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# 1 Executive Summary

#### **COVID - 19 IMPACT**

The current situation caused by the global coronavirus outbreak has had the following impacts on ACS Group during the first half of the year:

- Abertis has been substantially affected by the lockdown and mobility restrictions introduced in most of the countries where it operates, causing drastic falls in the average daily traffic since mid-March and considerably affecting the results. Thus, Abertis' Net Profit contribution to the Group in H1 2020 has been reduced. As restrictions have been lifted, traffic has gradually recovered, mainly in Spain and France.
- Clece, during the state of alert, halted or significantly reduced the cleaning and maintenance activities of those social infrastructures that ceased their activity, such as schools or leisure centres, non-essential facilities and air transport. However, activity in hospitals and public facilities were reinforced.
- Construction activity has been considered as essential in most of the countries, therefore COVID-19 impact has been more limited. There was no significant impairment on operating margins.
- Likewise, Industrial Services activities had a mild impact, meaning only a slowdown of the activity in some regions. Operating margins were not affected.



### 1.1 Main figures

Grupo ACS	po ACS Key operating & financial figures					Ex Abertis
Euro Million	6M19	6M20	Var.	6M19	6M20	Var.
Turnover	18,817	18,337	-2.6%	18,817	18,337	-2.6%
Backlog	76,502	75,812	-0.9%	76,502	75,812	-0.9%
Months	24	23		24	23	
EBITDA (1)	1,621	1,345	-17.0%	1,492	1,391	-6.8%
Margin	8.6%	7.3%		7.9%	7.6%	
EBIT (1)	1,098	859	-21.8%	969	904	-6.7%
Margin	5.8%	4.7%		5.1%	4.9%	
Attributable Net Profit	523	361	-30.9%	419	398	-5.1%
EPS	1.70 €	1.21 €	-28.9%			
Net Investments	1,008	672	-33.3%			
Investments	1,125	957				
Disposals	118	285				
Total Net (Debt)/Cash	(725)	(2,699)	n.a.			
Businesses' Net (Debt)/Cash	(610)	(2,573)				
Project Financing	(115)	(126)				

Data presented according to ACS Group management criteria.

- Sales in the period accounted for € 18,337 million, decreasing 2.6%. The spread of the pandemic caused a general slowdown of the activity during Q2 2020, with a sales impact of -8%.
- Backlog reached 75,812 showing a decrease of 0.9% in the last twelve months.
- The Group's EBITDA was affected by Abertis' negative contribution. Not considering this effect, EBITDA accounted for € 1,391 million, decreasing by 6.8%, during the period. EBIT was also affected by the lesser contribution coming from Abertis. Not considering this impact, EBIT stood at € 904 million, decreasing by 6.7% in comparable terms.

Grupo ACS	Main operating figures detail				
Euro Million	6M19	6M20	Var.		
Backlog	76,502	75,812	-0.9%		
Direct	71,952	69,308	-3.7%		
Proportional(1)	4,550	6,504	+42.9%		
Work Done	19,409	18,867	-2.8%		
Direct	18,817	18,337	-2.6%		
Proportional(1)	593	530	-10.6%		
EBITDA	1,621	1,345	-17.0%		
Direct	1,447	1,338	-7.5%		
Operating equity method results(2)	174	7	-96.0%		
EBIT	1,098	859	-21.8%		
Direct	924	852	-7.8%		
Operating equity method results(2)	174	7	-96.0%		

<sup>(1):</sup> Refers to the proportional stake of the operating Joint Ventures and projects not fully consolidated in the Group (2): Includes Abertis' contribution

<sup>(1)</sup> It includes "Results from Equity Method of operating activities": the result corresponds to associates (including Abertis' contribution to the Group) and Joint Ventures which belong to the ordinary activity.



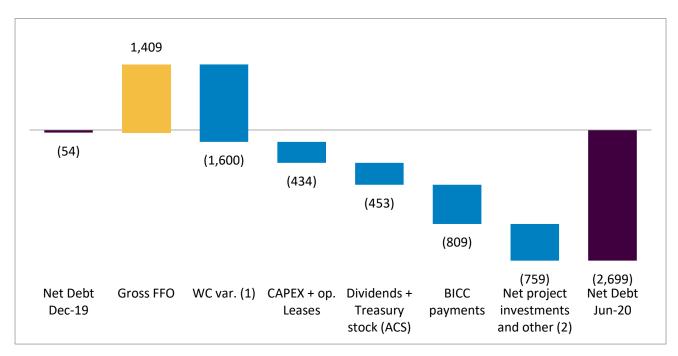
- The Group's H1 2020 Net Profit reached € 361 million. Not considering Abertis, Net Profit reached € 398 million, 5.1% less than H1 2019.

Grupo ACS Net Profit breakdow			
Euro Million	6M19	6M20	Var.
Infrastructures	294	161	-45.4%
Construction	184	177	-3.7%
Concessions (1)	110	(16)	n.a.
Industrial Services	221	206	-7.0%
Services	19	1	-96.8%
Corporation	(12)	(6)	-48.0%
TOTAL Net Profit	523	361	-30.9%
Abertis contribution	104	(37)	n.a.
Net Profit ex Abertis	419	398	-5.1%

<sup>(1)</sup> It includes Abertis' net contribution

- The Group maintained a € 2,699 million net debt position as of June 30<sup>th</sup> 2020, 1.0x annualized EBITDA.
- Net debt variation during this first half is due to the seasonality of the period which implies a
  cash outflow due to changes in working capital, a lesser use of factoring, the exit from BICC and
  investments during the period.

### H1 net debt evolution (€ mn)



- (1) Impact from factoring balance reduction in € 215 million during the first half.
- (2) It includes Hochtief share acquistion (€ 105 million) and Cimic's (€ 189 million)



#### 1.2 Disclosures to CNMV

#### a) Dividends

- On December 12<sup>th</sup> 2019, in use of the delegation granted by agreement of the Company's General Shareholders Meeting held on May 10<sup>th</sup> 2019 the Board of Directors signed off the execution of the second scrip dividend system. The dividend was paid in March 2020 worth € 0.449 per share. 66% of ACS capital opted for remuneration in shares.
- Likewise, the General Shareholders Meeting held on May 8<sup>th</sup> 2020, signed off the scrip dividend for 2020 worth approximately € 1.99 per share to be executed in two instalments: the first one in July 2020 worth approximately € 1.54 per share and the second one in February 2021 worth € 0.45 per share. 65% of ACS capital opted for remuneration in shares paid by July 7<sup>th</sup>.
- Due to market conditions, the amount resulting from July's complementary scrip dividend resulted in € 1.38 per share, less than the agreed amount in the AGM; therefore, the Board of Directors on its meeting held on June 19<sup>th</sup> 2020 approved an additional dividend worth € 0.16 per share, which was paid by July 6<sup>th</sup> 2020.

### b) Corporate Governance

- On March 22<sup>nd</sup> 2020, ACS reported the decease of the Deputy Chairman and Board member Mr. José María Loizaga Viguiri.
- On May 8<sup>th</sup> 2020, ACS General Shareholders Meeting approved the renewal of the Proprietary Directors Mr. Mariano Hernández Herreros and Mr. Javier Echenique Landiríbar.
- On May 14<sup>th</sup> 2020, ACS, Actividades de Construcción y Servicios S.A. Board of Directors agreed to choose Counsellor Mr. Pedro López Jiménez, as member of the Audit Commission.

#### c) Acquisitions and transfer of shares

 On January 3<sup>rd</sup> 2020, ACS Group announced and initial agreement, through its subsidiary ACS Servicios, Comunicaciones y Energía, S.L., to partially sell PV projects in Spain.

On January 22<sup>nd</sup> 2020, ACS Group reached an agreement with Galp Energy Group for the sale of its stake in these PV projects in Spain, together with additional ones to be developed and put into operation from 2020 to 2023, with an overall installed capacity of 2,930 MW. Total EV aimed to be reached is about € 2,200 million, generating approximately € 330 million Net Profit for the Group, of which € 250 million were accounted for in 2019.

The abovementioned agreement was modified last July with the creation of a Joint Venture that groups together the projects which are already operative and a first set of those which are under development, from which Galp acquires 75.01% worth € 300-500 million, and ACS maintains its 24.99% stake with a joint control government structure. The remaining projects will be gradually incorporated to this Joint Venture. The transaction is conditioned to the common authorizations for this type of transactions, including the approval of the European Commission competence authorities.

 On April 24<sup>th</sup> 2020, ACS Group, through its subsidiary IRIDIUM S.A., executed the sale contract, together with Hermes Infrastructure fund, of 74% of its capital in a company which had all the stake that the Group had in six shadow toll concessions in Spain. The transaction was carried out with an



EV (100%) worth € 950 million and with capital gains worth € 40 million for the stake sold (74%). These capital gains were partially accounted in 2019.

On July 29<sup>th</sup> 2020, CIMIC Group announced the signing of an exclusive agreement with Elliot regarding the possible 50% investment in Thiess capital which would allow a joint control by CIMIC and Elliot. The entry of an equity partner in Thiess would allow to take advantage of growing opportunities in the mining sector and maintain CIMIC's strong balance sheet.

#### d) Loans, credits, guarantees, and other financial instruments

- Following a binding agreement signed on March 18<sup>th</sup> 2020, on April 6<sup>th</sup> 2020 ACS formalized a derivative contract on its own shares with a financial institution for a maximum of 12,000,000 shares with a Call Option in favour of ACS at a strike price of € 14 per share and a Put Option in favour of the financial institution at a strike price of € 10 per share to be adjusted according to future dividends and to the final price execution. Maturing in November 2<sup>nd</sup> 2020 to March 31<sup>st</sup> 2021, at the rate of 115,385 shares per day.
- On April 13<sup>th</sup> 2020, ACS signed a binding derivative agreement on its own shares (Reverse collar) with a financial institution for an initial total amount of 8,000,000 shares divided into two tranches: the first one of 4,000,000 shares with a Call Option in favour of ACS at a strike price of € 17.5 per share and a Put Option in favour of the financial institution at a strike price of € 14.5 per share; the second one of 4,000,000 shares (extensible in option of the financial institution in other 4,000,000 shares), with a Call Option in favour of ACS at a strike price of € 19.5 per share and a Put Option in favour of the financial institution at a strike price of €16.5 per share. It will be effective from April 14<sup>th</sup> 2020 until May 31<sup>st</sup> 2021. Options are settled in cash at the exclusive option of ACS.
- On June 8<sup>th</sup> 2020, ACS went to the Euromarkets to issue a 5-year senior bond worth € 750 million maturing on June 17<sup>th</sup> 2025 and with an annual coupon of 1.375%.

### e) Others

- On February 24<sup>th</sup> 2020, ACS announced an agreement to launch a buyback program of its own shares in accordance with the authorization granted by 2019 General Shareholders Meeting. The maximum number of shares to be acquired under the Buyback Program is 10,000,000 ACS shares, which means approximately 3.18% of its share capital as of the date of this communication. On its side, the maximum investment will be of € 370,000,000. The program will remain in force until September 30<sup>th</sup> 2020.
- On May 25<sup>th</sup> 2020, ACS agreed to modify the share buyback program (the "Buyback Program" notified to the CNMV on February 24<sup>th</sup> 2020, extending the maximum purchase shares' number to 12,000,000 as well as the maximum investment up to € 660 million and extending the deadline to March 31<sup>st</sup> 2022.



# **2** Consolidated Financial Statements

## 2.1 Income Statement

Grupo ACS			Consolidated	income S	tateme
Euro Million	6M1	9	6M2	.0	Var.
Net Sales	18,817	100.0 %	18,337	100.0 %	-2.6%
Other revenues	211	1.1 %	262	1.4 %	+24.19
Total Income	19,028	101.1 %	18,599	101.4 %	-2.3%
Operating expenses	(13,461)	(71.5 %)	(13,317)	(72.6 %)	-1.1%
Personnel expenses	(4,120)	(21.9 %)	(3,944)	(21.5 %)	-4.3%
Operating Results from Equity Method*	174	0.9 %	7	0.0 %	-96.09
Operating Cash Flow (EBITDA)	1,621	8.6 %	1,345	7.3 %	-17.09
Fixed assets depreciation	(495)	(2.6 %)	(469)	(2.6 %)	-5.1%
Current assets provisions	(28)	(0.2 %)	(17)	(0.1 %)	-39.59
Ordinary Operating Profit (EBIT)	1,098	5.8 %	859	4.7 %	-21.89
Impairment & gains on fixed assets	(0)	(0.0 %)	31	0.2 %	n.a
Other operating results	(32)	(0.2 %)	(46)	(0.3 %)	+46.5
Operating Profit	1,067	5.7 %	843	4.6 %	-20.99
Financial income	110	0.6 %	87	0.5 %	-21.1
Financial expenses	(248)	(1.3 %)	(223)	(1.2 %)	-9.8%
Ordinary Financial Result	(138)	(0.7 %)	(137)	(0.7 %)	-0.8%
Foreign exchange results	22	0.1 %	(31)	(0.2 %)	n.a
Changes in fair value for financial instruments	18	0.1 %	(78)	(0.4 %)	n.a
Impairment & gains on financial instruments	2	0.0 %	116	0.6 %	n.a
Net Financial Result	(95)	(0.5 %)	(130)	(0.7 %)	+36.7
Non Operating Results from Equity Method*	2	0.0 %	4	0.0 %	+87.6
PBT of continued operations	973	5.2 %	717	3.9 %	-26.39
Corporate income tax	(242)	(1.3 %)	(210)	(1.1 %)	-13.19
Net profit of continued operations	732	3.9 %	507	2.8 %	-30.79
Profit after taxes of the discontinued operations	0	0.0 %	0	0.0 %	n.a
Consolidated Result	732	3.9 %	507	2.8 %	-30.79
Minority interest	(209)	(1.1 %)	(146)	(0.8 %)	-30.19
Net Profit Attributable to the Parent Company	523	2.8 %	361	2.0 %	-30.99



### 2.1.1 Sales and Backlog

- Sales during the period rose up to € 18,337 million, decreasing by 2.6%. The spread of the pandemic together with the applied restrictions in most of the countries worldwide have slowed down the global activity.
- Sales breakdown by geographical areas showed the diversification of the Group's revenue sources, where North America represented 51% of total sales, Asia Pacific 21%, Europe 19%, from which Spain represented 13%, and the remaining regions 6%.

Grupo ACS Sales per Geographic					hical Areas
Euro Million	6M19	%	6M20	%	Var.
Europe	4,046	21.5 %	3,461	18.9%	-14.4%
North America	8,820	46.9 %	9,369	51.1%	+6.2%
South America	1,210	6.4 %	1,387	7.6%	+14.6%
Asia Pacific	4,601	24.4 %	3,867	21.1%	-15.9%
Africa	140	0.7 %	253	1.4%	+80.0%
TOTAL	18,817		18,337		-2.6%

Grupo ACS Sales per Cour					r Countries
Euro Million	6M19	%	6M20	%	Var.
USA	7,700	40.9 %	8,176	44.6%	+6.2%
Australia	3,541	18.8 %	2,910	15.9%	-17.8%
Spain	2,998	15.9 %	2,410	13.1%	-19.6%
Canada	683	3.6 %	780	4.3%	+14.1%
Germany	338	1.8 %	418	2.3%	+23.6%
RoW	3,556	18.9 %	3,643	19.9%	+2.4%
TOTAL	18,817		18,337		-2.6%

- North America maintained a modest growth thanks to the USA and Canadian markets' resistance, which grew by 6.2% and 14.1%, respectively. Likewise, the activity in South America increased by 14.6%, backed by the positive evolution of energy projects, mainly in Brazil.
- Asia and Europe were more affected by the restrictions issued across almost all countries. In particular, activity in Europe decreased by 14.4%, mainly due to Spain, while Germany grew by 23.6% and United Kingdom remained practically stable. On its side, sales' performance in Australia were particularly affected by the exchange rate variation.





Grupo ACS Backlog per Geographical Ar					hical Areas
Euro Million	Jun-19	%	Jun-20	%	Var.
Europe	13,909	18.2 %	15,083	19.9%	+8.4%
North America	33,447	43.7 %	32,590	43.0%	-2.6%
South America	5,149	6.7 %	3,582	4.7%	-30.4%
Asia Pacific	22,435	29.3 %	23,013	30.4%	+2.6%
Africa	1,562	2.0 %	1,545	2.0%	-1.1%
TOTAL	76,502		75,812		-0.9%

The Group's total Backlog at half-end stood at € 75,812 million, decreasing by 0.9%.

Grupo ACS Backlog by cou					y countries
Euro Million	Jun-19	%	Jun-20	%	Var.
USA	27,976	36.6 %	28,018	37.0%	+0.2%
Australia	17,689	23.1 %	20,114	26.5%	+13.7%
Spain	7,401	9.7 %	8,489	11.2%	+14.7%
Canada	4,048	5.3 %	3,545	4.7%	-12.4%
Germany	2,664	3.5 %	2,987	3.9%	+12.1%
RoW	16,724	21.9 %	12,660	16.7%	-24.3%
TOTAL	76,502		75,812		-0.9%

- Australia's Backlog grew by 13.7%, mainly due to mining contracts' extension and perimeter changes related to the incorporation of new businesses.
- On its side, US' Backlog rose to € 28,018 million, from which approximately two thirds corresponded to Turner. After the pandemic impact on the commercial activity during the second quarter, backlog remained almost stable in relation to H1 2019.
- Spanish Backlog increased by 14.7%. The remaining countries in Europe grew by 1.3%, mainly supported by the German Backlog.



### **2.1.2** Operating Results

Grupo ACS	o ACS Operating Results				Ex Abertis
Euro Million	6M19	6M20	Var.	6M20	Var.
EBITDA	1,621	1,345	-17.0%	1,391	-6.8%
EBITDA Margin	8.6%	7.3%		7.6%	
Depreciation	(495)	(469)	-5.1%		
Infrastructures	(417)	(403)			
Industrial Services	(59)	(46)			
Services	(18)	(20)			
Corporation	(1)	(0)			
Current assets provisions	(28)	(17)	-39.5%		
EBIT	1,098	859	-21.8%	904	-6.7%
EBIT Margin	5.8%	4.7%		4.9%	

- The Group's EBITDA was affected by Abertis' negative contribution. Not considering this effect, EBITDA accounted for € 1,391 million, showing a decrease of 6.8%. Margin over sales, ex Abertis, stood at 7.6%, 30 b.p. less compared to H1 2019, mainly due to HOCHTIEF's business mix variation, with more weight given to Turner's activity with a lower risk profile.
- Likewise, EBIT was also affected by the lower contribution from Abertis. Not considering this impact, the balance at half-end stood at € 904 million, decreasing by 6.7% in comparable terms. Ex Abertis, margin over sales was 4.9%, 20 b.p. less in comparable terms, also affected by the business mix.

### 2.1.3 Financial Results

Grupo ACS Financial Re					
Euro Million	6M19	6M20	Var.		
Financial income	110	87	-21.1%		
Financial expenses	(248)	(223)	-9.8%		
Ordinary Financial Result	(138)	(137)	-0.8%		
Infrastructures	(96)	(105)	+9.4%		
Industrial Services	(38)	(31)	-18.1%		
Services	(3)	(3)	+4.6%		
Corporation	0	4	n.a		

- Ordinary financial result remained stable. Financial expenses decreased by 9.8% as a result of less average cost of credit facilities.





Grupo ACS	Financial Result.					
Euro Million	6M19	6M20	Var.			
Ordinary Financial Result	(138)	(137)	-0.8%			
Foreign exchange results	22	(31)				
Changes in fair value for financial instruments	18	(78)				
Impairment & gains on financial instruments	2	116				
Net Financial Result	(95)	(130)	+36.7%			

- Differences in exchange and the effects derived from reasonable value variation from financial instruments, as well as their impairment tests and results had an impact of € 7 million, whilst last year the positive impact was of € 42 million.

## 2.1.4 Net Profit Attributable

Grupo ACS		Net Profit breakdow						
Euro Million	6M19	6M20	Var.					
Infrastructures	294	161	-45.4%					
Construction	184	177	-3.7%					
Concessions (1)	110	(16)	n.a.					
Industrial Services	221	206	-7.0%					
Services	19	1	-96.8%					
Corporation	(12)	(6)	-48.0%					
TOTAL Net Profit	523	361	-30.9%					
Abertis contribution	104	(37)	n.a.					
Net Profit ex Abertis	419	398	-5.1%					

<sup>(1)</sup> It includes Abertis' net contribution.

- ACS Group H1 2020 Net Profit reached € 361 million. Not considering Abertis, Net Profit at June-end reached € 398 million, 5.1% less than H1 2019.
- The effective corporate tax rate stood at 29.7%, 60 b.p. less in the same comparable term.





## 2.2 Consolidated Balance Sheet

Grupo ACS			Consc	olidated ba	lance sheet
Euro Million	Dec-1	<u> 1</u> 9	Jun-	20	Var.
FIXED and NON-CURRENT ASSETS	14,349	37.2 %	13,900	35.5 %	-3.1%
Intangible Fixed Assets	4,169		4,161		-0.2%
Tangible Fixed Assets	2,739		2,653		-3.1%
Equity Method Investments	4,411		4,035		-8.5%
Non current financial assets	915		957		+4.6%
Financial instrument debtors	7		19		n.a
Deferred Taxes Assets	2,106		2,075		-1.5%
CURRENT ASSETS	24,243	62.8 %	25,308	64.5 %	+4.4%
Non Current Assets Held for Sale	2,111		2,037		-3.5%
Inventories	911		896		-1.6%
Accounts receivables	11,552		11,754		+1.7%
Other current financial assets	1,339		1,717		+28.2%
Financial instrument debtors	11		154		n.a
Other Short Term Assets	229		248		+8.5%
Cash and banks	8,089		8,502		+5.1%
TOTAL ASSETS	38,592	100.0 %	39,208	100.0 %	+1.6%
TOTAL ASSETS	30,332	100.0 //	33,206	100.0 /6	71.0%
NET WORTH	5,496	14.2%	4,306	11.0 %	-21.6%
Equity	4,778		4,099		-14.2%
Value change adjustments	(361)		(542)		+50.1%
Minority Interests	1,080		750		-30.6%
NON-CURRENT LIABILITIES	9,041	23.4%	12,331	31.5 %	+36.4%
Subsidies	3		3		-5.1%
Long Term Provisions	1,362		1,286		-5.6%
Long Term Financial Liabilities	6,434		9,852		+53.1%
Bank loans and debt obligations	6,151		9,619		+56.4%
Project Finance	122		107		-12.4%
Other financial liabilities	161		126		-21.7%
LT Operating Lease liabilities	687		659		-4.0%
Financial Instruments Creditors	72		68		-6.2%
Long term deferred tax liabilities	383		343		-10.5%
Other Long Term Accrued Liabilities	100		121		+21.0%
CURRENT LIABILITIES	24,055	62.3%	22,571	57.6 %	-6.2%
Liabilities from Assets Held for Sale	1,187		1,211		+2.1%
Short Term Provisions	1,235		1,110		-10.1%
Short Term Financial Liabilities	3,048		3,067		+0.6%
Bank loans and debt obligations	2,868		2,978		+3.8%
Project Finance	19		18		-1.0%
Other financial liabilities	162		71		-56.4%
ST Operating Lease liabilities	321		315		-1.9%
Financial Instruments Creditors	28		218		n.a
Trade accounts payables	16,756		15,350		-8.4%
Other Short Term liabilities	551 027		1,157		n.a
Financial Liabilities related to BICC	927	400.007	141	400.004	-84.8%
TOTAL EQUITY & LIABILITIES	38,592	100.0%	39,208	100.0 %	+1.6%



#### 2.2.1 Non-Current Assets

- Intangible assets, which amounted to € 4,161 million, included goodwill from past strategic transactions amounting to € 3,111 million, from which € 743 million came from ACS and Dragados Group merger in 2003, and € 1,389 million came from HOCHTIEF's acquisition in 2011. The rest corresponded to the integration of various companies in the Group, mainly in HOCHTIEF.
- Investment balance held by the Equity Method included the stake in Abertis held by ACS and HOCHTIEF, holdings from HOCHTIEF's associated companies, Iridium concessions and certain energy assets from Industrial Services. Concretely, ACS stake (30%) accounted for € 1,829 million, while HOCHTIEF's (20% minus one share) amounted to € 1,230 million. Therefore, total impact on ACS Group balance sheet stood at € 3,059 million.

### 2.2.2 Working Capital

Grupo ACS	Working Capital evolution							
Euro Million	Jun-19	Sep-19	Dec-19	Mar-20	Jun-20			
Infrastructures	(4,190)	(3,575)	(5,862)	(3,613)	(3,926)			
Industrial Services	(1,429)	(1,346)	(1,350)	(1,199)	(1,274)			
Services	(120)	(46)	(31)	(2)	(35)			
Corporation	178	186	128	(36)	(5)			
TOTAL	(5,560)	(4,782)	(7,116)	(4,849)	(5,241)			

- During the last 12 months, net working capital decreased its debit balance by € 319 million due to
  the lesser use of factoring during the period, which decreased in € 333 million in the last twelve
  months. The commercial discount and securitization outstanding balance (factoring) amounted to
  € 1,989 million as of June 30<sup>th</sup> 2020.
- Infrastructures' debit balance decreased compared to the one reported in 2019 year-end after CIMIC's payments in 2020 first quarter related to BICC.

#### 2.2.3 Net Worth

- ACS Group Net worth accounted for € 4,306 million at period-end.
- At half-end Shareholder's Equity included the accrual of July's scrip dividend, but not the capital increase associated to it, which amounted to € 283 million and which was made in July. Not considering this effect, Shareholder's Equity rose up to € 4,382 million. Thus, the change in equity compared to December 2019 is mainly explained by the increase of the treasury balance during the period of around € 300 million.
- The impact on adjustments from value changes is mainly due to the Australian dollar devaluation and other Latin-American currencies during the period, as well as impacts from coverages.
- Purchase of treasury shares in HOCHTIEF and CIMIC as well as the accrual of HOCHTIEF's dividends explained the reduction in minority interest's balance.





Grupo ACS	Net Wor						
Euro Million	Dec-19	Jun-20	Var.				
Shareholders' Equity	4,778	4,099	-14.2%				
Adjustment s from Value Changes	(361)	(542)	+50.1%				
Minority Interests	1,080	750	-30.6%				
Net Worth	5,496	4,306	-21.6%				

NOTE: On July 20<sup>th</sup> a capital increase was executed associated to the flexible dividend worth € 283 million

### **2.2.4** Net Debt

- The Group held a Net Debt position of € 2,699 million.

Net Debt (€ mn) 30 June 2020	Infrastructures	Industrial Services	Services	Corporation	Adjust.	Grupo ACS
LT loans from credit entities	4,433	75	179	1,788	0	6,475
ST loans from credit entities	1,677	311	70	1	(0)	2,059
Debt with Credit Entities	6,110	386	249	1,789	(0)	8,534
Bonds	1,720	752	0	1,590	0	4,062
Non Recourse Financing	80	46	0	0	0	126
Other financial liabilities*	128	26	0	0	0	155
Total External Gross Debt	8,039	1,210	249	3,379	(0)	12,876
Net debt with Group's companies & Affiliates	18	27	0	0	(3)	42
Total Gross Financial Debt	8,057	1,237	249	3,379	(4)	12,918
ST* & other financial investments	954	464	2	301	(3)	1,717
Cash & Equivalents	7,038	1,345	74	45	0	8,502
Total cash and equivalents	7,992	1,809	76	346	(3)	10,219
(NET FINANCIAL DEBT) / NET CASH POSITION	(65)	572	(174)	(3,033)	0	(2,699)
NET FINANCIAL DEBT previous year	1,630	614	(63)	(2,905)		(725)

- The half-term variation was due to the period's seasonality which implies working capital cash outflow, increased by a lower use of factoring, the payment of obligations related to the exit from BICC and investments made during this period.



### 2.3 Net Cash Flows

Grupo ACS					Ne	t Cash Flow
Euro Million		6M19			6M20	
Euro Million	TOTAL	НОТ	ACS exHOT	TOTAL	НОТ	ACS exHOT
Funds from Operating activities	1,179	721	458	1,193	746	446
Dividends from Abertis	432	173	259	216	86	130
Cash Flow from Operating Activities before Working Capital	1,611	894	717	1,409	833	576
Operating working capital variation	(1,189)	(517)	(672)	(1,600)	(967)	(633)
Net CAPEX	(279)	(234)	(44)	(258)	(188)	(70)
Net Operating Cash Flow from continuing activities	143	142	1	(449)	(322)	(127)
Financial Investments/Disposals	(645)	(117)	(527)	(414)	(353)	(62)
Operating Leases (IFRS16)	(180)	(139)	(41)	(176)	(142)	(34)
Payments to BICC	0	0	n.a	(809)	(809)	n.a
Other Financial Sources	3	1	2	(177)	(105)	(72)
Free Cash Flow	(678)	(113)	(565)	(2,025)	(1,730)	(295)
Dividends paid	(44)	(5)	(39)	(72)	(21)	(51)
Treasury Stock	(256)	0	(256)	(381)	0	(381)
Total Cash Flow Generated / (Consumed)	(979)	(118)	(860)	(2,478)	(1,751)	(727)
		I				
Perimeter change (Increase)/decrease	201	(147)	348	(152)	(133)	(18)
Exchange rate (Increase)/decrease	50	10	40	(16)	(9)	(7)
Total Net Debt variation in the Balance Sheet	(728)	(255)	(473)	(2,646)	(1,894)	(752)

## 2.3.1 Cash Flow from Operating Activities

- Cash flow from operating activities before working capital variations amounted to € 1,409 million, stable in comparable terms when excluding Abertis' dividend, which was temporally halved due to COVID-19 impact on the business.
- H1 2020 operating working capital variation resulted in a € 1,600 million cash outflow due to the seasonality of the period in addition to the lesser use of factoring and a temporary working capital deterioration derived from COVID-19.
- On its side, net operating investment reached € 258 million, € 21 million less than last year.



#### 2.3.2 Investments

<b>Grupo ACS</b>						Investments	breakdown
Euro Million	Operating Investments	Operating divestments	NET Operating CAPEX	Project / Financial Investments	Financial Divestments	Net Project / Financial invesments	Total Net Investments
Infrastructures	232	(25)	207	394	(230)	164	371
Dragados	33	(14)	19	(0)	(0)	(0)	19
Hochtief	199	(11)	188	374	(22)	353	541
Iridium	0	0	0	20	(208)	(188)	(188)
Industrial Services	47	(4)	43	272	(23)	250	293
Services	11	(4)	8	(0)	(0)	(0)	7
Corporation	0	0	0	(0)	(0)	(0)	0
TOTAL	291	(32)	258	666	(253)	414	672

- ACS Group H1 2020 total net investment amounted to € 672 million.
- Net CAPEX amounted to € 258 million and mainly corresponded to machinery acquisition for the Group's mining, civil work, and industrial facilities projects.
- Financial and Project net investment reached € 414 million and are detailed as follows:
  - Infrastructure's area invested around € 400 million, from which nearly € 190 million were devoted to the purchase of CIMIC shares. Around € 160 million corresponded to investment in PPP projects and JV in America.
    - On its side, divestments worth over € 230 million included the sale of shadow toll concessions in Spain.
  - Industrial Services area devoted € 270 million mainly to the development of energy assets.

### 2.3.3 Other Cash Flows

- Dividends paid in cash by the Group during the first six months of the year amounted to €72 million. Likewise, during the term ACS allocated € 381 million to share's buyback, which were mostly intended for scrip dividend purposes.
- CIMIC payments to BICC rose to € 809 million during the period.
- Furthermore, "other financial resources item" worth € 177 million corresponded to HOCHTIEF's treasury shares worth € 105 million and to premiums of derivatives over treasury shares in ACS Corporation.



# 3 Evolution per Areas of Activity

### 3.1 Infrastructures

Infrastructures			Key figures
Euro Million	6M19	6M20	Var.
Turnover	14,235	14,049	-1.3%
EBITDA	1,193	970	-18.7%
Margin	8.4%	6.9%	
EBIT	746	559	-25.1%
Margin	5.2%	4.0%	
Net Profit	294	161	-45.4%
Margin	2.1%	1.1%	
Backlog	63,981	63,299	-1.1%
Months	25	24	

NOTE: Infrastructures includes Construction and Concessions activities.

- Sales in Infrastructure reached € 14,049 million, representing a 1.3% decrease. COVID-19 impact slowed down the construction activity, mainly during the second quarter. North America grew by 7.8% thanks to the good performance during the first quarter. Meanwhile, Asia Pacific was down by 17.2% because of the pandemic slowdown and the exchange rate impact. The remaining regions were also affected by restrictions applied by different countries due to the worsening of the pandemic during the second quarter.
- Operating results were impacted by Abertis; its contribution to the Group was of negative € 45 million. Excluding Abertis, EBITDA accounted for € 1,016 million and EBIT reached € 605 million, decreasing by 4.5% and 1.9% respectively.
- Net Profit, not considering Abertis' impact contribution, reached € 197 million, growing by 3.7%.

Infrastructures			Sales per geographical areas				
Euro Million	6M19	% weight	6M20	% weight	Var.		
Spain	597	4.2%	553	3.9%	-7.3%		
Rest of Europe	785	5.5%	776	5.5%	-1.1%		
North America	8,263	58.0%	8,911	63.4%	+7.8%		
South America	170	1.2%	134	1.0%	-21.4%		
Asia Pacific	4,403	30.9%	3,645	25.9%	-17.2%		
Africa	17	0%	30	0.2%	n.a.		
TOTAL	14,235	100%	14,049	100%	-1.3%		

- Backlog at the end of the period stood at € 63,299 million, equivalent to two years of production. Backlog remained almost stable in the US market, while in Asia Pacific backlog grew by 3.8% thanks to mining contract extension and the incorporation of new businesses due to the change in the perimeter in service's activities.



Infrastructures Backlog per geographical								
Euro Million	Jun-19	% weight	Jun-20	% weight	Var.			
Spain	2,592	4.1%	2,520	4.0%	-2.8%			
Rest of Europe	5,553	8.7%	5,683	9.0%	+2.4%			
North America	31,885	49.8%	31,424	49.6%	-1.4%			
South America	1,390	2.2%	466	0.7%	-66.5%			
Asia Pacific	21,523	33.6%	22,332	35.3%	+3.8%			
Africa	1,038	2%	874	1.4%	-15.8%			
TOTAL	63,981	100%	63,299	100%	-1.1%			

### 3.1.1. Construction

Construction											
Euro Million	ι	Dragados			HOCHTIEF (ACS contr.) Adjustments			ments	Total		
	6M19	6M20	Var.	6M19	6M20	Var.	6M19	6M20	6M19	6M20	Var.
Sales	2,189	2,068	-5.5%	12,009	11,947	-0.5%	0	0	14,199	14,015	-1.3%
EBITDA	193	183	-5.1%	909	802	-11.8%	(52)	18	1,049	1,002	-4.5%
Margin	8.8%	8.8%		7.6%	6.7%				7.4%	7.2%	
EBIT	138	142	+3.3%	547	461	-15.6%	(75)	(5)	610	599	-1.8%
Margin	6.3%	6.9%		4.6%	3.9%				4.3%	4.3%	
Net Financial Results	(24)	(44)		(62)	(82)		0	0	(86)	(126)	
Equity Method	0	0		0	0		0	0	0	0	
Other Results & Fixed Assets	(7)	(2)		5	(6)		0	(0)	(3)	(8)	
EBT	106	96	-9.7%	490	374	-23.6%	(75)	(5)	521	465	-10.7%
Taxes	(30)	(25)		(134)	(110)		7	7	(156)	(127)	
Minorities	(0)	(0)		(215)	(161)		35	0	(180)	(161)	
Net Profit	76	71	-6.1%	141	103	-26.6%	(33)	3	184	177	-3.7%
Margin	3.5%	3.5%		1.2%	0.9%				1.3%	1.3%	
Backlog	14,556	13,097	-10.0%	49,425	50,202	+1.6%			63,981	63,299	-1.1%
Months	36	32		23	22				25	24	

Note: The column "Adjustments" includes the removal of Abertis' contribution through HOCHTIEF, PPA adjustments, PPA depreciation, and consequently the impact on tax and minorities.

- Dragados decreased its sales by 5.5% mainly due to the reduction of the European activity. EBITDA margin remained stable while EBIT margin improved in 60 b.p. Thus, Dragados Net Profit reached € 71 million, in line with sales evolution.
- HOCHTIEF sales remained almost stable. Growth in North America offset the pandemic impact in Asia Pacific region, particularly worsen by the Australian dollar exchange rate.

Operating margins increased in core areas except for Abertis' contribution which disrupted EBITDA's growth. Nonetheless, Turner's activity weight, with a lower risk profile, made business mix vary driving to a slight decrease in operating margins.

HOCHTIEF's net profit reached € 202 million, affected by Abertis' negative contribution during the period (€ 18 million). Not considering this impact net result was reduced only 2.9%.



HOCHTIEF														
Euro Million		America		А	sia Pacifi	С		Europe		Holding			Total	
	6M19	6M20	Var.	6M19	6M20	Var.	6M19	6M20	Var.	6M19	6M20	6M19	6M20	Var.
Sales	7,017	7,607	+8.4%	4,352	3,688	-15.2%	574	595	+3.6%	66	57	12,009	11,947	-0.5%
EBITDA	195	218	+11.7%	640	583	-9.0%	50	51	+0.6%	23	(50)	909	802	-11.8%
Margin	2.8%	2.9%		14.7%	15.8%		8.8%	8.5%		0.0%	0.0%	7.6%	6.7%	
EBIT	156	172	+10.0%	346	317	-8.4%	27	24	-10.7%	18	(51)	547	461	-15.6%
Margin	2.2%	2.3%		7.9%	8.6%		4.6%	4.0%		0.0%	0.0%	4.6%	3.9%	
Net Financial Results	(4)	(9)		(57)	(80)		(9)	(7)		8	14	(62)	(82)	
Equity Method	0	0		0	0		0	0		0	0	0	0	
Other Results & Fixed Assets	(0)	(0)		(3)	(7)		8	1		(0)	(0)	5	(6)	
EBT	153	163	+7.1%	286	230	-19.7%	25	18	-27.8%	26	(37)	489	374	-23.6%
Taxes	(41)	(35)		(85)	(69)		(6)	(0)		(2)	(5)	(134)	(110)	
Minorities	(14)	(21)		(63)	(41)		0	0		0	0	(77)	(62)	
Net Profit	98	107	+9.3%	138	119	-13.3%	19	18	-7.7%	24	(42)	279	202	-27.4%
Margin	1.4%	1.4%		3.2%	3.2%		3.4%	3.0%				2.3%	1.7%	

Amongst HOCHTIEF's different areas of activity, it is worth highlighting:

- The 8.4% growth in Hochtief America sales was underpinned by Turner's outperformance. Operating margins remained almost stable and net profit increased by 9.3%.
- Sales in Asia Pacific (CIMIC) decreased by 15.2% due to the impact of COVID-19 and the Australian dollar depreciation.
- Europe showed a good sale's evolution with a conjunctural impact on operating margins related to COVID-19.
- Corporation Net Profit included Abertis' net contribution in the period from HOCHTIEF's stake, amounting to negative € (18) million, versus € 52 million in H1 2019.



#### 3.1.2 Concessions

Concessions			Key figures
Euro Million	6M19	6M20	Var.
Sales	37	35	-5.8%
Iridium	37	35	
Abertis	-	-	
EBITDA	144	(32)	-122.3%
Iridium	14	13	
Abertis	130	(45)	
EBIT	137	(40)	-129.0%
Iridium	7	6	
Abertis	130	(45)	
Net Profit	110	(16)	-115.0%
Iridium	6	20	
Abertis	104	(37)	

#### *Iridium*

- The sale of 74% of the capital of a holding that had all the stake in six shadow toll concession in Spain was agreed in 2019 last quarter. This transaction was completed in 2020 first half.
- Iridium, apart from holding 26% stake in the company owner of the concessions, continues managing and operating these assets.

#### **Abertis**

Abertis' contribution to the Group's Net profit amounted to negative € (36.6) million, from which € (27.3) million corresponded to ACS direct stake, and the remaining € (9.4) million to the indirect stake through HOCHTIEF, once minority interests were deducted.

Abertis	Key figui				
Million euros	6M19	6M20	Var		
Sales	2,592	1,789	-31%		
EBITDA	1,784	1,109	-38%		
Net Profit (Pre PPA)	514	134	-74%		

- The significant reduction of Abertis' contribution was due to the impact of the pandemic on its activity. Revenues were down 31%. Abertis' net profit before PPA stood at € 134 million.
- On April 28<sup>th</sup> Abertis paid 50% of the total dividend amounting to € 875 million. ACS received a total amount of € 216 million. Abertis' General Shareholders Meeting agreed to pay the remaining dividend on 2020 last quarter, subjected to approval by the Board of Directors on COVID 19 impact.
- In June, Abertis completed the acquisition of Red de Carreteras de Occidente (RCO) in Mexico, one of the largest highway operators in the country. The 50.1% investment rose up to € 1,477 million.





### 3.2 Industrial Services

Industrial Services	Key Figures			
Euro Million	6M19	6M20	Var.	
Turnover	3,804	3,540	-6.9%	
EBITDA	413	385	-6.6%	
Margin	10.8%	10.9%		
EBIT	356	332	-6.7%	
Margin	9.4%	9.4%		
Net Profit	221	206	-7.0%	
Margin	5.8%	5.8%		
Backlog	9,794	9,850	+0.6%	
Months	18	19		

- Sales in Industrial Services accounted for € 3,540 million, decreasing by 6.9%, due to COVID-19 impact and therefore less number of renewable energy projects launched.
- The activity in South America increased by 20.5% boosted by the development of energy infrastructures, mainly in Brazil. However, North America region was affected by Mexico, which was particularly affected by both the currency devaluation and the exacerbation of the pandemic during Q2 2020.
- Operating results stood in line with sales, resulting in stable margins based on business diversification, considering both geography and area of activity.
- Net profit accounted for € 206 million, in line with sales evolution.

Industrial Services	Turnover breakdown by activity			
Euro Million	6M19	6M20	Var.	
Support Services	2,105	2,295	+9.0%	
Networks	373	340	-8.8%	
Specialized Products	1,241	1,553	+25.1%	
Control Systems	490	401	-18.1%	
EPC Projects	1,734	1,240	-28.5%	
Renewable Energy: Generation	22	19	-15.2%	
Consolidation Adjustments	(56)	(14)		
TOTAL	3,804	3,540	-6.9%	
International	2,127	2,375	+11.7%	
% over total sales	55.9%	67.1%		





Industrial Services	Sales p	Sales per geographical areas				
Euro Million	6M19	6M19 6M20				
Spain	1,677	1,165	-30.6%			
Rest of Europe	210	220	+4.8%			
North America	556	458	-17.8%			
South America	1,040	1,253	+20.5%			
Asia Pacific	197	222	+12.7%			
Africa	123	223	+80.6%			
TOTAL	3,804	3,540	-6.9%			

- Backlog amounted to € 9,850 million, equivalent to 19 months. International Backlog represented 64.1% of total.

Industrial Services	Backlog per activity			
Euro Million	Jun-19	Jun-20	Var.	
Support Services	5,347	4,982	-6.8%	
Networks	542	646	+19.3%	
Specialized Products	3,387	2,983	-11.9%	
Control Systems	1,418	1,353	-4.6%	
EPC Projects	4,406	4,820	+9.4%	
Renewable Energy: Generation	41	49	-	
TOTAL BACKLOG	9,794	9,850	+0.6%	
International	7,476	6,309	-15.6%	
% over total backlog	76.3%	64.1%		

Industrial Services	Backlog p	Backlog per geographical areas				
Euro Million	Jun-19	Jun-19 Jun-20				
Spain	2,318	3,541	+52.8%			
Rest of Europe	719	675	-6.2%			
North America	1,561	1,167	-25.3%			
South America	3,760	3,116	-17.1%			
Asia Pacific	912	681	-25.3%			
Africa	524	670	+28.1%			
TOTAL	9,794	9,850	+0.6%			



### 3.3 Services

Services			Key figures
Euro Million	6M19	6M20	Var.
Turnover	786	759	-3.4%
EBITDA	47	21	-54.7%
Margin	5.9%	2.8%	
EBIT	28	0	-99.6%
Margin	3.6%	0.0%	
Net Profit	19	1	-96.8%
Margin	2.4%	0.1%	
Backlog	2,727	2,663	-2.3%
Months	21	21	

The impact of the COVID outbreak on Services' activity has been uneven. On the one hand, there has been reinforcement of some cleaning and disinfection of critical facilities such as hospitals or public dependencies. On the other hand, there has been a drastic reduction of cleaning services of social infrastructure that have ceased their activity such as schools, leisure centres, non-essential facilities and air transport. The impact on margins was due to a highly labour intensive cost structure and a cost overrun of specific materials for workers' health safety.

Services	Sales per geographical areas					
Euro Million	6M19	6M20	Var.			
Spain	732	704	-3.8%			
United Kingdom	42	45	+7.6%			
Portugal	12	10	-12.0%			
TOTAL	786	759	-3.4%			

- Services Backlog reached € 2,663 million, equivalent to over 21 months of production.

Services	Backlog per geographical areas					
Euro Million	6M19 6M20 Var					
Spain	2,491	2,428	-2.5%			
United Kingdom	155	158	+1.8%			
Portugal	81	78	-3.5%			
TOTAL	2,727	2,663	-2.3%			



### 4 Post results events

- At the beginning of July 2020, part of Hochtief's commercial paper program amounting to € 750 million approved in May 2020, was successfully placed on the market. As of July 21<sup>th</sup>, 2020, there were bonds for a total amount of € 409 million with an average maturity of three months and an average cost of -0.13% under this program. The amounts received have been partially used to repay in advance the amounts drawn down from the credit facilities.
- On July 29<sup>th</sup>, 2020, Cimic announced that is having advanced negotiations and that it has signed an
  exclusivity agreement, with funds advised by Elliott Advisors (UK) Limited, Elliott, in relation to the
  possible investment of 50% in the capital of Thiess, the world's largest mining services company,
  which would allow joint control of the same by Cimic and Elliott.

The entry of a financial partner into Thiess will enable it to take advantage of growth opportunities in the mining sector, while maintaining the strength of Cimic's balance sheet.

Cimic expects that the negotiations, which are in an advanced stage, will conclude in the coming weeks with the signing of a sale agreement that would be subject to the usual conditions in this type of transaction, including regulatory approvals.

# 5 Description of main risks and uncertainties

- ACS Group develops its activities in different sectors, countries and socioeconomic and legal environments involving risk exposure, inherent to the businesses it operates in.
- ACS Group monitors and controls these risks in order to avoid a decline in the profitability of its shareholders, a danger to its employees or its corporate reputation, a problem for its customers or a negative impact on the Group as a whole. For risk-control, ACS Group has instruments to identify and manage them properly with sufficient time, either by preventing its materialization or by minimizing impacts.
- In addition to those inherent risks to the different businesses in which it operates, ACS Group is exposed to various financial risks, either by changes in interest or exchange rates, liquidity risks or credit risks.
  - a) Risks arising from changes in the cash flow interest rates are mitigated by ensuring rates through financial instruments which may cushion its fluctuation.
  - b) Risk management related to exchange rates is carried out by taking debt in the same functional currency as that of the assets that the Group finances overseas. To cover net positions in currencies other than the euro, the Group arranges various financial instruments in order to reduce such exposure to exchange rate risks.
  - c) The most important aspects impacting the financial risks of ACS during 2020 first half are:
    - O ACS, Actividades de Construcción y Servicios, SA, has renewed the Euro Commercial Paper (ECP) program for a maximum amount of € 750 million, the Negotiable European Commercial Paper program (NEU CP), extending the maximum amount from € 300 to € 500 million, and the debt issuance program called Euro Medium Term Note Program (EMTN Program). From this last one, a total amount of € 750 million has been issued in 2020 first half with a request that has doubled the issuing amount.
    - The AGM held on May 8<sup>th</sup> 2020 agreed to delegate to the Board of Directors the power to increase, once or several times, the company's share capital by a



maximum amount of up to 50% of the capital, within a maximum term of five years from the date of the aforementioned AGM.

- The rating agency Standard and Poor's (S&P) maintained in May 2020 the long-term BBB and A-2 short-term corporate credit rating ("investment grade"), with stable outlook, to ACS, Actividades de Construcción y Servicios, S.A. Likewise, HOCHTIEF and CIMIC maintained the same credit rating.
- The Integrated Annual Report, which includes Non-Financial Information, Corporate Governance Reports, and ACS Group Consolidated Financial Statements (www.grupoacs.com), discusses more in detail the risks and the tools for its control. Likewise, HOCHTIEF's Annual Report (www.hochtief.com) details the risks inherent to the German company and its control mechanisms.
- For the next six months, from the closing date of the accounts referred to in this document, ACS Group, based on information currently available, does not expect to deal with situations of risk and uncertainty significantly different to those of the last year, particularly those derived from the internationalization of the Group's activities, but particularly the ones derived from the uncertainty about the duration and degree of incidence on COVID 19 pandemic. Therefore, depending on, among others, the possible restrictions on the free movement of people (quarantine or lockdown), temporary closure of industries and/ or customs, etc. that different authorities could impose in countries where the Group operates, the impact of which, to the present date, cannot be foreseen neither in the economies of those countries nor on the operations of ACS Group in particular.

## **6 Corporate Social Responsibility**

- ACS Group is a worldwide reference in the infrastructure development industry, and it is deeply committed to economic and social progress in the countries where it is present.
- ACS Group Corporate Social Responsibility Policy, reviewed and approved by the Board of Directors on their meeting on February 25<sup>th</sup> 2016, established the basic and specific principles of action in this area, as well as in the Group's relationship with its environment.

#### a) Basic principles of action

- ACS Group and its affiliate companies are fully committed to promoting, strengthening and controlling issues related to ethics and integrity, through measures to prevent, detect and eradicate bad practices.
- The Group has developed and implemented its General Code of Conduct which is applicable to its employees, suppliers and subcontractors. In addition, training initiatives are carried out in order to inform all three groups of the Code, as well as the implementation of ACS Group Ethics Channel which enables any person to communicate inappropriate conduct or breaches of the Code of Conduct if there were to occur.
- ACS Group upholds full commitment of rigorousness in the disclosure of information with due respect to the interests of clients and remaining social interlocutors of the company.

#### b) Specific principles of action

To coordinate ACS Group's Corporate Social Responsibility policy, taking into consideration its operational decentralization and geographic breadth, the Group has developed project "one", which aims at promoting good management practices and the extension of corporate culture through specific homogenous principles across the Group in relation to its stakeholders, customers, employees, suppliers, shareholders and the society in general.



- The areas of non-financial management in which these principles of action are focused on are:
  - the quality of products and services
  - occupational safety
  - recruitment and retention of talent
  - protection of the environment
  - innovation and development
  - social action
- ACS Group detail policies' results on Corporate Social Responsibility is collected and published frequently on the Group's web page (<u>www.grupoacs.com</u>) and on the Integrated Annual Report, also available in the same web page. Likewise, HOCHTIEF's Annual Report (www.hochtief.com) details the most relevant aspects regarding the Corporate Social Responsibility of this company and its subsidiaries.

# 7 Information on related parties

- Information regarding transactions with related parties is carried out in the relevant section of the annual financial report regularly submitted to the CNMV.
- All these commercial relationships with related parties have been made in the ordinary course of business, market conditions and correspond to normal operations of the Group's Companies, and have not materially affected the financial position nor results of operations during this period.



# 8 Annex

# 8.1 Main figures per area of activity

TURNOVER					
Euro Million	6M19		6M20		Var.
Infrastructures	14,235	76 %	14,049	77 %	-1.3%
Industrial Services	3,804	20 %	3,540	19 %	-6.9%
Services	786	4 %	759	4 %	-3.4%
Corporation / Adjustments	(9)		(12)		
TOTAL	18,817		18,337		-2.6%

EBITDA			
Euro Million	6M19	6M20	Var.
Infrastructures	1,193 72 %	970 70 %	-18.7%
Industrial Services	413 25 %	385 28 %	-6.6%
Services	47 3 %	21 2 %	-54.7%
Corporation / Adjustments	(31)	(31)	
TOTAL	1,621	1,345	-17.0%

EBIT			
Euro Million	6M19	6M20	Var.
Infrastructures	746 66 %	559 63 %	-25.1%
Industrial Services	356 31 %	332 37 %	-6.7%
Services	28 3 %	0 0%	-99.6%
Corporation / Adjustments	(33)	(33)	
TOTAL	1,098	859	-21.8%

NET PROFIT			
Euro Million	6M19	6M20	Var.
Infrastructures	294 55 %	161 44 %	-45.4%
Industrial Services	221 41 %	206 56 %	-7.0%
Services	19 4 %	1 0%	-96.8%
Corporation / Adjustments	(12)	(6)	
TOTAL	523	361	-30.9%

AWARDS			
Euro Million	6M19	6M20	Var.
Infrastructures	19,091	12,155	-36.3%
Industrial Services	3,528	3,906	+10.7%
Services	485	560	+15.5%
Corporation / Adjustments	0	0	
TOTAL	23,104	16,621	-28.1%

BACKLOG					
Euro Million	Jun-19	months	Jun-20	months	Var.
Infrastructures	63,981	25	63,299	24	-1.1%
Industrial Services	9,794	18	9,850	19	+0.6%
Services	2,727	21	2,663	21	-2.3%
TOTAL	76,502	24	75,812	23	-0.9%

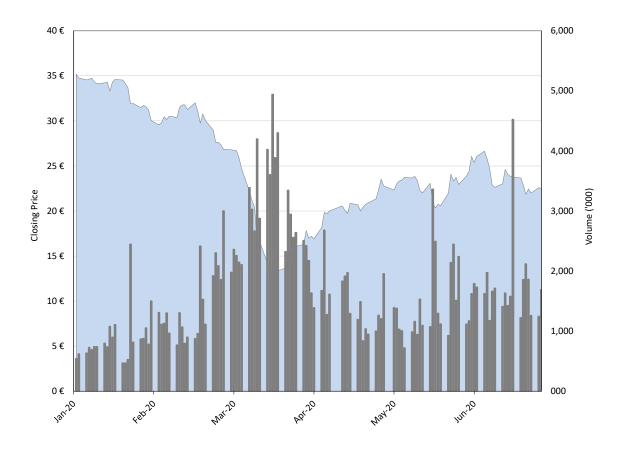
NET DEBT			
Euro Million	Jun-19	Jun-20	Var.
Infrastructures	1,630	(65)	-104.0%
Industrial Services	614	572	-6.8%
Services	(63)	(174)	+174.5%
Corporation / Adjustments	(2,905)	(3,032)	+4.4%
TOTAL	(725)	(2,699)	n.a.





# 8.2 Share data

ACS Shares Data (YTD)	6M19	6M20
Closing price	35.11 €	22.44 €
Performance	1.36%	-36.09%
Period High	40.97 €	35.89 €
High date	30-Apr	2-Jan
Period Low	32.62 €	11.20 €
Low date	2-Jan	19-Mar
Average in the period	37.65 €	22.78€
Total volume ('000)	81,116	211,741
Daily average volume (´000)	649	1,680
Total traded effective (€ mn)	3,054	4,823
Daily average effective (€ mn)	24.43	38.28
Number of shares (mn)	314.66	314.66
Market cap (€ mn)	11,048	7,061





# 8.3 Exchange Rate Effect

# **EXCHANGE RATE EFFECT**

EXCHANGE RATE EFFECT	Average Exchange Rate			
(€ vs. currency)	Jun-19	Jun-20	difference	%
1 US Dollar	1.1315	1.1033	(0.0282)	-2.5%
1 Australian Dollar	1.5981	1.6827	0.0845	+5.3%
1 Mexican Peso	21.7575	24.2636	2.5061	+11.5%
1 Brazilian Real	4.3324	5.5821	1.2497	+28.8%

EXCHANGE RATE EFFECT	Closing Exchange Rate				
(€ vs. currency)	Jun-19 Jun-20 difference				
1 US Dollar	1.1380	1.1198	(0.0182)	-1.6%	
1 Australian Dollar	1.6244	1.6344	0.0100	+0.6%	
1 Mexican Peso	21.8400	25.9241	4.0841	+18.7%	
1 Brazilian Real	4.3760	6.1390	1.7630	+40.3%	

EXCHANGE RATE EFFECT	Grupo AC	S		
Euro million	USD	AUD	Others	Total
Backlog	462	(144)	(1,147)	(829)
Sales	217	(198)	(313)	(294)
Ebitda	5	(29)	(27)	(52)
Ebit	3	(15)	(25)	(37)
Net Profit	(0)	(2)	(13)	(15)

EXCHANGE RATE EFFECT		Infrastructures			
Euro Million	USD	AUD	Others	Total	
Backlog	455	(143)	(236)	75	
Sales	211	(197)	(22)	(8)	
Ebitda	5	(29)	(0)	(24)	
Ebit	3	(15)	0	(11)	
Net Profit	0	(2)	1	(0)	

EXCHANGE RATE EFFECT	Industrial Services			
Euro Million	USD	AUD	Others	Total
Backlog	7	(1)	(909)	(902)
Sales	6	(1)	(291)	(286)
Ebitda	(0)	(0)	(27)	(27)
Ebit	(0)	(0)	(25)	(26)
Net Profit	(0)	(0)	(15)	(15)

EXCHANGE RATE EFFECT		Services		
Euro Million	USD	AUD	Others	Total
Backlog	0	0	(2)	(2)
Sales	0	0	(0)	(0)
Ebitda	0	0	(0)	(0)
Ebit	0	0	(0)	(0)
Net Profit	0	0	0	0



## 8.4 Main Awards

## 8.4.1 Infrastructures

In blue the ones related to this period

Project	Type of Project	Region	€mn
Five-year contract extension by Jellinbah Group to continue to provide mining services at its Lake Vermont Coal Mine in Queensland (Australia)	Mining	Asia Pacific	1,538.7
Construction of a New Bed Tower and Clinical Services Podium adjacent to the existing Wexner Medical Center Hospital. The work will also include the demolition of existing facilities and parking garages and include the construction of two new parking garages (Columbus, Ohio, United States)	Building	United States	400.0
Construction of a new facility to house all current USDOT and Volpe Center functions in a single building on the existing Cambridge campus. The new building is 13 stories tall and 400,000 sf ( (Cambridge, Massachusetts, United States)	Building	United States	376.0
Contract to widen and rehabilitate 53.6 lane miles of U.S. Highway 50 between Watt Avenue and Interstate 5 in Sacramento, California (United States)	Civil Works	United States	351.0
Contracts to provide maintenance for UGL's clients in the oil and gas sector in Western Australia and Victoria (Australia)	Services	Asia Pacific	276.8
Design and construction of the project for a new section of the A15 motorway and additional lanes in sections of the A12 / A15 motorway in the vicinity of the city of Arnhem (Netherlands)		Europe	194.8
Contract to build the replacement of the A40 Rhine Bridge in Duisburg- Neuenkamp (Germany)	Civil Works	Europe	185.2
Design and construction of 19.46 km of the S-61 highway between Prodborze and Sniadowo (Poland)	Civil Works	Europe	176.2
Design and construction to retrofit Stony Brook University into an Alternate Care Facility to serve COVID patients ( New York, United States)	Building	United States	142.0
Contract to deliver the Joy Baluch AM Bridge Duplication in Port Augusta; the Port Wakefield Overpass and Highway Duplication; and the Augusta Highway Planning Project located between Port Augusta and Port Wakefield (Australia)	Civil Works	Asia Pacific	139.3
Construction of 12.49 km of the A2 motorway between Warsaw and Kukuryki, on the section between Gręzów and Swoboda (Poland)	Civil Works	Europe	123.0
Contract for the rehabilitation and lane replacements of a portion Route 210 located in Los Angeles, California (United States)	Civil Works	United States	123.0
Contract for the reconstruction of Taxiway C at Love Field Airport located in Dallas, Texas (United States)	Civil Works	United States	113.0
Several mining sector contracts with multiple clients in Western Australia and Queensland (Australia)	Mining	Asia Pacific	111.2
UGL's contracts in railways sector: contract to deliver operations and maintenance of Adelaide's North – South tram and bus network and a contract to manufacture new locomotives for Qube Logistics (Australia)	Services	Asia Pacific	103.5
Contract to deliver upgrades to two major regional highway projects: South Gippsland Highway Upgrade between Koonwarra and Meeniyan in Victoria and Mackay Northern Access Upgrade at Mackay Queensland (Australia)	Civil Works	Asia Pacific	100.7
Building of the new Amazon warehouse in Murcia (Spain)	Building	Spain	97.4
Design and construction of 6,67 km of the S-7 highway between Plotnisko and Lesznowola (Poland)	Civil Works	Europe	87.4
Building of two residential towers of two heights, with 24 and 14 floors above ground, in Madrid (Spain)	Building	Spain	78.4
Building of industrial plant for the production of euro banknotes and the administrative building of Imbisa (Madrid, Spain)	Building	Spain	78.1
Project for the duplication of the roadway of the N-220 highway in the section between the airport link and the link with the V-30 motorway, as well as other accessory works (Valencia, Spain)	Civil Works	Spain	69.8



Project	Type of Project	Region	€mn
Project for the comprehensive rehabilitation of the current Montemadrid Foundation building to convert it into a 5-star hotel with 200 rooms (Madrid, Spain)	Building	Spain	45.1
Building of 195 residential homes in Las Rozas (Madrid, Spain)	Building	Spain	32.1
Construction of two industrial warehouses in the Nissan supplier park (Avila, Spain)	Building	Spain	27.8

## **8.4.2** Industrial Services

Project	Type of Project	Region	€mn
Contract with Naturgy for the comprehensive service of construction and maintenance of distribution networks, meter reading and service orders (Spain)	Networks	Spain	41.6
Contract for the development of installation work for the Puelche Wind Farm with 156 MW of installed capacity (Chile)	Specialized Products	Latin america	32.1
Contract with Telxius Towers for the planning and building of telecommunication base transceiver station (BTS) in Germany	Specialized Products	Europe	27.0
Operation and maintenance system for electric buses at King Saud Bin Abdulaziz University in Riyahd (Saudi Arabia)	Control Systems	Asia and the Middle east	22.8
Contract with Vodafone to deploy the 5G internet network in Spain	Specialized Products	Spain	19.9
Contract for the installation of lines and internet with Telefónica Colombia	Specialized Products	Latin america	15.2
Installation of systems in the high performing educational center for second grade students in Tacna (Peru)	Specialized Products	Latin america	14.8
Contract with Telefónica for the installation of systems (central and southern zone) (Spain)	Specialized Products	Spain	10.5
Work for the execution of installations in the new power plant in Barajas (Madrid, Spain)	Specialized Products	Spain	10.1

# 8.4.3 Servicios

Project	Type of Project	Region	€ mn
Renewal of the home help services contract for the Madrid City Council (Spain)	Services for buildings	Spain	244.8
Renewal of the cleaning service contract in the primary care centers and corporate center of the Institut Català de la Salut (Spain)	Services for buildings	Spain	31.6
Extension of the cleaning service contract in the facilities of the Virgen de las Nieves and San Cecilio hospitals (Granada, Spain)	Services for buildings	Spain	18.0
Extension of the cleaning service contract for facilities of the Generalitat Valenciana (Spain)	Services for buildings	Spain	17.3
Extension of the cleaning service contract in facilities of the Ministry of Defense (Spain)	Services for buildings	Spain	14.3
Extension of the cleaning service contract for hospitals in the Community of Madrid (Spain)	Services for buildings	Spain	12.8



## 9 ACS Group organizational structure

ACS Group is a worldwide leader in the infrastructure industry. This sector contributes to a great extent to the economic and social development of the world's different regions in an increasingly competitive, demanding and global market.

Main Group areas:

#### a) Infrastructure

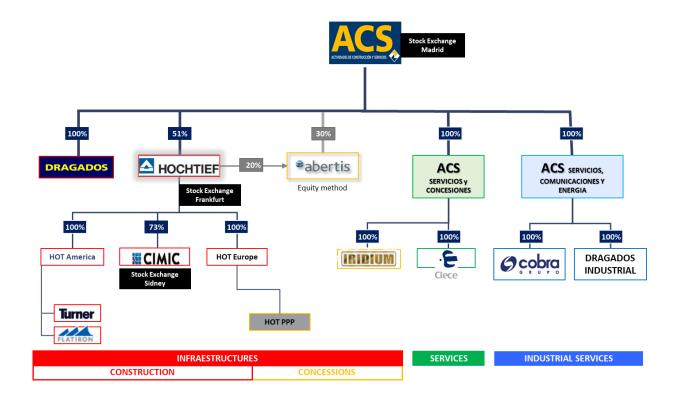
This area includes Construction and Concession activities performed by Dragados, Hochtief (including CIMIC), and Iridium and the stake in Abertis. It is oriented towards the development of different projects such as Civil Works, Building and activities related to the mining sector (carried out by CIMIC, mainly in Asia Pacific) and the development and concession of transport concessions. The geographic regions with the highest exposure to this area are North America, Asia Pacific and Europe. The Group mainly operates in developed environments, and in geopolitical, macroeconomic and legally safe markets.

#### b) Industrial Services

This area is devoted to applied industrial engineering, construction developing activities, operation and maintenance of energy services, industrial and mobility infrastructures through an extensive group of companies headed by Grupo Cobra and Dragados Industrial. This area is present in more than 50 countries, with a predominant exposure to the Mexican and Spanish market despite the rapid growth in new Asian countries and Latin American countries.

#### c) Services

This area is only represented by Clece's facility management activity, which comprises building maintenance, public places and organizations, as well as care assistance. This area is mainly based in Spain, but it is slowly making headway in the European market.





# **10 Glossary**

ACS Group presents its results in accordance to the International Financial Reporting Standards (IFRS). However, the Group makes use of some alternative measures of performance (AMP) to provide additional information that promote comparability and understanding of its financial information, and facilitates decision making and evaluation of the performance of the group. Below are the most outstanding APMs.

CONCEPT	DEFINITION and COHERENCE	Jun-20	Jun-19
Market capitalisation	Num of shares at period close x price at period close		11,048
Earnings per share	Net Profit of the period / Average num of shares of the period	1.21	1.70
Net Attributable profit	Total Income - Total Expenses of the period - Minority interests result	361	523
Average num. of shares of the period	Daily average outstanding shares in the period adjusted by treasury stock	298.2	307.2
Backlog	Value of the contracts awarded and pending to be executed. In section 1.1, a breakdown is made between a direct and proportional portfolio (referring to proportional participation in joint operating companies and projects not consolidated globally in the Group)	75,812	76,502
Gross Operating Profit (EBITDA)	Operating Profit excluding (1) D&A y (2) non recurrent operating results and/or which dont imply a cash flow + Results from Equity Method (Associates and Joint Ventures)		1,621
(+) Operating Profit	Operating income - Operating expenses	837	893
(-) 1.D&A	Operating provisions and fix asset depreciation	(486)	(523)
(-) 2. Non recurrent operating results and/or which dont imply a cash flow	Impairment & gains on fixed assets + other operating results	(15)	(32)
(+) Results from Equity Method Investments (Associates and Joint Ventures)	Profit before Taxes from foreign joint ventures consolidated by Equity method. It is similar to the UTEs regime in Spain, thus it is included in the EBITDA in order to standardize the accounting criteria with the Group's foreign companies	7	174
Net Financial Debt / EBITDA	Net Financial Debt / Annualized EBITDA	1.0x	0.2x
Net Financial Debt (1)-(2)	Gross external financial debt +Net debt with group companies - Cash & Equivalents	2,699	725
(1) Deuda Financiera Bruta	Bank debt + Obligations and other negotiable securities + Project finance and non recourse debt + Financial lease + Other I/t non bank debt + Debt with group companies	12,918	8,287
(2) Cash & Equivalents	Temporary Financial investments + L/T deposits + Cash & Equivalents	10,219	7,562
Annualized EBITDA	EBITDA of the period / num of month within the period x 12 months	2,690	3,243
Net Cash Flow	(1) Cash Flow from operating activities + (2) Cash Flow from investing activities + (3) Other Cash flows	(2,478)	(979)
1. Cash Flow from operating activities	Adjusted Net Profit attributable + Operating working capital variation ex discontinued operations	(191)	422
Adjusted Net Profit attributable	Net profit attributable (+/-) adjustments of concepts which dont imply an operating cash flow	1,409	1,611
Operating working capital variation	Working capital variation of the period (+/-) ajustments of non operating concepts (Ej: dividends, interests, taxes, etc)	(1,600)	(1,189)
2. Cash Flow from investing activities	Net investments (paid/collected) ex discontinued operations	(673)	(923)
(-) Payments from investments	Payments for operating, project and financial investments. This figure may differ from that shown in section 2.3.2 for reasons of deferral (accruals) exdiscontinued operations	(958)	(1,128)
(+) Collections from divestments	Collections from operating, project and financial divestments. This figure may differ from that shown in section 2.3.2 for reasons of deferral (accruals) ex discontinued operations	285	204
3. Other Cash Flows	Treasury stock sale/acquisition + Dividend payments + Other financial sources + Op.Lease payments + Cash generated from discontinued operations	(1,614)	(477)
Ordinary Financial Result	Financial Income - Financial expenses	(137)	(138)
Net Financial Result	Ordinary financial result + Foreing exchange results + Impairment non current assets results + Results on non current assets disposals	(130)	(95)
Working Capital	Stock + Total accounts receivables - Total accounts payables - other current liabilities	(5,241)	(5,560)
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NOTE: All financial indicators and AMPs are calculated under the principles of coherence and homogeneity allowing comparability between periods and in compliance with the applicable accounting rules and standards

Data in million of euros





CONCEPT	USE
Market capitalisation	Value of the company in the stock exchange market
Earnings per share	Indicates the part of the net profit that corresponds to each share
Backlog	An indicator of the Group's commercial activity. The value divided by the average duration of the projects is an approximation to the revenues to be received in the following periods
Gross Operating Profit (EBITDA)	Measure of comparable performance to evaluate the evolution of the Group's operating activities excluding depreciation and provisions (more variable items according to the accounting criteria used). This AMP is widely used to evaluate the operational performance of companies as well as part of ratios and valuation multiples and measurement of risks
Net Financial Debt / EBITDA	Comparable ratio of the Group's indebtedness level. It measures the repayment capacity of the financing in number of years.
Net Financial Debt (1)-(2)	Total net debt level at the end of the period. In section 1, it is included a breakdown of the net debt of the projects (Project Finance) and the net debt of the business
(1) Deuda Financiera Bruta	Level of gross financial debt at period end
(2) Cash & Equivalents	Current liquid assets available to cover the repayment needs of financial liabilities
Annualized EBITDA	
Net Cash Flow	Cash generated / consumed of the period
1. Cash Flow from operating activities	Cash generated by operating activities. Its value is comparable to the Group's EBITDA by measuring the conversion of operating income into cash generation
2. Cash Flow from investing activities	Funds consumed / generated by investment needs or divestments collections in the period
3. Other Cash Flows	
	Madida de cualusción del vacultado evacadente del uso de estimac y matiriar de la compansión del vacultado estado
Ordinary Financial Result	Medida de evaluación del resultado procedente del uso de activos y pasivos financieros.  Este concepto incluye tanto ingresos y gastos directamente relacionados con deuda financiera neta como otros ingresos y gastos financieros no relacionados con la misma
Net Financial Result	
Working Capital	



#### **DISCLAIMER**

This document contains forward-looking statements on the intentions, expectations or forecasts of ACS Group or its management at the time the document was drawn up and in reference to various matters including, among others, its customer base, its performance, the foreseeable growth of its business lines and its overall turnover, its market share, the results of ACS Group and other matters relating to the Group's activities and current position. These forward-looking statements or forecasts can in some cases be identified by terms such as "expectation", "anticipation", "proposal", "belief" or similar, or their corresponding negatives, or by the very nature of predictions regarding strategies, plans or intentions. Such forward-looking statements or forecasts in no way constitute, by their very nature, guarantees of future performance but are conditional on the risks, uncertainties and other pertinent factors that may result in the eventual consequences differing materially from those contained in said intentions, expectations or forecasts.

ACS, Actividades de Construcción y Servicios, S.A. does not undertake to publicly report on the outcome of any revision it makes of these statements to adapt them to circumstances or facts occurring subsequent to this presentation including, among others, changes in the business of the company, in its strategy for developing this business or any other possible unforeseen occurrence. The points contained in this disclaimer must be taken fully into account by all persons or entities obliged to take decisions or to draw up or to publish opinions on securities issued by ACS Group and, in particular, by the analysts and investors reading this document. All the aforesaid persons are invited to consult the public documentation and information that ACS Group reports to or files with the bodies responsible for supervising the main securities markets and, in particular, with the National Securities Market Commission (CNMV in its Spanish initials).

This document contains financial information drawn up in accordance with International Financial Reporting Standards (IFRS). The information has not been audited, with the consequence that it is not definitive information and is thus subject to possible changes in the future Translation of this report originally issued in Spanish. In event of discrepancy, the Spanish language version prevails.

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