



# 1009 Results Presentation

April 30<sup>th</sup>, 2009



## Grupo ACS 1Q09 Relevant Facts

Operating results showed a good performance

Despite the economical and financial environment

Unión Fenosa sale completed

Cash proceeds received

Strength of the financial structure of the Group

Focus on non recourse debt backed by cash-flow rich assets

Novation of the Iberdrola equity swap

Grupo ACS has 12.6% of voting rights



# Grupo ACS 1Q09 Results: Key figures

# **Sustained Positive Operating Performance**

€ 4,080 mn	+1.6 %
€ 383 mn	+4.9 %
€ 287 mn	+0.7 %
€ 301 mn	+11.2 %
€ 1,306 mn	+118.1 %
	€ 383 mn  € 287 mn  € 301 mn

<sup>\*</sup> Profit after taxes not including exceptional results



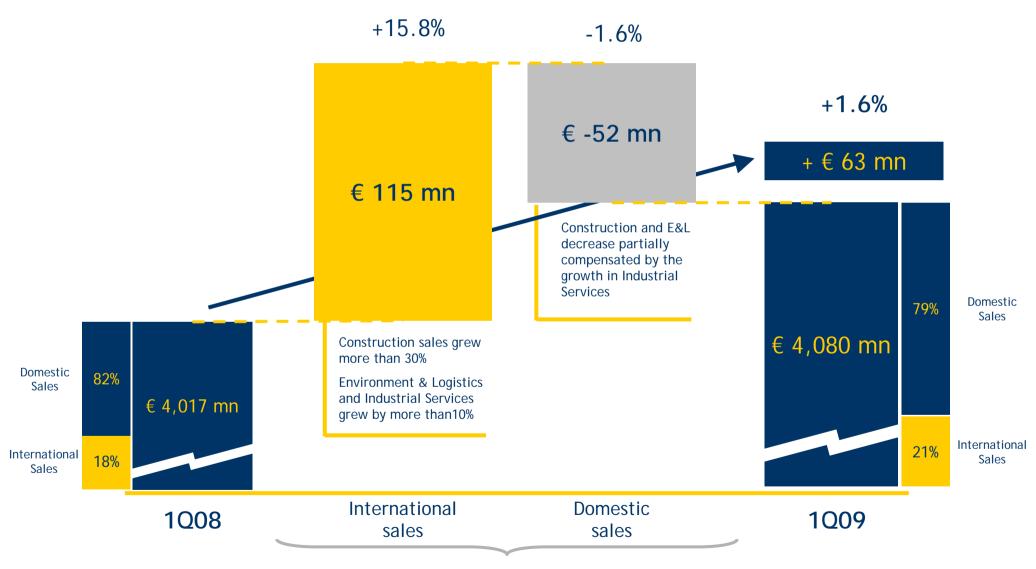
# Grupo ACS 1Q09 Results: Key figures

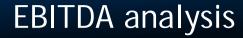
## **Improved Financial Structure**

Total Net Debt	€ 8,983 mn	
Net Debt with Recourse	€ 123 mn	€ 5,461 mn in Iberdrola and Hochtief financing vehicles,
Non Recourse Financing	€ 8,860 mn	including the novation of the equity swap
Net Worth	€ 3,848 mn	€ 3,399 mn in project finance
Shareholder's Equity	€ 3,619 mn	marioc
Minority Interests	€ 229 mn	

- ➤ Unión Fenosa proceeds reduce Net Debt with recourse to 0.1x EBITDA
- ▶Iberdrola equity swap novated, incorporating €2.3 bn of non recourse debt to the balance sheet

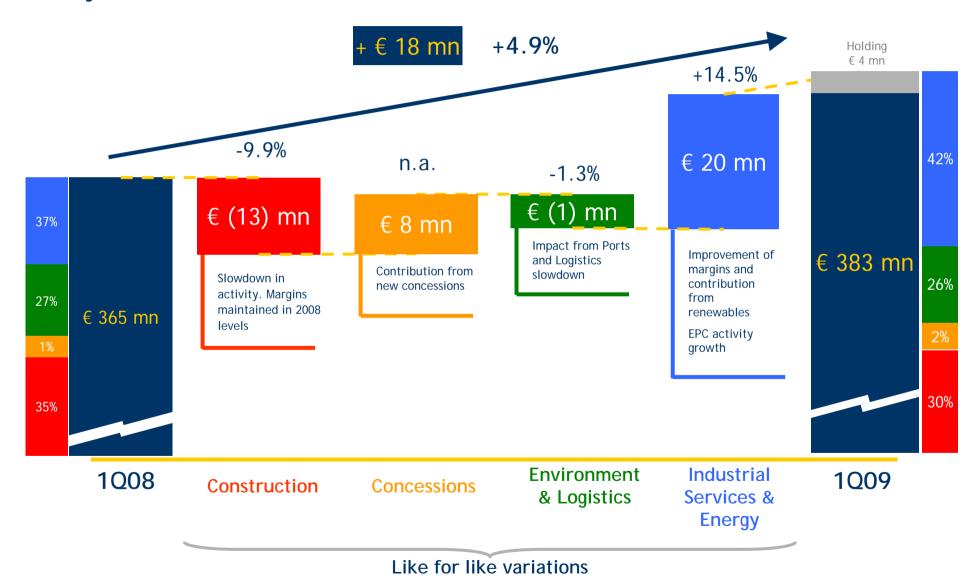








### January - March





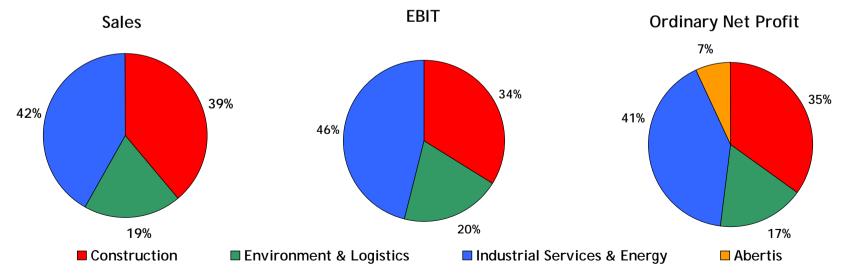
# Net Profit analysis

€ mn	Mar 08	Mar 09	Var.
Construction Net Profit	75	69	-8.3%
Concessions Ordinary Net Profit	4	(7)	n.s.
<b>Environment and Logistics Net Profit</b>	34	34	+0.4%
Industrial Services & Energy Net Profit	74	82	+10.1%
Listed Companies / Holding & Others	84	123	+46.4%
Ouding and Net Due 6th	074	004	44.00/
Ordinary Net Profit	271	301	+11.2%
plus: Capital gain 35.3% UNF	-	1,005	+11.2%
•	271 - 219		+11.2%
plus: Capital gain 35.3% UNF	-		+11.2%



# 1009 Operating Results Breakdown by activity

Euro Million	Constr	uction	Environ Logis		Industrial S Ene	
Turnover	1,587	-9.9 %	769	+0.4 %	1,721	+10.0 %
International Turnover	196	+30.8 %	110	+19.2 %	536	+10.1 %
% over total	12%		14%		31%	
EBITDA	118	-9.9 %	100	-1.3 %	161	+14.5 %
Margin	7.5%	+0bp	13.0%	-20bp	9.4%	+40bp
EBIT	98	-11.3 %	57	-9.3 %	134	+11.5 %
Margin	6.2%	-10bp	7.5%	-70bp	7.8%	+10bp
Net Profit	69	-8.3 %	34	+0.4 %	82	+10.1 %
Margin	4.3%	+0bp	4.4%	+0bp	4.8%	+10bp
Backlog	11,071	-7.3 %	17,366	+9.1 %	6,483	+5.1 %



<sup>\*</sup> Note1: Abertis contribution is calculated according to its contribution to the net profit, once subtracted the financial expenses from its book value

<sup>\*</sup> Note 2: The percentages are calculated according to the activities considered in each graph

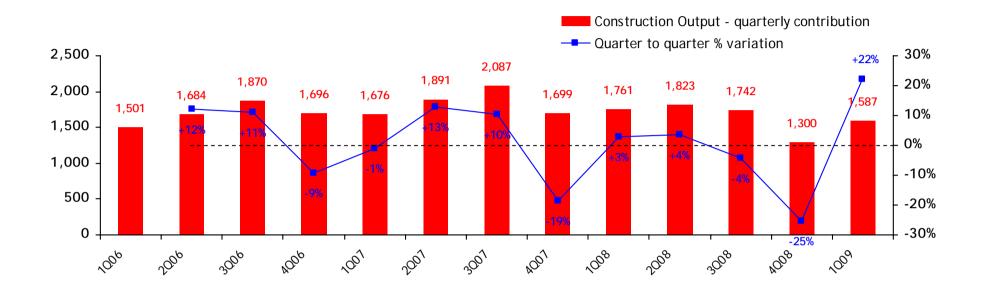


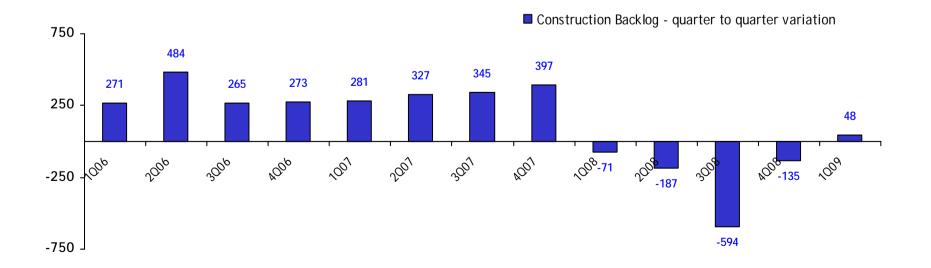
# 1009 Operating Results Breakdown by activity

#### Backlog 1Q09 Sales 1Q09 MIIIIon Euros 14% 15% Backlog Var. Var. Sales Construction 1,587 -9.9 % 11,071 -7.3 % 21% Civil Works 1,036 +7.0 % -1.7% 8,833 65% Non Residential Building 1,657 329 -24.2 % -17.6 % Residential Building 222 -27.9 % 581 -61.1 % 80% Million Euros 51% +0.4 % +9.1 % 31% **Environment & Logistics** 769 17,366 **Environmental Services** 393 +12.0 % 9,900 +3.6 % 37% Ports & Logistics Services 136 -26.2 % 6,378 +19.8 % 57% +4.0 % +4.7 % Facility Management 240 1,088 Million Furos 18% **Industrial Services** 1,721 +10.0 % 6,483 +2.8 % +0.5 % 4,196 **Support Services** 1,057 39% +2.9 % Networks 223 **Specialized Products** 574 -0.5 % +0.9 % **Control Systems** 260 **EPC Projects & Energy** +9.6 % 691 +28.4 % 2,287 Adjustments -27



# Construction Activity Evolution







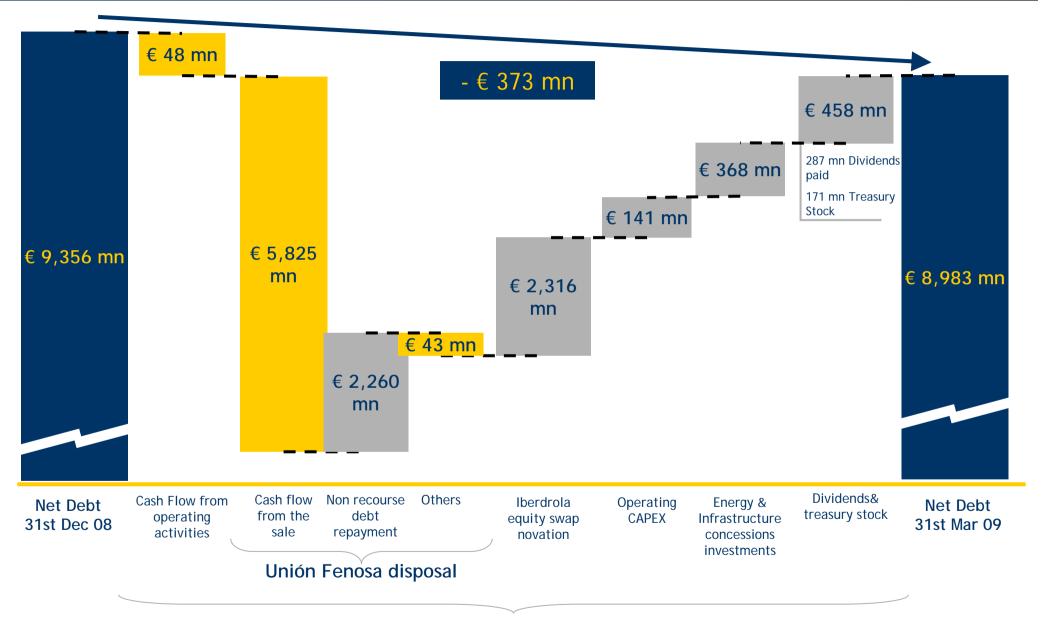
# Balance Sheet Key Figures

Million Euros	Dec 2008		Mar 2009	
Tangible Fixed Assets LT financial investments Other non-current assets	5,306 7,081 2,233	700	5,629 7,993 2,156	4400
Total fixed assets	14,619	70%	15,778	112%
Working Capital	(2,295)	-11%	(1,719)	-12%
Net Assets held for sale*	8,438	41%	2	0%
Total Net Assets	20,762	100%	14,061	100%
Net Worth Shareholders' Equity Minority Interests	9,913 3,402 6,511	48%	3,848 3,619 229	27%
Net Debt	9,356	45%	8,983	64%
Non Recourse Financing Net Debt With Recourse	6,422 2,934		8,860 123	
Other non financial liabilities	1,493	7%	1,230	9%

<sup>\*</sup> Assets held for sale less liabilities from these assets, which correspond to Unión Fenosa

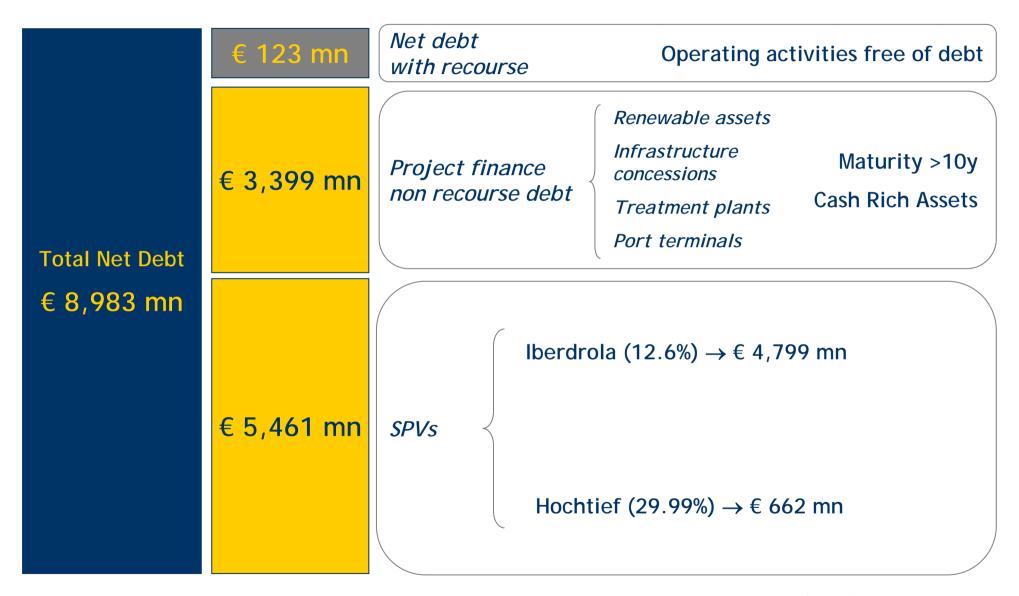


# 1009 Debt Evolution Analysis





### Net debt situation: March 09

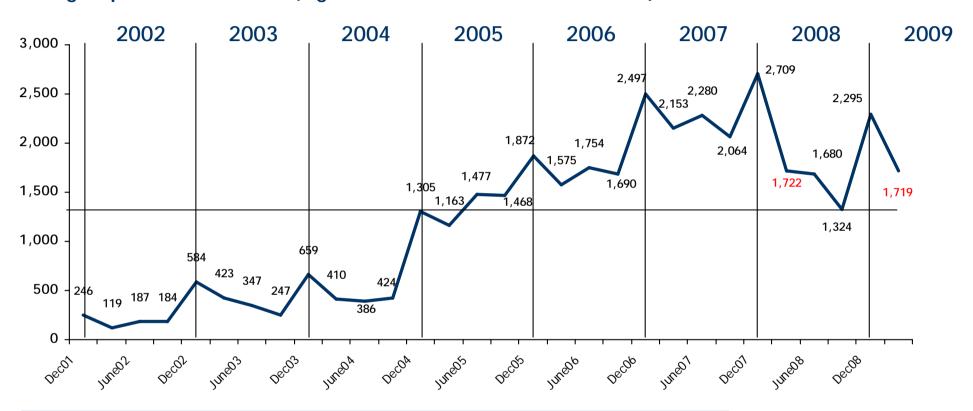


Total Net Debt / Annualized EBITDA + Dividends from affiliates (09e) = 4.8x



## Working capital evolution: Historical trends

Working capital evolution\* (figures in credit balances, mn€)



Year to year variation of Working Capital, comparing 1Q09 vs. 1Q08, shows no significant variation

Average credit balance in the 1Q during the last 4 years accounts for € 1,792 million

Good performance in a difficult environment

<sup>\*</sup> Excluding UNF figures



# 1009 Capex breakdown

Euro Million	Gross Investment	Disposals	Net Investment
Construction	31	-4	27
Concessions	34	0	34
Environment & Logistics	77	-3	74
Industrial Services	339	-5	334
Holding & others	2,354	-5,825	-3,471
TOTAL	2,836	-5,837	-3,001

### Holding:

• Novation of 5.1% Iberdrola equity swap

#### Construction:

· Equipment and specialized machinery

### **Concessions:**

Son Dureta hospital and Line 9 of Barcelona's subway

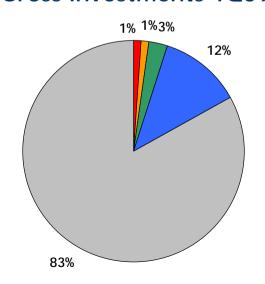
### **Environment & Logistics:**

• Environmental assets and international treatment plants

### **Industrial Services:**

Renewable energy projects: thermosolar plants (€ 173 mn) and wind farms (€ 104 mn)

### **Gross Investments 1009**





- Operating activities performance remains robust
  - Operating growth is backed by diversification
  - Increasing the international profile of the Group
  - Overall backlog close to € 35 bn, highly diversified
- > Well distributed and solid financial structure
  - No debt at operating businesses → Growth opportunities
  - Self financing asset-backed non recourse debt is 99% of net debt
- Maintenance of full year targets



ACS continues delivering value for shareholders



