

BATTAGGIA Fabio, CEO of Grandi Stazioni SpA

born Rome, Jan. 31, 1959

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educ.: 1983, degree cum laude in Economics, La Sapienza University of Rome; specialization in advanced transportation management, K.L. Kellogg Graduate School of Management, Northwestern Univ. (USA)

car.: Junior Product Mgr., Johnson&Johnson; Account Director Saatchi & Saatchi Advertising. In Alitalia (national airline) as Distribution and Passenger sales service Mgr., Board member of several national and international joint ventures. Marketing and development Mgr. at IBM, London. Business Development Mgr. Aeroporti di Roma. From 2001 to 2007: CEO of Sagat (Turin Airport); Chairman of Sagat Engineering and Air Cargo; CEO of Aeroporti Holding, Sagat Handling and ADR International Airports South Africa Ltd. Board member at ACSA Ltd. (South African airports company), Sigma Travel System., Galileo International Ltd. (UK) and Covia partnership Ltd. (USA). In July 2007, joined the Board of Directors of Grandi Stazioni SpA (Ferrovie dello Stato Italiane Group service company for upgrading and management of the fourteen major Italian railway stations). From 2004 to 2010, CEO of ADF (Florence Airport Company), Chairman Parcheggio Peretola and Board Member of G. Marconi Bologna Airport Company. Since February 2008, CEO of Grandi Stazioni SpA.

Innovation Drives the changes

Fabio Battaglia, CEO of Grandi Stazioni

Grandi Stazioni **upgrades, improves** and **manages** Italy's 14 largest Railway Stations, and it is a successful example of **PPP** in the Railways Stations field.

Novelty and Innovation have always been a **key element** for the **Company's growth** and market consolidation since its foundation (2000). Innovation, as a culture spread out inside all the levels of the Company organization, is leading the transition of Grandi Stazioni towards **better performance for Customers, Shareholders and Stakeholders**.

From **new design** and **technical solutions** to a **new Retail approach** and **Tenant selection process**, from the **new Digital Media** to the **web 2.0 approach to the Customers**, the *fil rouge* of Innovation is a benchmark in all the major Company decisions.

Mr Fabio Battaglia, Grandi Stazioni CEO, in his speech describes the **guide line of the strategy** and the **key drivers of Grandi Stazioni actions** in the main business area, together with the most interesting **results** and the **development projects** in the future.



ROME TIBURTINA - NEW HIGH SPEED STATION

Commercial launch: end of 2013.
GLA: 18,600 sqm.



TERMINI RESTYLING & RELAUNCH

New Mezzanine (ca. 7,000 sqm, of which 4,600 sqm of GLA plus seating/public areas).
New Parking over the tracks (ca. 1,330 slots).
Restyling of commercial galleries (Metro Forum and main gallery).
Progressive opening (from 2016 on).



NAPLES - NEW COMMERCIAL MALL

GLA: 6,700 sqm.
Interconnection between new Metro, Railway Station and Garibaldi Square.
Opening end of 2014.



BOLOGNA HIGH SPEED STATION

GLA: 4,700 sqm.
Opening Q2 2014.

Conclusions

Grandi Stazioni believes that we are now

in a new era of Railway Stations Renaissance.

Future will give Stations the opportunity to play a key role

in the Urban Development and in the City Retail.

In this context, Innovation represents

a key success factor that can't be ignored.

New developments have to be integrated with stations' original Mission,

to serve Travelers and Citizens at top international standards.