



An elegant hybrid solution to cross the Bosphorus strait with a mixed-traffic bridge, in an ever-expanding urban context

## **AGENDA**

- **ASTALDI - COMPANY PROFILE**
- **SKILL FOR AN ENGINEERING RECENT GRADUATE**
- **AN ELEGANT HYBRID SOLUTION TO CROSS THE BOSPHORUS STRAIT WITH A MIXED-TRAFFIC BRIDGE, IN AN EVER-EXPANDING URBAN CONTEXT**



Company profile

# A LEADING EPC CONTRACTOR...

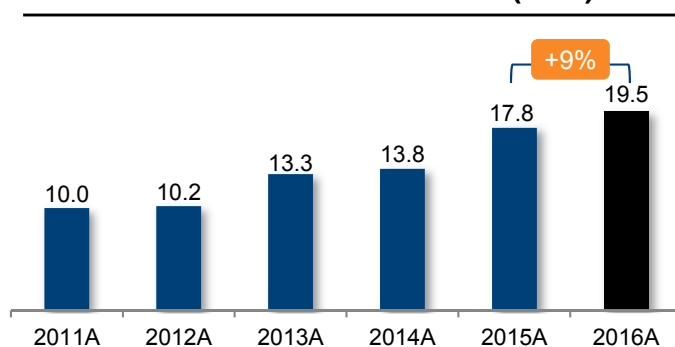
## HIGHLIGHTS

- **Leading global player** in transport infrastructure, operating in **high-growth end-markets** (e.g. roads and motorways, railways and undergrounds, ports and airports)
- **Specialized EPC contractor** providing fully “integrated offer”
- **Strong track record** on successful large and complex projects execution
- **World class technical and engineering** skills to create innovative solutions
- **53<sup>rd</sup> International Contractor worldwide<sup>(\*)</sup>**

\* 2016 ENR Global Contractor List referring to 2015 consolidated figures

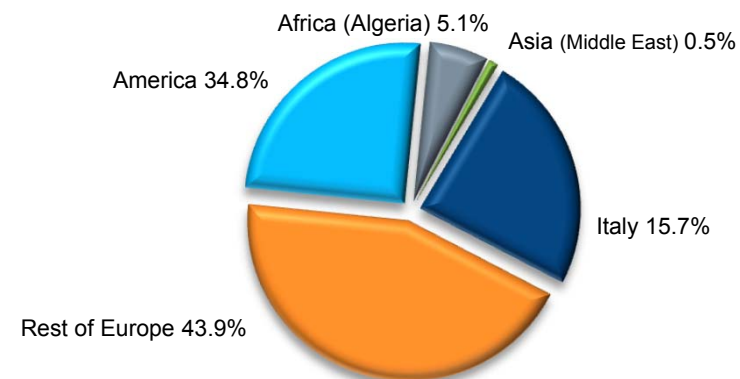
## KEY FIGURES EVOLUTION

### BACKLOG IN EXECUTION (€BN)

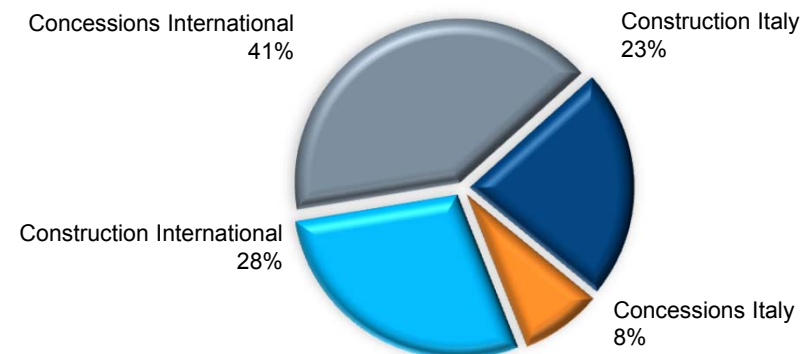


## FY 2016 FIGURES BREAKDOWN

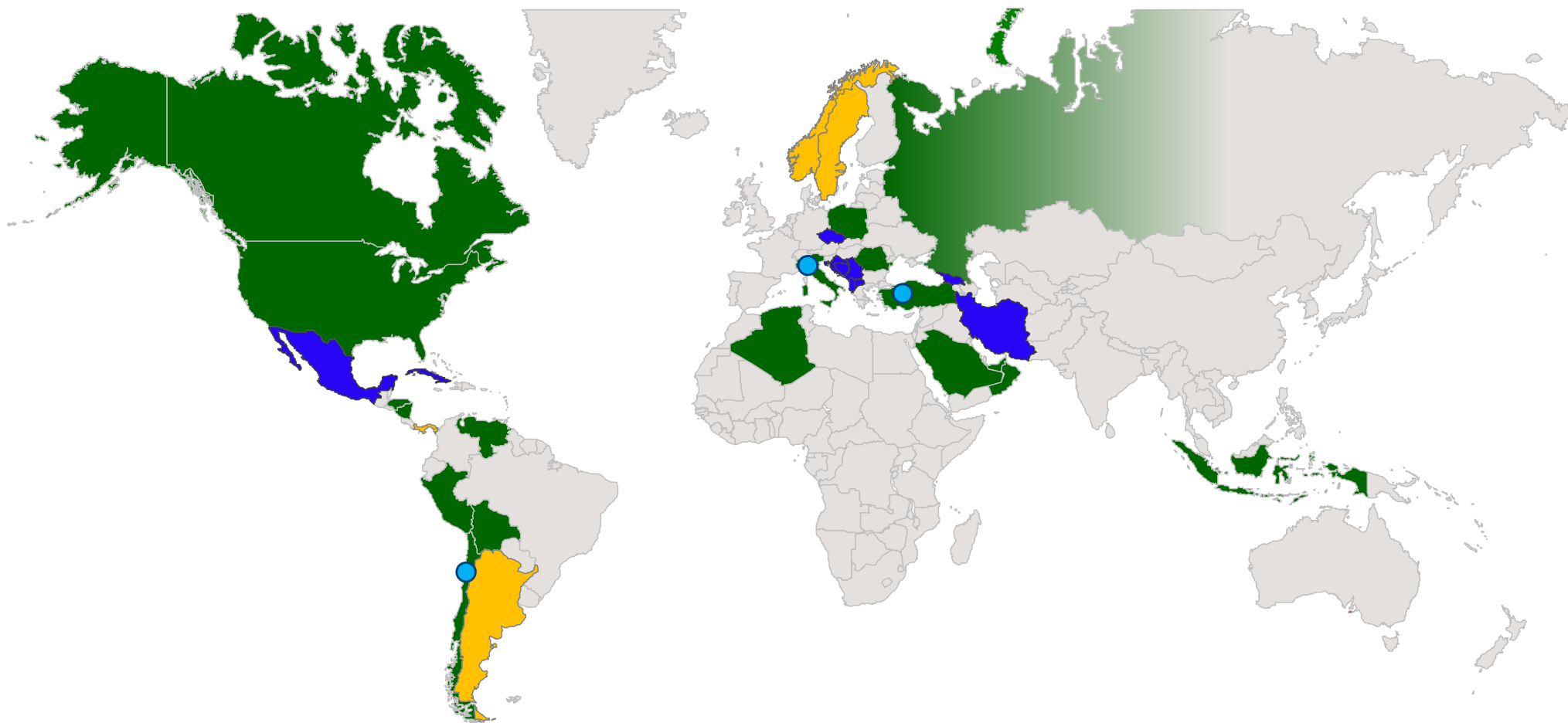
### 2016 FY REVENUE AT OVER €3 BN



### 2016 FY BACKLOG IN EXECUTION AT OVER €19BN



## WITH GEOGRAPHICAL PRESENCE AND...



### CONSTRUCTION PROJECTS

- |           |             |           |                |
|-----------|-------------|-----------|----------------|
| ■ Algeria | ■ Honduras  | ■ Oman    | ■ Russia       |
| ■ Bolivia | ■ Indonesia | ■ Peru    | ■ Saudi Arabia |
| ■ Canada  | ■ Italy     | ■ Poland  | ■ Turkey       |
| ■ Chile   | ■ Nicaragua | ■ Romania | ■ U.A.E.       |
|           |             |           | ■ U.S.A.       |
|           |             |           | ■ Venezuela    |

### NEW MARKETS

- |               |
|---------------|
| ■ Argentina   |
| ■ Panama      |
| ■ Scandinavia |
| ■ Singapore   |

### SCOUTING MARKETS

- |                  |           |
|------------------|-----------|
| ■ Balkans        | ■ Georgia |
| ■ Cuba           | ■ Iran    |
| ■ Czech Republic | ■ Mexico  |

### CONCESSION PROJECTS

- |          |
|----------|
| ● Chile  |
| ● Italy  |
| ● Turkey |

## ... WITH A BROADLY DIVERSIFIED BUSINESS MODEL

### 2016 KEY CONSOLIDATED FIGURES:

- REVENUES: MORE THAN € 3 BILLION (+5.2% YOY)
- TOTAL BACKLOG<sup>(1)</sup>: €27 BILLION
- APPROX. 100 PROJECTS IN OVER 20 COUNTRIES
- OVER 11,000 EMPLOYEES



### CONSTRUCTION

### CONCESSION

#### TRANSPORT INFRASTRUCTURE



#### WATER & ENERGY



#### CIVIL & INDUSTRIAL BUILDING



#### PLANT DESIGN & ENGINEERING



#### CONCESSION PARTICIPATIONS



#### O&M



#### WORLDWIDE RANKINGS

**BRIDGE:** 3<sup>rd</sup> CONTRACTOR  
**MASS TRANSIT & RAIL:** 14<sup>th</sup> CONTRACTOR  
**MOTORWAY:** 19<sup>th</sup> CONTRACTOR  
**SUBWAY:** 21<sup>st</sup> CONTRACTOR

#### WORLDWIDE RANKINGS

**HYDRO PLANTS:** 5<sup>th</sup> CONTRACTOR

#### WORLDWIDE RANKINGS

**HEALTHCARE:** 19<sup>th</sup> CONTRACTOR

TRANSPORT INFRASTRUCTURES  
 ENERGY  
 HEALTHCARE

#### MAJOR ONGOING PROJECTS:

I-405 MOTORWAY (US)  
 GEBZE-ORHANGAZI-IZMIR MOTORWAY (TURKEY)  
 BRENNER RAILWAY TUNNEL (ITALY)  
 NAPLES-BARI HS/HC RAILWAY (ITALY)

#### MAJOR ONGOING PROJECTS:

MUSKRAT FALLS HYDRO PLANT (CANADA),  
 UPPER CISOKAN PUMPED STORAGE POWER PLANT (INDONESIA)

#### MAJOR ONGOING PROJECTS:

ETLIK INTEGRATED HEALTH CAMPUS IN ANKARA (TURKEY)  
 E-ELT (CHILE)  
 WEST METROPOLITAN HOSPITAL IN SANTIAGO (CHILE)

#### MAJOR ONGOING PROJECTS:

NEW HOSPITALS IN ITALY  
 NEW RAILWAY PROJECTS IN ITALY

#### MAJOR PROJECTS IN OPERATION:

ARTURO MERINO BENÍTEZ INTERNATIONAL AIRPORT IN SANTIAGO (CHILE)  
 THIRD BRIDGE ON BOSPHORUS (TURKEY)  
 GEBZE-ORHANGAZI-IZMIR MOTORWAY (TURKEY)

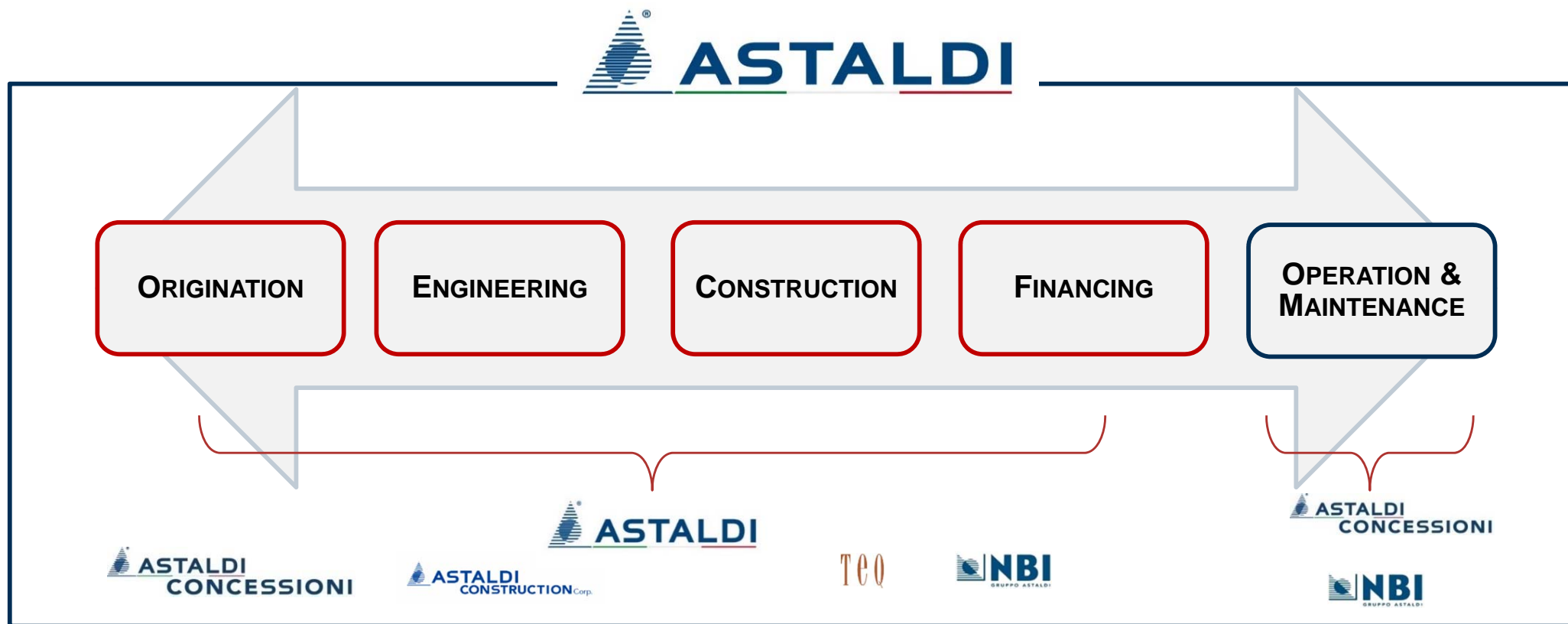
#### MAJOR ONGOING PROJECTS:

TUSCANY HOSPITALS (ITALY)  
 WEST METROPOLITAN HOSPITAL IN SANTIAGO (CHILE)  
 ETLIK INTEGRATED HEALTH CAMPUS IN ANKARA (TURKEY)  
 NEW HOSPITAL IN VENICE-MESTRE (ITALY)  
 RELAVES MINING PROJECT (CHILE)

Source: 2016 ENR Sourcebooks – rankings on FY 2015 consolidated revenues.

## SPECIALIZED EPC CONTRACTOR PROVIDING FULLY “INTEGRATED OFFER”

Astaldi addresses the market by developing complex and integrated initiatives (design, construction, operation), with solid expertise and highly specialised human resources.



# STRONG TRACK RECORD OF SUCCESSFUL COMPLEX PROJECT EXECUTION

## TRACK RECORD

- 4,565 KM** OF RAILWAYS
- 185 KM** OF UNDERGROUNDS
- 15,000 KM** OF ROADS & MOTORWAYS
- 200 KM** OF TUNNELS
- 160 KM** OF BRIDGES AND VIADUCTS
  
- 6,000 MW** OF INSTALLED CAPACITY
- 33** HYDROELECTRIC POWER PLANTS
- 68** DAMS
- 80** AQUEDUCTS
  
- 25.700.000 M<sup>3</sup>** OF CIVIL BUILDINGS
- 20** HOSPITALS
- 8,900** BEDS
- 19** AIRPORTS
- 17,200** PARKING SPACES



## RECENTLY COMPLETED PROJECTS



### Western High-Speed Diameter in Saint Petersburg – Russia

- €2.2bn investment
- 12km section, with 5.3km viaducts on sea and 2 cable-stayed bridges
- Completed in December 2016



### 3<sup>rd</sup> Bridge on Bosphorus (Northern Marmara Highway Project) – Turkey

- \$3bn+ investment for the entire project
- 1<sup>st</sup> longest and widest hybrid bridge at worldwide level
- Opened to the public on August 26<sup>th</sup>, 2016



### Izmit Bay Bridge (Gebze-Orhangazi-Izmir Motorway Project) – Turkey

- \$7bn investment for the entire project
- 4<sup>th</sup> longest suspension bridge worldwide
- Completed in April 2016



### Warsaw Subway Line 2 (Lot 1) – Poland

- €800m investment
- New subway line of 6 km in length and 7 stations
- Completed in March 2015



### Pulkovo International Airport in Saint Petersburg – Russia

- €710m investment
- The most important airport in the Baltic Region with a transport capacity of 14,000,000 passengers/ year
- Completed in 2015



## CONCESSIONS SECTOR

Starting from Italy, where in 2008 it successfully completed the first Hospital in PPP, Astaldi has carefully selected further PF/PPP opportunities in the healthcare, transport, energy and mining sectors in specific countries (Italy, Chile, Turkey).

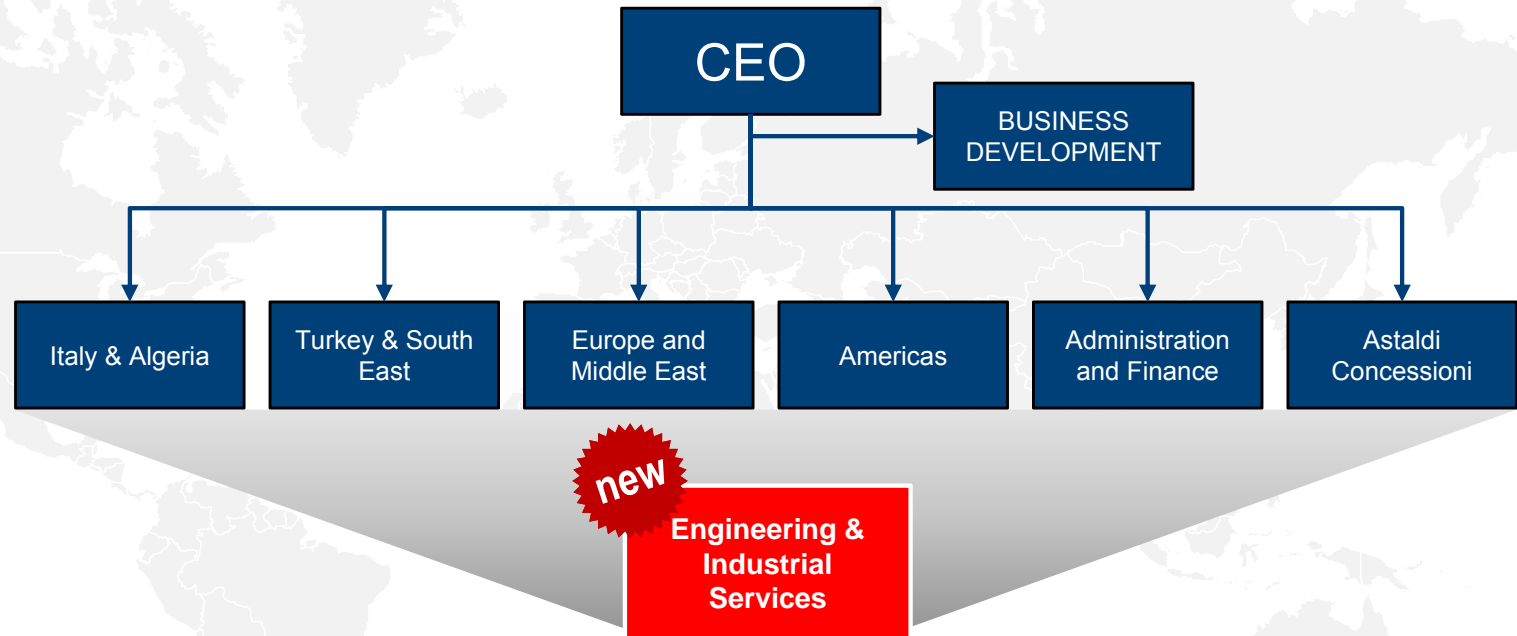
Astaldi strengthened its role in the greenfield concession segment by leveraging on its experience in the construction sector. Astaldi Concessioni (100% owned by Astaldi) was created in 2010.

Through its **Dual Integrated Construction-Concession Model** – that integrates the traditional construction activities with concessions – Group supports business growth and profitability and enhance cash-flow stability.

CONCESSION INVESTMENTS		
SEGMENT : TRANSPORT	SEGMENT: ENERGY AND MINING	SEGMENT: HEALTHCARE
COUNTRY: ITALY, TURKEY, CHILE	COUNTRY: CHILE	COUNTRY: ITALY, TURKEY, CHILE
<p>MOTORWAYS</p> <ul style="list-style-type: none"> <li>● TOTAL OF 720 KM OF MOTORWAYS</li> </ul> <p>UNDERGROUNDS</p> <ul style="list-style-type: none"> <li>● TOTAL OF 40</li> </ul> <p>OF WHICH, IN OPERATION:</p> <ul style="list-style-type: none"> <li>● 13 KM</li> <li>● 19 STATIONS</li> </ul> <p>AIRPORTS</p> <ul style="list-style-type: none"> <li>● 1, WITH A MAX. CAPACITY OF 30 MILLION PAX/YEAR</li> </ul>	<p>ENERGY – <i>IN OPERATION</i></p> <ul style="list-style-type: none"> <li>● 1 HYDROELECTRIC PLANT</li> <li>● 557 GWH/YEAR OF GENERATED CAPACITY</li> <li>● 111 MW OF INSTALLED POWER</li> </ul> <p>MINING – <i>IN OPERATION</i></p> <ul style="list-style-type: none"> <li>● 1 MINING PLANT</li> <li>● 3,200 TONS/YEAR OF COPPER</li> </ul>	<p>HEALTHCARE</p> <ul style="list-style-type: none"> <li>● 6,700+ HOSPITAL BEDS</li> <li>● 17,200+ PARKING SPACES</li> </ul> <p>OF WHICH, IN OPERATION:</p> <ul style="list-style-type: none"> <li>● 2,700+ HOSPITAL BEDS</li> <li>● 5,600+ PARKING SPACES</li> </ul>

## CONSOLIDATED ORGANIZATIONAL STRUCTURE

- Consolidated risk control and management processes
- A centralized "knowledge hub" to serve all new initiatives in all geographies, in order to achieve...
- ...consistent best practice approach from bidding to delivery at a Global level



### Engineering & Industrial Services

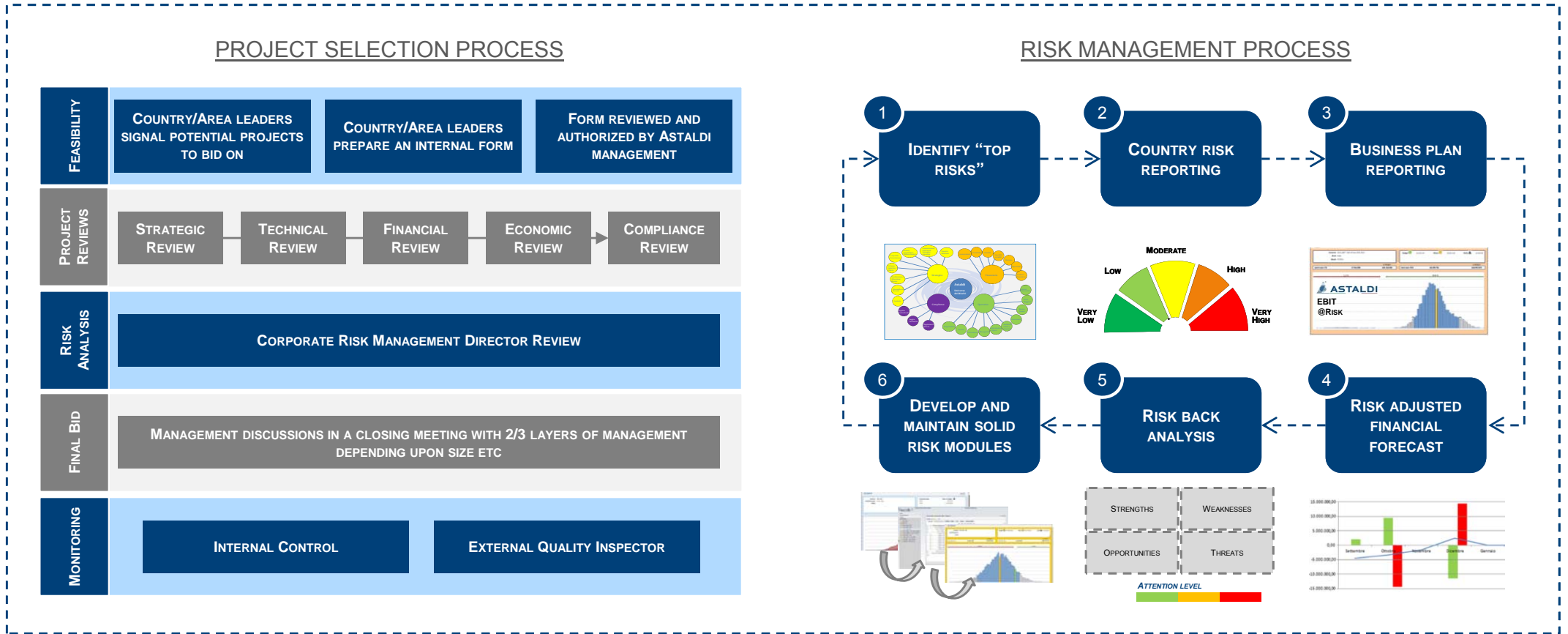
- Support and Monitoring throughout the entire business Process
- Efficient and timely response to all business needs through specialized staff
- Allows a smooth transition in all the Project Phases from Tender\Planning to Commissioning\Handing Over

**Staff  
~ 100**



# DISCIPLINED APPROACH TO PROJECT SELECTION AND RISK

- Project selection based on established multi-step and multi-review process.
- Risk management function supported by internally developed models and procedures..





Engineering and Design Department

Design Department: *Why ?*





**STRANGE SOLUTION !!**

**WE WANT TO AVOID.....**



## **BECAUSE THE DESIGN IS THE CENTER OF THE PROJECT**



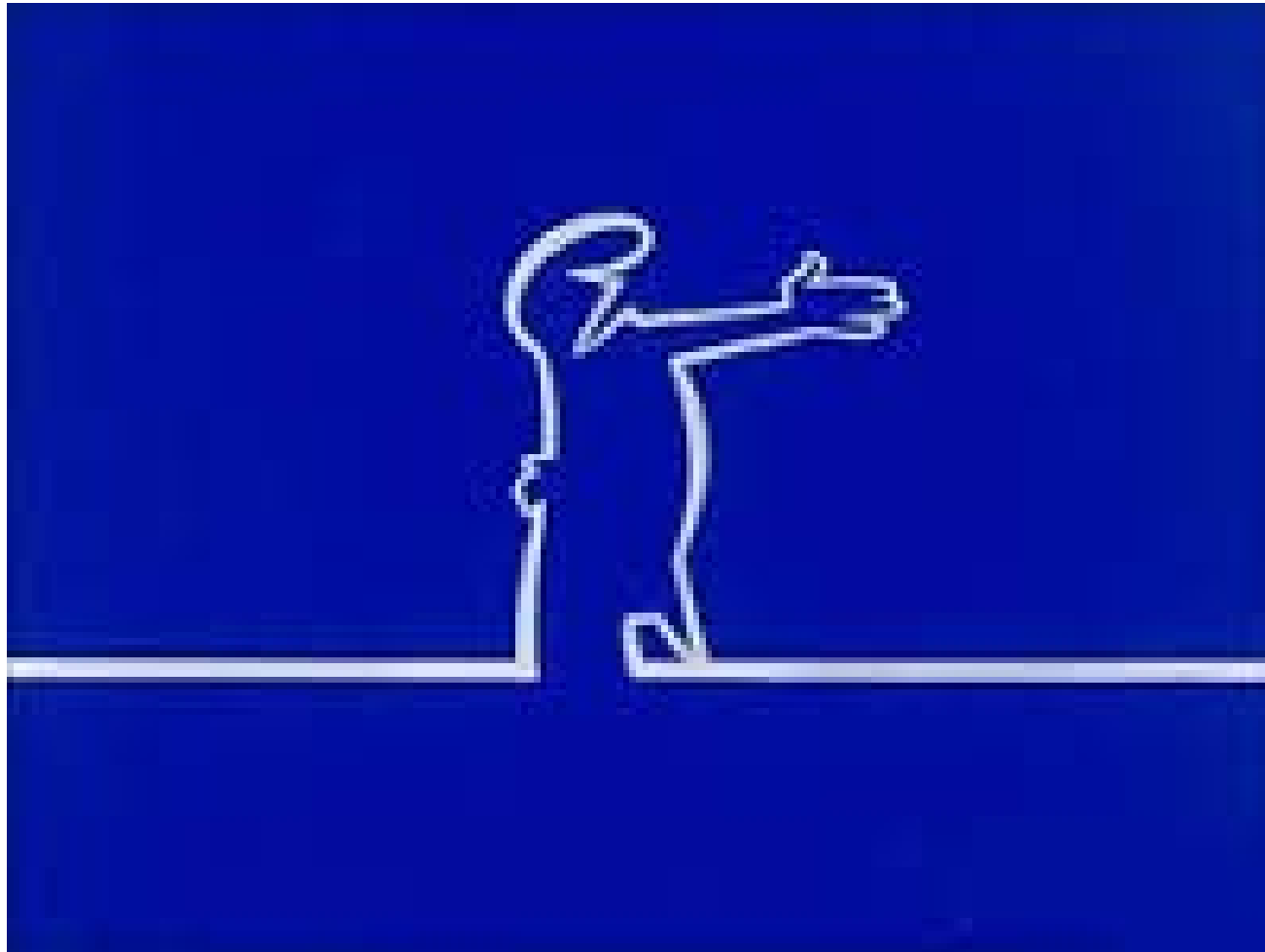
**IN ORDER TO PERFORM A GOOD  
PROJECT IT IS NECESSARY TO HAVE  
A PERFECT INTEGRATION BETWEEN  
THE SITE AND THE KNOW-HOW  
OF THE COMPANY**

Why ??



Because the Design Department deals with the centralization of all the know-how and the experience reached gradually from the company in all the projects executed.

**Design Department: How ?**






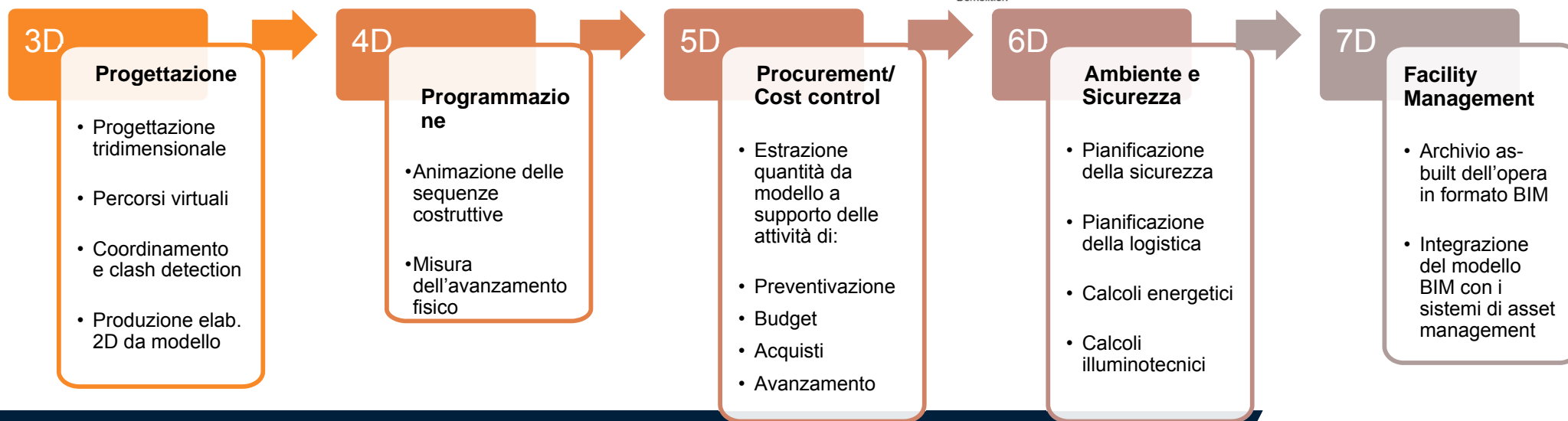
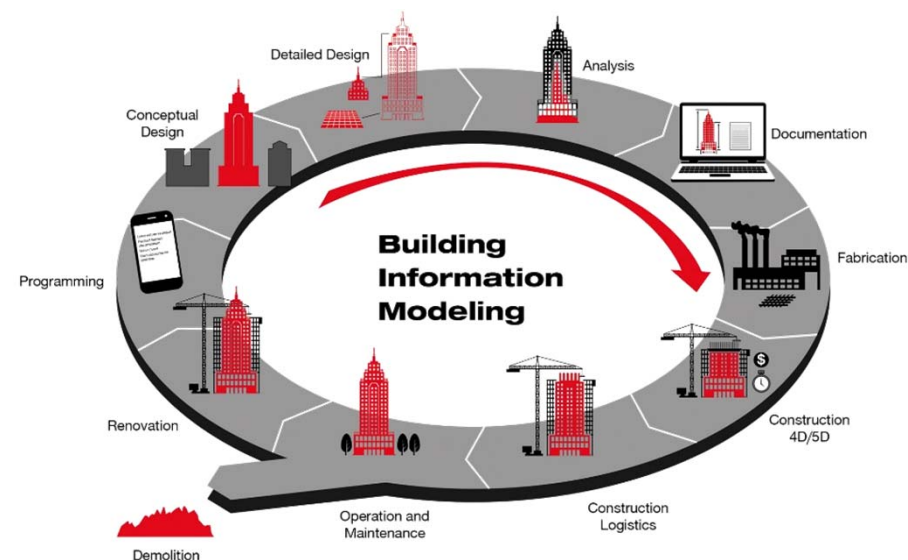
## Design Department

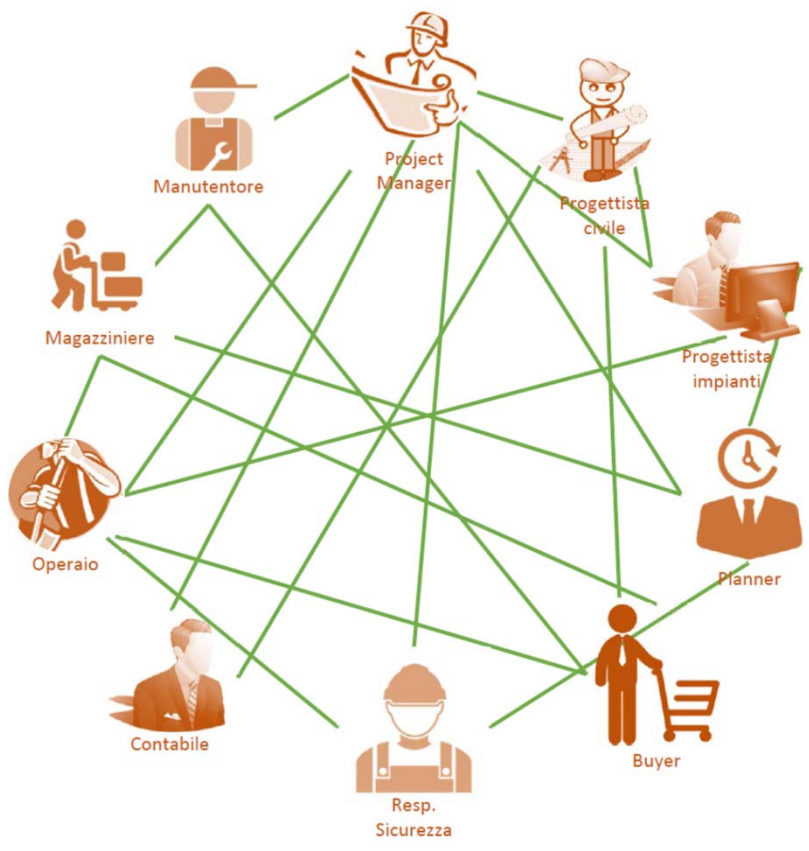
With a team of engineer and manager that can solve any design or execution problem, during all the phases, from the tender to the construction phase

**BIM**  
is he present !!



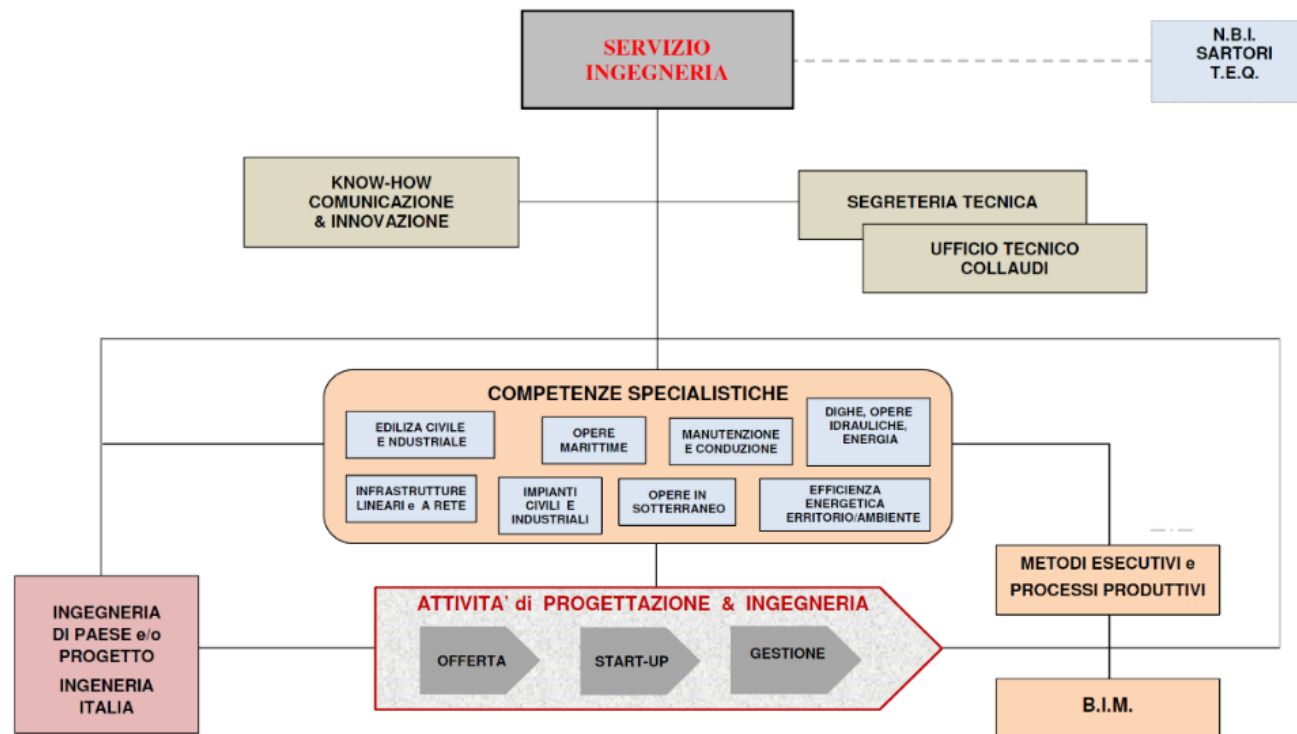
Cos'è il BIM? 





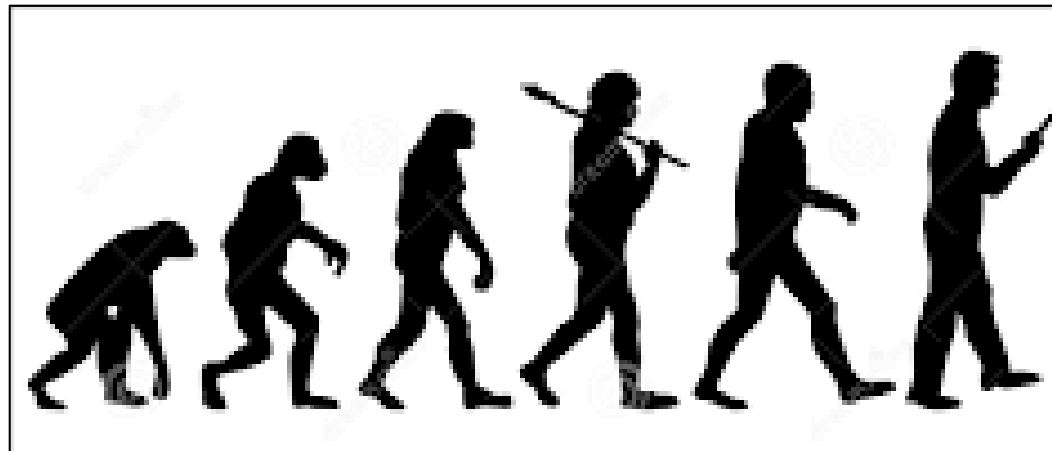
## Astaldi design and engineering population 2016

Corporate	Italy	Abroad
15	90	375



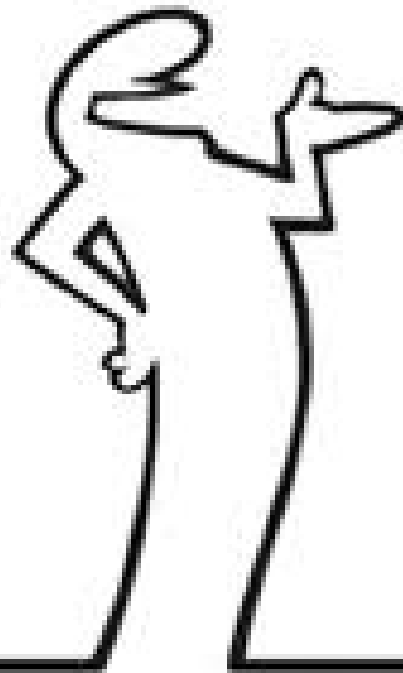
## SELECTION & STAFFING

In 2016 as Design Department we had supported our HR department in order to find some **Design Manager of high profile** to be evaluated and after address in all our areas



INTERWIED	ACCEPTANCE	VALIDATION	HIRED
16	14	6	2

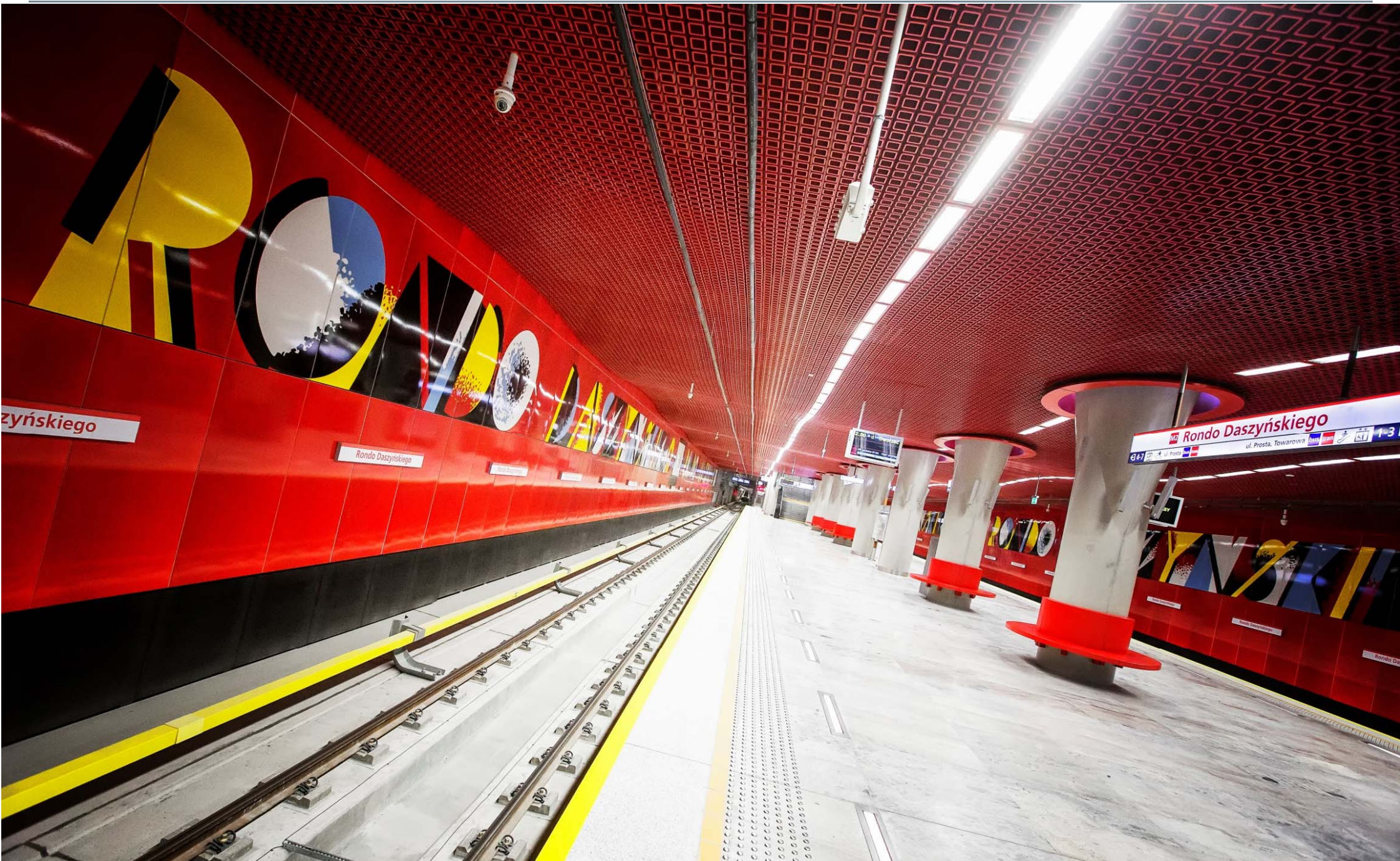
**....furthermore .....**  
**we are very proud of .....**



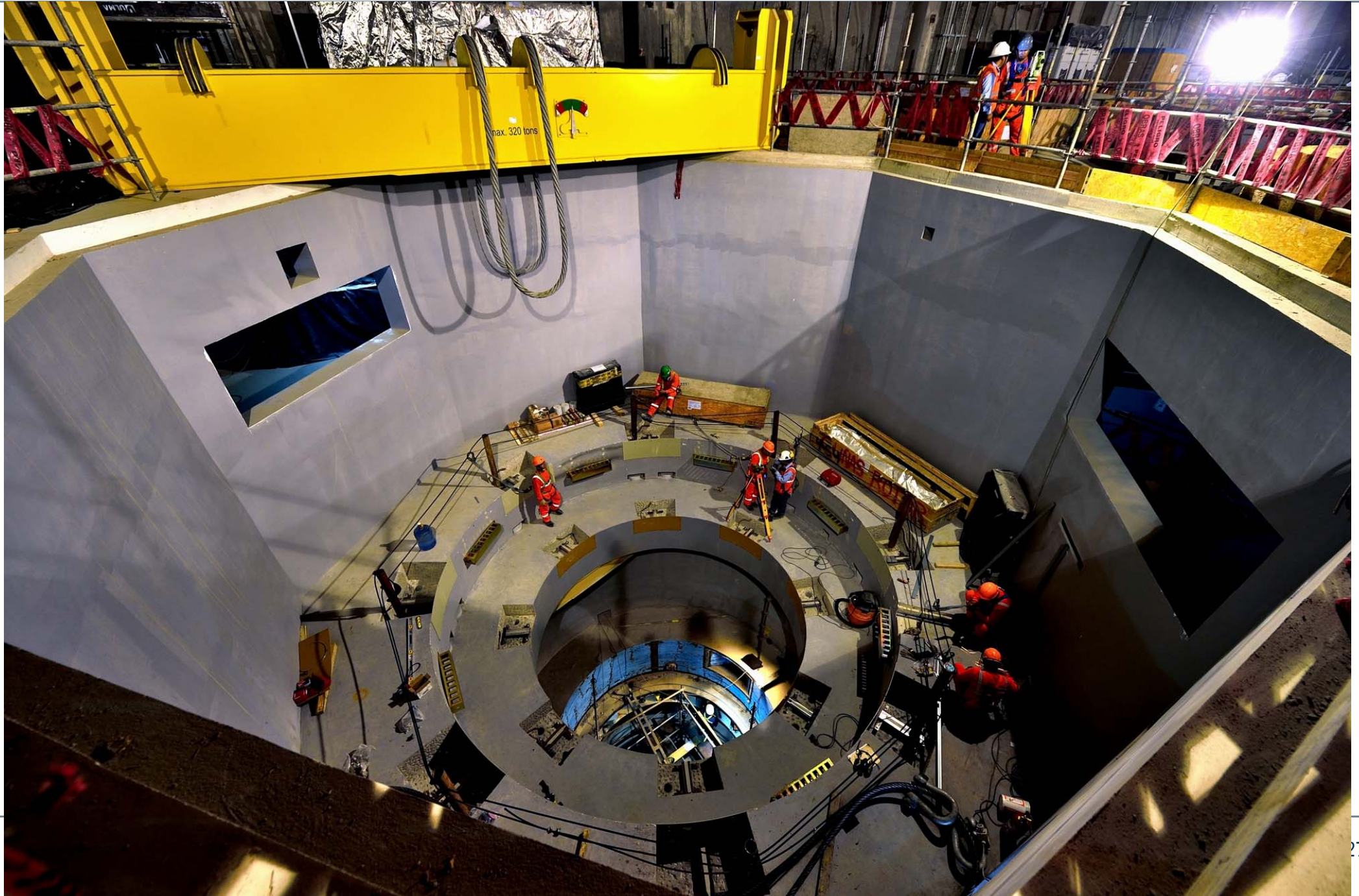




















Drenaggio e bonifica dei terreni agricoli  
uso di anfore poste in orizzontale e in verticale  
un riciclo molto diffuso a Roma

**Media età imperiale III sec. d.C.**  
**Prima età imperiale I-II sec. d.C.**



frammenti raccontano



















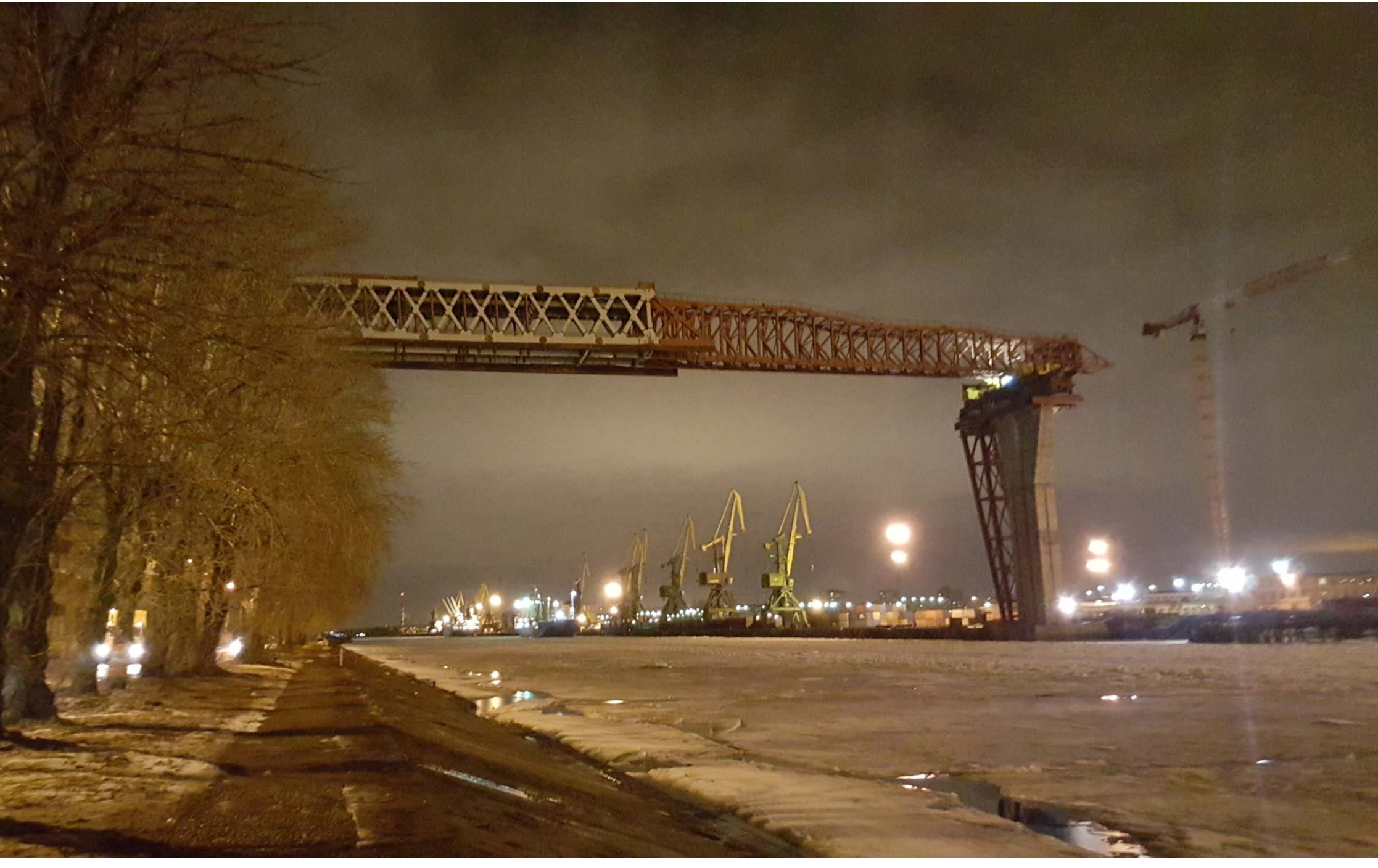


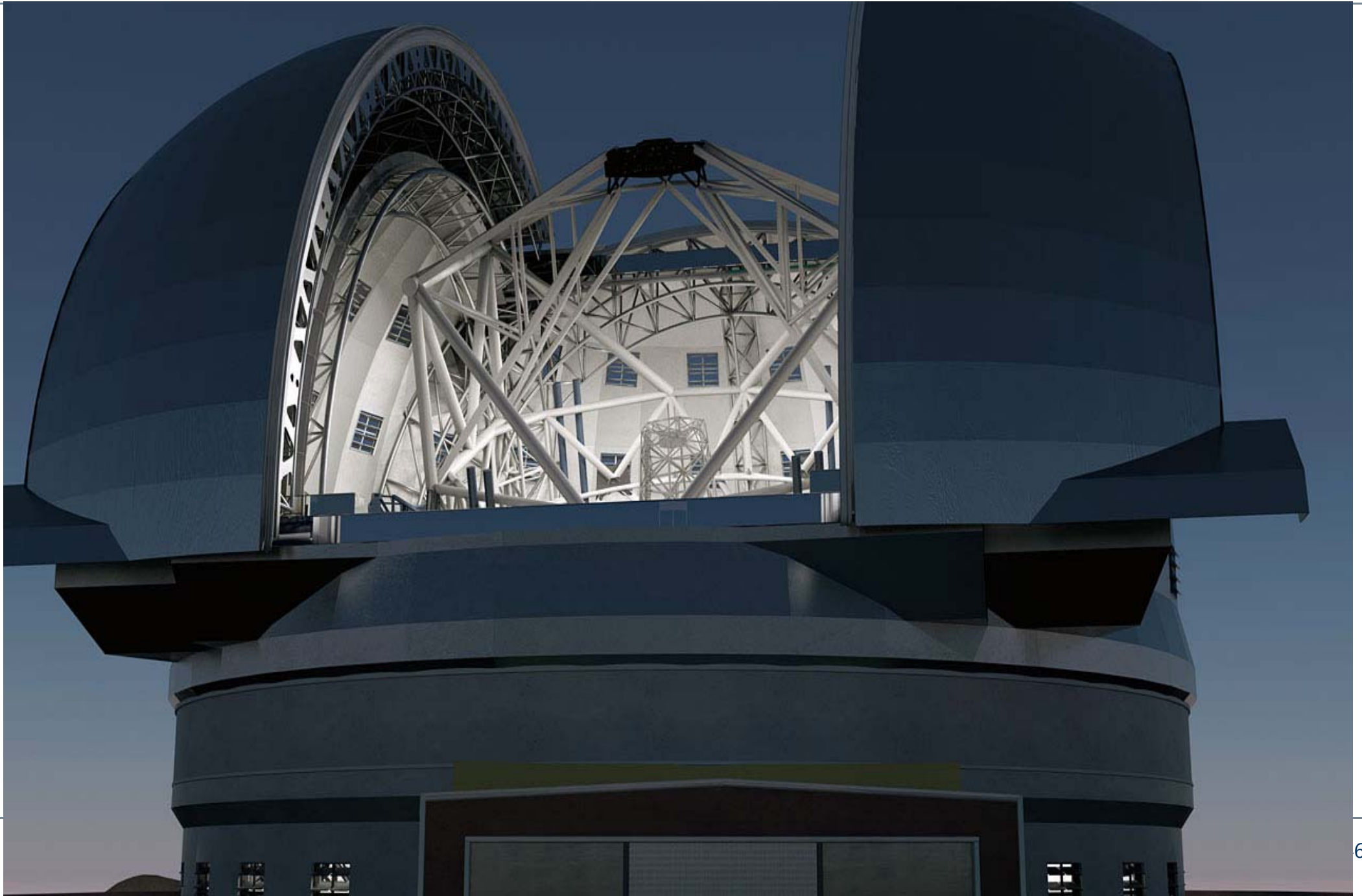














**Skill for an engineering recent graduate**

## PERCORSI DI CARRIERA





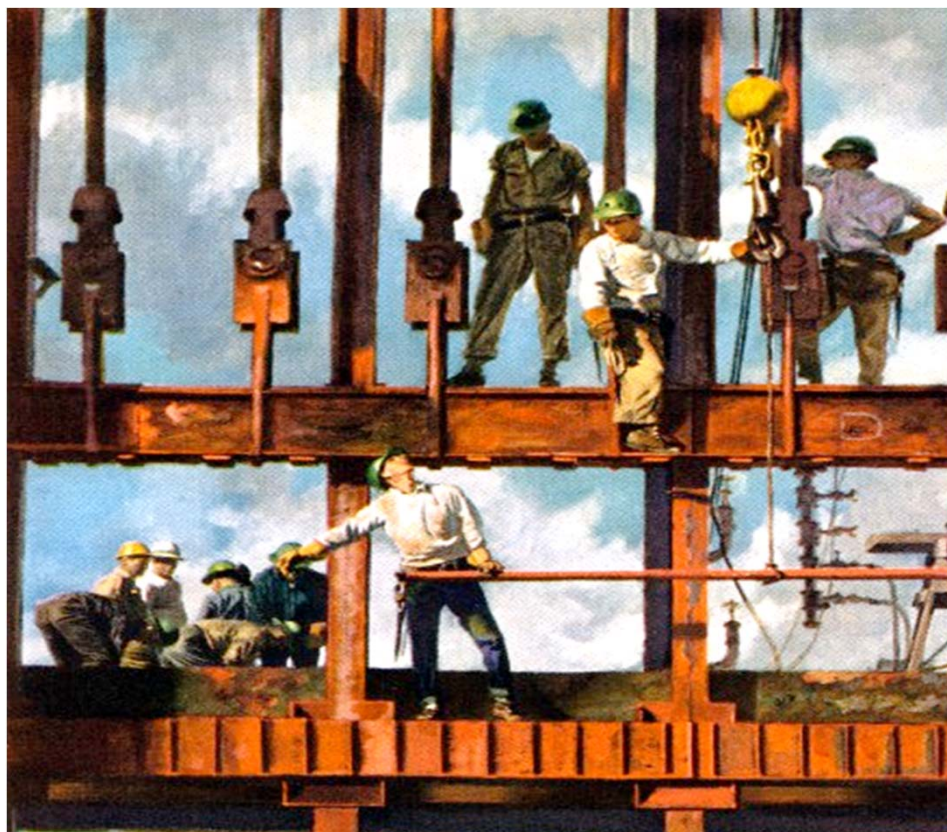
# LAVORARE IN ASTALDI

**IL MONDO DEI CANTIERI**

## IL CANTIERE: UNA SCELTA DI VITA



## IL CANTIERE: UNA PALESTRA DI MANAGEMENT



*Dalle cose più semplici a quelle più complesse il cantiere può essere considerato una palestra di management tra le migliori.*

## IL CANTIERE: UNA SCELTA DI LIBERTÀ



## IL CANTIERE: UNA SCELTA DI VITA

*« Ritengo sia una delle attività più belle che l'uomo possa fare. Il cantiere in piena attività è uno spettacolo tra i più entusiasmanti. Più si è parte di questa attività e più ci si sente orgogliosi. Se addirittura la si dirige, allora ci si trasforma in numeri uno ed il gusto di poterlo fare non ha paragoni»*

Ing. Zucconi



# I MANAGER DEL FUTURO

LA SELEZIONE DI NEO LAUREATI IN ASTALDI

## DESTINATARI DEL PROGETTO

### REQUISITI OGGETTIVI

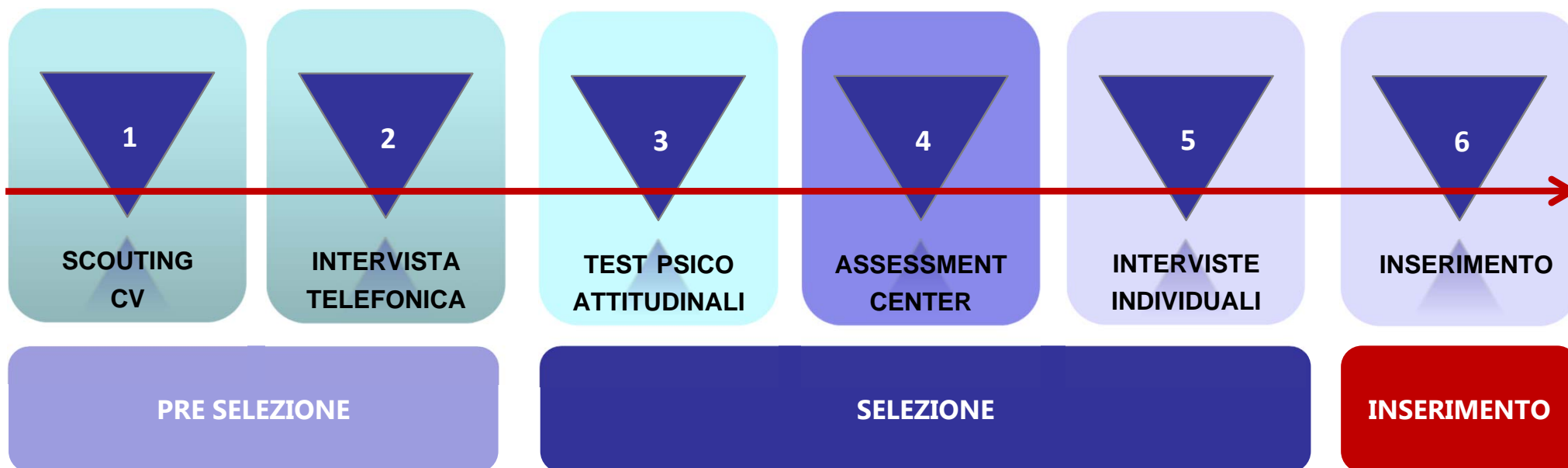
- **LAUREA IN ING. CIVILE, ING. AMBIENTE E TERRITORIO, ING. MECCANICA, LAUREA IN MATERIE ECONOMICHE**
- **VOTO DI LAUREA ( DA 100\110)**
- **ETÀ MASSIMA 28 ANNI**
- **BUONA CONOSCENZA DELLA LINGUA INGLESE E DI UNA SECONDA LINGUA TRA QUELLE DI MAGGIOR USO NEL GRUPPO**

### DOTI E ATTITUDINI

- **PASSIONE PER I PROGETTI**
- **ALTRUISMO**
- **CAPACITÀ DI ADATTAMENTO**
- **DESIDERIO DI AVVENTURA**
- **OTTIMISMO**
- **ONESTÀ**
- **VOGLIA DI FARE E PRODURRE**
- **DESIDERIO DI APPRENDIMENTO**

## LE FASI DEL PROGETTO

**IL PROCESSO DI SELEZIONE PREVEDE PIU' FASI**





## LE FASI: PRE SELEZIONE

### PRE SELEZIONE

1

SCOUTING CV

2

INTERVISTA TELEFONICA

#### **L'ACQUISIZIONE DEI CURRICULA DI NEO LAUREATI AVVIENE ATTRAVERSO:**

- ✓ LA SEZIONE "LAVORA CON NOI" A CUI ACCEDERE MEDIANTE IL NOSTRO SITO [WWW.ASTALDI.IT](http://WWW.ASTALDI.IT)
- ✓ LINKEDIN - [HTTP://WWW.LINKEDIN.COM/COMPANY/ASTALDI/CAREERS](http://WWW.LINKEDIN.COM/COMPANY/ASTALDI/CAREERS)
- ✓ CAREER DAY



## LE FASI: SELEZIONE

### SELEZIONE

3

**TEST PSICO  
ATTITUDINALI**

**TEST DI PERSONALITA'**

**PREFERENZE PERSONALI  
E MOTIVAZIONALI**

4

**ASSESSMENT  
CENTER**

**SET DI PROVE DI GRUPPO**

**RILEVAZIONE CAPACITA'  
LOGICHE**

5

**INTERVISTE  
INDIVIDUALI**

**INTERVISTA ONE-to-ONE**

**CON SELEZIONATORI  
ASTALDI**

## LE FASI: INSERIMENTO

### INSERIMENTO: 2 ANNI

#### OBIETTIVI

- **FORMAZIONE SUI PROCESSI GESTIONALI, SULLA CULTURA DEL GRUPPO**
- **ALTERNANZA TRA FORMAZIONE ON SITE E FORMAZIONE D'AULA**
- **ORIENTAMENTO E SUPPORTO NELLA DEFINIZIONE DEL PERCORSO DI CARRIERA**
- **RIDUZIONE DEL TURNOVER**

#### MONITORAGGIO

- **TUTOR PER LA FORMAZIONE ON SITE**
- **SCHEDE DI SINTESI - FOLLOW UP**
- **MONITORAGGIO PERIODICO DELL'APPRENDIMENTO**

## COME INVIARE IL PROPRIO CV

Inviare la propria candidatura è semplice: è sufficiente consultare la sezione **LAVORA CON NOI** presente sul sito Astaldi. Qualora le posizioni aperte non fossero in linea con il proprio profilo, è comunque possibile inviare una candidatura spontanea.



- INFO ANAGRAFICHE – DATI PERSONALI E ANAGRAFICI
- FOTO
- PERCORSO SCOLASTICO: TIPOLOGIA CORSO STUDI E VOTO DI LAUREA
- DESCRIZIONE PROGETTI ESTERO/ERASMUS: DESTINAZIONE E DURATA
- DESCRIZIONE DI ESPERIENZE EXTRA CURRICULARI
- DESCRIZIONE DI SPORT E PASSIONI (SEGNALARE SPORT PRATICATI A LIVELLO AGONISTICO)
- INSERIMENTO AUTORIZZAZIONE DATI PERSONALI



# Questions & Answers



An elegant hybrid solution to cross the Bosphorus strait with a mixed-traffic bridge, in an ever-expanding urban context



*SEDE CENTRALE*  
Astaldi S.p.A  
Via Giulio Vincenzo Bona n. 65  
00156 Roma – Italia  
[www.astaldi.com](http://www.astaldi.com)