



GrandiStazioni

*Company Presentation*

CENTENARIO



1905 2005

# Who we are

*Grandi Stazioni* is a company focused on managing the entire process of refurbishing and exploiting commercial and technical operations of railway stations;

*Grandi Stazioni* has developed an innovative, integrated approach in managing large stations relying on:

- its know-how in assessing travelers needs and behaviors
- innovative concepts in commercializing stations;

*Grandi Stazioni* represents a unique example of PPP in the stations' management business promoted by a major European Railway Company.

# *Our mission*

*Upgrading* railway station complexes through efficient, integrated management;

*creating* value from our assets:

- real estate
- passengers flows
- brand awareness activities

# Relationships

## Grandi Stazioni and its Shareholders



## Grandi Stazioni - FS - RFI



# *The business model*

*Scope:* Integrated management of 13 major Italian railway station

- planning and design
- project and construction management
- management of the spaces
- management of the advertisement assets
- management of the technical services

*Duration:* 40 years

*Investment financing:*

- FS (RFI): extraordinary maintenance and restructuring works required by technical regulations in force
- Grandi Stazioni: upgrading and functional works aimed at improving usability and commercial value of the complexes

*Revenues:*

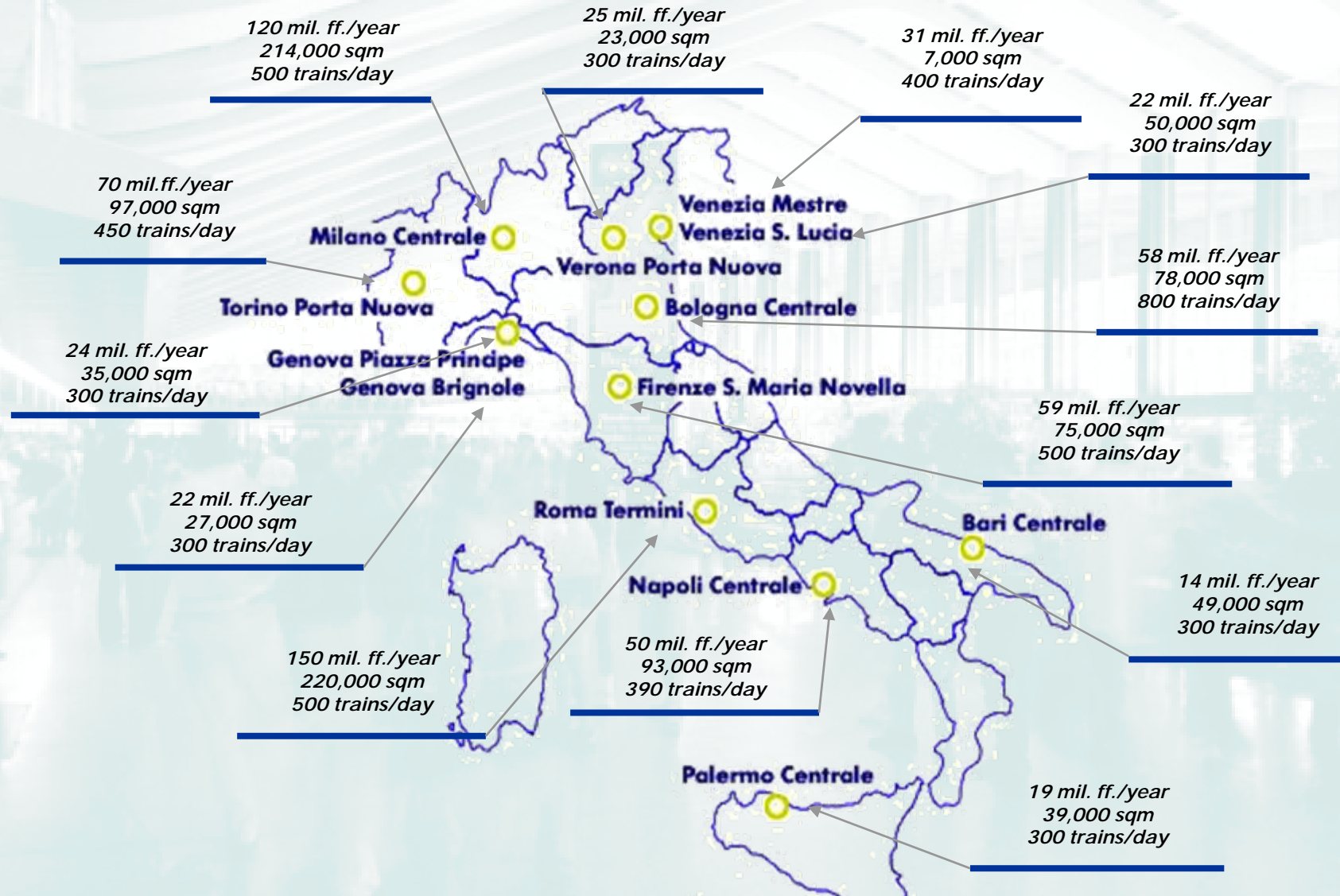
- FS (RFI): Minimum guaranteed + variable amount linked to GS actual revenues

# Grandi Stazioni-FS contract

Splitting of tasks between Ferrovie dello Stato and Grandi Stazioni

		
<b>Level 1</b> Primary Services	<b>Ticket counters</b> <b>Travel information</b> <b>Maintenance of tracks and rolling stock</b>	<b>Cleaning</b> <b>Safety</b> <b>Maintenance of building</b> <b>Trolley services</b> <b>Toilets</b> <b>Waiting lounge</b>
<b>Level 2</b> Secondary Services		<b>Retail</b> <b>Advertising</b> <b>Travel services</b> <b>Office rent, hotels</b> <b>Tobacco/press point</b> <b>Food &amp; beverages</b> <b>Car rental services</b> <b>Other</b>

# The network



More than 600 million footfall/year

# *Our vision*

- The Stations: links between the cities and the railway world, gateways to towns, integral part of city life;
- new concepts and practices for effectively managing stations: a new commercial, urban and social value to stations;
- integrated stations management;
- Real Estate development with a special attention to travellers' needs;
- introduction of a completely new range of services and activities;
- improvement and constant monitoring of our service level to insure high quality standards to our clients and stations' customers: Roma Termini, "our laboratory".



# Financial Highlights

	2001 (figures in M )	2002 (figures in M )	2003 (figures in M )
<i>Turnover</i>	127	138	138
<i>Operating costs</i>	106	115	107
<i>EBITDA</i>	24	28	31
<i>EBT</i>	25	27	23



*Roma Termini*  
*The flagship project*

# *Roma Termini - our goals*

Optimize transport's accessibility and usability;  
offer high quality services to the customers;  
harmonize stations' furnishing and global image;  
rationalize management of the complexes;  
maximize commercial value of the assets;  
improve and constantly monitor our service level to insure high quality standards to  
our clients and stations' customers.

# Roma Termini - retail planning

<i>Business area</i>	<i>Retail category</i>
Healthcare and Well-Being	Fitness & Beauty Centres, Medical Centres
Grocery	Drugstores and Specialty Food
Travel and Tourism	Hotels Booking and Info, Travel Agencies , Car Rental
Aggregation, Communication, Contact	Events and web area
Information and Services	Public Bodies and Authorities desks, Post Offices, Logistics
Finance & Banking	Banks & Financial Services
Culture & Entertainment	Booking and Ticket Office, Museum , Bookstores, Art Craft
Shopping	Single-brand Stores, Department Stores, Press Shops
Food & Beverage	Restaurants, Fast Food, Bar, Cafeterias
Business	Daily offices, Executive Centres

# *Roma Termini - external view*



# *Roma Termini - internal views*



# *Roma Termini - advertising system*



# *Roma Termini - Ticket offices*





# *Roma Termini - Forum Termini*



# *Roma Termini - Signs*



# *Roma Termini - Fitness*



# *Roma Termini - Bookshop*



# *Roma Termini - Foodhall*



# *Roma Termini - Post Office*



# *Roma Termini - Diagnostic Centre*



# *Roma Termini - Control Room*





# *Roma Termini A New Urban "Piazza"*





Grandi Stazioni

# *Milano Centrale*

## *The Project - The station*

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# Milano Centrale *The Project*

*Entrance to the new Pedestrian Path*



# Milano Centrale *The Project*

## *The New Ticket Office*



# Milano Centrale *The Project*

## Entrance to the New Ticket Office



# Milano Centrale *The Project*

## *The New Pedestrian Path*



# Milano Centrale The Project

## Moving Pavement



# Milano Centrale *The Project*

## Front Gallery







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