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Strategic impacts and risks

Risks relating to contestation of the ENAC-SEA Master Agreement and the re-establishment of the tariff parameters
 From September 23, 2012 the ENAC-SEA Master Agreement became effective and therefore SEA applied the
 Risk related to the traffic volumes managed by SEA concerning the airlines Alitalia and easyJet
 SEA's operations are significantly based on relations with the leading airlines which operate at the Milan airport
 Among these, we particularly highlight Alitalia and easyJet.

In 2012, the passenger traffic volumes relating to Alitalia and easyJet respectively totalled 61.1% at Linate and
 As for the other sector operators, any reduction or stoppage of flights by one or both of these airlines or the stoppage
 Risks related to the agreement framework under which SEA operates

SEA manages the Milan Airports under Law 194/1962 and Law 449/1985 and according to the 2001 Agreement
 On conclusion of the 2001 Agreement, the Italian State will fully resume ownership of the State assets within the
 Risks related to the European Commission proceedings on State aid in favour of SEA Handling

With decision of December 19, 2012 the European Commission ruled that the amount of approx. Euro 360 million
 According to the Commission, the capital payments by the public shareholders of SEA Handling may have constituted
 The Commission therefore ordered the recovery of the aid, whose impact on the equity and financial position of
 Risks related to air transport sector competitive dynamics and potential changes in the cost structure of airlines

In the near future, the industrial and/or commercial strategies undertaken by airlines as part of their competitive
 Although the Milan airports operate with a diversified mix of airlines, it is possible that such decisions may impact
 Risks related to airport handling activities and heightened competition in the marketplace

The high level of competition for airport handlers involves a significant risk in alteration of market share held. In
 Competitive risks related to air transport sector technological development and of alternative transport means
 The continuous technical development within the air transport sector over the recent past has resulted in the use
 Risks related to the non-implementation of SEA Group programmes and strategies

The capacity of the SEA Group to increase revenues and improve earnings depends on, among other aspects, the
 The SEA Group, in consideration of the differing characteristics of the business areas in which it operates, has
 The non-realisation of all or part of the Group strategies, also due to the performance of variables not controllable
 Risks related to the non-completion or delayed completion of road and rail links with the SEA Group airports

The accessibility and geographical positioning of the Milan airports favours the growth of the businesses and tra

Operating risks and impacts

Risks related to the drawing up and review of bilateral agreements which govern access to the non-European airports
 The SEA Group over the years has adopted a growth strategy focused on, among other factors, the extension of
 The bilateral agreements, as agreements signed between governments of two states concerning air traffic on non-EU
 Risks relating to environmental regulations

Although SEA:

- considers that Group activities are carried out in compliance with applicable laws and regulations;
- avails of an Environmental Management System which establishes procedures to contain and/or resolve
- has attained ISO 14001 Certification and Airport Carbon Accreditation;
- in relation to compliance with noise regulations, has established in the financial statements a provision

it must be considered that in the future, also following violations, due to force majeure or any amendments to regulations
 Risks related to increased regulation of airport activities

The allocation to EU airlines of slots at the Milan airports, as "coordinated" airports, is carried out in accordance with
 Assoclearance is also responsible for the management of slots, the control of their correct use by airlines, and in
 In such cases, it is not guaranteed that the slot will be reassigned to an airline capable of producing - also in co