



**3Q 2020  
Results Report**

**October 28<sup>th</sup>, 2020**

## INDEX

<b>1</b>	<b><i>Executive Summary</i></b>	<b>3</b>
1.1	Main figures	4
1.2	Disclosures to CNMV	6
<b>2</b>	<b><i>Consolidated Financial Statements</i></b>	<b>10</b>
2.1	<b>Income Statement</b>	<b>10</b>
2.1.1	Sales and Backlog	11
2.1.2	Operating Results	13
2.1.3	Financial Results	13
2.1.4	Net Profit Attributable	14
2.2	<b>Consolidated Balance Sheet</b>	<b>15</b>
2.2.1	Non-Current Assets	16
2.2.2	Working Capital	16
2.2.3	Net Worth	16
2.2.4	Net Debt	17
2.3	<b>Net Cash Flows</b>	<b>17</b>
2.3.1	Cash Flow from Operating Activities	18
2.3.2	Investments	18
2.3.3	Other Cash Flows	19
<b>3</b>	<b><i>Evolution per Areas of Activity</i></b>	<b>20</b>
3.1	<b>Infrastructures</b>	<b>20</b>
3.1.1	Construction	22
3.1.2	Concessions	23
3.2	<b>Industrial Services</b>	<b>25</b>
3.3	<b>Services</b>	<b>27</b>
<b>4</b>	<b><i>Annex</i></b>	<b>28</b>
4.1	<b>Main figures per area of activity</b>	<b>28</b>
4.2	<b>Share data</b>	<b>29</b>
4.3	<b>Exchange Rate Effect</b>	<b>30</b>
4.4	<b>Main Awards</b>	<b>31</b>
4.4.1	Infrastructures	31
4.4.2	Industrial Services	33
4.4.3	Servicios	33
<b>5</b>	<b><i>ACS Group organizational structure</i></b>	<b>34</b>
<b>6</b>	<b><i>Glossary</i></b>	<b>35</b>

## 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 nine months 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 2020 and considerably affecting the results. As restrictions have been lifted, traffic has gradually recovered during 2020 third quarter, partially offsetting the strong losses generated during the first quarter.
- Clece, during the state of alert, halted or significantly reduced temporarily 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 was 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 have had a mild impact, meaning only a slowdown of the activity in some regions. Operating margins have not been affected.

## 1.1 Main figures

Grupo ACS	Key operating & financial figures			Ex Abertis			
	Euro Million	9M19	9M20	Var.	9M19	9M20	Var.
<b>Turnover</b>		<b>28,800</b>	<b>27,204</b>	<b>-5.5%</b>	<b>28,800</b>	<b>27,204</b>	<b>-5.5%</b>
<b>Backlog</b>		<b>77,584</b>	<b>73,494</b>	<b>-5.3%</b>	<b>77,584</b>	<b>73,494</b>	<b>-5.3%</b>
<i>Months</i>		24	23		24	23	
<b>EBITDA <sup>(1)</sup></b>		<b>2,406</b>	<b>1,994</b>	<b>-17.1%</b>	<b>2,165</b>	<b>2,004</b>	<b>-7.4%</b>
<i>Margin</i>		8.4%	7.3%		7.5%	7.4%	
<b>EBIT <sup>(1)</sup></b>		<b>1,652</b>	<b>1,282</b>	<b>-22.4%</b>	<b>1,411</b>	<b>1,293</b>	<b>-8.4%</b>
<i>Margin</i>		5.7%	4.7%		4.9%	4.8%	
<b>Attributable Net Profit</b>		<b>769</b>	<b>477</b>	<b>-37.9%</b>	<b>576</b>	<b>485</b>	<b>-15.7%</b>
<b>EPS</b>		<b>2.50 €</b>	<b>1.61 €</b>	<b>-35.5%</b>			
<b>Net Investments</b>		<b>1,271</b>	<b>867</b>	<b>-31.8%</b>			
Investments		1,538	1,299				
Disposals		266	432				
<b>Total Net (Debt)/Cash</b>		<b>(1,236)</b>	<b>(3,448)</b>	<b>+179.0%</b>			
Businesses' Net (Debt)/Cash		(1,121)	(3,367)				
Project Financing		(115)	(81)				

*Data presented according to ACS Group management criteria.*

(1) 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.

- Sales in the period accounted for € 27,204 million, decreasing 5.5%, 3.1% adjusted by exchange rate variations resulting from the depreciation of local currencies against the euro. The pandemic has caused a general slowdown of the activity. However, the third quarter showed an improvement in sales of 4% in relation to the second quarter, adjusted by exchange rate variations.
- Backlog as of September 2020 stood at 73,494 , 5.3% less than last year due to the impact of the exchange rate, mainly the U.S. dollar which was depreciated by 7.8%; adjusted by currency effects, the Group's total Backlog was practically stable in relation to the previous year. The impact of the pandemic affected contracting activity by delaying the award of new projects.
- The Group's EBITDA was affected by Abertis' contribution. Not considering this effect, EBITDA accounted for € 2,004 million, decreasing by 7.4%, during the period. EBIT was also affected by the lesser contribution coming from Abertis. Not considering this impact, EBIT at period-end stood at € 1,293 million, decreasing by 8.4% in comparable terms. Excluding the impact of Abertis, operating margins slightly declined due to the variation in the business mix.

<b>Grupo ACS</b>		<i>Main operating figures detail</i>		
<i>Euro Million</i>	<b>9M19</b>	<b>9M20</b>	<b>Var.</b>	
<b>Backlog</b>	<b>77,584</b>	<b>73,494</b>	<b>-5.3%</b>	
Direct	73,476	67,253	-8.5%	
Proportional <sup>(1)</sup>	4,108	6,241	+51.9%	
<b>Work Done</b>	<b>29,754</b>	<b>28,274</b>	<b>-5.0%</b>	
Direct	28,800	27,204	-5.5%	
Proportional <sup>(1)</sup>	954	1,069	+12.1%	
<b>EBITDA</b>	<b>2,406</b>	<b>1,994</b>	<b>-17.1%</b>	
Direct	2,052	1,837	-10.5%	
Operating equity method results <sup>(2)</sup>	354	157	-55.5%	
<b>EBIT</b>	<b>1,652</b>	<b>1,282</b>	<b>-22.4%</b>	
Direct	1,298	1,125	-13.3%	
Operating equity method results <sup>(2)</sup>	354	157	-55.5%	

(1): Refers to the proportional stake of the operating Joint Ventures and projects not fully consolidated in the Group

(2): Includes Abertis' contribution

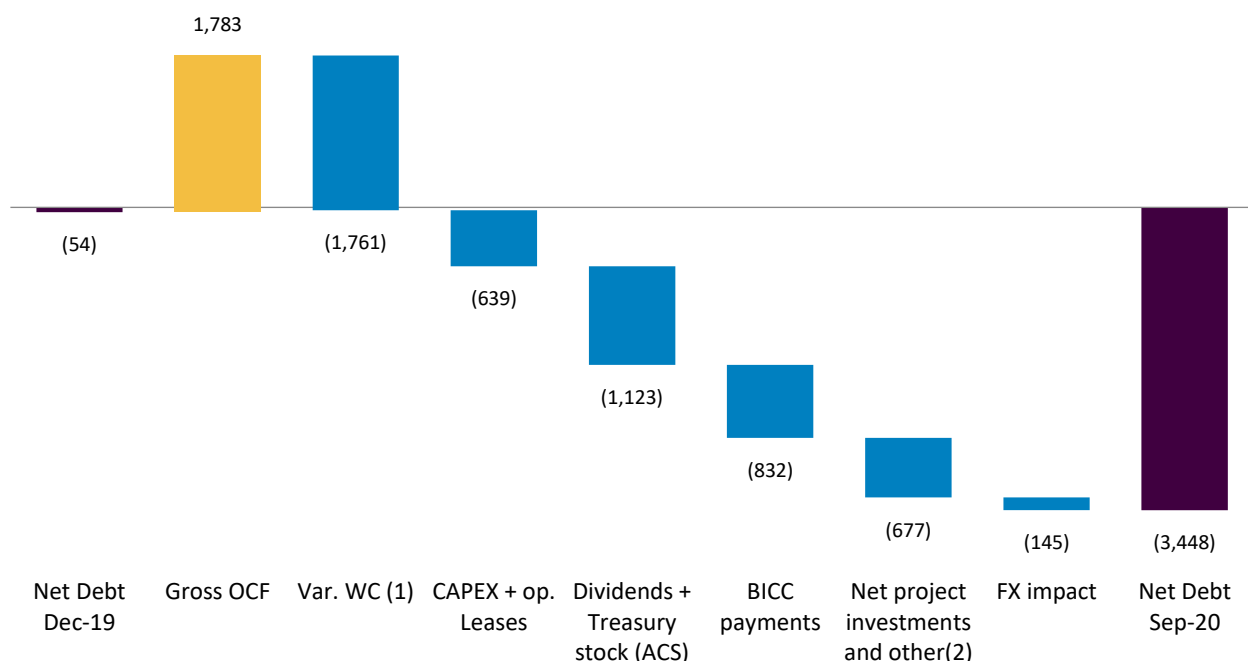
- The Group's Net Profit as of September 30<sup>th</sup> reached € 477 million. Not considering Abertis, Net Profit at period-end reached € 485 million, 15.7% less than in 2019 comparable term.

<b>Grupo ACS</b>		<i>Net Profit breakdown</i>		
<i>Euro Million</i>	<b>9M19</b>	<b>9M20</b>	<b>Var.</b>	
Infrastructures	470	260	-44.6%	
Construction	263	244	-7.2%	
Concessions <sup>(1)</sup>	206	16	-92.4%	
Industrial Services	270	243	-10.0%	
Services	29	6	-77.8%	
Corporation	0	(32)	n.a.	
<b>TOTAL Net Profit</b>	<b>769</b>	<b>477</b>	<b>-37.9%</b>	
Abertis contribution	193	(8)	n.a.	
<b>Net Profit ex Abertis</b>	<b>576</b>	<b>485</b>	<b>-15.7%</b>	

(1) It includes Abertis' net contribution

- The Group maintained a € 3,448 million net debt position as of September 30<sup>th</sup> 2020, 1.3x annualized EBITDA.
- Net debt variation during these first nine months is due to the seasonality of working capital affected at the same time by the impact of COVID-19, the payment of guarantees from the exit of Middle East, payment of dividends, and investments done during the period.

## Net debt evolution in the first nine months of the year



(1) Impact from factoring balance reduction in € 169 million during the first nine months of the year.

(2) It includes € 345 million for Hochtief and Cimic's share acquisition.

## 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 what agreed at 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 Viguri.
- On May 8<sup>th</sup> 2020, ACS General Shareholders Meeting signed off the renewal of the Proprietary Directors Mr. Mariano Hernández Herreros and Mr. Javier Echenique Landiribar.
- On May 14<sup>th</sup> 2020, ACS, Actividades de Construcción y Servicios S.A. Board of Directors agreed to choose Director Mr. Pedro López Jiménez, as member of the Audit Commission.

## c) Acquisitions and transfer of shares

- 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 September 15<sup>th</sup>, 2020, the agreement reached with Galp Energy Group (Galp) was closed. This consists on the sale of 75% of representative shares that concentrate their stake in photovoltaic energy projects in Spain, both the ones that are currently under operation and the ones to be developed between 2020 and 2023, with a total installed capacity of 2,930 MW and with an initial disbursement from Galp of € 325 million.

Total EV, once all the projects are completed, is estimated at about € 2,200 million, generating a total net profit for the Group of approximately € 330 million, of which € 250 million were accounted in 2019.

- On October 2<sup>nd</sup> 2020, ACS informed the market that VINCI had submitted a non-binding offer made to ACS Group for the acquisition of its Industrial Services Division. The scope of the transaction would include the engineering and works activities, eight concessions or PPPs of mainly energy projects, along with the platform for the development of new renewable energy projects. The closing of the transaction depends on the due diligence process to be conducted in the coming months. VINCI's proposal represents an EV worth € 5,200 million, of which at least € 2,800 million would be paid in cash and the difference could be paid either in VINCI's shares or in cash. Once the due diligence processes are concluded and the terms of the final contract have been specified, the transaction will be subjected to the relevant administrative authorizations.

On its side, ACS Group will retain the cash as of December 31<sup>st</sup> 2020 and the rest of the energy concessions, most of which are grouped in Zero-E.

- On October 19<sup>th</sup> 2020, CIMIC Group reached an agreement with Elliot for the sale of a 50% equity in Thiess, with CIMIC retaining the other 50% equity interest, with a joint control over the company.

Thiess is the subsidiary of CIMIC that delivers open cut and underground mining in Australia, Asia, Africa and the Americas, providing services to 25 projects across a range of commodities. It has a diverse fleet of plant and equipment of more than 2,200 assets, a team of around 14,000 employees, and generates annual revenues in excess of A\$ 4,100 million. The entry of an equity partner in Thiess will allow to take advantage of growing opportunities in the mining sector.

The transaction includes future Put Options, including a potential initial public offering or sale to a third party, and a Put Option for Elliot to sell its interest in Thiess to CIMIC between three and six years from completion. Exercise of Elliot's Option would enable CIMIC to potentially repurchase the

interest now being acquired by Elliot at its lower current sale price or fair market value at that point in time, with guarantee from CIMIC's majority shareholder; HOCHTIEF.

The price for Elliot's 50% stake in Thiess implies an EV worth A\$ 4,300 million (based on 100% of Thiess), subjected to certain adjustments. The transaction will strengthen CIMIC's balance sheet by generating cash proceeds on completion of A\$ 1.7 to A\$ 1.9 billion, as well as reducing CIMIC's factoring balance by approximately A\$ 700 million and CIMIC's lease liability balance by approximately A\$ 500 million. The transaction is expected to generate a pre-tax gain for CIMIC of around A\$ 2,200 million and an after-tax gain of around A\$ 1,400 million, subjected to certain adjustments.

CIMIC's investment in Thiess following completion of the transaction will be recorded as a Joint Venture accounted by the equity method. Completion under the agreement is subjected to regular conditions, including relevant financing and regulatory approvals.

### **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 from 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.
- On August 14<sup>th</sup> 2020, ACS Board of Directors agreed to reduce the share capital by € 2,000,000 through the amortization of 4,000,000 shares of the company's treasury stock.



- On October 20<sup>th</sup> 2020, CIMIC made public the arbitration decision regarding Gorgon LNG Jetty project dispute which was undertaken by CPB Contractors, a CIMIC subsidiary, together with consortium partners, Saipem SA and Saipem Portugal Comercio Maritime LDA for Chevron Australia (Chevron).

CIMIC's financial statements recorded A\$ 1,150 million in the trade receivables account in relation to Gorgon Jetty. CIMIC sought to recover these costs overruns incurred on the project through an arbitration process in Australia against Chevron. Finally, the Arbitration Court issued an award of A\$ 78 million for the Consortium (CPB and Saipem) and counterclaims of A\$ 35 million for Chevron.

This isolated impact on CIMIC's income statement and balance sheet is expected to be offset by part of a pre-existing generic provision amounting to A\$ 675 million, together with part of the gains generated by the sale of Thiess amounting to A\$ 2.2 billion before taxes. This award has no impact on CIMIC's operational business or the company's cash position.

## 2 Consolidated Financial Statements

### 2.1 Income Statement

<b>Grupo ACS</b>		<i>Consolidated Income Statement</i>			
<i>Euro Million</i>	<b>9M19</b>		<b>9M20</b>		<b>Var.</b>
<b>Net Sales</b>	<b>28,800</b>	<b>100.0 %</b>	<b>27,204</b>	<b>100.0 %</b>	<b>-5.5%</b>
Other revenues	274	1.0 %	123	0.5 %	-55.2%
<b>Total Income</b>	<b>29,074</b>	<b>101.0 %</b>	<b>27,327</b>	<b>100.5 %</b>	<b>-6.0%</b>
Operating expenses	(20,533)	(71.3 %)	(19,568)	(71.9 %)	-4.7%
Personnel expenses	(6,490)	(22.5 %)	(5,923)	(21.8 %)	-8.7%
Operating Results from Equity Method*	354	1.2 %	157	0.6 %	-55.5%
<b>Operating Cash Flow (EBITDA)</b>	<b>2,406</b>	<b>8.4 %</b>	<b>1,994</b>	<b>7.3 %</b>	<b>-17.1%</b>
Fixed assets depreciation	(708)	(2.5 %)	(716)	(2.6 %)	+1.1%
Current assets provisions	(46)	(0.2 %)	4	0.0 %	n.a
<b>Ordinary Operating Profit (EBIT)</b>	<b>1,652</b>	<b>5.7 %</b>	<b>1,282</b>	<b>4.7 %</b>	<b>-22.4%</b>
Impairment & gains on fixed assets	3	0.0 %	53	0.2 %	n.a
Other operating results	(81)	(0.3 %)	(98)	(0.4 %)	+20.2%
<b>Operating Profit</b>	<b>1,574</b>	<b>5.5 %</b>	<b>1,238</b>	<b>4.5 %</b>	<b>-21.3%</b>
Financial income	160	0.6 %	111	0.4 %	-30.7%
Financial expenses	(354)	(1.2 %)	(331)	(1.2 %)	-6.4%
<b>Ordinary Financial Result</b>	<b>(193)</b>	<b>(0.7 %)</b>	<b>(220)</b>	<b>(0.8 %)</b>	<b>+13.7%</b>
Foreign exchange results	4	0.0 %	(75)	(0.3 %)	n.a
Changes in fair value for financial instruments	27	0.1 %	(156)	(0.6 %)	n.a
Impairment & gains on financial instruments	23	0.1 %	202	0.7 %	n.a
<b>Net Financial Result</b>	<b>(139)</b>	<b>(0.5 %)</b>	<b>(248)</b>	<b>(0.9 %)</b>	<b>+79.0%</b>
Non Operating Results from Equity Method*	4	0.0 %	4	0.0 %	-2.2%
<b>PBT of continued operations</b>	<b>1,439</b>	<b>5.0 %</b>	<b>993</b>	<b>3.7 %</b>	<b>-31.0%</b>
Corporate income tax	(328)	(1.1 %)	(283)	(1.0 %)	-13.6%
<b>Net profit of continued operations</b>	<b>1,111</b>	<b>3.9 %</b>	<b>710</b>	<b>2.6 %</b>	<b>-36.1%</b>
Profit after taxes of the discontinued operations	0	0.0 %	0	0.0 %	n.a
<b>Consolidated Result</b>	<b>1,111</b>	<b>3.9 %</b>	<b>710</b>	<b>2.6 %</b>	<b>-36.1%</b>
Minority interest	(342)	(1.2 %)	(233)	(0.9 %)	-31.9%
<b>Net Profit Attributable to the Parent Company</b>	<b>769</b>	<b>2.7 %</b>	<b>477</b>	<b>1.8 %</b>	<b>-37.9%</b>

## 2.1.1 Sales and Backlog

- Sales during the period accounted for € 27,204 million, decreasing by 5.5%, 3.1% adjusted by exchange rate. The spread of the pandemic together with the applied restrictions in most of the countries worldwide have slowed down the global activity, particularly in the first half of the year.
- Sales breakdown by geographical areas showed the diversification of the Group's revenue sources, where North America represented 51% of total sales, Asia Pacific 22%, Europe 20%, from which Spain represented 13%, and the remaining regions 6%.

Grupo ACS			Sales per Geographical Areas		
<i>Euro Million</i>	9M19	%	9M20	%	Var.
Europe	5,832	20.3 %	5,317	19.5%	-8.8%
North America	13,913	48.3 %	13,919	51.2%	+0.0%
South America	1,782	6.2 %	1,765	6.5%	-0.9%
Asia Pacific	7,103	24.7 %	5,859	21.5%	-17.5%
Africa	171	0.6 %	344	1.3%	+101.5%
<b>TOTAL</b>	<b>28,800</b>		<b>27,204</b>		<b>-5.5%</b>

Grupo ACS			Sales per Countries		
<i>Euro Million</i>	9M19	%	9M20	%	Var.
USA	12,062	41.9 %	12,227	44.9%	+1.4%
Australia	5,355	18.6 %	4,530	16.7%	-15.4%
Spain	4,184	14.5 %	3,658	13.4%	-12.6%
Canada	1,148	4.0 %	1,196	4.4%	+4.2%
Germany	551	1.9 %	679	2.5%	+23.2%
RoW	5,501	19.1 %	4,914	18.1%	-10.7%
<b>TOTAL</b>	<b>28,800</b>		<b>27,204</b>		<b>-5.5%</b>

- North America remained stable thanks to the USA and Canadian markets' resilience, which grew by 1.4% and 4.2%, respectively, despite the negative impact of the local currency. The activity in South America slightly decreased by 0.9% after the impact of the exchange rate variation of Latam currencies.
- Asia and Europe were more affected by the restrictions applied across almost all countries. In particular, activity in Europe decreased by 8.8%, mainly due to Spain that dropped 12.6% while Germany grew by 23.2%. On its side, sales' performance in Australia were particularly affected by the exchange rate variation. The impact of the pandemic caused a slowdown in revenues in all activities since the beginning of the year and delayed the award of new projects. Nonetheless, on a quarterly basis, there was a significant improvement, both in Asia Pacific and Europe, with growth in the third quarter of 7% and 8.4%, respectively, compared to the second quarter.

Grupo ACS			Backlog per Geographical Areas		
<i>Euro Million</i>	Sep-19	%	Sep-20	%	Var.
Europe	13,179	17.0 %	14,918	20.3%	+13.2%
North America	34,576	44.6 %	31,803	43.3%	-8.0%
South America	5,154	6.6 %	3,865	5.3%	-25.0%
Asia Pacific	22,918	29.5 %	21,567	29.3%	-5.9%
Africa	1,757	2.3 %	1,341	1.8%	-23.6%
<b>TOTAL</b>	<b>77,584</b>		<b>73,494</b>		<b>-5.3%</b>

- The Group's total Backlog as of September 2020 stood at € 73,494 million, 5.3% less than last year due to the impact of the exchange rate, mainly the U.S. dollar which was devalued by 7.8%; adjusted by currency rate effects, the Group's total Backlog was practically stable in relation to the previous year. The impact of the pandemic has affected the contracting activity by delaying awards of new projects since the beginning of the year. Nonetheless, the rate of awards improved in the third quarter of the year with an annual reduction of 13% against 28% from first half.

Grupo ACS			Backlog by countries		
<i>Euro Million</i>	Sep-19	%	Sep-20	%	Var.
USA	29,055	37.5 %	27,594	37.5%	-5.0%
Australia	18,418	23.7 %	19,076	26.0%	+3.6%
Spain	6,861	8.8 %	8,120	11.0%	+18.3%
Canada	4,075	5.3 %	3,252	4.4%	-20.2%
Germany	2,664	3.4 %	3,278	4.5%	+23.0%
RoW	16,511	21.3 %	12,175	16.6%	-26.3%
<b>TOTAL</b>	<b>77,584</b>		<b>73,494</b>		<b>-5.3%</b>

- Australia's Backlog grew by 4.6%, mainly due to mining contracts' extension and perimeter changes related to the incorporation of new businesses.
- On its side, US' Backlog went down by 5.0% to € 27,594 million due to the strong impact related to the U.S. dollar depreciation. In local currency, Backlog increased by 2.4%.
- Spanish Backlog increased by 18.3% thanks to the entry of new energy projects in promotion. The remaining countries in Europe grew by 7.6%, mainly supported by the German Backlog.

## 2.1.2 Operating Results

<b>Grupo ACS</b>		<b>Operating Results</b>	
<i>Euro Million</i>	<b>9M19</b>	<b>9M20</b>	<b>Var.</b>
<b>EBITDA</b>	<b>2,406</b>	<b>1,994</b>	<b>-17.1%</b>
<i>EBITDA Margin</i>	8.4%	7.3%	
Depreciation	(708)	(716)	+1.1%
<i>Infrastructures</i>	(618)	(611)	
<i>Industrial Services</i>	(61)	(74)	
<i>Services</i>	(28)	(30)	
<i>Corporation</i>	(1)	(1)	
Current assets provisions	(46)	4	<i>n.a</i>
<b>EBIT</b>	<b>1,652</b>	<b>1,282</b>	<b>-22.4%</b>
<i>EBIT Margin</i>	5.7%	4.7%	

- The Group's EBITDA was affected by Abertis' negative contribution. Not considering this effect, EBITDA accounted for € 2,004 million, showing a decrease of 7.4% during the period. Margin over sales, ex Abertis, stood at 7.4%, slightly less compared to last year, mainly due to the business mix variation.
- Likewise, EBIT was also affected by Abertis' lower contribution. Not considering this impact, the balance at September-end stood at € 1,293 million, decreasing by 8.4% in comparable terms. Ex Abertis, margin over sales was 4.8%, slightly less in comparable terms.

## 2.1.3 Financial Results

<b>Grupo ACS</b>		<b>Financial Results</b>	
<i>Euro Million</i>	<b>9M19</b>	<b>9M20</b>	<b>Var.</b>
Financial income	160	111	-30.7%
Financial expenses	(354)	(331)	-6.4%
<b>Ordinary Financial Result</b>	<b>(193)</b>	<b>(220)</b>	<b>+13.7%</b>
Infrastructures	(131)	(162)	+23.6%
Industrial Services	(45)	(45)	-0.8%
Services	(5)	(4)	-20.5%
Corporation	(12)	(9)	-25.7%

- Ordinary financial result increased by 13.7% as a result of lower financial incomes. Financial expenses decreased by 6.4% as a result of less average cost on credit facilities.

<b>Grupo ACS</b>		<b>Financial Results</b>	
<i>Euro Million</i>	<b>9M19</b>	<b>9M20</b>	<b>Var.</b>
<b>Ordinary Financial Result</b>	<b>(193)</b>	<b>(220)</b>	<b>+13.7%</b>
<i>Foreign exchange results</i>	4	(75)	
<i>Changes in fair value for financial instruments</i>	27	(156)	
<i>Impairment &amp; gains on financial instruments</i>	23	202	
<b>Net Financial Result</b>	<b>(139)</b>	<b>(248)</b>	<b>+79.0%</b>

- Foreign exchange results had a substantial negative impact due to main local currencies depreciation, particularly the U.S. dollar. On its side, the negative impact on change in fair value of financial instruments is due to hedging of the incentive plans linked to ACS' shares.

## 2.1.4 Net Profit Attributable

<b>Grupo ACS</b>		<b>Net Profit breakdown</b>	
<i>Euro Million</i>	<b>9M19</b>	<b>9M20</b>	<b>Var.</b>
Infrastructures	470	260	-44.6%
Construction	263	244	-7.2%
Concessions <sup>(1)</sup>	206	16	-92.4%
Industrial Services	270	243	-10.0%
Services	29	6	-77.8%
Corporation	0	(32)	n.a.
<b>TOTAL Net Profit</b>	<b>769</b>	<b>477</b>	<b>-37.9%</b>
Abertis contribution	193	(8)	n.a.
<b>Net Profit ex Abertis</b>	<b>576</b>	<b>485</b>	<b>-15.7%</b>

(1) It includes Abertis' net contribution.

- ACS Group first nine months' Net Profit reached € 477 million. Not considering Abertis, Net Profit at September-end reached € 485 million, 15.7% less than in 2019 comparable term.
- The effective corporate tax rate stood at 34.1%, compared to 30.4% in the prior year.



2.2 Consolidated Balance Sheet

<b>Grupo ACS</b>		<i>Consolidated balance sheet</i>			
<i>Euro Million</i>	<b>Dec-19</b>		<b>Sep-20</b>		<b>Var.</b>
<b>FIXED and NON-CURRENT ASSETS</b>	<b>14,349</b>	<b>37.2 %</b>	<b>13,792</b>	<b>35.8 %</b>	<b>-3.9%</b>
Intangible Fixed Assets	4,169		4,145		-0.6%
Tangible Fixed Assets	2,739		2,619		-4.4%
Equity Method Investments	4,411		4,107		-6.9%
Non current financial assets	915		865		-5.5%
Financial instrument debtors	7		24		n.a
Deferred Taxes Assets	2,106		2,032		-3.5%
<b>CURRENT ASSETS</b>	<b>24,243</b>	<b>62.8 %</b>	<b>24,760</b>	<b>64.2 %</b>	<b>+2.1%</b>
Non Current Assets Held for Sale	2,111		2,003		-5.1%
Inventories	911		875		-3.9%
Accounts receivables	11,552		12,025		+4.1%
Other current financial assets	1,339		1,499		+11.9%
Financial instrument debtors	11		88		n.a
Other Short Term Assets	229		298		+30.4%
Cash and banks	8,089		7,971		-1.5%
<b>TOTAL ASSETS</b>	<b>38,592</b>	<b>100.0 %</b>	<b>38,552</b>	<b>100.0 %</b>	<b>-0.1%</b>
<b>NET WORTH</b>	<b>5,496</b>	<b>14.2%</b>	<b>4,410</b>	<b>11.4 %</b>	<b>-19.8%</b>
Equity	4,778		4,217		-11.7%
Value change adjustments	(361)		(586)		+62.1%
Minority Interests	1,080		779		-27.8%
<b>NON-CURRENT LIABILITIES</b>	<b>9,041</b>	<b>23.4%</b>	<b>11,220</b>	<b>29.1 %</b>	<b>+24.1%</b>
Subsidies	3		2		-10.0%
Long Term Provisions	1,362		1,248		-8.4%
Long Term Financial Liabilities	6,434		8,777		+36.4%
Bank loans and debt obligations	6,151		8,586		+39.6%
Project Finance	122		66		-46.4%
Other financial liabilities	161		125		-22.2%
LT Operating Lease liabilities	687		680		-1.0%
Financial Instruments Creditors	72		55		-24.0%
Long term deferred tax liabilities	383		339		-11.5%
Other Long Term Accrued Liabilities	100		118		+17.9%
<b>CURRENT LIABILITIES</b>	<b>24,055</b>	<b>62.3%</b>	<b>22,923</b>	<b>59.5 %</b>	<b>-4.7%</b>
Liabilities from Assets Held for Sale	1,187		1,288		+8.5%
Short Term Provisions	1,235		1,115		-9.7%
Short Term Financial Liabilities	3,048		4,141		+35.8%
Bank loans and debt obligations	2,868		4,046		+41.1%
Project Finance	19		15		-16.6%
Other financial liabilities	162		79		-51.2%
ST Operating Lease liabilities	321		286		-10.9%
Financial Instruments Creditors	28		216		n.a
Trade accounts payables	16,756		15,362		-8.3%
Other Short Term liabilities	551		392		-28.9%
Financial Liabilities related to BICC	927		122		-86.8%
<b>TOTAL EQUITY &amp; LIABILITIES</b>	<b>38,592</b>	<b>100.0%</b>	<b>38,552</b>	<b>100.0 %</b>	<b>-0.1%</b>

## 2.2.1 Non-Current Assets

- Intangible assets, which amounted to € 4,145 million, included goodwill from past strategic transactions amounting to € 3,110 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 HOCHTIEF's companies.
- 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 € 1,824 million, while HOCHTIEF's (20% minus one share) amounted to € 1,242 million. Therefore, total impact on ACS Group balance sheet stood at € 3,067 million.

## 2.2.2 Working Capital

<b>Grupo ACS</b>		<b>Working Capital evolution</b>			
<i>Euro Million</i>	<b>Sep-19</b>	<b>Dec-19</b>	<b>Mar-20</b>	<b>Jun-20</b>	<b>Sep-20</b>
Infrastructures	(3,575)	(5,862)	(3,613)	(3,926)	(2,979)
Industrial Services	(1,346)	(1,350)	(1,199)	(1,274)	(1,213)
Services	(46)	(31)	(2)	(35)	19
Corporation	186	128	(36)	(5)	(33)
<b>TOTAL</b>	<b>(4,782)</b>	<b>(7,116)</b>	<b>(4,849)</b>	<b>(5,241)</b>	<b>(4,206)</b>

- During the last 12 months, net working capital decreased its debit balance by € 576 million due to the lower level of activity resulting from the impact of the pandemic and the lesser use of factoring during the period, which decreased in € 138 million in the last twelve months. The commercial discount outstanding balance (factoring) amounted to € 2,036 million as of September 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 € 4,410 million at period-end.
- The impact on adjustments from value changes was mainly due to the Australian dollar depreciation and other Latin-American currencies during the period, as well as impacts from coverages.
- The reduction in the minority interest's balance is due to the purchase of treasury shares in HOCHTIEF and CIMIC as well as HOCHTIEF's dividend payments.

<b>Grupo ACS</b>		<b>Net Worth</b>		
<i>Euro Million</i>	<b>Dec-19</b>	<b>Sep-20</b>	<b>Var.</b>	
Shareholders' Equity	4,778	4,217	-11.7%	
Adjustment s from Value Changes	(361)	(586)	+62.1%	
Minority Interests	1,080	779	-27.8%	
<b>Net Worth</b>	<b>5,496</b>	<b>4,410</b>	<b>-19.8%</b>	

## 2.2.4 Net Debt

- The Group held a Net Debt position of € 3,448 million.

<b>Net Debt (€ mn)</b>	Infrastructures	Industrial Services	Services	Corporation	Adjust.	<b>Grupo ACS</b>
<b>30 September 2020</b>						
LT loans from credit entities	3,577	29	205	1,788	0	5,599
ST loans from credit entities	2,071	512	80	152	0	2,815
<b>Debt with Credit Entities</b>	<b>5,648</b>	<b>541</b>	<b>285</b>	<b>1,940</b>	<b>0</b>	<b>8,414</b>
Bonds	2,100	637	0	1,482	0	4,219
Non Recourse Financing	81	(0)	0	0	0	81
Other financial liabilities	135	30	0	0	0	166
<b>Total External Gross Debt</b>	<b>7,964</b>	<b>1,209</b>	<b>286</b>	<b>3,421</b>	<b>0</b>	<b>12,880</b>
<b>Net debt with Group's companies &amp; Affiliates</b>	<b>19</b>	<b>23</b>	<b>0</b>	<b>0</b>	<b>(3)</b>	<b>38</b>
<b>Total Gross Financial Debt</b>	<b>7,983</b>	<b>1,231</b>	<b>286</b>	<b>3,421</b>	<b>(3)</b>	<b>12,918</b>
ST & other financial investments	790	460	6	246	(3)	1,499
Cash & Equivalents	6,299	1,494	60	118	0	7,971
<b>Total cash and equivalents</b>	<b>7,089</b>	<b>1,954</b>	<b>66</b>	<b>364</b>	<b>(3)</b>	<b>9,470</b>
<b>(NET FINANCIAL DEBT) / NET CASH POSITION</b>	<b>(894)</b>	<b>722</b>	<b>(220)</b>	<b>(3,057)</b>	<b>0</b>	<b>(3,448)</b>
<i>NET FINANCIAL DEBT previous year</i>	<i>1,068</i>	<i>613</i>	<i>(135)</i>	<i>(2,783)</i>	<i>0</i>	<i>(1,236)</i>

- The nine-month variation was due to (1) the period's seasonality together with the impact from the COVID outbreak which implies working capital cash outflow increased by a lower use of factoring, (2) the payment of obligations related to the exit from BICC, and (3) investments made during this period.

## 2.3 Net Cash Flows

<b>Grupo ACS</b>				<b>Net Cash Flow</b>		
Euro Million	9M19			9M20		
	TOTAL	HOT	ACS exHOT	TOTAL	HOT	ACS exHOT
Funds from Operating activities	1,671	1,053	617	1,567	1,049	518
Dividends from Abertis	432	173	259	216	86	130
<b>Cash Flow from Operating Activities before Working Capital</b>	<b>2,103</b>	<b>1,226</b>	<b>876</b>	<b>1,783</b>	<b>1,136</b>	<b>647</b>
Operating working capital variation	(1,521)	(756)	(765)	(1,761)	(1,054)	(707)
Net CAPEX	(427)	(341)	(86)	(365)	(272)	(93)
<b>Net Operating Cash Flow from continuing activities</b>	<b>154</b>	<b>129</b>	<b>25</b>	<b>(342)</b>	<b>(190)</b>	<b>(153)</b>
Financial Investments/Disposals	(760)	(167)	(594)	(333)	(464)	131
Operating Leases (IFRS16)	(272)	(212)	(60)	(274)	(219)	(55)
Payments to BICC	0	0	n.a	(832)	(832)	n.a
Other Financial Sources	(14)	1	(16)	(221)	(136)	(85)
<b>Free Cash Flow</b>	<b>(892)</b>	<b>(248)</b>	<b>(644)</b>	<b>(2,003)</b>	<b>(1,840)</b>	<b>(163)</b>
Dividends paid	(435)	(237)	(199)	(472)	(222)	(250)
Intra group Dividends	0	(177)	177	0	(207)	207
Treasury Stock	(416)	0	(416)	(651)	0	(651)
<b>Total Cash Flow Generated / (Consumed)</b>	<b>(1,744)</b>	<b>(662)</b>	<b>(1,082)</b>	<b>(3,126)</b>	<b>(2,268)</b>	<b>(858)</b>
<i>Perimeter change (Increase)/decrease</i>	<i>352</i>	<i>(67)</i>	<i>419</i>	<i>(123)</i>	<i>(117)</i>	<i>(6)</i>
<i>Exchange rate (Increase)/decrease</i>	<i>152</i>	<i>117</i>	<i>35</i>	<i>(145)</i>	<i>(96)</i>	<i>(49)</i>
<b>Total Net Debt variation in the Balance Sheet</b>	<b>(1,240)</b>	<b>(612)</b>	<b>(628)</b>	<b>(3,394)</b>	<b>(2,481)</b>	<b>(913)</b>

## 2.3.1 Cash Flow from Operating Activities

- Cash flow from operating activities before working capital variations amounted to € 1,783 million, affected by the dividend received from Abertis.
- Nine-month 2020 operating working capital variation resulted in a € 1,761 million cash outflow. In addition to the seasonality of the period it should be added to the lesser use of factoring and a temporary working capital deterioration derived from COVID-19. The change in nine-month factoring-adjusted working capital stood at € 1,592 million.
- On its side, net operating investment reached €365 million, €63 million less than last year.

## 2.3.2 Investments

Grupo ACS			Investments breakdown				
Euro Million	Operating Investments	Operating divestments	NET Operating CAPEX	Project / Financial Investments	Financial Divestments	Net Project / Financial investments	Total Net Investments
<b>Infrastructures</b>	335	(31)	<b>304</b>	525	(231)	<b>293</b>	<b>597</b>
<i>Dragados</i>	49	(17)	<b>32</b>	0	(0)	<b>(0)</b>	<b>32</b>
<i>Hochtief</i>	287	(15)	<b>272</b>	487	(23)	<b>464</b>	<b>736</b>
<i>Iridium</i>	0	0	<b>0</b>	38	(208)	<b>(170)</b>	<b>(170)</b>
<b>Industrial Services</b>	53	(5)	<b>48</b>	370	(160)	<b>209</b>	<b>257</b>
<b>Services</b>	17	(4)	<b>13</b>	(0)	(0)	<b>(0)</b>	<b>12</b>
<b>Corporation</b>	0	0	<b>0</b>	(0)	(0)	<b>(0)</b>	<b>0</b>
<b>TOTAL</b>	<b>405</b>	<b>(40)</b>	<b>365</b>	<b>894</b>	<b>(392)</b>	<b>502</b>	<b>867</b>

- ACS Group first nine months total net investment amounted to € 867 million.
- Net CAPEX amounted to € 365 million and mainly corresponded to machinery acquisition for the Group's mining, civil work, and industrial facilities projects.
- Financial and Project net investment reached € 502 million and are detailed as follows:
  - o Infrastructure's area invested around € 525 million, from which € 209 million were devoted to the purchase of CIMIC shares. Around € 245 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.

- o Industrial Services area devoted € 270 million mainly to the development of energy assets while carrying out assets' divestments sold to Galp, which meant a cash inflow of €325 million in the third quarter, of which €170 million were already accounted in 2019 divestments.

## 2.3.3 Other Cash Flows

- Dividends paid in cash by the Group during the first nine months amounted to € 472 million. Likewise, during the term ACS allocated € 651 million to share's buyback, which were mostly intended for scrip dividend purposes.
- CIMIC payments to BICC rose to € 832 million during the period.
- Furthermore, "other financial resources" item worth € 221 million corresponded to HOCHTIEF's treasury shares worth € 136 million and to premiums from derivatives over treasury shares in ACS Corporation.

## 3 Evolution per Areas of Activity

### 3.1 Infrastructures

Infrastructures		Key figures	
<i>Euro Million</i>	9M19	9M20	Var.
<b>Turnover</b>	<b>22,348</b>	<b>21,318</b>	<b>-4.6%</b>
<b>EBITDA</b>	<b>1,827</b>	<b>1,502</b>	<b>-17.8%</b>
<i>Margin</i>	8.2%	7.0%	
<b>EBIT</b>	<b>1,170</b>	<b>887</b>	<b>-24.2%</b>
<i>Margin</i>	5.2%	4.2%	
<b>Net Profit</b>	<b>470</b>	<b>260</b>	<b>-44.6%</b>
<i>Margin</i>	2.1%	1.2%	
<b>Backlog</b>	<b>65,115</b>	<b>61,350</b>	<b>-5.8%</b>
<i>Months</i>	25	24	

NOTE: Infrastructures includes Construction and Concessions activities.

- Sales in Infrastructure reached € 21,318 million, meaning 4.6% decrease due to the slowdown of the global activity caused by COVID-19. On a quarterly basis, sales improved by 7% in the third quarter of the year compared to the second.

Europe was down by 2.4% due to the pandemic incidence during the first semester of the year, especially in Spain. However, the recovery of sales in the third quarter stood out with a 25% growth compared to the second quarter of the year.

North America showed resilience with a 2.6% growth thanks to the strength of the American and Canadian markets and despite the negative exchange rate impact.

Asia Pacific was down by 19.3% because of the pandemic impact on the region that led to a slowdown of the operating activities and a delay on the award of new projects, as well as the negative exchange rate effect.

The remaining regions were also affected by restrictions applied by different countries due to the worsening of the pandemic since 2020 second quarter.

- Operating results were impacted by Abertis, whose contribution to the Group was negative in € 10 million. Excluding Abertis, EBITDA accounted for € 1,512 million and EBIT reached € 898 million, decreasing by 4.7% and 3.4% respectively.
- Net Profit, not considering Abertis' impact contribution, reached € 268 million, decreasing by 3.0%.



Infrastructures			Sales per geographical areas		
<i>Euro Million</i>	9M19	% weight	9M20	% weight	Var.
Spain	979	4.4%	921	4.3%	-6.0%
Rest of Europe	1,246	5.6%	1,252	5.9%	+0.5%
North America	13,022	58.3%	13,361	62.7%	+2.6%
South America	265	1.2%	213	1.0%	-19.7%
Asia Pacific	6,836	30.6%	5,520	25.9%	-19.3%
Africa	0	0%	52	0.2%	n.a.
<b>TOTAL</b>	<b>22,348</b>	<b>100%</b>	<b>21,318</b>	<b>100%</b>	<b>-4.6%</b>

- Backlog at period-end stood at € 61,350 million, equivalent to two years of production.

Backlog decreased by 6.8% in the US market, mainly affected by U.S. dollar depreciation. Adjusted by currency effects, US' Backlog grew by 2.6% compared to the previous year.

In Asia Pacific, Backlog went down by 4.6% because of COVID-19 crisis. To highlight, Australia's backlog grew by 3.7% thanks to mining contract extension and the incorporation of new businesses from perimeter changes in services' activities. The impact of the pandemic on Asia Pacific region caused a general delay in new project awards. However, there is an estimation of more than € 15,000 million awards and bidding projects pending for the last quarter.

Infrastructures			Backlog per geographical areas		
<i>Euro Million</i>	Sep-19	% weight	Sep-20	% weight	Var.
Spain	2,415	3.7%	2,335	3.8%	-3.3%
Rest of Europe	5,430	8.3%	5,572	9.1%	+2.6%
North America	32,953	50.6%	30,706	50.1%	-6.8%
South America	1,361	2.1%	1,022	1.7%	-24.9%
Asia Pacific	21,920	33.7%	20,905	34.1%	-4.6%
Africa	1,037	1.6%	809	1.3%	-22.0%
<b>TOTAL</b>	<b>65,115</b>	<b>100%</b>	<b>61,350</b>	<b>100%</b>	<b>-5.8%</b>

## 3.1.1 Construction

Construction											
Euro Million	Dragados			HOCHTIEF (ACS contr.)			Adjustments		Total		
	9M19	9M20	Var.	9M19	9M20	Var.	9M19	9M20	9M19	9M20	Var.
<b>Sales</b>	<b>3,539</b>	<b>3,350</b>	-5.3%	<b>18,752</b>	<b>17,908</b>	-4.5%	<b>0</b>	<b>0</b>	<b>22,291</b>	<b>21,258</b>	-4.6%
<b>EBITDA</b>	<b>260</b>	<b>263</b>	+1.0%	<b>1,396</b>	<b>1,222</b>	-12.4%	<b>(97)</b>	<b>3</b>	<b>1,559</b>	<b>1,489</b>	-4.5%
Margin	7.4%	7.8%		7.4%	6.8%				7.0%	7.0%	
<b>EBIT</b>	<b>181</b>	<b>208</b>	+14.7%	<b>863</b>	<b>707</b>	-18.0%	<b>(131)</b>	<b>(30)</b>	<b>913</b>	<b>885</b>	-3.1%
Margin	5.1%	6.2%		4.6%	4.0%				4.1%	4.2%	
Net Financial Results	(38)	(80)		(76)	(113)		0	0	(114)	(193)	
Equity Method	0	0		0	0		0	0	0	0	
Other Results & Fixed Assets	(14)	(3)		(6)	(14)		(0)	(0)	(20)	(17)	
<b>EBT</b>	<b>129</b>	<b>125</b>	-3.4%	<b>781</b>	<b>580</b>	-25.7%	<b>(131)</b>	<b>(30)</b>	<b>779</b>	<b>675</b>	-13.4%
Taxes	(37)	(38)		(197)	(162)		11	11	(224)	(189)	
Minorities	(1)	(1)		(353)	(252)		62	12	(292)	(241)	
<b>Net Profit</b>	<b>91</b>	<b>86</b>	-5.8%	<b>230</b>	<b>166</b>	-27.7%	<b>(58)</b>	<b>(8)</b>	<b>263</b>	<b>244</b>	-7.2%
Margin	2.6%	2.6%		1.2%	0.9%				1.2%	1.1%	
<b>Backlog</b>	<b>14,628</b>	<b>12,393</b>	-15.3%	<b>50,486</b>	<b>48,956</b>	-3.0%			<b>65,115</b>	<b>61,350</b>	-5.8%
Months	36	31		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 5.3% mainly due to the pandemic impact on the main regions where it operates. Operating margins improved. Net Profit stood at € 86 million, maintaining its margin over sales stable in comparable terms, despite negative currency exchange differences registered during the period.
- HOCHTIEF sales went down by 4.5%, affected by the pandemic and the negative exchange rate impact. 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 € 324 million, affected by Abertis' negative contribution during the period (€ 4 million). Not considering this impact net result decreased by 8.9%.

HOCHTIEF														
Euro Million	America			Asia Pacific			Europe			Holding		Total		
	9M19	9M20	Var.	9M19	9M20	Var.	9M19	9M20	Var.	9M19	9M20	9M19	9M20	Var.
<b>Sales</b>	<b>11,064</b>	<b>11,271</b>	+1.9%	<b>6,676</b>	<b>5,603</b>	-16.1%	<b>906</b>	<b>947</b>	+4.6%	<b>107</b>	<b>86</b>	<b>18,752</b>	<b>17,908</b>	-4.5%
<b>EBITDA</b>	<b>293</b>	<b>317</b>	+8.1%	<b>972</b>	<b>893</b>	-8.1%	<b>73</b>	<b>72</b>	-1.4%	<b>58</b>	<b>(59)</b>	<b>1,396</b>	<b>1,222</b>	-12.4%
Margin	2.6%	2.8%		14.6%	15.9%		8.0%	7.6%		0.0%	0.0%	7.4%	6.8%	
<b>EBIT</b>	<b>240</b>	<b>255</b>	+6.2%	<b>538</b>	<b>479</b>	-10.9%	<b>35</b>	<b>36</b>	+1.4%	<b>50</b>	<b>(62)</b>	<b>863</b>	<b>707</b>	-18.0%
Margin	2.2%	2.3%		8.1%	8.5%		3.9%	3.8%		0.0%	0.0%	4.6%	4.0%	
Net Financial Results	(6)	(14)		(87)	(114)		4	(10)		13	25	(76)	(113)	
Equity Method	0	0		0	0		0	0		0	0	0	0	
Other Results & Fixed Assets	(0)	(0)		(6)	(15)		0	1		(0)	(0)	(6)	(14)	
<b>EBT</b>	<b>233</b>	<b>240</b>	+2.9%	<b>444</b>	<b>349</b>	-21.4%	<b>40</b>	<b>27</b>	-31.1%	<b>64</b>	<b>(36)</b>	<b>781</b>	<b>580</b>	-25.7%
Taxes	(54)	(49)		(131)	(105)		(6)	(1)		(5)	(7)	(197)	(162)	
Minorities	(32)	(31)		(95)	(64)		1	0		0	0	(127)	(95)	
<b>Net Profit</b>	<b>146</b>	<b>160</b>	+9.1%	<b>217</b>	<b>181</b>	-16.9%	<b>34</b>	<b>27</b>	-21.5%	<b>58</b>	<b>(43)</b>	<b>456</b>	<b>324</b>	-29.0%
Margin	1.3%	1.4%		3.3%	3.2%		3.8%	2.8%				2.4%	1.8%	

## RESULTS REPORT 3Q 2020

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

- HOCHTIEF America's sales remained strong despite the impact of the pandemic with growth of 1.9%, or 3% in local currency. Operating margins remained almost stable and net profit increased by 9.1%. Backlog, € 23,000 million, represented 7% increase in local currency.
- Sales in Asia Pacific (CIMIC) decreased by 16.1% due to the impact of COVID-19 in the region that led to delays in the projects' execution and the Australian dollar depreciation.
- Europe showed a good sale's evolution with a circumstantial 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 € (4) million in contrast with the positive € 96 million from the last period.

### 3.1.2 Concessions

Concessions		Key figures	
Euro Million	9M19	9M20	Var.
<b>Sales</b>	<b>58</b>	<b>61</b>	<b>+5.4%</b>
Iridium	58	61	
Abertis	-	-	
<b>EBITDA</b>	<b>268</b>	<b>13</b>	<b>-95.1%</b>
Iridium	27	24	
Abertis	241	(10)	
<b>EBIT</b>	<b>257</b>	<b>2</b>	<b>-99.1%</b>
Iridium	16	13	
Abertis	241	(10)	
<b>Net Profit</b>	<b>206</b>	<b>16</b>	<b>-92.4%</b>
Iridium	14	24	
Abertis	193	(8)	

#### 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 € 8.3 million, from which € 6.2 million corresponded to ACS direct stake, and the remaining € 2.1 million to the indirect stake through HOCHTIEF, once minority interests were deducted.

<b>Abertis</b>	<i>Key figures</i>		
<i>Million euros</i>	<b>9M19</b>	<b>9M20</b>	<i>Var</i>
<b>Sales</b>	4,059	2,989	-26%
<b>EBITDA</b>	2,811	1,918	-32%
<b>Net Profit (Pre PPA)</b>	853	318	-63%

- The significant reduction of Abertis' contribution was due to the impact of the pandemic on its activity. Revenues were down 26% compared to 2019 same term. Abertis' net profit before PPA stood at € 318 million. Mobility restrictions in the main countries where it operates caused a strong decrease in the activity during the second quarter. There is a significant improvement in traffic levels during the third quarter, after lifting the restrictions.
- 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 second half, 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	
<i>Euro Million</i>	9M19	9M20	Var.
<b>Turnover</b>	<b>5,283</b>	<b>4,760</b>	<b>-9.9%</b>
<b>EBITDA</b>	<b>554</b>	<b>500</b>	<b>-9.6%</b>
<i>Margin</i>	10.5%	10.5%	
<b>EBIT</b>	<b>487</b>	<b>436</b>	<b>-10.3%</b>
<i>Margin</i>	9.2%	9.2%	
<b>Net Profit</b>	<b>270</b>	<b>243</b>	<b>-10.0%</b>
<i>Margin</i>	5.1%	5.1%	
<b>Backlog</b>	<b>9,968</b>	<b>9,582</b>	<b>-3.9%</b>
<i>Months</i>	18	19	

- Sales in Industrial Services accounted for € 4,760 million, decreasing by 9.9%, 3.1% adjusted by exchange rate effects. The pandemic impact slowed down the activity in the main regions where it operates.
- The activity in South America grew by 2.4% growth despite the exchange rate variation significant effect. However, North America region was affected by Mexico, also affected by the pandemic in addition to its currency depreciation.
- 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 € 243 million, in line with sales evolution.

Industrial Services		Turnover breakdown by activity	
<i>Euro Million</i>	9M19	9M20	Var.
<b>Support Services</b>	<b>2,925</b>	<b>3,068</b>	<b>+4.9%</b>
<i>Networks</i>	524	474	-9.6%
<i>Specialized Products</i>	1,743	1,978	+13.5%
<i>Control Systems</i>	657	617	-6.2%
<b>EPC Projects</b>	<b>2,330</b>	<b>1,683</b>	<b>-27.8%</b>
<b>Renewable Energy: Generation</b>	<b>33</b>	<b>30</b>	<b>-9.9%</b>
<i>Consolidation Adjustments</i>	(5)	(21)	
<b>TOTAL</b>	<b>5,283</b>	<b>4,760</b>	<b>-9.9%</b>
<b>International</b>	<b>3,162</b>	<b>3,063</b>	<b>-3.1%</b>
<i>% over total sales</i>	59.9%	64.4%	

Industrial Services		Sales per geographical areas		
<i>Euro Million</i>	9M19	9M20	Var.	
Spain	2,121	1,697	-20.0%	
Rest of Europe	316	321	+1.6%	
North America	891	558	-37.4%	
South America	1,517	1,552	+2.4%	
Asia Pacific	267	339	+27.0%	
Africa	171	292	+71.1%	
<b>TOTAL</b>	<b>5,283</b>	<b>4,760</b>	<b>-9.9%</b>	

- Backlog amounted to € 9,582 million, equivalent to 19 months, growing by 5.6% adjusted by exchange rate. International Backlog represented 63.9% of total.

The good evolution of contracts in the European market stood out, mainly in Spain, thanks to the entry of new renewable energy projects.

Industrial Services		Backlog per activity		
<i>Euro Million</i>	Sep-19	Sep-20	Var.	
<b>Support Services</b>	<b>5,257</b>	<b>4,768</b>	<b>-9.3%</b>	
<i>Networks</i>	548	582	+6.1%	
<i>Specialized Products</i>	3,296	2,803	-15.0%	
<i>Control Systems</i>	1,413	1,384	-2.1%	
<b>EPC Projects</b>	<b>4,665</b>	<b>4,751</b>	<b>+1.8%</b>	
<b>Renewable Energy: Generation</b>	<b>45</b>	<b>63</b>	<b>-</b>	
<b>TOTAL BACKLOG</b>	<b>9,968</b>	<b>9,582</b>	<b>-3.9%</b>	
<b>International</b>	<b>7,809</b>	<b>6,121</b>	<b>-21.6%</b>	
<i>% over total backlog</i>	78.3%	63.9%		

Industrial Services		Backlog per geographical areas		
<i>Euro Million</i>	Sep-19	Sep-20	Var.	
Spain	2,159	3,461	+60.3%	
Rest of Europe	674	988	+46.5%	
North America	1,624	1,096	-32.5%	
South America	3,793	2,842	-25.1%	
Asia Pacific	998	662	-33.7%	
Africa	720	532	-26.0%	
<b>TOTAL</b>	<b>9,968</b>	<b>9,582</b>	<b>-3.9%</b>	



### 3.3 Services

Services		Key figures	
<i>Euro Million</i>	9M19	9M20	Var.
<b>Turnover</b>	<b>1,180</b>	<b>1,143</b>	<b>-3.2%</b>
<b>EBITDA</b>	<b>71</b>	<b>37</b>	<b>-46.9%</b>
<i>Margin</i>	6.0%	3.3%	
<b>EBIT</b>	<b>43</b>	<b>7</b>	<b>-84.7%</b>
<i>Margin</i>	3.6%	0.6%	
<b>Net Profit</b>	<b>29</b>	<b>6</b>	<b>-77.8%</b>
<i>Margin</i>	2.5%	0.6%	
<b>Backlog</b>	<b>2,501</b>	<b>2,562</b>	<b>+2.5%</b>
<i>Months</i>	19	20	

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

Services		Sales per geographical areas	
<i>Euro Million</i>	9M19	9M20	Var.
Spain	1,095	1,058	-3.4%
United Kingdom	68	70	+3.0%
Portugal	17	15	-12.3%
<b>TOTAL</b>	<b>1,180</b>	<b>1,143</b>	<b>-3.2%</b>

- Services Backlog reached € 2,562 million, equivalent to over 20 months of production.

Services		Backlog per geographical areas	
<i>Euro Million</i>	Sep-19	Sep-20	Var.
Spain	2,288	2,324	+1.6%
United Kingdom	136	164	+20.8%
Portugal	77	74	-3.7%
<b>TOTAL</b>	<b>2,501</b>	<b>2,562</b>	<b>+2.5%</b>

## 4 Annex

### 4.1 Main figures per area of activity

TURNOVER					
<i>Euro Million</i>	9M19		9M20		Var.
Infrastructures	22,348	78 %	21,318	78 %	-4.6%
Industrial Services	5,283	18 %	4,760	17 %	-9.9%
Services	1,180	4 %	1,143	4 %	-3.1%
Corporation / Adjustments	(11)		(17)		
<b>TOTAL</b>	<b>28,800</b>		<b>27,204</b>		<b>-5.5%</b>

EBITDA					
<i>Euro Million</i>	9M19		9M20		Var.
Infrastructures	1,827	75 %	1,502	74 %	-17.8%
Industrial Services	554	23 %	500	25 %	-9.6%
Services	71	3 %	37	2 %	-46.9%
Corporation / Adjustments	(46)		(46)		
<b>TOTAL</b>	<b>2,406</b>		<b>1,994</b>		<b>-17.1%</b>

EBIT					
<i>Euro Million</i>	9M19		9M20		Var.
Infrastructures	1,170	69 %	887	67 %	-24.2%
Industrial Services	487	28 %	436	33 %	-10.3%
Services	43	3 %	7	0 %	-84.7%
Corporation / Adjustments	(48)		(48)		
<b>TOTAL</b>	<b>1,652</b>		<b>1,282</b>		<b>-22.4%</b>

NET PROFIT					
<i>Euro Million</i>	9M19		9M20		Var.
Infrastructures	470	61 %	260	51 %	-44.6%
Industrial Services	270	35 %	243	48 %	-10.0%
Services	29	4 %	6	1 %	-77.8%
Corporation / Adjustments	0		(32)		
<b>TOTAL</b>	<b>769</b>		<b>477</b>		<b>-37.9%</b>

AWARDS					
<i>Euro Million</i>	9M19		9M20		Var.
Infrastructures	27,189		19,600		-27.9%
Industrial Services	5,310		4,929		-7.2%
Services	653		842		+29.0%
Corporation / Adjustments	0		(0)		
<b>TOTAL</b>	<b>33,152</b>		<b>25,371</b>		<b>-23.5%</b>

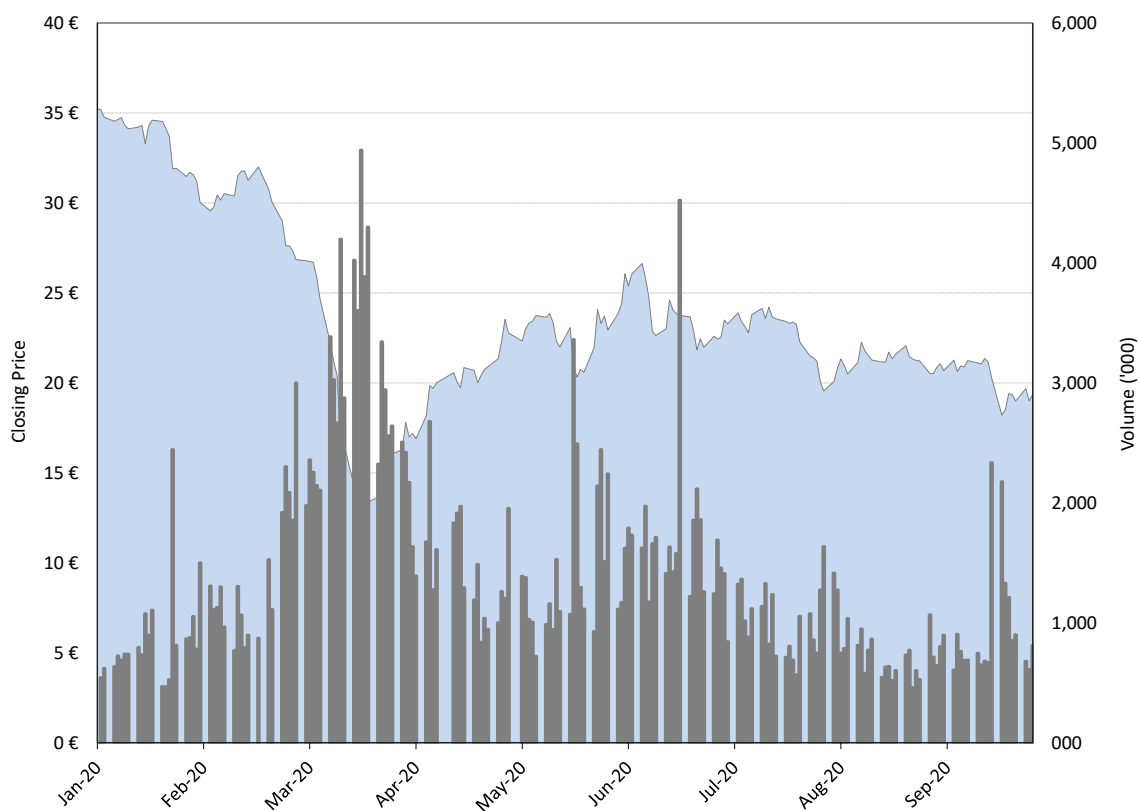
BACKLOG					
<i>Euro Million</i>	Sep-19	months	Sep-20	months	Var.
Infrastructures	65,115	25	61,350	24	-5.8%
Industrial Services	9,968	18	9,582	19	-3.9%
Services	2,501	19	2,562	20	+2.5%
<b>TOTAL</b>	<b>77,584</b>	<b>24</b>	<b>73,494</b>	<b>23</b>	<b>-5.3%</b>

NET DEBT					
<i>Euro Million</i>	Sep-19		Sep-20		Var.
Infrastructures	1,068		(894)		-183.7%
Industrial Services	613		722		+17.8%
Services	(135)		(220)		+62.7%
Corporation / Adjustments	(2,783)		(3,057)		+9.8%
<b>TOTAL</b>	<b>(1,236)</b>		<b>(3,448)</b>		<b>n.a.</b>

## 4.2 Share data

ACS Shares Data (YTD)	9M19	9M20
Closing price	35.65 €	19.37 €
Performance	5.38%	-45.68%
Period High	40.97 €	35.89 €
High date	30-Apr	2-Jan
Period Low	32.32 €	11.20 €
Low date	15-Aug	19-Mar
Average in the period	36.51 €	22.38 €
Total volume ('000)	171,395	269,088
Daily average volume ('000)	672	1,416
Total traded effective (€ mn)	6,258	6,022
Daily average effective (€ mn)	24.54	31.69
Number of shares (mn)	314.67	310.66
Market cap (€ mn)	11,218	6,016



### 4.3 Exchange Rate Effect

#### EXCHANGE RATE EFFECT

EXCHANGE RATE EFFECT (€ vs. currency)	Average Exchange Rate			
	Sep-19	Sep-20	difference	%
1 US Dollar	1.1218	1.1303	0.0084	+0.8%
1 Australian Dollar	1.6065	1.6661	0.0596	+3.7%
1 Mexican Peso	21.6933	24.8628	3.1695	+14.6%
1 Brazilian Real	4.3665	5.8639	1.4973	+34.3%

EXCHANGE RATE EFFECT (€ vs. currency)	Closing Exchange Rate			
	Sep-19	Sep-20	difference	%
1 US Dollar	1.0889	1.1740	0.0851	+7.8%
1 Australian Dollar	1.6126	1.6288	0.0162	+1.0%
1 Mexican Peso	21.4893	25.8853	4.3960	+20.5%
1 Brazilian Real	4.5282	6.5752	2.0470	+45.2%

EXCHANGE RATE EFFECT Euro million	Grupo ACS			
	USD	AUD	Others	Total
Backlog	(2,275)	(220)	(1,302)	(3,797)
Sales	(97)	(210)	(409)	(717)
Ebitda	(2)	(31)	(42)	(75)
Ebit	(1)	(16)	(36)	(53)
Net Profit	0	(2)	(18)	(20)

EXCHANGE RATE EFFECT	Infrastructures			
<i>Euro Million</i>	USD	AUD	Others	Total
Backlog	(2,238)	(219)	(395)	(2,853)
Sales	(95)	(209)	(51)	(355)
Ebitda	(2)	(31)	(2)	(36)
Ebit	(1)	(16)	(1)	(18)
Net Profit	(0)	(2)	1	(1)

EXCHANGE RATE EFFECT	Industrial Services			
<i>Euro Million</i>	USD	AUD	Others	Total
Backlog	(37)	(1)	(902)	(941)
Sales	(2)	(1)	(358)	(361)
Ebitda	(0)	(0)	(40)	(40)
Ebit	0	(0)	(35)	(35)
Net Profit	0	(0)	(19)	(19)

EXCHANGE RATE EFFECT	Services			
<i>Euro Million</i>	USD	AUD	Others	Total
Backlog	0	0	(4)	(4)
Sales	0	0	(0)	(0)
Ebitda	0	0	(0)	(0)
Ebit	0	0	(0)	(0)
Net Profit	0	0	(0)	(0)

## 4.4 Main Awards

### 4.4.1 Infrastructures

In blue the ones related to this period

Project	Type of Project	Region	€ mn
Construction of a new 1.2 million square-foot terminal with 30 gates at San Diego International Airport, California	Building	United States	2,004.0
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
Contract extension to provide mining services at Mount Owen in the Hunter Valley (Australia)	Mining	Asia Pacific	205.5
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)	Civil Works	Europe	194.8
Contract to build the replacement of the A40 Rhine Bridge in Duisburg-Neuenkamp (Germany)	Civil Works	Europe	185.2
Renewal Program for all three existing concourses (A, B and C) at Denver Airport (DEN), (Colorado, USA)	Building	United States	182.0
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 of 17 km of S3 express road Swinoujscie-Tronszyn in the section between Swinoujscie-Dargobadz (Poland)	Civil Works	Europe	156.7
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
Austin State Hospital (ASH) Building Renovation Project in Texas (US)	Building	United States	126.0
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
Construction and maintenance contracts in the mining sector in Western Australia	Mining	Asia Pacific	121.6
Contract for the reconstruction of Taxiway C at Love Field Airport located in Dallas, Texas (United States)	Civil Works	United States	113.0
Extension for maintenance and turnaround services contracts in Queensland, Western Australia and Victoria (Australia)	Services	Asia Pacific	111.5
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 Meenyan 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

Project	Type of Project	Region	€ mn
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 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
Design and construction of I-90, and 8 bridges in Southborough and Westborough (Massachusetts, USA)	Civil Works	United States	41.0
Construction of 203 residential homes in two independent blocks of 29 and 13 floors in Valencia (Spain)	Building	Spain	40.7
Interchange reconstruction at US 27 and SR 60 in Polk County (Florida, USA)	Civil Works	United States	37.5
Building of 195 residential homes in Las Rozas (Madrid, Spain)	Building	Spain	32.1
Maintenance and conservation of the infrastructure, track and switches and crossings of the High Speed Line Madrid-East, in the bases of Villarubia de Santiago and Gabaldón (Toledo, Spain)	Civil Works	Spain	28.0
Construction of two industrial warehouses in the Nissan supplier park (Avila, Spain)	Building	Spain	27.8
Improvements works in Poniente Dock in Valencia consisting in rearrangement of the port's internal network main road and construction of a new platform (Spain)	Civil Works	Spain	26.6

### 4.4.2 Industrial Services

Project	Type of Project	Region	€ mn
Development of the Borwin 5 project consisting of an offshore platform for converting wind energy into electricity (HVDC) in the North Sea (Germany)	Integrated projects	Europe	363.8
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
Maintenance contract and auxiliary works of the electrification facilities of the conventional rail network in Spain for ADIF (Spain)	Specialized Products	Spain	25.9
Operation and maintenance system for electric buses at King Saud Bin Abdulaziz University in Riyadh (Saudi Arabia)	Control Systems	Asia and the Middle east	22.8
Contract to expand the capacity of the transmission lines between Monterrico-Cocharcas and Charrúa-Chillán (Chile)	Specialized Products	Latin america	21.9
Contract with Vodafone to deploy the 5G internet network in Spain	Specialized Products	Spain	19.9
Contract for mechanical installations, air conditioning and other works in two Amazon facilities in Huesca and Zaragoza (Spain)	Specialized Products	Spain	17.9
Contract for the design, supply, testing and commissioning of the ITS systems (intelligent transport systems) of the Rozelle Interchange project, which covers about 7 km of tunnels, within the WestConnex project in Sydney (Australia)	Control Systems	Asia Pacific	16.6
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
Project for the modernization of intelligent mobility corridors in the metropolitan area of Guadalajara, Mexico	Specialized Products	Latin america	14.2
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

### 4.4.3 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
Cleaning services contract of military bases, barracks and facilities at national level for the Ministry of Defense (Spain)	Services for buildings	Spain	87.3
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
Renewal of the home help services and its modalities for the Valladolid City Council (Spain)	Services for citizens	Spain	18.7
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

# 5 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**

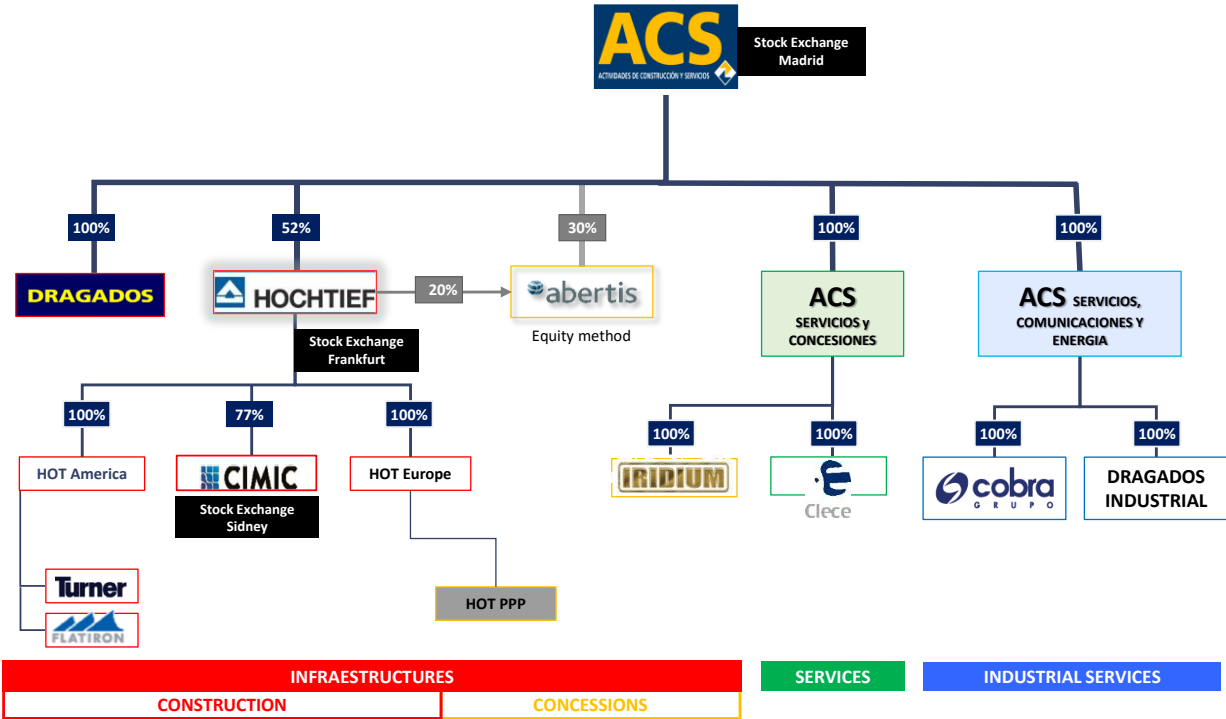
This area includes Construction and Concession activities performed by Dragados, Hochtief (including CIMIC), and Iridium and the stake in Abertis. It is oriented towards the development of different projects such as Civil Works, Building and activities related to the mining sector (carried out by CIMIC, 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.





## 6 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	sep-20	sep-19
<b>Market capitalisation</b>	<b>Num of shares at period close x price at period close</b>	<b>6,016</b>	<b>11,218</b>
<b>Earnings per share</b>	<b>Net Profit of the period / Average num of shares of the period</b>	<b>1.61</b>	<b>2.50</b>
Net Attributable profit	Total Income - Total Expenses of the period - Minority interests result	477	769
Average num. of shares of the period	Daily average outstanding shares in the period adjusted by treasury stock	296.3	308.0
<b>Backlog</b>	<b>Value of the contracts awarded and pending to be executed.</b> 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)	<b>73,494</b>	<b>77,584</b>
<b>Gross Operating Profit (EBITDA)</b>	<b>Operating Profit excluding (1) D&amp;A y (2) non recurrent operating results and/or which dont imply a cash flow + Results from Equity Method (Associates and Joint Ventures)</b>	<b>1,994</b>	<b>2,406</b>
(+) Operating Profit	Operating income - Operating expenses	1,080	1,220
(-) 1.D&A	Operating provisions and fix asset depreciation	(712)	(754)
(-) 2. Non recurrent operating results and/or which dont imply a cash flow	Impairment & gains on fixed assets + other operating results	(45)	(78)
(+) 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	157	354
<b>Net Financial Debt / EBITDA</b>	<b>Net Financial Debt / Annualized EBITDA</b>	<b>1.3x</b>	<b>0.4x</b>
Net Financial Debt (1)-(2)	Gross external financial debt +Net debt with group companies - Cash & Equivalents	3,448	1,236
(1) Deuda Financiera Bruta	Bank debt + Obligations and other negotiable securities + Project finance and non recourse debt + Financial lease + Other l/t non bank debt + Debt with group companies	12,918	9,734
(2) Cash & Equivalents	Temporary Financial investments + L/T deposits + Cash & Equivalents	9,470	8,497
Annualized EBITDA	EBITDA of the period / num of month within the period x 12 months	2,659	3,207
<b>Net Cash Flow</b>	<b>(1) Cash Flow from operating activities + (2) Cash Flow from investing activities + (3) Other Cash flows</b>	<b>(3,126)</b>	<b>(1,744)</b>
<b>1. Cash Flow from operating activities</b>	<b>Adjusted Net Profit attributable + Operating working capital variation</b> ex discontinued operations	<b>22</b>	<b>581</b>
Adjusted Net Profit attributable	Net profit attributable (+/-) adjustments of concepts which dont imply an operating cash flow	1,783	2,103
Operating working capital variation	Working capital variation of the period (+/-) ajustments of non operating concepts (Ej: dividends, interests, taxes, etc)	(1,761)	(1,521)
<b>2. Cash Flow from investing activities</b>	<b>Net investments (paid/collected)</b> ex discontinued operations	<b>(698)</b>	<b>(1,188)</b>
(-) 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) ex discontinued operations	(1,300)	(1,539)
(+) 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	602	352
<b>3. Other Cash Flows</b>	<b>Treasury stock sale/acquisition + Dividend payments + Other financial sources + Op.Lease payments+ Cash generated from discontinued operations</b>	<b>(2,450)</b>	<b>(1,138)</b>
Ordinary Financial Result	Financial Income - Financial expenses	(220)	(193)
Net Financial Result	Ordinary financial result + Foreign exchange results + Impairment non current assets results + Results on non current assets disposals	(248)	(139)
Working Capital	Stock + Total accounts receivables - Total accounts payables - other current liabilities	(4,206)	(4,782)

**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
<b>Market capitalisation</b>	Value of the company in the stock exchange market
<b>Earnings per share</b>	Indicates the part of the net profit that corresponds to each share
<b>Backlog</b>	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
<b>Gross Operating Profit (EBITDA)</b>	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
<b>Net Financial Debt / EBITDA</b>	<b>Comparable ratio of the Group's indebtedness level. It measures the repayment capacity of the financing in number of years.</b>
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	
<b>Net Cash Flow</b>	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	
<b>Ordinary Financial Result</b>	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
<b>Net Financial Result</b>	
<b>Working Capital</b>	

## 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.

## Investor Relations Department

ACS, Actividades de Construcción y Servicios S.A.

Av. Pío XII, 102

28036 Madrid

+ 34 91 343 90 00

[irgrupoacs@grupoacs.com](mailto:irgrupoacs@grupoacs.com)

[www.grupoacs.com](http://www.grupoacs.com)