

Results 2018 First Half

## sacyr

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## Notes

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In order to comply with the Guidelines on Alternative Performance Measures (2015/1415en) published by the European Securities and Markets Authority (ESMA), the key Alternative Performance Measures (APMs) used in preparing the financial statements are included in the Appendix at the end of this document. Sacyr considers that this additional information improves the comparability, reliability and comprehensibility of its financial information.

## I. Highlights of first half 2018

## Corporate:

## Shareholder remuneration

As a continuation of its shareholder remuneration strategy and pursuant to the resolutions adopted by the General Meeting of Shareholders held on 7 June 2018, in July Sacyr paid out a scrip dividend to its shareholders. In this case, shareholders could either receive one new share for every 48 existing shares held, or otherwise sell Sacyr their rights to receive free shares at a guaranteed fixed price of $€ 0.051$, gross, per share.

This shareholder remuneration is in addition to the scrip dividend paid in February, in which shareholders could either receive one new share for every 48 shares held or else sell Sacyr the rights to receive free shares at a guaranteed fixed price of $€ 0.052$, gross, per right.

These two pay-outs to shareholders mark the resumption of the regular dividend policy that is part of the Group's strategy. The return to shareholders during 2018 has been $4.2 \%$.

## European Medium Term Note (EMTN) Programme

During April, Sacyr launched an issue of fixed-income securities (European Medium Term Note Programme) in a maximum aggregate nominal amount of $€ 500$ million.

The programme will enable Sacyr to issue fixed-income securities that will be eligible for admission to trading on the regulated Irish Stock Exchange (currently operating as Euronext Dublin) or any other stock market or trading system, over a period of 12 months, subject to the terms and conditions of the programme prospectus.

This programme is part of the Group's efforts to diversify its funding sources.

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## Closing of financing arrangements

- Sacyr closes the financing for the Tláhuac Hospital (Mexico)

Sacyr Concesiones has closed the financing for the Tláhuac Hospital in Mexico City, in the amount of $€ 88$ million, with the Mexican development bank Banobras.

The consortium that will build and manage the Tláhuac Hospital in Mexico City will design, build, equip, operate, maintain and provide ancillary services (supplementary to the medical services) to the General Hospital belonging to the South Regional Branch of Mexico's Civil Service Social Security and Services Institute, ISSSTE (Instituto de Seguridad y Servicios Sociales de los Trabajadores del Estado). The hospital, which is already under construction, will have 250 beds and represents a backlog of $€ 1,233$ million over the 25 year term of the concession.

- Sacyr closes the financing for the Pirámides-Tulancingo-Pachuca highway (Mexico)

Sacyr Concesiones has closed the financing for the Pirámides-Tulancingo-Pachuca highway, in the amount of $€ 75$ million, with the Mexican bank Banco Interacciones.

The consortium led by Sacyr will carry out the rehabilitation of the Pirámides-TulancingoPachuca highway, which links the archaeological area of Pirámides with the city of Pachuca, priced at $€ 72.2$ million. The concession has a term of 10 years and represents a backlog estimated at approximately $€ 214$ million.

The project involves the rehabilitation and upkeep of the combined 91.5 km of the two stretches of the MEX-130 and MEX-132 highways covered by the contract, which run through the states of Mexico and Hidalgo. The highway is divided, with two lanes in each direction, equivalent to a length of 183 km .

## International expansion:

## NEW MARKET: UNITED STATES

- Sacyr wins its first infrastructure projects in the United States.

Sacyr has been awarded its first three infrastructure projects in the United States, thus meeting one of the targets of its 2015-2020 strategic programme. The Engineering and Infrastructures division, which in 2018 entered the U.S. market, already has a backlog of $€ 115$ million in the U.S.

- Sacyr Infraestructuras e Ingeniería will carry out the remodelling of a stretch of Interstate 75, situated in the west of Florida, for the FDOT (Florida Department of Transportation), with a budget of around $€ 70$ million. The project will consist of the reconstruction, remodelling and widening of more than 12 kilometres of highway at the intersection of I-75 and SR70. The work will include building two new bridges to take I-75 over SR70 and the demolition of the existing bridges. The project will improve the highway's capacity and safety.
- Sacyr Ingeniería e Infraestructuras will carry out works to widen State Road 82 between Alabama Road South and Homestead South, doubling the existing number of lanes, on behalf of the Florida Department of Transportation (FDOT). Budgeted at $€ 36$ million, the project will double 11 km of the existing road, so that it has two lanes in each direction, with a division in the middle, rather than just one. The widening will improve the highway's capacity and safety.
- In the village of Palmetto Bay, Miami-Dade County, 30 minutes south of the city of Miami, Sacyr will design and build three new streets and expand and improve two existing streets, with a total length of $1,800 \mathrm{~m}$, for $€ 9$ million.


## STRATEGIC MARKETS

- Sacyr has won the contract to build the A6 motorway between Dungiven and Drumahoe in Northern Ireland.

A consortium led by Sacyr has been awarded the contract to build the A6 motorway between Dungiven and Drumahoe in Northern Ireland. The contract is valued at $€ 161$ million.

Awarded by the Department for Infrastructure of the Government of Northern Ireland, the contract includes designing and building the 26-kilometre highway. The road is part of the North East Transport Corridor, a strategic link between Belfast and the north-east of the country.

The project entails designing and building 26 kilometres of motorway, four new junctions, three roundabouts and 21 additional structures. The work will run for four years, while maintenance services will be provided over 52 weeks.

- Sacyr has won a contract to build its third hospital in Chile: the Alto Hospicio Hospital

Sacyr Ingeniería e Infraestructuras has won the contract to design and build the new Alto Hospicio Hospital in Iquique, in the Tarapacá region, for a total of $€ 95$ million. With 235 beds, 3 integrated delivery rooms, 49 cubicles, seismic isolation, energy efficiency and a heliport, the hospital will serve more than 108,000 inhabitants and will house the health care services of the communes of Tamarugal Province.

The Alto Hospicio Hospital, the construction work for which will last approximately 40 months, will be the third hospital to be built by Sacyr in Chile, after the Antofagasta Hospital, which came into operation in 2017 and is managed by Sacyr Concesiones, and the bi-provincial Quillota-Petorca Hospital, currently under construction.

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- First award of airport concession in Chile: El Tepual Airport in Puerto Montt

Sacyr has entered the airport concession business in Chile after being awarded the contract to expand, finance, build and manage for six years the El Tepual Airport in Puerto Montt, in partnership with Agunsa.

The project includes expanding and upgrading the passenger terminal, building 152 parking spaces, expanding vehicle access to the airport, and enlarging the aircraft apron, among other work.

The contract is worth $€ 58$ million for the concession and $€ 33$ million for the construction.

## - Sacyr Servicios has moved into Colombia by securing a waste collection and cleaning contract for Special Services Area 5 in Bogotá.

Through its subsidiary, Valoriza Medioambiente, Sacyr heads up the Área Limpia SAS ESP Consortium, which won the waste collection and cleaning contract for Special Services Area 5 (ASE 5) in the city of Bogotá (Colombia). The contract runs for eight years and is worth an estimated $€ 170$ million in total.

The service is provided under a concession with exclusive service areas. It consists of collecting non-recyclable waste, sweeping, cleaning of streets and public areas, grass cutting, tree pruning in public areas, litter collection in public areas, and transportation of the waste collected in these activities to the final disposal sites.

With this new contract Valoriza Medioambiente expands its international reach, having already won a waste treatment contract in Melbourne (Australia).

- Sacyr Servicios will provide street cleaning and waste collection services for the Autonomous City of Melilla for $€ 53$ million.

Valoriza Medioambiente has won the contract for street cleaning and waste collection services in the Autonomous City of Melilla for an aggregate amount of $€ 53$ million over a period of four years, extendable for a further two years.

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Under this contract the company will serve a population of nearly 85,000 inhabitants and will take over and hire a total of 354 employees, including direct staff and indirect management, administrative and supervisory staff.

The main improvements to the service are the investment of more than $€ 15$ million in more than 65 new vehicles (sweepers, ancillary vehicles, collection trucks, etc.) and the introduction of more than 1,600 new containers, including 428 with a bilateral system for the separation of packaging waste, which Valoriza will implement for the first time in the Autonomous City of Melilla.

All the street cleaning and waste collection equipment is more environmentally friendly and sustainable, so as to reduce emissions of greenhouse gases and noise pollution. The company will also have sound-insulated equipment with water-saving devices with a view to increasing the use of high-pressure water jets in street cleaning.

- Award of three projects in Peru: construction of the El Callao Sports Centre, redevelopment of Miguel Grau Coliseum in El Callao, and construction of the National University of San Marcos Stadium in Lima for the 2019 Pan American Games.

Partnering with Saceem, Sacyr will build these three facilities in Peru, requiring an investment of €44 million.

- The first project entails designing and building a new sports centre at the El Callao regional sports village. The sports centre will boast competition and warm-up areas and will have seating for 6,100 spectators. It will have a surface area of $17,600 \mathrm{~m}^{2}$ and will play host to the volleyball and taekwondo competitions at the Pan American Games.
- The second contract also includes designing, redeveloping and expanding the Miguel Grau Coliseum with seating for 2,400 spectators. It will host the wrestling competitions.
- The third contract involves designing, redeveloping and expanding the National University of San Marcos Football Stadium, with capacity for 33,000 spectators.
- Cleaning and minor maintenance service agreement for Lines 2 and 6 of the Santiago de Chile Metro.

Through its subsidiary Sacyr Facilities, Sacyr has been awarded the contract to clean and carry out minor maintenance tasks for Lines 2 and 6 of the Santiago de Chile Metro, with a total budget of $€ 30$ million.

The contract includes cleaning and carrying out minor maintenance work at 32 stations (220,300 m²), intermodal hubs and maintenance depots ( $40,300 \mathrm{~m}^{2}$ ) and tracks ( 25 km ), as well as cleaning rolling stock ( 38 trains) for a term of 42 months, with the option of extending the contract for another year.

Sacyr Facilities specialises in providing facilities management services (integrated building management) and facility services (building support services). In Chile it has become one of the leading companies in the industry.

## - Sacyr Industrial has won a contract to design, build and manage a farm water treatment plant in Adelaide (Australia).

SA Water Corporation, a state corporation of the Government of South Australia, has awarded Sacyr the contract to design, build and manage a high-tech tertiary water treatment plant in the north of Adelaide (Australia). The project will be completed in stages and has an overall budget of $€ 85$ million.

The EPC project includes the infrastructure required for the treatment and distribution of water for agricultural use and includes the possibility of adapting the plant to include reverse osmosis technology. The plant will have an output of up to 12 cubic hectometres per annum.

## After the close:

## - Sacyr has won a contract to build the subway in Fortaleza (Brazil).

Sacyr Ingeniería e Infraestructuras and the Brazilian construction firm Ferrera Guedes have been awarded the contract to build the East Line of the subway in the city of Fortaleza (Brazil).

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The project, awarded by the Infrastructure Secretariat of the State of Ceará, relates to Phase 1 of the East Line. The work includes the construction of the line from the TirolMoura Brasil station to the subway rail yards, located beyond the Papicú station.

The project comprises 7.3 kilometres of tunnel, of which 6 kilometres will be excavated using tunnel boring machines, as well as four underground stations (Central Chico da Silva, Colegio Militar, Nunes Valente and Papicú) and one overground station (Tirol-Moura Brasil).

- Entry into service of the route between La Serena and Ovalle (Limarí Highway).

After the close, Sacyr Concesiones brought the new highway between La Serena and Ovalle (Limarí Highway), in the Region of Coquimbo in the north of Chile, into service. The total investment exceeds $€ 180$ million and the concession period is 30 years.

The project comprises 86 km of paved road, which include almost the whole of the D-43 highway, and a newly constructed urban hub, called Avenida Las Torres.

With these improvements and enhanced safety standards, the new Limarí Highway will help improve transport connections in the area, cutting travel times by $25 \%$ to $30 \%$.

## II. Income statement

The results for the first half of 2018 confirm the strong operating performance of all the Group's businesses and the consolidation of strategic growth across our international markets. Careful attention to profitability and cash flow generation, based on rigorous selection of contracts and thorough control of the associated risks and costs, is key to the Group's operating performance.
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| INCOME STATEMENT <br> (Thousands of Euros) | 1H 2018 | 1H 2017 | \% chg 18/17 |
| :---: | :---: | :---: | :---: |
| Revenue | 1,802,996 | 1,522,573 | 18.4\% |
| Other income | 167,483 | 40,228 | 316.3\% |
| Total operating income | 1,970,480 | 1,562,801 | 26.1\% |
| External and Operating Expenses | -1,731,610 | -1,371,973 | 26.2\% |
| EBITDA | 238,870 | 190,828 | 25.2\% |
| Amortisation and depreciation charge | -62,366 | -55,640 | 12.1\% |
| Trade Provisions and non recurring items | -6,154 | 646 | -1052.6\% |
| NET OPERATING PROFIT | 170,350 | 135,834 | 25.4\% |
| Financial results | -113,669 | -87,570 | 29.8\% |
| Forex results | 18,341 | -16,944 | n.a. |
| Results from equity accounted subsidiaries | 186,072 | 48,488 | 283.8\% |
| Provisions for financial investments | -2,329 | -2,874 | -19.0\% |
| Change in value of financial instruments | -138,768 | 8,435 | n.a. |
| Results from sales of non current assets | 774 | 1,836 | -57.8\% |
| PROFIT BEFORE TAXES | 120,770 | 87,205 | 38.5\% |
| Corporate Tax | -24,182 | -15,705 | 54.0\% |
| PROFIT FOR CONTINUING ACTIVITIES | 96,588 | 71,501 | 35.1\% |
| RESULTS FOR COMPANIES WITH DISCONTINOUS ACTIVITIES | 0 | 0 |  |
| CONSOLIDATE RESULTS | 96,588 | 71,501 | 35.1\% |
| Minorities | -24,247 | -11,111 | 118.2\% |
| NET ATTRIBUTABLE PROFIT | 72,341 | 60,390 | 19.8\% |
| Gross margin | 13.2\% | 12.5\% |  |

- Revenue in the first half of the year totalled $€ 1,803$ million, an increase of $18 \%$ compared with the first half of 2017.
- $60 \%$ of revenue and $71 \%$ of the backlog were generated outside Spain.
- EBITDA climbed $25 \%$ to $€ 239$ million in the first half of 2018 .
- Net operating profit (EBIT) increased by $25 \%$ to $€ 170$ million.
- The EBITDA margin was $13.2 \%$, compared to $12.5 \%$ in the first half of 2017.
- Attributable net profit reached $€ 72$ million at 30 June 2018, marking a year-on-year improvement of 20\%.


## Revenue

Revenue grew by $18 \%$ as a result of the favourable performance of all the Group's businesses.

The positive business performance across all the Group's areas generated revenue of $€ 1,803$ million.

The Engineering and Infrastructures area grew $27 \%$, continuing the trend of recent quarters, thanks to the revenue from major projects and the contribution from the Pedemontana-Veneta motorway in Italy. Sacyr Concesiones grew its revenue by 25\%, Sacyr Servicios by $14 \%$ and Sacyr Industrial by $0.3 \%$.

| REVENUE (Thousands of Euros) | 1H2018 | 1H 2017 | \% Chg |
| :---: | :---: | :---: | :---: |
| SACYR ENGINEERING \& INFRASTRUCTURES | 803,843 | 631,533 | 27.3\% |
| SACYR CONCESSIONS | 325,754 | 260,480 | 25.1\% |
| Revenue from concessions | 199,974 | 173,698 | 15.1\% |
| Revenue from construction | 125,780 | 86,782 | 44.9\% |
| SACYR SERVICES | 528,364 | 463,185 | 14.1\% |
| SACYR INDUSTRIAL | 260,039 | 259,356 | 0.3\% |
| Holding y Adjustment | -115,003 | -91,981 |  |
| REVENUE | 1,802,996 | 1,522,573 | 18.4\% |
|  |  |  |  |
| International | 1,085,985 | 868,118 | 25.1\% |
| \% International | 60\% | 57\% |  |

## EBITDA

The growth in revenue has been accompanied during this first half of the year by a very positive trend in EBITDA, with year-on-year growth of 25\%. EBITDA growth was $15 \%$ in Sacyr Concesiones, 13\% in Sacyr Servicios and 5\% in Sacyr Industrial. The performance of the Engineering and Infrastructures business has been driven by the rate of execution of several major projects in backlog and the contribution from the Pedemontana-Veneta motorway in Italy.

This improvement brought the EBITDA margin on consolidated turnover to $13.2 \%$, up 0.7 percentage points compared to the same period of the previous year.

| EBITDA (Thousands of Euros) | 1H 2018 | 1H 2017 | \% Chg |
| :---: | :---: | :---: | :---: |
| SACYR ENGINEERING \& INFRASTRUCTURES | 61,149 | 21,512 | 184.2\% |
| SACYR CONCESSIONS | 128,498 | 111,671 | 15.1\% |
| SACYR SERVICES | 43,564 | 38,715 | 12.5\% |
| SACYR INDUSTRIAL | 17,963 | 17,175 | 4.6\% |
| Holding y Adjustment | -12,303 | 1,755 |  |
| EBITDA | 238,870 | 190,828 | 25.2\% |
| Ebitda Margin (\%) | 13.2\% | 12.5\% |  |

## Operating profit (EBIT)

Net operating profit reached $€ 170$ million, an increase of $25 \%$ compared to the same period of the previous year.

## Net finance expense

Net finance expense net for the first half of 2018 came to $€ 114$ million. The average interest rate on borrowings stands at $3.6 \%$.

## Results from equity accounted subsidiaries

The total under this heading of the income statement amounted to $€ 186$ million, of which $€ 180$ million relate to our share of Repsol. Repsol's carrying amount at 30 June was €16.76/share.

## Change in value of financial instruments

The balance of this item in the income statement is $€ 139$ million, of which $€ 127$ million relate to the fair value measurement of the three derivative structures through which the Group holds its interest in Repsol.

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## Net profit

Net profit at 30 June 2018 was $€ 72$ million, $20 \%$ more than at the end of the first half of the previous year.

## III. Backlog

At 30 June 2018, Sacyr has a backlog of future revenue of $€ 42,122$ million.

During this first half of the year, Sacyr won its first contracts in the United States, thus meeting one of the main targets of the 2015-2020 strategic plan. The Group continues to pursue a strategy of internationalisation in strategic markets.

The international backlog now accounts for $71 \%$ of the total, as against $60 \%$ in the first half of 2017. This significant growth is due to the huge success in securing contracts in countries such as the United States, Colombia, Mexico, Peru, Paraguay, Australia, Chile and Northern Ireland, and also to the inclusion of the Pedemontana-Veneta concession in Italy in the backlog.

| BACKLOG (Thousands of euros) | 1H2018 | International | Spain | \% Internat. |
| :---: | :---: | :---: | :---: | :---: |
| SACYR ENGINEERING \& INFRASTRUCTURES | 5,859 | 5,240 | 619 | 89\% |
| SACYR CONCESSIONS | 27,429 | 22,500 | 4,928 | 82\% |
| SACYR SERVICES | 6,097 | 1,753 | 4,345 | 29\% |
| SACYR INDUSTRIAL | 2,737 | 397 | 2,340 | 14\% |
| TOTAL | 42,122 | 29,890 | 12,232 |  |
| Backlog December 2017 | 41,001 |  |  |  |
| Chg. 1H18 | 3\% |  |  |  |

In the Engineering and Infrastructures business, international projects make up $89 \%$ of the total backlog. The Group's geographic exposure is concentrated in the United States, Chile, Italy, Peru, Colombia, Paraguay, Mexico, Brazil, the United Kingdom, Qatar, Uruguay, Portugal, Angola and various other countries.

Sacyr's international presence is steadily increasing in the Concessions business, with a focus on strategic markets. At 30 June 2018, the international backlog accounted for 82\%
of the total. The company operates in Chile, Colombia, Uruguay, Paraguay, Peru, Italy, Mexico, Ireland and Portugal.

The Services division is present in the domestic market, with contracts in Spain for care services, municipal services, waste treatment, environmental projects, catering, mining, facility management, etc. In addition to this domestic business, some $29 \%$ of the division's backlog is located outside Spain, specifically in Colombia, Australia, Algeria, Chile, Uruguay, Mexico, Peru, Portugal and other countries, largely through contracts for the operation and maintenance of water concessions, and infrastructure maintenance and waste collection and transport contracts.

Sacyr Industrial is present in countries such as Australia, Bolivia, Oman, Mexico, Peru, Panama, Chile, Colombia and Ecuador, as well as Spain, with numerous projects in the oil and gas and electricity infrastructure sectors and in power plants, cement plants, desalination plants and waste treatment facilities. It now has a backlog of projects totalling $€ 2,737$ million, $14 \%$ of which is located abroad.
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## IV. Consolidated balance sheet

| BALANCE SHEET <br> (Thousands of Euros) | JUN. 2018 | DEC. 2017 | Chg 1H 18 |
| :---: | :---: | :---: | :---: |
| NON CURRENT ASSETS | 8,661,157 | 8,098,032 | 563,125 |
| Intangible Assets | 17,209 | 17,188 | 21 |
| Concessions Investments | 1,395,384 | 1,370,054 | 25,330 |
| Fixed Assets | 392,211 | 387,600 | 4,611 |
| Financial Assets | 3,273,655 | 3,059,941 | 213,714 |
| Receivables from concession assets | 3,173,346 | 2,854,735 | 318,611 |
| Other non Current Assets | 242,636 | 241,714 | 922 |
| Goodwill | 166,717 | 166,801 | -84 |
| CURRENT ASSETS | 5,366,834 | 5,478,224 | -111,389 |
| Non current assets held for sale | 457,445 | 454,992 | 2,453 |
| Inventories | 203,670 | 199,937 | 3,733 |
| Receivables from concession assets | 281,124 | 260,278 | 20,847 |
| Accounts Receivable | 2,207,939 | 2,333,664 | -125,725 |
| Financial Assets | 130,663 | 113,361 | 17,302 |
| Cash | 2,085,993 | 2,115,992 | -29,999 |
| ASSETS = LIABILITIES | 14,027,992 | 13,576,256 | 451,736 |
| EQUITY | 1,652,412 | 2,004,419 | -352,006 |
| Shareholder's Equity | 1,289,210 | 1,652,138 | -362,928 |
| Minority Interests | 363,203 | 352,281 | 10,922 |
| NON CURRENT LIABILITIES | 7,743,702 | 7,253,254 | 490,448 |
| Financial Debt | 4,897,739 | 4,729,167 | 168,572 |
| Financial Instruments at fair value | 260,526 | 192,800 | 67,726 |
| Provisions | 459,248 | 294,882 | 164,367 |
| Other non current Liabilities | 635,979 | 547,154 | 88,826 |
| Other hedged debt | 1,490,209 | 1,489,252 | 957 |
| CURRENT LIABILITIES | 4,631,877 | 4,318,583 | 313,294 |
| Liabilities associated with the non current assets held for sale | 175,805 | 176,965 | -1,160 |
| Financial Debt | 1,037,709 | 921,205 | 116,504 |
| Financial Instruments at fair value | 25,834 | 27,127 | -1,293 |
| Trade Accounts Payable | 2,593,781 | 2,460,956 | 132,825 |
| Operating Provisions | 111,768 | 122,726 | -10,958 |
| Other current liabilities | 686,981 | 609,604 | 77,377 |

The main changes in the first half of 2018 are the result of first-time application of IFRS 15. As indicated in the Group’s financial statements, an adjustment of $€ 416$ million was recognised in equity at 1 January 2018.

## Financial debt

The Group's net debt amounted to $€ 3,719$ million. The breakdown of the debt and the changes with respect to December 2017 are as follows:
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| € Million | 1H 2018 | 2H 2017 | VAR. 1H |
| :--- | :---: | :---: | :---: |
| Project Finance | $\mathbf{2 , 7 2 4}$ | 2,517 | 207 |
| Bank borrowings (operating lines) | 372 | 498 | -126 |
| Capital Markets (Bonds + ECP) | $\mathbf{6 2 3}$ | 406 | 217 |
|  |  |  |  |
| Net Debt | $\mathbf{3 , 7 1 9}$ | $\mathbf{3 , 4 2 1}$ | $\mathbf{2 9 8}$ |

Bank debt: The Group's bank debt stands at €372 million, consisting of working capital finance used by the Group in its various businesses. This amount includes the bank debt of each of the Group's business areas and the financial liability associated with the holding company.

Capital markets: At 30 June 2018 the holding company has a financial liability of $€ 623$ million, mainly for:

- The outstanding amount of the convertible bonds issued in 2014, maturing in 2019.
- The ECP programme, which has been very active in recent months.
- The Euro Medium Term Note Programme, launched in May.

This finance is used by the parent company in its financial management and coordination activities as the Group's controlling company, aimed at meeting the financing needs of the various Group companies.

Project finance: this amounts to $€ 2,724$ million and consists of very long-term project finance. This debt is repaid out of the cash flows generated by the projects themselves.

The changes in net debt during the first half of 2018 were as follows:
Net Debt Evolution
$€$ Million


## V. Performance by business area

| CONSOLIDATED INCOME STATEMENT AS OF JUNE 2018 |  |  |  |  |  | TOTAL |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| (Thousands of Euros) | Sacyr Eng \& Infrastructures | Sacyr Concessions | Sacyr Services | Sacyr Industrial | Holding \& Adjustments |  |
| Turnover | 803,843 | 325,754 | 528,364 | 260,039 | -115,003 | 1,802,996 |
| Other Sales | 119,675 | 35,129 | 13,578 | 2,952 | -3,851 | 167,483 |
| Total Income | 923,518 | 360,882 | 541,942 | 262,992 | -118,854 | 1,970,480 |
| External and Operating Expenses | -862,369 | -232,385 | -498,378 | -245,029 | 106,551 | -1,731,610 |
| GROSS OPERATING PROFIT | 61,149 | 128,498 | 43,564 | 17,963 | -12,303 | 238,870 |
| Depreciation | -12,786 | -23,845 | -20,112 | -4,630 | -994 | -62,366 |
| Trade Provisions and non recurring items | -1,628 | -835 | -1,504 | 1,802 | -3,989 | -6,154 |
| NET OPERATING PROFIT | 46,734 | 103,818 | 21,948 | 15,135 | -17,286 | 170,350 |
| Financial results | -14,921 | -59,701 | -5,846 | -3,189 | -30,013 | -113,669 |
| Forex results | 12,541 | -3,678 | -646 | -415 | 10,537 | 18,341 |
| Results from equity accounted subsidiaries | -26 | 3,455 | 2,502 | -4 | 180,144 | 186,072 |
| Provisions for financial investments | -30 | -1,826 | -473 | 0 | 0 | -2,329 |
| Change in value of financial instruments at fair value | 0 | -9,689 | -1,779 | 0 | -127,299 | -138,768 |
| Results from sales of non current assets | 745 | 34 | 639 | -644 | 0 | 774 |
| PROFIT BEFORE TAXES | 45,044 | 32,414 | 16,346 | 10,883 | 16,084 | 120,770 |
| Corporate Tax | -19,301 | -11,805 | -5,090 | -4,462 | 16,476 | -24,182 |
| PROFIT FOR CONTINUING ACTIVITIES | 25,743 | 20,609 | 11,256 | 6,420 | 32,559 | 96,588 |
| PROFIT FOR DISCONTINUING ACTIVITIES | 0 | 0 | 0 | 0 | 0 | 0 |
| CONSOLIDATE RESULTS | 25,743 | 20,609 | 11,256 | 6,420 | 32,559 | 96,588 |
| Minorities | -13,193 | -12,562 | 1,685 | -653 | 476 | -24,247 |
| NET ATTRIBUTABLE PROFIT | 12,550 | 8,047 | 12,941 | 5,768 | 33,035 | 72,341 |

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| CONSOLIDATED INCOME STATEMENT AS OF JUNE 2017 |  |  |  |  |  | TOTAL |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| (Thousands of Euros) | Sacyr Eng \& Infrastructures | Sacyr Concessions | Sacyr Services | Sacyr Industrial | Holding \& Adjustments |  |
| Turnover | 631,533 | 260,480 | 463,185 | 259,356 | -91,981 | 1,522,573 |
| Other Sales | 30,320 | 4,018 | 5,234 | 1,936 | -1,280 | 40,228 |
| Total Income | 661,853 | 264,498 | 468,420 | 261,293 | -93,262 | 1,562,801 |
| External and Operating Expenses | -640,341 | -152,827 | -429,705 | -244,118 | 95,017 | -1,371,973 |
| GROSS OPERATING PROFIT | 21,512 | 111,671 | 38,715 | 17,175 | 1,755 | 190,828 |
| Depreciation | -8,556 | -23,199 | -18,396 | -4,482 | -1,008 | -55,640 |
| Trade Provisions and non recurring items | 7,171 | -4,550 | -1,787 | -194 | 6 | 646 |
| NET OPERATING PROFIT | 20,127 | 83,922 | 18,532 | 12,499 | 753 | 135,834 |
| Financial results | -509 | -50,584 | -5,312 | -1,858 | -29,308 | -87,570 |
| Forex results | -7,104 | 1,764 | -37 | -574 | -10,993 | -16,944 |
| Results from equity accounted subsidiaries | 2,151 | 4,090 | 2,977 | 35 | 39,235 | 48,488 |
| Provisions for financial investments | 354 | -2,902 | -332 | 513 | -506 | -2,874 |
| Change in value of financial instruments at fair value | 0 | -8,990 | -1,597 | -561 | 19,583 | 8,435 |
| Results from sales of non current assets | 1,632 | 30 | 163 | -77 | 88 | 1,836 |
| PROFIT BEFORE TAXES | 16,651 | 27,330 | 14,394 | 9,978 | 18,852 | 87,205 |
| Corporate Tax | -10,660 | -9,030 | -4,134 | -2,239 | 10,358 | -15,705 |
| PROFIT FOR CONTINUING ACTIVITIES | 5,991 | 18,299 | 10,260 | 7,739 | 29,211 | 71,501 |
| PROFIT FOR DISCONTINUING ACTIVITIES | 0 | 0 | 0 | 0 | 0 | 0 |
| CONSOLIDATE RESULTS | 5,991 | 18,299 | 10,260 | 7,739 | 29,211 | 71,501 |
| Minorities | 1 | -9,123 | 282 | -2,418 | 147 | -11,111 |
| NET ATTRIBUTABLE PROFIT | 5,992 | 9,177 | 10,542 | 5,321 | 29,358 | 60,390 |


| CONSOLIDATED BALANCE SHEET AS OF JUNE 2018 |  |  |  |  |  | TOTAL |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| (Thousands of Euros) | Sacyr Eng \& Infrastructures | Sacyr <br> Concessions | Sacyr Services | Sacyr Industrial | Holding \& adjustments |  |
| NON CURRENT ASSETS | 1,557,194 | 3,492,038 | 883,773 | 186,835 | 2,541,317 | 8,661,157 |
| Intangible Assets | 559 | 81 | 13,740 | 1,385 | 1,443 | 17,209 |
| Concessions Investments | 48,045 | 1,054,267 | 293,072 | 0 | 0 | 1,395,384 |
| Fixed Assets | 135,043 | 2,888 | 157,319 | 93,792 | 3,168 | 392,211 |
| Financial Assets | 181,109 | 423,025 | 108,987 | 23,828 | 2,536,706 | 3,273,655 |
| Receivables for concession assets | 1,192,438 | 1,771,408 | 209,499 | 0 | 0 | 3,173,346 |
| Other non Current Assets | 0 | 240,369 | 2,267 | 0 | 0 | 242,636 |
| Goodwill | 0 | 0 | 98,888 | 67,829 | 0 | 166,717 |
| CURRENT ASSETS | 3,880,377 | 1,128,314 | 518,840 | 329,446 | -490,143 | 5,366,834 |
| Non current assets held for sale | 0 | 283,074 | 0 | 0 | 174,371 | 457,445 |
| Inventories | 167,616 | 290 | 14,814 | 20,946 | 4 | 203,670 |
| Receivables for concession assets | 237 | 278,235 | 2,652 | 0 | 0 | 281,124 |
| Accounts Receivable | 1,789,304 | 194,504 | 363,491 | 171,922 | -311,282 | 2,207,939 |
| Financial Assets | 390,739 | 9,066 | 66,555 | 36,434 | -372,131 | 130,663 |
| Cash | 1,532,481 | 363,145 | 71,327 | 100,145 | 18,895 | 2,085,993 |
| ASSETS = LIABILITIES | 5,437,571 | 4,620,352 | 1,402,613 | 516,281 | 2,051,174 | 14,027,992 |
| Equity | 346,772 | 983,196 | 373,954 | 130,925 | -182,435 | 1,652,412 |
| Shareholder's Equity | 313,201 | 697,273 | 366,012 | 90,506 | -177,781 | 1,289,210 |
| Minority Interests | 33,571 | 285,924 | 7,942 | 40,419 | -4,654 | 363,203 |
| NON CURRENT LIABILITIES | 2,370,972 | 3,007,775 | 599,409 | 134,628 | 1,630,918 | 7,743,702 |
| Financial Debt | 1,801,435 | 2,330,654 | 383,670 | 105,760 | 276,220 | 4,897,739 |
| Financial Instruments at fair value | 0 | 121,528 | 12,406 | 796 | 125,797 | 260,526 |
| Provisions | 342,229 | 69,262 | 106,850 | 9,810 | -68,904 | 459,248 |
| Other non current Liabilities | 227,307 | 486,331 | 96,483 | 18,262 | -192,404 | 635,979 |
| Other hedged debt | 0 | 0 | 0 | 0 | 1,490,209 | 1,490,209 |
| CURRENT LIABILITIES | 2,719,827 | 629,381 | 429,250 | 250,728 | 602,691 | 4,631,877 |
| Liabilities associated with the non current assets held for sale | 0 | 0 | 0 | 0 | 175,805 | 175,805 |
| Financial Debt | 112,466 | 189,995 | 61,936 | 43,188 | 630,123 | 1,037,709 |
| Financial instruments at fair value | 0 | 24,087 | 1,378 | 370 | 0 | 25,834 |
| Trade Accounts Payable | 2,007,745 | 275,147 | 160,021 | 168,310 | -17,442 | 2,593,781 |
| Operating Provisions | 68,570 | 12,500 | 21,698 | 4,625 | 4,376 | 111,768 |
| Other current liabilities | 531,047 | 127,651 | 184,217 | 34,236 | -190,170 | 686,981 |


| CONSOLIDATED BALANCE SHEET AS OF DECEMBER 2017 |  |  |  |  |  | TOTAL |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| (Thousands of Euros) | Sacyr Eng \& Infrastructures | Sacyr Concessions | Sacyr Services | Sacyr Industrial | Holding \& adjustments |  |
| NON CURRENT ASSETS | 1,304,452 | 3,397,139 | 798,911 | 188,215 | 2,409,315 | 8,098,032 |
| Intangible Assets | 638 | 82 | 13,411 | 1,572 | 1,485 | 17,188 |
| Concessions Investments | 48,828 | 1,073,928 | 247,298 | 0 | 0 | 1,370,054 |
| Fixed Assets | 127,378 | 2,496 | 155,344 | 98,861 | 3,521 | 387,600 |
| Financial Assets | 135,245 | 392,548 | 107,886 | 19,952 | 2,404,310 | 3,059,941 |
| Receivables for concession assets | 992,364 | 1,688,862 | 173,509 | 0 | 0 | 2,854,735 |
| Other non Current Assets | 0 | 239,223 | 2,492 | 0 | 0 | 241,714 |
| Goodwill | 0 | 0 | 98,971 | 67,829 | 0 | 166,801 |
| CURRENT ASSETS | 3,969,527 | 1,054,859 | 445,836 | 425,446 | -417,444 | 5,478,224 |
| Non current assets held for sale | 0 | 282,760 | 0 | 0 | 172,232 | 454,992 |
| Inventories | 159,927 | 288 | 18,292 | 18,108 | 3,322 | 199,937 |
| Receivables for concession assets | 265 | 256,093 | 3,920 | 0 | 0 | 260,278 |
| Accounts Receivable | 1,749,613 | 190,846 | 314,714 | 246,425 | -167,934 | 2,333,664 |
| Financial Assets | 444,445 | 6,572 | 53,966 | 54,104 | -445,726 | 113,361 |
| Cash | 1,615,277 | 318,300 | 54,945 | 106,809 | 20,662 | 2,115,992 |
| ASSETS = LIABILITIES | 5,273,979 | 4,451,998 | 1,244,746 | 613,661 | 1,991,871 | 13,576,256 |
| EQUITY | 428,814 | 968,118 | 293,156 | 135,464 | 178,867 | 2,004,419 |
| Shareholder's Equity | 408,323 | 685,108 | 283,971 | 91,629 | 183,106 | 1,652,138 |
| Minority Interests | 20,490 | 283,009 | 9,185 | 43,835 | -4,239 | 352,281 |
| NON CURRENT LIABILITIES | 2,335,900 | 2,759,044 | 584,083 | 129,593 | 1,444,635 | 7,253,254 |
| Financial Debt | 1,800,895 | 2,133,586 | 302,592 | 105,359 | 386,735 | 4,729,167 |
| Financial Instruments at fair value | 0 | 124,815 | 13,670 | 559 | 53,756 | 192,800 |
| Provisions | 347,197 | 66,518 | 109,647 | 11,133 | -239,613 | 294,882 |
| Other non current Liabilities | 187,808 | 434,124 | 158,175 | 12,542 | -245,494 | 547,154 |
| Other hedged debt | 0 | 0 | 0 | 0 | 1,489,252 | 1,489,252 |
| CURRENT LIABILITIES | 2,509,266 | 724,837 | 367,507 | 348,604 | 368,370 | 4,318,583 |
| Liabilities associated with the non current assets held for sale | 0 | 0 | 0 | 0 | 176,965 | 176,965 |
| Financial Debt | 172,887 | 297,913 | 78,361 | 39,922 | 332,122 | 921,205 |
| Financial instruments at fair value | 0 | 25,347 | 1,351 | 429 | 0 | 27,127 |
| Trade Accounts Payable | 1,829,433 | 261,105 | 128,681 | 251,473 | -9,736 | 2,460,956 |
| Operating Provisions | 80,650 | 14,285 | 20,552 | 6,864 | 376 | 122,726 |
| Other current liabilities | 426,295 | 126,187 | 138,563 | 49,916 | -131,357 | 609,604 |

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## SACYR INGENIERÍA E INFRAESTRUCTURAS

| (Thousands of euros) | 1H 2018 | 1H 2017 | \% Chg. |
| :--- | :---: | :---: | :---: |
| Revenue |  |  |  |
| EBITDA |  |  |  |
| EBITDA margin | $\mathbf{6 1 , 1 4 9}$ | 21,512 | $\mathbf{1 8 4 . 2 \%}$ |

Sacyr Engineering and Infrastructures revenue reached $€ 804$ million in the first half of 2018, representing year-on-year growth of $27 \%$, thanks to a more than $60 \%$ increase in revenue from international projects.

Particularly notable is the business's large international component, which at 30 June 2018 generated $88 \%$ of the revenue outside Spain, compared to $77 \%$ in the same period of the previous year.

The Engineering and Infrastructures business continued to recover a higher rate of revenue generation (a recovery that started in the last quarter of the previous year), thanks to the pace of execution of projects in backlog and the contribution of the Pedemontana-Veneta motorway in Italy. All this brought EBITDA at 30 June 2018 to $€ 61$ million, which represents growth of $184 \%$ compared to the first half of the previous year, bringing the EBITDA margin to $7.6 \%$.

## Procurement and backlog

The Engineering and Infrastructures backlog totals $€ 5,859$ million, which covers 43 months of activity at current rates of revenue generation. International activities account for $89 \%$ of the total backlog.

During this first half, Sacyr won its first infrastructure projects in the United States, thus meeting one of the targets of its 2015-2020 strategic programme. Sacyr will carry out three

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projects in the US, two for the Florida Department Of Transportation (FDOT) and a third in the village of Palmetto Bay.

- Reconstruction, remodelling and widening of more than 12 kilometres of highway at the intersection of I-75 and SR70 to the west of Florida for a total of $€ 70$ million. The work will include building two new bridges to carry I-75 over SR70 and the demolition of the existing bridges. The project will improve the highway's capacity and safety.
- Widening of an 11 kilometre stretch of SR82 between Alabama Road South and Homestead South to form a divided highway, for $€ 36$ million. The widening will improve the highway's capacity and safety.
- Design and construction of three new streets and extension and improvement of two existing streets in the suburban village of Palmetto Bay in Miami-Dade County, for $€ 9$ million.

Notable projects awarded in the first half of 2018, apart from the ones in the United States, include:

- Construction of the new A6 motorway between Dungiven and Drumahoe in Northern Ireland (United Kingdom), for a total of $€ 161$ million. Awarded by the Department for Infrastructure of the Government of Northern Ireland, the contract includes designing and building the 26-kilometre highway. The road is part of the North East Transport Corridor, a strategic link between Belfast and the north-east of the country.
- Design and construction of the new Alto Hospicio Hospital in lquique, in the Tarapacá region, for a total of $€ 95$ million. With 235 beds, 3 integrated delivery rooms, 49 cubicles, seismic isolation, energy efficiency and a heliport, the hospital will serve more than 108,000 inhabitants and will house the health care services of the communes of Tamarugal Province.

The Alto Hospicio Hospital, the construction work for which will last approximately 40 months, will be the third hospital to be built by Sacyr in Chile, after the Antofagasta Hospital, which came into operation in 2017 and is managed by Sacyr Concesiones, and the bi-provincial Quillota-Petorca Hospital, currently under construction.

- Rehabilitation and upgrade of various urban areas in Bogotá (Columbia), with a total budget of $€ 38$ million. The first project was awarded by the Urban Development Institute (IDU) and involves regenerating 71,555 square metres of the Zona Rosa district of Bogotá. The second is in the La Sabana district and involves designing and developing a pedestrian network to reorganise mobility in the area. The third urban project entails rehabilitating and upgrading Avenida Boyacá, building a divided highway with three lanes in each direction.
- Construction of the new El Tepual Airport in the city of Puerto Montt, Chile, for $€ 33$ million. The project includes expanding and upgrading the passenger terminal, building 152 parking spaces, expanding vehicle access to the airport and enlarging the aircraft apron, among other work. These improvements are intended to double the airport's current capacity to allow it to handle three million passengers, increasing the terminal surface area from $9,900 \mathrm{~m}^{2}$ to $16,000 \mathrm{~m}^{2}$ and adding an additional boarding bridge to the existing five.
- Construction of the El Callao Sports Centre, redevelopment of Miguel Grau Coliseum in El Callao and construction of the National University of San Marcos Stadium for the 2019 Pan American Games, with a total budget of $€ 44$ million.
- Construction of the new San Sebastián Metro (Guipúzcoa, Spain), for a total of $€ 53$ million.
- Construction of two metro tunnels at Plaça de las Glòries, Lot 4, in Barcelona, with a total budget of $€ 24$ million.
- Expansion and refurbishment of the Quiron University Hospital in Madrid, for a total amount of $€ 18$ million.

After the close, Sacyr has won a number of projects, most notably:

- Construction of Phase 1 of the East Line of the subway in Fortaleza, Brazil.
- Construction of the new San Alejandro Hospital in San Andrés de Cholula, state of Puebla (Mexico).
- Construction of the new Villarrica City Hospital in the Araucanía region (Chile).
- Extension of the Langosteira A2-A3 dock and improvements to the draft in the new port facilities in Punta Langosteira, La Coruña (Spain).


## Significant events

- Opening of the new 5.5 -km stretch of the São Paulo Metro (Brazil), with four new stations. The project is the first high-capacity monorail transport system in Brazil and connects the eastern and south-eastern regions of the entire São Paulo metro network.

This expansion will link with Line 2 - Green and will provide access to 351 km of lines across 23 municipalities, under a single tariff. On completion, the system will serve approximately 400,000 users a day.

- Opening of the Mutu-Ya-Kevela High School in Luanda (Angola), following a full refurbishment by Engineering and Infrastructures. The project entailed a full refurbishment of the building, preserving its original features dating from 1936-1942. It is classified as a national monument. The main work included creating new access points to the building, structural improvements and improvements to the building layout, and adaptation of classrooms to current requirements, with more sports facilities. Wall mosaics, doors, flooring, interior patios, gardens, etc. were also refurbished. Furthermore, all electrical, water and ventilation systems were fully refurbished.
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## SACYR CONCESIONES

| (Thousands of euros) | 1H 2018 | 1H 2017 | \% Chg. |
| :---: | :---: | :---: | :---: |
| Revenue | 325,754 | 260,480 | $25.1 \%$ |
| Construction revenue | 125,780 | 86,782 | $44.9 \%$ |
| Concession revenue | 199,974 | 173,698 | $15.1 \%$ |
| EBITDA |  |  |  |
| EBITDA margin | $\mathbf{1 2 8 , 4 9 8}$ | 111,671 | $15.1 \%$ |

- Revenue from the Concessions business totalled $€ 326$ million at 30 June 2018, up $25 \%$ compared to the same period of the previous year, thanks to the good performance of both concession and construction revenue.
- The start of work on various projects in backlog and major progress in projects already under way brought a $45 \%$ increase in construction revenue in the first half of 2018 compared to the same period of the previous year. The increase is attributable mainly to the Vial Sierra Norte (Peru), Rutas del Litoral (Uruguay), Rutas del Este (Paraguay), Pirámides-Tulancingo and Tláhuac Hospital (Mexico) and CúcutaPamplona, Rumichaca Pasto and Montes de María (Colombia) concessions.
- Concession revenue grew $15 \%$ during the first half of the year to reach $€ 200$ million. This revenue increase is explained mainly by the opening of the Antofagasta Hospital (October 2017) and healthy traffic figures.
- At 30 June 2018, EBITDA reached $€ 128$ million, up $15 \%$ compared to the same period of the previous year, when EBITDA was $€ 112$ million.
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REVENUES BREAKDOWN

| $€$ Thousands | 1H 2018 | 1H2017 | Var. (\%) |
| :---: | :---: | :---: | :---: |
| AUTOVİA DEL TURIA | 6,912 | 6,748 | 2.4\% |
| AUTOVÍA NOROESTE C.A.R.M. | 3,158 | 3,548 | -11.0\% |
| VIASTUR | 3,697 | 3,642 | 1.5\% |
| PALMA MANACOR | 5,564 | 5,317 | 4.6\% |
| AUTOVÍA DEL BARBANZA | 5,935 | 5,755 | 3.1\% |
| AUTOVİA DEL ERESMA | 3,432 | 3,469 | -1.1\% |
| AUTOVÍA DEL ARLANZÓN | 16,831 | 17,008 | -1.0\% |
| INTERCAMBIADOR DE MONCLOA | 6,393 | 5,866 | 9.0\% |
| INTERCAMBIADOR DE PLAZA ELÍPTICA | 3,382 | 3,172 | 6.6\% |
| AUTOPISTA DE GUADALMEDINA | 6,888 | 6,510 | 5.8\% |
| HOSPITAL DE PARLA | 6,718 | 6,766 | -0.7\% |
| HOSPITAL DE COSLADA | 6,843 | 7,293 | -6.2\% |
| HOLDINGS | 1,264 | 1,573 | -19.6\% |
| SPAIN | 77,019 | 76,665 | 0.5\% |
| SACYR CONCESSIONS - IRLANDA | 643 | 631 | 2.0\% |
| IRELAND | 643 | 631 | 2.0\% |
| Holdings | 444 | 446 | -0.6\% |
| PORTUGAL | 444 | 446 | -0.6\% |
| HOLDINGS | 775 | 814 | -4.7\% |
| RUTAS DEL DESIERTO - ACCESOS A IQUIQUE | 9,620 | 10,552 | -8.8\% |
| VALLES DEL BIO BIO-CONCEPCIÓN CABRERO | 18,372 | 17,941 | 2.4\% |
| VALLES DEL DESIERTO-VALLENAR CALDERA | 10,397 | 11,612 | -10.5\% |
| RUTA 43 - LIMARI | 2,818 | 1,515 | 86.0\% |
| HOSPITAL ANTOFAGASTA | 19,848 | 10,873 | 82.6\% |
| SERENA VALLENAR - RUT AS DEL ALGARROBO | 14,247 | 15,320 | -7.0\% |
| AEROPUERTO DEL SUR S.A. (EL TEPUAL) | 131 | - | n/a |
| CHILE | 76,207 | 68,626 | 11.0\% |
| CONVIAL SIERRA NORTE | 11,674 | 6,321 | 84.7\% |
| PERU | 11,674 | 6,321 | 84.7\% |
| HOLDINGS | 391 | 427 | -8.3\% |
| MONTES DE MARİA | 8,975 | 10,276 | -12.7\% |
| RUMICHACA | 14,170 | 10,267 | 38.0\% |
| PAMPLONA-CÚCUTA | 5,851 | - | n/a |
| COLOMBIA | 29,388 | 20,969 | 40.1\% |
| HOLDINGS | 21 | 11 | 97.2\% |
| RUTAS DEL LITORAL | 1,335 | 18 | 7460.3\% |
| URUGUAY | 1,355 | 28 | 4706.6\% |
| RUTAS DEL ESTE | 2,126 | 11 | 18500.7\% |
| PARAGUAY | 2,126 | 11 | 18500.7\% |
| HOSPITAL TLAHUAC | 148 | - | n/a |
| HOLDINGS | 104 | - | n/a |
| AUTOVIA PIRÁMIDES TULANCINGO PACHUCA | 866 | - | n/a |
| MEXICO | 1,117 | - | n/a |
| TOTAL WITHOUT CONSTRUCTION REVENUES | 199,974 | 173,698 | 15.1\% |
| CONSTRUCTION REVENUES | 125,780 | 86,782 | 44.9\% |
| TOTAL | 325,754 | 260,480 | 25.1\% |

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## Traffic figures

Traffic figures rose in Spain and abroad. In the international business, the Valles del Bio-Bio motorway in Chile saw traffic increase 8\% and the N6 Galway-Ballinasloe motorway handled 16\% more vehicles. In Spain, meanwhile, traffic on the Malaga-Las Pedrizas motorway went up 4\%.

The following table shows traffic data:

## ACCUMULATED ADT

|  | 1H2018 | 1H2017 | Var. |
| :---: | :---: | :---: | :---: |
| SHADOW TOLL HIGHWAY SPAIN |  |  |  |
| - AUTOVIA DEL NOROESTE | 12.571 | 12.364 | 1,7\% |
| - Ma-15 PALMA-MANACOR | 25.008 | 24.321 | 2,8\% |
| - AS-II OVIEDO-GIJÓN (VIASTUR) | 23.529 | 23.831 | -1,3\% |
| - AUTURSA CV-35 | 39.444 | 39.162 | 0,7\% |
| - ERESMA | 7.769 | 7.960 | -2,4\% |
| - BARBANZA | 12.897 | 12.892 | 0,0\% |
| - ARLANZON | 19.948 | 20.196 | -1,2\% |
| TOLL HIGHWAY SPAIN |  |  |  |
| - AP-46 MÁLAGA - LAS PEDRIZAS | 11.937 | 11.447 | 4,3\% |
| TOLL HIGHWAY OTHER COUNTRIES |  |  |  |
| - N6 GALWAY-ballinasloe | 12.736 | 11.001 | 15,8\% |
| - VALLES DEL DESIERTO | 4.960 | 4.900 | 1,2\% |
| - RUTAS DEL DESIERTO | 6.841 | 6.602 | 3,6\% |
| - RUTAS DEL ALGARROBO | 4.581 | 4.502 | 1,8\% |
| - VALLES DEL BIO-BIO | 7.463 | 6.885 | 8,4\% |
| - MONTES DE MARİA | 2.990 | 3.123 | -4,3\% |
| - UNIÓN VIAL DEL SUR | 6.207 | 5.939 | 4,5\% |
| - DESARROLLO VIAL AL MAR | 7.341 | 7.162 | 2,5\% |

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## Procurement and backlog

At 30 June 2018, Sacyr Concesiones' backlog totalled $€ 27,429$ million, $82 \%$ of which consisted of international projects.

In the first half of 2018, Sacyr Concesiones was awarded its first airport concession in Chile. The project entails expanding, financing, building and managing for six months the El Tepual Airport in Puerto Montt, with future concession revenues totalling $€ 58$ million.

## Significant events

- Sacyr closes the financing for the Pirámides-Tulancingo-Pachuca motorway and the Tláhuac Hospital in Mexico.

Sacyr Concesiones has closed the financing for its first two concession projects in Mexico, strengthening the company's position in the country. The concessions assets financed are:

- The Pirámides-Tulancingo-Pachuca motorway, for a total of $€ 75$ million.
- Tláhuac Hospital, for €88 million.
- Entry into service of the new highway between La Serena and Ovalle (Limarí Highway) in Chile.

After the close, Sacyr Concesiones brought its fifth concession toll road, the new highway between La Serena and Ovalle (Limarí Highway), in the Coquimbo region in the north of Chile, into service. The total investment exceeds $€ 180$ million and the concession period is 30 years. The new 86 kilometre long highway will improve road connections in the area, cutting travel times by $25 \%$ to $30 \%$.

## SACYR SERVICIOS

At 30 June 2018, the revenue of Sacyr Servicios reached $€ 528$ million, which represents growth of $14 \%$, thanks to strong performance in its three areas of activity. This growth reflects the solid upward trend of the Group's services activity.

Revenue by business line is as follows:

- There was significant revenue growth of $16 \%$ in Multiservices as a result of the contribution from major contracts awarded in prior quarters, such as the Antofagasta Hospital operation and maintenance service agreement and facilities management service agreements.
- Environment revenue increased by $10 \%$, thanks to urban waste collection contracts, among others.
- In 2018 the Water division posted first half revenue of $€ 64$ million, which is $18 \%$ higher than in the same period of the previous year thanks to the contracts won in prior months and a general improvement in contracts.

| (Thousands of Euros) | 1H 2018 | 1H 2017 | \% Chg. |
| :---: | :---: | :---: | :---: |
| REVENUE | 528,364 | 463,185 | 14.1\% |
| Environment | 212,054 | 191,955 |  |
| Multiservices | 250,416 | 215,240 |  |
| Water | 64,024 | 54,268 |  |
| Central | 1,870 | 1,722 |  |
| EBITDA | 43,564 | 38,715 | 12.5\% |
| Environment | 22,997 | 22,700 |  |
| Multiservices | 7,724 | 6,349 |  |
| Water | 11,082 | 9,941 |  |
| Central | 1,761 | (275) |  |
| EBITDA Margin | 8.2\% | 8.4\% |  |

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EBITDA stood at €44 million at 30 June 2018, which represents growth of $13 \%$. EBITDA has grown across all the Group's areas. The EBITDA margin was 8.2\%.

## Procurement and backlog

Sacyr Servicios' backlog totalled $€ 6,097$ million. $29 \%$ of this backlog is international. Sacyr Servicios is continuing with its major sales drive in Spain and abroad.

Some of the most noteworthy contracts won are as follows:

## Environmental Services:

- Waste collection, street cleaning, gardening and waste transport contract for Special Service Area 5 in Bogotá, Colombia, with a total budget of $€ 170$ million and a concession period of eight years.
- $\quad$ Street cleaning and waste collection service in the Autonomous City of Melilla for $€ 53$ million over a period of four years, extendable for a further two years.
- $\quad$ Street cleaning and waste collection service in the city of Lérida, for $€ 28$ million over a period of six years.


## Multiservices:

- Home-care services in the Community of Madrid, for $€ 56$ million over two years.
- Cleaning services at Madrid Metro stations (Lot 3), for $€ 34$ million over four years.
- Home-care service in the provinces of Valladolid and Ávila, amounting to $€ 30$ million over a three- and two-year period, respectively.
- Cleaning and maintenance service for Lines 2 and 6 of the Santiago de Chile Metro, with a total budget of $€ 30$ million over a term of 42 months, extendable for a further 12 months.


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- Cleaning services at the Valencia Regional Government's Health Department, for $€ 15$ million over two years.
- Management and conservation of two road corridors in Peru for $€ 14$ million over a period of 3 years.
- Conservation and maintenance of the AP-66 for $€ 10$ million over a period of three years.
- Management of the Nuevo Versalles residential and day care home in Fuenlabrada, Madrid, amounting to €9 million over a three-year period.
- Overall mixed road upkeep services for the roads in Ranco Province, north sector, stage II, Los Ríos region (Chile), for $€ 8$ million over a period of four years.


## Water:

- Water management (drinking water supply, sewage and wastewater purification) for the Sotogrande and Pueblo Nuevo de Guadiaro National Tourist Interest Centre in Cádiz, for a total of $€ 400$ million over a period of 35 years. The project will serve a population of 5,000 inhabitants, rising to more than 25,000 in the summer.
- Contract to improve and maintain the Canal de Isabel II wastewater treatment plant in Madrid for $€ 2$ million.


## SACYR INDUSTRIAL

| (Thousands of euros) | 1H 2018 | 1H2017 | \% Chg. |
| :---: | :---: | :---: | :---: |
| Revenue | 260,039 | 259,356 | 0.3\% |
| Oil and gas | 75,505 | 104,838 |  |
| Electricity infrastructure | 25,638 | 14,263 |  |
| Environment and mining | 32,749 | 32,371 |  |
| Water | 59,537 | 43,301 |  |
| Power generation plants | 65,888 | 63,744 |  |
| Central | 722 | 839 |  |
| EBITDA | 17,963 | 17,175 | 4.6\% |
| EBITDA margin | 6.9\% | 6.6\% |  |

The revenue of Sacyr Industrial for the first half of the year amounted to $€ 260$ million, compared to $€ 259$ million for the first half of the previous year.

## EPC contracts

- Oil \& Gas generated revenue of $€ 76$ million, down slightly compared to the same period of the previous year because of the completion of the Nuevo Mundo project.
- The Electricity Infrastructure division, meanwhile, posted revenue of $€ 26$ million, an increase of $80 \%$ compared to the same period of the previous year, thanks to a higher rate of revenue generation from the contracts in Chile.
- Environment and Mining posted revenue of $€ 33$ million in the first half of the year, compared to $€ 32$ million in same period of the previous year. This improvement is attributable to the contributions from the Cementera de Potosí (Bolivia) and Melbourne MSW treatment plant (Australia) projects.


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- The Water business revenue stood at $€ 60$ million, compared to $€ 43$ million in the first half of 2017, an increase of $37 \%$. This growth is the result of higher revenue from contracts such as the Sohar desalination plant in Oman, the Adelaide water treatment plant in Australia and projects in Spain, including the Ibiza water treatment plant and the Tenerife desalination plant.


## Power generation plants

- The revenue of the power generation plants for the first half of the year amounted to $€ 66$ million, compared to $€ 64$ million in the first half of the previous year. The growth is attributable to increased sales by the biomass plants and new contracts (solar PV in Picón), despite the lower pool price in the first half of 2018 compared to the first half of 2017.

The average electricity pool price in the first half of 2018 was $€ 50.2 / \mathrm{MWh}$, compared to $€ 51.2 / \mathrm{MWh}$ in the same period of the previous year.

The increase in revenue was accompanied by a $5 \%$ growth in EBITDA, which at 30 June 2018 reached $€ 18$ million, giving an EBITDA margin of $6.9 \%$.

## Procurement and backlog

At 30 June 2018, the Industrial division's backlog stood at $€ 2,737$ million. The division has pushed ahead with its international expansion, winning the following noteworthy projects:

- Construction of a fuel storage and distribution depot in the town of Mollendo, Arequipa (Peru), with a total budget of $€ 31$ million.
- Design and construction of a farm water treatment plant in Adelaide (Australia), for a total of $€ 85$ million.
- Construction of three solar PV plants (Picón I, II and III) in Ciudad Real for a total of €46 million.


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## VI. Stock market performance

| SACYR | JUNE |  | \% Chg. <br> 18/17 |
| :---: | :---: | :---: | :---: |
|  | 2018 | 2017 |  |
| Share price at the close (euros / share) | 2.35 | 2.32 | 1.12\% |
| High | 2.72 | 2.80 | -2.86\% |
| Low | 2.09 | 2.18 | -4.13\% |
| Market capitalisation at the closing price (Thousands of euros)* | 1,275,656 | 1,261,519 | 1.12\% |
| Average trading volume (Thousands of euros) | 867,214 | 1,234,168 | -29.73\% |
| Average daily trading volume (No. of shares) | 2,798,044 | 3,952,983 | -29.22\% |
| Liquidity (\%) | 100 | 100 |  |
| Number of shares (thousands) | 543,758 | 517,431 | 5.09\% |
| Nominal value per share | 1 EURO | 1 EURO |  |

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## VII. Appendix: ALTERNATIVE PERFORMANCE MEASURES

The Sacyr Group presents its earnings in accordance with International Financial Reporting Standards (IFRS). The Group also provides certain additional financial measurements known as Alternative Performance Measures (APMs) - used by management in decisionmaking and in evaluating the Group's financial performance, cash flows and financial position.

In order to comply with the Guidelines on Alternative Performance Measures (2015/1415en) published by the European Securities and Markets Authority (ESMA), the table below gives details of each APM, including its definition, reconciliation, explanation of its use, comparisons and consistency.

The Sacyr Group considers that this additional information improves the comparability, reliability and comprehensibility of its financial information.

## Alternative Performance Measures

Gross operating profit/(Ioss) (EBITDA): This indicator shows operating profit or loss before depreciation and amortisation and any change in provisions, excluding extraordinary/ non-recurring profits and losses.

Operating profit/(loss) (EBIT): Calculated as the difference between Operating income (Revenue, Own work capitalised, Other operating income, Government grants released to the income statement) and Operating expenses (Staff costs, Depreciation and amortisation expense, Changes in provisions and Other).

Gross debt: Comprises Non-current financial debt and Current financial debt as shown on the liabilities side of the consolidated statement of financial position, which includes bank borrowings and issues in capital markets (bonds).

Net debt: Calculated as Gross debt less Other current financial assets and Cash and cash equivalents, from the asset side of the consolidated statement of financial position.

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Project finance debt (gross or net): This is the financial debt (gross or net) from project companies. In this type of debt, the guarantee received by the lender is limited to the project cash flow and its asset value, with limited recourse to shareholders.

Corporate debt (gross or net): Debt held by the Group's Parent, comprising bank borrowings and issues in capital markets.

Financial result: The difference between Total finance income and Total finance costs.

Backlog: Value of awarded and closed work contracts pending completion. Contract revenue is included in the backlog once a contract has been signed. The backlog is shown as the percentage attributable to the Group, as per the corresponding consolidation method.

Once a contract has been included in the backlog, the value of production pending completion on the contract remains in the backlog until it is completed or cancelled. Nevertheless, valuation adjustments are made to reflect any changes in prices and time periods agreed with the client. Due to a number of factors, all or part of the backlog linked to a contract may not actually become income. The backlog is subject to adjustments and cancellation of projects and cannot be taken as an exact indicator of future earnings.

Given that no comparable financial measure is foreseen under IFRS, a reconciliation with the financial statements is not possible. Sacyr Management considers that the backlog is a useful indicator of the Group's future revenues and a customary indicator used by companies in the sector in which Sacyr operates.

The concessions backlog: represents estimated future revenues on concessions, over the concession period, based on the financial plan for each concession. It includes projected fluctuations in the exchange rate between the euro and other currencies, as well as changes in inflation, prices, tolls and traffic volumes.

Market capitalisation: The number of shares at the reporting date, multiplied by the yearend share price.

Like-for-like basis: On occasions, certain figures are corrected to permit a year-on-year comparison, for example, by eliminating non-recurring impairment, significant changes in the consolidation scope that could distort the year-on-year comparison of indicators such as
sales, the effect of exchange rates, etc. In each case, details are provided in the notes to the corresponding item.

Average Daily Traffic (ADT): Defined as the total number of users of a concession during a day. ADT is normally calculated as the total number of vehicles travelling on the motorway each day.

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[^0]:    * Adjusted in 2017 for the capital increases in July 2017 and February 2018

