade Italia of "A-" with a stable outlook. Standard & Poor's Rating Services Europe Limited, Moody's Investors Service Ltd. and Fitch Ratings Ltd. are registered under Regulation (EC) No. 1060/2009 on credit rating agencies of 16 September 2009, as amended.

Any future downgrade of Atlantia or Autostrade Italia may impede the Group's ability to obtain financing on commercially acceptable terms, or on any terms at all, or it may interfere with the Group's ability to implement its corporate strategy. There can be no assurance that further credit ratings downgrades, either of Italy or the Group, will not occur. The occurrence of any of these events could have a material adverse effect on the Group's business, financial condition and results of operations and/or could have an adverse effect on the market price of the Notes.

***Sintonia owns a significant percentage of Atlantia's capital stock and effectively exercises control over the Group, and its interests may conflict with those of the holders of the Notes.***

As at the date of this Offering Circular, Sintonia owned 46.408% of the capital stock of Atlantia. As a result, Sintonia is able to exercise effective control over the Group. Sintonia is controlled through Edizione (which holds approximately 66.40% of Sintonia) by Benetton family members.

Circumstances may occur in which the interests of Sintonia could be in conflict with the interests of the holders of the Notes. In addition, Sintonia may pursue certain transactions that in its view will enhance its equity investment, even though such transactions may not be in the interest of the holders of the Notes.

#### **Risks related to the Notes generally**

***There are certain risks related to the structure of a particular issue of Notes.***

A wide range of Notes may be issued under the Programme. A number of these Notes may have features which contain particular risks for potential Noteholders. Set out below is a description of the most common such features:

##### *Notes subject to optional redemption by the Issuer*

An optional redemption feature of Notes is likely to limit their market value. During any period when the Issuer may elect to redeem Notes, the market value of those Notes generally will not rise substantially above the price at which they can be redeemed. This also may be true prior to any redemption period. The Issuer may be expected to redeem Notes when its cost of borrowing is lower than the interest rate on the Notes. At those times, a Noteholder generally would not be able to reinvest the redemption proceeds at an effective interest rate as high as the interest rate on the Notes being redeemed and may only be able to do so at a significantly lower rate. Potential Noteholders should consider reinvestment risk in light of other investments available at that time.

### *Variable rate Notes with a multiplier or other leverage factor*

Notes with variable interest rates can be volatile investments. If they are structured to include multipliers or other leverage factors, or caps or floors, or any combination of those features or other similar related features, their market values may be even more volatile than those for securities that do not include those features.

### *Fixed/Floating Rate Notes*

Fixed/Floating Rate Notes may bear interest at a rate that the Issuer may elect to convert from a fixed rate to a floating rate, or from a floating rate to a fixed rate. The Issuer's ability to convert the interest rate will affect the secondary market and the market value of the Notes since the Issuer may be expected to convert the rate when it is likely to produce a lower overall cost of borrowing. If the Issuer converts from a fixed rate to a floating rate, the spread on the Fixed/Floating Rate Notes may be less favourable than then prevailing spreads on comparable Floating Rate Notes tied to the same reference rate. In addition, the new floating rate at any time may be lower than the rates on other Notes. If the Issuer converts from a floating rate to a fixed rate, the fixed rate may be lower than the prevailing rates on its Notes.

### *Notes issued at a substantial discount or premium*

The market values of securities issued at a substantial discount or premium from their principal amount tend to fluctuate more in relation to general changes in interest rates than do prices for conventional interest-bearing securities. Generally, the longer the remaining term of the securities, the greater the price volatility as compared to conventional interest-bearing securities with comparable maturities.

### ***The Notes may not be a suitable investment for all Noteholders.***

Each potential Noteholder must determine the suitability of that investment in the light of its own circumstances. In particular, each potential Noteholder should:

- have sufficient knowledge and experience to make a meaningful evaluation of the Notes, the merits and risks of investing in the Notes and the information contained or incorporated by reference in this Offering Circular or any applicable supplement;
- have access to, and knowledge of, appropriate analytical tools to evaluate, in the context of its particular financial situation, an investment in the Notes and the impact the Notes will have on its overall investment portfolio;
- have sufficient financial resources and liquidity to bear all of the risks of an investment in the Notes, including Notes with principal or interest payable in one or more currencies, or where the currency for principal or interest payments is different from the potential Noteholder's currency;
- understand thoroughly the terms of the Notes and be familiar with the behaviour of any relevant indices and financial markets; and
- be able to evaluate (either alone or with the help of a financial adviser) possible scenarios for economic, interest rate and other factors that may affect its investment and its ability to bear the applicable risks.

Some Notes are complex financial instruments. Sophisticated institutional investors generally do not purchase complex financial instruments as stand-alone investments. They purchase complex financial instruments as a way to reduce risk or enhance yield with an understood, measured, appropriate addition of risk to their overall portfolios. A potential Noteholder should not invest in Notes which are complex financial instruments unless it has the expertise (either alone or with a financial adviser) to evaluate how the Notes will perform under changing conditions, the resulting effects on the value of the Notes and the impact this investment will have on the potential Noteholder's overall investment portfolio.

***There are no limitations to the Issuer's incurrence of additional debt in the future.***

The Issuer and the Guarantor are not prohibited from issuing, providing guarantees or otherwise incurring further debt ranking *pari passu* with their existing obligations and any future obligations arising under this Programme.

***The Notes do not contain covenants governing the Group's operations and do not limit its ability to merge, effect asset sales or otherwise effect significant transactions that may have a material and adverse effect on the Notes and the holders thereof.***

The Notes do not contain covenants governing its operations and do not limit the Group's ability to enter into a merger, asset sale or other significant transaction that could materially alter its existence, jurisdiction of organisation or regulatory regime and/or its composition and its business. In the event the Group was to enter into such a transaction, Noteholders could be materially and adversely affected.

***The Issuer may amend the economic terms and conditions of the Notes without the prior consent of all holders of such Notes.***

The Trust Deed and the Conditions contain provisions for calling meetings of Noteholders to consider matters affecting their interests generally. These provisions permit defined majorities to bind all Noteholders, including Noteholders who did not attend and vote at the relevant meeting, and Noteholders who voted in a manner contrary to the majority. Any such amendment to the Notes may include, without limitation, lowering the ranking of the Notes, reducing the amount of principal and interest payable on the Notes, changing the time and manner of payment, changing provisions relating to redemption, limiting remedies on the Notes, and changing the amendment provisions. These and other changes may adversely impact Noteholders' rights and may adversely impact the market value of the Notes.

The Conditions also provide that the Trustee may, without the consent of Noteholders, agree to (i) any modification of, or to the waiver or authorisation of any breach or proposed breach of, any of the provisions of the Trust Deed or (ii) the substitution of another company as principal debtor or guarantor under any Notes in place of the Issuer, in the circumstances described in Condition 11 of the Terms and Conditions of the Notes.

***There may be possible withholding tax on payments under the Notes.***

Under European Council Directive 2003/48/EC (the "**Savings Directive**") regarding the taxation of savings income, each Member State is required to provide the tax authorities of another Member State details of payments of interest or other similar income paid by a person within its jurisdiction to, or collected by such a paying agent (within the meaning of the Savings Directive) for, an individual resident in that other Member State; however, for a transitional period, Austria and Luxembourg may instead apply a withholding system in relation to such payments (unless they elect otherwise), deducting tax at the rate of 35% as from 1 July 2011. The transitional period is to terminate at the end of the first full fiscal year following agreement by certain non-EU countries to the exchange of information relating to such payments.

A number of non-EU countries including Switzerland, and certain dependent or associated territories of certain Member States, have adopted similar measures (either provision of information or transitional withholding) in relation to payments made by a paying agent (within the meaning of the Savings Directive) within its jurisdiction to, or collected by such a paying agent (within the meaning of the Savings Directive) for, an individual resident in a Member State. In addition, the Member States have entered into provision of information or transitional withholding arrangements with certain of those dependent or associated territories in relation to payments made by a person in a Member State to, or collected by such a person for, an individual resident in one of those territories.

On 13 November 2008, the European Commission published a detailed proposal for amendments to the Savings Directive. The European Parliament approved an amended version of this proposal on 24 April 2009. If any of those proposed changes are made in relation to the Savings Directive they may amend or broaden the scope of the requirements described above.

If a payment were to be made or collected through a Member State or other jurisdiction that has opted for a withholding system and an amount of, or in respect of, tax were to be withheld from that payment, neither the Issuer nor the Paying Agents nor any other person would be obliged to pay additional amounts to the

Noteholders or to otherwise compensate Noteholders for the reduction in the amounts that they will receive as a result of the imposition of such withholding tax. However, the Issuer is required to maintain an Issuing and Paying Agent with a specified office in a Member State that will not be obliged to withhold or deduct tax pursuant to the Savings Directive or any law implementing or complying with, or introduced in order to conform to, such Directive.

***There may be possible U.S. Foreign Account Tax Compliance withholding.***

The Issuer and other non-U.S. financial institutions to which payments on the Notes are made may be required to withhold U.S. tax at a rate of 30% on all, or a portion of, payments made after 31 December 2016 pursuant to the foreign account tax compliance provisions (“FATCA”) of the Hiring Incentives to Restore Employment Act of 2010. This withholding tax may be triggered if (i) the Issuer is a foreign financial institution (“FFI”) (as defined in FATCA) which enters into an agreement with the U.S. Internal Revenue Service (“IRS”) to provide certain information on its account holders (making the Issuer a “Participating FFI”), (ii) the Issuer has a positive “passthru percentage” (as defined in FATCA), and (iii) (a) an investor does not provide information sufficient for the relevant Participating FFI to determine whether the investor is subject to withholding under FATCA, (b) an investor does not consent, where necessary, to have its information disclosed to the IRS, or (c) any FFI to or through which payment on such Notes is made is not a Participating FFI or otherwise exempt from FATCA withholding. The application of FATCA to interest, principal or other amounts paid with respect to the Notes is not clear. If an amount in respect of U.S. withholding tax were to be deducted or withheld from interest, principal or other payments on the Notes as a result of FATCA, none of the Issuer, any paying agent or any other person would, pursuant to the Terms and Conditions of the Notes be required to pay additional amounts as a result of the deduction or withholding of such tax. As a result, investors may, if FATCA is implemented as currently proposed by the IRS, receive less interest or principal than expected.

The application of FATCA to Notes issued or materially modified on or after 1 January 2013 may be addressed in the relevant Final Terms or a supplement/supplementary prospectus to this Offering Circular, as applicable.

FATCA is particularly complex and its application to the Issuer, the Notes and the Holders of the Notes is uncertain at this time. Each Holder of Notes should consult its own tax adviser to obtain a more detailed explanation of FATCA and to learn how this legislation might affect each Holder in its particular circumstance.

***Change of law.***

The Notes are governed by English law in effect as at the date of this Offering Circular (save for mandatory provisions of Italian law in certain cases). No assurance can be given as to the impact of any possible judicial decision or change to English law or administrative practice after the date of this Offering Circular.

***The Issuer may redeem the Notes prior to maturity and Noteholders may be unable to reinvest the proceeds of any such redemption in comparable securities.***

Unless in the case of any particular Tranche of Notes the applicable Final Terms specifies otherwise, in the event that the Issuer or the Guarantor would be obliged to increase the amounts payable in respect of any Notes due to any withholding or deduction for or on account of, any present or future taxes, duties, assessments or governmental charges of whatever nature imposed, levied, collected, withheld or assessed by or on behalf of Italy or any political subdivision thereof or any authority therein or thereof having power to tax, the Issuer may redeem all outstanding Notes in accordance with the Conditions.

In addition, if in the case of any particular Tranche of Notes the applicable Final Terms specifies that the Notes are redeemable at the Issuer’s option or in certain other circumstances, the Issuer may choose to redeem those Notes at times when prevailing interest rates may be relatively low. In such circumstances a Noteholder may not be able to reinvest the redemption proceeds in a comparable security at an effective interest rate as high as that of the Notes.

***Because the Global Notes are held by Euroclear and Clearstream, Luxembourg, Noteholders will have to rely on their procedures for transfer, payment and communication with the Issuer and the Guarantor.***

Notes issued under the Programme may be represented by one or more Global Notes, which will be deposited with a common depository or a common safekeeper for Euroclear and Clearstream, Luxembourg. Except in the circumstances described in the relevant Global Note and the applicable Final Terms, Noteholders will not be

entitled to receive definitive Notes. Euroclear and Clearstream, Luxembourg will maintain records of the beneficial interests in the Global Notes. While the Notes are represented by one or more Global Notes, Noteholders will be able to trade their beneficial interests only through Euroclear and Clearstream, Luxembourg.

While the Notes are represented by one or more Global Notes, the Issuer will discharge its payment obligations under the Notes by making payments to the common depositary or common safekeeper for Euroclear and Clearstream, Luxembourg for distribution to their account holders. The Issuer has no responsibility or liability for the records relating to, or payments made in respect of, beneficial interests in the Global Notes. A holder of a beneficial interest in a Global Note must rely on the procedures of Euroclear and Clearstream, Luxembourg to receive payments under the relevant Notes. The Issuer cannot assure holders that the procedures of Euroclear and Clearstream, Luxembourg will be adequate to ensure that holders receive payments in a timely manner. A holder of beneficial interests in the Global Notes will not have a direct right to vote in respect of the relevant Notes. Instead, such holders will be permitted to act only to the extent that they are enabled by Euroclear and Clearstream, Luxembourg to appoint appropriate proxies.

### ***Denominations.***

In relation to any issue of Notes which have a denomination consisting of the minimum Specified Denomination plus a higher integral multiple of another smaller amount, it is possible that the Notes may be traded in amounts in excess of €100,000 (or its equivalent) that are not integral multiples of €100,000 (or its equivalent). In such a case a Noteholder who, as a result of trading such amounts, holds a principal amount of less than the minimum Specified Denomination may not receive a definitive Note (should definitive notes be printed) and may need to purchase a principal amount of Notes such that, its holding is an integral multiple of the minimum Specified Denomination.

If Definitive Notes are issued, Noteholders should be aware that Definitive Notes which have a denomination that is not an integral multiple of the minimum Specified Denomination may be illiquid and difficult to trade.

### **Risks related to the market generally**

***No prior market for Notes — if an active trading market does not develop for the Notes, the Notes may not be able to be resold.***

There is no existing market for the Notes, and there can be no assurance regarding the future development of a market for the Notes. Although application has been made to list the Notes issued under this Programme on the Irish Stock Exchange, no assurance can be made that the Notes will become or remain listed.

No assurance can be made as to the liquidity of any market that may develop for the Notes, the ability of Noteholders to sell the Notes or the price at which Noteholders may be able to sell the Notes. The liquidity of any market for the Notes will depend on the number of Noteholders, prevailing interest rates, the market for similar securities and other factors, including general economic conditions and the Group's financial condition, performance and prospects, as well as recommendations of securities analysts. As a result, there can be no assurance that an active trading market for the Notes will develop or, if one does develop, that it will be maintained. Illiquidity may have a severely adverse effect on the market value of the Notes.

***Fluctuations in exchange rates may adversely affect the value of Notes.***

The Issuer will pay principal and interest on the Notes in the Specified Currency (as defined in the applicable Final Terms). This presents certain risks relating to currency conversions if a Noteholder's financial activities are denominated principally in a currency or currency unit (the "Noteholder's Currency") other than the Specified Currency. These include the risk that there may be a material change in the exchange rate between the Specified Currency and the Noteholder's Currency or that a modification of exchange controls by the applicable authorities with jurisdiction over the Noteholder's Currency will be imposed. The Issuer has no control over the factors that generally affect these risks, such as economic, financial and political events and the supply and demand for the applicable currencies. Moreover, if payments on the Notes are determined by reference to a formula containing a multiplier or leverage factor, the effect of any change in the exchange rates between the applicable currencies will be magnified. In recent years, exchange rates between certain currencies have been volatile and volatility between such currencies or with other currencies may be expected in the future. An appreciation in the value of the Noteholder's Currency relative to the Specified Currency would decrease (i) the Noteholder's Currency equivalent yield on the Notes, (ii) the Noteholder's Currency equivalent value of the

principal payable on the Notes and (iii) the Noteholder's Currency equivalent market value of the Notes. Government and monetary authorities may impose (as some have done in the past) exchange controls that could adversely affect an applicable exchange rate. As a result, Noteholders may receive less interest or principal than expected, or no interest or principal.

***Credit ratings may not reflect all risks.***

One or more independent credit rating agencies may assign credit ratings to the Notes. The ratings may not reflect the potential impact of all risks related to structure, market, additional factors discussed above, and other factors that may affect the value of the Notes. In addition, real or anticipated changes in the Issuer's credit ratings or the credit ratings of the Notes will generally affect the market value of the Notes. A credit rating is not a recommendation to buy, sell or hold securities and may be revised or withdrawn by the rating agency at any time.

***Legal investment considerations may restrict certain investments.***

The investment activities of certain investors are subject to legal investment laws and regulations, or review or regulation by certain authorities. Each potential Noteholder should consult its legal advisers to determine whether and to what extent (1) Notes are legal investments for it, (2) Notes can be used as collateral for various types of borrowing and (3) other restrictions apply to its purchase or pledge of any Notes. Financial institutions should consult their legal advisors or the appropriate regulators to determine the appropriate treatment of Notes under any applicable risk based capital or similar rules.

## **USE OF PROCEEDS**

The net proceeds from each issue of Notes are expected to be applied by the Issuer for the Group's general corporate purposes, including capital expenditures and investments.



## THE ISSUER

### **Atlantia**

#### ***General***

Until May 2007 Atlantia was named Autostrade S.p.A., a company incorporated in Italy on 12 September 1950, as a *società per azioni* (joint stock company) under the laws of Italy by Italy's Institute for Industrial Reconstruction (*Istituto per la Ricostruzione Industriale*, or "IRI"). See "Business Description of the Group — Introduction — History" and "Shareholders" for further information on the history of Atlantia as well as its shareholders. Atlantia is registered with the *Registro delle Imprese* (Companies' Registry) in Rome under number 03731380261.

Pursuant to Atlantia's Memorandum and Articles of Association, effective as at 20 April 2011, the corporate purpose of Atlantia is to acquire equity investments and interests in other companies and entities, to engage in financing transactions for the companies or entities in which it owns interests and to engage in operations involving property, financial and business investments in Italy and abroad.

Atlantia can also, albeit not on a prevalent basis, purchase, manage, exploit, update and develop — directly or indirectly — trademarks, patents, and know-how concerning electronic toll systems and related or connected activities. Atlantia can undertake all commercial, industrial and financial, intangible and property transactions to accomplish its corporate purposes. The corporate purpose excludes all activities and operations *vis à vis* the public and any trustee activity. The corporate purpose also excludes public asset-gathering, the exercise of banking activities and other activities envisaged by Article 106 of Italian Legislative Decree No. 385 dated 1 September 1993, as well as investment services and collective asset management as envisaged by Italian Legislative Decree No. 58 dated 24 February 1998 and its related implementation regulations.

#### ***Share Capital***

The authorised and subscribed share capital of Atlantia as at the date hereof is €661,827,592, fully paid up, divided into 661,827,592 registered, ordinary shares with a nominal value of €1.00 each. See also "Capitalisation and Indebtedness".

As at the date of this Offering Circular, Sintonia holds, directly and indirectly, 46.408% of the capital stock of Atlantia. For further information on the share capital and control of Atlantia, see "Shareholders".

#### ***Registered Office***

The registered office of Atlantia is at Via Antonio Nibby, 20, 00161 Rome, Italy and its main telephone number is +39 06 4417 2699.

#### ***Board of Directors***

Atlantia is administered by a Board of Directors (*Consiglio di Amministrazione*) composed of at least seven and up to fifteen members. The Board of Directors is composed of not less than seven and not more than fifteen members who are elected for a period of not more than three years and may be re-elected. The current members of the Board of Directors, comprised of fifteen members, were appointed by a resolution of Atlantia's shareholders' meeting held on 14 April 2010, and will hold office until the shareholders' meeting called for the approval of the financial statements for the year ending 31 December 2012. See "Management" for further information on the composition of the Board of Directors of Atlantia.

For the purposes of their function as members of the Board of Directors of Atlantia, the business address of each of the members of the Board of Directors is the registered office of Atlantia. Atlantia has no other managing body.

#### ***Board of Statutory Auditors***

The current Board of Statutory Auditors (*Collegio Sindacale*) of Atlantia was appointed by a resolution of Atlantia's shareholders' meeting held on 24 April 2012, and will hold office until the shareholders' meeting called for the purpose of approving Atlantia's financial statements for the year ending 31 December 2014. The

current Board of Statutory Auditors is composed of seven members. See “Management — Board of Statutory Auditors” for further information.

For the purposes of their function as members of the Board of Statutory Auditors of Atlantia, the business address of each of the members of the Board of Statutory Auditors is the registered office of Atlantia.

### ***Financial Statements***

Atlantia’s financial year ends on 31 December of each calendar year. Atlantia is required under Italian law to publish annual and interim reports. Copies of the latest annual report and annual audited consolidated and non-consolidated financial statements and the latest unaudited quarterly consolidated financial statements of Atlantia will be made available at the specified offices of the Paying Agents for so long as any of the Notes remain outstanding and at the registered office of Atlantia, in each case free of charge.

### ***Business***

Atlantia’s principal activity consists of holding shares in the operating companies of the Group.

### ***Organisational Structure***

See “Business Description of the Group” for further information on the organisational structure and principal activity of Atlantia and the Group.

## THE GUARANTOR

The Notes will be guaranteed by Atlantia's wholly-owned subsidiary, Autostrade Italia.

### **Autostrade Italia**

Autostrade Italia holds the Autostrade Italia Concession. Autostrade Italia (excluding its subsidiaries and in each case excluding consolidated adjustments), represented approximately 89.0% of the consolidated assets of the Group and approximately 96.5% of the consolidated liabilities of the Group as at 31 December 2011. In addition, Autostrade Italia (excluding its subsidiaries and excluding consolidated adjustments) accounted for approximately 84.1% of the total revenue of the Group for the year ended December 31, 2011.

### **General**

Autostrade Italia was incorporated in Italy on 29 April 2003, as a *società per azioni* (joint stock company) under the laws of Italy for a limited term expiring on 31 December 2050. Autostrade Italia is registered with the *Registro delle Imprese* (Companies' Registry) in Rome under number 07516911000.

Autostrade Italia's Memorandum and Articles of Association dated 22 April 2009, provide that the principal corporate purpose of Autostrade Italia is to build, manage and maintain motorways, transport infrastructure adjacent to the motorway system, parking and intermodal infrastructure and related activities. For further information on the business activities of Autostrade Italia, see "Business Description of the Group".

The activities listed in this article may be carried out both in Italy and abroad, either directly or by the acquisition, at any time, of participations in companies, consortia and associations, even temporary ones. In furtherance of its corporate purpose, Autostrade Italia may carry out any other activity, directly or indirectly, as well as any other commercial or financial transaction, involving rights and liabilities, movable or immovable assets, and issue guarantees, including mortgages, pledges and liens of any nature, for the benefit of companies, consortia and associations in which it holds a stake or which holds a stake in it.

As of June 30, 2012, the authorised and subscribed share capital (*capitale sottoscritto*) of Autostrade Italia is €22,027,000, divided into 622,027,000 fully paid up, registered ordinary shares with a nominal value of €1.00 each. See also "Capitalisation and Indebtedness".

### **Registered Office**

The registered office of Autostrade Italia is at Via Alberto Bergamini, 50, 00159 Rome, Italy and its main telephone number is +39 06 43631.

### **Board of Directors**

Autostrade Italia is administered by a Board of Directors (*Consiglio di Amministrazione*) currently composed of nine members appointed to the Board of Directors by a resolution of Autostrade Italia's shareholders' meeting held on 14 April 2010, and will hold office until the shareholders' meeting called for the approval of the financial statements for the year ending 31 December 2012.

The current members of the Board of Directors of Autostrade Italia are as follows:

<u>Name</u>	<u>Title</u>
Fabio Cerchiai .....	Chairman
Giovanni Castellucci .....	Chief Executive Officer
Valerio Bellamoli .....	Director
Stefano Cao .....	Director
Massimo Lapucci <sup>(1)</sup> .....	Director
Carlo Malinconico <sup>(2)</sup> .....	Director
Giuseppe Piaggio .....	Director
Roberto Pistorelli .....	Director
Giovanni Quaglia .....	Director

<sup>(1)</sup> Massimo Lapucci resigned on 15 February 2012.

<sup>(2)</sup> Carlo Malinconico resigned on 30 November 2011.

For the purposes of their function as members of the Board of Directors of Autostrade Italia, the business address of each of the members of the Board of Directors is the registered office of Autostrade Italia. Autostrade Italia has no other managing body.

### ***Board of Statutory Auditors***

The current Board of Statutory Auditors (*Collegio Sindacale*) of Autostrade Italia was appointed on 24 April 2012 in accordance with Autostrade Italia's Memorandum and Articles of Association, and will hold office until the shareholders' meeting called for the purpose of approving Autostrade Italia's financial statements for the year ending 31 December 2014.

The current members of the Board of Statutory Auditors of Autostrade Italia are as follows:

<b><u>Name</u></b>	<b><u>Title</u></b>
Alessandro Trotter .....	Chairman
Gaetana Celico .....	Auditor
Giandomenico Genta.....	Auditor
Antonio Mastrapasqua.....	Auditor
Stefano Meroi .....	Auditor
Salvatore Benedetto.....	Alternate Auditor
Francesco M. Bonifacio .....	Alternate Auditor

For the purposes of their function as members of the Board of Statutory Auditors of Autostrade Italia, the business address of each of the members of the Board of Statutory Auditors is the registered office of Autostrade Italia.

### ***Conflicts of Interest***

Except as disclosed in "Certain Relationships and Related Party Transactions," as at the date hereof, the above mentioned members of the board of directors of the Guarantor do not have potential conflicts of interests between any duties to the Guarantor and their private interests or other duties.

## CAPITALISATION AND INDEBTEDNESS

The following table sets forth the consolidated capitalisation and indebtedness of Atlantia as at 30 June 2012, on a historical basis, and should be read in conjunction with the financial statements incorporated by reference in this Offering Circular.

	<b>As at 30 June 2012</b>
	<b>Unaudited</b>
	<b>(€in thousands)</b>
<b>Cash and cash equivalents, trade receivables and term deposits<sup>(1)</sup></b> .....	<b>1,951,500</b>
Current financial liabilities <sup>(2)</sup> .....	1,030,356
Non-current financial liabilities .....	13,007,350
<b>Total debt</b> .....	<b>14,037,706</b>
Equity attributable to non-controlling interests .....	796,693
Equity attributable to owners of the parent.....	3,782,757
<i>of which:</i>	
<i>Issued capital</i> .....	661,828
<i>Reserves and retained earnings</i> .....	2,850,640
<i>Treasury shares</i> .....	(215,644)
<i>Profit (loss) for the period after interim dividends</i> .....	485,933
<b>Total equity</b> .....	<b>4,579,450</b>
<b>Total capitalisation</b> .....	<b>20,568,656</b>

<sup>(1)</sup> Consists of cash and cash equivalents of €403,608 thousand and trade receivables of €1,263,134 thousand and term deposits of €84,758 thousand (term deposits are restricted pursuant to government grants), excluding cash and cash equivalents related to discontinued operations.

<sup>(2)</sup> Includes current portion of medium-long term financial liabilities of €377,712 thousand and excluding financial liabilities related to discontinued operations.

There have been no material changes in the capitalisation of Atlantia since 30 June 2012 other than as follows:

1. On 26 July 2012, Autostrade Italia entered into a loan agreement with the European Investment Bank for a total amount of €50 million. The loan was guaranteed by Atlantia and was entirely drawn on 3 August 2012.
2. On 14 September 2012, Atlantia issued €750 million in principal amount of 4.375% Notes due 2020 under the Programme.

## SELECTED FINANCIAL DATA

The selected historical consolidated financial data as at and for the years ended 31 December 2010 and 2011 and as at and for the six months ended 30 June 2011 and 2012 set forth below were prepared in accordance with IFRS and have been derived from, and are qualified in their entirety by reference to, the consolidated financial statements of Atlantia and the notes thereto incorporated by reference in this Offering Circular. The consolidated financial statements as at and for the years ended 31 December 2010 and 2011 have been audited by KPMG S.p.A. (for the period 2012 to 2020, Deloitte & Touche S.p.A. will be independent auditors for the Group). Note that, with effect from 1 January 2010, the Group publishes its consolidated financial statements applying IFRIC 12, the International Accounting Standards Board interpretation governing the method of accounting for and measuring service concession agreements. See “Presentation of Financial and Other Data” for further information.

In addition, following the application of IFRIC 12, the Italian tax authorities confirmed the tax deductibility of “depreciation and amortisation” and “provisions and expenses from discounting to present value” specifically recognized in application of IFRIC 12. In addition, the tax authorities also confirmed (with immediate effect from the 2010 tax year) that losses resulting from the realignment of asset carrying amounts with such assets’ tax bases may be deducted on a straight-line basis over the term of each concession (29 years in the case of Autostrade Italia). Separately, however, Law 111/2011 was introduced which (effective from the 2011 tax year) reduced the deductible percentage of “provisions for maintenance, repair and replacement obligations” from 5% to 1% of the historical cost of assets covered by concessions that will revert to the State. This change affects Autostrade Italia and the Group’s Italian Motorway Subsidiaries and almost entirely offset the impact of the deductions taken with respect to the application of IFRIC 12 described above for the year ended 31 December 2011 and the first six months of 2012. See “Presentation of Financial and Other Data — Tax changes related to application of IFRIC 12 and to Law 111/2011”.

Prior to 2009, a surcharge levied on tolls paid in Italy by users of the Italian Group Network (the “Surcharge”) was passed through directly to ANAS, a joint-stock company owned by the Italian Ministry of Economics and Finance, which acted as Concession Grantor for Autostrade Italia until the effective date of Law Decree n. 98/2011 (“ANAS”). ANAS has been replaced by the Ministry of Infrastructures and Transport as of 1 October 2012 (the “Concession Grantor”) (see “Business Description of the Group — Regulatory”). Pursuant to Law Decree 78/2009, from August 2009 the Surcharge was abolished and Law Decree 78/2010 introduced an additional concession fee payable to the Concession Grantor (the “Additional Concession Fee”) calculated on the basis of the number of kilometres travelled amounting to 6 thousandths of a euro per kilometre for toll classes A and B and 18 thousandths of a euro per kilometre for classes 3, 4 and 5. The amount of such Additional Concession Fee payable to the Concession Grantor is recovered by the concessionaire through a corresponding increase in tariffs. As a result, such Additional Concession Fee is recognised in toll revenue and offset by an equivalent amount in operating costs. The Additional Concession Fee for the years ended 31 December 2011 and 2010 recognized as Group revenue was equal to €381.3 million and €27.7 million (€26.7 million excluding Società Autostrade Tirrenica, deconsolidated in the fourth quarter of 2011), respectively. The Additional Concession Fee for the six months ended 30 June 2012 and 2011 recognized as Group revenue was equal to €65.7 million and €83.4 million (€80.1 million excluding Autostrada Torino-Savona, deconsolidated in the first quarter of 2012), respectively.

The periods presented below have been affected by certain changes in the scope of the Group’s consolidation. For comparative purposes, the consolidated financial statements of Atlantia as at and for the year ended 31 December 2010 and the condensed interim consolidated financial statements of Atlantia as at and for the six months ended 30 June 2011 incorporated in this Offering Circular have been restated to account for the sale of 69.1% of the share capital of Società Autostrada Tirrenica in 2011, the sale of the entire 99.98% stake in Autostrada Torino Savona S.p.A. in 2012 and the acquisition of control of Triangolo do Sol in 2011. For a discussion on how these transactions have affected the comparability of the Group’s results of operations, see “Presentation of Financial and Other Data — Changes to the scope of consolidation affecting the financial statements”.

## Income Statement Data:

	Year ended 31 December		Six months ended 30 June	
	2010 <sup>(1)</sup>	2011	2011 <sup>(2)</sup>	2012
	Restated Audited	Audited	Restated Unaudited	Unaudited
	<i>(€ in thousands)</i>			
Total revenue .....	4,462,982	4,941,444	2,248,363	2,354,719
Total costs.....	(2,695,516)	(3,149,142)	(1,356,278)	(1,531,706)
Operating profit.....	1,767,466	1,792,302	892,085	823,013
Financial income/(expenses).....	(670,897)	(686,296)	(371,191)	(171,931)
Share of (profit)/loss of associates and joint ventures accounted for using the equity method .....	(2,080)	21,442	13,931	1,425
Profit before tax from continuing operations.....	1,094,489	1,127,448	534,825	652,507
Income tax (expense)/benefit.....	(395,525)	(413,496)	(202,778)	(170,214)
Profit/(loss) from continuing operations.....	698,964	713,952	332,047	482,293
Profit/(loss) from discontinued operations .....	2,058	125,899	108,072	7,094
Profit/(loss) for the period/year .....	701,022	839,851	440,119	489,387

<sup>(1)</sup> Figures restated for comparative purposes following the reclassification Società Autostrada Tirrenica as an asset held for sale in accordance with IFRS 5 and presented for comparative purposes in the Group's audited consolidated financial statements as at and for the year ended 31 December 2011. In particular, the following restatements were made (i) total revenue were reduced by €65,084 thousand (originally amounting to €4,528,066 thousand), (ii) total costs were reduced by €50,590 thousand (originally amounting to €2,746,106 thousand), (iii) financial expenses were reduced by €662 thousand (originally amounting to €671,559 thousand) and (iv) income tax expenses were reduced by €4,775 thousand (originally amounting to €400,300 thousand), as well as the increase of the line item profit from discontinued operations/assets held for sale by €9,057 thousand (originally amounting to €(6,999) thousand).

<sup>(2)</sup> Figures restated for comparative purposes following the reclassification of Autostrada Torino-Savona as an asset held for sale in accordance with IFRS 5 and presented for comparative purposes in the Group's unaudited condensed interim consolidated financial statements as at and for the period ended 30 June 2012. In particular, the following restatements were made (i) total revenue were reduced by €7,867 thousand (originally amounting to €2,296,230 thousand), (ii) total costs were reduced by €38,690 thousand (originally amounting to €1,394,968 thousand), (iii) financial expenses were reduced by €32 thousand (originally amounting to €371,223 thousand) and (iv) income tax expenses were reduced by €3,136 thousand (originally amounting to €205,941 thousand), as well as the increase of the line item profit from discontinued operations/assets held for sale by €6,009 thousand (originally amounting to €102,063 thousand).

## Balance Sheet Data:

	As at 31 December		As at 30 June
	2010	2011 <sup>(1)</sup>	2012
	Audited	Restated Unaudited	Unaudited
	<i>(€ in thousands)</i>		
Total non-current assets.....	19,878,271	20,987,485	24,952,043
Total current assets.....	5,154,361	2,287,942	2,909,781
Total Assets.....	25,032,632	23,275,427	27,861,824
Equity attributable to owners of the parent.....	3,183,391	3,565,998	3,782,757
Equity attributable to non-controlling interests .....	403,510	464,555	796,693
Total equity.....	3,586,901	4,030,553	4,579,450
Total non-current liabilities.....	15,401,759	15,753,339	19,226,767
Total current liabilities.....	6,043,972	3,491,535	4,055,607
Total liabilities.....	21,445,731	19,244,874	23,282,374
Total equity and liabilities.....	25,032,632	23,275,427	27,861,824

<sup>(1)</sup> Figures restated for comparative purposes following the reclassification of Triangolo do Sol in accordance with IFRS 3 "Business Combinations" as a result of the completion of the determination of the fair value of the assets and liabilities of Triangolo do Sol and presented for comparative purposes in the Group's unaudited condensed consolidated financial statements as at and for the period ended 30 June 2012. In particular, the following restatements were made (i) total non-current assets were increased by €106,129 thousand (originally amounting to €20,881,356 thousand), (ii) equity attributable to owners of the parent was increased by €56,036 thousand (originally amounting to €3,509,962 thousand), (iii) equity attributable to non-controlling interests was increased by €14,010 thousand (originally amounting to €450,545 thousand) and (iv) total non-current liabilities were increased by €36,083 thousand (originally amounting to €15,717,256 thousand).

### Key Non-IFRS Financial Ratios:

The table below sets forth the key non-IFRS financial ratios based on the selected consolidated financial data as at and for the years ended 31 December 2011 and 2010 and as at and for the six months ended 30 June 2011 and 2012 used by the Issuer to monitor and evaluate the economic and financial condition of the Group.

	Six Months ended 30 June		Year ended 31 December	
	2012	2011 <sup>(1)</sup>	2011	2010 <sup>(2)</sup>
	<i>(€ in millions, except percentages and ratios)</i>			
Gross operating profit (EBITDA) <sup>(3)</sup>	1,120	1,122	2,385	2,269
Net debt <sup>(4)</sup> /EBITDA .....	9.8	7.8	3.8	4.3
EBITDA/financial income (expenses)	6.5	3.0	3.5	3.4
EBITDA margin <sup>(5)</sup> .....	47.5%	49.9%	48.3%	50.8%
Purchases and capitalisations <sup>(6)</sup> as a percentage of total revenue .....	30.0% <sup>(10)</sup>	30.5% <sup>(9)</sup>	31.2% <sup>(8)</sup>	32.8% <sup>(7)</sup>

<sup>(1)</sup> Unaudited figures restated for comparative purposes following the reclassification of Autostrada Torino-Savona as an asset held for sale in accordance with IFRS 5 and presented for comparative purposes in the Group's unaudited condensed interim consolidated financial statements as at and for the period ended 30 June 2012. In particular, the following restatements were made: (i) total revenue were reduced by €47.9 million (originally amounting to €2,296.2 million), (ii) EBITDA was decreased by €16 million (originally amounting to €1,138 million), and (iii) financial income (expenses) were reduced by €32 thousand (originally amounting to €71.2 million).

<sup>(2)</sup> Figures restated for comparative purposes following the reclassification of Società Autostrada Tirrenica as an asset held for sale in accordance with IFRS 5 and presented for comparative purposes in the Group's audited consolidated financial statements as at and for the year ended 31 December 2011. In particular, the following restatements were (i) total revenue were reduced by €5.1 million (originally amounting to €4,528.1 million), (ii) EBITDA was decreased by €6 million (originally amounting to €2,285 million) and (iii) financial income (expenses) were reduced by €0.7 million (originally amounting to €71.6 million).

<sup>(3)</sup> EBITDA is calculated as operating profit, plus impairment losses on assets and reversals of impairment losses, amortisation, depreciation, and provisions and other adjustments. See "Presentation of Financial and Other Data" for further information.

<sup>(4)</sup> The Group's net debt is calculated by aggregating current and non-current financial liabilities and subtracting other current and non-current financial assets and cash and cash equivalents.

<sup>(5)</sup> EBITDA margin is calculated by dividing EBITDA by the line item "total revenue".

<sup>(6)</sup> Purchases and capitalisations consist of the figures "Investment in motorway infrastructure" and "Purchases of property, plant and equipment" of the consolidated statement of cash flows.

<sup>(7)</sup> Excluding purchases and capitalisations of Società Autostrada Tirrenica amounting to €6.8 million.

<sup>(8)</sup> Excluding purchases and capitalisations of Società Autostrada Tirrenica amounting to €9.1 million.

<sup>(9)</sup> Excluding purchases and capitalisations of Autostrada Torino-Savona amounting to €2.1 million.

<sup>(10)</sup> Excluding purchases and capitalisations of Autostrada Torino-Savona amounting to €1.1 million.



## BUSINESS DESCRIPTION OF THE GROUP

### Introduction

#### *Business of the Group*

The Group is the main Italian motorway operator<sup>1</sup>. The Group is composed primarily of companies which hold concessions for the construction, operation and maintenance of toll motorways (including tunnels, bridges and viaducts) in Italy and abroad and other companies which supply services related to its principal motorway activities, including the design of motorways and toll collection equipment, as well as the provision of paving, maintenance, toll collection and traffic information services. The Group is principally engaged in the operation and management of toll motorways under concessions in Italy and abroad, as described below. In 2011, the Group had total revenue of €4,941.4 million and profit for the period of €39.8 million. In the first six months of 2012, the Group had total revenue of €2,354.7 million, a 4.7% increase compared to €2,248.4 million in the same period of 2011.

Atlantia, listed on the Milan Stock Exchange, is the parent company of the Group and acts as a holding company for Autostrade Italia. Autostrade Italia holds the Group's primary concession relating to a motorway network in Italy (the "Autostrade Italia Concession"), which is governed by the concession agreement entered into on 12 October 2007 between Autostrade Italia and ANAS (the "Single Concession Contract"). The Autostrade Italia Concession and the other concessions for motorways in Italy (each, a "Concession") held by subsidiaries of the Group (together with Autostrade Italia, the "Motorway Subsidiaries") are granted by ANAS, a joint-stock company owned by the Italian Ministry of Economics and Finance, which was replaced by the Ministry of Infrastructure and Transport (the "Concession Grantor") as of 1 October 2012 pursuant to Law Decree 98 of 6 July 2011. See "— Regulatory".

The Concessions give the Motorway Subsidiaries the right to finance, construct, operate and maintain networks of motorways in Italy (the "Italian Group Network") during the term of the Concessions. The Italian Group Network comprises approximately 3,095.4 kilometres of motorways in Italy, of which the Autostrade Italia Concession (the "Autostrade Italia Network") accounts for approximately 2,855 kilometres or 92.2% of the Italian Group Network. In terms of kilometres, as at 31 December 2011 the Italian Group Network accounted for approximately 53.7% of the entire Italian toll motorway system and approximately 46.4% of all motorways in Italy, and, during the year ended 31 December 2011 carried approximately 63.7% of the total traffic volume on the Italian toll motorway system.

Although the principal activities of the Group remain focused on the construction, operation and maintenance of the Italian Group Network, in recent years the Group has begun to diversify its business operations, both geographically and through expansion into other businesses related to the operation and management of motorways. Such related businesses include the provision of automated toll collection technologies for the Group and third parties, motorway design, paving services, parking areas and traffic information services. As of 30 June 2012, the Group operates concessions in Brazil, Chile, Poland and India, and operates toll collection systems in the United States and a toll system for heavy vehicles in France. As of 30 June 2012, the non-Italian network comprised 2,022 kilometres of toll motorways or toll payment systems and represented approximately 16.9% of Group revenue. See "— Motorway Activities — International Motorway Activities".

The Group derives most of its revenue from tolls paid in Italy by users of the Italian Group Network. For the year ended 31 December 2011, revenues from tolls paid in Italy by the users of the Italian Group Network were €2,216.5 million (including €381.3 million in Additional Concession Fees passed through to the Concession Grantor pursuant to Italian law and including €70.4 million of toll revenue of Autostrada Torino Savona), or approximately 65.1% (excluding consolidated adjustments) of the consolidated revenue of the Group. Toll revenue is a function of traffic volumes and tariffs charged. Tariff rates applied to the Italian Group Network are regulated in accordance with Italian laws and the various Concession contracts. Adjustments in tariff rates for the majority of the Group's Concessions are made on an annual basis and determined in accordance with their respective concession contracts. See "— Regulatory — the Autostrade Italia Concession — Tariff Rates".

The Italian Group Network also includes 232 service areas (excluding Torino-Savona), where petrol stations, shops and restaurants are located. These service areas are operated by third parties pursuant to subcontracts

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<sup>1</sup> Source: AISCAT: "Summary of Italian motorway network under concession as of 31 December 2011" ("*Quadro riassuntivo della rete autostradale in concessione al 31.12.2011*").

granted to them by the Group. After toll revenue, royalties paid to the Group by such third-party subcontractors, together with sales or leasing of automated toll collection technologies (and related services), fees from motorway-related services and contract works to third parties, account for substantially all of the remaining revenue of the Group. See “— Service Areas”.

Several Motorway Subsidiaries are required by the terms of their Concessions to make capital investments (such as increasing the number of lanes on a motorway section or upgrading a motorway) pursuant to an approved investment plan. Such investments are designed to decrease congestion on the Italian Group Network and improve traffic flows and the efficiency and safety of the Italian Group Network. On the basis of Concessions currently in force, the Group currently expects to invest approximately €13 billion on the Italian Group Network, in addition to €7 billion of investments scheduled under the 1997 Single Concession Contract. See “— Motorway Capital Expenditures — Works” and “Risk Factors”.

All of the Concessions held by the Motorway Subsidiaries are set to expire between 2012 and 2050. The Autostrade Italia Concession, which contributed 84.1% (excluding consolidated adjustments) of the Group’s revenue in 2011 (and 79.0% of the Group’s revenue in the first six months of 2012), expires in 2038. See “— Regulatory —The Autostrade Italia Concession”. Each Concession provides that, upon its expiry, the toll motorways and the related infrastructure are to return to the Concession Grantor, or, in the case of the Mont Blanc Tunnel (as defined below), to the Italian and the French Governments, in a good state of repair and condition subject in some cases to the payment of compensation by the Concession Grantor. The Autostrade Meridionali Concession expires on 31 December 2012. On 10 August 2012, ANAS published a notice that a new concession for the A3 Napoli-Pompei-Salerno motorway would be put out to public tender. Upon conclusion of the public tender procedure, the new concessionaire, pursuant to the concession agreement, is expected to pay to Autostrade Meridionali the sum of €410 million relating to reimbursement for completed works. See “— Regulatory”.

As at 30 June 2012, the Group had 11,653 employees (excluding Società Autostrada Tirrenica and Autostrada Torino-Savona), compared to 10,551 employees as of 31 December 2011.

In September 2012 the Group was included for the fourth consecutive year, in the Dow Jones Sustainability Index, the global corporate social responsibility index that selects the best enterprises from the 2,500 international companies in the Dow Jones Global indices, based on economic, environmental and social criteria. Atlantia ranks as one of the best performers in the transport and infrastructure sector, obtaining the highest possible score in the Dow Jones Sustainability Index for Customer Relationship Management, Codes of Conduct/Compliance/Corruption & Bribery, Fuel Efficiency, Environmental Reporting, Human Capital Development and Social Reporting.

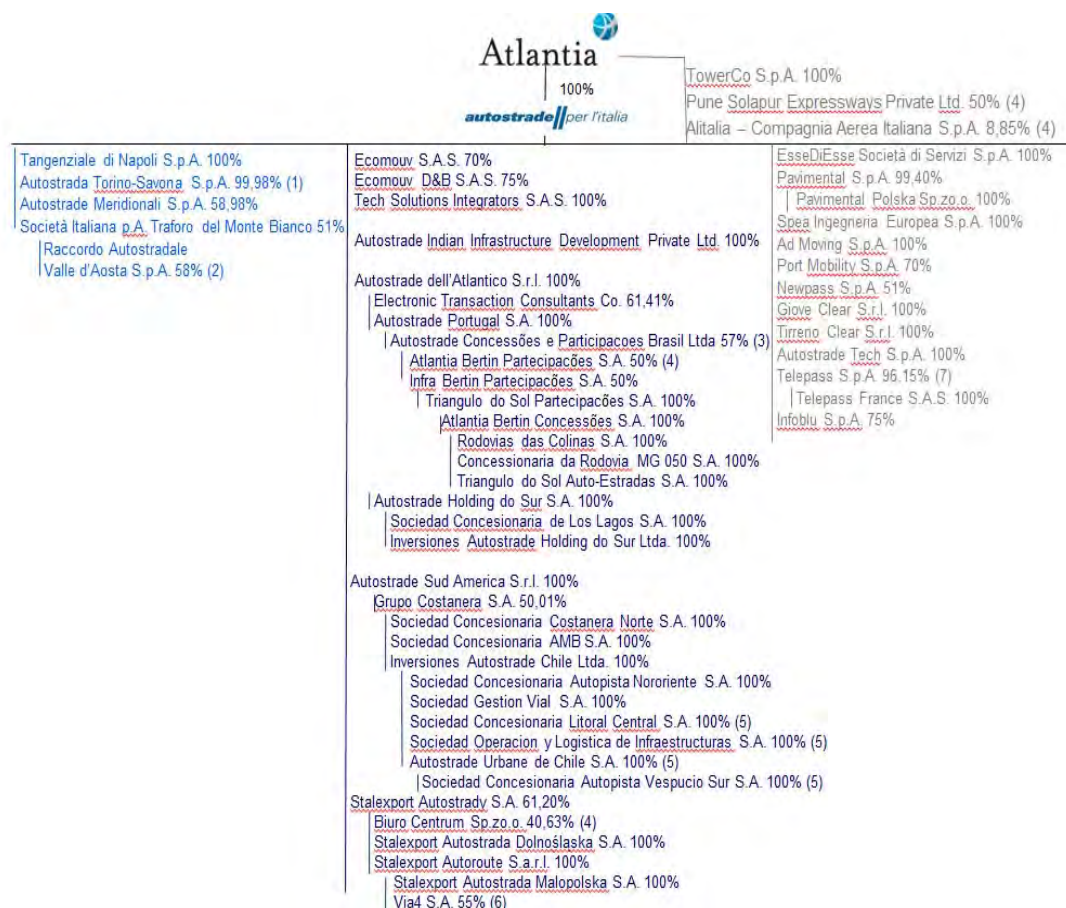
## **History**

Until May 2007, Atlantia was named Autostrade S.p.A. (“Autostrade”). Autostrade was incorporated as a *società per azioni* (joint stock company) under the laws of Italy in September 1950 by IRI. In April 1956, Autostrade was granted its original concession by ANAS. The concession gave Autostrade the right to construct, operate and maintain the A1 Milan-Naples, which now serves as the central North-South artery of the Italian motorway network. Subsequent renewals of, and concession deeds auxiliary to, the original concession were granted in 1962 and 1968 by ANAS, which increased the length of the toll motorways and the adjacent service areas under the control of Autostrade.

The Group was established in 1982 with the incorporation of Società Italiana per Azioni per il Traforo del Monte Bianco (“Mont Blanc Tunnel”), Tangenziale di Napoli S.p.A. (“Tangenziale di Napoli”) and Autostrada Torino-Savona S.p.A. (“Torino-Savona”), which became subsidiaries of Autostrade (now Atlantia). Beginning in 1996, the Group acquired companies active in motorway design, works supervision and motorway paving as part of the Group’s plan to integrate vertically and expand its activities.

IRI continued to own and control Autostrade directly or indirectly from the time of its incorporation until Autostrade’s privatisation in 1999. Following a corporate reorganisation of the Group, Autostrade transferred all of its motorway business to Autostrade Italia, a wholly-owned subsidiary incorporated in 2003.

The following chart sets forth the ownership structure of the principal companies within the Group as at the date hereof.



- (1) SIAS was granted a call option on Autostrade Italia's entire 99.98% stake in Autostrada Torino Savona, which was exercised on 28 September 2012.
- (2) The percentage refers to the ordinary shares of the share capital.
- (3) The remaining 43% is held by Autostrade dell'Atlantico S.r.l.
- (4) Not consolidated.
- (5) The remaining 50% is held by Inversiones Autostrade Holding do Sur Ltda.
- (6) Company name was changed to "Stalexport Transroute Autostrada S.A.".
- (7) The remaining 3.85% is held by Autostrade Tech.

## Strategy

The main strategic objective of the Group is to increase stakeholder value while focusing on improving the quality and range of services offered to its customers. To achieve this, the Group's strategy includes:

- A continuous focus and commitment to efficiency alongside quality of service;
- Finalizing new investments to remove bottlenecks on the existing network to enable long term traffic growth; and
- Consolidating international presence leveraging on leading industry knowledge and expertise and co-investing with other partners to pursue risk and geographical diversification.

## Business of the Group

The following table provides a breakdown of Group revenue by area of activity for the two years ended 31 December 2011 and for the six months ended 30 June 2012 and 2011.

	Year ended 31 December				Six Months ended 30 June			
	2010 <sup>(1)</sup>		2011		2011 <sup>(2)</sup>		2012	
	(€in millions)	(% of Group revenue)	(€in millions)	(% of Group revenue)	(€in millions)	(% of Group revenue)	(€in millions)	(% of Group revenue)
Motorway Activities <sup>(3)</sup> .....	3,094.2	69.3%	3,341.5	67.6%	1,538.8	68.4%	1,562.9	66.4%
Service Areas <sup>(4)</sup> .....	249.3	5.6%	252.0	5.1%	123.0	5.5%	115.4	4.9%
Other Business Activities <sup>(5)</sup> .....	1,119.5	25.1%	1,347.9	27.3%	586.6	26.1%	676.4	28.7%
<b>Total</b> .....	<b>4,463.0</b>	<b>100.0%</b>	<b>4,941.4</b>	<b>100.0%</b>	<b>2,248.4</b>	<b>100.0%</b>	<b>2,354.7</b>	<b>100.0%</b>

<sup>(1)</sup> Figures restated for comparative purposes following the reclassification of Società Autostrada Tirrenica as an asset held for sale in accordance with IFRS 5 and presented for comparative purposes in the Group's audited consolidated financial statements as at and for the year ended 31 December 2011.

<sup>(2)</sup> Figures restated for comparative purposes following the reclassification of Autostrada Torino-Savona as an asset held for sale in accordance with IFRS 5 and presented for comparative purposes in the Group's unaudited condensed interim consolidated financial statements as at and for the period ended 30 June 2012. In particular, the following restatements made (i) motorway activities were reduced by €3.9 million (originally amounting to €1,572.7 million), (ii) service areas were reduced by €0.7 million (originally amounting to €123.7 million) and (iii) other business activities were reduced by €13.2 million (originally amounting to €99.8 million).

<sup>(3)</sup> Revenues from motorway activities are composed of toll revenue. As indicated in "Presentation of Financial and Other Data—Effect on revenues of the Additional Concession Fee (Law Decree 78/2009)", the Additional Concession Fee for the years ended 31 December 2011 and 2010 recognized as Group revenue was equal to €81.3 million and €27.7 million (€26.7 million excluding Società Autostrade Tirrenica, deconsolidated in the fourth quarter of 2011), respectively.

<sup>(4)</sup> Income from service areas are composed of service area royalties from subcontracts for Oil and Non-Oil services.

<sup>(5)</sup> Revenues from other business activities are composed of contract revenue, revenues from Telepass and Viacard fees, other sales and service revenues (relating to the sale of technology devices and services, advertising, maintenance, reimbursements, lease rentals and damages received), other non-recurring income and revenue from construction services. In addition, revenue from construction service also varies depending on whether the Group chooses to engage Group companies such as Pavimental S.p.A. for such services (thereby generating revenue) or to subcontract with third party providers. For further information see "— Other Business Activities — Pavimental S.p.A.".

The following table provides a breakdown of consolidated Group revenue generated by Autostrade Italia and the International Motorway Activities as of 30 June 2011 and 2012:

	Six Months ended 30 June	
	2012	2011 <sup>(1)</sup>
	(€ in millions)	
Group total revenue .....	2,354.7	2,248.4
Total revenue generated by Autostrade Italia .....	1,860.7	1,952.8
Percentage of Group total revenue generated by Autostrade Italia .....	79.0%	86.9%
Total revenue generated by International Motorway Activities <sup>(1)</sup> .....	397.5	60.5
Percentage of Group total revenue generated by International Motorway Activities .....	16.9%	2.7%

<sup>(1)</sup> Figures restated for comparative purposes following the reclassification of Autostrada Torino-Savona as an asset held for sale in accordance with IFRS 5 and presented for comparative purposes in the Group's unaudited condensed interim consolidated financial statements as at and for the period ended 30 June 2012.

## Motorway Activities

The Group derives the predominant part of its revenue from its motorway activities, primarily through collection of tolls in Italy and internationally. Toll revenue is a function of traffic volumes and tariffs charged. Revenue attributable to the Group's toll revenue accounted for 67.6% of the Group's revenue in the year ended 31 December 2011. As of 30 June 2012, Autostrade Italia generated total revenues of €1,860.7 million (amounting to 79.0% of total Group revenue) compared to €1,952.8 million in the same period of 2011 representing 86.9% of total Group revenue.

### ***Italian Motorway Activities***

Road transportation plays a leading role in meeting the demand for transportation in Italy. Based on information available from the Italian Ministry of Infrastructure and Transport, in 2011 transportation by road comprised 59.2% of the total traffic of goods and 91.9% of total passenger traffic in Italy, and 61.9% and 91.9% in 2010, respectively. These percentages have been substantially stable for the past five years.

As at 31 December 2011, Italian toll and non-toll motorways, including tunnels, bridges and viaducts (the “Italian Motorway Network”), consisted of 6,668 kilometres of motorways, 5,764 kilometres of which were toll motorways operated by motorway concessionaires. The Group manages a total of 3,095.4 kilometres of the Italian Motorway Network, of which 2,854.6 kilometres are managed by Autostrade Italia (representing 92.2% of the Italian Motorway Network) and approximately 240.8 kilometres are managed by the other Motorway Subsidiaries of the Italian Group Network. The remaining 3,572.6 kilometres of the Italian Motorway Network are managed partly by other motorway concessionaires (2,668 kilometres) and partly by ANAS (904.6 kilometres of non-toll motorways) directly.

For a discussion of competition between the Group and third-party toll and State-run motorways as well as with alternative modes of transportation, see “— Competition”.

On 28 November 2011, ANAS and the Italian Antitrust Authority approved the sale of a 69.1% stake in Società Autostrada Tirrenica (“SAT”) pursuant to an agreement signed on 13 May 2011 for a purchase price of €68.0 million.

On 30 May 2011 the Group completed the initial closing of the sale of its 60.0% stake in Strada dei Parchi to Toto Costruzioni Generali S.p.A. (“Toto Costruzioni”), following fulfilment of the conditions precedent to which the related agreement was subject. As a result of the agreement, a 58.0% stake was transferred to Toto Costruzioni for an acquisition price of approximately €86 million. The remaining 2.0% stake in Strada dei Parchi held by Autostrade Italia is subject to a call/put option exercisable at a price of €3 million, the exercise of which is subject to the completion of certain works required by Strada dei Parchi’s concession agreement.

### ***International Motorway Activities***

International Motorway Activities accounted for approximately 16.9% and 2.7% (excluding consolidated adjustments) of the Group’s revenue in the six months ended 30 June 2012 and 2011, respectively. Atlantia’s principal international activities are described below.

#### ***Poland - Stalexport Autostrady***

Autostrade Italia owns a 61.2% stake in Stalexport Autostrady S.A. (“Stalexport”), which operates the 61 kilometre A4 stretch from Kraków to Katowice in Poland through its subsidiary Stalexport Autostrada Małopolska S.A.. The concession contract is scheduled to expire in 2027. Stalexport is fully consolidated in Atlantia’s financial accounts. Stalexport generated €44.8 million in revenue in 2011, an increase of 3.5% from revenue of €43.3 million in 2010. Stalexport recorded a 9.9% decrease in traffic in the first six months of 2012 compared to 2011. Light vehicles increased by 5.9%, whilst heavy vehicles decreased by 11.3%, reflecting the combined impact of the adoption of direct tolling and abolition of the shadow tolling system.

#### ***Chile - Los Lagos***

Through Autostrade dell’Atlantico S.r.l. (a wholly-owned subsidiary), Autostrade Italia owns (directly or indirectly) 100% of Sociedad Concesionaria de Los Lagos S.A. (“Los Lagos”), the holder of the concession expiring in 2023 for the 135 kilometre section of toll motorway between Río Bueno and Puerto Montt in Chile. Tolls vary depending on the day of the week, time of day and type of vehicle and are revised annually on the basis of the full rate of inflation. In the first six months of 2012, Los Lagos recorded a 13% increase in traffic as compared to the corresponding period in 2011, and a 14.3% increase in the average daily volume of light traffic and a 9% increase in the average daily volume of heavy vehicles as compared to 2011.

## *Chile - Autostrade Sud America – Grupo Costanera*

At the end of 2011, Autostrade Italia owned 45.765% of Autostrade Sud America S.r.l. (“ASA”), a holding company in which SIAS S.p.A. (“SIAS”) (an Italian company operating in the motorway, technology and construction sectors) also owned 45.765% and Mediobanca – Banca di Credito Finanziario S.p.A. (“Mediobanca”) owned 8.470%. ASA, prior to the agreement with CPPIB described below, held 100% of a Chilean holding company, Grupo Costanera S.A. (“Costanera”). Costanera focuses on motorways under concession in Chile and directly or indirectly owns interests in concessionaires in the metropolitan area of Santiago and in the coastal region of Valparaíso. In 2011, Autostrade Italia and Costanera formed Nueva Inversiones, S.A. (“Nueva Inversiones”) as a 50-50 joint venture to hold stakes in certain companies holding motorway concessions in Chile as well as a motorway maintenance and operations company.

On 25 February 2012, Atlantia announced that it had reached agreements, via Autostrade Italia, with SIAS and Mediobanca pursuant to which SIAS agreed to transfer its 45.765% interest in ASA to Autostrade Italia for a purchase price of €65.2 million and Mediobanca agreed to transfer its 8.47% stake in ASA to Autostrade Italia for a purchase price of €04.6 million. The transfer of these stakes in ASA was completed on 28 June 2012 and, for accounting purposes, Atlantia consolidated 100% of Costanera’s operations from 1 April 2012.

On 19 April 2012, Atlantia announced that it had reached an agreement, via Autostrade Italia, to sell 49.99% of Costanera to the CPPIB, a leading Canadian pension fund manager, for a purchase price of 560 billion Chilean pesos (approximately €59 million, net of foreign exchange risk hedging transactions). The transaction with CPPIB valued Costanera at approximately €1,725 million. Pursuant to the agreement with CPPIB, Autostrade Italia agreed to transfer to Costanera its 50% stake in Nueva Inversiones, giving Costanera a 100% total stake in Nueva Inversiones. The transfer of the stake in Costanera to CPPIB and the transfer of the stake in Nueva Inversiones to Costanera were each completed on 3 August 2012 and the settlement of the purchase price took place on 27 September 2012. On 2 August 2012, Costanera changed its name to Grupo Costanera S.p.A.

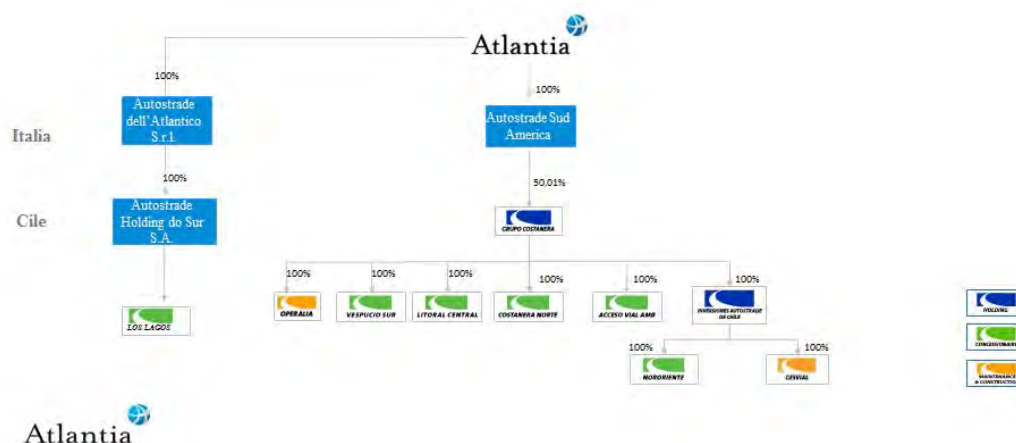
Following the closing and the settlement of the transaction with CPPIB, Atlantia continues to control Grupo Costanera through its indirect subsidiary ASA.

As a result of the transactions described above: (i) Autostrada Italia owns 100% of ASA; (ii) ASA and CPPIB own 50.01% and 49.99%, respectively, of Costanera and (iii) Costanera owned 100% of Nueva Inversiones which was merged into Costanera on 13 August 2012. Costanera owns 100% stakes in five companies holding motorway concessions in Chile (Costanera Norte, Vespucio Sur, Nororient, Acceso Vial AMB and Litoral Central) equal to approximately 188 kilometres of motorway, as well as two maintenance and operations companies which are primarily engaged in servicing Costanera’s motorways. Below is a description of the motorway concessions in Chile:

- Costanera Norte S.p.A. (“Costanera”) holds the concession for the 43 kilometre Costanera Norte toll motorway in the city of Santiago. The concession contract is scheduled to expire in 2033. The motorway is equipped with a free-flow tolling system with 17 gates. Tolls vary depending on the day of the week, time of day and type of vehicle and are revised annually on the basis of the full rate of inflation plus an amount up to 3.5%. Tolls may also be increased periodically should the average speed recorded at individual toll gates be below certain pre-defined thresholds set out in the concession arrangement (“free-flow tolling”). In the first six months of 2012, Costanera Norte recorded a 4.5% increase in vehicle transits as compared to the same period in 2011. Costanera Norte recorded €8.9 million in revenue in 2011, an increase of 9.5% from revenue of €3.8 million in 2010.
- Acceso Vial AMB S.A. (“AMB”) holds a concession expiring in 2048 for the 10 kilometre access road connecting the city of Santiago with the Arturo Merino Benítez International Airport. The concession will expire when the net present value of the revenues received from the beginning of the concession, discounted using a real rate of 9.0%, reaches the threshold set out in the concession arrangement and, in any event, no later than 2048. The Group estimates that this threshold could be met and consequently that the concession would expire in 2021. The tolling system is a mixed free-flow (1 gate) and manual (1 barrier) system. Tolls vary depending on the type of vehicle and are revised annually on the basis of the full rate of inflation plus 1.5%. In the first six months of 2012, AMB recorded an increase in vehicle transits of 13.2% compared to the same period in 2011. AMB recorded €0.9 million in revenue in 2011, an increase of 12.5% from revenue of €0.8 million in 2010.
- Autopista Nororient S.A. (“Nororient”) is the holder of a concession expiring in 2044 for the 22

kilometre north-eastern bypass in the city of Santiago. The concession will expire when the net present value of the revenues received from the beginning of the concession, discounted using a real rate of 9.5%, reaches the threshold set out in the concession arrangement and, in any event, no later than 2044. The tolling system is manual (2 barriers and 2 entry and exit points). Tolls vary depending on the type of vehicle and are revised annually on the basis of the full rate of inflation plus an amount up to 3.5%. In the first six months of 2012, Nororiente recorded an increase in vehicle transits of 15.3% compared to the same period in 2011. Nororiente recorded €3.5 million in revenue in 2011, a decrease of 35.2% from revenue of €5.4 million in 2010.

- Sociedad Concesionaria Autopista Vespucio Sur S.A. (“Vespucio Sur”) is the holder of a concession expiring in 2032 (with an option for the Concession Grantor to extend for a further 10 years) for the 24 kilometres southern section of the orbital toll motorway serving the city of Santiago. The road is equipped with a free-flow tolling system with 15 gates. Tolls vary depending on the day of the week, time of day and type of vehicle and are revised annually on the basis of the full rate of inflation plus an amount up to 3.5%. Tolls may also be increased periodically should the average speed recorded at individual toll gates be below certain pre-defined thresholds set out in the concession arrangement (“freeflow tolling”). In the first six months of 2012, Vespucio Sur recorded an increase in vehicle transits of 8.9% compared to the same period in 2011. Vespucio Sur recorded €60.1 million in revenue in 2011, an increase of 30.1% from revenue of €46.2 million in 2010.
- Sociedad Concesionaria Litoral Central S.A. (“Litoral Central”) holds a concession expiring in 2031 for the 79 kilometre toll motorway serving the cities of Algarrobo, Casablanca and Cartagena in the Region of Valparaíso, Chile. The tolling system is manual (3 barriers and 1 entry and exit point). Tolls vary depending on the type of vehicle and are revised annually on the basis of the full rate of inflation. In the first six months of 2012, Litoral Central recorded an increase in vehicle transits of 13.6% compared to the same period in the same period in 2011. Litoral Central recorded €2.3 million in revenue in 2011, a 0.4% increase from revenue of €2.2 million in 2010.



On 10 May 2012, Grupo Costanera reached a Master Concessions Coordination Agreement (*Acuerdo Marco Coordinacion de Concesiones*) with the Chilean Ministry of Public Works for the preliminary regulation of the execution of seven different projects in the central-east sector of Santiago. In particular, the agreement determines the scope of the works and the methods for setting off the related investments, provided that the final conditions and detailed provisions must be reflected in a supplementary agreement (a “*Convenio Complementario*”) to the concession agreement regarding Costanera, which as of the date hereof is still being negotiated. Based on the agreement, the total value of the investment amounts to approximately 10 Unidad de Fomento (UF) million (equal to approximately €355 million at 30 June 2012). Grupo Costanera already commenced a bidding process for the award of several of the projects set out in the Master Concessions Coordination Agreement on the basis of specific procedural rules established by the Chilean Ministry of Public Works.

*Brazil - Autostrade dell'Atlantico*

Pursuant to the agreement reached with Leão & Leão Ltda. on 11 June 2010 and following authorisations received from the competent authorities, during the second half of 2011 the Group acquired control of the company Triângulo do Sol, of which it had held a 50% interest since 2009 through the (wholly owned) subholding company Autostrade do Brasil. Control was acquired through three acquisition transactions in rapid succession, each for 10% of the company's share capital, which allowed the Group to acquire an 80% interest in Triângulo do Sol. During the first half of 2012, the Group acquired the remaining 20% of the share capital of the company Triângulo do Sol, already consolidated as of 1 July 2011.

On 30 June 2012, the Group announced the formation of a new joint venture with the Bertin group, Atlantia Bertin Concessões SA ("Atlantia Bertin Concessões"). Autostrade do Brasil contributed its entire shareholding (representing 100% of the share capital) in the concessionaire Triângulo do Sol to the Brazilian subholding company Atlantia Bertin Concessões. As a result, as at 30 June 2012, Atlantia Bertin Concessões held 100% interest in:

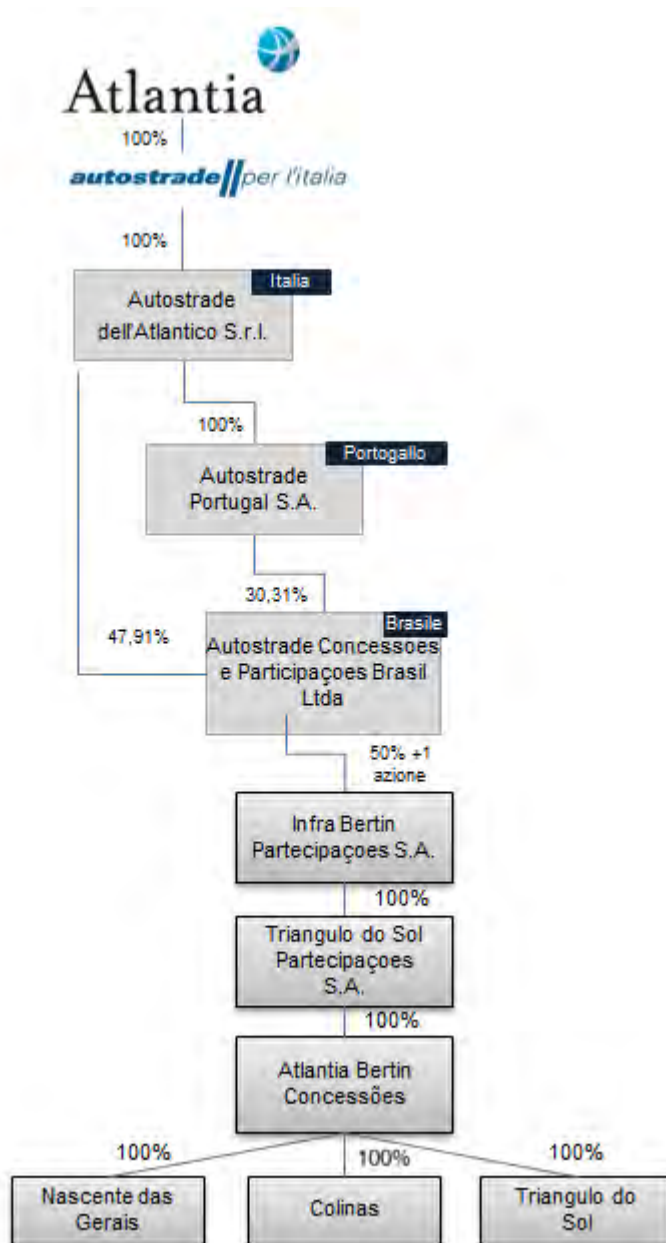
- Triângulo do Sol, which holds the concession for 442 kilometres of motorway in the state of São Paulo in Brazil, expiring in 2021. The motorway uses an open tolling system with manual and electronic "non-stop-and-go" payment. Tolls vary depending on the type of vehicle and are revised annually on the basis of the full rate of consumer price inflation. In the first six months of 2012, Triângulo do Sol recorded a 6.3% increase in vehicle transits compared to the same period in 2011 (+5.7% for light vehicles and +7.5% for heavy vehicles).
- 100% of Rodovias das Colinas ("Colinas"), the holder of the concession for 307 kilometres of motorway in the state of São Paulo, expiring in 2028. The motorway uses an open tolling system with manual and electronic "non-stop-and-go" payment. Tolls, which are charged per journey at each of 8 barriers (6 central + 2 exit and entry points), vary depending on the type of vehicle and the number of axles, and are revised annually on the basis of the full rate of consumer price inflation. In the first six months of 2012, Colinas recorded a 3.3% increase in vehicle transits compared to the same period in 2011 (+3.5% for light vehicles and +2.6% for heavy vehicles).
- 100% of Nascente das Gerais, the holder of the concession for 372 kilometres of motorway in the state of Minas Gerais, expiring in 2032, consisting of three different sections, in the area between Betim, São Sebastião do Paraíso and Belo Horizonte in the state of Minas Gerais in Brazil. The motorway uses an open tolling system with manual and electronic "non-stop-and-go" payment. Tolls, which are charged per journey at each of 6 barriers, vary depending on the type of vehicle and the number of axles, and are revised annually on the basis of the full rate of consumer price inflation. In the first six months of 2012, Nascente das Gerais recorded a 3.2% increase in vehicle transits compared to the same period in 2011 (+5.1% for light vehicles and (1.9) for heavy vehicles).

Pursuant to the transaction, the Atlantia Bertin Concessões has also been granted an option to acquire 95% of SPMAR, a company owned by Bertin which holds the concession for one of Brazil's most important motorway assets, Rodoanel, the 105 kilometres orbital toll motorway serving São Paulo (of which approximately 60 kilometres are in operation, with the remainder under construction). The option may be exercised at the end of the first year of full operation of Rodoanel (expected to be 2015), with the price to be determined on the basis of a pre-set return on equity, the effective cost of completing the motorway and the traffic volumes recorded. Payment for the option is expected to occur via total or partial cancellation of a loan of 1,120 million real (equal to approximately €434 million) made by Atlantia Bertin Concessões to Bertin to finance SPMAR's investments, with additional cash consideration to be paid should the price for SPMAR be higher or lower in value than the consideration realized from the total or partial cancellation of the loan.

In addition, the Group holds a 50% stake in a second joint venture Atlantia Bertin Participações S.A. with the Bertin group ("Atlantia Bertin Participações"), which owns the 50% interest in the concessionaire Rodovias do Tietê contributed by CIBE Investimentos (the remaining 50% of which is held by Ascendi group). The Group subscribed for new shares in Atlantia Bertin Participações with a value of 64 million real (approximately €26.7 million). Tietê Bertin holds the concession for 417 kilometres of motorway in the state of São Paulo, expiring in 2039.

Pursuant to an agreement entered into with the Bertin group on 27 January 2012, Atlantia Bertin Concessões has a call option for the purchase of the entire stake held by CIBE Investimentos in the share capital of Infra Bertin Empreendimentos S.A., which in turn holds 95% of the share capital of Concessionária SPMAR S.A. Concessionária SPMAR S.A. holds the concession for 105 kilometres of toll motorway in São Paulo (Rodoanel), of which 60 kilometres are in operation and the remaining 45 kilometres are under construction.





#### *India – Pune Solapur Expressways Private Limited*

On 17 February 2009, Atlantia, together with its 50% consortium partner TRIL Roads Private Limited, a Tata group company, was awarded the concession for the 110 kilometre Pune-Solapur section of motorway in the Indian state of Maharashtra. The concession terminates in 2030 and envisages application of a direct toll to be paid by users. Construction works in order to widen the motorway from two to four lanes commenced in November 2009 and were assigned to the local construction companies Oriental and IJM. The concessionaire will be responsible for managing and maintaining the section throughout the concession term.

During 2010, the Atlantia Group capitalised the affiliate Pune Solapur Expressways Private Limited for €4.7 million. As of the date hereof, Pune Solapur Expressways Private Limited is not consolidated into the Group.

#### *France - Ecomouv*

On 8 February 2011 the French Ministry of Ecology, Sustainable Development, Transport and Housing (the “MEDDTL”) informed Autostrade Italia that it had been awarded a contract for the implementation and

operation of a satellite-based toll system for heavy vehicles weighing over 3.5 tonnes using France's 15,000-kilometre road network (the "*Eco Taxe Poids Lourds*"). Following litigation commenced by a rival bidding consortium, on 24 June 2011 the Council of State (*Conseil d'État*) affirmed the grant of the contract to Autostrade Italia, concluding that the tender process was conducted in full compliance with applicable laws. The Council of State functions as the highest judicial body for public law matters in France.

On 20 October 2011, Autostrade Italia, through its wholly-owned project company Ecomouv S.A.S., signed a partnership agreement with the MEDDTL for the implementation of *Eco-Taxe Poids Lourds*. The contract envisages total investment of approximately €650 million, and total revenue of €2.8 billion over the 13 years and 3 months of the concession term, composed of an initial design and construction phase of 21 months following the signing of the partnership agreement and a second management and maintenance phase of 11 years and 6 months.

On 26 October 2011, new shares in Ecomouv SAS were issued to Autostrade Italia's French partners involved in the project. Following a capital increase, Autostrade Italia holds 70% of the share capital of Ecomouv. The remaining 30% is held by the following French partners: Thalés (11%), Société Nationale des Chemins de Fer Français (SNCF) (10%), Société Française de Radiotéléphone (SFR) (6%) and Steria France (3%).

In the first six months of 2012, Ecomouv completed investments amounting to €109.7 million, relating mainly the development of the project *Eco-Taxe Poids Lourds*. As a result, 23.3% of the project *Eco-Taxe Poids Lourds* has been completed.

### **Service Areas**

As at 30 June 2012, there are 232 service areas on the Italian Group Network (excluding Torino-Savona and including Stalexport), 216 of which are located in the network managed by Autostrade Italia. All service areas include full-service petrol stations ("Oil" services), and most include self-service mini-markets and offerings of food and beverages ("Non-Oil" services). Some service areas include additional accessory services, such as motels, repair garages, shops and information services. Service areas are located, on average, at intervals of 27 kilometres along the Italian Group Network.

The Group does not directly manage any of the service areas, but instead grants subcontracts (each a "Subcontract" and jointly the "Subcontracts") to third parties (the "Subcontractors") for the management of various services in the service areas, with durations between 5 to 18 years, not automatically renewable. The Italian Motorway Subsidiaries are required to pay an annual fee derived from any subconcessions or subcontracts to the Concession Grantor. The royalties due under the Subcontracts are composed of a fixed rate and a variable rate, which is calculated based on the Subcontractor's revenue (based on determined components for Non-Oil services and litres of petrol supplied for Oil services).

Generally, the Subcontracts grant to each Subcontractor the right to perform one or more services in one or more service areas. Pursuant to the Subcontracts, the Subcontractor is typically required to build the structures necessary to provide the service and, subsequently, to manage and maintain those services either directly or through management contracts with third parties.

Independent appraiser Roland Berger Strategy Consultants currently conducts the bid process for the Group's food, beverage and mini-market Subcontracts. See "[— Regulatory — Subcontracts for Services on the Motorways](#)". Autostrade Italia monitors the quality of service provided by Subcontractors through an external specialized company through regular inspections. In addition, the Concession Grantor and Italian consumer associations periodically verify services offered. For contracts entered into after 1 January 2009, prices are monitored by an external specialised company both for Oil and Non-Oil operators.

Upon the expiry of a Subcontract, the land on which the service area is located and the buildings and infrastructures built by the Subcontractor must, in instances where the Group owns the land, be returned to the Group in a good state and condition with no compensation to the Subcontractor. In relation to service areas built on land owned by Subcontractors, upon the expiry of the Subcontract, the right of access to the motorway shall be subject to renegotiation. Under a Subcontract, the Subcontractor typically undertakes to pay to the relevant Motorway Subsidiary a percentage of the revenues, in the form of a royalty, generated from sales for both restaurants/shops and petrol services, based upon a relevant fixed component. The Group monitors the quality of the services offered by the Subcontractors at the service areas through periodic inspections of such areas.

Upon the expiry of a Subcontract, a new Subcontract may be granted only upon competitive bidding procedures

in accordance with the 1997 Concession Agreement and, with respect to food, beverage and mini-market Subcontracts, in accordance with the Anti-Trust Decision (as defined below).

Subcontracts for 85 restaurants and 87 petrol stations were renewed in 2008. About 60% of the Group's petrol station subcontracts and 40% of the Group's food and beverage subcontracts will begin to expire from 2013 to 2015. See “— Regulatory — Subcontracts for Services on the Motorways”.

The table below sets forth the total consolidated income from service areas at the Group derived from royalty payments from the Subcontractors, divided into major product and service lines, for the two years ended 31 December 2011 and the six months ended 30 June 2012 and 2011.

	Year ended 31 December		Six months ended 30 June	
	2010	2011	2012	2011
	<i>(€ in millions)</i>			
<i>Autostrade Italia royalties, of which</i>				
petrol sales and car services .....	141.3	142.0	66.0	70.0
food and beverages and sales of goods .....	101.5	103.0	46.7	50.0
Extraordinary royalties <sup>(1)</sup> .....	-	0.1	-	0.1
<b>Total Autostrade Italia royalties</b> .....	<b>242.8</b>	<b>245.1</b>	<b>112.7</b>	<b>120.1</b>
Other Motorway Subsidiaries royalties .....	6.5 <sup>(4)</sup>	6.9 <sup>(3)</sup>	2.7	2.9 <sup>(2)</sup>
<b>Total Group Royalties</b> .....	<b>249.3</b>	<b>252.0</b>	<b>115.4</b>	<b>123.0</b>

<sup>(1)</sup> Extraordinary royalties consist of one-off payments relating to the granting or renegotiation of contracts.

<sup>(2)</sup> Excluding royalties from Autostrada Torino-Savona in the amount of €0.7 million.

<sup>(3)</sup> Including royalties from Autostrada Torino-Savona in the amount of €1.3 million.

<sup>(4)</sup> Excluding royalties from Società Autostrada Tirrenica in the amount of €2.6 million.

As at 31 December 2011, the largest food, beverage and retail Subcontractor of the Group was Autogrill, with 134 food, beverage and retail Subcontracts. Autogrill is controlled by Edizione, an investment company controlled by the Benetton family. See “Shareholders”. Pursuant to the Anti-Trust Decision (as defined below), so long as Edizione is its majority shareholder, Autogrill may not hold more than 72% of the Group's food, beverage and retail Subcontracts. See “— Regulatory — Subcontracts for Services on the Motorways”.

In order to temporarily alleviate the recent difficulties by subcontractors with respect to the payment of royalties due to the decrease in traffic volumes, Autostrade offered all Oil and Non-Oil subcontractors an identical reduction of the fixed percentage of royalties payable to it for the year 2012 only. The other terms and conditions of the subcontracts will remain unchanged.

## Other Business Activities

In recent years, the Group has developed businesses that are related to its core toll motorway business. In particular, the Group provides the following services to Group companies as well as third parties (i) planning, construction and maintenance of motorway surfacing, (ii) management of automated toll collection systems, in particular the Telepass system and Viacard, and sale or rent of electronic toll collection equipment, and (iii) data and information related to traffic conditions and software designed to manage such information. The following companies constitute the Other Business Activities of the Group:

### *Autostrade Tech S.p.A.*

Autostrade Tech is wholly-owned by Autostrade Italia. Autostrade Tech develops, supplies and operates integrated road tolling, charging, control and monitoring systems for urban areas, car parks and interports in Italy and around the world. The company's technology allows to autonomously determine the itinerary of vehicles and calculate the applicable toll, and monitor road conditions on high traffic networks.

### *SPEA Ingegneria Europea S.p.A.*

SPEA Ingegneria Europea S.p.A. (“SPEA”) is 100% owned by Autostrade Italia and is responsible for providing engineering services related to the design, supervision and environmental compliance with respect to any significant upgrading or construction on the Italian Group Network, mainly to Autostrade Italia and the Motorway Subsidiaries.

### ***Pavimental S.p.A.***

Pavimental S.p.A. (“Pavimental”) is 99.4% owned by Autostrade Italia. Pavimental’s primary activity is providing maintenance, paving and construction services for the Group and to third parties.

### ***Giove Clear S.r.l.***

Giove Clear S.r.l. (“Giove”) is a wholly-owned subsidiary of Autostrade Italia established in 2007 to provide cleaning services to the service areas of the Italian Group Network without awarding these contracts to third parties. During 2012, Tirreno Clear S.r.l., a wholly-owned company of Autostrade Italia also providing cleaning services was merged with and into Giove.

### ***Infoblu S.p.A.***

Infoblu S.p.A. (“Infoblu”) is a subsidiary of Autostrade Italia and provides traffic information via radio and television broadcasts. Autostrade Italia holds 75% of the share capital of Infoblu. In 2010, Infoblu launched mobile handset applications on the Android, Apple and Samsung platforms which provide real-time information on traffic and other services via such applications available on all major wireless networks.

### ***Electronic Transaction Consultants Corporation***

Autostrade dell’Atlantico S.r.l. holds a 61.41% interest in the share capital of Electronic Transaction Consultants Corporation (“ETC”). ETC is based in Richardson, Texas (in the United States of America) and provides system integration, hardware and software maintenance, customer services and consultancy in the field of free flow electronic toll collection systems. ETC has contracts to provide Open Road Tolling, High Occupancy Tolling systems or payment processing and customer service support functions to motorway authorities and toll roads in the states of California, Delaware, Georgia, Florida, Louisiana, Texas, Utah and Washington.

On 24 May 2011, ETC was selected by the Port Authority of New York and New Jersey to supply and operate a free flow tolling system for a number of major highways linking the states of New York and New Jersey (including the George Washington Bridge). The contract, which was signed on 29 July 2011, is worth a total of approximately US\$82 million (or €57 million as on such date).

### ***TowerCo S.p.A.***

TowerCo S.p.A. (“TowerCo”) is wholly-owned by Atlantia. The company is responsible for the construction and management of fully equipped sites located around the motorway network managed under concession and on land owned by third parties (the Concession Grantor, municipal authorities and other motorway operators). These sites host antennae and equipment used by commercial operators (mobile communications companies and TV and radio broadcasters) and public services (police, traffic monitoring systems, Bank of Italy). The Group entered into contracts with the main Italian cellular phone service providers, Telecom Italia S.p.A., Wind S.p.A. and Vodafone S.p.A. As at 30 June 2012, TowerCo manages 287 sites on the Italian Group Network. TowerCo’s operational strategy is to extend its business model beyond the Group’s concessions areas above all to those of the Concession Grantor as well as to other road concessionaires and to properties owned by municipalities.

### ***Telepass S.p.A.***

Autostrade Italia holds a 96.15% interest in the share capital of Telepass (the remaining 3.85% is held by Autostrade Tech), is responsible for operating electronic motorway tolling systems.

As at 30 June 2012, the number of Telepass devices in circulation exceeded 7.9 million (an increase of approximately 290,000 devices compared to the same period of 2011) and the number of subscribers of the Premium option totalled 1.5 million (an increase of approximately 196,000 subscribers compared to the same period in 2011).

### ***Other Investments and Transactions***

In addition to the subsidiaries and interests held by Autostrade Italia listed above, Autostrade Italia holds interests in the following companies: 100.0% of EssediEsse Società di Servizi S.p.A., which provides administrative, payroll, general and facility management services for the entire Group; 100.0% of AD Moving

S.p.A., which sells advertising space and services and manages events at service areas; 70.0% of Port Mobility S.p.A., which manages services within the Port of Civitavecchia; and 51.0% of Newpass S.p.A., which operates automated payment systems. In addition, Atlantia holds 8.85% of the share capital of Alitalia S.p.A., the Italian airline company.

In addition, the Group previously held a 33% stake in IGLI S.p.A. (“IGLI”), a company that holds a 29.96% stake in Impregilo S.p.A., a leading Italian general contractor and construction group listed on the Borsa Italiana. On 8 March 2012, Autostrade Italia sold its entire stake in IGLI to Argo Finanziaria S.p.A. (“ArgoFin”) for a purchase price of €87.6 million. In connection with this transaction, Autostrade Italia also waived pre-emption rights with respect to certain IGLI shares sold to ArgoFin by the Fonsai group in a separate transaction.

### The Italian Group Network



The Italian Group Network is the largest concessionaire network in Italy in terms of length, constituting 46.4% of the Italian motorway system and 53.7% of the Italian toll motorway system as at 31 December 2011. In 2011, traffic volume on the Italian Group Network (excluding Strada dei Parchi), as measured by the number of kilometres travelled, was approximately 51.7 billion kilometres, accounting for approximately 63.7% of total traffic volume on the Italian toll motorway system.

Concessions for the Italian Group Network are held by Autostrade Italia and the following other Motorway Subsidiaries: Mont Blanc Tunnel, Raccordo Autostradale Valle d’Aosta S.p.A. (“RAV”), Tangenziale di Napoli and Società Autostrade Meridionali S.p.A. (“SAM”). The Group also holds minority interests in companies which have been recently awarded concessions to operate toll motorways in Italy, e.g. Società Infrastruttura Toscane S.p.A., or that are promoting the construction of new toll motorways, e.g. Tangenziali Esterne di Milano, none of which have commenced operations.

The two principal motorways of the Italian Group Network are the A1 Milan-Naples motorway and the A14 Bologna-Taranto motorway, which constitute approximately 51.2% of the total length of the Italian Group Network (excluding Strada dei Parchi). These motorways are main arteries of the Italian motorway system, connecting northern and southern Italy and linking Italy to neighbouring countries. The other motorways that form the Italian Group Network permit access to the interior of Italy as well as to certain international connections.

As at 31 December 2011, the Italian Group Network (excluding Autostrada Torino-Savona) comprises 21 toll motorway segments, the majority of which run across highly developed areas within Italy characterized by strong industrial presence with a network of infrastructure which favours economic development, and where the Group believes the highest portion of Italy's gross domestic product is generated.

The Italian Group Network's junctions with other motorways and roadways are located in areas designed to provide adequate access to the Italian Group Network, as well as to ordinary non-toll roads and other transportation networks. The Italian Group Network also comprises 255 toll stations and 232 service areas (including those on Stalexport), where petrol stations, shops and restaurants are located. See "— Service Areas".

The Italian Group Network is also directly linked to the Italian motorways operated and managed by non-Group motorway concessionaires. As at 31 December 2011, Italian toll and non-toll motorways, including tunnels, bridges and viaducts (the "Italian Motorway Network"), consisted of 6,668 kilometres of motorways, 5,763 kilometres of which were toll motorways operated by motorway concessionaires operated by 24 concessionaires. The Group manages a total of 3,095.4 kilometres of the Italian Motorway Network, of which 2,854.6 kilometres are managed by Autostrade Italia (representing 92.2% of the Italian Motorway Network) and approximately 240.8 kilometres are managed by the other Motorway Subsidiaries of the Italian Group Network. The remaining 3,572.6 kilometres of the Italian Motorway Network are managed partly by other motorway concessionaires (2,668 kilometres) and partly by the Concession Grantor (904.6 kilometres) directly. This network also comprises three international toll tunnels (Mont Blanc, S. Bernard and Frejus) for a total length of 25.4 kilometres. The Italian Group Network controls four of the eight motorways that are connected to other European motorways through the Alps, including the Mont Blanc Tunnel.

The table below sets forth a list of the toll motorways included in the Italian Group Network, the length of each of these motorways in operation and the portion of each of these motorways having three or more lanes, as at 31 December 2011.

Concessionaire	Motorway	In Operation	Portion Having At Least Three Lanes (in kilometres)
<b>Autostrade Italia</b> .....	A1 Milan-Naples (Autostrada del Sole) <sup>(1)</sup> ....	803.5	520.2
	A4 Milan-Brescia .....	93.5	93.5
	A7 Genoa-Serravalle .....	50.0	—
	A8/9 Milan-lakes .....	77.7	36.1
	A8/A26 link road .....	24.0	11.0
	A10 Genoa-Savona .....	45.5	16.4
	A11 Florence-coast .....	81.7	—
	A12 Genoa-Sestri Levante .....	48.7	—
	A12 Rome-Civitavecchia .....	65.4	—
	A13 Bologna-Padua <sup>(2)</sup> .....	127.3	—
	A14 Bologna-Taranto <sup>(3)</sup> .....	781.4	183.6
	A16 Naples-Canosa .....	172.3	—
	A23 Udine-Tarvisio .....	101.2	6.0
	A26 Genoa-Gravellona Toce <sup>(4)</sup> .....	244.9	129.0
	A27 Venice-Belluno .....	82.2	41.2
	A30 Caserta-Salerno .....	55.3	55.3
		<b>Total Autostrade Italia Network</b> .....	<b>2,854.6</b>
<b>Mont Blanc Tunnel</b> .....	T1 Mont Blanc Tunnel .....	5.8	—
<b>Raccordo Autostradale</b>			
<b>Valle d'Aosta</b> .....	A5 Aosta-Mont Blanc .....	32.3	—
<b>Torino-Savona</b> <sup>(5)</sup> .....	A6 Turin-Savona .....	130.9	—
<b>Tangenziale di Napoli</b> .....	Naples ring-road .....	20.2	20.2

<b>Autostrade Meridionali..</b>	A3 Naples-Salerno .....	51.6	16.1
	<b>Total</b> .....	<b>240.8</b>	<b>36.3</b>
	<b>Total Italian Group Network</b> .....	<b>3,095.4</b>	<b>1,128.6</b>

(1) Including connections to the Rome North and the Rome South exits.

(2) Including the connection to Ferrara and the branch to Padua South.

(3) Including the branch to Ravenna, the Casalecchio stretch and the Bari branch road.

(4) Including connections between Bettolle and Predosa and between Stroppiana and Santhia.

(5) The Group classified Autostrada Torino-Savona as an asset held for sale as of 30 June 2012. The call option with respect to the Group's stake in Società Autostrada Tirrenica was exercised by SIAS on 28 September 2012. See "Presentation of Financial and Other Data" for further information.

## Traffic

In the first six months of 2012, the total number of kilometres travelled amounted to 22,206 million, of 19,241.1 million or 86.6% were light vehicles and 2,965.0 million or 13.4% were heavy vehicles, representing a decrease of 8% compared to the same period in 2011.

The table below sets forth traffic volumes (measured by the number of kilometres travelled) on the Italian Group Network for light vehicles and heavy vehicles, and the percentage variation from year to year for each of the foregoing categories, for the first six months ended 30 June 2012.

	Kilometres Travelled			Changes (%)			Average Daily Traffic
	Light Vehicles <sup>(1)</sup>	Heavy Vehicles <sup>(2)</sup>	Total	Light Vehicles <sup>(1)</sup>	Heavy Vehicles <sup>(2)</sup>	Total	
	<i>(in millions)</i>						
<b>Autostrade Italia</b>	18,072.3	2,898.9	20,971.2	(8.2)	(8.2)	(8.2)	40,365
Autostrade Meridionali .....	682.0	14.2	696.2	(4.6)	(12.1)	(4.8)	74,132
Tangenziale Napoli .....	443.1	40.1	483.2	(4.6)	(4.6)	(4.6)	131,427
Mont Blanc Tunnel.....	3.2	1.7	4.9	(9.9)	(2.4)	(7.4)	4,650
Aosta-Mont Blanc .....	40.5	10.1	50.6	(8.3)	(3.2)	(7.3)	8,581
<b>Total Italian Motorway Subsidiaries</b> .....	<b>19,241.1</b>	<b>2,965.0</b>	<b>22,206.1</b>	<b>(8.0)</b>	<b>(8.1)</b>	<b>(8.0)</b>	<b>41,157</b>
Autostrada Torino-Savona <sup>(3)</sup> .....	383.4	36.3	419.8	(9.6)	(10.7)	(9.7)	17,620

(1) Includes motorcycles and two-axle automobiles with a front-axle height of 1.3 metres or less.

(2) Includes two-axle automobiles with front-axle height of more than 1.3 metres and all automobiles with three or more axles.

(3) The Group classified Torino-Savona as asset held for sale in the financial statements as at and for the period ended 30 June 2012. On 28 September 2012, SIAS exercised a call option regarding Autostrada Torino-Savona. See "Presentation of Financial and Other Data" for further information

The table below sets forth traffic volumes on the Italian Group Network for the two years ended 31 December 2011.

Company	Motorway	Year ended 31 December	
		2010	2011
<i>(in millions of kilometres)</i>			
<b>Autostrade Italia</b> .....	A1 Milan-Naples .....	18,567	18,305
	A4 Milan-Brescia .....	3,809	3,853
	A7 Genoa-Serravalle .....	638	639
	A8/9 Milan-Lakes .....	2,420	2,397
	A8/A26 branch motorway .....	507	504
	A10 Genoa-Savona .....	931	925
	A11 Florence-Coast .....	1,606	1,594
	A12 Genoa-Sestri Levante .....	919	913
	A12 Rome-Civitavecchia .....	732	718
	A13 Bologna-Padua .....	2,092	2,075
	A14 Bologna-Taranto.....	10,709	10,449
	A16 Naples-Canosa.....	1,510	1,439

Company	Motorway	Year ended 31 December	
		2010	2011
		(in millions of kilometres)	
	A23 Udine-Tarvisio .....	595	587
	A26 Genoa-Gravellona Toce .....	2,144	2,134
	A27 Venice-Belluno.....	666	710
	A30 Caserta-Salerno .....	864	858
	Mestre By-Pass .....	42	42
	<b>Total Autostrade Italia .....</b>	<b>48,752</b>	<b>48,143</b>
Mont Blanc Tunnel.....	T1 Mont Blanc Tunnel .....	11	11
<b>Raccordo</b>			
<b>Autostradale Valle d'Aosta.....</b>	A5 Aosta-Mont Blanc .....	116	117
<b>Torino-Savona<sup>(1)</sup>.....</b>	A6 Turin-Savona.....	972	968
<b>Società Autostrada Tirrenica<sup>(1)</sup>.....</b>	A12 Livorno-Rosignano.....	240	-
<b>Tangenziale di Napoli... Autostrade</b>	Naples ring-road.....	1,025	988
<b>Meridionali.....</b>	A3 Naples-Salerno .....	1,539	1,483
<b>Strada dei Parchi<sup>(1)</sup>.....</b>	A24/A25 Rome-Teramo-I'Aquila .....	2,310	-
	<b>Total Subsidiaries.....</b>	<b>6,213</b>	<b>3,566</b>
	<b>Total Italian Group Network .....</b>	<b>54,965</b>	<b>51,709</b>

<sup>(1)</sup> The Group classified Torino-Savona as asset held for sale in the financial statements as at and for the period ended 30 June 2012. The Group classified Strada dei Parchi and Società Autostrada Tirrenica as assets held for sale in the financial statements as at and for the period ended 30 June 2010 and as at and for the year ended 31 December 2011, respectively. Società Autostrada Tirrenica and Strada dei Parchi were deconsolidated in 2011. On 28 September 2012, SIAS exercised a call option regarding Autostrada Torino-Savona. See "Presentation of Financial and Other Data" for further information.

The intensity and levels of traffic flows vary across different sections of the Italian Group Network, depending on a number of factors including geography, the presence of industrial activities in which the particular section of motorway is located, which are serviced by infrastructures which facilitate the development of economic activity and the advanced tertiary sector, and the presence of metropolitan areas. 46.4% of the motorways that lead to and from the major urban centres in Italy, including Bologna, Genoa, Florence, Milan, Naples and Rome, experience traffic flows in excess of the average of the Italian Group Network.

The table below sets forth the annual average daily traffic recorded in terms of the number of vehicles on the motorways in the Italian Group Network for the two years ended 31 December 2011.

Company	Motorway	Average Daily Traffic	
		Year ended 31 December 2010	2011
		(in numbers of vehicles)	
<b>Autostrade Italia .....</b>	A1 Milan-Naples.....	63,310	62,414
	A4 Milan-Brescia.....	111,597	112,893
	A7 Serravalle-Genoa.....	34,945	34,994
	A8/9 Milan-Lakes .....	85,338	84,525
	A8/A26 branch motorway.....	57,874	57,594
	A10 Genoa-Savona .....	56,090	55,646
	A11 Florence-Coast .....	53,855	53,448
	A12 Genoa-Sestri Levante .....	51,704	51,393
	A12 Rome-Civitavecchia .....	30,673	30,074
	A13 Bologna-Padua .....	45,023	44,662
	A14 Bologna-Taranto.....	37,549	36,636
	A16 Naples-Canosa.....	24,010	22,887
	A23 Udine-Tarvisio .....	16,101	15,881



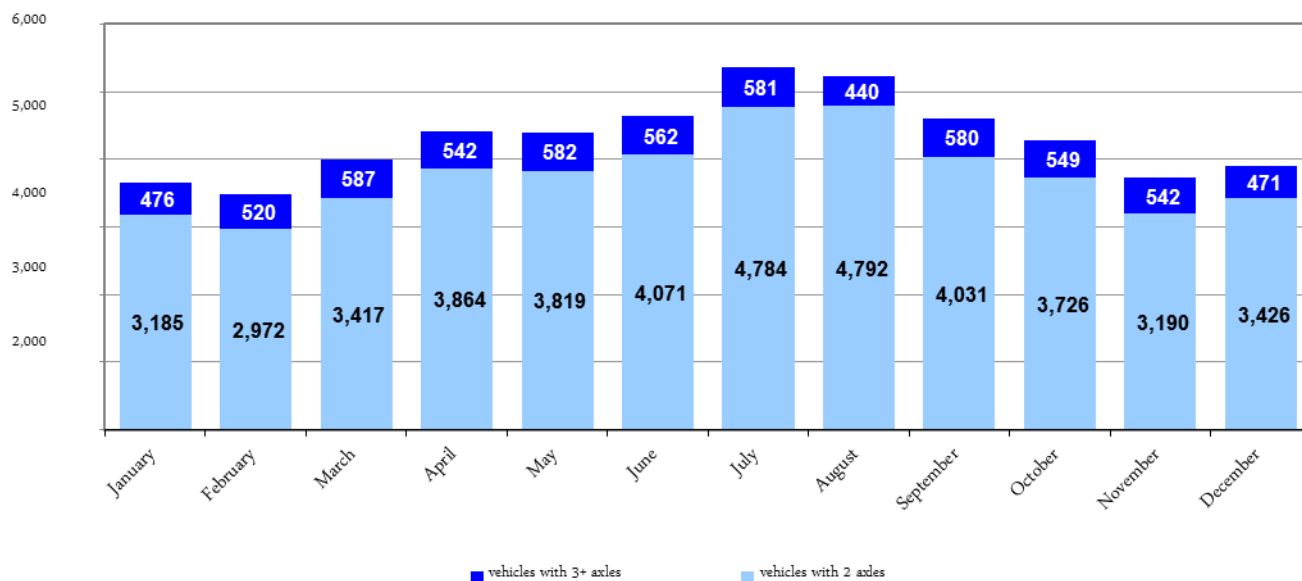
Company	Motorway	Average Daily Traffic Year ended 31 December	
		2010	2011
		(in numbers of vehicles)	
	A26 Genoa-Gravellona Toce .....	23,990	23,876
	A27 Venice-Belluno.....	22,199	23,673
	A30 Caserta-Salerno .....	42,787	42,525
	<b>Total</b> .....	<b>46,790</b>	<b>46,205</b>
<b>Mont Blanc Tunnel</b> .....	T1 Mont Blanc Tunnel .....	5,097	5,247
<b>Raccordo</b>			
<b>Autostradale Valle</b>			
<b>d'Aosta</b> .....	A5 Aosta-Mont Blanc .....	9,848	9,882
<b>Torino-Savona</b> <sup>(1)</sup> .....	A6 Turin-Savona.....	20,341	20,264
<b>Società Autostrada</b>			
<b>Tirrenica</b> <sup>(1)</sup> .....	A12 Livorno-Rosignano.....	17,928	-
<b>Tangenziale di Napoli</b> ...	Naples ring-road.....	139,089	133,983
<b>Autostrade</b>			
<b>Meridionali</b> .....	A3 Naples-Pompei-Salerno.....	81,738	78,721
<b>Strada dei Parchi</b> <sup>(1)</sup> .....	A24/A25 Rome-Teramo-l'Aquila .....	22,995	-
	<b>Total Subsidiaries</b> .....	<b>30,801</b>	<b>40,569</b>
	<b>Total Italian Group Network</b> .....	<b>44,197</b>	<b>45,767</b>

<sup>(1)</sup> The Group classified Torino-Savona as asset held for sale in the financial statements as at and for the period ended 30 June 2012. The Group classified Strada dei Parchi and Società Autostrada Tirrenica as assets held for sale in the financial statements as at and for the period ended 30 June 2010 and as at and for the year ended 31 December 2011, respectively. Società Autostrada Tirrenica and Strada dei Parchi were deconsolidated in 2011. On 28 September 2012, SIAS exercised a call option regarding Autostrada Torino-Savona. See "Presentation of Financial and Other Data" for further information.

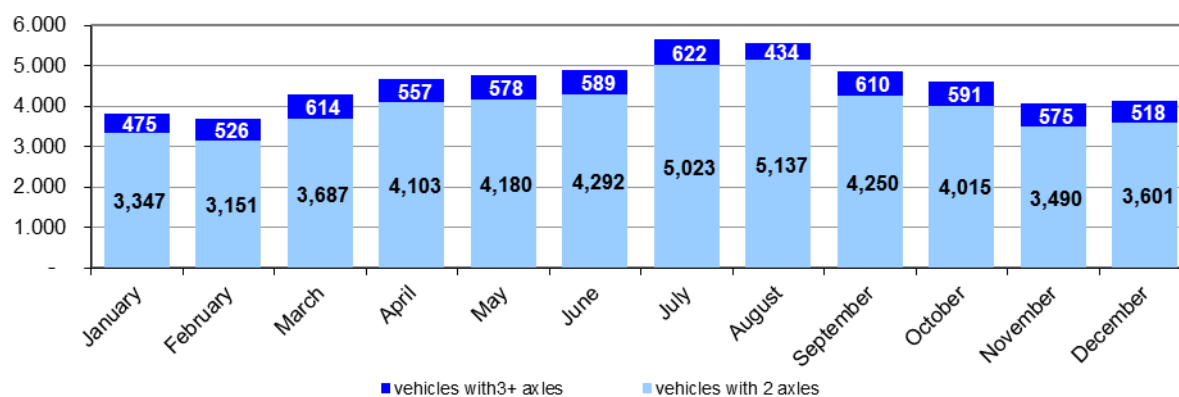
During peak periods, on a given day or as a result of seasonal factors, traffic on the Italian Group Network as well as on the majority of Italian motorways managed by concessionaires which are not part of the Group, can vary significantly from the averages stated above due to seasonal factors, such as an increase of traffic due to tourism in the summer months and during holidays.

The table below sets forth the monthly average traffic recorded on the Italian Group Network for the two years ended 31 December 2011.

**Traffic on the Network operated under Concession in Italy in 2011**  
(millions of vehicles / kilometre)



**Traffic on the Network operated under Concession in Italy in 2010**  
(millions of vehicles / kilometre)



**Toll Collection**

Toll revenue constitutes the principal source of the Group's revenue. Toll revenue is a function of traffic volumes and tariffs charged. In general, the toll rates applied to the Italian Group Network are in proportion to the distance travelled (with the exception of the Mont Blanc tunnel and Autostrade Meridionali, where a fixed toll is charged regardless of the distance travelled), the type of vehicle used and the characteristics of the infrastructure (for example, tolls on mountain motorways, which have greater construction and maintenance costs, are higher than those on level ground motorways). In compliance with the terms of their single concession agreements, Autostrade Italia and the Italian Motorway Subsidiaries are entitled to vary tariffs based on the vehicle class or time of day. See "Regulatory" for further information.

As at 30 June 2012, there were 265 toll stations on the Italian Group Network (255 excluding the toll stations on the Torino-Savona). The Group is increasing automation of the Italian Group Network in order to shorten

payment and waiting times at toll stations and thereby increase traffic flows, as well as to reduce the number of personnel required for toll collection. See “— Introduction — Strategy” and “— Employees”.

Users of the Italian Group Network are permitted to choose between a wide range of automated payment systems, including:

- the Telepass system, a technology through which on board equipment rented by motorway users communicates via radio signals to Telepass toll booths, allowing non-stop transit and toll collection which is tied to an account holder’s current account or credit card;
- Viacard payments, which permit users to charge tolls either through (i) the “Prepaid Viacard” system, whereby users purchase Viacards that contain varying amounts of prepaid credits for the payment of tolls, or (ii) the “Current Account Viacard” or “Viacard Plus”, both of which are deferred payment systems in which account holders’ current accounts are directly debited on a periodic basis for payment by the account holder for tolls and other services provided in the service areas;
- Fast Pay, which permits toll charges to be debited from personal banking cards;
- credit card payments, which have been accepted on the entire Italian Group Network since 1998; and
- note and coin machines, which accept automated cash toll payments without an attendant.

The Group remotely manages its automated toll booths by providing motorway users with the ability to call for assistance at a toll booth and by using computer systems designed to monitor the functioning of automated toll collection equipment.

With about 8.0 million customers as at 30 June 2012, Group management believes that Telepass is the most proven and reliable electronic tolling system in the world. The Group provides the Telepass technology to other concessionaires in Italy for a fee. The Group receives additional revenues from the Telepass equipment rental by end-users, as well as from service fees for acting as a clearing house for all electronic transactions conducted on the Italian motorways and revenues deriving from the sale of loyalty programmes to customers. Amounts collected by the Group electronically on behalf of other motorway operators are remitted to such operators. In addition, a pro-rata portion of cash toll receipts collected by any of the Motorway Subsidiaries from motorway users for transits which include travel on non-Italian Group Network motorways are remitted to the relevant motorway operator or operators. Likewise, other motorway operators remit to the Group a pro-rata portion of cash toll receipts collected by them at toll stations on stretches of motorway adjacent to the Italian Group Network for transits which include travel on the Italian Group Network.

The table below sets forth the number and proportion (expressed as percentages) of transits on the Autostrade Italia Network categorised by payment method for the two years ended 31 December 2011.

	Year ended 31 December				Six Months ended 30 June			
	2010		2011		2011		2012	
	(in millions, except percentages)							
<b>Method of Payment</b>								
<i>Automated non-cash and cash payment methods, of which:</i>								
Telepass .....	450.1	58.1%	453.0	58.8%	227.9	59.8%	216.0	60.6%
Current Account Viacard and Viacard Plus....	26.8	3.5%	26.2	3.5%	13.3	3.5%	12.2	3.4%
Prepaid Viacard .....	16.3	2.1%	15.1	1.9%	7.6	2.0%	6.7	1.9%
Fast Pay .....	22.2	2.9%	23.3	3.0%	11.2	2.9%	10.9	3.1%
Automated Tellers .....	69.7	9.0%	70.3	9.1%	34.1	8.9%	31.6	8.8%
Credit cards.....	25.7	3.3%	26.8	3.5%	12.5	3.3%	12.5	3.5%
<b>Total automated non-cash and cash payment methods .....</b>	<b>610.8</b>	<b>78.9%</b>	<b>614.7</b>	<b>79.8%</b>	<b>306.6</b>	<b>80.4%</b>	<b>289.9</b>	<b>81.3%</b>
Cash manually .....	159.8	20.6%	151.5	19.7%	72.6	19.1%	64.6	18.1%
Other <sup>(1)</sup> .....	4.1	0.5%	4.2	0.5%	1.9	0.5%	1.9	0.6%
<b>Total .....</b>	<b>774.7</b>	<b>100.0%</b>	<b>770.4</b>	<b>100.0%</b>	<b>381.1</b>	<b>100.0%</b>	<b>356.4</b>	<b>100.0%</b>

<sup>(1)</sup> Includes non-payments and transits in “strike” and “violation”.

Automated payment methods accounted for approximately 78.9% and 79.8% of all toll collections of the Autostrade Italia Network (in terms of the number of payments) 2010 and 2011, respectively, and 80.4% and 81.3% in the six months ended 30 June 2011 and 2012, respectively.

On the Italian Group Network, automated payment methods accounted for approximately 77.5% and 75.9% of all toll collections in 2010 and 2011, respectively (excluding Strada dei Parchi and Società Autostrada Tirrenica), and 77.9% and 79.0% in the six months ended 30 June 2011 and 2012, respectively (excluding Torino-Savona, for which the call option granted by Autostrade Italia was exercised on 28 September 2012). As at 31 December 2010 and 2011, there were approximately 7.5 million and 7.8 million Telepass units in circulation. As of 30 June 2012, there were approximately 8.0 million Telepass units in circulation.

## **Traffic and Motorway Assistance Services**

### ***Motorway Police***

The Group's motorway management responsibilities include user assistance which it provides through various agreements with the Italian Ministry of Internal Affairs, whereby the Italian national motorway police monitor the Italian Group Network 24 hours a day and organise emergency assistance in response to any disruption to traffic flows. These agreements also provide that the relevant Motorway Subsidiary is responsible for paying the expenses of the police incurred in connection with the provision of traffic assistance services and providing infrastructure, such as police barracks near the Italian Group Network, and police vehicles. A force of auxiliary traffic personnel also assists the police in monitoring the Italian Group Network, including monitoring traffic, preventing traffic congestion, managing accident scenes where no injuries have occurred and generally supporting motorway police in their activities.

### ***Traffic Assistance***

In order to facilitate monitoring activities and assistance and to ensure prompt intervention when necessary, the Motorway Subsidiaries use radio equipment to link their motorway operations centres to remote traffic, weather and toll collection monitoring units as well as distress call points for motorway users. Distress call points are located at intervals (approximately one to two kilometres) along the Italian Group Network. Information and user assistance, such as Telepass and Viacard sales and servicing, toll payment assistance and road related assistance, are also provided through the 74 "Blue Point Centres" located along the Italian Group Network, as well as through the Group website.

### ***Assistance and Recovery Services; First-Aid Services***

Assistance and recovery services are provided by third parties, including Europ Assistance—VAI, ACI Automobil Club of Italy (the Italian Motor Club), ESA and AXA. The Group's motorway operations centres directly link a motorway user calling from a distress call unit on the motorway to the nearest assistance and recovery service provider. At certain times of the year when there is heavy traffic, temporary assistance stations, manned by both emergency service crews and emergency volunteers, are set up along the Italian Group Network. In situations where fire or accidents involving hazardous materials occur on the Italian Group Network, the Group's radio link is used to contact fire and rescue services.

### ***Accidents***

Since 1999, the death accident rate has been reduced by two thirds. In 2011, the rate of fatalities on the Italian Group Network (measured as a number of fatalities per 100 million kilometres travelled) was 0.28 fatalities compared to 0.33 in 2011, a significant decline as compared to 1.1 fatalities in 1999.

Based on data provided by the Italian police, the principal causes of accidents which occur on the Italian Group Network are either driver error or, to a lesser extent, vehicle malfunction. The Group has conducted studies to determine the main factors causing driver error (e.g. speeding, inattentiveness and tailgating) and instituted marketing campaigns to increase motorway users' awareness of these factors.

The Group has implemented a safety plan designed to increase safety on the Italian Group Network through a number of initiatives, including dedicating resources to review highway maintenance activities and road signs

from a safety perspective, examining the usage of safety barriers, increasing drivers' access to information regarding road conditions and laying draining pavement, which improves traction, reduces noise pollution and increases driver comfort in rain. The percentage of the Italian Group Network that has draining pavement has increased from 16% in 1999 to 80.5% in 2011 (or 5,055.7 kilometres of motorway). Additional improvements from 1999 to 2010 include an increase in the percentage of traffic median strips from 55% of the Italian Group Network in 1999 to 100% in 2009, the installation of rapid opening by-pass gates in the entire Italian Group Network, an increase in the percentage of no-passing lanes on viaducts and separated motorways from 37% of the Italian Group Network in 1999 to 100% in 2008, and an increase of open lines at the call centres providing traffic information from 12 in 1999 to 120 in 2011.

Because studies show that approximately 75% of accidents are caused by driver error, education of drivers is paramount in order to reduce the number of motorway accidents. Autostrade Italia aims to develop customer awareness of safe driving practices via a series of communication campaigns, which include press information, advertising, events and other initiatives designed to spread awareness of safety.

Additionally, a speed monitoring system was introduced in December 2005 with the aim to increase the security level of the motorway by means of a speed limit system control. The system, called "Tutor", measures the average speed of vehicles covering a motorway section and automatically fines drivers in case of non-observance of the speed limit. Tutor was designed and developed by Autostrade Italia in collaboration with the Italian highway police and has the following functions: data detection on all vehicles (plate, vehicle class, speed), automatic search of vehicle owner through the Bureau of Motor Vehicles database, automatic verification and print of the speed limit violation, automatic transmission of the violation data to the police server and statistical analysis of data. At 31 December 2011, Tutor covered 39% of the Autostrade Italia Network.

### ***Customer Service***

The Group uses numerical quality indices to measure the quality of service that the Group provides to its customers based on (i) accident rates, (ii) waiting times and number of vehicles at toll stations, (iii) a measurement of traffic congestion on the motorway stretches based on waiting times and number of vehicles and (iv) a measurement of the quality of services provided to customers in service areas. The Group believes the quality indices establish an objective and transparent method of determining the quality of service it provides. The Group also sets targets for certain employees and incentivises them by paying bonuses if such targets are achieved. The Group has a customer charter which includes a number of initiatives for the benefit of motorway users including undertakings, to the extent practicable, to maintain emergency, traffic monitoring and related motorway services, to consider suggestions made by motorway users and to provide technologically advanced services to motorway users in order to increase efficiency and the level of service provided.

### **Works**

The Group generally designs and oversees new motorway projects itself, and may award up to 60% of the construction works in Italy to Group companies. For work not performed by Group companies, the Group is required to put the construction projects out to public tender under EU and Italian public procurement rules. See "— Regulatory — Regulatory Developments Related to Works".

#### *The Autostrade Italia Investment Plan*

##### The Single Concession Contract

The Single Concession Contract unified the previous agreements between ANAS and Autostrade Italia in respect of the Autostrade Italia Concession, including the concession agreement entered into with ANAS in 1997 (as subsequently amended, "1997 Concession Agreement") and a series of supplementary addenda, the most significant of which was entered into in 2002 (the "2002 Supplementary Agreement") and new investments into one single contract with a new investment plan (the "2007 Plan").

In 2011, Autostrade Italia invested approximately €401.5 million under the 1997 Concession Agreement and €711.3 million under the 2002 Supplementary Agreement as compared to €18.8 million and €365.3 million, respectively, in 2010. Main investments including the following:

- expansion to three lanes (€498.6 million) of the Rimini Nord - Porto S. Elpidio section of the A14 motorway, covering a total of 155 kilometres;
- upgrade of the Variante di Valico bypass on the La Quercia - Aglio section and the Florence interchange for €394.2 million, covering approximately 84.4 kilometres of new works;
- conclusion of the work on the Lainate – Como Grandate section of the A9, for a total of €15.6 million;
- expansion to three lanes (€59.8 million) and subsequent opening to traffic of the Rome North-Settebagni section of the A1 motorway and the Castelnuovo di Porto exit; and
- development and support for other investment activities in the Group's Italian Network including (i) the completion and construction of major interchanges (€17 million), (ii) the implementation of the safety plan for tunnels along the Group's Italian Network (€10.7 million) and (iii) the upgrading of Service Areas and service structures (€12 million).

On the basis of Concessions currently in force, the Group currently expects to invest approximately €3 billion on the Italian Group Network, in addition to €7 billion of investments scheduled under the 1997 Single Concession Contract.

#### Major Projects under the 1997 Concession Agreement

Since 1999, changes in the law and as a result of pressure to reduce motorway congestion in Italy, the Group accelerated various construction projects related to upgrades of the Italian Group Network to fulfil commitments contained in the investment plans agreed in the Autostrade Italia Concession and the other Concessions. As at 31 December 2011, 64% of the projects being carried out under the 1997 Concession Agreement had been completed, 78% were in progress, and 95% were authorised.

Of the projects being carried out under the 1997 Concession Agreement which have yet to be completed, the most significant projects include the improvement of the Bologna-Florence-Incisa section of the A1 Milan-Naples, one of the principal motorway sections that connects northern and southern Italy, and a project designed to improve access to the city of Florence through the creation of access roads and parking and transit areas in and around the city, and in particular, the Variante di Valico in the La Quercia - Aglio section and the Florence Interchange.

The total value of the works included in the investment plan set out in the 1997 Concession Agreement is estimated to be approximately €6.5 billion, while the total length of the sections is 237 kilometres. Delays in project completion have been primarily due to delays in obtaining certain regulatory approvals and overcoming certain opposition relating to the environmental impact at the planning stage. See “Risk Factors – Risks Relating to the Business of the Group”. As of 30 June 2012, Autostrade per l'Italia had completed work worth €4.3 billion, and about 151 kilometres were opened to traffic.

Under the Single Concession Contract, Autostrade Italia has assumed the obligation to bear all cost overruns necessary to complete the investments that remain to be completed under the 1997 Concession Agreement. See “Risk Factors – Risks Relating to the Business of the Group - The Group may not be able to implement the investment plans required under the Concessions within the timeframe and budget anticipated and the Group may not be able to recoup certain cost overruns.”, and “Regulatory – The Autostrade Italia Concession – Investments and Cost Overruns”.

#### Other Projects under the 1997 Investment Plan

In addition to the major works listed above, the 1997 Concession Agreement also provides for a total amount of approximately €7 billion to be invested through 2038 in respect of additional works for enhancements and maintenance on the Italian Group Network.

#### Major Projects under the 2002 Investment Plan

Pursuant to the 2002 Supplementary Agreement signed between Autostrade Italia and ANAS on 23 December 2002, Autostrade Italia agreed to carry out certain works in addition to those specified in the 1997 Concession Agreement for the improvement and widening of the Autostrade Italia Network. The 2002 Supplementary Agreement became effective in June 2004. The Single Concession Contract executed in 2007 confirmed these commitments of Autostrade Italia. See “— Regulatory — The Autostrade Italia Concession”.

As at 31 December 2011, over 36% of the projects being carried out under the 2002 Supplementary Agreement had been completed, 66% were in progress, and 67% had been authorised.

Pursuant to the Single Concession Contract, once the Concession Grantor has approved a final project Autostrade Italia assumes the obligation to complete the investment and is liable for cost overruns in excess of the Approved Investment Amount (as defined below), subject to certain exceptions. See “— Regulatory — The Autostrade Italia Concession — Investments and Cost Overruns”. The 2002 Supplementary Agreement provides for specific tariff increases to enable Autostrade Italia to recover capital expenditures for required investments undertaken pursuant to such agreement. See “— Regulatory — The Autostrade Italia Concession — Tariff Rates”.

The investments provided in the 2002 Investment Plan are designed to upgrade the network near several large metropolitan areas (Milan, Genoa, Rome) and along the Adriatic ridge. The principal expansions regard the Rimini North - Porto S. Elpidio section of the A14 motorway (155 kilometres) currently underway and the Lainate – Como Grandate section of the A9 motorway (23 kilometres), which is now being completed. The 2002 Investment Plan also provides for other works such as exits and interchanges along the motorway network and implementation of the tunnel safety plan.

The investments provided in the 2002 Investment Plan amount to a total of approximately €5.6 billion, including approximately €1.8 billion for the Genoa bypass, for a total of 266 kilometres. Once the Concession Grantor has granted final approval, such investments will be added to the investment plan. As of 30 June 2012, work progress shows that investments of €2.2 billion have been made, and that 131 kilometres of motorway sections have been opened to traffic.

#### New Investment Commitments under the 2007 Plan

Autostrade Italia has committed to invest €0.7 billion to complete the noise reduction plan, which involves installing noise reduction barriers on 1,000 kilometres of its network (the “Noise Reduction Plan”). Pursuant to the Single Concession Contract, Autostrade Italia is obliged to complete the investment and is liable for cost overruns in excess of the Approved Investment Amount (as defined below), subject to certain exceptions. See “— Regulatory — The Autostrade Italia Concession — Investments and Cost Overruns”.

In addition, Autostrade Italia has committed to implement a preliminary plan to upgrade over 330 kilometres of the Autostrade Italia Network by adding additional lanes. Pursuant to the Single Concession Contract, once local authorities and the Concession Grantor have approved a final project, Autostrade Italia assumes the obligation to complete the investment and is liable for cost overruns in excess of the Approved Investment Amount (as defined below), subject to certain exceptions. Once the preliminary design is approved, the authority is entitled to ask Autostrade Italia to develop the final design and environmental impact report. The Concession Grantor may also request individual works to be added to Autostrade Italia's investment commitments. In this case, the authority and Autostrade Italia will enter into a new Single Concession Contract. If there is no agreement on the additional investment commitments, Autostrade Italia shall not receive any compensation for the costs incurred in connection with the preliminary design. See “— Regulatory — The Autostrade Italia Concession — Investments and Cost Overruns”. The relevant sections were selected based on traffic forecasts and the need to ensure adequate sufficient capacity and service levels by 2020. Autostrade Italia currently expects to invest approximately €5.0 billion on these new investments (plus an additional €2 billion for specific works to upgrade the network)..

The Single Concession Contract provides for tariff increases to enable Autostrade Italia to recover capital expenditures for required investments undertaken pursuant to such agreement. See “— Regulatory — The Autostrade Italia Concession — Tariff Rates”.

On 28 September 2012, Autostrade Italia provided the Concession Grantor with the required documentation for the update of the investment plan occurring every five years in accordance with the Single Concession Contract. An additional agreement will be entered into with respect to such update.

#### *Major Projects of other Motorway Subsidiaries*

Pursuant to their respective Concession Agreements, the Motorway Subsidiaries Autostrade Meridionali and Raccordo Autostradale Valle d’Aosta, are engaged in works on 32.4 kilometres of motorways. As at 31

December 2011, 100% of the works have been authorised, 100% of the works are being carried out or the related contracts are being awarded, and 87% have been completed.

In 2011, the Group made investments of approximately €43.5 million, compared to approximately €15.7 million in 2010 in connection with major projects of other Motorway Subsidiaries, including motorway construction and upgrading by Autostrade Meridionali (€1.5 million) and Raccordo Valle d'Aosta S.p.A. (€2 million).

During the first six months of 2012, Autostrade Italia invested approximately €4.8 million compared to €7 million in the same period in 2011, due mainly to the expansion works in the Naples-Reggio Calabria section of the A3 motorway.

The Group's liability for cost overruns and ability to effect tariff increases is regulated by each respective Concession Agreement. Pursuant to Law 286/06 (as defined below), each concession will be reviewed and each of the Motorway Subsidiaries may choose to apply the new tariff formula which provides for a re-alignment of tariffs every five years. See "— Regulatory — Regulatory Background — Important Developments in the Regulatory History of the Concessions".

The current A3 Napoli-Pompei-Salerno concession held by Autostrade Meridionali expires on 31 December 2012. On 10 August 2012, ANAS published a notice that a new concession for the A3 Napoli-Pompei-Salerno motorway would be put out to public tender. Upon conclusion of the public tender procedure, the new concessionaire, pursuant to the concession agreement, is expected to pay to Autostrade Meridionali, the sum of €10 million relating to reimbursement for completed works.

The table below sets forth a summary of investments made in the year ended 2011 by the Group:

	(€in millions)		
	2010	2011	% Change
Works included in 1997 Concession Agreement with Autostrade per l'Italia	618.8	401.5	(35.1)%
Works included in 2002 Supplementary Agreement with Autostrade per l'Italia	365.3	711.3	94.7%
Investments in major projects - Italian Concessionaires	115.7	43.5	(62.4)%
Other investments and charges capitalised (personnel, maintenance, and other) <sup>(2)</sup>	343.6	368.5	7.2%
<b>Investments in motorway infrastructure</b>	<b>1,443.4</b>	<b>1,524.8</b>	<b>5.6%</b>
Purchases of intangible assets	24.4	30.2	23.8%
Purchases of property, plant and equipment	56.9	63.6	11.8%
<b>Total investments</b> <sup>(1)</sup>	<b>1,524.7</b>	<b>1,618.6</b>	<b>6.2%</b>
of which			
Investments in Società Autostrada Tirrenica (not included in the scope of consolidation during the fourth quarter of 2011)	36.8	49.1	33.4%
Investments in Strada dei Parchi (not included in the scope of consolidation during the second quarter of 2011)	62.9	-	(100)%
<b>Total investments in operating assets</b>	<b>1,425.0</b>	<b>1,569.5</b>	<b>10.1%</b>

<sup>(1)</sup> Includes investments of €25.6 million in 2011 and €22.3 million in 2010 for Autostrada Torino-Savona, a company held for sale as of 30 June 2012. The call option with respect to the Group's stake in Autostrada Torino-Savona was exercised by SIAS on 28 September 2012.

<sup>(2)</sup> Includes investments in motorway infrastructure for foreign concessionaires only, equal to €61.4 million in 2011 and €10.5 million in 2010.

The table below sets forth a summary of investments made in the six months ended 30 June 2012 and 2011 by the Group:

	30 June		
	2011	2012	%Change
	(€in millions)		
Works included in 1997 Concession Agreement with Autostrade per l'Italia	178.8	166.1	(7.1)%



Works included in 2002 Supplementary Agreement with Autostrade per l'Italia	311.9	296.2	(5.0)%
Investments in Major Projects - other Italian Concessionaires	43.3	14.8	(65.8)%
Other investments and charges capitalised (personnel, maintenance and other)	123.2	84.6	(31.3)%
<b>Investments in motorway infrastructure</b>	<b>657.2</b>	<b>561.7</b>	<b>(14.5)%</b>
Purchases of intangible assets	7.5	5.6	(25.3)%
Purchases of property, plant and equipment	19.8	20.1	1.5%
<b>Total investments of operating assets</b>	<b>684.5</b>	<b>587.4</b>	<b>(14.2)%</b>
Investments of Autostrada Torino-Savona <sup>(1)</sup>	12.2	4.1	(66.4)%
<b>Total investments in Italy</b>	<b>696.7</b>	<b>591.5</b>	<b>(15.1)%</b>
<b>Total investments for foreign concessionaires</b>	<b>17.0</b>	<b>130.2</b>	<b>665.9%</b>
<b>Total Group investments</b>	<b>713.7</b>	<b>721.7</b>	<b>1.1%</b>

<sup>(1)</sup> Company held for sale as of 30 June 2012. The call option with respect to the Group's stake in Autostrada Torino-Savona was exercised by SIAS on 28 September 2012.

The volume of investments during the first half of 2012 with respect to the 1997 Concession Agreement and the 2002 Supplementary Agreement decreased slightly compared to the first half of 2011 due to the completion of a number of projects. With regard to the 1997 Concession Agreement, the upcoming completion of the Variante di Valico and the Florence North - Florence South section (€28.4 million) is partially offset by the commencement of work on the Barberino - Florence North section (€14.7 million).

Under the 2002 Supplementary Agreement works relating to the Rimini North - Porto S. Elpidio section accelerated (€3.8 million), however the positive effect was mitigated by the lower production reported on the Lainate - Como section of the A9 (€4.3 million), on jobs 6B and 3 (in the process of being completed) on the Rimini North - Porto S. Elpidio section (€35.5 million), and on the Fiano-Settebagni section, now completed (€36.9 million).

Investments in major projects for the Italian Concessionaires decreased by €28.5 million compared to the first half of 2011, which can essentially be attributed to the sale of Società Autostrada Tirrenica.

Foreign investments amounted to approximately €30 million, primarily involving activities in France (€109.7 million), Poland (€7.9 million) and Brazil (€3.6 million).

## Maintenance Costs

The Group's maintenance activities are focused on maintaining adequate levels of safety and the proper functioning of the motorways, paving surfaces, bridges, tunnels, viaducts and drainage systems while complying with current and expected environmental laws. The Group believes that monitoring of its motorways is important in order to adequately maintain its infrastructure.

The Group divides maintenance activities into four categories: recurring maintenance, functional maintenance, paving and non-recurring maintenance. Non-recurring and recurring maintenance are presently performed by third parties chosen pursuant to public tender procedures, except that oversight and monitoring of maintenance of a large portion of the significant bridges, tunnels, viaducts and other infrastructure on the Italian Group Network are performed by SPEA and paving activities are performed by Pavimental, both Group companies.

The following table illustrates Group maintenance expenditures in Italy for maintenance costs for each of the two years ended 31 December 2011.

	Year ended 31 December	
	2010	2011
	(€in millions)	
Recurring .....	81.2	82.7
Functional .....	68.2	46.3

Paving .....	86.3	96.1
Non-recurring .....	69.1	58.5
Capitalised .....	-	-
<b>Total .....</b>	<b>304.8<sup>(1)</sup></b>	<b>283.6</b>

<sup>(1)</sup> Excluding Strada dei Parchi and Società Autostrada Tirrenica.

### ***Non-Recurring Maintenance***

Non-recurring maintenance consists mainly of repair of motorway infrastructure and is carried out on a regular basis on the bridges, tunnels, viaducts and overpasses of the Italian Group Network with the aim of avoiding deterioration and maintaining the efficiency of such structures. Non-recurring maintenance includes major motorway reconstruction projects that involve the rebuilding of certain discrete sections of the Italian Group Network that have been destroyed or made uneven by wear and tear, landslides or other natural phenomena, such as inclement weather conditions. The rebuilding or additional reinforcement of embankments as protection against landslides and other natural phenomena and drainage projects are also included in non-recurring maintenance.

### ***Paving***

With respect to paving, the Group annually tests for the motorway's smoothness and adherence, or "grip", and periodically examines the actual condition and wear of the roadway and the roadway's capacity to withstand weight. In its monitoring activities, particular attention is paid to reviewing new paving works in order to assure that the quality standards set by the Group are met. After conducting such monitoring activities, the Group instructs Pavimental to conduct the necessary repairs or plan future paving works as appropriate. In addition, the price-cap mechanism takes into account the quality of motorway paving and the Single Concession Contract sets certain annual objectives with respect to such paving.

### ***Recurring Maintenance***

Recurring maintenance activities include the cleaning of ditches, landscaping, lawn mowing, general cleaning projects and the reconstruction of road signs, as well as minor repairs of structures such as crash barriers that have been damaged by accidents. Also included in recurring maintenance activities is the maintenance of the buildings located on the Italian Group Network, including those structures located at exit junctions, and treatment of the roads to counter ice and snow and other adverse weather conditions.

### **Research and Development**

The Group's research and development activities focus on all aspects of the toll motorway business and, in particular, on noise pollution, maintenance and toll collection technology. The Group invested a total of €12.7 million in 2011 in research and development activities, primarily through investments by Autostrade Italia.

Research and development is conducted in connection with numerous projects, some of which are co-financed at the European or Italian level, and include: production of a multi-lane electronic toll system, in conformity with European legislation; a European satellite system study, particularly the European Galileo project; integrated toll collection systems including multi-technology devices for vehicles; development of innovative systems for the real-time gathering and processing of traffic data; econometric models to long-term traffic forecasts; development of innovative technologies supporting vehicle to vehicle and vehicle to infrastructure communications to disseminate traffic information; study on the use of wind power for motorways; new innovative safety and noise level systems (noise walls and safety barriers); development of information systems to support the Noise Reduction Plan; study of new technologies for eco-compatible pavement laying and maintenance; applicability and effectiveness of reinforced fibre composites for use in bridge roadway paving; integrated systems for managing fixed transport infrastructure; techniques and methods for monitoring and maintaining fixed infrastructure; and the implementation of a control system designed to optimise the management of tunnel systems in relation to traffic conditions and the behaviour of road users.

## Environmental

Autostrade Italia's activities have a significant impact on the environment and the awareness that this impact must be addressed has gradually resulted in the increasing adoption of policies, procedures, technical and organisational solutions and instruments aimed at analysing and regulating aspects linked to the environment and local problems from the outset. This approach entails taking account of environmental elements such as water, green spaces, land, air, flora, fauna, climatic factors and the landscape, tangible assets and cultural heritage. Autostrade Italia's activities are characterised by specific processes focusing on "environmental management", which have been integrated into its operations. Repercussions for the ecosystem are examined and assessed starting from the design stage. They are then monitored and managed during construction, management and operation of the motorway network.

In an effort to reduce air pollution, during 2007 Autostrade Italia developed two calculation models designed to measure the effective benefit, in terms of CO<sub>2</sub> saved, as a result of the introduction and subsequent development of the Telepass and Tutor systems. It is estimated that the use of Telepass saved 25,128 and 25,318 tonnes of CO<sub>2</sub> in 2010 and 2011, respectively.

Additionally, in September 2006, Autostrade Italia signed two agreements with local authorities in order to encourage greater involvement and collaboration at the local level. The first was signed with the region of Emilia Romagna and regards emergency management and regulates the operations to be carried out in the event of accidents and while works on the motorway are underway, in order to avoid serious repercussions on ordinary traffic flow, and also to improve the motorway infrastructure's environmental performance. A second agreement has been entered into with the Convention of Municipal Authorities set up to develop and promote the use of low environmental impact fuels.

Further, in line with the agreement entered in 2004 with the Ministry of the Environment with a view to optimise energy consumption and search for alternative sources of energy, and in order to contribute to Italy's achievement of the objectives set by EU Directive 2001/77/CE regarding the increase in the quantity of electricity produced by renewable sources and become a self-producer of "green" energy through the installation of a "solar power plant" throughout its area of operation, in 2007 Autostrade Italia prepared a solar energy development plan which was completed at the end of 2010. The initiative had the following results, among others:

- solar panels installed at 88 service areas (29 of which along the A1 Milan-Naples motorway, 35 of which along the A14 Bologna-Taranto motorway) providing an installed photovoltaic capacity of 3.94 MW, with an average of 45 KW per plant;
- solar panels installed at ten offices of the Group located in Rome, Florence, Fiano Romano, Cassino and Pescara providing an installed photovoltaic capacity of 2.68 MW;
- 3,000 car parking spaces covered by solar panel roofs;
- approximately 6.6 million KWh of electricity produced per year;
- Reduction of approximately 3,000 tonnes of CO<sub>2</sub> air emissions per year; and
- Reduction of approximately 90,000 tonnes of CO<sub>2</sub> air emissions in 30 years (the lifespan of installations).

Autostrade Italia has also a solar panel roof named "Quercus" patented in Italy, which inserts the solar panels into a metal frame to form a roof that can be used to cover parking spaces at motorway service areas. As at 31 December 2011, 130 solar power plants were in use, 31 of which were connected to the national grid, producing approximately 6,200 MWh of electricity a year and thus reducing CO<sub>2</sub> emissions by 3,300 tonnes for the year ended 31 December 2011. The Group estimates total energy production once all plants are fully operational to amount to 9,680 MWh a year, with an estimated CO<sub>2</sub> reduction of approximately 5,100 tonnes a year. As a result of investments in solar power generation since 2009, the Group's solar power capacity was over 8 MW as at 31 December 2011.

Autostrade Italia has invested in upgrading its energy efficiency with the aim of reducing its consumption of electricity. Permanent LED lighting has been installed in motorway tunnels, replacing high-pressure sodium light which consumed significantly more electricity. A total of 11,724 lamps were replaced in the year ended 31 December 2011. For the year ended 31 December 2012, Autostrade Italia plans to install a further 5,780 new light sources which will deliver a combined energy saving of approximately 11,560 MWh per year.

Autostrade Italia's environmental management processes concern all the ordinary phases of its activities: design, construction, management and operation of roads under concession. Impacts produced by design and construction activities regarding motorway works are subject to prior assessment via the Environmental Impact Assessment Procedure ("EIA"). The EIA provides for the carrying out of an Environmental Impact Survey which, together with the final design, is submitted for approval by the Ministry of the Environment's EIA Committee, which expresses its opinion on the project's environmental compatibility. The environmental impact survey should be supplemented with a non-technical summary, designed to inform the general public, so as to allow for maximum involvement of all parties concerned. For works underway Autostrade Italia has activated environmental monitoring procedures to verify the efficiency of the systems adopted to protect the environment and mitigate impacts. Such procedures call for coordination and control on the part of third-party bodies set up for this purpose, consisting of representatives of the regional authorities and public bodies involved, aided by experts.

### **Intellectual Property**

The Group holds Italian and European patents relating to a number of its technologies, including patents related to the toll payment system "Telepass", safety barriers and noise-absorbing road surfaces. The Group also has various Italian and European trademarks covering, inter alia, the Telepass system. The Italian patent related to the Telepass system expired on 24 October 2009, while the European patent related to the Telepass system (and the patent extensions in several European countries) expired in October 2010.

### **Employees**

As at 30 June 2012 (excluding Autostrada Tirrenica and Autostrada Torino-Savona), the Group had 11,653 full-time and part-time at will employees, representing an increase of 10.4% from the total workforce of 10,551 as at 31 December 2011. The overall increase primarily reflects first-time consolidation of Gruppo Costanera, accounting for a total of 980 staff, and the expansion of Giove Clear's operations.

As at 30 June 2012, Autostrade Italia had 5,983 employees (51.3% of total Group employees) compared to 5,956 employees as of 31 December 2011 (56.4% of total Group employees).

Management believes that industrial relations within the Group have been characterised by a willingness to collaborate and to avoid conflicts, and strikes in recent years have been rare. The Group, with the exception of SPEA and Pavimental (which are regulated by the Italian collective agreement for builders) and the non-Italian companies, is subject to an industry-wide collective bargaining agreement covering motorway concessionaires which has been in effect since 1962. The principal terms of the collective bargaining agreement are typically renegotiated every four years. The prior collective bargaining agreement expired on 31 December 2009 and on 4 August 2011 it was renewed. The new collective bargaining agreement will expire on 31 December 2012.

### **Competition**

The Group faces limited competition from third-party concessionaires and State-run motorways as well as competition from alternate forms of transportation. See "Risk Factors". In Italy, the second largest motorway operator after the Group is the Gavio group (which comprises Autostrade Torino Milano and SIAS), which holds concessions for approximately 15.3% of the toll motorways in Italy. The Group believes competition from toll motorways operated by third-party concessionaires, such as the Gavio group, and State-run motorways is limited because these motorways usually serve origins and destinations which are different from those in the Italian Group Network and, in the limited instances where the Group has direct competition from third-party concessionaires or State-run motorways, the Group believes that its services are attractive to users because of the Italian Group Network's quality of services offered.

The Group regards rail and air travel as the principal alternative modes of transportation to the motorways. However, these alternative modes of transportation provide competition primarily for long distance travel point

to point or the transport of goods for distances greater than 400 kilometres. Management believes that the flexibility and speed of road transportation and the lack of integration of other forms of transportation are the principal reasons for the continuing popularity of road transportation.

In the short term, the Group believes that it is unlikely that other forms of transportation will be able to take significant shares of the Italian transportation market from road transportation. The on-going expansion of a high speed rail network in Italy has resulted in increased competition for both goods and passengers, but this increased competition has been concentrated in long distance transportation, which represents only a limited percentage of the revenue of the Group.

In addition, the Group may face increasing competition from providers of alternative automated toll payment systems. The Group has developed interconnections which permit motorists to pay tolls via Telepass on any Italian toll motorway which has installed Telepass toll booths, regardless of who operates the toll motorway. Automated toll payment systems based on similar technology are in use throughout other parts of Europe, and an automated toll payment system based on the European global positioning system Galileo is currently under development. In the future, the Group expects that these competing automated toll payment systems will be interconnected, permitting a motorist using any single technology to use any toll motorway in Europe covered by another system. The Group's Italian patent related to Telepass expired in October 2009 and the European patent expired in October 2010.

The Group may also face increased competition in its efforts to obtain new concessions. This is due to recent European Union legislation which requires all awards of motorway concessions (including renewals of old concessions) to be granted pursuant to an open bid process on a Europe-wide basis. See "Risk Factors".

### **Insurance**

The Group maintains various insurance policies as protection against certain risks associated with operating and maintaining the Italian Group Network and associated infrastructure as well as activities of its subsidiaries. In addition, each construction company hired by the Group is required under Italian law to have all risks insurance, workers insurance and liability insurance covering all damages to the particular project it is constructing for the Group. The Group's policies, however, do not cover labour unrest, and the Group does not carry business interruption insurance to cover operating losses it may experience, such as reduced toll revenue, resulting from work stoppages, strikes or similar industrial actions. In addition, the Group carries only limited risk and business interruption insurance to cover damages or operating losses resulting from terrorist acts. See "Risk Factors".

### **Properties**

With the exception of certain office buildings in Rome and Florence which are owned by the Group, most of the real property occupied by the Group's subsidiaries in connection with their activities will revert to the State at the expiry of the relevant Concession.

### **Legal Proceedings**

As part of the ordinary course of its business, companies within the Group are subject to a number of administrative proceedings and civil actions relating to the construction, operation and management of the Italian Group Network. The Group believes that none of these proceedings, individually or in the aggregate, will have a material adverse effect on its business, financial condition or prospects. As at 30 June 2012, the Group had accrued a €99.9 million provision in its financial statements for litigation. A summary of the most significant proceedings is set forth below.

#### ***Litigation regarding the Concessions***

##### ***Gronda di Genova***

On 21 March 2011 several hundred members of the public brought a legal action against Autostrade Italia and others, including the Genoa Provincial Authority, the municipality of Genoa, the Ministry of Infrastructure and Transport, the Genoa Port Authority and ANAS in the Liguria Regional Administrative Court requesting the annulment of a Memorandum of Understanding signed as at 8 February 2010 relating to the construction of a new toll road bypass and interchange system called the *Gronda di Genova* or the *Gronda di Ponente* (Genoa

Interchange). The plaintiffs subsequently presented a further five challenges regarding regional authority resolutions and decisions, as well as the related ministerial documents and/or documents linked to the Memorandum of Understanding arising subsequent to the filing of the legal action. A date for the related hearing has yet to be set.

#### *Pedemontana Veneta*

The Group is involved, through Autostrade Italia's 28% interest in the temporary consortium Pedemontana Veneta S.p.A., in on-going litigation appealing the award by the Veneto Regional Authority of the Pedemontana Veneta concession to the permanent consortium led by SIS ScpA. A petition by Pedemontana Veneta S.p.A. to obtain access to documents concerning the final design for the highway was rejected by the Lazio Regional Administrative Court on 8 March 2011. During a hearing on 8 June 2011 before the Lazio Regional Administrative Court the petition was dismissed. On 30 July 2011 Pedemontana Veneta S.p.A. filed an appeal to annul the sentence of the Lazio Regional Administrative Court to the Council of State (*Consiglio di Stato*), the highest administrative court in Italy.

#### *Damages suffered by users*

During 2011, 950 proceedings were initiated for damages arising from accidents on the Autostrade Italia Network. Over 90% of these proceedings are for damages worth less than €20,000 and are handled directly by Autostrade Italia. The Group's insurers handle the remaining proceedings. Management believes that its insurance policy provides adequate coverage for these claims and that it is therefore not necessary to set aside sums in its reserves to cover such risks.

#### *Third-party contractor claims*

The Motorway Subsidiaries are subject to various claims made by third-party contractors with whom they have contracted for certain construction and maintenance projects on the Italian Group Network. While these claims in aggregate are significant, in the Group's experience actual payments made by it have amounted only to a small portion of the amounts originally claimed. Autostrade Italia has, following its evaluation of the merits of these claims, set aside reserves in an amount it believes will provide sufficient coverage for any related risks.

#### *Astaldi S.p.A.*

Since 1993, a proceeding has been pending against Autostrade Italia with respect to the construction of the motorway connecting the Genova Airport junction on the A10 Motorway and the State-run motorway SS Aurelia. Such construction works were subcontracted to Astaldi (formerly CILT) by Autostrade Italia, the concessionaire appointed by ANAS for the construction works. On 25 February 2005 the Civil Court in Rome decided in favour of Astaldi and ordered Autostrade Italia to pay approximately €50 million to Astaldi, which amount was later lowered to €30 million. On 26 May 2011 the Court of Appeals of Rome partially sustained the Civil Court's ruling. Autostrade Italia's total liability to Astaldi was determined to be €44 million, including the €30 million that has already been paid, and Autostrade Italia proceeded to pay the outstanding €14 million plus interest due. The Court of Appeals also rejected the request for indemnification made by Autostrade Italia and Atlantia with respect to ANAS, and Atlantia and Autostrade Italia filed an appeal with the Supreme Court (*Corte di Cassazione*). Astaldi S.p.A. filed a cross-appeal. As of the date hereof, no hearings have been scheduled.

#### *Anti-trust investigation with respect to Autostrade Tech services*

On 28 July 2011, TAI S.r.l. (a supplier of information systems and IT experts to Autostrade Tech S.p.A. ("Autostrade Tech")) notified Group company Autostrade Tech that it had filed a claim for damages, alleging unfair competition, theft of trade secrets and alleged abuse of Autostrade Tech's dominant position in the form of practices designed to restrict competition. The aggregate value of these legal proceedings amounts to approximately €13.5 million. A hearing to discuss the claim has been scheduled for 6 November 2012.

#### *Autostrada A5*

Three proceedings initiated by sub-contracting firms are pending against RAV with respect to the construction of the A5 Aosta-Mont Blanc motorway from Aosta to Morgex. While the aggregate amount of damages claimed is significant, the Group believes that, based on its experience with claims of this nature, only a small portion of the claims will ultimately be paid out.

- Torno-Fioroni started an arbitration proceeding against RAV claiming payment of approximately €50 million. On 3 October 2003, the arbitration panel issued a decision sentencing RAV to the payment of €30 million; the arbitrator's judgment was affirmed upon appeal to the Court of Appeals of Rome. Torno-Fioroni made another claim for payment of an additional amount of approximately €37 million after the commencement of the arbitration proceedings. RAV offered a settlement of €2 million for all outstanding claims by Torno-Fioroni, but such settlement was not approved by ANAS in April 2007. The Civil Court of Rome appointed an expert to assess the claims; such expert recognized a valid claim in the amount of €19 million. At the hearing before the court-appointed expert on 13 December 2011 the judge ordered the expert to appear at the hearing on 17 April 2012, during which a clarifying memorandum was commissioned to address the comments by RAV for the hearing to be held on 20 November 2012.
- In addition, RAV has initiated proceedings against Torno-Fioroni in the Civil Court of Rome alleging damages of €9.6 million. During a hearing on 19 October 2012, the nominated court expert appeared before the court and accepted the appointment. The appraisals to be performed by the court expert are scheduled to commence on 15 November 2012. The next hearing is scheduled for 4 July 2013.
- The third proceeding against RAV relates to the construction firm Pizzarotti which re-opened the proceeding at the Lazio Regional Administrative Court for the payment of €3.345 million. As of the date hereof, no hearing has been scheduled.

#### ***Severe snow conditions in December 2010***

In December 2010, severe snow and sub-zero weather conditions struck Italy and much of Western Europe, resulting in delays and difficult driving conditions on a number of stretches of the Italian Group Network. On 21 April 2011, ANAS sent Autostrade Italia four notices of violations regarding these disruptions to service on the A1 Milan-Naples, the A11 Florence-Pisa, and the A14 between Pescara-Vasta and Loreto-Senigallia. On 10 June 2011, Autostrada Italia presented its response. Following completion of the investigations, on 11 November 2011 ANAS decided to close the proceedings regarding the snow events on the A14 section between Loreto-Senigallia and the A11 between Firenze-Pisa Nord, and on 22 November 2011 sentenced Autostrade Italia to the payment of sanctions in the amount of €483,871.32 and €6,032.00 pursuant to the Single Concession Contract with respect to the circumstances on the A1 and the A14 section Pescara-Vasto. Autostrade Italia has made provisions in its financial statements for such amounts.

With respect to the events due to inclement weather on 17 December 2010 on the A1 Milan-Naples, the Anti-Trust Authority began investigating whether Autostrade Italia provided sufficient information to consumers (motorway users) regarding the conditions of the motorways and whether adequate emergency and contingency measures were in place on the network. On 25 July 2011 the Anti-Trust Authority informed Autostrade Italia that it had determined that Autostrade Italia's conduct on the specific occurrence of inclement weather on 17 December 2010 on the A1 Milan-Naples motorway constituted unfair commercial practices under applicable law, warned Autostrade Italia to cease and desist from responding in the same manner to future occurrences of inclement weather and levied a €50,000 fine. Autostrade Italia was also asked to communicate within 60 days the initiatives that it intends to implement in order to ameliorate the situation. On 7 November 2011, Autostrade Italia filed an appeal against the Anti-Trust Authority's ruling with the Lazio Regional Administrative Court.

Following such events, several additional legal proceedings were brought against Autostrade Italia for a total value of less than €400,000. On 6 August 2012 Autostrade Italia received 165 claims by individuals alleging to have been trapped on certain sections of the Italian Group Network due to the snow events. As at the date hereof, almost all such claims have been settled or are in the process of being settled. The snow events of December 2010 have also given rise to a class action suit before the Civil Court of Rome by a number of consumers' associations (*Codici, Unione Nazionale Consumatori, Movimento Difesa del Cittadino* and *ACU-Associazione Consumatori Utenti*) pursuant to article 140-bis of the consumer code. The first hearing is scheduled to take place on 5 November 2012. In addition, Autostrada Italia was notified of claims brought by 40 and 13 individuals before the Court of Pistoia and the Court of Lucca, respectively, for alleged damages suffered in connection with such snow events.

#### ***Severe snow conditions in February 2012***

In February 2012, severe snow conditions created difficult driving conditions and travel disruptions on the A1 Milan-Naples motorway. On 19 June 2012 and 10 July 2012, ANAS sent notices of violation to Autostrade Italia regarding its conduct on the specific occurrences of inclement weather on 6 and 7 February 2012 on the A16 motorway. As at the date hereof, Autostrade Italia is preparing its responses to the formal notice of the investigation.

### ***Noise pollution***

There are a number of proceedings against the Group pending in various local courts which were instituted by either local authorities or private parties regarding the noise levels generated by Autostrade Italia's motorways. In some cases the Group has brought actions challenging the decisions of local authorities requiring it to take remedial action to reduce noise levels. As a result of these proceedings, the Group has had, in some instances, to adopt measures designed to reduce noise levels on the Italian Group Network such as the planting of rows of trees beside the motorway or erecting sound barriers.

### ***Anti-trust investigation with respect to motorway mechanical emergency services***

On 10 December 2007 the Italian Anti-Trust Authority notified Autostrade Italia of an increase in the scope of its investigation into the provision of emergency breakdown services, which had been instituted in September 2007 with respect to Strada dei Parchi, SAT and ANAS for alleged abuse of their dominant position, and into ACI Global and Europ Assistance for restrictive practices.

The Italian Anti-Trust Authority issued a ruling on 23 October 2008 marking the conclusion of the procedure and acknowledging the commitments given by Autostrade Italia. On 5 December 2008 Autostrade Italia submitted a report to the Italian Anti-Trust Authority setting out the steps taken to fulfil such commitments, with a view to implementing the necessary changes with effect from October 2009. ACI Global and Europ Assistance appealed the ruling in January 2009 and the Lazio TAR upheld such appeals on 22 April 2009. Following sentences 4994/09 and 5005/09 by Lazio TAR, the Antitrust Authority appealed to the Council of State requesting annulment of the sentences. These sentences were upheld in the first instance in an appeal partly brought by ACI GLOBAL S.p.A. and EUROP ASSISTANCE VAI S.p.A. requesting annulment of the Antitrust Authority ruling 19021 of 23 October 2008 regarding emergency breakdown services. Autostrade Italia is also party to the appeals. Given that the Italian Anti-Trust Authority has not sentenced Autostrade Italia to any penalties and that no payment obligation for Autostrade Italia would result from the appeal being upheld, in the Management's opinion the Group is not subject to any potential liability in connection with these legal proceedings.

In addition, some of the Group's senior managers are party to pending criminal investigations or proceedings. A summary of the most significant proceedings is set forth below:

- (i) criminal proceedings pending at the Court of Florence, notified in July 2012, against the Co-Head of "Network Development" of Autostrade Italia and one of his project managers for alleged violation of environmental Legislative Decree dated 3 April 2006, n. 152, in particular illicit traffic in waste with excavation materials from tunnels and fraudulent management of waste (article 186 of Legislative Decree 152/2006); however the relevant article 186 of Legislative Decree 152/2006 has recently been repealed (following the introduction of an amendment of article 39 of Legislative Decree dated 3 December 2010, n. 205 and the Interministerial Decree n. 161 of 10 August 2012);
- (ii) preliminary investigations by the District Attorney at the Court of Appeals of Turin, notified in June 2012, against the Chief Executive Officer, the former Chairman of the board of statutory auditors, the former chairman of the board of directors, as well as a former manager and a former senior officer, in each case, of Autostrade Italia, currently employed by Telepass, for fraudulent bankruptcy pursuant to Royal Decree dated 16 March 1942, n. 267, alleging that these individuals, acting as representatives of the creditor Autostrade Italia, together with the chief executive officer of the debtor, Cooperative Autocisternisti di Fossano, caused the bankruptcy of the debtor company;
- (iii) preliminary investigations of the District Attorney at the Court of Foggia against the Chief Executive Officer of Autostrade Italia, and a request to appear before the Court notified in June 2012 for technical investigations, for alleged manslaughter following a motorway accident on a section of the motorway under concession by Autostrade Italia caused by the smoke from a fire in the adjoining farmland; and



- (iv) criminal proceedings against the Co-General Manager of “Operations and Maintenance” before the Court of Trento for alleged abuse of authority in connection with the public tendering of works; at the date of this Offering Circular, preliminary hearings are in the process of being held.

## Regulatory

The Italian motorway sector is governed by a series of laws, ministerial decrees and resolutions by CIPE, which have been issued and amended over time, as well as generally applicable laws and special legislation, such as the road traffic code. Motorway concessionaires must operate pursuant to this regulatory framework, as well as pursuant to the concession agreements entered into by the concessionaires and the Concession Grantor.

The Italian Group Network is operated under seven motorway Concessions granted by ANAS. As a result of Law Decree 98 of 6 July 2011, certain policymaking, supervision and oversight functions previously exercised by ANAS, a joint-stock company owned by the Italian Ministry of Economics and Finance, which acted as Concession Grantor for Autostrade Italia until the effective date of such Law Decree n. 98/2011, were supposed to be transferred to a newly-established Roads and Highways Agency within the Ministry of Infrastructure and Transport which would have assumed certain policymaking, supervision and oversight functions previously exercised by ANAS, as well as the role of grantor for existing motorway concessions and administrator and grantor for any subsequent concessions put to public tender. However, since the required corporate documents were not approved by 30 September 2012, the Roads and Highways Agency was abolished and the responsibilities allocated to it were transferred to the Ministry of Infrastructures and Transport as of 1 October 2012 as Concession Grantor.

ANAS will continue to: (i) build and operate toll public roads and motorways, including those reverted to State control as a result of the expiry or revocation of a relevant concession; (ii) perform upgrades and improvements of public roads and motorways and the road signs system; (iii) acquire, maintain and improve the tangible and intangible assets of the road and motorway network; (iv) provide traffic police services along the motorway network; and (v) approve projects relating to works on the non-toll road and motorway network which are of public interest.

Law Decree 201/2011 (the so-called *Salva-Italia*, or “Save Italy”, legislation), converted, with amendments, into Law 214/2011, has set up the Office of Transport Regulation to oversee conditions of access and prices for rail, airport and port infrastructure and the related urban transport links to stations, airports and ports. This legislation was subsequently amended by article 36 of Law Decree 1/2012 (the so-called *Liberalizzazioni*, or “Deregulation”, legislation), extending the scope of the new regulator’s responsibilities to include the motorway sector. The new authority will be responsible for (i) determining tariff mechanisms based on the “price cap” mechanism for new concessions; (ii) determining the criteria based on which the Roads and Highways Agency will propose tariff adjustments to be approved by such authority; (iii) deciding which concessions for the management or construction of motorways shall be put up for public tender; (iv) defining the terms of such auction proceedings for motorway concessionaires; and (v) determining the scopes of motorway concessions to ensure efficient management and enhance competition. Until such authority is fully operational, the functions and tasks transferred to the Office of Transport Regulation will continue to be carried out by the relevant government bodies.

Law Decree 1/2012, as amended by Law Decree 83/2012 converted into law, with amendments, by Law 134/2012), contains a range of provisions impacting, among other things, on motorway concessions, including (i) article 51, which, from 1 January 2014, has raised the minimum percentage of works to be contracted out to third-party contractors by the providers of construction services under concession to 60%; and (ii) article 17, which has introduced a new regime for the holders of fuel service licences, who may now offer other goods and services for sale at their service stations. With regard to motorway service areas, the terms and conditions of sub-concession arrangements in force at 31 January 2012 are unaffected, as are the restrictions linked to competitive tenders for motorway areas under concession, conducted in accordance with the format required by the Office of Transport Regulation.

On 20 December 2011 the European Commission announced a revision of the public procurement directives as part of an overall programme to modernise concessions and public tendering, including a proposal for concessions regarding works and/or services, which could impact the motorway sector. Such new directives, if approved by the European Parliament would however only apply to new concessions in accordance with the principles of European law. The new directives are expected to be approved before the end of 2012 and should be implemented by Member States by 30 June 2014.

The following table lists the Concessions held by the Group's Motorway Subsidiaries as at 30 June 2012, specifying the expiry date and the number of kilometres granted under each Concession:

<b>Concession Holder</b>	<b>Concession</b>	<b>Kilometres of Motorway</b>	<b>Expiry Date</b>
Autostrade Italia .....	Autostrade Italia Network.....	2,854.6	2038
Torino-Savona .....	A6 Turin-Savona.....	131	2038
Autostrade Meridionali .....	A3 Naples-Salerno.....	52	2012
Raccordo Autostradale Valle d'Aosta .....	A5 Aosta-Mont Blanc.....	32	2032
Tangenziale di Napoli .....	Naples ring-road .....	20	2037
Trafofo Stradale del Monte Bianco .....	T1 Mont Blanc Tunnel.....	6	2050

The Autostrade Italia Concession, the concession governing the Autostrade Italia Network, the Group's most significant motorway network, is governed pursuant to a concession agreement entered into on 12 October 2007 (the "Single Concession Contract"). The Single Concession Contract replaced a series of earlier agreements between Autostrade Italia and ANAS and implemented the regulatory provisions set out in Law 286/2006 (as defined below). See "— Regulatory Background — Important Developments in the Regulatory History of the Concessions". The Group's other motorway concessions are governed pursuant to a series of different concession agreements.

The Autostrade Meridionali Concession expires on 31 December 2012. On 10 August 2012, ANAS published a notice that a new concession for the operation and maintenance of the 51.6 kilometres of the A3 Napoli-Pompei-Salerno motorway as well as the completion of works set forth in the relevant concession between ANAS and Autostrade Meridionali would be put out to public tender. Upon conclusion of the public tender procedure, which is expected to take place as of 1 January 2013, the new concessionaire will succeed to Autostrade Meridionali as party to such concession agreement subject to the reimbursement by the new concessionaire of Autostrade Meridionali for the works completed under the concession. The investments set forth in the public tender procedure amount to €799.2 million and include (i) a reimbursement of €410 million to be paid to Autostrade Meridionali and (ii) €389.2 million (including planning costs estimated to amount of €1.7 million), of which €101 million for the continuation of works in progress as of 31 December 2012 and €288.2 million for additional extraordinary maintenance. No public subsidies will be paid in connection with this concession. The new concession is expected to have a duration of 30 years.

As at 31 December 2010, the Motorway Subsidiaries (with the exception of the Mont Blanc Tunnel, which operates under a different concession regime, and Autostrade Italia, whose Single Concession Contract came into effect in 2008) and ANAS entered into new single concession agreements provided for by Law Decree 262/2006, as amended. These single concession agreements became effective for the Group's Motorway Subsidiaries following certain approvals by CIPE in November and December 2010.

See "Risk Factors — Risks Relating to the Business of the Group" and "— Other Group Concessions — Legal Framework."

### ***Regulatory Background — Important Developments in the Regulatory History of the Concessions***

Motorway concessions were historically granted by the State. In 1992, Law No. 498/92 granted CIPE the authority to issue directives in relation to the revision of existing motorway concessions and toll rates.

CIPE, by a resolution dated 21 September 1993, established the criteria for the review and renewal of motorway concessions. Pursuant to such criteria, any bid must:

- (i) contain an investment plan (which provides estimates of the economic and financial performance of the concessionaire and includes the expected works to be performed by the concessionaire during the concession, the estimated cost of such works and expected State subsidies, if any) which is subsequently approved by the Ministry of Infrastructure and Transport and the Ministry of Economics and Finance;
- (ii) set out rules for the allocation of works according to applicable law in force, including EU environmental legislation;

- (iii) broaden the concessionaire's scope of activity, with the aim of improving its management and diversifying services offered to customers; and
- (iv) eliminate restrictions on the shareholders of the concessionaire companies.

Since 1993, CIPE has issued several directives regarding the relationship between ANAS and the individual concessionaires, which form the basis for a standard concession agreement prepared by the Ministry of Infrastructure and Transport (the "Standard Concession Agreement"). The Standard Concession Agreement provided the general terms which were expected to govern subsequent concession agreements with the concessionaires.

Regulatory changes were also introduced in the legal framework governing motorway concessions to delineate the roles of the State vis-à-vis the Italian regions. Italy's regions, of which there are twenty, have administrative, legislative and executive powers at the local level, and can act in matters specifically under their domain or in areas which are not specifically reserved for the State. Regions are responsible for managing the network of roads and motorways which do not have a national interest and may grant concessions for the construction and management of regional toll motorways.

Law Decree No. 262 of 3 October 2006, which was enacted into law on 24 November 2006 as Law No. 286/2006 (as subsequently amended, "Law 286/06") and subsequently amended by Law No. 296/2006 ("Law 296/06") and by Law No. 101/2008, established a new regime for motorway concessions primarily through the requirement that concessionaires enter into a comprehensive new concession agreement following specific binding guidelines. All concessionaires are required to enter into such new concession agreement upon the earlier to occur of an update to the relevant concession's financial plan (the "Concession's Financial Plan") or revision of the relevant concession agreement following the effectiveness of the new legislation. Law 286/06 provides, among other things, for:

- (i) the rate to be used in calculating annual tariff adjustments based on traffic and cost trends and the concessionaire's efficiency and service quality;
- (ii) the terms for the allocation of additional profits generated by the commercial use of motorway areas;
- (iii) the terms for the recovery of toll revenues related to commitments under investment plans;
- (iv) for the recognition of tariff adjustments in return for investments included in the investment plan only after the related investments have been verified by the grantor of the concession to have been effectively carried out;
- (v) the documentation to be provided to the Concession Grantor; and
- (vi) for a system of sanctions and penalties in the event of a breach of the concession.

New concession agreements are subject to the technical review by the Consulting Unit for the implementation and regulation of public utility services (*Nucleo di consulenza per l'attuazione delle linee guida sulla regolazione dei servizi di pubblica utilità* or "NARS") as well as the CIPE, followed by a review by the relevant Parliamentary Commissions. New concession agreements are approved by interministerial decree from the Ministry of Infrastructures and Transportation and the Ministry of Economy and Finance, subject to a preliminary review of legitimacy by the *Corte dei Conti*, the independent institute responsible for supervising public finances, among others.

Law 286/06 also made substantial changes in the tariff adjustment procedure. Pursuant to such procedure, the concessionaire is required to inform the Concession Grantor by 31 October of each year of its proposed tariff adjustment which it intends to apply as of the following 1 January. Based on this information, the Concession Grantor must propose new tariffs to the Ministry of Infrastructure and Transport (formerly the Ministry of Infrastructure) and the Ministry of Economy and Finance (formerly the Ministry of Treasury) within 30 days following receipt of such information. The Ministry of Infrastructure and Transport and the Ministry of Economy and Finance each have 15 days from receipt of either communication to question the information contained therein or otherwise challenge the tariff increase. A challenge might result if the Concession Grantor

had, in its oversight role, provided notice of material deficiencies in the concessionaire's performance by 30 June of that year.

In accordance with Law 286/06, CIPE issued a new directive in June 2007 ("Directive 39/07") that introduced criteria and parameters for determining motorway tariffs. Directive 39/07 is applicable to all new concessions and existing concessions where the concessionaire requests a re-alignment of the Concession's Financial Plan, as well as to new investments under existing concessions which were not yet approved at 3 October 2006, or which were approved but not included in the investment plan at such date. Directive 39/07 introduced a new tariff formula which provides for a re-alignment of tariffs every five years to reflect traffic and cost trends and investment costs in an effort to provide the concessionaire with an agreed rate of return.

Law Decree 59/2008, converted into law by Law 101/2008, as amended, approved all concessions entered into with ANAS as of 31 July 2010 and enabled motorway concessionaires to agree a simplified formula for the annual tariff rate adjustment calculation based, for the entire term of the concession, on a fixed percentage of real inflation, as well as terms for the return of invested capital.

Law Decree 201/2011 (the so-called *Salva-Italia* or "Save Italy" legislation) also introduced a simplified approval procedure for amendments to existing concessions, which shall be approved by decree by the Ministry of Infrastructures and Transportation, together with the Ministry of Economy and Finance. Updates or amendments to existing concessions which result in amendments to the investment plans or regulatory aspects relating to public finance, shall be reviewed by CIPE, following consultation with NARS which shall provide any comments within 30 days.

### ***The Autostrade Italia Concession***

#### *Legal Framework*

On 6 June 2008 the Italian Parliament passed Law No. 101/2008 which approved all the draft concession agreements with ANAS already executed by motorways concessionaires and, consequently, the Single Concession Contract entered into by Autostrade Italia and ANAS as Concession Grantor on 12 October 2007 in accordance with Law 286/06. The Single Concession Contract replaced the previous agreements between the parties relating to the Autostrade Italia Concession. Prior to the enactment of the Single Concession Contract, the Autostrade Italia Concession was governed by a concession agreement entered into with ANAS in 1997 (as subsequently amended, "1997 Concession Agreement") and a series of supplementary addenda, the most significant of which was entered into in 2002 (the "2002 Supplementary Agreement"). The 2002 Supplementary Agreement approved a new investment plan at that time and introduced new criteria for determining some of the elements of the price-cap mechanism previously instituted to regulate tariff increases in order to compensate Autostrade Italia for the additional capital expenditure commitments undertaken at that time. See "— Motorway Capital Expenditures — Works" and "— The Autostrade Italia Concession — Tariff Rates".

#### *Key Concession Terms*

The Single Concession Contract grants Autostrade Italia the right to continue to operate and manage the motorways and related infrastructure granted under the concession until 31 December 2038.

The Single Concession Contract implemented (i) a new formula for tariff adjustments; (ii) new detailed rules on Autostrade Italia's rights and obligations; and (iii) a revised investment plan. The investment plan and tariff formula are set forth in more detail below.

#### Autostrade Italia's Obligations

In particular, Autostrade Italia's main obligations include the duty:

- (i) to manage and maintain the motorway infrastructure;
- (ii) to organise, maintain and promote motorist assistance services;
- (iii) to design and execute works specified in the Single Concession Contract, such as the construction of additional lanes and motorway sections and junctions;

- (iv) to keep detailed financial accounts, including traffic data, for each section of motorway;
- (v) include a clause in the by-laws Autostrade Italia requiring that its Board of Statutory Auditors include an officer of the Concession Grantor;
- (vi) to maintain a debt service coverage ratio (“DSCR”) throughout the period of the applicable concession;
- (vii) for activities directly connected to the construction and maintenance of highways (not including activities already specified in the Single Concession Contract), to grant works, services and supplies by means of competitive procedures, all in accordance with existing laws and regulations;
- (viii) to reserve, on an annual basis, a portion of shareholders’ equity in an amount equal to the net benefits it has received from delays in investments that are not compensated through tariffs (such as those under the 1997 Concession Agreement), until such time as the originally planned investment amounts have been made;
- (ix) to have available irrevocable financing or cash or cash equivalents committed to investment funding in an amount equal to the investment gap (the difference between planned and realised investments) with respect to a particular investment plan;
- (x) not to provide financing to or guarantees for entities that are controlling, controlled by, otherwise under common control or affiliated with Autostrade Italia pursuant to Article 2359 of the Italian Civil Code, except for subsidiaries of affiliated companies operating in roadway infrastructure or in order to enable larger capital raising at more favourable terms; and
- (xi) to establish and maintain procedures to prevent conflicts of interests and independence requirements for the members of its board of directors.

In addition, the entity controlling Autostrade Italia shall be required, for the duration of the Single Concession Contract, to maintain a net worth of at least €10 million for every percentage point of share capital of Autostrade Italia held by it, and shall maintain its registered office in a white-list country and ensure that the offices and management of Autostrade Italia are located in Italy.

The Single Concession Contract sets forth the sanctions and penalties applicable in the event of violations of the obligations set forth above. Penalties vary from €10,000 to €2 million. The highest penalty is imposed in connection with a failure to meet quality standards in force in 2006. Sanctions vary from €25,000 to €5 million. The highest fine is imposed in connection with a failure to obtain prior authorization by the Concession Grantor of extraordinary transaction. The maximum aggregate annual amount of such sanctions may not exceed 10% of total annual revenue of Autostrade Italia, and in any case may not exceed €150 million per year. In the event that such amount is exceeded for two consecutive years, the Concession Grantor may propose the termination of the concession to the relevant Ministries.

#### Extraordinary Transactions

Certain extraordinary transactions involving Autostrade Italia, such as mergers, de-mergers, liquidation, winding-up, change in purpose or movement of its headquarters, require the prior express approval of the Concession Grantor. The Concession Grantor must also give prior approval to the sale of the controlling interest in the majority of the Group’s Concessions. If the DSCR of Autostrade Italia is within certain limits and consideration exceeds €50 million, the prior approval is not required for the disposal of other financial assets by Autostrade Italia. Such consent is not required for the acquisition of financial assets or for transactions that could result in a change of control of Atlantia. However, the Concession Grantor’s consent is required for transactions that could result in a change of control of Autostrade Italia, unless certain minimum conditions and requirements relating to the transferee are met.

#### Revenue Sharing

In addition, there is a built-in revenue sharing mechanism for toll revenue deriving from traffic growth that exceeds the traffic growth figures forecasted in the Single Concession Contract. Autostrade Italia is required to pay net revenue from traffic exceeding such forecasted amounts into a fund dedicated to investments for quality improvements along the Autostrade Italia Network. Where average annual traffic growth exceed such forecasts

by 1%, then 50.0% of any such net profit exceeding such percentage must be allocated to the fund. Where average annual traffic growth exceed such forecasts by between 1.0% and 1.5%, then 50.0% of any such net profit must be allocated to the fund; where average annual traffic growth exceeds such forecasts by more than 1.5%, then 75.0% of any such net profit must be allocated to the fund.

Autostrade Italia is required to pay penalties and sanctions for each event of non-performance or default of certain specified obligations under the Single Concession Contract. Penalties range from €10,000 to €2.0 million, with the highest penalty being for failure to maintain motorway quality standards at or above 2006 levels. Sanctions range from €25,000 to €5.0 million, with the highest sanction being for failure to obtain requisite approval for an extraordinary transaction, such as a merger. The maximum amount of sanctions in any given year cannot exceed 10% of revenue for that year, up to a maximum of €50.0 million.

#### Pass-Through Mechanism (Additional Concession Fee)

The Single Concession Contract has a pass-through mechanism which provides that Autostrade Italia shall have a right to adjust tariff rates (applying a surcharge) in order to be compensated in the event of an increase in the concession fee or the introduction of taxes having a specific impact on the motorway. Prior to 2009, a surcharge levied on tolls paid in Italy by users of the Italian Group Network (the “Surcharge”) was passed through directly to ANAS, a joint-stock company owned by the Italian Ministry of Economics and Finance, which acted as Concession Grantor for Autostrade Italia until the effective date of Law Decree n. 98/2011.

Pursuant to Law Decree 78/2009, from August 2009 the Surcharge was abolished and Law Decree 78/2010 introduced an additional concession fee payable to the Concession Grantor (the “Additional Concession Fee”) calculated on the basis of the number of kilometres travelled amounting to 6 thousandths of a euro per kilometre for toll classes A and B and 18 thousandths of a euro per kilometre for classes 3, 4 and 5. The amount of such Additional Concession Fee payable to the Concession Grantor is recovered by the concessionaire through a corresponding increase in tariffs. As a result, such Additional Concession Fee is recognised in toll revenue and offset by an equivalent amount in operating costs. The Additional Concession Fee for the years ended 31 December 2011 and 2010 recognized as Group revenue was equal to €381.3 million and €27.7 million (€26.7 million excluding Società Autostrade Tirrenica, deconsolidated in the fourth quarter of 2011), respectively. The Additional Concession Fee for the six months ended 30 June 2012 and 2011 recognized as Group revenue was equal to €65.7 million and €183.4 million (€180.1 million excluding Società Autostrada Torino-Savona, deconsolidated in the first quarter of 2012), respectively See “Presentation of Financial and Other Data — Effect on revenue of the Additional Concession Fee (Law Decree 78/2009)”.

#### Concession Payments

Under the Single Concession Contract, in accordance with Law 296/06, Autostrade Italia is required to pay an annual fee equal to 2.4% of net toll revenue (net of VAT and the Additional Concession Fees) and 5.0% of the revenues derived from any subconcessions or subcontracts, including fees related to the commercial use of the telecommunications networks, which annual fee on subconcessions or subcontracts increases to 20.0% for new services coming into existence after 8 June 2008 or which relate to services in new service areas.

#### Expiry or Termination of Concession

Upon the expiry of the Single Concession Contract, Autostrade Italia is required to transfer to the Concession Grantor the motorways and related infrastructure without compensation and in a good state of repair.

The Single Concession Contract sets out procedures for early termination of the concession in the event of material and continuing non-performance by Autostrade Italia of the material terms of the concession. Similarly, the concession is subject to early termination by Autostrade Italia in the event of non-performance by the Concession Grantor or material changes in the legal framework of the concession. In the event of early termination of the Autostrade Italia Concession, the Concession Grantor would step into the shoes of Autostrade Italia, assuming all its obligations and receiving all of its benefits under the Autostrade Italia Concession.

In return, Autostrade Italia is entitled to receive a cash payment based on the net present value, discounted at market rate, of revenues from operation until the end of the term of the concession, net of projected costs, liabilities, investments and projected taxes for such period, plus taxes due payable by the concessionaire following receipt of such indemnification amount by the Concession Grantor, less (i) the outstanding financial debt assumed by the Concession Grantor at the date of transfer from Autostrade Italia, (ii) and projected cash

flows from ordinary business until the end of the term of the concession. In the event that the early termination is due to Autostrade Italia's failure to meet its obligations, such payment is reduced by 10.0% plus any damages. In the event of termination of the Single Concession Contract for reasons other than the failure by Autostrade Italia to fulfil its obligations, such penalty shall not apply.

In the event that the Concession Grantor finds material and continuing non-performance by Autostrade Italia of material terms of the concession, it must issue a notice to Autostrade Italia requiring it to rectify such non-performance within a specified and reasonable timeframe or provide the reasons for the non-performance. If the reasons provided are not acceptable or the non-performance is not rectified within the specified timeframe, then the Concession Grantor may, following confirmation of the continuing material breach, commence proceedings to terminate the concession. Such proceedings are a preliminary phase in which Autostrade Italia is given notice of the breach and formally requested to cure the breach within a set time period, which cannot be less than 90 days. During this time, Autostrade Italia can present its position and objections. At the end of such time period, if the breach continues or in the event that the Concession Grantor rejects the concessionaire's objections, the Concession Grantor is required to set out another time period of not less than 60 days within which the concessionaire must cure the breach. If Autostrade Italia does not cure the breach within this 60 day period, the Concession Grantor may, jointly with the Ministry of Economy and Finance, issue a decree declaring the termination of the concession. In such an event, the concessionaire is obliged to continue managing the concession until management of the concession is transferred.

#### *Investments and Cost Overruns*

The Single Concession Contract provides for capital expenditures as described under “— Motorway Capital Expenditures — Works”.

Under the Single Concession Contract, Autostrade Italia has assumed the obligation to pay all cost overruns necessary to complete the investments that remain to be completed under the 1997 Concession Agreement. See “— Motorway Capital Expenditures — Works”. For the planned project investments under the 2002 Supplementary Agreement and the new investments to be undertaken pursuant to the Single Concession Contract (the “New Investment Plan”), Autostrade Italia will assume the obligation to finance cost overruns that are incurred in excess of the approved investment amount resulting after the Concession Grantor's approval of the final project, (the “Approved Investment Amount”) with the exception of cost overruns due to force majeure or resulting from acts by third parties.

The Single Concession Contract also provides that, in the event the final expenditure for a given investment is less than the amount approved for such investment, 80% of the amount saved (net of the effect of any taxes) must be used to finance new investments which would otherwise be financed through tariff increases.

#### *Tariff Rates*

The tariff rate adjustment, applicable from 1 January of each year, is calculated in accordance with the following formula:

$$70\% * CPI + X + K$$

In this formula:

- CPI represents the actual rate of inflation for the previous twelve month period from 1 July to 30 June as measured by the Italian Institute for Statistics (*Istituto Nazionale di Statistica*, or ISTAT);
- X is added to the formula when calculating tariff rate adjustments relating to works being carried out under the 2002 Supplementary Agreement. It is an investment factor that remunerates the investments from the 2002 Supplementary Agreement using the rate of return agreed under the 2002 Supplementary Agreement for the additional capital programme of 7.2% real post-tax; and
- K is added to the formula when calculating tariff rate adjustments under the New Investment Plan. It is an investment factor that remunerates the new investments in the Single Concession Contract calculated using the regulated asset base (RAB) system, in which a return on investment equal to WACC pre-tax is acknowledged.

Annual tariff increases must be communicated to the Concession Grantor and approved in accordance with the procedures set out in Law 286/06. Once approved, such increases become effective by the first day of the following year. In compliance with the terms of the Single Concession Contract, a tariff increase of 3.51% was applied by Autostrade Italia from 1 January 2012.

### ***Other Group Concessions***

#### *Legal Framework*

As at 31 December 2009, the Motorway Subsidiaries (with the exception of the Mont Blanc Tunnel, which operates under a different concession regime, and Autostrade Italia, whose Single Concession Contract came into effect in 2008) and ANAS entered into new single concession agreements provided for by Law Decree 262/2006, as amended. These single concession agreements became effective for the Group's Motorway Subsidiaries following certain approvals by CIPE with the signing of the relevant agreements in November and December 2010.

#### *Key Concession Terms*

The concessionaire's duties under the Standard Concession Agreement are to:

- (i) manage and maintain the motorway infrastructure in conditions of "financial and economic" equilibrium;
- (ii) maintain and repair the relevant motorway sections;
- (iii) organise and maintain motorist assistance services;
- (iv) design works specified in the Concession such as the construction of additional lanes and motorway sections and junctions, both to meet traffic safety requirements and to maintain the level of services offered;
- (v) award contracts for works and for the supply of assets and services by competitive tender, in accordance with existing laws;
- (vi) keep its accounts in the manner specified by the Standard Concession Agreement;
- (vii) provide the Concession Grantor, upon request, with information relating to revenues, expenses and the holding of shares in subsidiaries and other affiliated companies; and
- (viii) maintain a clause in the by-laws requiring that the Board of Statutory Auditors include an officer of the Concession Grantor as well as an officer from the Ministry of Economics and Finance, who shall act as Chairman.

#### Expiry or Termination of Concession

The motorway sections and related infrastructure which are the subject of the concession are required to be transferred without compensation and in good state of repair to the Concession Grantor upon the expiry date of the concession. In the event of any loans taken out for works have not been repaid in full during the concession period, the Motorway Subsidiary needs to negotiate a provision for the early repayment of such loans at the concession expiry date.

A concession may be terminated early in the event of a relevant and predefined material and continuing non-performance by the concessionaire. In such cases, the Concession Grantor may issue a notice requiring the concessionaire to rectify any non-performance of its obligations within a specified and reasonable timeframe. During such timeframe, the concessionaire may object to the contents of that notice. If these objections are not accepted or it does not rectify such non-performance in the specified timeframe, then the Concession Grantor is entitled to request a declaration of termination of the concession. Upon the Concession Grantor's request, the Ministry of Infrastructure and Transport, jointly with the Ministry of Economics and Finance, can issue a decree declaring the termination of the concession. In such event, the concessionaire is obliged to continue managing



the concession until a ministerial decree granting the concession to another entity is enacted. In the event of early termination of the concession, the concessionaire would be required to transfer to the Concession Grantor all of the concession's assets. The economic terms of any such transfer are not set out in the current concessions and would need to be negotiated between the parties.

#### *Investments and Cost Overruns*

For project investments of the other Motorway Subsidiaries, the relevant Motorway Subsidiary assumes the obligation to pay cost overruns necessary to complete the committed investments. Pursuant to Law 286/06, each concession will be reviewed and each of the Motorway Subsidiaries may choose to apply the new tariff formula pursuant to Directive 39/07 which provides for a re-alignment of tariffs every five years to reflect investment costs. In such case the relevant Motorway Subsidiary will assume the obligation to finance cost overruns only in excess of the Approved Investment Amount, with the exception of cost overruns due to force majeure or resulting from acts by third parties. On 28 September 2012, Autostrade Italia provided the concession grantor with the required documentation for the update of the investment plan occurring every five years in accordance with the Single Concession Contract, with respect to which an additional agreement will have to be entered into.

#### *Tariff Rates*

Annual tariff increases must be approved in accordance with the procedures set out in Law 286/06. See “— Regulatory Background — Important Developments in the Regulatory History of the Concessions”.

In compliance with the terms of their single concession agreements, the following annual tariff increases for 2011 were introduced by the Group's Motorway Subsidiaries from 1 January 2012:

<u>Motorway Subsidiary</u>	<u>2012 Tariff Increase</u>
Autostrade Italia	3.51%
Raccordo Autostradale Valle d'Aosta	14.17%
Autostrada Torino-Savona	1.47%
Tangenziale di Napoli	3.49%
Autostrade Meridionali	0.31%
Mont Blanc Tunnel	5.97%

The tariff increase to be applied by Autostrade Italia amounts to 3.51% and consists of 2.04% relative to the investments remunerated by the X factor and K included in the tariff formula, and 1.47% representing 70% of the inflation rate over the period from 1 July 2010 to 30 June 2011.

Raccordo Autostradale Valle d'Aosta, Tangenziale di Napoli and Autostrade Meridionali apply the tariff-adjustment formula which, on top of budgeted inflation, includes a rebalancing component, an investment remuneration factor, as well as a quality factor. Autostrada Torino-Savona will apply a tariff increase for 2012 representing 70% of the inflation rate over the period 1 July 2010 to 30 June 2011.

With respect to the Mont Blanc Tunnel, tariff rate adjustments are based on a bilateral concession agreement between the Italian and French States which establishes that the requests for revision of tariff rates by Mont Blanc Tunnel (which are usually made on an annual basis) must be sent to a Franco-Italian Intergovernmental Control Commission. This Commission then evaluates the reasons for the requested increase in the tariff rates (which usually relate to increases in inflation in Italy and France and planned investments in works) and decides what increase, if any, is to be granted.

The Mont Blanc Tunnel applied a 5.97% increase from 1 January 2012, in accordance with a resolution (dated 22 October 2010) adopted by the Intergovernmental Control Commission of the Mont Blanc Tunnel. This 5.97% increase was the result of the combination of two elements: a 1.47% increase corresponding to the average of Italian and French inflation rates for the period 1 September 2010 to 31 August 2011; and an additional 3.50% increase approved by the Intergovernmental Control Commission in its resolution of 24 February 2009. The funds deriving from this tariff increase will be used in accordance with decisions taken at the governmental level.

### ***Subcontracts for Services on the Motorways***

Subcontracts for food and beverage and mini-market and petrol service stations are granted to third parties for the management of service areas through competitive procedures. The offers proposed by the candidates are evaluated on technical, qualitative and economic bases. Generally, the Subcontracts grant each Subcontractor the right to perform one or more services in a single service area. Pursuant to the Subcontracts, the Subcontractor is typically required to build the structures necessary to provide the service and, subsequently, to manage and maintain those services either directly or through management contracts with third parties. Upon the expiry of a Subcontract, the buildings and infrastructure built by the Subcontractor must be transferred to the Group in a good state and condition with no compensation to the Subcontractor. Under a Subcontract, the Subcontractor undertakes to pay to the relevant Motorway Subsidiary a fixed amount plus a royalty based on the revenues generated from sales.

Upon the expiry of a Subcontract, a new Subcontract must be granted following a competitive bidding procedure, in accordance with the concession agreement, relevant law and, with respect to food and beverage Subcontracts, pursuant to decision number 8090 of the Italian Anti-Trust Authority dated 2 March 2000 (the "Anti-Trust Decision"). Pursuant to the Anti-Trust Decision, so long as Edizione ultimately controls Atlantia, through Sintonia or otherwise, and concurrently controls Autogrill, directly or indirectly, the granting of a Subcontract is subject to the following conditions: that (i) Autostrade Italia and the other Motorway Subsidiaries may only award food and beverage and mini-market Subcontracts pursuant to an open, competitive, non-discriminatory bid procedure set forth by the Concession Grantor, (ii) that an independent expert is engaged to manage all aspects of such bid process and (iii) that Autogrill does not increase its percentage market share of the food and beverage and mini-market Subcontracts above 72%.

Pursuant to an indemnification agreement between Autostrade Italia and Edizione, Autostrade Italia is required to indemnify Edizione for certain liabilities incurred by it as a result of violations or misapplications by Autostrade Italia of the Anti-Trust Decision. In December 2002 and November 2004 Edizione was subject to sanctions by the Italian Anti-Trust Authority in connection with violations of the Anti-Trust Decision. See "Risk Factors" and "Certain Relationships and Related Party Transactions".

### ***Regulatory Developments Related to Works***

Legislative Decree No. 163 of 12 April 2006, known as the "Code of Public Contracts Related to Works, Services and Supplies in Application of EU Directives 2004/17/EU and 2004/18/EU" (the "Code"), sets out in a single text the entire legal framework for public tenders in Italy. Provisions unified in the Code were previously set out in a series of different laws and regulations such as, among others, Law No. 109/1994 (known as the Merloni Law), Law No. 443/2001 (known as *Legge Obiettivo*) and Legislative Decree 358/1992.

The Code became effective 1 July 2006 following a series of standard law provisions for the awarding and execution of public contracts for works, services and supplies and also provides a series of specific rules regarding public works, the concession of public works and works related to strategic infrastructure and production facilities.

As regards works related to strategic infrastructure and production facilities, the Code sets out a specific framework for the purpose of facilitating and streamlining the planning, approval and execution of certain public works projects, including motorway construction, deemed by CIPE to be strategically important for the State. This regulation provides that a preliminary project plan for motorway construction projects must be submitted to CIPE for its approval. The plan must include the estimated outcome of the project as well as a cost estimate, to be approved by CIPE. Agencies whose approval of the final plan was previously required, including the Ministry of the Environment, are permitted to participate in the approval hearing but do not have decision-making powers. The approval process for strategically important public works is expected to be reduced to approximately thirteen months, including six months for the preliminary project plan and seven months for final approval.

Pursuant to Law Decree No. 207/2008 converted into law on 24 February 2009, the Italian legal framework applying to motorway concessionaires for public tenders was amended. In particular, under Article 11, Paragraph 5, letter c), of Law No. 498/1992, as amended by Law Decree No. 207/2008, in awarding construction works to third parties, concessionaires not regarded as contracting authorities must comply with the Code. Accordingly, the new regime regarding the award of construction works to third parties provides that motorway concessionaires not regarded as contracting authorities (i) must comply with the Code within the limits set forth

in Article 142, Paragraph 4; and (ii) are now required to award to third parties at least 40% of the construction projects by public tender. The remaining 60% of such construction works may be performed by the motorway concessionaires internally or awarded directly to subsidiaries or affiliates and do not need to be put to public tender.

## MANAGEMENT

### Board of Directors

The Board of Directors of Atlantia (the “Board of Directors”) is composed of fifteen members including thirteen non-executive directors and two executive directors (the Managing Director and the Chairman) who have been elected for a period of one year and may be re-elected. The current members of the Board of Directors were elected on 14 April 2010 and will hold office until the shareholders’ meeting called for the approval of the financial statements for the year ending 31 December 2012. The current members of the Board of Directors are as follows:

<u>Name</u>	<u>Title</u>	<u>Age</u>
Fabio Cerchiai .....	Chairman	68
Giovanni Castellucci .....	Chief Executive Officer	53
Gilberto Benetton .....	Director	71
Alessandro Bertani .....	Director	46
Alberto Bombassei .....	Director <sup>(1)</sup>	72
Stefano Cao .....	Director	61
Roberto Cera.....	Director	57
Alberto Clò.....	Director <sup>(1)</sup>	65
Antonio Fassone.....	Director	63
Giuliano Mari.....	Director <sup>(1)</sup>	67
Gianni Mion .....	Director	69
Monica Mondardini.....	Director <sup>(1)</sup>	52
Giuseppe Piaggio.....	Director	74
Antonino Turicchi .....	Director <sup>(1)</sup>	47
Paolo Zannoni.....	Director	64

<sup>(1)</sup> Directors who have issued a declaration of independence.

**Fabio Cerchiai.** Fabio Cerchiai has served as chairman since April 2010. Mr. Cerchiai holds a degree in Economics. He started his career in 1964 with Assicurazioni Generali. Mr. Cerchiai has been the Chairman of ANIA (*Associazione Nazionale fra le Imprese Assicuratrici*) since 2002, a director of Edizione S.r.l. since 2005 and the chairman of the board of directors of Gruppo Assicurativo ARCA since 2008. On 27 March 2009 Mr. Cerchiai was appointed (following nomination by the Italian Prime Minister) to the Italian National Council of the Economy and Labor (CNEL) as a representative of the insurance industry.

**Giovanni Castellucci.** Giovanni Castellucci has served as a director since June 2006. Mr. Castellucci graduated in Mechanical Engineering from the University of Florence in 1984 and completed his MBA at SDA Bocconi in Milan. From 1988 to 1999 he worked for the Boston Consulting Group, initially as a consultant, Case Leader and Manager in the Paris branch until 1991 and in Milan since 1991. Subsequently he became a partner of the Milan branch with responsibility for the Consumer Goods, Services sectors and Pharma Practices. In January 2000 he was appointed Chief Executive Officer of the Barilla Group. In June 2001 he joined Atlantia as Chief Operating Officer. Since April 2005 he has been the Chief Executive Officer of Autostrade Italia, maintaining the position of Chief Operating Officer of Atlantia. Since 2006, Mr. Castellucci has been the Chief Executive Officer of Atlantia.

**Gilberto Benetton.** Gilberto Benetton has served as director since April 2000. Mr. Benetton was one of the founders of the Benetton Group in 1965. Mr. Benetton serves as chairman of the boards of directors of Edizione S.r.l. and Autogrill, is a member of the boards of directors of Benetton Group S.p.A., Sintonia S.p.A., Mediobanca S.p.A., Pirelli & C. S.p.A. and Allianz S.p.A.

**Alessandro Bertani.** Alessandro Bertani has served as a director since April 2009. Mr. Bertani graduated in Economics from Milan’s Bocconi University in 1990 and has worked at Mediobanca S.p.A. since 1992 and has been a Vice President since April 2006. He is a member of the boards of directors of Burgo Group S.p.A., Istituto Europeo di Oncologia S.r.l. (where he is also a member of the executive committee) and Sintonia S.p.A.

**Alberto Bombassei.** Alberto Bombassei has served as director since April 2006. Mr. Bombassei received a degree in Mechanical Engineering, *honoris causa*, from the University of Bergamo. He is deputy chairman for industrial relations and corporate affairs of Confindustria (the organisation representing manufacturing and service industries in Italy). He is founder and chairman of the board of directors of Brembo S.p.A. and is a member of the boards of directors of Ciccolella S.p.A., Italcementi S.p.A., Pirelli & C S.p.A. and Nuovo Trasporti Viaggiatori S.p.A.

**Stefano Cao.** Stefano Cao has served as a director since April 2009. Mr. Cao has a degree in Mechanical Engineering and worked at Saipem S.p.A. from 1976 to 2000, serving as President and Chief Executive Officer from 1999 to 2000. He joined Eni S.p.A. in 2000, where he was a general director until August 2008. Since February 2009, Mr. Cao has been Chief Executive Officer of Sintonia S.p.A. (formerly Sintonia S.A.). He is a member of the board of directors of Telecom Italia S.p.A., Gemina S.p.A. and Aeroporti di Roma S.p.A.

**Roberto Cera.** Roberto Cera has served as director since 2000. Mr. Cera graduated with a degree in law from the University of Milan in 1978. Mr. Cera also serves as external legal adviser to the Group through the law firm of Bonelli Errede Pappalardo, of which he is a senior partner.

**Alberto Clò.** Alberto Clò has served as director since May 2003. Mr. Clò graduated with a degree in political science from the University of Bologna in 1970. He is currently an associate professor of industrial economy at the University of Bologna. He currently holds directorship positions with ENI, De Longhi S.p.A. and Italcementi S.p.A.

**Antonio Fassone.** Antonio Fassone has served as director since May 2003. Mr. Fassone graduated with a degree in architecture from the Politecnico of Turin in 1973 and has been registered with the board of architects since 1974. Prior to joining the Group, Mr. Fassone served as a member of the executive committee of the municipality of Asti covering public construction projects and economic activities and chairman of the Piemonte Region Division of *Istituto Nazionale Urbanistico* (the National Institute for Urban Development) and is a member of the Technical Commission for Urban Development of the Piemonte Region. He currently is a member of the board of directors of Fondazione Cassa di Risparmio di Torino.

**Giuliano Mari.** Giuliano Mari has served as director since April 2009. Mr. Mari has a degree in Chemical Engineering from Rome's "La Sapienza" University. From 1969 to 2002 he worked at IMI S.p.A., serving as President and general director from 1999 to 2002, and was then a general director of Cofiri S.p.A. from 2002 to 2004. Mr. Mari is a member of the board of directors of Engineering Ingegneria Informatica S.p.A., BCC Private Equity SGR S.p.A., Camuzzi S.p.A., Gruppo Baglietto, Atlantis Capital Special Situations S.p.A., Centroplast S.p.A., Di Zio Costruzioni Meccaniche S.p.A., Seli Società Esecuzione Lavori Idraulici S.p.A., SDN S.p.A. and Nuova Teatro Eliseo S.p.A.

**Gianni Mion.** Gianni Mion has served as director since April 2000. Mr. Mion graduated with a degree in business from the University Ca' Foscari of Venice in 1966. Prior to joining the Group, he served as Chief Financial Officer of Marzotto S.p.A., vice-general manager of Gepi S.p.A., controller for McQuay Europa S.p.A. and an auditor for KPMG. Mr. Mion is currently the Chief Executive Officer of Edizione S.r.L. and holds directorship positions with Sintonia S.p.A., Benetton Group S.p.A., Autogrill, Luxottica Group S.p.A., Fondazione Cassa di Risparmio di Venezia and Aeroporti di Roma S.p.A.

**Monica Mondardini.** Monica Mondardini has served as a director since January 2012. Ms. Mondardini graduated with a degree in economics and statistical sciences from the University of Bologna. Prior to joining the Group, she served as head of the international department and member of the executive committee of Hachette Livre, general manager of Europ Assistance, head of planning and control of the Generali Group and chief executive officer of Generali Spain. Ms. Mondardini currently serves as chief executive officer of Gruppo Editoriale L'Espresso and independent director of Crédit Agricole and SCOR.

**Giuseppe Piaggio.** Giuseppe Piaggio has served as director since April 2000. Mr. Piaggio is also Vice-Chairman of Mont Blanc Tunnel. He graduated with a degree in business from the University of Turin in 1961 and has been registered with the board of *dottori commercialisti* since 1963. Prior to joining the Group, Mr. Piaggio provided tax and accounting consulting services and was advisor to the Bank of Italy. He currently serves a member of the boards of directors of Autostrade Italia, Fondazione Cassa di Risparmio di Torino, IGLI S.p.A. and Impregilo S.p.A.

**Antonino Turicchi.** Antonino Turicchi has served as director since April 2009. He has a degree in Economics from the University of Rome and a masters in Economics from the University of Turin. From 1994 to 2002 Mr. Turicchi worked in the Ministry of Economics and Finance and from 2002 to 2009 he was a general director of Cassa Depositi e Prestiti S.p.A. He is currently a member of the supervisory boards of STMicroelectronics and Numonyx B.V.

**Paolo Zannoni.** Paolo Zannoni has served as director since March 2010. Mr. Zannoni graduated in Political Science at the University of Bologna in 1972. Mr. Zannoni is the chairman of Prysmian S.p.A. and of Dolce & Gabbana Holding S.r.l. and he is also a director of GADO S.r.l. Mr. Zannoni joined the Fiat group in 1979 and became the chairman of Fiat Washington, Inc. In 1992, he became the senior vice-president of Foreign Affairs and Development of the Fiat group and in 1994 left the group to become a managing director of Goldman Sachs.

As at 30 June 2012, the Group had no outstanding loans to members of the Board of Directors.

### ***Board of Directors Committees***

In accordance with the Corporate Governance Code recommended by the Italian stock exchange, Atlantia has introduced systems of corporate governance that established committees recommended by the Italian stock exchange, with the exception of a Nominations Committee. The Board of Directors determined that a Nominations Committee is not required because Atlantia's procedure to appoint new directors by list vote is transparent and compliant with the requirements of the Corporate Governance Code.

### ***Human Resources and Remunerations Committee***

The Human Resources and Remunerations Committee submits proposals to the Board of Directors, in the absence of the directly interested parties, regarding the overall remuneration of the Chairman, the Chief Executive Officer and Atlantia's executive directors. At the proposal of the Chief Executive Officer, the committee also determines the criteria for establishing the remuneration of the Group's senior management, and, based on information from the Chief Executive Officer, examines (i) any share or cash incentive plans for employees of the Group, (ii) the criteria for establishing the composition of the boards of directors of strategically important subsidiaries, (iii) and strategic staff development policies. The members of the Human Resources Committee were elected on 14 April 2010 and consist of five directors, including Stefano Cao, Giuseppe Piaggio, Paolo Zannoni, and the independent directors Alberto Clô, Alberto Bombassei Carlo Malinconico and Monica Mondardini (appointed on 20 January 2012).

### ***Internal Control and Corporate Governance Committee***

The Internal Control and Corporate Governance Committee advises, makes recommendations and generally assists in verifying the functionality of the internal control system. Current members of the committee were elected on 28 April 2009 and include the non-executive director, Giuseppe Piaggio and the independent directors Giuliano Mari and Antonino Turicchi. The Chairman of the Board of Statutory Auditors (or another serving auditor, at his request) also takes part in the work of the committee. Depending on the issues to be dealt with, the Chairman of the Board of Directors, the Chief Executive Officer, serving auditors, and the heads of Internal Auditing and Risk Management may be invited to take part.

### ***Committee of Independent Directors with responsibility for Related Party Transactions***

In compliance with the CONSOB Regulations governing Related Party Transactions (Resolution 17221 of 12 March 2010, as subsequently amended), on 21 October 2010 Atlantia set up a Committee of Independent Directors with responsibility for Related Party Transactions, consisting of three independent directors. The members of this committee are responsible for issuing an opinion on the Procedure for Related Party Transactions (approved by Atlantia's Board of Directors on 11 November 2010) and, when required, for issuing the opinions required by law on related party transactions of greater or lesser significance. Current members of the committee include the non-executive director, Giuliano Mari and the independent directors Alberto Clô and Carlo Malinconico.

## ***Supervisory Board***

Atlantia's Supervisory Board was established in implementation of the provisions of Legislative Decree No. 231/01 (and subsequent amendments, in particular those introduced by Legislative Decree No. 61/02) with the task of defining an organisation, management and control model for all the companies of the Group, in order to notify Atlantia's responsibility with regard to unlawful administrative actions. The Supervisory Board is chaired by Renato Granata, Emeritus Chairman of the Constitutional Court and the First Honorary Adjunct Chairman of the Supreme Court and consists of the Head of Legal Affairs, Pietro Fratta, and Head of Internal Auditing Simone Bontempo.

## **Senior Management**

The principal executive officers of Atlantia and Autostrade Italia are as follows:

<b><u>Name</u></b>	<b><u>Title</u></b>	<b><u>Age</u></b>
Giovanni Castellucci <sup>(1)</sup> .....	Chief Executive Officer and General Manager of Atlantia; Chief Executive Office of Autostrade Italia	53
Francesco Fabrizio Delzio .....	Head of External Relations, Institutional Affairs and Marketing	38
Pietro Fratta .....	Head of Legal Department of Autostrade Italia	66
Gianpiero Giacardi .....	Head of Human Resources of Autostrade Italia	55
Giancarlo Guenzi .....	Chief Financial Officer of Atlantia; Head of Administration, Finance and Control of Autostrade Italia	57
Roberto Mengucci .....	Head of International Operations of Autostrade Italia	51
Riccardo Mollo .....	Co-General Manager Operations and Maintenance of Autostrade Italia	53
Massimo Sonogo .....	Head of Corporate Finance and Investor Relations of Atlantia	39
Gennarino Tozzi .....	Co-General Manager of Network Development of Autostrade Italia	57
Luca Ungaro .....	Head of Service Areas of Autostrade Italia	46
Umberto Vallarino .....	Head of Finance of Autostrade Italia	49
Diego Savino .....	Chief Executive Officer of Gruppo Costanera	50
José Renato Ricciardi .....	Chief Executive officer of Atlantia Bertin Concessões	50

<sup>(1)</sup> For biographical information see “— Board of Directors”.

***Francesco Fabrizio Delzio.*** Francesco Fabrizio Delzio graduated with a degree in law from the University LUISS Guido Carli. Mr. Delzio joined the Group in 2012 as head of external relations, institutional affairs and marketing. Prior to joining the Group, Mr. Delzio served as head of institutional affairs and external relations at the Piaggio group and as manager of the group of young entrepreneurs at Confindustria, an Italian organisation representing Italian manufacturing and services companies, and managing editor of the organisation's journal “Quale Impresa”. Mr. Delzio has also worked as professional journalist since 1999 and authored numerous publications.

***Pietro Fratta.*** Pietro Fratta graduated with a degree in law from the University of Milan in 1972. Mr. Fratta joined the Group in April 2001 and, since July 2003, he has served as the head of the legal department of Atlantia and Autostrade Italia. He also serves as a member of the board of directors of Mont Blanc Tunnel and is vice chairman of Mont Blanc Tunnel, SAM and Tangenziale di Napoli. In addition, Mr. Fratta is a member of the internal committee of Autostrade Italia and Atlantia. Prior to joining the Group, Mr. Fratta served as the head of the legal department of GEPI S.p.A., as a member of the special commission established by the Ministry of Finance for the evaluation of the state owned assets to be transferred to Ente Tabacchi Italiano and, subsequently, as head of the legal department of Ente Tabacchi Italiano.

***Gianpiero Giacardi.*** Gianpiero Giacardi graduated with a degree in law from the University of Turin in 1981. He joined Atlantia in 2000 as Corporate Development Director and has been the Manager of Group Resources, Organizational Development and Quality for Atlantia and Autostrade Italia since July 2003. He is also the chairman of EssediEsse and serves as a member of several internal committees, including committees for the coordination of operations, management, quality control and information systems. Mr. Giacardi is a member of the board of directors of Mont Blanc Tunnel, SAM and SPEA. Prior to joining the Group, Mr. Giacardi was

responsible for the franchising for Grimaldi S.p.A. and served as a manager of industrial relations and personnel for Fiorentina Gas and a union relations manager and subsequently human resources and quality control processes manager and information systems manager for Italgas S.p.A.

**Giancarlo Guenzi.** Giancarlo Guenzi received a degree in business economics from the University of Rome in 1979 and he is a certified public accountant and auditor. He has worked for the Group since 1994, most recently as Chief Executive Officer and General Manager of Pavimental, and has been the Chief Financial Officer of Atlantia since November 2007. After completing a significant professional experience in KPMG and Italstat Group, Mr. Guenzi was head of Planning and Control of the Group for several years. Mr. Guenzi is also on the board of directors of Autostrade Sud America S.r.l., Emittenti Titoli S.p.A. and Pune Solapur Expressways Private Limited.

**Roberto Mengucci.** Roberto Mengucci has a degree in Mechanical Engineering from the University “La Sapienza” of Rome. Mr. Mengucci is on the board of directors of Autostrade Sud America S.r.l., Grupo Costanera S.p.A., Sociedad Concesionaria Autopista Vespucio Sur S.A., Sociedad Concesionaria Costanera Norte S.A., Sociedad Concesionaria de Los Lagos S.A., Litoral Central S.A., Pune Solapur Expressways Private Limited, Sociedad Concesionaria Autopista Nororiental S.A., Sociedad Concesionaria AMB S.A., Autostrade dell’Atlantico S.r.l., Atlantia Bertin Concessões, Rodovias da Colinas, Triangulo do Sol, Rodovias Nascentes das Gerais, and chairman of Stalexport Autostrady S.A. Prior to joining Autostrade Italia in 2008, he worked at Italsiel S.p.A., Enel S.p.A., Telecom Italia Group and Finmeccanica S.p.A.

**Riccardo Mollo.** Riccardo Mollo received a degree in Mechanical Engineering from the University of Pisa in 1985. Before joining Autostrade Italia in 2006, he worked at Snamprogetti S.p.A. and Technip Italy S.p.A. Mr. Mollo is also on the board of directors of SPEA.

**Massimo Sonego.** Massimo Sonego has a degree in business economics from Milan’s Bocconi University and completed a Program in International Management at Montreal’s McGill University. He worked at Morgan Stanley, Citigroup and Edizione before joining Atlantia in 2002. Mr. Sonego is on the board of directors of Grupo Costanera S.p.A., Sociedad Concesionaria Autopista Vespucio Sur S.A., Sociedad Concesionaria Costanera Norte S.A. and Litoral Central S.A.

**Gennarino Tozzi.** Gennarino Tozzi graduated with a degree in Civil Engineering from the University of Rome in 1980. He worked at Ferrocemento S.p.A., Gambogi Costruzioni S.p.A., and Condotte S.p.A. and was Chief Executive Officer of Todini Costruzioni Generali S.p.A. before joining Autostrade Italia in 2003. Mr. Tozzi is also on the board of directors of Tangenziali Esterne di Milano S.p.A., Tangenziale Esterna and SAT. In addition, he is chairman of Pedemontana Veneta S.p.A. and Chief Executive Officer of Arcea Lazio S.p.A.

**Luca Ungaro.** Mr. Ungaro graduated with a degree in business economics from University LUISS Guido Carlo. Before joining the Group in 2012, he worked at several consulting companies, including Booz Allen & Hamilton and Value Partners Management Consulting, and served as senior internal auditor and external controller at Ing. C. Olivetti & C.

**Umberto Vallarino.** Umberto Vallarino graduated with a degree in economics from the University of Pisa in 1987. Before joining Autostrade Italia in 2005 he worked at Fiat Auto S.p.A., Fininvest S.p.A. and Gruppo Merloni Elettrodomestici (Indesit Company). Mr. Vallarino is on the board of directors of Atlantia Bertin Concessões, Rodovias da Colinas, Triangulo do Sol and Rodovias Nascentes das Gerais. In addition, Mr. Vallarino is an alternate member of the boards of directors of Sociedad Concesionaria de Los Lagos S.A. and Nororiental S.A. and sole administrator of Mizard S.r.l.

**Diego Savino.** Diego Savino graduated with a degree as national public accountant and obtained a Ph.D. in economic sciences from the National University of Argentina. Before joining Grupo Costanera in 2006, he worked at Impregilo S.p.A. in Brazil, Argentina and Chile. Mr. Savino is also the Chief Executive Officer of Grupo Costanera S.p.A., Sociedad Concesionaria Costanera Norte S.A., AMB and Nororiental.

**José Renato Ricciardi.** Renato Ricciardi graduated with a degree in business administration from the University of Ribeirão Preto in Sao Paulo and obtained an MBA in accounting and financial management from the Getulio Vargas Foundation. Before joining Triangulo do Sol Autoestradas S.A. as chief executive officer in 1998, he worked at Leão Leão Group, Access Assessoria e Sistemas Ltda and Eprom Informática – Grupo Prodata. Mr. Ricciardi is also the vice-president of the Brazilian Association of Highway Concessionaires. Mr. Ricciardi is



also the chief executive officer of Atlantia Bertin Concessoes, Rodovias da Colinas, Triangulo do Sol and Rodovias Nascentes das Gerais.

### **Board of Statutory Auditors**

Pursuant to Italian law, the Board of Statutory Auditors (*Collegio Sindacale*) must oversee Atlantia's compliance with applicable laws and bylaws, proper administration, the adequacy of internal controls and accounting reporting systems as well as the adequacy of provisions concerning the supply of information by subsidiaries. The Board of Statutory Auditors is required to report specific matters to shareholders and, if necessary, to the relevant court. Atlantia's directors are obliged to report to the Board of Statutory Auditors promptly, and at least quarterly, regarding material activities and transactions carried out by Atlantia. Any member of the Board of Statutory Auditors may request information directly from Atlantia and any two members of the Board of Statutory Auditors may convene meetings of the shareholders, the Board of Directors, seek information on management from the Directors, carry out inspections and verifications at the company and exchange information with Atlantia's external auditors. The members of the Board of Statutory Auditors are required to be present at meetings of the Board of Directors and shareholders' meetings.

The current members of the Board of Statutory Auditors are as follows:

<u>Name</u>	<u>Title</u>	<u>Age</u>
Corrado Gatti <sup>(1)</sup> .....	Chairman <sup>(1)</sup>	37
Tommaso Di Tanno .....	Auditor	62
Raffaello Lupi.....	Auditor	55
Milena Teresa Motta <sup>(1)</sup> .....	Auditor <sup>(1)</sup>	53
Alessandro Trotter .....	Auditor	71
Giuseppe Maria Cipolla.....	Alternate Auditor	47
Fabrizio Riccardo Di Giusto <sup>(1)</sup> .....	Alternate Auditor <sup>(1)</sup>	46

<sup>(1)</sup> The auditor has been elected to represent minority shareholders.

Members of the Board of Statutory Auditors are elected by the shareholders for a three-year term and may be re-elected. Members of the Board of Statutory Auditors may be removed only for just cause and with the approval of an Italian court. The term of office of the present members of the Board of Statutory Auditors, who were appointed on 24 April 2012, is scheduled to expire at the shareholders' meeting called for the purpose of approving Atlantia's financial statements for the year ending 31 December 2014.

As at 30 June 2012, the Group had no outstanding loans to members of the Board of Statutory Auditors.

### ***Conflicts of Interest***

Except as disclosed in "Certain Relationships and Related Party Transactions," as at the date hereof, the above mentioned members of the Board of Directors and the principal officers of the Issuer do not have any potential conflicts of interests between duties to the Issuer and their private interests or other duties.

### ***Amendment of Articles of Association to comply with new corporate governance rules***

On 19 July 2012, Atlantia announced that it had amended its Articles of Association in accordance with Law 120 of 12 July 2011 ("Law 120") which mandates that companies with publicly-listed shares on Borsa Italiana comply with certain gender quotas for their Boards of Directors and Boards of Statutory Auditors. The requisite amendments to the Articles of Association were approved by the Board of Directors on 13 July 2012. Law 120 requires that publicly-listed companies such as Atlantia ensure that at least a fifth of the candidates comprising the lists of such candidates to the Board of Directors and Board of Statutory Auditors for the first term following the enactment of Law 120 be of the least-represented gender; the number rises to a third of the list following two terms in office. As at 30 June 2012, Atlantia's Board of Directors contained one female director and Atlantia's Board of Statutory Auditors did not contain any female auditors or alternate auditors.

## SHAREHOLDERS

As at the date of this Offering Circular, Sintonia was the controlling shareholder of Atlantia, holding 46.408% of the capital stock of Atlantia. Sintonia is indirectly controlled by Edizione, which is indirectly controlled by members of the Benetton family.

The following table shows all shareholders of Atlantia holding greater than 2.00% of the capital stock, based on publicly available filings.

<b>Shareholder</b>	<b>Ownership Interest</b>
Sintonia (and, indirectly, Edizione S.r.l.) .....	46.408%
Fondazione Cassa di Risparmio di Torino <sup>(1)</sup> .....	6.057%
Lazard Asset Management LLC .....	2.057%
Blackrock Inc. and affiliates <sup>(1)</sup> .....	2.007%
Atlantia S.p.A. <sup>(2)</sup> .....	2.007%
Free Float <sup>(1)</sup> .....	41.464%
<b>Total</b> .....	<b>100.00%</b>

<sup>(1)</sup> Source: *Commissione Nazionale per le Società e la Borsa* (“CONSOB”, the Italian regulator of companies and the exchange) October 2012.

<sup>(2)</sup> As at the date hereof, Atlantia held 13,285,616 treasury shares, or 2.00% of the share capital, which were purchased at an average price of €18.79 per share, for a total purchase price of €215.6 million or otherwise received as a bonus to all existing shareholders.

For a description of related party transactions with certain other shareholders, see “Certain Relationships and Related Party Transactions”.

## CERTAIN RELATIONSHIPS AND RELATED PARTY TRANSACTIONS

As part of the Group's business activities, Group companies often provide goods and services to each other, as more fully described in the respective financial statements and the Group's consolidated financial statements. Since 1 January 2005, material transactions between the Issuer and related parties include the following:

Edizione controls Sintonia and controls Autogrill, one of the principal subcontractors of the Group. As a result of the relationship between Edizione and Atlantia, the Italian Anti-Trust Authority has from time to time examined the business activities and relationships connected with Autostrade Italia's subcontracting business. See "Regulatory — Subcontracts for Services on the Motorways".

In connection with the Anti-Trust Decision, Autostrade Italia entered into an indemnification agreement with Edizione pursuant to which it agreed to indemnify Edizione for certain liabilities which could be incurred by Edizione as a result of non-compliance by Autostrade Italia with the Anti-Trust Decision, excluding liabilities incurred as a result of the gross negligence or wilful misconduct of Edizione. Although Autostrade Italia believes it is in full compliance with the Anti-Trust Decision, there can be no assurance that it will not be required to indemnify Edizione in the future. See "Regulatory — Subcontracts for Services on the Motorways" and "Risk Factors — Risks Relating to the Business of the Group".

As at 30 June 2012, Autogrill has been granted 134 Subcontracts for food and beverage and mini-market services on the service areas located on the Italian Group Network. See "Business Description of the Group — Service Areas".

As described herein, members of the boards of the Issuer and the Guarantor have certain relationships with Edizione, Sintonia and Autogrill and with Fondazione Cassa di Risparmio di Torino, a shareholder of the Issuer. See "Shareholders". Gilberto Benetton (a current director of the Issuer) serves as chairman of the boards of directors of Edizione and Autogrill, as director of Sintonia and is one of the indirect shareholders of Edizione. Valerio Bellamoli (a current director of the Guarantor) is Chief Operating Officer of Sintonia. Alessandro Bertani (a current director of the Issuer) is a member of the board of directors of Sintonia. Stefano Cao (a current director of the Guarantor and the Issuer) is Chief Executive Officer of Sintonia. Antonio Fassone (a current director of the Issuer) is a member of the boards of directors of Fondazione Cassa di Risparmio di Torino. Gianni Mion (a current director of the Issuer) is Chief Executive Officer of Edizione and is a member of the board of directors of Sintonia and Autogrill. Giuseppe Piaggio (a current director of the Guarantor and the Issuer) is a member of the board of directors of Fondazione Cassa di Risparmio di Torino.

Roberto Cera (a current director of the Issuer) and Roberto Pistorelli (a current director of the Guarantor) are partners of Bonelli Erede Pappalardo, a law firm that provides services to the Group.

### *Shareholders' Agreement*

On 15 January 2008, Sintonia S.p.A. (formerly Sintonia S.A.) entered into a shareholders' agreement with Mediobanca – Banca di Credito Finanziario S.p.A., Sinatra S.à.r.l. and Pacific Mezz Investco S.à.r.l. The agreement was amended on 15 April 2008, 19 December 2008 and 21 June 2012.

On 21 June 2012, the shareholders' meeting of Sintonia resolved, among others, to increase the share capital by up to €22,111,408.00 through the issuance, in one or more tranches, of up to 63,064 category D shares to be offered exclusively to the shareholder Pacific Mezz Investco S.à.r.l. As a result of such capital increase, Pacific Mezz Investco S.à.r.l. will hold a total of 247,693 shares, representing 17.68% of the share capital with voting rights of Sintonia.

The table below sets forth (i) the parties to the shareholders' agreement and shareholders of Sintonia as of 21 June 2012, (ii) the percentage of share capital of Sintonia held by the parties to the shareholders' agreement as of such date and (iii) the percentage of share capital held by the parties to the shareholders' agreement following the complete subscription of the share capital increase.

Party	Shares of Sintonia held as of 21 June 2012	% of share capital of Sintonia held as of 21 June 2012	% of share capital held following the capital increase	% of share capital held of each category of shares <sup>(2)</sup>
<b>Edizione</b>	930,000	69.53%	66.40%	100% category A shares
<b>Pacific Mezz</b>	184,529	13.80%	17.68%	100% category D shares

<b>Investco S.à.r.l.</b> <sup>(1)</sup>				
<b>Sinatra S.à.r.l.</b> <sup>(2)</sup>	139,749	10.45%	9.98%	100% category B shares
<b>Mediobanca - Banca di Credito Finanziario S.p.A.</b>	83,272	6.22%	5.94%	100% category C shares
<b>Total</b>	<b>1,337,550</b>	<b>100.00%</b>	<b>100.00%</b>	

<sup>(1)</sup> Pacific Mezz Investco S.à.r.l. is wholly-owned by companies 100% controlled by the Government of Singapore Investment Corporation.

<sup>(2)</sup> Sinatra S.à.r.l. is a company held by GS Infrastructure Partners, which is managed by a General Partner company controlled by The Goldman Sachs Group, Inc.

<sup>(3)</sup> Following the transfer of the registered office of Sintonia into Italy and the adoption of the new by-laws of Sintonia, the share capital is divided into category A, B, C and D shares.

The shareholders' agreement relates to (i) the shares of Sintonia, as well as (ii) the shares of the Issuer held by Schemaventotto S.p.A. (a company wholly-owned by Sintonia which was merged by incorporation into Sintonia in October 2012) and the shares of the Issuer directly held by Sintonia as well as other shares of any category of Atlantia which will be held directly or indirectly by Sintonia.

The shareholders' agreement includes, among others, (i) lock up provisions with respect to the shares of Sintonia, subject to certain exceptions; (ii) pre-emption rights (*diritti di prelazione*) for the parties thereto in connection with a permitted sale of Sintonia shares to third parties; (iii) tag and drag along rights (*diritti e obblighi di co-vendita*) for the Relevant Shareholders (as defined below) in the case of a transfer of Sintonia shares held by Edizione, Pacific Mezz Investco S.à.r.l. or Sinatra S.à.r.l., as the case may be; (iv) qualified majority requirements for resolutions at ordinary and extraordinary shareholders' meetings, as well as amendments of the bylaws and share capital increases without pre-emption options; (v) provisions regarding the composition and voting quorums of the board of directors and the board of statutory auditors of Sintonia; (vi) a call option in favor of Edizione in the event of a deadlock of the board of directors of Sintonia regarding the approval of acquisitions or disposals exceeding certain thresholds, or the approval of the business plan of a subsidiary of Sintonia, caused by the lack of agreement or presence of the directors appointed by one party of the shareholders' agreement other than Edizione; and (vii) a call option of the Sintonia shares held by Pacific Mezz Investco S.à.r.l. in favor of the other parties to the shareholders' agreement in the event of a change of control of Pacific Mezz Investco S.à.r.l., and a call option in favor of the other parties to the shareholders' agreement other than Sinatra S.à.r.l. in the event of a change of control of Sinatra S.à.r.l.

For the purposes of the shareholders' agreement, the "Relevant Shareholders" are (i) all shareholders holding at least 9% of the shares of Sintonia, (ii) Mediobanca - Banca di Credito Finanziario S.p.A. as long as it holds at least 3.7% of the shares of Sintonia, as well as (iii) Sinatra S.à.r.l., only with respect to the provisions expressly indicated in the shareholders' agreement, for as long as it holds at least 7.8% of the shares of Sintonia.

The shareholders' agreement is set to expire on 21 June 2015 or, if earlier, on the first of the following to occur:

- i. the date on which the shares of Sintonia are listed on a regulated market;
- ii. the date on which a person or company (together with its affiliates) holds the entire share capital of Sintonia; and
- iii. the effective date of an extraordinary transaction pursuant to which the Relevant Shareholders (including Sinatra S.à.r.l.) shall hold less than the majority of the total securities granting voting rights to the surviving entity.

In addition, the shareholders' agreement shall be tacitly renewed for a period of one year unless terminated by any party subject to a six months' notice, unless otherwise agreed by the parties.

If, upon expiry of the shareholders' agreement, one or more parties (the "Exiting Shareholders") have submitted a notice for the termination of the shareholders' agreement, Sintonia shall be split and its assets and liabilities shall be equally divided among and transferred to companies wholly-owned by each of the Exiting Shareholders. If, as a result of such split, the stake held by Edizione in the Issuer shall exceed the threshold under Italian law for mandatory tender offers, the split shall be carried out through a proportional transfer of the assets and liabilities of Sintonia to the Exiting Shareholders. In the event the stake held by Edizione would be below such threshold, subject to certain conditions, Edizione will be entitled to receive a sufficiently large stake of the shares held by Sintonia in Atlantia to ensure that the indirect shareholding by Edizione in Atlantia shall continue to exceed such threshold. In such case, each Exiting Shareholder shall receive in exchange for the

lesser number of shares of Atlantia, an additional quota of the assets and participations of Sintonia other than Atlantia or a minor quota of the liabilities of Sintonia. In addition, in the event of such split, all shareholdings of Sintonia other than those in companies operating roads and highways under concessions shall be transferred to a company owned by all parties to the shareholders' agreement (including the Exiting Shareholders) in the same proportion as the percentages of share capital held in Sintonia.

## FORMS OF THE NOTES

The Notes of each Series will either be in bearer form (“Bearer Notes”), with or without interest coupons attached, or in registered form (“Registered Notes”), without interest coupons attached. Bearer Notes will be issued outside the United States in reliance on Regulation S and Registered Notes will be issued both outside the United States in reliance on Regulation S or otherwise in private transactions that are exempt from the registration requirements of the Securities Act.

### **Bearer Notes**

Each Tranche of Notes will initially be in the form of either a Temporary Global Note, without interest coupons, or a Permanent Global Note, without interest coupons, in each case as specified in the applicable Final Terms. Each Bearer Global Note which is not intended to be issued in NGN form, as specified in the applicable Final Terms, will be deposited on or around the issue date of the relevant Tranche of the Notes with a depository or a common depository for Euroclear and/or Clearstream, Luxembourg and/or any other relevant clearing system and each Bearer Global Note which is intended to be issued in NGN form, as specified in the applicable Final Terms, will be deposited on or around the issue date of the relevant Tranche of the Notes with a common safekeeper for Euroclear and/or Clearstream, Luxembourg.

On 13 June 2006 the European Central Bank (the “ECB”) announced that Notes in NGN form are in compliance with the “Standards for the use of EU securities settlement systems in ESCB credit operations” of the central banking system for the euro (the “Eurosystème”), provided that certain other criteria are fulfilled. At the same time the ECB also announced that arrangements for Notes in NGN form will be offered by Euroclear and Clearstream, Luxembourg as at 30 June 2006 and that debt securities in global bearer form issued through Euroclear and Clearstream, Luxembourg after 31 December 2006 will only be eligible as collateral for Eurosystème operations if the NGN form is used.

In respect of the Notes in bearer form, the applicable Final Terms will also specify whether United States Treasury Regulation §1.163-5(c)(2)(i)(C) (the “TEFRA C Rules”) or United States Treasury Regulation §1.163-5(c)(2)(i)(D) (the “TEFRA D Rules”) are applicable in relation to the Notes.

### ***Temporary Global Note exchangeable for Permanent Global Note***

If the applicable Final Terms specify the form of Notes as being “Temporary Global Note exchangeable for a Permanent Global Note”, then the Notes will initially be in the form of a Temporary Global Note without interest coupons, interests in which will be exchangeable, in whole or in part, for interests in a Permanent Global Note, without interest coupons, not earlier than 40 days after the issue date of the relevant Tranche of the Notes upon certification as to non-U.S. beneficial ownership. No payments will be made under the Temporary Global Note unless exchange for interests in the Permanent Global Note is improperly withheld or refused. In addition, interest payments in respect of the Notes cannot be collected without such certification of non-U.S. beneficial ownership.

Whenever any interest in the Temporary Global Note is to be exchanged for an interest in a Permanent Global Note, the Issuer shall procure (in the case of first exchange) the prompt delivery (free of charge to the bearer) of such Permanent Global Note to the bearer of the Temporary Global Note or (in the case of any subsequent exchange) an increase in the principal amount of the Permanent Global Note in accordance with its terms against:

- (i) presentation and (in the case of final exchange) surrender of the Temporary Global Note to or to the order of the Principal Paying Agent; and
- (ii) receipt by the Principal Paying Agent of a certificate or certificates of non-U.S. beneficial ownership,

within seven days of the bearer requesting such exchange.

The principal amount of the Permanent Global Note shall be equal to the aggregate of the principal amounts specified in the certificates of non-U.S. beneficial ownership; provided, however, that in no circumstances shall the principal amount of the Permanent Global Note exceed the initial principal amount of the Temporary Global Note.

### ***Temporary Global Note exchangeable for Definitive Notes***

If the applicable Final Terms specify the form of Notes as being “Temporary Global Note exchangeable for Definitive Notes” and also specifies that the TEFRA C Rules are applicable or that neither the TEFRA C Rules nor the TEFRA D Rules are applicable, then the Notes will initially be in the form of a Temporary Global Note, without Coupons, interests in which will be exchangeable, in whole but not in part, for Definitive Notes not earlier than 40 days after the issue date of the relevant Tranche of the Notes.

If the applicable Final Terms specify the form of Notes as being “Temporary Global Note exchangeable for Definitive Notes” and also specifies that the TEFRA D Rules are applicable, then the Notes will initially be in the form of a Temporary Global Note, without Coupons, interests in which will be exchangeable, in whole or in part, for Definitive Notes not earlier than 40 days after the issue date of the relevant Tranche of the Notes upon certification as to non-U.S. beneficial ownership. Interest payments in respect of the Notes cannot be collected without such certification of non-U.S. beneficial ownership.

Whenever the Temporary Global Note is to be exchanged for Definitive Notes, the Issuer shall procure the prompt delivery (free of charge to the bearer) of such Definitive Notes, duly authenticated and with Coupons and Talons attached (if so specified in the applicable Final Terms), in an aggregate principal amount equal to the principal amount of the Temporary Global Note to the bearer of the Temporary Global Note against the surrender of the Temporary Global Note to or to the order of the Principal Paying Agent within 60 days of the bearer requesting such exchange.

Where the Temporary Global Note is to be exchanged for Definitive Notes, Notes may only be issued in denominations which are integral multiples of the minimum denomination and may only be traded in such amounts whether in global or definitive form.

### ***Permanent Global Note exchangeable for Definitive Notes***

If the applicable Final Terms specify the form of Notes as being “Permanent Global Note exchangeable for Definitive Notes”, then the Notes will initially be in the form of a Permanent Global Note, without Coupons, interests in which will be exchangeable in whole, but not in part, for Definitive Notes:

- (i) on the expiry of such period of notice as may be specified in the applicable Final Terms; or
- (ii) at any time, if so specified in the applicable Final Terms; or
- (iii) if the applicable Final Terms specify “in the limited circumstances described in the Permanent Global Note”, then if (a) Euroclear or Clearstream, Luxembourg or any other relevant clearing system is closed for business for a continuous period of 14 days (other than by reason of legal holidays) or announces an intention permanently to cease business or (b) any of the circumstances described in Condition 10 of the Terms and Conditions of the Notes occurs.

Where interests in the Permanent Global Note are to be exchanged for Definitive Notes in the circumstances described in (i) and (ii) above, Notes may only be issued in denominations which are integral multiples of the minimum denomination and may only be traded in such amounts, whether in global or definitive form. As an exception to the above rule, where the Permanent Global Note may only be exchanged in the limited circumstances described in (iii) above, Notes may be issued in denominations which represent the aggregate of a minimum denomination of €100,000 and integral multiples of €1,000 in excess thereof, provided that such denominations are not less than €100,000 nor more than €199,000 or €99,000. For the avoidance of doubt, each holder of Notes of such denominations will, upon exchange for Definitive Notes, receive Definitive Notes in an amount equal to its entitlement to the principal amount represented by the Permanent Global Note. However, a Noteholder who holds a principal amount of less than the minimum denomination may not receive a Definitive Note and would need to purchase a principal amount of Notes such that its holding is an integral multiple of the minimum denomination.

Whenever the Permanent Global Note is to be exchanged for Definitive Notes, the Issuer shall procure the prompt delivery (free of charge to the bearer) of such Definitive Notes, duly authenticated and with Coupons and Talons attached (if so specified in the applicable Final Terms), in an aggregate principal amount equal to the principal amount of the Permanent Global Note to the bearer of the Permanent Global Note against the surrender of the Permanent Global Note to or to the order of the Principal Paying Agent within 60 days of the bearer

requesting such exchange. Where the Notes are listed on the Luxembourg Stock Exchange and its rules so require, the Issuer will give notice of the exchange of the Permanent Global Note for Definitive Notes pursuant to Condition 17 of the Terms and Conditions of the Notes.

### ***Terms and Conditions applicable to the Notes***

The terms and conditions applicable to any Definitive Note will be endorsed on that Note and will consist of the terms and conditions set out under “Terms and Conditions of the Notes” below and the provisions of the applicable Final Terms which supplement, amend and/or replace those terms and conditions.

### **Registered Notes**

Each Tranche of Registered Notes will initially be represented by a global note in registered form (“Registered Global Notes”). Prior to expiry of the distribution compliance period (as defined in Regulation S) applicable to each Tranche of Notes, beneficial interests in a Registered Global Note may not be offered or sold to, or for the account or benefit of, a U.S. person, save as otherwise provided in Condition 2 of the Terms and Conditions of the Notes, and may not be held otherwise than through Euroclear or Clearstream, Luxembourg and such Registered Global Note will bear a legend regarding such restrictions on transfer.

In a press release dated 22 October 2008, “*Evolution of the custody arrangement for international debt securities and their eligibility in Eurosystem credit operations*”, the ECB announced that it has assessed the new holding structure and custody arrangements for registered notes which the ICSDs had designed in cooperation with market participants and that Notes to be held under the new structure (the “**New Safekeeping Structure**” or “**NSS**”) would be in compliance with the “*Standards for the use of EU securities settlement systems in ESCB credit operations*” of the central banking system for the euro (the “**Eurosystem**”), subject to the conclusion of the necessary legal and contractual arrangements. The press release also stated that the new arrangements for Notes to be held in NSS form will be offered by Euroclear and Clearstream, Luxembourg as at 30 June 2010 and that registered debt securities in global registered form held issued through Euroclear and Clearstream, Luxembourg after 30 September 2010 will only be eligible as collateral in Eurosystem operations if the New Safekeeping Structure is used.

Each Note represented by a Registered Global Note will either be: (a) in the case of a Certificate which is not to be held under the NSS, registered in the name of a common depositary (or its nominee) for Euroclear and/or Clearstream, Luxembourg and/or any other relevant clearing system and the relevant Registered Global Note will be deposited on or about the issue date with the common depositary; or (b) in the case of a Registered Global Note to be held under the NSS, be registered in the name of a common safekeeper (or its nominee) for Euroclear and/or Clearstream, Luxembourg and the relevant Registered Global Note will be deposited on or about the issue date with the common safekeeper for Euroclear and/or Clearstream, Luxembourg.

Persons holding beneficial interests in Registered Global Notes will be entitled or required, as the case may be, under the circumstances described below, to receive physical delivery of definitive Notes in fully registered form.

The Registered Global Notes will be subject to certain restrictions on transfer set forth therein and will bear a legend regarding such restrictions.

Payments of principal, interest and any other amount in respect of the Registered Global Notes will, in the absence of provision to the contrary, be made to the person shown on the Register (as defined in Condition 1 of the Terms and Conditions of the Notes) as the registered holder of the Registered Global Notes. None of the Issuer, the Guarantor, the Trustee, any Paying Agent or the Registrar will have any responsibility or liability for any aspect of the records relating to or payments or deliveries made on account of beneficial ownership interests in the Registered Global Notes or for maintaining, supervising or reviewing any records relating to such beneficial ownership interests.

Payments of principal, interest or any other amount in respect of the Registered Notes in definitive form will, in the absence of provision to the contrary, be made to the persons shown on the Register on the relevant Record Date (as defined in Condition 7(b) of the Terms and Conditions of the Notes) immediately preceding the due date for payment in the manner provided in that Condition.



Interests in a Registered Global Note will be exchangeable (free of charge), in whole but not in part, for definitive Registered Notes without receipts, interest coupons or talons attached only upon the occurrence of an Exchange Event. For these purposes, "Exchange Event" means that (1) in the case of Notes registered in the name of a nominee for a common depository for Euroclear and Clearstream, Luxembourg, the Issuer has been notified that both Euroclear and Clearstream, Luxembourg have been closed for business for a continuous period of 14 days (other than by reason of holiday, statutory or otherwise) or have announced an intention permanently to cease business or have in fact done so and, in any such case, no successor clearing system is available, or (2) the Issuer has or will become obliged to pay additional amounts as provided for or referred to in Condition 8 of the Terms and Conditions of the Notes which would not be required were the Registered Notes represented by the Registered Global Note in definitive form or (3) such other event as may be specified in the applicable Final Terms. The Issuer will promptly give notice to Noteholders in accordance with Condition 17 of the Terms and Conditions of the Notes if an Exchange Event occurs. In the event of the occurrence of an Exchange Event, Euroclear and/or Clearstream, Luxembourg (acting on the instructions of any holder of an interest in such Registered Global Note) may give notice to the Registrar requesting exchange and, in the event of the occurrence of an Exchange Event as described in (2) above, the Issuer may also give notice to the Registrar requesting exchange. Any such exchange shall occur not later than 15 days after the date on which the relevant notice is received by the Registrar.

### **Transfer of Interests**

Interests in a Registered Global Note may, subject to compliance with all applicable restrictions, be transferred to a person who wishes to hold such interest in another Registered Global Note. No beneficial owner of an interest in a Registered Global Note will be able to transfer such interest, except in accordance with the applicable procedures of Euroclear and Clearstream, Luxembourg, in each case to the extent applicable. Registered Notes are also subject to the restrictions on transfer set forth therein and will bear a legend regarding such restrictions, see "Subscription and Sale and Transfer and Selling Restrictions".

### **General**

Pursuant to the Agency Agreement, the Principal Paying Agent shall arrange that, where a further Tranche of Notes is issued which is intended to form a single Series with an existing Tranche of Notes, the Notes of such further Tranche shall be assigned an ISIN and a common code by Euroclear and Clearstream, Luxembourg.

A Note may be accelerated by the holder thereof in certain circumstances described in Condition 10 of the Terms and Conditions of the Notes. In such circumstances, where any Note is still represented by a Global Note and a holder of such Note so represented and credited to his account with the relevant clearing system(s) gives notice that it wishes to accelerate such Note, unless within a period of 15 days from the giving of such notice payment has been made in full of the amount due in accordance with the terms of such Global Note, holders of interests in such Global Note credited to their accounts with the relevant clearing system(s) will become entitled to proceed directly against the Issuer on the basis of statements of account provided by the relevant clearing system(s) on and subject to the terms of the relevant Global Note.

For so long as any of the Notes is represented by a Global Note held on behalf of Euroclear and/or Clearstream, Luxembourg each person (other than Euroclear or Clearstream, Luxembourg) who is for the time being shown in the records of Euroclear or of Clearstream, Luxembourg as the holder of a particular nominal amount of such Notes (in which regard any certificate or other document issued by Euroclear or Clearstream, Luxembourg as to the nominal amount of such Notes standing to the account of any person shall be conclusive and binding for all purposes save in the case of manifest error) shall be treated by the Issuer and its agents as the holder of such nominal amount of such Notes for all purposes other than with respect to the payment of principal or interest on such nominal amount of such Notes, for which purpose the bearer of the relevant Bearer Global Note or the registered holder of the relevant Registered Global Note shall be treated by the Issuer and its agents as the holder of such nominal amount of such Notes in accordance with and subject to the terms of the relevant Global Note and the expressions "Noteholder" and "holder of Notes" and related expressions shall be construed accordingly.

Any reference herein to Euroclear and/or Clearstream, Luxembourg shall, whenever the context so permits, be deemed to include a reference to any additional or alternative clearing system specified in the applicable Final Terms.

## **Redemption at the Option of the Issuer**

For so long as any Bearer Notes are represented by Bearer Global Notes and such Bearer Global Note(s) is/are held on behalf of Euroclear and/or Clearstream, Luxembourg, no selection of Notes to be redeemed will be required under Condition 6(f) of the Terms and Conditions of the Notes at the option of the Issuer in the event that the Issuer exercises its option pursuant such Condition 6(f) in respect of less than the aggregate principal amount of the Notes outstanding at such time. In such event, the partial redemption will be effected in accordance with the rules and procedures of Euroclear and/or Clearstream, Luxembourg (to be reflected in the records of Euroclear and Clearstream, Luxembourg as either a pool factor or a reduction in nominal amount, at their discretion).

## **Payment Business Days**

Notwithstanding the definition of “business day” in Condition 7(g) (*Non-Business Days*), while all the Notes are represented by a Permanent Global Note (or by a Permanent Global Note and/or a Temporary Global Note) and the Permanent Global Note is (or the Permanent Global Note and/or the Temporary Global Note are) deposited with a depository or a common depository for Euroclear and/or Clearstream, Luxembourg and/or any other relevant clearing system, “business day” means: (i) (in the case of payment in euro) any day which is a TARGET Business Day and a day on which dealings in foreign currencies may be carried on in each (if any) Additional Financial Centre; or (ii) (in the case of a payment in a currency other than euro) any day which is a day on which dealings in foreign currencies may be carried on in the principal financial centre of the currency of payment and in each (if any) Additional Financial Centre.

## **Notices**

Notwithstanding Condition 17 (*Notices*), while all the Notes are represented by a Permanent Global Note (or by a Permanent Global Note and/or a Temporary Global Note) and the Permanent Global Note is (or the Permanent Global Note and/or the Temporary Global Note are) deposited with a depository or a common depository for Euroclear and/or Clearstream, Luxembourg and/or any other relevant clearing system or a common safekeeper, notices to Noteholders may be given by delivery of the relevant notice to Euroclear and/or Clearstream, Luxembourg and/or any other relevant clearing system and, in any case, such notices shall be deemed to have been given to the Noteholders in accordance with Condition 17 (*Notices*) on the date of delivery to Euroclear and/or Clearstream, Luxembourg and/or any other relevant clearing system; except that for so long as such Notes are admitted to trading on the Irish Stock Exchange and it is also a requirement of applicable laws or regulations, such notices shall also be published on the Irish Stock Exchange’s website, [www.ise.ie](http://www.ise.ie), the Issuer’s website and through other appropriate public announcements and/or regulatory filings pursuant to mandatory provisions of Italian law.

## TERMS AND CONDITIONS OF THE NOTES

*The following is the text of the terms and conditions that, subject to completion and amendment and as supplemented or varied in accordance with the provisions of the applicable Final Terms, shall be applicable to the Notes in definitive form (if any) issued in exchange for the Global Note(s) representing each Series. Either (i) the full text of these terms and conditions together with the relevant provisions of the Final Terms or (ii) these terms and conditions as so completed, amended, supplemented or varied (and subject to simplification by the deletion of non-applicable provisions), shall be endorsed on such Bearer Notes or on the Certificates relating to such Registered Notes. All capitalised terms that are not defined in these Conditions will have the meanings given to them in the applicable Final Terms. Those definitions will be endorsed on the definitive Notes or Certificates, as the case may be. References in the Conditions to “Notes” are to the Notes of one Series only, not to all Notes that may be issued under the Programme.*

The Notes are constituted by a Trust Deed (as amended or supplemented as at the date of issue of the Notes (the “Issue Date”), the “Trust Deed”) dated 31 October 2012 between Atlantia S.p.A. (“Atlantia” or the “Issuer”), Autostrade per l’Italia S.p.A. (“Autostrade Italia” or the “Guarantor”), and BNY Mellon Corporate Trustee Services Limited (the “Trustee”, which expression shall include all persons for the time being the trustee or trustees under the Trust Deed) as trustee for the Noteholders (as defined below). These terms and conditions (the “Conditions”) include summaries of, and are subject to, the detailed provisions of the Trust Deed, which includes the form of the Bearer Notes, Certificates, Coupons and Talons referred to below. An Agency Agreement (as amended or supplemented as at the Issue Date, the “Agency Agreement”) dated 31 October 2012 has been entered into in relation to the Notes between the Issuer, the Guarantor, the Trustee, The Bank of New York Mellon as initial issuing and paying agent and the other agents named in it. The issuing and paying agent, the paying agents, the registrar, the transfer agents and the calculation agent(s) for the time being (if any) are referred to below respectively as the “Issuing and Paying Agent”, the “Paying Agents” (which expression shall include the Issuing and Paying Agent), the “Registrar”, the “Transfer Agents” (which expression shall include the Registrar) and the “Calculation Agent(s)”.

The payment of all amounts in respect of the Notes will be guaranteed by Autostrade Italia pursuant to the terms of the guarantee (the “Guarantee”) contained in the Trust Deed.

Copies of, inter alia, the Trust Deed and the Agency Agreement are available for inspection during normal business hours at the principal office of the Trustee (presently at One Canada Square, E14 5AL London, United Kingdom) and at the specified office of each of the Issuing and Paying Agent, the Registrar and any other Paying Agents and Transfer Agents (such Paying Agents and the Transfer Agents being together referred to as the “Agents”). Copies of the applicable Final Terms are obtainable during normal business hours at the specified office of each of the Agents save that, if this Note is an unlisted Note, the Final Terms will only be obtainable by a Noteholder holding one of more unlisted Notes and such Noteholder must produce evidence satisfactory to the Issuer and the relevant Agent as to its holding of such Notes and of the Noteholder’s identity.

The Noteholders, the holders of the interest coupons (the “Coupons”) relating to interest bearing Bearer Notes and, where applicable in the case of such Notes, talons for further Coupons (the “Talons”) (the “Couponholders”) are entitled to the benefit of, are bound by, and are deemed to have notice of, all the provisions of the Trust Deed and are deemed to have notice of those provisions applicable to them of the Agency Agreement.

### **1. Form, Denomination and Title**

The Notes are issued in bearer form (“Bearer Notes”), or in registered form (“Registered Notes”) in each case in the Specified Denomination(s) as specified in the applicable Final Terms.

All Registered Notes shall have the same Specified Denomination.

The Notes may be Fixed Rate Notes, Floating Rate Notes, Zero Coupon Notes or a combination of any of the foregoing or any other kind of Note, depending upon the Interest and Redemption/Payment Basis shown in the applicable Final Terms.

Bearer Notes are serially numbered and are issued with Coupons (and, where appropriate, a Talon) attached, save in the case of Zero Coupon Notes in which case references to interest (other than in relation to interest due after the Maturity Date), Coupons and Talons in these Conditions are not applicable.

Registered Notes are represented by registered certificates (“Certificates”) and, save as provided in Condition 2(c), each Certificate shall represent the entire holding of Registered Notes by the same holder.

Title to the Bearer Notes and the Coupons and Talons shall pass by delivery. Title to the Registered Notes shall pass by registration in the register that the Issuer shall procure to be kept by the Registrar in accordance with the provisions of the Agency Agreement (the “Register”). Except as ordered by a court of competent jurisdiction or as required by law, the holder (as defined below) of any Note, Coupon or Talon shall be deemed to be and may be treated as its absolute owner for all purposes whether or not it is overdue and regardless of any notice of ownership, trust or an interest in it, any writing on it (or on the Certificate representing it) or its theft or loss (or that of the related Certificate) and no person shall be liable for so treating the holder.

In these Conditions, “Noteholder” means the bearer of any Bearer Note or the person in whose name a Registered Note is registered (as the case may be), “holder” (in relation to a Note, Coupon or Talon) means the bearer of any Bearer Note, Coupon or Talon or the person in whose name a Registered Note is registered (as the case may be) and capitalised terms have the meanings given to them herein or in the applicable Final Terms, the absence of any such meaning indicating that such term is not applicable to the Notes.

## **2. Transfers of Registered Notes**

### **(a) *Transfer of Registered Notes***

One or more Registered Notes may be transferred upon the surrender (at the specified office of the Registrar or any Transfer Agent) of the Certificate representing such Registered Notes to be transferred, together with the form of transfer endorsed on such Certificate, (or another form of transfer substantially in the same form and containing the same representations and certifications (if any), unless otherwise agreed by the Issuer), duly completed and executed and any other evidence as the Registrar or the Transfer Agent may reasonably require. In the case of a transfer of part only of a holding of Registered Notes represented by one Certificate, a new Certificate shall be issued to the transferee in respect of the part transferred and a further new Certificate in respect of the balance of the holding not transferred shall be issued to the transferor. All transfers of Notes and entries on the Register will be made subject to the detailed regulations concerning transfers of Notes scheduled to the Agency Agreement. The regulations may be changed by the Issuer, with the prior written approval of the Registrar and the Trustee. A copy of the current regulations will be made available by the Registrar to any Noteholder upon request.

### **(b) *Exercise of Options or Partial Redemption in Respect of Registered Notes***

In the case of any redemption of the Notes at the option of the Issuer or Noteholders in respect of, or a partial redemption of, a holding of Registered Notes represented by a single Certificate, a new Certificate shall be issued to the holder to reflect the exercise of such option or in respect of the balance of the holding not redeemed. In the case of a partial exercise of an option resulting in Registered Notes of the same holding having different terms, separate Certificates shall be issued in respect of those Notes of that holding that have the same terms. New Certificates shall only be issued against surrender of the existing Certificates to the Registrar or any Transfer Agent. In the case of a transfer of Registered Notes to a person who is already a holder of Registered Notes, a new Certificate representing the enlarged holding shall only be issued against surrender of the Certificate representing the existing holding.

### **(c) *Delivery of New Certificates***

Each new Certificate to be issued pursuant to Conditions 2(a) or (b) shall be available for delivery within three business days of receipt of the request for exchange, form of transfer or Exercise Notice (as defined in Condition 6(e)) and surrender of the Certificate for exchange. Delivery of the new Certificate(s) shall be made at the specified office of the Transfer Agent or of the Registrar (as the case may be) to whom delivery or surrender of such request for exchange, form of transfer, Exercise Notice or Certificate shall have been made or, at the option of the holder making such delivery or surrender as aforesaid and as specified in the relevant request for exchange, form of transfer, Exercise Notice or otherwise in writing, be mailed by uninsured post at the risk of the holder entitled to the new Certificate to such address as may be so specified, unless such holder requests otherwise and pays in advance to the relevant Transfer Agent the costs of such other method of delivery and/or such insurance as it may

specify. In this Condition 2(c), “business day” means a day, other than a Saturday or Sunday, on which banks are open for business in the place of the specified office of the relevant Transfer Agent or the Registrar (as the case may be).

(d) *Exchange Free of Charge*

Exchange and transfer of Notes and Certificates on registration, transfer, exercise of an option or partial redemption shall be effected without charge by or on behalf of the Issuer, the Registrar or the Transfer Agents, but upon payment of any tax or other governmental charges that may be imposed in relation to it (or the giving of such indemnity as the Registrar or the relevant Transfer Agent may require).

(e) *Closed Periods*

No Noteholder may require the transfer of a Registered Note to be registered (i) during the period of 15 days ending on the due date for redemption of that Note, (ii) during the period of 15 days prior to any date on which Notes may be called for redemption by the Issuer at its option pursuant to Condition 6(f), (iii) after any such Note has been called for redemption or (iv) during the period of seven days ending on (and including) any Record Date.

**3. Guarantee and Status**

(a) *Guarantee*

Autostrade Italia has unconditionally and irrevocably guaranteed the due payment of all sums expressed to be payable by Atlantia under the Trust Deed, the Notes, and the Coupons pursuant to the Guarantee.

(b) *Status of Guarantee*

The Guarantee shall constitute a direct, unsecured obligation of Autostrade Italia ranking at least *pari passu* with all senior unsecured and unsubordinated obligations of Autostrade Italia, save for such obligations as may be preferred by provisions of law that are both mandatory and of general application.

(c) *Status of Notes*

The Notes constitute “*obbligazioni*” pursuant to Article 2410 et seq. of the Italian Civil Code. The Notes and the Coupons relating to them constitute (subject to Condition 4(a)) unsecured obligations of Atlantia and shall at all times rank *pari passu* and without any preference among themselves and at least *pari passu* with all senior, unsecured and unsubordinated obligations of Atlantia, save for such obligations as may be preferred by provisions of law that are both mandatory and of general application.

(d) *Limitation*

To the extent the Guarantor is incorporated in the Republic of Italy and to the extent such is a requirement of the applicable law in force at the relevant time, the Guarantor shall only be liable up to an amount which is the aggregate of 120% of the aggregate principal amount of any Tranche of the Notes which may be issued under the Trust Deed (in each case as specified in the applicable Final Terms) and 120% of the interest on such Notes accrued but not paid as at any date on which the Guarantor’s liability under the Trust Deed falls to be determined (the “Maximum Amount”). The Maximum Amount shall be reduced by the amount of any payments of principal made by the Issuer under the Notes provided that any such reduction will occur on the day falling two years after the day on which the relevant payment was made by the Issuer.

**4. Negative Pledge**

(a) *Negative Pledge*

So long as any of the Notes or Coupons remains outstanding (as defined in the Trust Deed) neither the Issuer nor the Guarantor nor any of their respective Material Subsidiaries shall create or permit to subsist any mortgage, charge, pledge, lien or other form of encumbrance or security interest (“Security”) upon the whole or any part of its undertaking, assets or revenues present or future to secure any Relevant Debt, or any guarantee of or indemnity in respect of any Relevant Debt, except for Permitted Encumbrances (as defined below) unless, at the same time or prior thereto, the Issuer’s obligations under the Notes Coupons and the Trust Deed or, as the case may be, the Guarantor’s obligations under the Guarantee (A) are secured equally and rateably therewith to the satisfaction of the Trustee or benefit from a guarantee or indemnity in substantially identical terms thereto, as the case may be, in each case to the satisfaction of the Trustee or (B) have the benefit of such other security, guarantee, indemnity or other arrangement as the Trustee in its absolute discretion shall deem to be not materially less beneficial to the Noteholders or as shall be approved by a Resolution (as defined in the Trust Deed) of the Noteholders.

(b) *Definitions*

In these Conditions:

“ANAS” means ANAS S.p.A., with offices in Rome, Via Monzambano 10;

“Autostrade Italia Concession” means the legal concession granted by ANAS as concession grantor to Autostrade Italia pursuant to the Roadway Regulations, to construct and commercially to operate part of the toll highway infrastructure in Italy under terms and conditions provided under the Single Concession Contract;

“Consolidated Assets” means, with respect to any date, the consolidated total assets of the Group for such date, as reported in the most recently published consolidated financial statements of the Group;

“Consolidated Revenues” means, with respect to any date, the consolidated total revenues of the Group for such date, as reported in the most recently published consolidated financial statements of the Group;

“Entity” means any individual, company, corporation, firm, partnership, joint venture, association, foundation, organisation, state or agency of a state or other entity, whether or not having separate legal personality;

“Group” means Atlantia and its Subsidiaries from time to time;

“Holding Company” means, in relation to a company or corporation, any other company or corporation in respect of which it is a Subsidiary;

“Material Subsidiary” means any member of the Group which accounts for more than 10% of the Consolidated Assets or Consolidated Revenues of the Group;

“Permitted Encumbrance” means:

- (a) any lien arising by operation of law;
- (b) any Security in existence on the Issue Date of the Notes;
- (c) in the case of any entity which becomes a Subsidiary of any member of the Group after the Issue Date of the Notes, any Security securing Relevant Debt existing over its assets at the time it becomes such a Subsidiary provided that the Security was not created in contemplation of or in connection with it becoming a Subsidiary and the amounts secured have not been increased in contemplation of or in connection with such acquisitions;
- (d) any Security securing Project Finance Indebtedness and ancillary obligations in connection with the relevant Project, including but not limited to: (i) any Security created over any shares in, receivables of, contracts of, bank accounts of or other assets of a Project Company securing Project Finance Indebtedness and ancillary obligations in connection with the

relevant Project; (ii) any guarantee, loan, indemnity or other commitment granted, assumed and/or issued by Atlantia or any of its Subsidiaries in connection with the relevant Project until the Project Completion Date;

- (e) any Security created over receivables, contracts, bank accounts or other assets of Atlantia (excluding shares in Autostrade Italia) securing Project Finance Indebtedness;
- (f) any Security created in connection with convertible bonds or notes where the Security is created over the assets into which the convertible bonds or notes may be converted and secures only the obligations of the Issuer, the Guarantor or any relevant Material Subsidiary, as the case may be, to effect the conversion of the bonds or notes into such assets;
- (g) any Security securing Relevant Debt created in substitution of any Security permitted under paragraphs (a) to (f) above over the same or substituted assets provided that (1) the principal amount secured by the substitute security does not exceed the principal amount outstanding and secured by the initial Security and (2) in the case of substituted assets, the market value of the substituted assets as at the time of substitution does not exceed the market value of the assets replaced, as determined and confirmed in writing to the Trustee by the Issuer acting reasonably; and
- (h) any Security other than Security permitted under paragraphs (a) to (g) above directly or indirectly securing Relevant Debt, where the principal amount of such Relevant Debt (taken on the date such Relevant Debt is incurred) which is secured or is otherwise directly or indirectly preferred to other general unsecured financial indebtedness of the Issuer, the Guarantor or their respective Material Subsidiaries, does not exceed in aggregate 10% of the total net shareholders' equity of Atlantia (as disclosed in the most recent annual audited and unaudited semi-annual consolidated balance sheet of Atlantia);

“Project” means the ownership, development, design, construction, operation and maintenance of roads or ancillary infrastructure or subscription of equity or shareholder loans by shareholders of the entity promoting such project;

“Project Company” means any company in which Atlantia or any of its Subsidiaries has an equity interest whose sole and exclusive activity is or will be the promotion of a Project;

“Project Completion Date” means in relation to any Project the date on which the business relating to such Project has been put into operation and the relevant security package relating to such Project has been perfected and formalised;

“Project Finance Indebtedness” means in respect of any Project Company, secured or unsecured financial indebtedness of a Project Company in relation to a Project, none of which retains the benefit (by operation of law or otherwise) of any loan, guarantee, bond, security indemnity or other commitment from another member of the Group (other than security granted to third party lenders over receivables, contracts, bank accounts, shares in, or other assets of such Project Company and any guarantees, loans, indemnities or other commitments granted, assumed and/or issued by the Issuer or any of its Subsidiaries until the Project Completion Date solely to secure that financial indebtedness and any other ancillary obligations in connection with the relevant Project), to assure the repayment of, or indemnify the third party lenders against any loss in respect of any non-payment of, that financial indebtedness;

“Relevant Debt” means any present or future indebtedness in the form of, or represented by, bonds, notes, debentures, or other securities that are for the time being, or are intended to be, quoted, listed or ordinarily dealt in on any stock exchange or any other securities market (including any over-the-counter market);

“Roadway Regulations” means the regulatory framework for the granting by ANAS (or any successor in any relevant capacity) to third parties of the concessions to construct and commercially operate part of the toll highway infrastructure in Italy (including, but not limited, to laws No. 462/1955; No. 729/1961; No. 385/1968; No. 531/1982; No. 498/1992; No. 537/1993; No. 286/2006; No. 296/2006; No. 101/2008; CIPE Directive 39/2007 and Law Decree 98 of 6 July 2011);

“Single Concession Contract” means the concession agreement entered into on 12 October 2007 between Autostrade Italia and ANAS (or any successor in any relevant capacity) which governs the Autostrade Italia Concession, as approved by Law No. 101/2008; and

“Subsidiary” means, in respect of any Entity at any particular time, any company or corporation in which:

- (a) the majority of the votes capable of being voted in an ordinary shareholders’ meeting is held, directly or indirectly, by the Entity; or
- (b) the Entity holds, directly or indirectly, a sufficient number of votes to give the Entity a dominant influence (*influenza dominante*) in an ordinary shareholders’ meeting of such company or corporation,

as provided by Article 2359, paragraph 1, No. 1 and 2, of the Italian Civil Code.

## **5. Interest and other Calculations**

### (a) *Interest on Fixed Rate Notes*

Each Fixed Rate Note bears interest on its outstanding nominal amount from the Interest Commencement Date at the rate per annum (expressed as a percentage) equal to the Rate of Interest, such interest being payable in arrear on each Interest Payment Date. If a Fixed Coupon Amount or a Broken Amount is specified in the applicable Final Terms, the amount of interest payable on each Interest Payment Date will amount to the Fixed Coupon Amount or, if applicable, the Broken Amount so specified and in the case of the Broken Amount will be payable on the particular Interest Payment Date(s) specified in the applicable Final Terms. The amount of interest payable in respect of each Fixed Rate Note for any period for which no Fixed Coupon Amount or Broken Amount is specified shall be calculated in accordance with Condition 5(g) below.

### (b) *Interest on Floating Rate Notes*

#### (i) *Interest Payment Dates*

Each Floating Rate Note bears interest on its outstanding nominal amount from the Interest Commencement Date at the rate per annum (expressed as a percentage) equal to the Rate of Interest, such interest being payable in arrear on each Interest Payment Date. Such Interest Payment Date(s) is/are either shown in the applicable Final Terms as Specified Interest Payment Dates or, if no Specified Interest Payment Date(s) is/are shown in the applicable Final Terms, Interest Payment Date shall mean each date which falls the number of months or other period shown in the applicable Final Terms as the Interest Period after the preceding Interest Payment Date or, in the case of the first Interest Payment Date, after the Interest Commencement Date.

#### (ii) *Business Day Convention*

If any date referred to in these Conditions that is specified to be subject to adjustment in accordance with a Business Day Convention would otherwise fall on a day that is not a Business Day, then, if the Business Day Convention specified is (A) the Floating Rate Business Day Convention, such date shall be postponed to the next day that is a Business Day unless it would thereby fall into the next calendar month, in which event (x) such date shall be brought forward to the immediately preceding Business Day and (y) each subsequent such date shall be the last Business Day of the month in which such date would have fallen had it not been subject to adjustment, (B) the Following Business Day Convention, such date shall be postponed to the next day that is a Business Day, (C) the Modified Following Business Day Convention, such date shall be postponed to the next day that is a Business Day unless it would thereby fall into the next calendar month, in which event such date shall be brought forward to the immediately preceding Business Day or (D) the Preceding Business Day Convention, such date shall be brought forward to the immediately preceding Business Day.



(iii) *Rate of Interest for Floating Rate Notes*

The Rate of Interest in respect of Floating Rate Notes for each Interest Accrual Period shall be determined in the manner specified in the applicable Final Terms and the provisions below relating to either ISDA Determination or Screen Rate Determination shall apply, depending upon which is specified in the applicable Final Terms.

(A) ISDA Determination for Floating Rate Notes

Where ISDA Determination is specified in the applicable Final Terms as the manner in which the Rate of Interest is to be determined, the Rate of Interest for each Interest Accrual Period shall be determined by the Calculation Agent as a rate equal to the relevant ISDA Rate. For the purposes of this sub-paragraph (A), "ISDA Rate" for an Interest Accrual Period means a rate equal to the Floating Rate that would be determined by the Calculation Agent under a Swap Transaction under the terms of an agreement incorporating the ISDA Definitions and under which:

- (x) the Floating Rate Option is as specified in the applicable Final Terms;
- (y) the Designated Maturity is a period specified in the applicable Final Terms; and
- (z) the relevant Reset Date is the first day of that Interest Accrual Period unless otherwise specified in the applicable Final Terms.

For the purposes of this sub-paragraph (A), "Floating Rate", "Calculation Agent", "Floating Rate Option", "Designated Maturity", "Reset Date" and "Swap Transaction" have the meanings given to those terms in the ISDA Definitions.

(B) Screen Rate Determination for Floating Rate Notes

Where Screen Rate Determination is specified in the applicable Final Terms as the manner in which the Rate of Interest is to be determined, the Rate of Interest for each Interest Accrual Period shall be determined by the Calculation Agent at or about the Relevant Time on the Interest Determination Date in respect of such Interest Accrual Period in accordance with the following:

- (x) if the Primary Source for Floating Rate is a Page, subject as provided below, the Rate of Interest shall be:
  - (I) the Relevant Rate (where such Relevant Rate on such Page is a composite quotation or is customarily supplied by one entity); or
  - (II) the arithmetic mean of the Relevant Rates of the persons whose Relevant Rates appear on that Page,

in each case appearing on such Page at the Relevant Time on the Interest Determination Date;

- (y) if the Primary Source for the Floating Rate is Reference Banks or if sub-paragraph (x)(I) applies and no Relevant Rate appears on the Page at the Relevant Time on the Interest Determination Date or if sub-paragraph (x)(II) above applies and fewer than two Relevant Rates appear on the Page at the Relevant Time on the Interest Determination Date, subject as provided below, the Rate of Interest shall be the arithmetic mean of the Relevant Rates that each of the Reference Banks is quoting to leading banks in the Relevant Financial Centre at the Relevant Time on the Interest Determination Date, as determined by the Calculation Agent; and
- (z) if paragraph (y) above applies and the Calculation Agent determines that fewer than two Reference Banks are so quoting Relevant Rates, subject as

provided below, the Rate of Interest shall be the arithmetic mean of the rates per annum (expressed as a percentage) that the Calculation Agent determines to be the rates (being the nearest equivalent to the Benchmark) in respect of a Representative Amount of the Specified Currency that at least two out of five leading banks selected by the Calculation Agent in the principal financial centre of the country of the Specified Currency or, if the Specified Currency is euro, in the Euro-zone as selected by the Calculation Agent (the “Principal Financial Centre”) are quoting at or about the Relevant Time on the date on which such banks would customarily quote such rates for a period commencing on the Effective Date for a period equivalent to the Specified Duration (I) to leading banks carrying on business in Europe, or (if the Calculation Agent determines that fewer than two of such banks are so quoting to leading banks in Europe) (II) to leading banks carrying on business in the Principal Financial Centre; except that, if fewer than two of such banks are so quoting to leading banks in the Principal Financial Centre, the Rate of Interest shall be the Rate of Interest determined on the previous Interest Determination Date (after readjustment for any difference between any Margin, Rate Multiplier or Maximum or Minimum Rate of Interest applicable to the preceding Interest Accrual Period and to the relevant Interest Accrual Period).

(c) *Zero Coupon Notes*

Where a Zero Coupon Note is repayable prior to the Maturity Date and is not paid when due, the amount due and payable prior to the Maturity Date shall be the Early Redemption Amount of such Zero Coupon Note. As from the Maturity Date, the Rate of Interest for any overdue principal of such Zero Coupon Note shall be a rate per annum (expressed as a percentage) equal to the Amortisation Yield (as described in Condition 6(c)(i)).

(d) *Accrual of Interest*

Interest shall cease to accrue on each Note on the due date for redemption unless, upon due presentation, payment is improperly withheld or refused, in which event interest shall continue to accrue (as well after as before judgment) at the Rate of Interest in the manner provided in this Condition 5 to the Relevant Date (as defined in Condition 8).

(e) *Margin, Maximum/Minimum Rates of Interest and Redemption Amounts, Rate Multipliers and Rounding*

(i) If any Margin or Rate Multiplier is specified in the applicable Final Terms (either (x) generally, or (y) in relation to one or more Interest Accrual Periods), an adjustment shall be made to all Rates of Interest, in the case of (x), or the Rates of Interest for the specified Interest Accrual Periods, in the case of (y), calculated in accordance with Condition 5(b) above by adding (if a positive number) or subtracting the absolute value (if a negative number) of such Margin or multiplying by such Rate Multiplier, subject always to the next paragraph.

(ii) If any Maximum or Minimum Rate of Interest or Redemption Amount is specified in the applicable Final Terms, then (subject to Condition 6(a)) any Rate of Interest or Redemption Amount shall be subject to such maximum or minimum, as the case may be.

(iii) For the purposes of any calculations required pursuant to these Conditions (unless otherwise specified), (x) all percentages resulting from such calculations shall be rounded, if necessary, to the nearest one hundred-thousandth of a percentage point (with halves being rounded up), (y) all figures shall be rounded to seven significant figures (with halves being rounded up) and (z) all currency amounts that fall due and payable shall be rounded to the nearest unit of such currency (with halves being rounded up), save in the case of yen, which shall be rounded down to the nearest yen. For these purposes “unit” means the lowest amount of such currency that is available as legal tender in the country(ies) of such currency.

(f) *Calculations*

The amount of interest payable in respect of any Note for any period shall be calculated by multiplying the product of the Rate of Interest and the Calculation Amount of such Note by the Day Count Fraction, unless an Interest Amount (or a formula for its calculation) is specified in respect of such period, in which case the amount of interest payable in respect of such Note for such period shall equal such Interest Amount (or be calculated in accordance with such formula). Where any Interest Period comprises two or more Interest Accrual Periods, the amount of interest payable in respect of such Interest Period shall be the sum of the amounts of interest payable in respect of each of those Interest Accrual Periods. Where the Specified Denomination of a Note comprises more than one Calculation Amount, the amount of interest payable in respect of such Note shall be the aggregate of the amounts (determined in the manner provided above) for each Calculation Amount comprising the Specified Denomination without any further rounding.

(g) *Determination and Publication of Rates of Interest, Interest Amounts, Final Redemption Amounts, Early Redemption Amounts and Optional Redemption Amounts*

As soon as practicable after the Relevant Time on each Interest Determination Date or such other time on such date as the Calculation Agent may be required to calculate any rate or amount, obtain any quotation or make any determination or calculation, it shall determine such rate and calculate the Interest Amounts in respect of each Specified Denomination of the Notes for the relevant Interest Accrual Period, calculate the Final Redemption Amount, Early Redemption Amount or Optional Redemption Amount, obtain such quotation or make such determination or calculation, as the case may be, and cause the Rate of Interest and the Interest Amounts for each Interest Period and the relevant Interest Payment Date and, if required to be calculated, the Final Redemption Amount, Early Redemption Amount or Optional Redemption Amount to be notified to the Trustee, the Issuer, each of the Paying Agents, the Noteholders, any other Calculation Agent appointed in respect of the Notes that is to make a further calculation upon receipt of such information and, if the Notes are listed on a stock exchange and the rules of such exchange or other relevant authority so require, such exchange or other relevant authority as soon as possible after their determination but in no event later than (i) the commencement of the relevant Interest Period, if determined prior to such time, in the case of notification to such exchange of a Rate of Interest and Interest Amount, or (ii) in all other cases, the fourth Business Day after such determination. Where any Interest Payment Date or Interest Period Date is subject to adjustment pursuant to Condition 5(b)(ii), the Interest Amounts and the Interest Payment Date so published may subsequently be amended (or appropriate alternative arrangements made with the consent of the Trustee by way of adjustment) without notice in the event of an extension or shortening of the Interest Period. If the Notes become due and payable under Condition 10, the accrued interest and the Rate of Interest payable in respect of the Notes shall nevertheless continue to be calculated as previously in accordance with this Condition but no publication of the Rate of Interest or the Interest Amount so calculated need be made unless the Trustee otherwise requires. The determination of any rate or amount, the obtaining of each quotation and the making of each determination or calculation by the Calculation Agent(s) shall (in the absence of manifest error) be final and binding upon all parties.

(h) *Determination or Calculation by Trustee*

If the Calculation Agent does not at any time for any reason determine or calculate the Rate of Interest for an Interest Period or any Interest Amount, Final Redemption Amount, Early Redemption Amount or Optional Redemption Amount, the Trustee shall do so (or shall appoint an agent on its behalf to do so) and such determination or calculation shall be deemed to have been made by the Calculation Agent. In doing so, the Trustee shall apply the foregoing provisions of this Condition, with any necessary consequential amendments, to the extent that, in its opinion, it can do so, and, in all other respects it shall do so in such manner as it shall deem fair and reasonable in all the circumstances.

(i) *Definitions*

In these Conditions, unless the context otherwise requires, the following defined terms shall have the meanings set out below:

“Business Day” means:

- (i) in the case of a currency other than euro, a day (other than a Saturday or Sunday) on which commercial banks and foreign exchange markets settle payments in the principal financial centre for such currency; and/or
- (ii) in the case of euro, a day on which the TARGET system is operating (a “TARGET Business Day”); and/or
- (iii) in the case of a currency and/or one or more Business Centres (specified in the applicable Final Terms) a day (other than a Saturday or a Sunday) on which commercial banks and foreign exchange markets settle payments in such currency in the Business Centre(s) or, if no currency is indicated, generally in each of the Business Centres.

“Day Count Fraction” means, in respect of the calculation of an amount of interest on any Note for any period of time (from and including the first day of such period to but excluding the last) (whether or not constituting an Interest Period, the “Calculation Period”):

- (i) if “Actual/365” or “Actual/Actual — ISDA” is specified in the applicable Final Terms, the actual number of days in the Calculation Period divided by 365 (or, if any portion of that Calculation Period falls in a leap year, the sum of (A) the actual number of days in that portion of the Calculation Period falling in a leap year divided by 366 and (B) the actual number of days in that portion of the Calculation Period falling in a non-leap year divided by 365);
- (ii) if “Actual/365 (Fixed)” is specified in the applicable Final Terms, the actual number of days in the Calculation Period divided by 365;
- (iii) if “Actual/360” is specified in the applicable Final Terms, the actual number of days in the Calculation Period divided by 360;
- (iv) if “30/360”, “360/360” or “Note Basis” is specified in the applicable Final Terms, the number of days in the Calculation Period divided by 360 (the number of days to be calculated on the basis of a year of 360 days with 12 30-day months (unless (a) the last day of the Calculation Period is the 31st day of a month but the first day of the Calculation Period is a day other than the 30th or 31st day of a month, in which case the month that includes that last day shall not be considered to be shortened to a 30-day month, or (b) the last day of the Calculation Period is the last day of the month of February, in which case the month of February shall not be considered to be lengthened to a 30-day month));
- (v) if “30E/360” or “Eurobond Basis” is specified in the applicable Final Terms, the number of days in the Calculation Period divided by 360 (the number of days to be calculated on the basis of a year of 360 days with 12 30-day months, without regard to the date of the first day or last day of the Calculation Period unless, in the case of a Calculation Period ending on the Maturity Date, the Maturity Date is the last day of the month of February, in which case the month of February shall not be considered to be lengthened to a 30-day month); and
- (vi) if “Actual/Actual-ISMA” is specified in the applicable Final Terms:
  - (a) if the Calculation Period is equal to or shorter than the Determination Period during which it falls, the number of days in the Calculation Period divided by the product of (x) the number of days in such Determination Period and (y) the number of Determination Periods normally ending in any year; and
  - (b) if the Calculation Period is longer than one Determination Period, the sum of:

- (x) the number of days in such Calculation Period falling in the Determination Period in which it begins divided by the product of (1) the number of days in such Determination Period and (2) the number of Determination Periods normally ending in any year; and
- (y) the number of days in such Calculation Period falling in the next Determination Period divided by the product of (1) the number of days in such Determination Period and (2) the number of Determination Periods normally ending in any year,

where:

“Determination Period” means the period from and including a Determination Date in any year to but excluding the next Determination Date; and

“Determination Date” means the date specified as such in the applicable Final Terms or, if none is so specified, the Interest Payment Date.

“Effective Date” means, with respect to any Floating Rate to be determined on an Interest Determination Date, the date specified as such in the applicable Final Terms or, if none is so specified, the first day of the Interest Accrual Period to which such Interest Determination Date relates.

“Euro-zone” means the region comprised of Member States of the European Union that adopt the single currency in accordance with the Treaty establishing the European Union, as amended.

“Extraordinary Resolution” has the meaning given it in the Trust Deed.

“Interest Accrual Period” means the period beginning on (and including) the Interest Commencement Date and ending on (but excluding) the first Interest Period Date and each successive period beginning on (and including) an Interest Period Date and ending on (but excluding) the next succeeding Interest Period Date.

“Interest Amount” means the amount of interest payable, and in the case of Fixed Rate Notes, means the Fixed Coupon Amount or Broken Amount, as the case may be.

“Interest Commencement Date” means the Issue Date or such other date as may be specified in the applicable Final Terms.

“Interest Period” means the period beginning on (and including) the Interest Commencement Date and ending on (but excluding) the first Interest Payment Date and each successive period beginning on (and including) an Interest Payment Date and ending on (but excluding) the next succeeding Interest Payment Date.

“Interest Period Date” means each Interest Payment Date unless otherwise specified in the applicable Final Terms.

“ISDA Definitions” means the 2006 ISDA Definitions, as published by the International Swaps and Derivatives Association, Inc. (as amended and/or supplemented from time to time), unless otherwise specified in the applicable Final Terms.

“Noteholders’ Representative” has the meaning given it in the Trust Deed.

“Page” means such page, section, caption, column or other part of a particular information service (including, but not limited to, Reuters EURIBOR 01 (“Reuters”)) as may be specified for the purpose of providing a Relevant Rate, or such other page, section, caption, column or other part as may replace it on that information service or on such other information service, in each case as may be nominated by the person or organisation providing or sponsoring the

information appearing there for the purpose of displaying rates or prices comparable to that Relevant Rate.

“Rate of Interest” means the rate of interest payable from time to time in respect of this Note and that is either specified or calculated in accordance with the provisions in the applicable Final Terms.

“Reference Banks” means the institutions specified as such in the applicable Final Terms or, if none, four major banks selected by the Calculation Agent in the interbank market (or, if appropriate, money, swap or over-the-counter index options market) that is most closely connected with the Benchmark (which, if EURIBOR is the relevant Benchmark, shall be the Euro-zone).

“Relevant Financial Centre” means, with respect to any Floating Rate to be determined in accordance with a Screen Rate Determination on an Interest Determination Date, the financial centre as may be specified as such in the applicable Final Terms or, if none is so specified, the financial centre with which the relevant Benchmark is most closely connected (which, in the case of EURIBOR, shall be the Euro-zone) or, if none is so connected, London.

“Relevant Rate” means LIBOR or EURIBOR as specified on the relevant Final Terms.

“Relevant Time” means, with respect to any Interest Determination Date, the local time in the Relevant Financial Centre specified in the applicable Final Terms or, if no time is specified, the local time in the Relevant Financial Centre at which it is customary to determine bid and offered rates in respect of deposits in the Specified Currency in the interbank market in the Relevant Financial Centre or, if no such customary local time exists, 11.00 hours in the Relevant Financial Centre and for the purpose of this definition “local time” means, with respect to Europe and the Euro-zone as a Relevant Financial Centre, Brussels time.

“Representative Amount” means, with respect to any Floating Rate to be determined in accordance with a Screen Rate Determination on an Interest Determination Date, the amount specified as such in the applicable Final Terms or, if none is specified, an amount that is representative for a single transaction in the relevant market at the time.

“Reserved Matter” has the meaning ascribed to it in the Trust Deed.

“Specified Currency” means the currency specified as such in the applicable Final Terms or, if none is specified, the currency in which the Notes are denominated.

“Specified Duration” means, with respect to any Floating Rate to be determined in accordance with a Screen Rate Determination on an Interest Determination Date, the duration specified in the applicable Final Terms or, if none is specified, a period of time equal to the relative Interest Accrual Period, ignoring any adjustment pursuant to Condition 5(b)(ii).

“TARGET System” means the Trans-European Automated Real-Time Gross Settlement Express Transfer (TARGET) System or any successor thereto.

(j) *Calculation Agent and Reference Banks*

The Issuer shall procure that there shall at all times be four Reference Banks (or such other number as may be required) with offices in the Relevant Financial Centre and one or more Calculation Agents if provision is made for them in the applicable Final Terms and for so long as any Note is outstanding. If any Reference Bank (acting through its relevant office) is unable or unwilling to continue to act as a Reference Bank, then the Issuer shall (with the prior approval of the Trustee) appoint another Reference Bank with an office in the Relevant Financial Centre to act as such in its place. Where more than one Calculation Agent is appointed in respect of the Notes, references in these Conditions to the Calculation Agent shall be construed as each Calculation Agent performing its respective duties under the Conditions. If the Calculation Agent is unable or unwilling to act as such or if the Calculation Agent fails duly to establish the Rate of Interest for an Interest Period or Interest Accrual Period or to calculate any Interest Amount, Final Redemption Amount, Early Redemption Amount or Optional

Redemption Amount, as the case may be, or to comply with any other requirement, the Issuer shall (with the prior approval of the Trustee) appoint a leading bank or investment banking firm engaged in the interbank market (or, if appropriate, money, swap or over-the-counter index options market) that is most closely connected with the calculation or determination to be made by the Calculation Agent (acting through its principal London office or any other office actively involved in such market) to act as such in its place. The Calculation Agent may not resign its duties without a successor having been appointed as aforesaid.

## **6. Redemption, Purchase and Options**

### **(a) *Redemption Amount***

The Notes are *obbligazioni* pursuant to Article 2410, et seq. of the Italian Civil Code and, accordingly, the Redemption Amount of each Note shall not be less than its nominal amount. For the purposes of this Condition 6(a), “Redemption Amount” means, as the case may be, the “Final Redemption Amount”, the “Early Redemption Amount” or the “Optional Redemption Amount”.

### **(b) *Final Redemption***

Unless previously redeemed, purchased and cancelled as provided below or its maturity is extended pursuant to the Issuer’s or any Noteholder’s option in accordance with Condition 6(f) or 6(g), each Note shall be finally redeemed on the Maturity Date specified in the applicable Final Terms at its Final Redemption Amount (which, unless otherwise provided in the applicable Final Terms, is its nominal amount).

### **(c) *Early Redemption***

#### **(i) *Zero Coupon Notes:***

- (A)** The Early Redemption Amount payable in respect of any Zero Coupon Note upon redemption of such Note pursuant to Condition 6(d) or upon it becoming due and payable as provided in Condition 10 shall be the Amortised Face Amount (calculated as provided below) of such Note unless otherwise specified in the applicable Final Terms.
- (B)** Subject to the provisions of sub-paragraph (C) below, the Amortised Face Amount of any such Note shall be the scheduled Final Redemption Amount of such Note on the Maturity Date discounted at a rate per annum (expressed as a percentage) equal to the Amortisation Yield (which, if none is shown in the applicable Final Terms, shall be such rate as would produce an Amortised Face Amount equal to the issue price of the Notes if they were discounted back to their issue price on the Issue Date) compounded annually.
- (C)** If the Early Redemption Amount payable in respect of any such Note upon its redemption pursuant to Condition 6(d) or upon it becoming due and payable as provided in Condition 10 is not paid when due, the Early Redemption Amount due and payable in respect of such Note shall be the Amortised Face Amount of such Note as defined in sub-paragraph (B) above, except that such sub-paragraph shall have effect as though the date on which the Note becomes due and payable were the Relevant Date. The calculation of the Amortised Face Amount in accordance with this sub-paragraph shall continue to be made (as well after as before judgment) until the Relevant Date, unless the Relevant Date falls on or after the Maturity Date, in which case the amount due and payable shall be the scheduled Final Redemption Amount of such Note on the Maturity Date together with any interest that may accrue in accordance with Condition 5(c).

Where such calculation is to be made for a period of less than one year, it shall be made on the basis of the Day Count Fraction shown in the applicable Final Terms.

- (ii) *Other Notes:* The Early Redemption Amount payable in respect of any Note (other than Notes described in (i) above), upon redemption of such Note pursuant to Condition 6(d) or upon it becoming due and payable as provided in Condition 10, shall be the Final Redemption Amount unless otherwise specified in the applicable Final Terms.

(d) *Redemption for Taxation Reasons*

The Notes may be redeemed at the option of the Issuer in whole, but not in part, on any Interest Payment Date or, if so specified in the applicable Final Terms, at any time, on giving not less than 30 nor more than 60 days' notice to the Trustee and the Noteholders (which notice shall be irrevocable) at their Early Redemption Amount (as described in Condition 6(c) above) (together with interest accrued to the date fixed for redemption), if (i) the Issuer (or, if the Guarantee were called, the Guarantor) satisfies the Trustee immediately before the giving of such notice that it has or will become obliged to pay additional amounts as described under Condition 8 as a result of any change in, or amendment to, the laws or regulations of a Relevant Taxing Jurisdiction (as defined in Condition 8), or any change in the application or official interpretation of such laws or regulations, which change or amendment becomes effective on or after the Issue Date (or the date that any successor to the Issuer or the Guarantor following a Permitted Reorganisation assumes the obligations of the Issuer or the Guarantor hereunder), and (ii) such obligation cannot be avoided by the Issuer (or the Guarantor, as the case may be) taking reasonable measures available to it, provided that no such notice of redemption shall be given earlier than 90 days prior to the earliest date on which the Issuer (or the Guarantor, as the case may be) would be obliged to pay such additional amounts were a payment in respect of the Notes (or the Guarantee, as the case may be) then due. Before the publication of any notice of redemption pursuant to this paragraph, the Issuer shall deliver to the Trustee a certificate signed by two directors of the Issuer (or the Guarantor, as the case may be) stating that the obligation referred to in (i) above cannot be avoided by the Issuer (or the Guarantor, as the case may be) taking reasonable measures available to it and the Trustee shall be entitled to accept such certificate as sufficient evidence of the satisfaction of the condition precedent set out in (ii) above in which event it shall be conclusive and binding on all Noteholders and Couponholders.

(e) *Redemption at the Option of Noteholders on the Occurrence of a Put Event*

If, at any time while any of the Notes remains outstanding (as defined in the Trust Deed), a Put Event (as defined below) occurs, then, unless at any time the Issuer shall have given a notice under Condition 6(d) in respect of the Notes, in each case expiring prior to the Put Date (as defined below), each Noteholder will, upon the giving of a Put Event Notice (as defined below), have the option to require the Issuer to redeem any Notes it holds on the Put Date at their principal amount, together with interest accrued up to, but excluding, the Put Date.

A "Put Event" occurs if

- (i) the Autostrade Italia Concession or the Single Concession Contract is terminated or revoked in accordance with its terms or for public interest reasons; or
- (ii) a ministerial decree has been enacted granting to another person the Autostrade Italia Concession; or
- (iii) it becomes unlawful for Autostrade Italia to perform any of the material terms of the Autostrade Italia Concession; or
- (iv) the Autostrade Italia Concession is declared by the competent authority to cease before the Maturity Date (as defined in the applicable Final Terms); or
- (v) the Autostrade Italia Concession ceases to be held by Autostrade Italia or any successor resulting from a Permitted Reorganisation; or
- (vi) the Autostrade Italia Concession is amended in a way which has a Material Adverse Effect (as defined in Condition 10 below).



Promptly upon becoming aware that a Put Event has occurred, and in any event not later than 21 days after the occurrence of the Put Event, the Issuer or the Guarantor shall give notice (a “Put Event Notice”) to the Noteholders in accordance with Condition 17, specifying the nature of the Put Event and the procedure for exercising the option contained in this Condition 6(e).

To exercise the option to require the Issuer to redeem a Note under this Condition 6(e), the Noteholder must deliver such Note at the specified office of any Paying Agent, on any day which is a day on which banks are open for business in London and in the place of the specified office falling within the period (the “Put Period”) of 45 days after the date on which a Put Event Notice is given, accompanied by a duly signed and completed Exercise Notice in the form available from each office of the Paying Agents (the “Exercise Notice”). The Note must be delivered to the Paying Agent together with all Coupons, if any, appertaining thereto maturing after the date (the “Put Date”) being the seventh day after the date of expiry of the Put Period, failing which deduction in respect of such missing unmatured Coupons shall be made in accordance with Condition 7(e). The Paying Agent to which such Note and Exercise Notice are delivered will issue to the Noteholder concerned a non-transferable receipt (a “Put Option Receipt”) in respect of the Note so delivered. Payment by the Issuer in respect of any Note so delivered shall be made, if the holder duly specified in the Exercise Notice a bank account to which payment is to be made, by transfer to that bank account on the Put Date, and in every other case, on or after the Put Date against presentation and surrender of such Put Option Receipt at the specified office of any Paying Agent. An Exercise Notice, once given, shall be irrevocable. For the purposes of these Conditions and the Trust Deed, Put Option Receipts issued pursuant to this Condition 6(e) shall be treated as if they were Notes.

(f) *Redemption at the Option of the Issuer and Exercise of Issuer’s Options*

If Call Option is specified in the applicable Final Terms, the Issuer may, on giving not less than 15 nor more than 30 days’ irrevocable notice to the Noteholders (or such other notice period as may be specified in the applicable Final Terms) and, on giving not less than 15 days irrevocable notice before the giving of the notice to the Noteholders, to the Issuing and Paying Agent and the Trustee and, in the case of a redemption of Registered Notes, the Registrar, redeem, or exercise any Issuer’s option (as may be described in the applicable Final Terms) in relation to, all or, if so provided, some of the Notes on any Optional Redemption Date or Option Exercise Date, as the case may be. Any such redemption of Notes shall be at their Optional Redemption Amount together with interest accrued to the date fixed for redemption. Any such redemption or exercise must relate to Notes of a nominal amount at least equal to the minimum nominal amount to be redeemed specified in the applicable Final Terms and no greater than the maximum nominal amount to be redeemed specified in the applicable Final Terms.

All Notes in respect of which any such notice is given shall be redeemed, or the Issuer’s option shall be exercised, on the date specified in such notice in accordance with this Condition.

In the case of a partial redemption or a partial exercise of the Issuer’s option, the notice to Noteholders shall also contain the certificate numbers of the Bearer Notes, or in the case of Registered Notes, shall specify the nominal amount of Registered Notes drawn and the holder(s) of such Registered Notes, to be redeemed or in respect of which such option has been exercised, which shall have been drawn in such place as the Trustee may approve and in such manner as it deems appropriate, subject to compliance with any applicable laws and stock exchange or other relevant authority requirements. So long as the Notes are listed on the Irish Stock Exchange or any other stock exchange and the rules of the relevant stock exchange so require, the Issuer shall, once in each year in which there has been a partial redemption of the Notes, cause to be published on the Irish Stock Exchange’s website, [www.ise.ie](http://www.ise.ie), or in a leading newspaper of general circulation as specified by such other stock exchange, a notice specifying the aggregate nominal amount of Notes outstanding and a list of the Notes drawn for redemption but not surrendered.

Unless the Issuer defaults in payment of the redemption price, from and including any Optional Redemption Date interest will cease to accrue on the Notes called for redemption pursuant to this Condition 6(f).

(g) *Redemption at the Option of Noteholders and Exercise of Noteholders' Options*

If Put Option is specified in the applicable Final Terms, the Issuer shall, at the option of the holder of any such Note, upon the holder of such Note giving not less than 15 nor more than 30 days' notice to the Issuer (or such other notice period as may be specified in the applicable Final Terms) redeem such Note on the Optional Redemption Date(s) at its Optional Redemption Amount together with interest accrued to the date fixed for redemption.

To exercise such option or any other Noteholders' option that may be set out in the applicable Final Terms (which must be exercised on an Option Exercise Date) the holder must deposit (in the case of Bearer Notes) such Note (together with all unmatured Coupons and unexchanged Talons) with any Paying Agent or (in the case of Registered Notes) the Certificate representing such Note(s) with the Registrar or any Transfer Agent at its specified office, together with a duly completed option exercise notice ("Exercise Notice") in the form obtainable from any Paying Agent, the Registrar or any Transfer Agent (as applicable) within the notice period. No Note or Certificate so deposited and option exercised may be withdrawn (except as provided in the Agency Agreement) without the prior consent of the Issuer.

(h) *Notice of Early or Optional Redemption*

The Issuer will publish a notice of any early redemption or optional redemption of the Notes described above in accordance with Condition 17, and, if the Notes are listed at such time on the Irish Stock Exchange, the Issuer will publish such notice on the Irish Stock Exchange's website, [www.ise.ie](http://www.ise.ie).

(i) *Purchases*

The Issuer, the Guarantor and any of their Subsidiaries may at any time purchase Notes (provided that all unmatured Coupons and unexchanged Talons relating thereto are attached thereto or surrendered therewith) in the open market or otherwise at any price.

(j) *Cancellation*

All Notes purchased by or on behalf of the Issuer, the Guarantor or any of their Subsidiaries may be surrendered for cancellation, in the case of Bearer Notes, by surrendering each such Note together with all unmatured Coupons and all unexchanged Talons to the Issuing and Paying Agent and, in the case of Registered Notes, by surrendering the Certificate representing such Notes to the Registrar and, in each case, if so surrendered, shall, together with all Notes redeemed by the Issuer, be cancelled forthwith (together with all unmatured Coupons and unexchanged Talons attached thereto or surrendered therewith). Any Notes so surrendered for cancellation may not be reissued or resold and the obligations of the Obligors in respect of any such Notes shall be discharged. Any Notes not so surrendered for cancellation may be reissued or resold.

## **7. Payments and Talons**

(a) *Bearer Notes*

Payments of principal and interest in respect of Bearer Notes shall, subject as mentioned below, be made against presentation and surrender of the relevant Notes (in the case of all other payments of principal and, in the case of interest, as specified in Condition 7(e)(vi)) or Coupons (in the case of interest, save as specified in Condition 7(e)(ii)), as the case may be, at the specified office of any Paying Agent outside the United States by a cheque payable in the relevant currency drawn on, or, at the option of the holder, by transfer to an account denominated in such currency with, a Bank. "Bank" means a bank in the principal financial centre for such currency or, in the case of euro, in a city in which banks have access to the TARGET System.

(b) *Registered Notes*

(i) Payments of principal in respect of Registered Notes shall be paid to the person shown on the Register at the close of business (in the relevant clearing system) on the day prior to the due date for payment thereof (the "Record Date") and made against presentation and surrender of

the relevant Certificates at the specified office of any of the Transfer Agents or of the Registrar and in the manner provided in paragraph (ii) below.

- (ii) Interest on Registered Notes shall be paid to the person shown on the Register at the close of business on the Record Date. Payments of interest on each Registered Note shall be made in the relevant currency by cheque drawn on a Bank and mailed to the holder (or to the first named of joint holders) of such Note at its address appearing in the Register. Upon application by the holder to the specified office of the Registrar or any Transfer Agent before the Record Date, such payment of interest may be made by transfer to an account in the relevant currency maintained by the payee with a Bank.

(c) *Payments subject to Fiscal Laws*

All payments in respect of the Notes are subject in all cases to (i) any applicable fiscal or other laws, regulations and directives, but without prejudice to the provisions of Condition 8 and (ii) any withholding or deduction required pursuant to an agreement described in Section 1471(b) of the U.S. Internal Revenue Code of 1986 or otherwise imposed pursuant to Sections 1471 through 1474 of that Code, any regulations or agreements thereunder, official interpretations thereof, or any law implementing an intergovernmental approach thereto. No commissions or expenses shall be charged to the Noteholders or Couponholders in respect of such payments.

(d) *Appointment of Agents*

The Issuing and Paying Agent, the Paying Agents, the Registrar, the Transfer Agents and the Calculation Agent initially appointed by the Issuer and the Guarantor and their respective specified offices are listed below. The Issuing and Paying Agent, the Paying Agents, the Registrar, the Transfer Agents and (subject to the provisions of the Agency Agreement) the Calculation Agent act solely as agents of the Issuer and the Guarantor and do not assume any obligation or relationship of agency or trust for or with any Noteholder or Couponholder. The Issuer and the Guarantor reserve the right at any time with the approval of the Trustee to vary or terminate the appointment of the Issuing and Paying Agent, any other Paying Agent, the Registrar, any Transfer Agent or the Calculation Agent(s) and to appoint additional or other Paying Agents or Transfer Agents, provided that the Issuer shall at all times maintain (i) an Issuing and Paying Agent, (ii) a Registrar in relation to Registered Notes, (iii) a Transfer Agent in relation to Registered Notes, (iv) one or more Calculation Agent(s) where the Conditions so require, (v) Paying Agents having specified offices in at least two major European cities so long as the Notes are listed on the Irish Stock Exchange, (vi) such other agents as may be required by any other stock exchange on which the Notes may be listed in each case, as approved by the Trustee and (vii) a Paying Agent with a specified office in a Member State that will not be obliged to withhold or deduct tax pursuant to European Council Directive 2003/48/EC on the taxation of savings income or any law implementing or complying with, or introduced in order to conform to, such Directive.

Notice of any such change or any change of any specified office shall promptly be given to the Noteholders.

(e) *Unmatured Coupons and unexchanged Talons*

- (i) Unless the Notes provide that the relative Coupons are to become void upon the due date for redemption of those Notes, Bearer Notes should be surrendered for payment together with all unexpired Coupons (if any) relating thereto, failing which an amount equal to the face value of each missing unexpired Coupon (or, in the case of payment not being made in full, that proportion of the amount of such missing unexpired Coupon that the sum of principal so paid bears to the total principal due) shall be deducted from the Final Redemption Amount, Early Redemption Amount or Optional Redemption Amount, as the case may be, due for payment. Any amount so deducted shall be paid in the manner mentioned above against surrender of such missing Coupon within a period of 10 years from the Relevant Date for the payment of such principal (whether or not such Coupon has become void pursuant to Condition 9).
- (ii) If the Notes so provide, upon the due date for redemption of any Bearer Note, unexpired Coupons relating to such Note (whether or not attached) shall become void and no payment shall be made in respect of them.

- (iii) Upon the due date for redemption of any Bearer Note, any unexchanged Talon relating to such Note (whether or not attached) shall become void and no Coupon shall be delivered in respect of such Talon.
- (iv) Where any Bearer Note that provides that the relative unmatured Coupons are to become void upon the due date for redemption of those Notes is presented for redemption without all unmatured Coupons, and where any Bearer Note is presented for redemption without any unexchanged Talon relating to it, redemption shall be made only against the provision of such indemnity as the Issuer may require.
- (v) If the due date for redemption of any Note is not a due date for payment of interest, interest accrued from the preceding due date for payment of interest or the Interest Commencement Date, as the case may be, shall only be payable against presentation (and surrender if appropriate) of the relevant Bearer Note or Certificate representing it, as the case may be. Interest accrued on a Note that only bears interest after its Maturity Date shall be payable on redemption of such Note against presentation of the relevant Note or Certificate representing it, as the case may be.

(f) *Talons*

On or after the Interest Payment Date for the final Coupon forming part of a Coupon sheet issued in respect of any Bearer Note, the Talon forming part of such Coupon sheet may be surrendered at the specified office of the Issuing and Paying Agent in exchange for a further Coupon sheet (and if necessary another Talon for a further Coupon sheet) (but excluding any Coupons that may have become void pursuant to Condition 9).

(g) *Non-Business Days*

If any date for payment in respect of any Note or Coupon is not a business day, the holder shall not be entitled to payment until the next following business day nor to any interest or other sum in respect of such postponed payment. In this paragraph, “business day” means a day (other than a Saturday or a Sunday) on which banks and foreign exchange markets are open for business in the relevant place of presentation, in such jurisdictions as shall be specified as “Financial Centres” in the applicable Final Terms and:

- (i) (in the case of a payment in a currency other than euro) where payment is to be made by transfer to an account maintained with a bank in the relevant currency, on which foreign exchange transactions may be carried on in the relevant currency in the principal financial centre of the country of such currency; or
- (ii) (in the case of a payment in euro) which is a TARGET Business Day.

**8. Taxation**

All payments of principal and interest by or on behalf of the Issuer or the Guarantor in respect of the Notes and the Coupons or under the Guarantee shall be made free and clear of, and without withholding or deduction for, any taxes, duties, assessments or governmental charges of whatever nature imposed, levied, collected, withheld or assessed by or within either Italy (or any jurisdiction of incorporation of any successor of the Issuer or Guarantor) or any authority therein or thereof having power to tax (each a “Relevant Taxing Jurisdiction”), unless such withholding or deduction is required by law. In that event, the Issuer or, as the case may be, the Guarantor shall pay such additional amounts as shall result in receipt by the Noteholders and Couponholders of such amounts as would have been received by them had no such withholding or deduction been required, except that no such additional amounts shall be payable in respect of any Note or Coupon (including, for the avoidance of doubt, under the Guarantee) presented for payment:

- (a) by or on behalf of a Noteholder or Couponholder who:
  - (i) would have been entitled to avoid such deduction or withholding (x) by making a declaration of non-residence or other similar claim for exemption or (y) by presenting the relevant Note or

Coupon to another Paying Agent in a Member State of the European Union and did not do so within the prescribed time period and/or in the prescribed manner; or

- (ii) is liable to such taxes or duties, assessments or governmental charges in respect of such Notes or Coupons by reason of his having some connection with a Relevant Taxing Jurisdiction, other than the mere holding of the Note or Coupon; or
- (b) more than 30 days after the Relevant Date except to the extent that the holder thereof would have been entitled to such additional amount on presenting the same for payment on such thirtieth day; or
- (c) in relation to any payment or deduction on account of *imposta sostitutiva* pursuant to Italian Legislative Decree No. 239 of 1 April 1996, as amended from time to time, and related regulations which have been or may be enacted; or
- (d) where such withholding or deduction is required pursuant to Italian Presidential Decree No. 600 of 29 September 1973, as amended from time to time; or
- (e) where such withholding or deduction is required pursuant to Italian Law Decree No. 512 of 30 September 1983, converted into Law No. 649 of 25 November 1983, as amended from time to time; or
- (f) where such withholding or deduction is imposed on a payment to an individual and is required to be made pursuant to the European Council Directive 2003/48/EC on the taxation of savings income or any law implementing or complying with, or introduced in order to conform to, such directive.

As used in these Conditions, “Relevant Date” in respect of any Note (or relative Certificate) or Coupon means the date on which payment in respect of it first becomes due or (if any amount of the money payable is improperly withheld or refused) the date on which payment in full of the amount outstanding is made or (if earlier) the date seven days after that on which notice is duly given to the Noteholders that, upon further presentation of the Note (or relative Certificate or Coupon being made in accordance with the Conditions, such payment will be made, provided that payment is in fact made upon such presentation. References in these Conditions to (i) “principal” shall be deemed to include any premium payable in respect of the Notes, Final Redemption Amounts, Early Redemption Amounts, Optional Redemption Amounts, Amortised Face Amounts and all other amounts in the nature of principal payable pursuant to Condition 6 or any amendment or supplement to it, (ii) “interest” shall be deemed to include all Interest Amounts and all other amounts payable pursuant to Condition 5 or any amendment or supplement to it and (iii) “principal” and/or “interest” shall be deemed to include any additional amounts that may be payable under this Condition or any undertaking given in addition to or in substitution for it under the Trust Deed.

## **9. Prescription**

Claims against the Issuer and/or the Guarantor for payment in respect of the Notes and Coupons (which, for this purpose, shall not include Talons) shall be prescribed and become void unless made within 10 years (in the case of principal) or five years (in the case of interest) from the appropriate Relevant Date in respect of them.

## **10. Events of Default**

If any of the following events (“Events of Default”) occurs and is continuing the Trustee at its discretion may, and if so requested by holders of at least one-quarter in nominal amount of the Notes then outstanding or if so directed by a Resolution shall, give notice to the Issuer and the Guarantor that the Notes are, and they shall immediately become, due and payable at their principal amount together with accrued interest:

- (a) *Non-Payment*: the Issuer fails to pay the principal or interest on any of the Notes when due and such failure continues for a period of 5 days (in the case of principal) and 5 days (in the case of interest); or
- (b) *Breach of Other Obligations*: the Issuer or the Guarantor does not perform or comply with any one or more of its other obligations in the Notes or the Trust Deed which default is incapable of remedy or, if in the opinion of the Trustee capable of remedy, is not in the opinion of the Trustee remedied within 60 days after notice of such default shall have been given to the Issuer and the Guarantor by the Trustee; or

- (c) *Cross-Default:* (i) any other present or future Indebtedness (other than Project Finance Indebtedness incurred solely by the relevant Project Company or in respect of which the non-payment by any other member of the Group is being contested in good faith) of the Issuer or the Guarantor or any of their respective Material Subsidiaries becomes due and payable prior to its stated maturity by reason of any event of default or the like (howsoever described), or (ii) any such Indebtedness (other than Project Finance Indebtedness incurred solely by the relevant Project Company or in respect of which the non-payment by any other member of the Group is being contested in good faith) is not paid when due or, as the case may be, within any applicable grace period, or (iii) the Issuer or the Guarantor or any of their respective Material Subsidiaries fails to pay when due any amount payable by it under any present or future guarantee for, or indemnity in respect of, any moneys borrowed or raised (other than Project Finance Indebtedness incurred solely by the relevant Project Company or in respect of which the non-payment by any other member of the Group is being contested in good faith) provided that the aggregate amount of the relevant indebtedness, guarantees and indemnities in respect of which one or more of the events mentioned above in this paragraph (c) have occurred equals or exceeds €50,000,000 in aggregate principal amount or its equivalent (as reasonably determined by an investment bank of international repute nominated or approved by the Trustee on the basis of the middle spot rate for the relevant currency against the euro as quoted by any leading bank on the day on which this paragraph operates which determination shall be binding on all parties); or
- (d) *Enforcement Proceedings:* a distress, attachment, execution or other legal process is levied, enforced or sued out on or against all or a material part of the property, assets or revenues of the Issuer or the Guarantor or any of their respective Material Subsidiaries taken as a whole (other than in relation to property, assets, receivables or revenues of any Project Company subject to a security interest to secure Project Finance Indebtedness and other ancillary obligations in connection with the relevant Project; and is not discharged or stayed within 180 days); or
- (e) *Unsatisfied judgment:* one or more judgment(s) or order(s) (in each case being a judgment or order from which no further appeal or judicial review is permissible under applicable law) for the payment of any amount in excess of €50,000,000 or its equivalent (as reasonably determined by the Trustee) (on the basis of the middle spot rate for the relevant currency against the euro as quoted by any leading bank on the day on which this paragraph operates), whether individually or in aggregate, is rendered against the Issuer or the Guarantor or any of their respective Material Subsidiaries, becomes enforceable in a jurisdiction where the Issuer or the Guarantor or any of their respective Material Subsidiaries is incorporated and continue(s) unsatisfied and unstayed for a period of 60 days after the date(s) thereof or, if later, the date therein specified for payment; or
- (f) *Security Enforced:* any mortgage, charge, pledge, lien or other encumbrance (other than any mortgage, charge, pledge, lien or other encumbrance of a Project Company securing Project Finance Indebtedness and other ancillary obligations in connection with the relevant Project), present or future, created or assumed on or against all or a material part of the property, assets or revenues of the Issuer or the Guarantor or any of their respective Material Subsidiaries becomes enforceable and any step is taken to enforce it (including the taking of possession or the appointment of a receiver, manager or other similar person); or
- (g) *Insolvency:* the Issuer or the Guarantor being declared insolvent pursuant to Section 5 of the Royal Decree No. 267 of 1942, as subsequently amended, or, in case the Issuer or the Guarantor is not organised in the Republic of Italy, being declared unable to pay its debts as they fall due; or
- (h) *Insolvency Proceedings:* any corporate action or legal proceedings is taken in relation to:
- (i) the several suspension of payments, a moratorium of any indebtedness, winding-up, dissolution, administration or reorganisation (by way of voluntary arrangement, scheme of arrangement or otherwise) of the Issuer or the Guarantor (other than a solvent liquidation or pursuant to a Permitted Reorganisation of such persons); or
  - (ii) a composition, assignment or arrangement with all creditors of either of the Issuer or the Guarantor including without limitation *concordato preventivo*, *concordato fallimentare*; or
  - (iii) the bankruptcy, the appointment of a liquidator, receiver, administrator, administrative receiver or other similar officer in respect of the Issuer or the Guarantor, or any of the assets

of the Issuer or the Guarantor in connection with any insolvency proceedings, including without limitation *amministrazione straordinaria*, *amministrazione straordinaria delle grandi imprese in stato di insolvenza*, *liquidazione coatta amministrativa*; or

(iv) any analogous procedure is taken in any jurisdiction in respect of the Issuer or the Guarantor

provided that any such corporate action or legal proceedings which is not initiated, approved or consented to by the Issuer or the Guarantor, as the case may be, is not discharged or stayed within 180 days; or

- (i) *Nationalisation*: any step is taken by any person with a view to the seizure, compulsory acquisition, expropriation or nationalisation (each a “Nationalisation Event”) of all or a majority of the shares, or all or (in the opinion of the Trustee) any material part of the assets, of (i) the Issuer (ii) the Guarantor, or (iii) any Material Subsidiary if the relevant Nationalisation Event has a Material Adverse Effect; or
- (j) *Ownership*: Autostrade Italia ceases to be directly or indirectly controlled by Atlantia or any successor resulting from a Permitted Reorganisation; or
- (k) *Guarantee*: the Guarantee is not (or is claimed by the Guarantor not to be) in full force and effect; or
- (l) *Authorisation and Consents*: any action, condition or thing (including the obtaining or effecting of any necessary consent, approval, authorisation, exemption, filing, licence, order, recording or registration) at any time needed in order (i) to enable the Issuer and the Guarantor lawfully to enter into, exercise their respective rights and perform and comply with their respective obligations under the Notes and the Trust Deed (ii) to ensure that those obligations are legally binding and enforceable and (iii) to make the Notes and the Trust Deed admissible in evidence in the courts of each of England and Italy is not taken, fulfilled or done; or
- (m) *Illegality*: it is or will become unlawful for the Issuer or the Guarantor to perform or comply with any one or more of its obligations under any of the Notes or the Trust Deed ; or
- (n) *Change of Business*: Autostrade Italia or any successor resulting from a Permitted Reorganisation ceases to carry on the whole or substantially the whole of the business Autostrade Italia carries on at the date of the Trust Deed (which is or predominately is the ownership, operation and management, on a concession basis, of Italian toll motorways);or
- (o) *Analogous Events*: any event occurs which under the laws of any relevant jurisdiction has an analogous effect to any of the events referred to in sub-paragraphs (d), (e), (f) or (g) above, provided that in the case of paragraph (b), (l) and (m) the Trustee shall have certified that in its opinion such event is materially prejudicial to the interests of the Noteholders.

For the purposes of these Conditions:

“Indebtedness” means any indebtedness of any person for moneys borrowed or raised.

“Material Adverse Effect” means a material adverse effect on or material adverse change in:

- (a) the net worth, assets or business of the Issuer, the Guarantor or any Material Subsidiary or the consolidated net worth, assets or business of the Group taken as a whole from that shown in the most recently published financial statements of the relevant members of the Group; or
- (b) the ability of the Issuer or the Guarantor to perform and comply with its payment obligations or other material obligations under the Trust Deed or the Notes; or
- (c) the validity, legality or enforceability of the Trust Deed or the Notes.

“Permitted Reorganisation” means any reorganisation carried out, without any consent of the Noteholders being required in respect thereof, in any one transaction or series of transactions, by any of the Issuer, the Guarantor and the Material Subsidiaries, by means of:

- (a) any merger, consolidation, amalgamation or de-merger (whether whole or partial); or
- (b) any contribution in kind, conveyance, sale, assignment, transfer, lease of, or any kind of disposal of, all or substantially all, of its assets or its going concern; or
- (c) any purchase or exchange of its assets or its going concern, whether or not effected through a capital increase subscribed and paid up by means of a contribution in kind; or
- (d) any lease of its assets or its going concern,

provided however that (i) in any such reorganisation affecting the Issuer or the Guarantor any successor corporation shall assume all the obligations under the relevant Notes and the Trust Deed, including, the obligation to pay any additional amounts under Condition 8 and in the case of the Guarantor, the obligations arising out of the Guarantee; and (ii) no Event of Default shall have occurred or if an Event of Default shall have occurred it shall (if capable of remedy) have been cured.

## **11. Meetings of Noteholders, Modification, Waiver and Substitution**

- (a) *Meetings of Noteholders:* The Trust Deed contains provisions for convening meetings of Noteholders to consider matters relating to the Notes, including the modification of any provision of these Conditions. Any such modification may be made if sanctioned by an Extraordinary Resolution.

In relation to the convening of meetings, quorums and the majorities required to pass an Extraordinary Resolution, the following provisions shall apply in respect of the Notes but are subject to compliance with mandatory laws, legislation, rules and regulations of Italy in force from time to time and shall be deemed to be amended, replaced and supplemented to the extent that such laws, legislation, rules and regulations are amended at any time while the Notes remain outstanding:

- (a) a meeting of Noteholders may be convened by the directors of the Issuer, the Noteholders' Representative or the Trustee and such parties shall be obliged to do so upon the request in writing of Noteholders holding not less than one twentieth of the aggregate principal amount of the outstanding Notes. If the Issuer defaults in convening such a meeting following such request or requisition by the Noteholders representing not less than one-twentieth of the aggregate principal amount of the Notes outstanding, the same may be convened by decision of the President of the competent court in accordance with article 2367, paragraph 2 of the Italian Civil Code;
- (b) a meeting of Noteholders will be validly held if (A) there are one or more persons present, being or representing Noteholders holding at least half of the aggregate principal amount of the outstanding Notes, or (B) in the case of a second meeting following adjournment of the first meeting for want of quorum, there are one or more persons present being or representing Noteholders holding more than one third of the aggregate principal amount of the outstanding Notes, or (C) in the case of a third meeting or any subsequent meeting following a further adjournment for want of quorum, there are one or more persons present being or representing Noteholders holding at least one fifth of the aggregate principal amount of the outstanding Notes provided that (1) the quorum shall always be at least one half of the aggregate principal amount of the outstanding Notes for the purposes of considering a Reserved Matter and (2) the Issuer's by-laws may in each case (to the extent permitted under applicable Italian law) provide for a higher quorum; and
- (c) the majority required to pass an Extraordinary Resolution at any meeting (including any meeting convened following adjournment of the previous meeting for want of quorum) will be (A) for voting on any matter other than a Reserved Matter, one or more persons holding or representing at least two thirds of the aggregate principal amount of the Notes represented at the meeting or (B) for voting on a Reserved Matter, one or more persons holding or representing at least one half of the aggregate principal amount of the outstanding Notes, provided that the Issuer's by-laws may in each case (to the extent permitted under applicable Italian law) provide for a larger majority.



- (b) *Noteholders' Representative:* A representative of the Noteholders (*rappresentante comune*), subject to applicable provisions of Italian law, may be appointed pursuant to Article 2417 of the Italian Civil Code in order to represent the Noteholders' interests under these Conditions and to give effect to resolutions passed at a meeting of the Noteholders. If the Noteholders' Representative is not appointed by a meeting of such Noteholders, the Noteholders' Representative shall be appointed by a decree of the court where the Issuer has its registered office at the request of one or more Noteholders or at the request of the directors of the Issuer. The Noteholders' Representative shall remain appointed for a maximum period of three years but may be reappointed again thereafter and shall have the powers and duties set out in Article 2418 of the Italian Civil Code.
- (c) *Modification and Waiver:* The Trust Deed contains provisions according to which the Trustee may, without the consent of the holders of the Notes, agree to any modification of these Conditions, the Agency Agreement or the Trust Deed (other than in respect of a Reserved Matter) which is, in the opinion of the Trustee, proper to make if, in the opinion of the Trustee, such modification will not be materially prejudicial to the interests of holders of the Notes and to any modification of the Notes or the Trust Deed which is of a formal, minor or technical nature or is to correct a manifest error.

In addition, the Trustee may, without the consent of the holders of the Notes, authorise or waive any proposed breach or breach of the Notes or the Trust Deed or determine that any Event of Default shall not be treated as such (other than a proposed breach or breach relating to the subject of a Reserved Matter) if, in the opinion of the Trustee, the interests of the holders of the Notes will not be materially prejudiced thereby.

Unless the Trustee agrees otherwise, any such authorisation, waiver or modification shall be notified to the holders of the Notes as soon as practicable thereafter.

- (d) *Substitution:* The Trust Deed contains provisions permitting the Trustee to agree in circumstances including, but not limited to circumstances which would constitute a Permitted Reorganisation, subject to such amendment of the Trust Deed and such other conditions as the Trustee may require, but without the consent of the Noteholders or the Couponholders, to the substitution of the Issuer's successor, transferee or assignee or any subsidiary of the Issuer or its successor, transferee or assignee or of the Guarantor or its successor, transferee or assignee or any subsidiary of the Guarantor or its successor, transferee or assignee in place of the Issuer or the Guarantor, or of any previous substituted company, as principal debtor or guarantor under the Trust Deed and the Notes. In the case of such a substitution the Trustee may agree, without the consent of the Noteholders or the Couponholders, to a change of the law governing the Notes, the Coupons, the Talons and/or the Trust Deed provided that such change would not in the opinion of the Trustee be materially prejudicial to the interests of the Noteholders. In addition, notice of any such substitution shall be given to the Irish Stock Exchange and published in accordance with Condition 17 and a supplement to the Programme shall be prepared.
- (e) *Entitlement of the Trustee:* In connection with the exercise of its functions (including but not limited to those referred to in this Condition) the Trustee shall have regard to the interests of the Noteholders as a class and shall not have regard to the consequences (including but not limited to tax consequences) of such exercise for individual Noteholders or Couponholders and the Trustee shall not be entitled to require, nor shall any Noteholder or Couponholder be entitled to claim, from the Issuer or the Guarantor any indemnification or payment in respect of any tax consequence of any such exercise upon individual Noteholders or Couponholders, subject to applicable mandatory provisions of Italian law.

## **12. Enforcement**

Subject to mandatory provisions of Italian law, at any time after the Notes become due and payable, the Trustee may, at its discretion and without further notice, institute such proceedings against the Issuer and/or the Guarantor as it may think fit to enforce the terms of the Trust Deed, the Notes and the Coupons, but it need not take any such proceedings unless (a) it shall have been so directed by a Resolution or so requested in writing by Noteholders holding at least one-quarter in nominal amount of the Notes outstanding and (b) it shall have been indemnified to its satisfaction. Subject to mandatory provisions of Italian law (including, without limitation, to Article 2419 of the Italian Civil Code) no Noteholder or Couponholder may proceed directly against the Issuer or the Guarantor, unless the Trustee, having become bound so to proceed, fails to do so within a reasonable time and such failure is continuing.

### **13. Indemnification of the Trustee**

The Trust Deed contains provisions for the indemnification of the Trustee and for its relief from responsibility. The Trustee is entitled to enter into business transactions with the Issuer, the Guarantor and any entity related to the Issuer or the Guarantor without accounting for any profit.

### **14. Replacement of Notes, Certificates, Coupons and Talons**

If a Note, Certificate, Coupon or Talon is lost, stolen, mutilated, defaced or destroyed, it may be replaced, subject to applicable laws, regulations and stock exchange or other relevant authority regulations, at the specified office of the Issuing and Paying Agent in Ireland (in the case of Bearer Notes, Coupons or Talons) and of the Registrar (in the case of Certificates) or such other Paying Agent or Transfer Agent, as the case may be, as may from time to time be designated by the Issuer for the purpose and notice of whose designation is given to Noteholders, in each case on payment by the claimant of the fees and costs incurred in connection therewith and on such terms as to evidence, security and indemnity (which may provide, *inter alia*, that if the allegedly lost, stolen or destroyed Note, Certificate, Coupon or Talon is subsequently presented for payment or, as the case may be, for exchange for further Coupons, there shall be paid to the Issuer on demand the amount payable by the Issuer in respect of such Notes, Certificates, Coupons or further Coupons) and otherwise as the Issuer may require. Mutilated or defaced Notes, Certificates, Coupons or Talons must be surrendered before replacements will be issued.

### **15. Trustee Protections**

In connection with the exercise, under these Conditions or the Trust Deed, of its functions, rights, powers, trusts, authorities and discretions (including but not limited to any modification, consent, waiver or authorisation), the Trustee shall have regard to the interests of the Noteholders as a class and will not have regard to the consequences of such exercise for individual Noteholders or Couponholders, resulting from their being for any purpose domiciled or resident in, or otherwise connected with, or subject to the jurisdiction of, any particular territory. The Trustee shall not be entitled to require from the Issuer or the Guarantor, nor shall any Noteholders or Couponholders be entitled to claim from the Issuer, the Guarantor or the Trustee, any indemnification or other payment in respect of any consequence (including any tax consequence) for individual Noteholders or Couponholders of any such exercise.

### **16. Further Issues**

The Issuer may from time to time without the consent of the Noteholders or Couponholders create and issue further securities either having the same terms and conditions as the Notes in all respects (or in all respects except for the first payment of interest on them) and so that such further issue shall be consolidated and form a single series with the outstanding securities of any series (including the Notes) or upon such terms as the Issuer may determine at the time of their issue. References in these Conditions to the Notes include (unless the context requires otherwise) any other securities issued pursuant to this Condition and forming a single series with the Notes. Any further securities forming a single series with the outstanding securities of any series (including the Notes) constituted by the Trust Deed or any deed supplemental to it shall, and any other securities may (with the consent of the Trustee), be constituted by the Trust Deed. The Trust Deed contains provisions for convening a single meeting of the Noteholders and the holders of securities of other series where the Trustee so decides.

### **17. Notices**

Notices to the holders of Registered Notes shall be mailed to them at their respective addresses in the Register and deemed to have been given on the fourth weekday (being a day other than a Saturday or a Sunday) after the date of mailing and, so long as the Notes are listed on the Irish Stock Exchange, shall be published on the Irish Stock Exchange's website, [www.ise.ie](http://www.ise.ie).

Notices to the holders of Bearer Notes shall be valid if published so long as the Notes are listed on the Irish Stock Exchange, on the Irish Stock Exchange's website, [www.ise.ie](http://www.ise.ie).

Notices will also be published by the Issuer (i) on its website and, (ii) to the extent required under mandatory provisions of Italian law, through other appropriate public announcements and/or regulatory filings.

If in the opinion of the Trustee any such publication is not practicable, notice shall be validly given if published in another leading daily English language newspaper with general circulation in Europe. Any such notice shall be deemed to have been given on the date of such publication or, if published more than once or on different dates, on the first date on which publication is made, as provided above.

Couponholders shall be deemed for all purposes to have notice of the contents of any notice given to the holders of Bearer Notes in accordance with this Condition.

**18. Contracts (Rights of Third Parties) Act 1999**

No person shall have any right to enforce any term or condition of the Notes, the Coupons and the Talons under the Contracts (Rights of Third Parties) Act 1999.

**19. Governing Law and Jurisdiction**

(a) *Governing Law*

The Trust Deed, the Agency Agreement, the Guarantee, the Notes, the Coupons and the Talons, and any non-contractual obligations arising out of or in connection with the Trust Deed, the Agency Agreement, the Guarantee, the Notes, the Coupons and the Talons, are governed by, and shall be construed in accordance with, English law save for the mandatory provisions of Italian law relating to the meetings of Noteholders and the Noteholders' Representative.

(b) *Jurisdiction*

The Courts of England are to have jurisdiction to settle any disputes that may arise out of or in connection with any Notes, Coupons or Talons or the Guarantee and accordingly any legal action or proceedings arising out of or in connection with any Notes, Coupons or Talons or the Guarantee ("Proceedings") may be brought in such courts. The Issuer and the Guarantor have in the Trust Deed irrevocably submitted to the jurisdiction of such courts.

(c) *Service of Process*

The Issuer and the Guarantor have irrevocably appointed Law Debenture Corporate Services Ltd. as agent in England to receive, for it and on its behalf, service of process in any Proceedings in England.

## FORM OF FINAL TERMS

Final Terms dated •

### ATLANTIA S.P.A.

Issue of [Aggregate Nominal Amount of Tranche] [Title of Notes]

Guaranteed by **AUTOSTRADE PER L'ITALIA S.P.A.**

under the **€10,000,000,000**

**Euro Medium Term Note Programme**

### PART A – CONTRACTUAL TERMS

Terms used herein shall be deemed to be defined as such for the purposes of the Conditions (the “**Conditions**”) set forth in the Offering Circular dated 31 October 2012 which constitutes a base prospectus (the “**Offering Circular**”) for the purposes of Directive 2003/71/EC (the “**Prospectus Directive**”) as amended (which includes the amendments made by Directive 2010/73/EU (the “**2010 PD Amending Directive**”) to the extent that such amendments have been implemented in the relevant Member State of the European Economic Area) [and the supplemental Offering Circular dated [•] read in conjunction with the Offering Circular]. This document constitutes the Final Terms of the Notes described herein for the purposes of Article 5.4 of the Prospectus Directive. These Final Terms contain the final terms of the Notes and must be read in conjunction with such Offering Circular [as so supplemented].

Full information on the Issuer, the Guarantor and the offer of the Notes described herein is only available on the basis of the combination of these Final Terms and the Offering Circular [as so supplemented]. The Offering Circular [and the supplemental Offering Circular] [is] [are] available for viewing [at [website]] [and] during normal business hours at [address] [and copies may be obtained from [address]].

*The following alternative language applies if the first tranche of an issue which is being increased was issued under an Offering Circular with an earlier date.*

Terms used herein shall be deemed to be defined as such for the purposes of the Conditions (the “**Conditions**”) set forth in the Offering Circular dated [original date] [and the supplemental Offering Circular dated [•]]. This document constitutes the Final Terms of the Notes described herein for the purposes of Article 5.4 of the Directive 2003/71/EC (the “**Prospectus Directive**”) as amended (which includes the amendments made by Directive 2010/73/EU (the “**2010 PD Amending Directive**”) to the extent that such amendments have been implemented in the relevant Member State of the European Economic Area) and must be read in conjunction with the Offering Circular dated [current date] [and the supplemental Offering Circular dated [•]], which [together] constitute[s] a base prospectus for the purposes of the Prospectus Directive, save in respect of the Conditions which are extracted from the Offering Circular dated [original date] [and the supplemental Offering Circular dated [•]] and are attached hereto.

Full information on the Issuer, the Guarantor and the offer of the Notes is only available on the basis of the combination of these Final Terms and the Offering Circular dated 31 October 2012 [and the supplemental Offering Circulars dated • and •]. The Offering Circular [and the supplemental Offering Circular] is [are] available for viewing [at [website]] [and] during normal business hours at [address].

*[Include whichever of the following apply or specify as “Not Applicable” (N/A). Note that the numbering should remain as set out below, even if “Not Applicable” is indicated for individual paragraphs or sub-paragraphs. Italics denote guidance for completing the Final Terms.]*

<b>1.</b>	(i) Issuer:	Atlantia S.p.A.
	(ii) Guarantor:	Autostrade per l'Italia S.p.A.
<b>2.</b>	[(i) Series Number:]	[•]
	[(ii) Tranche Number:]	[•]
	[(iii) Date on which the Notes become fungible:]	[Not Applicable/The Notes shall be consolidated, form a single series and be interchangeable for trading purposes with <i>[insert description of relevant Series]</i> on <i>[insert date/the Issue Date]</i> .]
<b>3.</b>	Specified Currency or Currencies:	[•]
<b>4.</b>	Aggregate Nominal Amount of Notes:	
	[(i) [Series]:]	[•]
	[(ii) Tranche:]	[•]
<b>5.</b>	Issue Price:	[•] per cent. of the Aggregate Nominal Amount [plus accrued interest from <i>[insert date]</i> (if applicable)]
<b>6.</b>	(i) Specified Denominations:	[•]
	(ii) Calculation Amount:	[•]
<b>7.</b>	(i) Issue Date:	[•]
	(ii) Interest Commencement Date:	<i>[Specify/Issue Date/Not Applicable]</i>
<b>8.</b>	Maturity Date:	<i>[Specify date or (for Floating Rate Notes) Interest Payment Date falling in or nearest to the relevant month and year]</i>
<b>9.</b>	Interest Basis:	[• per cent. Fixed Rate]  [[ <i>Specify</i> particular reference rate] +/- • per cent. Floating Rate] [Zero Coupon] (further particulars specified below)
<b>10.</b>	Redemption/Payment Basis:	[Redemption at par]  Subject to any purchase and cancellation or early redemption the Notes will be redeemed on the Maturity Date at [100] per cent. of their nominal amount.
<b>11.</b>	Change of Interest or Redemption/Payment Basis:	[Applicable/Not Applicable]
<b>12.</b>	Put/Call Options:	[Investor Put]  [Issuer Call] [(further particulars specified below)]

13. [i] Status of the Notes: Senior
- [ii] Status of the Guarantee: Senior  
*(N.B. To the extent the Guarantor is incorporated in the Republic of Italy and to the extent such is a requirement of the applicable law in force at the relevant time, the Guarantor shall only be liable up to an amount which is the aggregate of 120% of the aggregate principal amount of any Tranche of the Notes and 120% of the interest on such Notes accrued but not paid as at any date on which the Guarantor's liability falls to be determined. Such amount shall be reduced by the amount of any payments of principal made by the Issuer under the Notes provided that any such reduction will occur on the day falling two years after the day on which the relevant payment was made by the Issuer.)*
- [(iii)] [Date [Board] approval for issuance of Notes and Guarantee respectively] obtained: [●] and [●], respectively  
*(N.B. Only relevant where Board authorisation is required for the particular tranche of Notes or related Guarantee)*

#### PROVISIONS RELATING TO INTEREST (IF ANY) PAYABLE

14. **Fixed Rate Note Provisions** [Applicable/Not Applicable]  
*(If not applicable, delete the remaining sub-paragraphs of this paragraph)*
- (i) Rate[(s)] of Interest: [●] per cent. per annum [payable [annually/semi annually/quarterly/monthly] in arrear]
- (ii) Interest Payment Date(s): [●] in each year [adjusted in accordance with *[specify Business Day Convention and any applicable Business Centre(s) for the definition of "Business Day"]*]/not adjusted]
- (iii) Fixed Coupon Amount[(s)]: [●] per Calculation Amount
- (iv) Broken Amount(s): [●] per Calculation Amount, payable on the Interest Payment Date falling [in/on] [●]
- (v) Day Count Fraction: [Actual/Actual / Actual/Actual – ISDA]  
 [Actual/365 (Fixed)]  
 [Actual/360]  
 [30/360 / 360/360 / Bond Basis]  
 [30E/360 / Eurobond Basis]  
 [30E/360 – ISDA]  
 Actual/Actual – ICMA]
- (vi) Determination Dates: [●] in each year *(insert regular interest payment dates, ignoring issue date or maturity date in the case of a long or short first or last coupon. N.B. only relevant where Day Count Fraction is Actual/Actual (ICMA))*

<b>15.</b>	<b>Floating Rate Note Provisions</b>	[Applicable/Not Applicable] <i>(If not applicable, delete the remaining sub-paragraphs of this paragraph)</i>
(i)	Interest Period(s):	[●]
(ii)	Specified Interest Payment Dates:	[[●] in each year, subject to adjustment in accordance with the Business Day Convention set out in (iv) below]
(iii)	[First Interest Payment Date]:	[●]
(iv)	Business Day Convention:	[Floating Rate Convention/Following Business Day Convention/ Modified Following Business Day Convention/ Preceding Business Day Convention]
(v)	Business Centre(s):	[●]
(vi)	Manner in which the Rate(s) of Interest is/are to be determined:	[Screen Rate Determination/ISDA Determination]
(vii)	Party responsible for calculating the Rate(s) of Interest and/or Interest Amount(s) (if not the Issuing and Paying Agent):	[●]
(viii)	Screen Rate Determination:	
	• Reference Rate:	[LIBOR/EURIBOR]
	• Interest Determination Date(s):	[●]
	• Relevant Screen Page:	[●]
	• Relevant Time:	[●]
	• Relevant Financial Centre:	[●]
(ix)	ISDA Determination:	
	• Floating Rate Option:	[●]
	• Designated Maturity:	[●]
	• Reset Date:	[●]
	• [ISDA Definitions:	[2000/2006]
(x)	Margin(s):	[+/-][●] per cent. per annum
(xi)	Minimum Rate of Interest:	[●] per cent. per annum
(xii)	Maximum Rate of Interest:	[●] per cent. per annum

(xiii) Day Count Fraction: [●]

**16. Zero Coupon Note Provisions** [Applicable/Not Applicable]  
*(If not applicable, delete the remaining sub-paragraphs of this paragraph)*

(i) [Amortisation/Accrual Yield]: [●] per cent. per annum

(ii) Reference Price: [●]

(iii) Day Count Fraction in relation to Early Redemption: [Actual/Actual / Actual/Actual – ISDA]  
[Actual/365 (Fixed)]  
[Actual/360]  
[30/360 / 360/360 / Bond Basis]  
[30E/360 / Eurobond Basis]  
[30E/360 – ISDA]  
Actual/Actual – ICMA]

#### PROVISIONS RELATING TO REDEMPTION

**17. Call Option** [Applicable/Not Applicable]  
*(If not applicable, delete the remaining sub-paragraphs of this paragraph)*

(i) Optional Redemption Date(s): [●]

(ii) Optional Redemption Amount(s) of each Note: [●] per Calculation Amount

(iii) If redeemable in part:

(a) Minimum Redemption Amount: [●] per Calculation Amount

(b) Maximum Redemption Amount: [●] per Calculation Amount

(iv) Notice period: [●]

**18. Put Option** [Applicable/Not Applicable]

*(If not applicable, delete the remaining sub-paragraphs of this paragraph)*

(i) Optional Redemption Date(s): [●]

(ii) Optional Redemption Amount(s) of each Note: [●] per Calculation Amount

(iii) Notice period: [●]



19. **Final Redemption Amount of each Note** [●] per Calculation Amount
20. **Early Redemption Amount** [●] per Calculation Amount
- Early Redemption Amount(s) per Calculation Amount payable on redemption for taxation reasons or on event of default or other early redemption: [●] per Calculation Amount

#### GENERAL PROVISIONS APPLICABLE TO THE NOTES

21. **Form of Notes:** **Bearer Notes:**
- [Temporary Global Note exchangeable for a Permanent Global Note which is exchangeable for Definitive Notes on [●] days' notice/at any time/in the limited circumstances specified in the Permanent Global Note]
- [Temporary Global Note exchangeable for Definitive Notes on [●] days' notice]
- [Permanent Global Note exchangeable for Definitive Notes on [●] days' notice/at any time/in the limited circumstances specified in the Permanent Global Note]
- (In relation to any Notes issued with a denomination of €100,000 (or equivalent) and integral multiples of €1,000 (or equivalent), the Global Note shall only be exchangeable for Definitive Notes in the limited circumstances of (1) closure of the ICSDs; and (2) default of the Issuer)*
- [Registered Notes]**
- Registered Global Note registered in the name of a nominee for [a common depository for Euroclear and Clearstream, Luxembourg]/[a common safekeeper for Euroclear and Clearstream, Luxembourg (that is, held under the New Safekeeping Structure (NSS))]
22. New Global Note: [Yes] [No]
23. Financial Centre(s): [[●]/Not Applicable]
24. Talons for future Coupons to be attached to Definitive Notes (and dates on which such Talons mature): [Yes/No]

## PURPOSE OF FINAL TERMS

These Final Terms comprise the final terms required for issue and admission to trading on the Irish Stock Exchange of the Notes described herein pursuant to the €10,000,000,000 Euro Medium Term Note Programme of Atlantia S.p.A.

## RESPONSIBILITY

The Issuer and the Guarantor accept responsibility for the information contained in these Final Terms. [(*Relevant third party information*) has been extracted from (*specify source*). [Each of the Issuer and the Guarantor confirms that such information has been accurately reproduced and that, so far as it is aware, and is able to ascertain from information published by (*specify source*), no facts have been omitted which would render the reproduced information inaccurate or misleading.]

Signed on behalf of **Atlantia S.p.A.**:

By: .....  
Duly authorised

Signed on behalf of **Autostrade per l'Italia S.p.A.**:

By: .....  
Duly authorised

## PART B – OTHER INFORMATION

### 1. LISTING

- (i) Listing [Irish Stock Exchange/Other(*specify*)/None]
- (ii) Admission to trading [Application has been made to the Irish Stock Exchange for the Notes to be admitted to the Official List and to trading on its regulated market with effect from [●].] [Application is expected to be made to the Irish Stock Exchange for the Notes to be admitted to the Official List and to trading on its regulated market with effect from [●].] [Not Applicable.]
- (iii) Estimate of total expenses related to admission to trading [●]

### 2. RATINGS

Ratings: [The Notes to be issued [have been / are expected to be] rated:

[S & P: [●]]

[Moody's: [●]]

[Fitch: [●]]

[[Other]: [●]]

*(The above disclosure should reflect the rating allocated to Notes of the type being issued under the Programme generally or, where the issue has been specifically rated, that rating.)*

[Where the relevant credit rating agency is established in the EEA:]

*[Insert legal name of particular credit rating agency entity providing rating]* is established in the EEA and [registered]/[has applied for registration although notification of the corresponding registration decision has not yet been provided by the relevant competent authority]/[is neither registered nor has it applied for registration] under Regulation (EU) No. 1060/2009, as amended (the “**CRA Regulation**”)

[Where the relevant credit rating agency is not established in the EEA:]

*[Insert legal name of particular credit rating agency entity providing rating]* is not established in the EEA [but the rating it has given to the Notes is endorsed by [insert legal name of credit rating agency], which is established in the EEA and registered] / [but is certified] / [and is not certified under nor is the rating it has given to the Notes endorsed by a credit rating agency established in the EEA and registered] under Regulation (EU) No 1060/2009, as

amended (the “**CRA Regulation**”).

In general, European regulated investors are restricted from using a rating for regulatory purposes if such rating is not issued by a credit rating agency established in the EEA and registered under the CRA Regulation unless (1) the rating is provided by a credit rating agency operating in the EEA before 7 June 2010 which has submitted an application for registration in accordance with the CRA Regulation and such registration has not been refused, or (2) the rating is provided by a credit rating agency not established in the EEA but is endorsed by a credit rating agency established in the EEA and registered under the CRA Regulation or (3) the rating is provided by a credit rating agency not established in the EEA which is certified under the CRA Regulation.

**3. [INTERESTS OF NATURAL AND LEGAL PERSONS INVOLVED IN THE ISSUE/OFFER]**

Need to include a description of any interest, including conflicting ones, that is material to the issue/offer, detailing the persons involved and the nature of the interest. May be satisfied by the inclusion of the following statement:

[“Save as discussed in “Subscription and Sale and Transfer and Selling Restrictions”, so far as the Issuer is aware, no person involved in the offer of the Notes has an interest material to the offer.”]

**4. REASONS FOR THE OFFER, ESTIMATED NET PROCEEDS AND TOTAL EXPENSES**

[(i) Reasons for the offer [ ]

*(See [“Use of Proceeds”] wording in the Offering Circular – if reasons for offer different from making profit and/or hedging certain risks will need to include those reasons here.)*

[(ii) Estimated net proceeds: [ ]

*(If proceeds are intended for more than one use will need to split out and present in order of priority. If proceeds insufficient to fund all proposed uses state amount and sources of other funding.)*

[(iii) Estimated total expenses: [ ]

[Include breakdown of expenses]

*(If the Notes are derivative securities to which Annex XII of the Prospectus Directive Regulation applies it is only necessary to include disclosure of net proceeds and total expenses at (ii) and (iii) above where disclosure is included at (i) above.)*

**5. [Fixed Rate Notes only – YIELD]**

Indication of yield: [●]

The yield is calculated at the Issue Date on the basis of the

Issue Price. It is not an indication of future yield. ]

## 6. OPERATIONAL INFORMATION

ISIN Code:	[●]
Common Code:	[●]
Any clearing system(s) other than Euroclear Bank S.A./N.V. and Clearstream Banking, société anonyme and the relevant identification number(s):	[Not Applicable/[●]]
Delivery:	Delivery [against/free of] payment
Names and addresses of initial Paying Agent(s):	[●]
Names and addresses of additional Paying Agent(s) (if any):	[●]
Intended to be held in a manner which would allow Eurosystem eligibility	[Yes] [No] [Note that the designation “yes” simply means that the Notes are intended upon issue to be deposited with one of the ICSDs as common safekeeper [and registered in the name of a nominee of one of the ICSDs acting as common safekeeper] [include for Registered Notes held in NSS] and does not necessarily mean that the Notes will be recognised as eligible collateral for Eurosystem monetary policy and intraday credit operations by the Eurosystem either upon issue or at any or all other times during their life. Such recognition will depend upon the ECB being satisfied that Eurosystem eligibility criteria have been met] [Include this text if “yes” selected in which case the bearer notes must be issued in NGN form]

## 7. DISTRIBUTION

Method of distribution:	[Syndicated/Non-syndicated]
(i) If syndicated, names and addresses of Managers and underwriting commitments:	[Not Applicable/give names, addresses and underwriting commitments]  <i>(Include names and addresses of entities agreeing to underwrite the issue on a firm commitment basis and names and addresses of the entities agreeing to place the issue without a firm commitment or on a “best efforts” basis if such entities are not the same as the Managers.)</i>
(ii) Stabilising Manager(s) (if any):	[Not Applicable/give name]
If non-syndicated, name and address of Dealer:	[Not Applicable/give name and address]
U.S. Selling Restrictions:	[Reg. S Compliance Category [1/2]; TEFRA C/TEFRA D/TEFRA not applicable]

## **BOOK-ENTRY CLEARANCE PROCEDURES**

The information set out below is subject to any change in or reinterpretation of the rules, regulations and procedures of the Clearing Systems currently in effect. The information in this section concerning the Clearing Systems has been obtained from sources that the Issuer and the Guarantor believe to be reliable, but neither the Issuer nor the Guarantor or any Dealer takes any responsibility for the accuracy thereof. Investors wishing to use the facilities of any of the Clearing Systems are advised to confirm the continued applicability of the rules, regulations and procedures of the relevant Clearing System. Neither the Issuer nor the Guarantor or any other party to the Agency Agreement will have any responsibility or liability for any aspect of the records relating to, or payments made on account of, beneficial ownership interests in the Notes held through the facilities of any Clearing System or for maintaining, supervising or reviewing any records relating to such beneficial ownership interests.

### **Book-Entry Systems**

#### *Euroclear and Clearstream, Luxembourg*

Euroclear and Clearstream, Luxembourg each hold securities for its customers and facilitate the clearance and settlement of securities transactions by electronic book-entry transfer between their respective account holders. Euroclear and Clearstream, Luxembourg provide various services including safekeeping, administration, clearance and settlement of internationally traded securities and securities lending and borrowing. Euroclear and Clearstream, Luxembourg also deal with domestic securities markets in several countries through established depository and custodial relationships. Euroclear and Clearstream, Luxembourg have established an electronic bridge between their two systems across which their respective participants may settle trades with each other.

Euroclear and Clearstream, Luxembourg customers are world-wide financial institutions, including underwriters, securities brokers and dealers, banks, trust companies and clearing corporations. Indirect access to Euroclear and Clearstream, Luxembourg is available to other institutions that clear through or maintain a custodial relationship with an account holder of either system.

### **Transfers of Notes Represented by Registered Global Notes**

Transfers of any interests in Notes represented by a Registered Global Note within Euroclear and Clearstream, Luxembourg will be effected in accordance with the customary rules and operating procedures of the relevant clearing system. The laws in some States within the United States require that certain persons take physical delivery of securities in definitive form. Consequently, the ability to transfer Notes represented by a Registered Global Note to such persons may depend upon the ability to exchange such Notes for Notes in definitive form.

Subject to compliance with the transfer restrictions applicable to the Registered Notes described under “Subscription and Sale and Transfer and Selling Restrictions”, transfers directly or indirectly through Euroclear or Clearstream, Luxembourg or accountholders, on the other, will be effected by the relevant clearing system in accordance with its rules and through action taken by the Registrar, the Principal Paying Agent and any custodian with whom the relevant Registered Global Notes have been deposited.

On or after the Issue Date for any Series, transfers of Notes of such Series between accountholders in Clearstream, Luxembourg and Euroclear will generally have a settlement date three business days after the trade date (T+3). The customary arrangements for delivery versus payment will apply to such transfers.

Clearstream, Luxembourg and Euroclear have each published rules and operating procedures designed to facilitate transfers of beneficial interests in Registered Global Notes among participants and accountholders of Clearstream, Luxembourg and Euroclear. However, they are under no obligation to perform or continue to perform such procedures, and such procedures may be discontinued or changed at any time. None of the Issuer, the Guarantor, the Trustee, the Agents or any Dealer will be responsible for any performance by Clearstream, Luxembourg or Euroclear or their respective direct or indirect participants or accountholders of their respective obligations under the rules and procedures governing their operations and none of them will have any liability for any aspect of the records relating to or payments made on account of beneficial interests in the Notes represented by Registered Global Notes or for maintaining, supervising or reviewing any records relating to such beneficial interests.

## TAXATION

### Italy

*The statements herein regarding taxation summarise the principal Italian tax consequences of the purchase, the ownership and the disposition of the Notes. They apply to a holder of the Notes only if such holder purchases its Notes under this Programme. It is a general summary that does not apply to certain categories of investors and does not purport to be a comprehensive description of all the tax considerations which may be relevant to a decision to purchase, own or dispose of the Notes. It does not discuss every aspect of Italian taxation that may be relevant to a holder of the Notes if such holder is subject to special circumstances or if such holder is subject to special treatment under applicable law. This summary also assumes that the Issuer and/or the Guarantor are resident only in Italy for tax purposes (without a permanent establishment abroad) and that the Issuer and/or the Guarantor are organised and their business will be conducted as outlined in this Offering Circular. Changes in the Issuer's and/or the Guarantor's tax residence, organisational structure or the manner in which the Issuer and/or the Guarantor conduct their business may invalidate this summary.*

*The statements herein regarding taxation are based on the laws in force in Italy as at the date of this Offering Circular and are subject to any changes in law occurring after such date, which changes could be made on a retroactive basis. Neither the Issuer nor the Guarantor will update this summary to reflect changes in laws and if any such changes occur the information in this summary could become invalid.*

*Prospective purchasers of the Notes are advised to consult their own tax advisers concerning the overall tax consequences of their ownership of the Notes.*

### Interest and other proceeds

#### ***I. Notes that qualify as “obbligazioni” or “titoli similari alle obbligazioni”***

To the extent that Notes qualify as “*obbligazioni*” or “*titoli similari alle obbligazioni*”, as defined hereunder, interest, premium and other proceeds (including the difference between the redemption amount and the issue price, hereinafter collectively referred to as “Interest”) deriving from Notes, are subject to the tax regime provided for by Legislative Decree No. 239 of 1 April 1996, as amended (“Decree No. 239”).

In particular, Decree No. 239 applies only to such notes which fall within the category of bonds (*obbligazioni*) or debentures similar to bonds (*titoli similari alle obbligazioni*) pursuant to Article 44 of Italian Presidential Decree No. 917 of 22 December 1986, as amended (“Decree No. 917” provided (i) that they are issued by banks, or by a company whose shares are traded on a regulated market or multilateral trading facility of a EU or EEA country which is included in the so called “white list”, or by economic public entities transformed in joint-stock companies by virtue of a provision of law, or (ii) - if issued by companies other than those mentioned above - that the notes themselves are traded on the mentioned regulated markets or multilateral trading facilities. For this purpose, debentures similar to bonds are securities, other than shares and securities similar to shares, that incorporate an unconditional obligation to pay, at maturity, an amount not lower than that indicated thereon and that do not allow direct or indirect participation in the management of the issuer or of the business in relation to which they have been issued.

#### *Italian Resident Noteholders*

Pursuant to Decree No. 239, where an Italian resident Noteholder, who is the beneficial owner of the Notes, is: (i) an individual not engaged in a business activity to which the Notes are effectively connected, (ii) a non-commercial partnership or professional association, (iii) a non-commercial private or public institution (for undertakings for collective investment see below) or non-commercial trust, or (iv) an investor exempt from Italian corporate income tax (in each case, unless the relevant Noteholder has entrusted the management of its financial assets, including the Notes, to an authorised intermediary and has opted for the so-called “*Risparmio Gestito*” regime, see under paragraph “Capital Gains”, below), interest payments in respect of Notes are subject to a final substitute tax, levied at the rate of 20% (“*imposta sostitutiva*”, either when such Interest is paid by the Issuer, or - pursuant to Legislative Decree No. 461 of 21 November 1997 - when payment thereof is obtained by the Noteholder on a sale of the relevant Notes). The *imposta sostitutiva* may not be recovered as a deduction from the income tax due.

In case the Notes are held by an Italian resident individual or non-commercial private or public institution (including non-commercial trusts) engaged in a business activity and are effectively connected to its business activity, then Interest (i) will be subject to the *imposta sostitutiva* on account of income tax due and (ii) will be included in the relevant Noteholder's annual corporate taxable income to be reported in the income tax return. As a consequence, such Interest will be subject to the ordinary income tax and the *imposta sostitutiva* may be recovered as a deduction from the income tax due.

Pursuant to Decree No. 239, *imposta sostitutiva* is generally applied by banks, *società di intermediazione mobiliare* ("SIMs"), fiduciary companies, *società di gestione del risparmio* ("SGRs"), stock exchange agents and other entities identified by relevant decrees of the Ministry of Economics and Finance (the "Intermediaries" and each an "Intermediary").

The Intermediaries must: (i) be (a) resident in Italy, or (b) permanent establishments in Italy of Intermediaries resident outside Italy; and (ii) intervene, in any way, in the collection of Interest or in the transfer of the Notes. For the purpose of the application of *imposta sostitutiva*, a transfer of Notes includes any assignment or other act, either with or without consideration, which results in a change of the ownership of the relevant Notes.

In order to apply the *imposta sostitutiva*, an Intermediary opens an account (the "single account") to which it credits the *imposta sostitutiva* in proportion to the Interest accrued. In the event that more than one Intermediary participates in an investment transaction, the *imposta sostitutiva* in respect of the transaction is credited to or debited from the single account of the Intermediary having the deposit or investment management relationship with the investor.

Where the Notes and the relevant coupons are not deposited with an Intermediary, the *imposta sostitutiva* is applicable and withheld by any Italian bank or any Italian intermediary paying Interest to a Noteholder or by the Issuer.

Where an Italian resident Noteholder is a corporation or a similar commercial entity (including commercial trusts and permanent establishments in Italy of foreign entities to which the Notes are effectively connected) and the Notes and the relevant coupons are deposited in a timely manner directly or indirectly with an Intermediary, then payments of Interest on Notes will not be subject to the *imposta sostitutiva*, but Interest accrued on the Notes must be included in the relevant Noteholder's annual corporate taxable income (and in certain circumstances, depending on the "status" of the Noteholder, also in the net value of production for the purposes of regional tax on productive activities – "IRAP") to be reported in the income tax return and are therefore subject to general Italian corporate taxation according to the ordinary tax rules.

The *imposta sostitutiva* regime described herein does not apply in cases where the Notes are held in a discretionary investment portfolio managed by an authorised intermediary pursuant to the so-called discretionary investment portfolio regime (the "*Risparmio Gestito*" regime, as described under "Capital Gains", below). In such case, to the extent that the Notes and the relevant coupons are deposited in a timely manner directly or indirectly with an Intermediary, Interest will not be subject to *imposta sostitutiva* but will contribute to determine the annual net accrued result of the managed portfolio, which, subject to certain exemptions, is generally subject, respectively, to an ad hoc substitute tax of 20% applied to the investors.

Furthermore, even if a strictly literal interpretation of the relevant provisions could lead to a different position, according to certain clarifications issued by the Italian Revenue Agency (see Circular of the Italian Revenue Agency No. 11/E of 28 March 2012) the *imposta sostitutiva* does not apply also in relation to the Notes held by Italian undertakings for collective investment, other than real estate investment funds, (which include *Fondo comune di investimento* and *SICAV*) or investment funds regulated by Article 11-bis of Law Decree No. 512 of 30 September 1983 (collectively, the "Funds"). Indeed, according to the above mentioned position, Interest are not subject to the *imposta sostitutiva*, contribute to the annual net accrued result of the Funds and the proceeds of the latter are generally subject to a withholding tax of 20% when they are paid to the investors, on account of taxes or as final tax depending on the status of the investor, subject to certain exceptions.

The same should be relevant also in relation to Italian real estate investment funds under the current regime provided by Law Decree No. 351 of 25 September 2001 converted into law with amendments by Law No. 410 of 23 November 2001, as clarified by the Italian Ministry of Economics and Finance through Circular No. 47/E of 8 August 2003, payments of interest, premium and other income in respect of the Notes made to Italian resident real estate investment funds established pursuant to Article 37 of Legislative Decree No. 58 of 24 February 1998, as amended and supplemented, and Article 14-bis of Law No. 86 of 25 January 1994, should be



subject neither to *imposta sostitutiva* nor to any other income tax in the hands of such real estate investment funds, provided that the Notes, together with the relevant coupons, are timely deposited with an authorised Intermediary.

In this respect, significant changes have been introduced by Law Decree No. 70 of 13 May 2011 (“Law Decree No. 70”) to the tax regime of Italian real estate investment funds. In brief, pursuant to Law Decree No. 70, proceeds paid by investors in Italian real estate investment funds are generally subject to a 20% withholding tax (on account of taxes or as final tax depending on the status of the investor), subject to certain exemptions under a specific procedure (e.g. exemptions exist for (a) Italian undertakings for collective investment and Italian pension funds, (b) undertakings for collective investment and pension funds that are established in “white listed” countries, (c) foreign organizations established under international agreements ratified by Italy and (d) central banks and organizations that manage the official reserves of foreign States). In addition, this withholding tax regime does not apply to certain “non-qualified investors” resident in Italy, which are instead subject to a “tax transparency” regime, under which the income realised by the fund is imputed to the investor (and subject to ordinary taxation in the hands of the investor) regardless of the distribution of the proceeds.

Italian pension funds subject to the regime provided for by Article 17 of Legislative Decree No. 252 of 5 December 2005 (the “Pension Funds”) are generally subject to an 11% substitute tax on their annual net accrued result. To the extent that the Notes and the relevant coupons are deposited in a timely manner directly or indirectly with an Intermediary, then Interest on Notes held by Pension Funds will not be subject to the *imposta sostitutiva* but will be included in the calculation of said annual net accrued result.

#### *Non-Italian Noteholders*

Interest payments relating to Notes may be exempt from taxation with respect to certain beneficial owners of the Notes resident outside of Italy, without permanent establishment in Italy to which the Notes are effectively connected. In particular, pursuant to Decree No. 239, as amended, subject to timely compliance with all the requirements and procedures set forth in Decree No. 239 and in the relevant implementation rules, as outlined in brief below, an exemption applies to any non-Italian resident beneficial owner of the Notes who: (i) is resident, for tax purposes, in a country which allows for a satisfactory exchange of information with the Italian tax authorities (so called “white list”); or (ii) is an international body or entity set up in accordance with international agreements entered into force in Italy; or (iii) is a central bank or an entity also authorised to manage the official reserves of a state; or (iv) subject to certain exceptions, is an institutional investor which is established in a white-listed country, even if it does not possess the status of taxpayer in its own country of establishment.

Please note that the currently applicable “white list” of the countries allowing for a satisfactory exchange of information with Italy is provided for by Ministerial Decree dated 4 September 1996, as subsequently amended and supplemented. According to Law No. 244 of 24 December 2007 (the “Budget Law 2008”), a decree still to be issued is proposed to introduce a new “white list” replacing the current one.

The exemption procedure for non-Italian resident Noteholders to ensure payment of Interest in respect of the Notes without application of the *imposta sostitutiva* identifies two categories of Intermediaries:

- (a) an Italian or foreign bank or financial institution (there is no requirement for the bank or financial institution to be EU resident) (the “First Level Bank”), acting as intermediary in the deposit of the Notes and the relevant coupons held, directly or indirectly, by the Noteholder with a Second Level Bank (as defined below); and
- (b) an Italian resident bank or SIM, or a permanent establishment in Italy of a non-resident bank or SIM, acting as depository or sub-depository of the Notes appointed to maintain direct relationships, via telematic link, with the Italian tax authorities (the “Second Level Bank”). Organizations and companies non-resident in Italy, providing a centralised administration of securities and directly connected with the Department of Revenue of the Ministry of Economics and Finance (which include Euroclear and Clearstream, Luxembourg) are treated as Second Level Banks, provided that they appoint an Italian representative (an Italian resident bank or SIM, or a permanent establishment in Italy of a non-resident bank or SIM, or a central depository of financial instruments pursuant to Article 80 of Legislative Decree No. 58 of 24 February 1998) for the purposes of the application of Decree No. 239.

In the event that a non-Italian resident Noteholder deposits the Notes and the relevant coupons directly with a Second Level Bank, the latter shall be treated both as a First Level Bank and a Second Level Bank.

The exemption from the *imposta sostitutiva* for Noteholders who are not resident in Italy is conditional upon:

- (i) the timely deposit of the Notes and the coupons relating thereto, either directly or indirectly, with an institution which qualifies as a Second Level Bank; and
- (ii) the submission to the First Level Bank or the Second Level Bank, as the case may be, of a statement (*autocertificazione*) of the relevant Noteholder, to be provided only once, in which it declares, inter alia, to be the beneficial owner of the Notes and that it is resident in a country which recognises the Italian fiscal authorities' right to a satisfactory exchange of information. Such statement must comply with the requirements set forth by the Italian Ministerial Decree dated 12 December 2001, is valid until withdrawn or revoked (unless some information provided therein has changed) and needs not to be submitted where a certificate, declaration or other similar document meant for equivalent uses was previously submitted to the same depository. Specific requirements are provided for "institutional investors" (see Circular No. 23/E of 1 March 2002 and No. 20/E of 27 March 2003). The above statement is not requested for non-Italian resident investors that are international bodies or entities set up in accordance with international agreements entered into force in Italy or central banks or entities also authorised to manage the official reserves of a State.

The First Level Bank is obliged to send the above statement to the Second Level Bank within 15 days from receipt.

The Second Level Bank files the data relating to the non-resident Noteholder together with the data relating to the First Level Bank and of the transactions carried out, via telematic link, to the Italian Tax Authorities within the first transmission period after receipt of such data. Transmission periods are two-week periods per month during which the Second Level Bank transmits to the Italian Tax Authorities data relating to Note transactions carried out during the preceding month. The Italian Tax Authorities monitor and control such data and any discrepancies thereof.

In case of failure to comply with the above exemption procedure, the *imposta sostitutiva* will apply on Interest payable to non-resident Noteholders without permanent establishment in Italy to which the Notes are effectively connected (increased by 1.5% for each month or fraction of a month of delay after the month in which payment of the *imposta sostitutiva* should have been made) pursuant to the ordinary rules applicable for the payment of the *imposta sostitutiva* by Italian resident investors.

In the case of non-Italian resident Noteholders without permanent establishment in Italy to which the Notes are effectively connected, the *imposta sostitutiva* may be reduced (generally to 10%) or reduced to zero under certain applicable double tax treaties entered into by Italy, if more favourable, subject to timely filing of required documentation.

## **2. Notes that qualify as "Atypical Securities"**

Any proceeds (including the difference between the amount paid to Noteholders at maturity or the value of assets due to them at maturity and the issue price) on the Notes which qualify as "*titoli atipici*" ("atypical securities") for Italian tax purposes are subject to withholding tax at the rate of 20%.

Payments of proceeds to (i) Italian residents individuals holding the Notes in connection with business activities, (ii) Italian residents commercial partnerships, (iii) Italian residents companies or similar commercial entities, (iv) permanent establishments in Italy of a foreign entity to which the Notes are effectively connected or (v) an Italian resident commercial private or public institution or commercial trust, are subject to the 20% withholding tax on account. In all other cases, the 20% withholding tax operates as a final tax.

In case of non-Italian resident Noteholders, without permanent establishment in Italy to which the Notes are effectively connected, the above mentioned withholding tax rate may be reduced (generally to 10%) or eliminated under certain applicable double tax treaties entered into by Italy, if more favourable, subject to timely filing of required documentation.

### 3. *Payments by an Italian resident Guarantor*

With respect to payments made by the Guarantor, in accordance with one interpretation of Italian fiscal law, any such payments should not be subject to Italian withholding tax.

However, there is no authority directly regarding the Italian tax regime of payments in respect of notes made by an Italian resident guarantor. Accordingly, there can be no assurance that the Italian tax authorities will not impose an alternative treatment of such payments or that the Italian court would not support such an alternative treatment.

In particular, according to a different interpretation such payments may be subject to Italian withholding tax at the rate of 20% levied as a final tax or a provisional tax (“*a titolo d’imposta o a titolo di acconto*”) depending on the “status” of the Noteholder, pursuant to Article 26, paragraph 5, of Decree No. 600, as amended. In the case of payments to non-Italian residents, the withholding tax should be final. Double taxation treaties entered into by Italy may apply allowing for a lower (or in certain cases, nil) rate applicable to such withholding tax in the case of payments to non-Italian residents.

In accordance with another interpretation, any such payment made by an Italian resident Guarantor should be treated as a payment by the guaranteed Issuer and made subject to the tax treatment described in the previous paragraphs of this section.

### **Capital Gains**

#### 1. *Italian resident individuals*

Pursuant to Legislative Decree No. 461 of 21 November 1997, as amended (“Decree No. 461”), a 20% Italian capital gains tax (the “CGT”) is in certain cases applicable to capital gains realised on sale or transfer of the Notes for consideration or on redemption thereof.

For the purposes of determining the taxable capital gain, any Interest on the Notes accrued and unpaid up to the time of, respectively, the purchase and the sale of the Notes must be deducted both from the purchase price and the sale price.

The CGT is payable on capital gains realised by Italian resident individual Noteholders not engaged to entrepreneurial activities to which the Notes are effectively connected. Such Noteholders can opt for one of the three following regimes:

- (a) pursuant to the tax return regime (*Regime della Dichiarazione*), the Noteholder will have to assess the overall capital gains realised in a given fiscal year, net of any relevant incurred capital losses, in his annual income tax return and pay the CGT due on capital gains so assessed together with the income tax due for the same fiscal year. Capital losses exceeding capital gains can be carried forward to offset capital gains of the same kind in the following fiscal years up to the fourth. Indeed, pursuant to Decree No. 138 of 13 August 2011 (“Decree No. 138”), only 62.5% of capital losses still available after 31 December 2011 can be offset against capital gains (within the original time framework). As such regime constitutes the ordinary regime, the Noteholder must apply it whenever he does not opt for any of the two other regimes;
- (b) pursuant to the non-discretionary investment portfolio regime (*Risparmio Amministrato* regime), the Noteholder may elect to pay the CGT separately on capital gains realised on each sale, transfer or redemption of the Notes. Such separate taxation of capital gains is allowed subject to (i) the Notes being deposited with Italian banks, SIMs or other authorised intermediaries and (ii) an express election for the *Risparmio Amministrato* regime being timely made in writing by the relevant Noteholder. The *Risparmio Amministrato* lasts for the entire fiscal year and unless revoked prior to the end of such fiscal year will also be deemed valid for the subsequent fiscal year. The intermediary is responsible for accounting for the CGT in respect of capital gains realised on each sale, transfer or redemption of the Notes. The intermediary is required to pay the relevant amount to the Italian Tax Authorities by the 16th day of the second month following the month in which the CGT is applied, by deducting a corresponding amount from the proceeds to be credited to the Noteholder. Where a particular sale, transfer or redemption of the Notes results in a net loss, the intermediary is entitled to deduct such loss from gains subsequently realised on assets held by the Noteholder with the same intermediary within

the same relationship of deposit, in the same fiscal year or in the following fiscal years up to the fourth. Indeed, pursuant to Decree No. 138, only 62.5% of capital losses still available after 31 December 2011 can be offset against capital gains (within the original time framework). The Noteholder is not required to declare the gains in its annual income tax return and remains anonymous; and

- (c) pursuant to the discretionary investment portfolio regime (*Risparmio Gestito* regime), if the Notes are part of a portfolio managed by an Italian asset management company, capital gains will not be subject to the CGT, but will contribute to determine the annual net accrued result of the portfolio. Said annual net accrued result of the portfolio, even if not realised, is subject to an ad-hoc 20% substitute tax to be applied on behalf of the Noteholder by the asset management company. Any net capital losses of the investment portfolio accrued at year-end may be carried forward and offset against future net profits accrued in each of the following fiscal years up to the fourth one. Under such regime the Noteholder is not required to declare the capital gains in its annual income tax return and remains anonymous. Decree No. 138 provides that only 62.5% of net capital losses of the investment portfolio accrued until 31 December 2011 may be carried forward and offset against future net accrued profits (within the original time framework).

## **2. Corporate investors (including banks and insurance companies)**

Capital gains realised by Italian resident corporate entities (including a permanent establishment in Italy of a foreign entity to which the Notes are effectively connected) on sale, transfer or redemption of the Notes will form part of their aggregate income subject to corporation tax (IRES) generally applied at a rate equal to 27.5% (save for the cases in which the IRES rate is 38%, as provided for by Decree No. 138). In certain cases (depending on the status of the Noteholder), capital gains are also included in the taxable net value of production of Italian resident corporate entities (including a permanent establishment in Italy of a foreign entity to which the Notes are effectively connected) for IRAP purposes, generally applying at 3.9% rate (depending on the activity performed and where the latter is carried out). The gains are calculated as the difference between the sale price and the relevant tax basis of the Notes. Upon fulfilment of certain conditions, the gains may be taxed in equal instalments over up to five fiscal years for IRES purposes.

## **3. The Funds**

In case of Notes held by Funds, capital gains on the Notes are not taxable at the level of such Funds. The proceeds of the Funds are generally subject to a withholding tax of 20% when they are paid to the investors, on account of taxes or as final tax depending on the status of the investor, subject to certain exemptions.

## **4. The Pension Funds**

In case of Notes held by Italian Pension Funds, capital gains on the Notes will contribute to determine the annual net accrued result of same Pension Funds, which is generally subject to an 11% substitute tax (see also paragraph 1 of “Interest and other proceeds” above).

## **5. The Real Estate Investment Funds**

Capital gains on Notes held by Italian Real Estate Investment Funds are not taxable at the level of same Real Estate Investment Funds, save for the tax regime introduced by Decree No. 70 with respect to the taxation of units holders (see also paragraph 1 of “Interest and other proceeds” above).

## **6. Non-Italian resident Noteholders**

The 20% CGT may in certain circumstances be payable on any capital gains realised upon sale, transfer or redemption of the Notes by non-Italian resident individuals and corporations without a permanent establishment in Italy to which the Notes are effectively connected, if the Notes are held in Italy.

However, any capital gains realised by non-Italian residents without a permanent establishment in Italy to which the Notes are effectively connected through the sale for consideration or redemption of the Notes are exempt from taxation in Italy to the extent that the Notes are traded on a regulated market in Italy or abroad, subject to timely filing of required documentation (in the form of a self-declaration - *autocertificazione* - of non-residence in Italy) with Italian qualified intermediaries (or permanent establishments in Italy of foreign intermediaries)

with which the Notes are deposited, even if the Notes are held in Italy and regardless of the provisions of any applicable double tax treaty.

Where the Notes are not listed on a regulated market in Italy or abroad:

- (a) pursuant to the provisions of Legislative Decree No. 461, Decree No. 350 of 25 September 2001 and Decree No. 239, as modified in particular by Article 41 of Decree No. 269 of 30 September 2003, non-Italian resident beneficial owners of the Notes with no permanent establishment in Italy to which the Notes are effectively connected are exempt from taxation in Italy on any capital gains realised upon sale for consideration or redemption of the Notes if they are resident, for tax purposes, in a country which recognises the Italian tax authorities' right to a satisfactory exchange of information (included in the "white list" as amended and supplemented, see paragraph 1 of "Interest and other proceeds" above).

In this circumstance, if non-Italian residents without a permanent establishment in Italy to which the Notes are effectively connected elect for the *Risparmio Amministrato* regime or the *Risparmio Gestito* regime, exemption from Italian taxation on capital gains will apply upon condition that they file in time with the authorised financial intermediary an appropriate self-declaration (*autocertificazione*) stating that they meet the requirement of residence, for tax purposes, in one of the above mentioned countries which recognises the Italian fiscal authorities' right to a satisfactory exchange of information;

- (b) in any event, non-Italian resident individuals or entities without a permanent establishment in Italy to which the Notes are effectively connected that may benefit from a double taxation treaty with Italy providing that capital gains realised upon sale or redemption of Notes are to be taxed only in the country of tax residence of the recipient, save for the relevant procedural requirements, will not be subject to taxation in Italy on any capital gains realised upon sale for consideration or redemption of the Notes.

In these circumstances, if non-Italian residents without a permanent establishment in Italy to which the Notes are effectively connected elect for the *Risparmio Amministrato* regime or the *Risparmio Gestito* regime, exemption from Italian taxation on capital gains will generally apply on condition that they file in time with the authorised financial intermediary appropriate documents which include, inter alia, a statement from the competent tax authorities of the country of residence of the non-Italian residents.

### **Inheritance and gift taxes**

Subject to certain conditions, transfer of Notes, *mortis causa* or by reason of donation, are subject to inheritance and gift taxes, provided that the issuer is resident in Italy.

Inheritance and gift taxes applies according to the following rates and exclusions:

- (i) transfers to spouse and to direct relatives: 4% of the value of the notes exceeding €1 million for each beneficiary;
- (ii) transfers to brothers and sisters: 6% of the value of the notes exceeding €100,000 for each beneficiary;
- (iii) transfers to relatives (*parenti*) within the fourth degree, to direct relatives in law (*affini in linea retta*), indirect relatives in law (*affini in linea collaterale*) within the third degree other than the relatives indicated above: 6% of the value of the notes;
- (iv) other transfers: 8% of the value of the notes.

If the heir/beneficiary is affected by an handicap deemed as "critical" pursuant to Law No. 104 of 5 February 1992, inheritance and gift taxes apply only on the value of assets (net of liabilities) exceeding €1,500,000.

### **Transfer tax and stamp duty (*bollo*) and IVAFE**

Article 37 of Law Decree No 248 of 31 December 2007, converted into Law No. 31 of 28 February 2008, has abolished the Italian transfer tax (*fissato bollato*) previously applicable on certain transfers of securities, provided for by Royal Decree No. 3278 of 30 December 1923, as amended and supplemented.

Following the repeal of the Italian transfer tax, as from 31 December 2007 contracts relating to the transfer of securities are subject to the registration tax as follows: (i) public deeds and notarised deeds (*atti pubblici e scritture private autenticate*) executed in Italy should be subject to fixed registration tax at rate of €168; (ii) private deeds (*scritture private non autenticate*) should be subject to registration tax at rate of €168 only in case of use or voluntary registration.

Furthermore, the scope of stamp duty (*bollo*) has recently been extended also to certain financial investments held through an Italian financial intermediary; such stamp duty applies at the yearly-based rate of (i) 0.1 per cent for year 2012 (with a minimum amount of Euro 34.20 and a cap of Euro 1,200) and (ii) 0.15 per cent since year 2013 on (with a minimum of Euro 34.20 but without any cap). Some uncertainties exist in relation to such tax and the first guidelines of the Tax Administration are still expected.

Indeed, if the Notes are held by Italian resident individuals (not deposited in Italy and not managed by certain Italian intermediaries), another “stamp duty” recently introduced applies (*IVAFE*) at the yearly-based rate of (i) 0.1 per cent for years 2011 and 2012 and (ii) 0.15 per cent from year 2013.

In this respect, please note that it is currently under discussion a proposal aiming at introducing in Italy a financial transaction tax (*Tobin Tax*) applicable, from 1 January 2013, to certain financial transactions (whose rates and scope is still to be defined).

In any case, in addition to the carve -outs set forth in sections (a) through (f) in Condition 8 “Taxation” under the “Terms and Conditions of the Notes” of this Offering Circular, no tax gross up applies in relation to the above mentioned “stamp duties”.

#### **Tax Monitoring Obligations**

Pursuant to Law Decree No. 167 of 28 June 1990, individuals, non-profit entities and certain partnerships (in particular, *società semplici* or similar partnerships in accordance with Article 5 of Decree No. 917) resident in Italy under certain conditions are required to report in their yearly income tax declaration, for tax monitoring purposes:

- (a) the amount of securities (including the Notes) held abroad at the end of each tax year, if exceeding €10,000 in the aggregate; and
- (b) the amount of any transfers from abroad, sent abroad and occurring abroad, related to such securities, that occurred during each tax year, if exceeding €10,000 in the aggregate, even if at the end of the tax year the securities are no longer held by such investors.

The above persons are, however, not required to comply with the above reporting requirements in respect of securities deposited for management with qualified Italian financial intermediaries and in respect of contracts entered into through their intervention, upon condition that the items of income derived from such securities are collected through the intervention of the same intermediaries.

#### **EU Directive on the Taxation of Savings Income**

The Council of the European Union has adopted a directive regarding the taxation of savings income in the form of interest payments (Council Directive 2003/48/EC of 3 June 2003) (the “Savings Directive”). Subject to a number of important conditions being met, Member States are required to provide to the tax authorities of another Member State details of payments of interest or similar income made by a paying agent (within the meaning of the Savings Directive) within its jurisdiction to an individual resident in that other Member State, except for certain EU countries that will instead operate a withholding tax system for a transitional period in relation to such payments unless during such period they elect otherwise. A number of non-EU countries and territories including Switzerland have adopted similar measures (a withholding tax system in the case of Switzerland).

#### **Implementation in Italy of the Savings Directive**

Italy has implemented the Savings Directive through Legislative Decree No. 84 of 18 April 2005 (“Decree No. 84”). Under Decree No. 84, subject to a number of important conditions being met, in the case of interest paid to individuals which qualify as beneficial owners of the interest payment and which are resident for tax purposes in

another Member State, Italian qualified paying agents shall report to the Italian Tax Authorities details of the relevant payments and personal information relating to the individual beneficial owner. Such information is transmitted by the Italian Tax Authorities to the competent foreign tax authorities of the beneficial owner's State of residence.

## **United Kingdom**

*The following is a general summary of certain United Kingdom tax issues at the date hereof and is based on the Issuer's understanding of current law and HM Revenue & Customs' practice in the United Kingdom. It does not purport to be a complete analysis of all United Kingdom tax considerations relating to the Notes. The comments below relate only to the position of persons who are absolute beneficial owners of the Notes and some aspects do not apply to certain classes of taxpayer (such as dealers in the Notes, persons who hold the Notes for trading purposes and Noteholders who are connected or associated with the Issuer for relevant tax purposes). Prospective Noteholders should be aware that the issue of any further notes may affect the tax treatment of the Notes. Noteholders who are in any doubt as to their tax position or who may be subject to tax in any jurisdiction other than the United Kingdom should consult their professional advisers.*

### **General**

Interest on the Notes may be subject to United Kingdom income tax or corporation tax by direct assessment even where paid without withholding. However, interest that is received without withholding or deduction for or on account of United Kingdom tax is not chargeable to United Kingdom income tax or corporation tax in the hands of a Noteholder (other than in the case of certain trustees) who is not resident for tax purposes in the United Kingdom unless that Noteholder carries on a trade, profession or vocation in the United Kingdom through a United Kingdom branch or agency, or a United Kingdom permanent establishment (in the case of a corporate Noteholder), in connection with which the interest is received or to which the Notes are attributable. In such a case, United Kingdom income tax or corporation tax may be levied on the branch, agency or permanent establishment, although there are exceptions for certain types of agent (such as some brokers and investment managers). The provisions of any applicable double tax treaty may be relevant to such a Noteholder.

### **United Kingdom withholding**

Interest on the Notes will be payable without withholding or deduction for or on account of United Kingdom income tax, on the assumption that the interest will not be considered to have a United Kingdom source.

### **United Kingdom stamp duty and stamp duty reserve tax**

No United Kingdom stamp duty or stamp duty reserve tax is payable on the issue or transfer of a Note, on the assumption that the Notes will be treated as "loan capital" within the meaning of section 79 Finance Act 1986 and none of the exceptions in that section apply.

### **Provision of Information**

Individuals who are Noteholders should note that where any interest on Notes is paid to them (or to any person acting on their behalf) by the Issuer or any person in the United Kingdom acting on behalf of the Issuer (a "paying agent"), or is received by any person in the United Kingdom acting on behalf of the relevant Noteholder (other than solely by clearing or arranging the clearing of a cheque) (a "collecting agent"), then the Issuer, the paying agent or the collecting agent (as the case may be) may, in certain cases, be required to supply to HM Revenue & Customs details of the payment and certain details relating to the Noteholder (including the Noteholder's name and address). These provisions will apply whether or not the interest has been paid subject to withholding or deduction for or on account of United Kingdom income tax and whether or not the Noteholder is resident in the United Kingdom for United Kingdom tax purposes. Where the Noteholder is not so resident, the details provided to HM Revenue & Customs may, in certain cases, be passed by HM Revenue & Customs to the tax authorities of the jurisdiction in which the Noteholder is resident for tax purposes.

Reference is made to the section of this Offering Circular entitled "EU Directive on the Taxation of Savings Income". The United Kingdom has implemented this directive and provides to the tax authorities of Member States (and certain non-EU countries and dependent or associated territories) the details of payments of interest and other similar income paid by a person within the United Kingdom to an individual (or a residual entity) resident in that country or territory.

## SUBSCRIPTION AND SALE AND TRANSFER AND SELLING RESTRICTIONS

Notes may be sold from time to time by the Issuer to any one or more of the Dealers. The arrangements under which Notes may from time to time be agreed to be sold by the Issuer to, and purchased by, Dealers are set out in a Dealer Agreement dated on or about the date hereof (the “Dealer Agreement”) and made between the Issuer, the Guarantor and the Dealers. Any such agreement will, inter alia, make provision for the form and terms and conditions of the relevant Notes, the price at which such Notes will be purchased by the Dealers and the commissions or other agreed deductibles (if any) payable or allowable by the Issuer, failing whom the Guarantor, in respect of such purchase. The Dealer Agreement makes provision for the resignation or termination of appointment of the existing Dealers and for the appointment of additional or other Dealers either generally in respect of the Programme or in relation to a particular Tranche of Notes.

### Selling Restrictions

#### *The European Economic Area*

In relation to each Member State of the European Economic Area which has implemented the Prospectus Directive (each, a “Relevant Member State”), each Dealer has represented and agreed, and each further Dealer appointed under the Programme will be required to represent and agree, that with effect from and including the date on which the Prospectus Directive is implemented in that Relevant Member State (the “Relevant Implementation Date”) it has not made and will not make an offer of Notes which are the subject of the offering contemplated by this Offering Circular as completed by the Final Terms in relation thereto (or are the subject of a Drawdown Prospectus, as the case may be) to the public in that Relevant Member State except that it may, with effect from and including the Relevant Implementation Date, make an offer of Notes to the public in that Relevant Member State:

- (a) if the Final Terms or Drawdown Prospectus in relation to the Notes specify that an offer of those Notes may be made other than pursuant to Article 3(2) of the Prospectus Directive in that Relevant Member State (a “Non-exempt Offer”), following the date of publication of a prospectus in relation to such Notes which has been approved by the competent authority in that Relevant Member State or, where appropriate, approved in another Relevant Member State and notified to the competent authority in that Relevant Member State, provided that any such prospectus which is not a Drawdown Prospectus has subsequently been completed by the Final Terms contemplating such Non-exempt Offer, in accordance with the Prospectus Directive, in the period beginning and ending on the dates specified in such prospectus or Final Terms, as applicable and the Issuer has consented in writing to its use for the purpose of that Non-exempt Offer;
- (b) at any time to any legal entity which is a qualified investor as defined in the Prospectus Directive;
- (c) at any time to fewer than 100 or, if the Relevant Member State has implemented the relevant provision of the 2010 PD Amending Directive, 150, natural or legal persons (other than qualified investors as defined in the Prospectus Directive), subject to obtaining the prior consent of the relevant Dealer or Dealers nominated by the Issuer for any such offer; or
- (d) at any time in any other circumstances falling within Article 3(2) of the Prospectus Directive.

provided that no such offer of Notes referred to in (b) to (d) above shall require the Issuer or any Dealer to publish a prospectus pursuant to Article 3 of the Prospectus Directive or supplement a prospectus pursuant to Article 16 of the Prospectus Directive.

For the purposes of this provision, the expression an “offer of Notes to the public” in relation to any Notes in any Relevant Member State means the communication in any form and by any means of sufficient information on the terms of the offer and the Notes to be offered so as to enable an investor to decide to purchase or subscribe the Notes, as the same may be varied in that Member State by any measure implementing the Prospectus Directive, as amended (which includes the amendments made by the 2010 PD Amending Directive to the extent that such amendments have been implemented in the relevant Member State of the European Economic Area). The expression “Prospectus Directive” means Directive 2003/71/EC and the expression “2010 PD Amending Directive” means Directive 2010/73/EU.



### ***United States***

The Notes and the Guarantee have not been and will not be registered under the Securities Act and may not be offered or sold within the United States or to, or for the account or benefit of, U.S. persons except in certain transactions exempt from the registration requirements of the Securities Act. Terms used in this paragraph have the meanings given to them by Regulation S.

Notes in bearer form are subject to U.S. tax law requirements and may not be offered, sold or delivered within the United States or its possessions or to a United States person, subject to certain exceptions. Terms used in this paragraph have the meanings given to them by the United States Internal Revenue Code of 1986 and regulations thereunder.

Each Dealer has represented and agreed, and each further Dealer appointed under the Programme will be required to represent and agree, that, except as permitted by the Dealer Agreement, it will not offer, sell or, in the case of Bearer Notes, deliver Notes (i) as part of their distribution at any time or (ii) otherwise until 40 days after the completion of the distribution, as determined and certified by the relevant Dealer or, in the case of an issue of Notes on a syndicated basis, the relevant lead manager, of all Notes of the Tranche of which such Notes are a part, within the United States or to, or for the account or benefit of, U.S. persons. Each Dealer has further agreed, and each further Dealer appointed under the Programme will be required to agree, that it will send to each Dealer to which it sells any Notes during the distribution compliance period a confirmation or other notice setting forth the restrictions on offers and sales of the Notes within the United States or to, or for the account or benefit of, U.S. persons. Terms used in this paragraph have the meanings given to them by Regulation S.

Until 40 days after the commencement of the offering of any Series of Notes, an offer or sale of such Notes within the United States by any dealer that is not participating in the offering may violate the registration requirements of the Securities Act if such offer or sale is made otherwise than in accordance with an applicable exemption from registration under the Securities Act.

### ***United Kingdom***

Each Dealer has represented and agreed, and each further Dealer appointed under the Programme will be required to represent and agree, that:

- (a) in relation to any Notes which have a maturity of less than one year, (i) it is a person whose ordinary activities involve it in acquiring, holding, managing or disposing of investments (as principal or agent) for the purposes of its business and (ii) it has not offered or sold and will not offer or sell any Notes other than to persons whose ordinary activities involve them in acquiring, holding, managing or disposing of investments (as principal or as agent) for the purposes of their businesses or who it is reasonable to expect will acquire, hold, manage or dispose of investments (as principal or agent) for the purposes of their businesses where the issue of the Notes would otherwise constitute a contravention of Section 19 of the Financial Services and Markets Act 2000 (the “FSMA”) by the Issuer;
- (b) it has only communicated or caused to be communicated and will only communicate or cause to be communicated an invitation or inducement to engage in investment activity (within the meaning of Section 21 of the FSMA) received by it in connection with the issue or sale of any Notes in circumstances in which Section 21(1) of the FSMA does not apply to the Issuer or the Guarantor; and
- (c) it has complied and will comply with all applicable provisions of the FSMA with respect to anything done by it in relation to any Notes in, from or otherwise involving the United Kingdom.

### ***Republic of Italy***

The offering of the Notes has not been registered with the *Commissione Nazionale per le Società e la Borsa* (“CONSOB”) pursuant to Italian securities legislation. Each Dealer has represented and agreed that any offer, sale or delivery of the Notes or distribution of copies of this Offering Circular or any other document relating to the Notes in the Republic of Italy will be effected in accordance with all Italian securities, tax and exchange control and other applicable laws and regulation.

Each of the Dealers has represented and agreed that it will not offer, sell or deliver any Notes or distribute copies of this Offering Circular or any other document relating to the Notes in the Republic of Italy, except in

any circumstances where an express exemption from compliance with the offer restrictions applies, as provided under Legislative Decree No. 58 of 24 February 1998 (“Decree No. 58”) or CONSOB Regulation No. 11971 of 14 May 1999.

Any such offer, sale or delivery of the Notes or distribution of copies of this Offering Circular or any other document relation to the Notes in the Republic of Italy must be:

- (a) made by investment firms, banks or financial intermediaries permitted to conduct such activities in the Republic of Italy in accordance with Legislative Decree No. 385 of 1 September 1993, as amended, Decree No. 58, as amended, and CONSOB Regulation No. 16190 of 29 October 2007, as amended; and
- (b) in compliance with any other applicable laws and regulations or requirement imposed by CONSOB or any other Italian authority.

#### *Provisions related to the secondary market in the Republic of Italy*

Investors should also note that, in any subsequent distribution of the Notes in the Republic of Italy, Article 100-bis of Decree No. 58 may require compliance with the law relating to public offers of securities.

#### ***Japan***

The Notes have not been and will not be registered under the Financial Instruments and Exchange Law of Japan (Law No. 25 of 1948, as amended) and, accordingly, each of the Dealers has undertaken that it will not offer or sell any Notes directly or indirectly, in Japan or to, or for the benefit of, any Japanese Person or to others for re-offering or resale, directly or indirectly, in Japan or to any Japanese Person except under circumstances which will result in compliance with all applicable laws, regulations and guidelines promulgated by the relevant Japanese governmental and regulatory authorities in effect at the relevant time. For the purposes of this paragraph, “Japanese Person” shall mean any person resident in Japan, including any corporation or other entity organised under the laws of Japan.

#### ***France***

Each Dealer, the Issuer and the Guarantor has represented and agreed that it has not offered or sold and will not offer or sell, directly, or indirectly, any Notes to the public in the Republic of France and that offers of Notes will be made in the Republic of France only to (a) providers of investment services relating to portfolio management for the account of third parties and/or (b) qualified investors (*investisseurs qualifiés*), as defined in Article L.411-1, Article L.411-2 and Articles D.411-1 to D.411 -3 of the *Code monétaire et financier*, but excluding individuals referred to in Article D.411-1 II 2°.

Each Dealer, the Issuer and the Guarantor has represented and agreed that it has not distributed or caused to be distributed and will not distribute or cause to be distributed in the Republic of France, this Offering Circular or any other offering material relating to the Notes other than to those investors (if any) to whom offers and sales of the Notes in the Republic of France may be made as described above.

#### **General**

Other than with respect to the admission to listing, trading and/or quotation by such one or more listing authorities, stock exchanges and/or quotation systems as may be specified in the applicable Final Terms, no action has been or will be taken in any country or jurisdiction by the Issuer or the Dealers that would permit a public offering of Notes, or possession or distribution of any offering material in relation thereto, in any country or jurisdiction where action for that purpose is required. Persons into whose hands this Offering Circular or any Final Terms comes are required by the Issuer, the Guarantor and the Dealers to comply with all applicable laws and regulations in each country or jurisdiction in or from which they purchase, offer, sell or deliver Notes or have in their possession or distribute such offering material, in all cases at their own expense.

The Dealer Agreement provides that the Dealers shall not be bound by any of the restrictions relating to any specific jurisdiction (set out above) to the extent that such restrictions shall no longer be applicable as a result of any change, or any change in official interpretation, after the date hereof of applicable laws and regulations, but without prejudice to the obligations of the Dealers described in the preceding paragraph.

Selling restrictions may be supplemented or modified with the agreement of the Issuer. Any such supplement or modification will be set out in the applicable Final Terms (in the case of a supplement or modification relevant only to a particular Tranche of Notes) or (in any other case) in a supplement to this Offering Circular.

## GENERAL INFORMATION

### Authorisation

The issue of Notes under the Programme was authorised by a resolution of the Board of Directors of Atlantia on 9 June 2011. The guarantee given by the Guarantor in respect of the Notes to be issued under the Programme by Atlantia was authorised by a resolution of the Board of Directors of Autostrade Italia on 10 June 2011. The update of the Programme was authorised by resolutions of the Boards of Directors of Atlantia and Autostrade Italia on 13 July 2012.

All consents, approvals, authorisations or other orders of all regulatory authorities required by the Issuer and the Guarantor under the laws of Italy have been given for the issue of Notes under the Programme and for the Issuer and the Guarantor to undertake and perform their respective obligations under the Dealer Agreement, the Trust Deed, the Agency Agreement, the Notes and the Guarantee (as the case may be).

### Listing

The Offering Circular has been approved by the Central Bank, as competent authority under the Prospectus Directive, as a “base prospectus” for the purposes of the Prospectus Directive. The Issuer may apply to the Irish Stock Exchange for Notes of a particular Series offered pursuant to this Offering Circular to be listed on the Official List and admitted to trading on the regulated market of the Irish Stock Exchange during the period of 12 months from the date of this Offering Circular. The Irish Stock Exchange’s regulated market is a regulated market for the purposes of the Markets in Financial Instruments Directive (Directive 2004/39/EC).

The issue price and the amount of the relevant Notes will be determined by the Issuer and the relevant Dealer at the time of issue of the relevant Tranche of Bearer Notes, based on then prevailing market conditions.

### Foreign languages used in the Offering Circular

The language of this Offering Circular is English. Certain legislative references and technical terms have been cited in their original language in order that the correct technical meaning may be ascribed to them under applicable law.

### Documents Available

From the date hereof, so long as any of the Notes remains outstanding and throughout the life of the Programme, copies of the following documents will, when published, be available for inspection in hard copy, free of charge in English from the registered office of the Issuer and from the specified offices of the Principal Paying Agent:

- (i) an English translation of the constitutive documents of the Issuer and the Guarantor;
- (ii) the annual report and the annual audited consolidated and non-consolidated financial statements of the Issuer for the financial years ended on 31 December 2011 and 31 December 2010 and the unaudited interim consolidated and non-consolidated financial statements of the Issuer for the six-month periods ending on 30 June 2012 and 30 June 2011 (in each case in English);
- (iii) the Dealer Agreement, the Trust Deed (which contains the Guarantee, the forms of the Global Notes, the Certificates, the Notes in definitive form, the Coupons and the Talons), and the Agency Agreement;
- (iv) a copy of this Offering Circular; and
- (v) any future offering circulars, information memoranda and supplements (including the Final Terms in respect of listed Notes) to this Offering Circular and any other documents incorporated herein or therein by reference.

### Clearing and Settlement Systems

The Notes and the Programme have been accepted for clearance through Euroclear and Clearstream, Luxembourg (which are the entities in charge of keeping the records). The appropriate common code and

International Securities Identification Number (“ISIN”) (and, when applicable, the identification number for any other relevant clearing system) for each Tranche of Bearer Notes allocated by Euroclear and Clearstream, Luxembourg will be specified in the applicable Final Terms.

The address of Euroclear is 1 Boulevard du Roi Albert II, B-1210 Brussels, Belgium and the address of Clearstream, Luxembourg, is 42 Avenue JF Kennedy, L-1855 Luxembourg, Luxembourg. The address of any alternative clearing system will be specified in the applicable Final Terms.

### **Legended Notes**

Each Bearer Note, Coupon and Talon will bear the following legend: “Any United States person who holds this obligation will be subject to limitations under the United States income tax laws, including the limitations provided in sections 165(j) and 1287(a) of the Internal Revenue Code”.

### **Significant Change and Material Adverse Change**

There has been no material adverse change in the prospects of the Issuer or of the Group since 31 December 2011 nor since 30 June 2012 has there been any significant change in the financial or trading position of the Issuer or of the Group.

There has been no material adverse change in the prospects of the Guarantor since 31 December 2011 nor since 30 June 2012 has there been any significant change in the financial or trading position of the Guarantor.

### **Material Contracts**

Except as disclosed herein, neither the Issuer, the Guarantor nor any of their respective consolidated subsidiaries has, since 31 December 2010, entered into any contracts outside the ordinary course of business that could have a material adverse effect on the ability of the Issuer or the Guarantor to meet their obligations under Notes issued under the Programme.

### **Litigation**

The Group is currently party to various litigation and proceedings. See “Business Description of the Group — Legal Proceedings”. As at 30 June 2012, the Group had a €9.9 million provision in its financial statements for litigation. The Group believes that none of these proceedings, individually or in the aggregate, will have a material adverse effect on its business, financial condition or prospects. However, to the extent the Group is not successful in some or all of these matters or in future legal challenges, the Group’s results of operations or financial condition may be materially adversely affected.

Except as disclosed herein, none of the Issuer, the Guarantor or any of their respective consolidated subsidiaries is or has been involved in any litigation or governmental or arbitration proceedings relating to claims or amounts during the 12 months preceding this Offering Circular which may have or have had significant adverse effects on the financial or trading position of the Group, nor so far as the Issuer or the Guarantor is aware, are any such litigation or proceedings pending or threatened.

### **Dealers transacting with the Issuer and/or the Guarantor**

The Dealers and their respective affiliates, including parent companies, engage and may in the future engage, in investment banking, commercial banking (including the provision of loan facilities) and other related transactions with the Issuer and/or the Guarantor and may perform services for them, in each case in the ordinary course of business.

In addition, in the ordinary course of their business activities, the Dealers and their affiliates (including parent companies) may make or hold a broad array of investments and actively trade debt and equity securities (or related derivative securities) and financial instruments (including bank loans) for their own account and for the accounts of their customers. Such investments and securities activities may involve securities and/or instruments of the Issuer or the Guarantor, or the Issuer’s or the Guarantor’s affiliates. Certain of the Dealers or their affiliates (including parent companies) that have a lending relationship with the Issuers or the Guarantor routinely hedge their credit exposure to the Issuer or the Guarantor consistent with their customary risk management policies. Typically, such Dealers and their affiliates (including parent companies) would hedge

such exposure by entering into transactions which consist of either the purchase of credit default swaps or the creation of short positions in securities, including potentially the Notes issued under the Programme. Any such short positions could adversely affect future trading prices of Notes issued under the Programme. The Dealers and their affiliates (including parent companies) may also make investment recommendations and/or publish or express independent research views in respect of such securities or financial instruments and may hold, or recommend to clients that they acquire, long and/or short positions in such securities and instruments.

### **Corporate Governance**

As at the date of this Offering Circular, both the Issuer and the Guarantor were in compliance with applicable Italian law corporate governance requirements in all material respects.

### **Accounts**

Although the Issuer publishes both consolidated and non-consolidated accounts, the non-consolidated accounts do not provide significant additional information as compared to the consolidated accounts.

### **Independent Auditors**

KPMG S.p.A. (authorised and regulated by CONSOB and registered on the special register of accounting firms held by CONSOB, with registered offices at Via Vittor Pisani, 27, 20124 Milano, Italy) has audited the accounts of the Issuer for the years ended 31 December 2010 and 2011. For the period 2012 to 2020, Deloitte & Touche S.p.A. (authorised and regulated by CONSOB and registered on the special register of accounting firms held by CONSOB, with registered offices at Via della Camilluccia 589/A, 00135 Rome, Italy) will be independent auditors for the Group.

***Registered offices of the Issuer***

**Atlantia S.p.A.**  
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Italy

***Registered offices of the Guarantor***

**Autostrade per l'Italia S.p.A.**  
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***Auditors***

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***Registrar***

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