

Q3 2023 Results Presentation



November 13th, 2023

Q3 23 Key figures

REVENUES

26,395 +11.4%
€mn vs Q3 22*

BACKLOG

74.91 +9.4 %
€bn vs Q4 22*

ORDER INTAKE

34.75 +27.4%
€bn vs Q3 22

EBITDA

1,425 +17.2%
€mn vs Q3 22*

NET PROFIT

576 +22.0%
€mn vs Q3 22*

NET DEBT

590 vs. **1,165** €mn
€mn in 1H 23

(*) Variations FX adjusted

Net Profit by Activities

Figures in million euros

	Q3 22	Q3 23	Var (%)
Construction	255	309	+21.5%
Concessions	145	173	+18.9%
Services	22	22	+4.6%
Profit from the Activities	421	505	+19.7%
Corporation & others ⁽¹⁾	59	71	
Net Profit	480	576	+19.9%
EPS	1.79 €	2.22 €	+24.1%

(1) Includes the net profit of the Energy and Real Estate activities, as well as the results from financial derivatives linked to ACS shares

LTM Cash Flow evolution



(1) Includes the purchase of HOT for €331 million and MACA for €126 million, as well as the purchase of 78% of SH288 and the sale transaction of 57% as a promissory note.

(2) Includes, among others, extraordinary payments (Ichthys, Seattle and radials), the divestment of Ventia, other investments and adjustments for changes in scope and FX



Performance by Activity

Construction

REVENUES

24,638
€mn **+7.4%**
vs Q3 22

- Consolidated growth trend across markets
- Double digit growth in US and Australia FX adjusted
- Outperformance coming from high growth segments with work done increasing c. +20% YoY

EBIT

685
€mn **+7.8%**
vs Q3 22

- Overall margin stability. Improvement from high-end projects contribution partially off-set by escalation costs*

BACKLOG

72.3
€bn **+9.4%**
vs 4Q 22

- Albeit significant FX impact from EUR strength...
- Order intake boosted by high growth markets (+94.6% YoY), particularly coming from energy transition and sustainable mobility projects

(*) Offset by the impact of lower margin from the recovery of escalation costs

Construction performance by region

N.America **Turner** FLATIRON
DRAGADOS USA

Asia Pacific **CIMIC**

Europe **DRAGADOS** **HOCHTIEF**

REVENUES €mn



- Double digit growth FX adjusted
- Operating margin momentum reflecting contribution from high-end projects



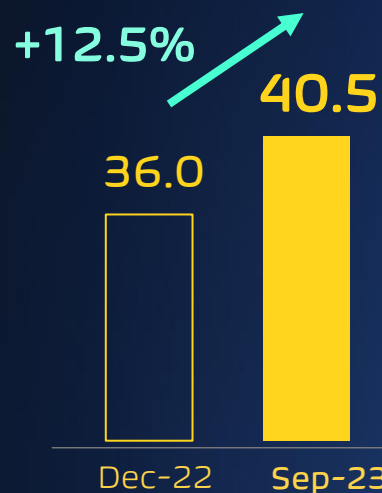
- +21% YoY FX adjusted backed by strong delivery on new sustainable mobility and energy transition projects.
- LfL operating margins stable



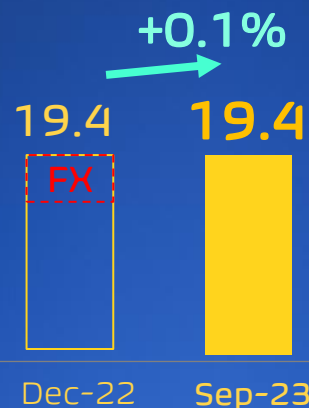
- Supported by positive evolution in Spain, Poland and Czech Republic

YoY Growth

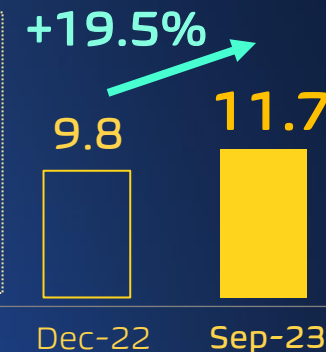
BACKLOG €bn



- Strong 20.4 €bn order intake (+37% YoY) of which 16.7 €bn from high growth markets



- Growth YoY +8.5% in local currency
- Strong order intake in high growth market amounting to 5 €bn



- Boosted by 4.6 €bn order intake (+52% YoY) of which 2.9 €bn from high growth markets

YTD Growth



Strategic approach to scale up growth market opportunities ...



Expanding know-how and engineering capabilities organically + bolt-on acquisitions

Strong supply chain capabilities expanding to core markets

Taking advantage of our leadership position and experience in PPPs.



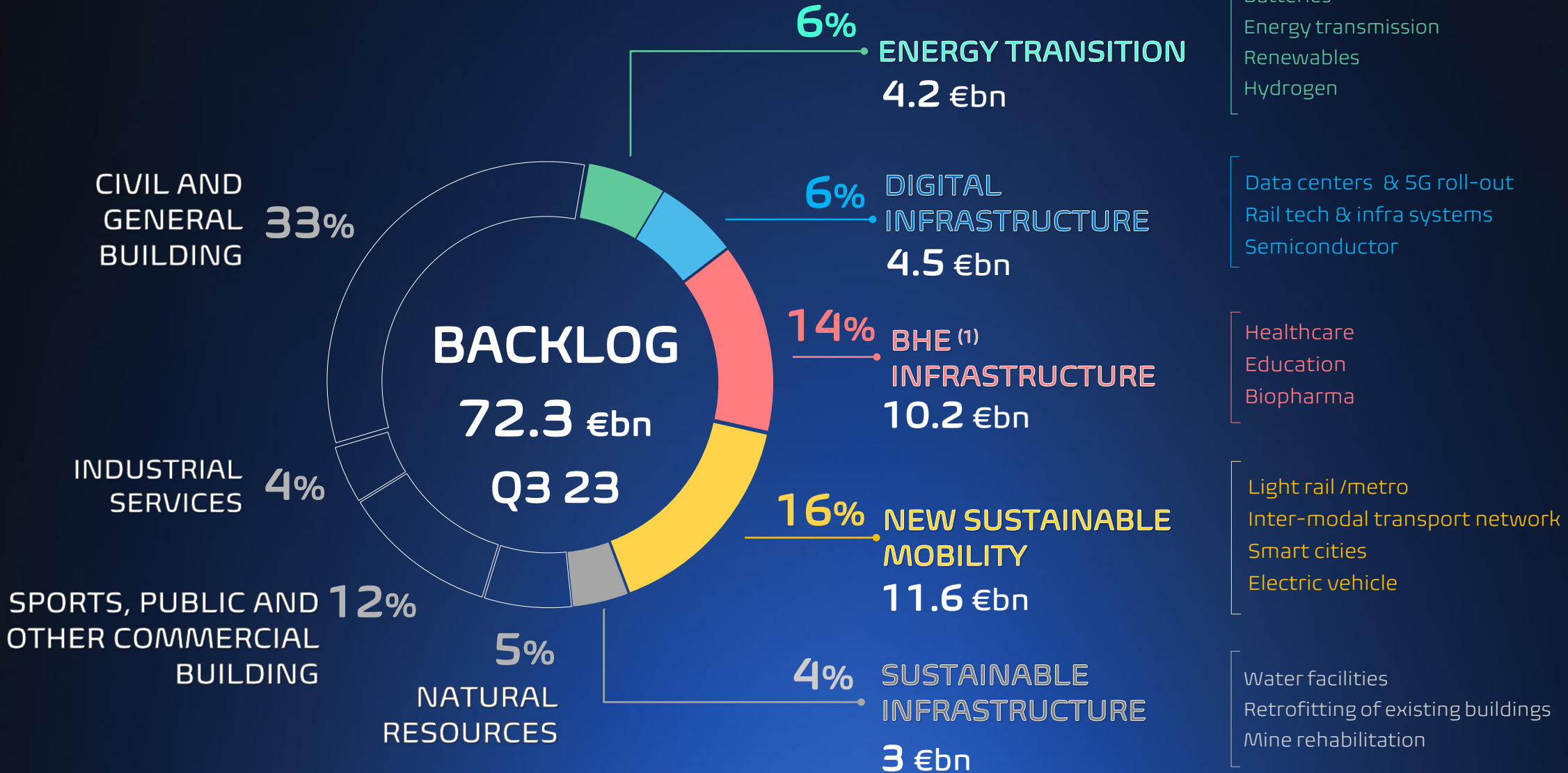
Worldwide Top international contractor* in:

Transportation	#1 Highways	Manufacturing	#2 Telco	Building	#1 Green building
	#1 Airports		#1 Mining		#1 Commercial
	#1 Mass transit and Rail		#1 Chemical manufacturing		#2 Government
	#1 Bridges		#1 Pharma		#1 Education
	#2 Electronic assembly		#1 Hotels and convention centers		
	#1 Transmission lines & cabling	#1 Healthcare			
	#1 Data Centers	#1 Sport			
		#1 Entertainment			

* According to ENR (Engineering News Record) Ranking, as of 2022 (excluding China)



... reflected in the Group's infrastructure backlog ...



(1)Biopharma, Healthcare and Education



... with important awards in both high growth and traditional markets

Energy transition



- **Manufacturing facility for electric vehicle batteries** for Panasonic Energy in De Soto, Kansas, USA
- **Expansion of the Western Downs Battery project** for Neoen, one of the world's leading producers of exclusively renewable energy in Brisbane, Australia
- **Several contracts in the energy and mineral processing sector** including the construction of a lithium hydroxide plant and four other contracts providing various energy services in Western Australia
- Contract to develop, invest in, and manage delivery and operations of the **Hopeland Solar Farm** in Queensland, Australia

Digital infrastructure



- Construction of **ten large scale data center** projects in several US states, USA
- Construction of a campus eventually comprising **four separate data centers** with 60MW capacity in Warsaw, Poland

Transportation & sustainable mobility



- Construction of **Calgary's Green Line Light Rail** Project in Calgary, Canada
- Development of the first major tunnel package of the **Suburban Rail Loop** East project for the Victorian government, Australia

Biopharma & healthcare



- Construction of a new 5-story tower adjacent to the existing **Westchester Medical Center (WMC)** in New York, USA
- Construction of the **Orlando Health Wiregrass Ranch Hospital** in Wesley Chapel, Florida, USA
- Design and construction of the new **Bundaberg Hospital** in Queensland, Australia
- Construction of **laboratories** for three public sector clients in Kassel, Germany
- Construction of a **biological containment level 4 laboratory** in Madrid, Spain
- Construction of the extension of 2 new wings of the **Hospital Universitario de Santiago**, Spain

Defense

- New **graving dry dock** for the maintenance and repair of the Pacific Fleet's nuclear submarines on the island of Hawaii, USA
- Construction of two buildings at **Offutt Air Base** outside Omaha, Nebraska (United States), USA
- Contract to provide strategic advice, planning, supply management, operations, and maintenance for the **Australian Defense Force's (ADF) fuel network**, Australia

Other infrastructure

- **New Stadium** of the Tennessee Titans in Nashville and for the Buffalo Bills of the NFL in Orchard Park, New York, USA
- **Widening of US 69** in Tyler County Line, Texas, USA
- Modernization of the facilities at **Boston Logan's international** Terminal E, Massachusetts, USA

Performance by activity

Concessions  

REVENUES

146 **+114.7%**
€mn vs Q3 22

EBITDA

255 **+54.9%**
€mn vs Q3 22

NET PROFIT

173 **+18.9%**
€mn vs Q3 22

- Full consolidation of the SH 288 concession in Texas

- Abertis strong performance after tariff increase (+7%) and good traffic evolution (+3.2%)

Performance by activity

Abertis contribution



EBITDA €mn

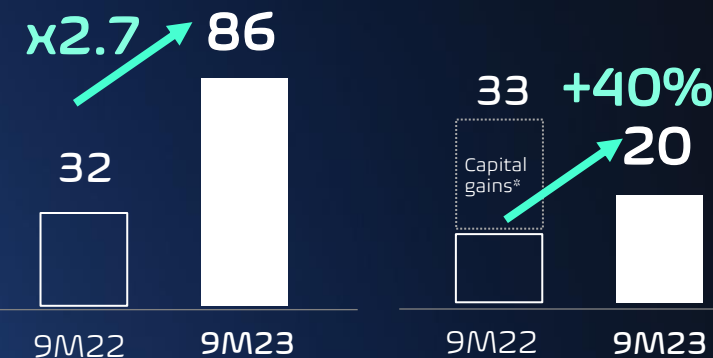
NET PROFIT €mn

abertis	9M23	Var.
Revenues	4.199	+10,5%
EBITDA	2.940	+12,4%
Net Profit (pre PPA)	618	+22%
Net debt	21.843	-6,5%

Dividends paid in May amounting to 602 €mn (297 €mn to ACS Group)

- Tariffs increase since January (+8%). Positive traffic performance (ADT +3%)
- In Spain and France (72% of total debt), the cost of debt remains stable

Iridium



EBITDA €mn

NET PROFIT €mn

- SH 288 soft cap increasing by 15% in 2023
- Impact of financial expenses derived from SH 288 acquisition.

* from the partial sale of the Canadian concession Windsor Essex Parkway (17 €mn)

Strengthening Abertis' global leadership in transport infrastructure concessions

NEW STRATEGIC
SHAREHOLDER AGREEMENT

 **abertis**

July 2023

- Commitment to promote a **Growth Investment Plan** expanding the portfolio of assets under management while maintaining an optimal capital structure in line with the requirements of credit rating agencies
- **New governance scheme**: 12 board members in equal shares, Mundys appointing CEO and Secretary of the Board, Grupo ACS appointing Chairman and CFO.
- **Equal number of shares** with no modification in the consolidation method of Abertis (Grupo ACS continues accounting as equity method investment)

Recent acquisitions agreements in Abertis

USA



SH- 288 Houston

- Acquisition of a **56.76% stake** of the SH-288 in Houston to Iridium
- Agreed price of **USD 1.53bn**. Closing expected before year-end
- 17km of managed lanes capturing the majority of traffic of South of Houston.
- 45 year life left concession relying on dynamic tolling that can be adjusted to maintain traffic above the target speed
- Connecting the city of Houston with the Gulf of Mexico and all the industry located in the area along with direct access to the world's largest medical complex; Texas Medical Center.

Key Metrics 2023 (pro-forma)

90 \$mn
Revenues

66 \$mn
EBITDA

+9%
Traffic H1 23

Puerto Rico



PR-52 | PR-66 | PR-20 | PR-53

- Award of the concession right to operate 4 highways in Puerto Rico for a period of **40 years** (expiry 2063)
- Agreed price of **USD 2.85bn**. Closing expected before year-end
- 192km of toll roads (>60% of the island's tolled traffic) strategically connected to the metropolitan area of San Juan. Alternative routes very limited
- Favorable tariff mechanism with increases exceeding inflation (US CPI + 1.5%, uncapped)
- Operating efficiencies between Abertis' existing Metropistas concessions and newly awarded, previously public toll roads

Key Metrics 2023 (pro-forma)

170 \$mn
Revenues

130 \$mn
EBITDA

+8%
Traffic H1 23

Geographical, Financial and Operational synergies

ACS and Mundys to preserve capital structure and maintain credit rating



€ 1.3bn
capital increase

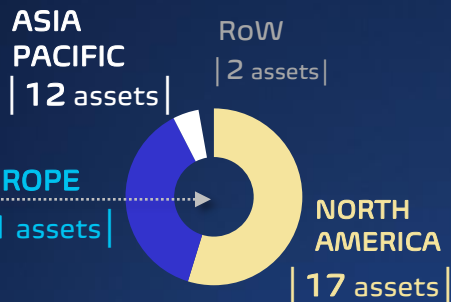


Largest greenfield developer worldwide with a strong pipeline of new projects

CURRENT CONCESSIONAL ASSET PORTFOLIO

92
Assets

1.4€bn
Equity
invested ⁽¹⁾



250€mn
Equity
Committed pending

>56 €bn
AUM ⁽²⁾

(1) Considering only the 43% investment in the to SH 288

(2) Total investment value of assets under management

**SCOPE OF
GROWTH**

TOLL ROADS | RAIL | SUSTAINABLE MOBILITY | WATER

TOLL ROADS | SOCIAL INFRASTRUCTURE

RAIL | SOCIAL INFRASTRUCTURE | ENERGY

25

26

14

6

>70

Projects prequalified / on progress

+ Strong pipeline of opportunities identified in new segments currently being analysed



Performance by activity

Services



REVENUES

1,434 **+5.6%**
€mn vs Q3 22

EBITDA

79 **+9.2%**
€mn vs Q3 22

BACKLOG

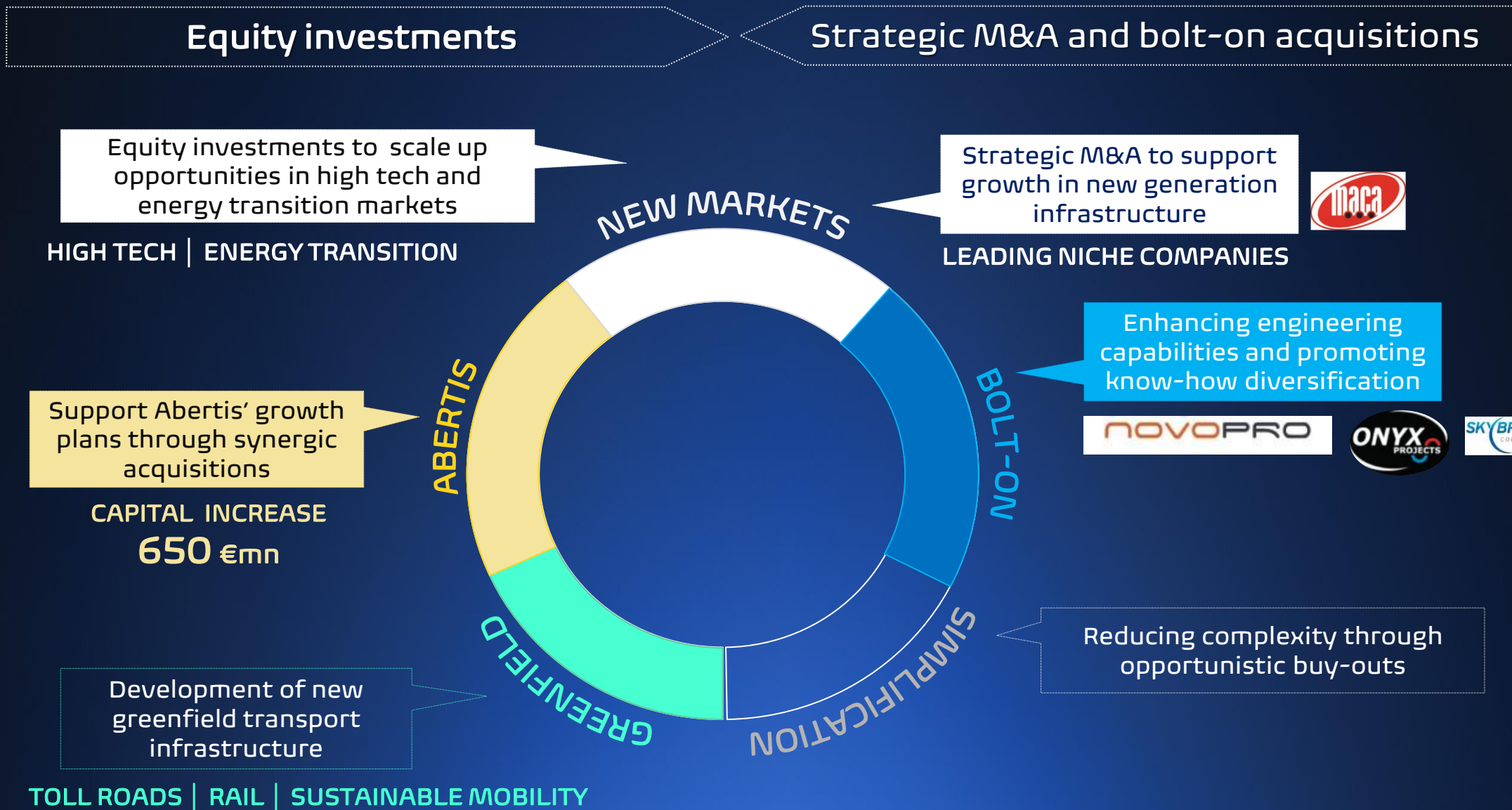
2,596 **-10.9%**
€bn vs Q4 22

- Strong operating performance in Spain and abroad

- Operating margin stability

- Seasonality effect as most contract renewals are signed in 4Q
- Order intake +5.4% YoY (vs 9M 22)

Strategic capital allocation to support diversification, simplification and growth



Conclusions

1

SOLID OPERATING PERFORMANCE
ACROSS ACTIVITIES AND MARKETS

REVENUES

+7.6%

EBIT

+12.8%

2

FY GUIDANCE CONFIRMED

NET PROFIT
FROM
ACTIVITIES

+19.7%
YoY

3

STRATEGIC STEPS ON VALUE CREATION

- ✓ Delivery in structural growth markets
- ✓ Selected M&A and equity investments in high-tech and energy transition markets
- ✓ New investments in Abertis reinforcing the concession business



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