## Sacyr



Results Second Half 2016

## Sarcyr

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## Sacyr

## Panama Canal Inauguration

> On 31 May 2016, GUPC consortium led by Sacyr, completed the expansion of the Panama Canal, the largest engineering feat of the 21 st Century and an unprecedented challenge in the modern history of infrastructures that keeps Sacyr ahead of the worldwide civil engineering.
> The new Canal was inaugurated on 26 June 2016.
> An environmentally responsible project, with a system of basins that save $60 \%$ in water. Also it allows the transit of larger ships, with a capacity up to 12,000 containers each, and reduces CO2 emissions by over 160 million tons per year.



- EBITDA +13\%
- Concessions +18\% (comparable)
- Services $+8 \%$
- Industrial +43\%
- EBITDA margin / revenues = 12.6\%
- Adaptation of the construction business to the current market situation.
- Guaranteed future growth with the current portfolio (Concessions).
- Completion of the sale of Testa.
- Rotation of mature concession assets:

Braga, Vila Franca de Xira and Azores Hospitals (Portugal)

- Focus on strategic markets.
- Spain, urban cleaning and waste collection contracts.
- Chile, construction and maintenance contracts for the General Company of Electricity in Chile.
- Italy, Roma-Latina awarding.
- Peru, construction of the new compression station " Nuevo Mundo".


Exposure to Repsol Loan

Improvement in Debt Profile

- Two derivative transactions limiting the risk of falls in Repsol shares to $10.7 € /$ share (in 20 million shares) and to $11.9 €$ /share (in 30 million shares), retaining potential profit as a result of increases in Repsol shares price (asymmetric risk).
- Reduction of Repsol Loan by $€ 885$ m.
- Redemption of convertible bond by $€ 200 \mathrm{~m}$.
- Improvement in Somague debt conditions €122m.
- Diversification of funding sources in Concessions:
- (i) Loan of institutional investors in Madrid Transport Hubs.
- (ii) Aunor : bond issue in MARF.
- Issue program ECP.
- Financial expenses reduction -15\%.
- Appreciation during the year $+22 \%$


## Operational Development

| (€ million) | 1 | 2016 | I | 2015 | Chg 16/15 |
| :---: | :---: | :---: | :---: | :---: | :---: |
| REVENUE | I | 2,860 | I | 2,949 | -3.0\% |
| $E^{\text {EBITDA }}$ | I | 360 | I | 318 | + 13.1\% |
| EBITDA margin ${ }_{1}$ | I | 12.6\% | I | 10.8\% | + 1.8 p.p. |
| EBIT | I | 208 | I | 148 | + 40.8\% |
| FINANCIAL RESULT | I | -201 | I | -237 | -15.0\% |
| NET PROFIT | I | 120 | I | 370 (non-comparable) | (*) |

EBITDA: does not include the non-recurring expense due to the redundancy plan of Sacyr Construcción and Somague, for an amount of $€ 25.5 m$ in 2016. (*) NET PROFIT is not comparable with 2015, that included: capital gains related to the sale of Testa with the corresponding asset deterioration due to deferred taxes; adjustment of the value of our stake in Repsol to a fair value, and others.

## Profitability vs Volume

## EBITDA



EBITDA margin


## Profitability: EBITDA

€ million


## Backlog

## Backlog 2016: €26 Bn*



Spain $\square \quad$ International $\square$

- $84 \%$ construction backlog is international.
- Specialized in high added value works due to its technical complexity.
- Selective international presence in countries with political, economic and legal stability.
- Thorough risk analysis: Profitability vs Volume.

Awardings

## Focus on strategic markets



Business Areas

1. Construction
2. Concessions
3. Services
4. Industrial

| € million | $\mathbf{2 0 1 6}$ | $\mathbf{2 0 1 5}$ | $\boldsymbol{\Delta}$ |
| :--- | :---: | :---: | :---: |
| Revenue | $\mathbf{1 , 2 5 0}$ | 1,666 | $-25 \%$ |
| Sacyr Construcción | 973 | 1,234 | $-21 \%$ |
| Somague | 277 | 431 | $-36 \%$ |
| EBITDA | 58 | 78 | $-26 \%$ |
| Sacyr Construcción | 59 | 79 | $-25 \%$ |
| Somague | -1 | -1 | n.s. |
| EBITDA margin $\mathbf{n}_{1}$ Total | $4.6 \%$ | $4.7 \%$ |  |
| Sacyr Construcción | $6.1 \%$ | $6.4 \%$ |  |
| Somague | $-0.4 \%$ | $-0.2 \%$ |  |

- Slowdown of the activity in Spain and Somague.
- Completion of construction works in Rutas de Algarrobo and Valles del Bio Bio Concessions (Chile).
- Projects that are actually included in the portfolio of Colombia, Uruguay, etc ... will be shortly added to revenue.
- Redundancy plan in Spain and Somague to adapt the construction activity to the current market situation.
- Sustained profitability despite the contraction of construction activity.
- Portfolio strength: 40 months of activity.
- Commissioning of Palermo Tram (Italy). Sacyr, through SIS, will do the launching and maintenance of the facilities for a 4-year term.

[^0]
## Construction - Awardings

Country
Italy
Chile
Spain
Kuwait
Angola
Mexico
Backlog: €4,131M

## Project

Design, construction and management for Autostradas del Lazio, of the intermodal axis Roma Latina and connection Cisterna-Valmontone. Total amount $€ 1,876 \mathrm{~m}$ (not included in backlog as of 31 December 2016).

Quillota-Petorca Hospital in Valparaíso region (2017), Chile University and Central Highway. Total amount €148m.

Transformation works in irrigation lands of sector XXII in the irrigaition area of Riaño (León) for a total amount of $€ 13 \mathrm{~m}$. Construction of an industrial plant Sediasa-Rivas for a total amount of $€ 16 \mathrm{~m}$.

Construction of the new road between "North Kabad" and "Al Salmi" in Kuwait for a total amount of $€ 219 \mathrm{~m}$. This is our first awarding in Kuwait, new market for the group, and implies to increase our presence in the Persian Gulf.

Special facilities in commercial and business complex "Kinaxixi 2" in Luanda (Angola). Total amount €118m.

Construction of the foundation slab of the overland transport center in the new international airport of Mexico City (Mexico). Total amount $€ 64 \mathrm{~m}$.

Backlog: €4,131M


| € million | 2016 | 2015 | $\Delta$ | $\Delta^{*}$ |
| :---: | :---: | :---: | :---: | :---: |
| Revenue | 552 | 564 | -2\% | +1\% |
| Construction income | 242 | 286 | -15\% | -15\% |
| I Concessions income | 310 | 277 | 12\% |  |
| EBITDA | 207 | 184 | 12\% |  |
| Ebitda margin over Concessions income | 67\% | 66\% |  |  |
| Net Profit | 23 | 18 |  |  |

- Relevant growth of concessions income due to:
- Ongoing positive evolution of traffic in Spain +5\%.
- Commissioning of Rutas del Desierto (R16, in Sept 15), Rutas del Algarrobo (second and last section in May 16) and Valles del Bío-Bío - Concepción Cabrera (August 2016)
- Control and adjustments in expenses linked to assets in operation.
- Lower construction income due to the completion of works in Rutas del Algarrobo, Valles del Bio-Bio and Rutas del Desierto.
- Rotation of mature assets: Braga, Vila Franca de Xira and Azores Hospitals (Portugal) with attractive multiples.
- Equity commitment for 2016 totally covered with the rotation of assets and refinancing operations closed.

[^1]NOTE: Construction income includes construction works carried out by the concessionaire pursuant to CNIIF12, with no impact in EBITDA, as revenue from the construction matched the related costs.

Concessions

## Contract awards

## Project

Awarding in Italy
Construction and operation of "Rome-Latina" freeway for a 43-year concession term. 186 km length and total planned investment of $€ 2,800 \mathrm{~m}$. Total backlog $€ 12,250 \mathrm{~m}$ (not included in FY16 backlog).

## Backlog: €12,926m*



2016

|  | ACUMMULATED ADT |  |  |
| :---: | :---: | :---: | :---: |
|  | 2016 | 2015 | Change |
| SHADOW TOLL HIGHWAY SPAIN |  |  |  |
| - AUTOVIA DEL NOROESTE | 11,726 | 11,167 | 5.0\% |
| - Ma-15 PALMA-MANACOR | 23,713 | 22,021 | 7.7\% |
| - AS-II OVIEDO-GIJÓN (VIASTUR) | 22,879 | 22,170 | 3.2\% |
| - AUTURSA CV-35 | 37,976 | 36,730 | 3.4\% |
| - ERESMA | 7,754 | 7,329 | 5.8\% |
| - BARBANZA | 13,257 | 12,847 | 3.2\% |
| - ARLANZON | 21,417 | 20,562 | 4.2\% |
| TOLL HIGHWAY SPAIN |  |  |  |
| - AP-46 MÁLAGA - LAS PEDRIZAS | 11,540 | 10,118 | 14.1\% |
| TOLL HIGHWAY OTHER COUNTRIES |  |  |  |
| - N6 GALWAY-BALLINASLOE | 11,042 | 10,244 | 7.8\% |
| - VALLES DEL DESIERTO | 4,671 | 4,762 | -1.9\% |
| - R-1 RUTAS DEL DESIERTO | 5,662 | 5,621 | 0.7\% |
| - R-16 RUTAS DEL DESIERTO | 5,289 | - |  |
| - RUTAS DEL ALGARROBO RG- III | 4,288 | - |  |
| - RUTAS DEL ALGARROBO RG-IV |  | - |  |
| - MONTES DE MARÍA - EL CALAMAR | 2,682 | - |  |
| - MONTES DE MARÍA - EL CARMEN | 3,466 | - |  |
| - UNIÓN VIAL DEL SUR | 6,147 | - |  |
| - Desarrollo vial al mar | - |  |  |



| € million | 2016 | 2015 | $\Delta$ |
| :---: | :---: | :---: | :---: |
| Revenue | 908 | 763 | 19\% |
| Environment | 347 | 313 | 11\% |
| Multiservices | 391 | 304 | 29\% |
| Water | 167 | 143 | 17\% |
| Central | 3 | 3 |  |
| EBITDA | 76 | 70 | 8\% |
| Environment | 43 | 41 | 6\% |
| Multiservices | 18 | 18 | 4\% |
| Water | 14 | 8 | 81\% |
| Central | 1 | 3 |  |
| Ebitda margin | 8.4\% | 9.2\% |  |

- High revenue increase (+19\%) with double-digit growth in all business lines:
- Environment: relevant contracts signed during the year.
- Water: awarding of the desalination plant of Sohar (Oman)
- Multiservices: dependence services contracts (Madrid, Barcelona...) and conservation of infrastructures.
- Strengthening of EBITDA in all business lines. Slight impact on total margin of structural costs related to the international expansion process.
- High number of contract awards; 7\% increase in backlog 2016 (Desalination plant in Oman, dependence services, urban cleaning and waste collection, ...)


## Main contract awards 2016

## Country <br> Project

| OMAN | Design, construction, operation and maintenance of a sea water desalination plant in Sohar, Batinah Coast. Backlog \$1,200m ( $€ 1,050 \mathrm{~m}$ ). |
| :---: | :---: |
| SPAIN | Street cleaning and waste collection service in Albacete, for an amount of $€ 164 \mathrm{~m}$ and a 15 -year concession term, extendable 5 years more. |
| SPAIN | Home assistance service for Madrid town hall, in Centro, Arganzuela, Moncloa-Aravaca, Latina and Carabanchel districts, for an amount of $€ 154 \mathrm{~m}$ and a 3 -year concession term extendable 3 years more. |
| SPAIN | Home assistance services for Barcelona Town Hall, in Gracia and el Ensanche district, for an amount of $€ 29 \mathrm{~m}$ and a 2-year concession term. |
| SPAIN | Valoriza Servicios Medioambientales has been awarded a contract for the collection and transport of urban solid waste, and street and beach cleaning in Ibiza for $€ 68 \mathrm{~m}$ and a 10 -year concession term. |
| SPAIN | Waste collection in the Eastern area of Madrid City, for an amount of $€ 87 \mathrm{~m}$ and a 4 -year concession term extendable 2 years more. |
| SPAIN | Cleaning service of mobile material in Metro de Madrid, for an amount of $€ 21 \mathrm{~m}$ and 4-year concession term. |
| CHILE | Term extension in operation and maintenance services of the concession Ruta 5 norte, section "Vallenar- Caldera" for an amount of $€ 15 \mathrm{~m}$. |

## Backlog: €6,447M

## International <br>  <br> Spain



| € million | 2016 | 2015 | $\Delta$ |
| :---: | :---: | :---: | :---: |
| Revenue | 401 | 290 |  |
| Oil \& gas | 235 | 122 |  |
| Electric grid | 22 | 21 |  |
| Environment and mining | 36 | 12 |  |
| Power Generation | 106 | 135 |  |
| Central | 2 | 0 |  |
| EBITDA | 30 | 21 |  |
| EPC | 21 | 5 |  |
| Power Generation | 17 | 23 |  |
| Central | -8 | -7 |  |
| Ebitda margin | 7.5\% | 7.3\% |  |

- Significant increase in EPC revenue due to the contribution of La Pampilla Gasolinas (Peru), and regasification plant in Cartagena (Colombia), cement plant in Oruro (Bolivia) and electric grid projects in Mexico, Chile, Peru and Panama. Also other projects like the cement plant of Chimborazo (Ecuador) and the compression station Nuevo Mundo in Peru.
- Contribution of Sacyr Nervión and Sacyr Fluor.
- In power plants, less income due to the decrease of electricity pool price when compared to 2015, is offset by the reduction of operational costs and the decrease in fuel price.
- Growth is accompanied by profitability: significant improvement in EBITDA margin.
- Increase in the number of contract awards in Peru, Ecuador and Chile.
- In October inauguration of La Pampilla refinery (Peru), and in November, inauguration of the regasification plant in Cartagena (Colombia).


## Main awardings 2016

| Country | Project |
| :--- | :--- |
| PERU | Construction of the new compression station "Nuevo Mundo" in Peru. €197m. |
| ECUADOR | Main contract for the extension of the cement plant of Chimborazo in Riobamba (Ecuador) for UCEM (Unión <br> Cementera Nacional), for an amount of €150m. |
| CHILE | Contracts for the construction and maintenance of several medium and low voltage lines, for the General <br> Electric Power Company of Chile. €44m. |
| CHILE | Construction of the new power substation "Crucero Encuentro", for the Sociedad Austral de Transmisión <br> Troncal of Chile. €16m. |
| SPAIN | Maintenance and repair of some industrial plants in Cartagena, Tarragona and Puertollano. €66m. |
| CHILE | Construction of high-voltage electricity grids in Antofagasta region. €16m |

Backlog: €2,452m

Spain
International

Sacyr holds an 8,2\% stake in Repsol which is consolidated using the equity method

- As of 31 December 2016 the value of Repsol stake stands at $16.8 € /$ share.
- Sacyr received €93m in dividends during 2016.
- Active management of Repsol Loan reducing Sacyr's exposure to the market price of fuel fluctuation. Two derivative subscriptions that eliminates the market price variation risk under the milestone $10.7 € /$ share (over 20 m shares) and $11.9 € /$ share (over 30 m shares), and can benefit from the possible increase of Repsol shares price (asymmetric risk).
- Reduction by $€ 885 \mathrm{~m}$ of Repsol Loan in 2016 ( $£ 532 \mathrm{~m}$ due to derivative transactions).


## Derivative transactions over Repsol shares

Sacyr stake in Repsol: 122.7mill shares = 8.2\%


## 72.7 mill shares

$\checkmark$ Reduction of the loan principal €885m.
$\checkmark$ Reduction of the financial expenses associated to the loan.
$\checkmark$ Loan principal 769m Euros
$\checkmark$ Market value as of 24 Feb 2017 (72.7m shares): €1,005m.


## Sacyr

## Repsol Loan Evolution 2016



Annexes

## FINANCIAL STATEMENTS

Income Statement
Consolidated Balance Sheet
Income Statement by Line of Business
Balance Sheet by Line of Business
Financial Debt
Maturity Schedule
Concessions Income

| STATEMENT OF INCOME (Thousands of Euros) | DEC 2016 | DEC 2015 | \% chg 16/15 |
| :---: | :---: | :---: | :---: |
| Revenue | 2,860,475 | 2,948,914 | -3.0\% |
| Other income | 103,177 | 114,480 | -9.9\% |
| Total operating income | 2,963,652 | 3,063,394 | -3.3\% |
| External and Operating Expenses | -2,604,091 | -2,745,314 | -5.1\% |
| EBITDA | 359,561 | 318,080 | 13.0\% |
| Amortisation and depreciation charge | -113,300 | -110,322 | 2.7\% |
| Trade Provisions and non recurring items | -38,180 | -59,938 | -36.3\% |
| NET OPERATING PROFIT | 208,081 | 147,821 | 40.8\% |
| Financial results | -200,664 | -236,738 |  |
| Forex results | 10,986 | 22,430 |  |
| Results from equity accounted subsidiaries | 207,085 | -467,843 |  |
| Provisions for financial investments | -4,324 | -108,699 |  |
| Change in value of financial instruments | -67,556 | -31,902 |  |
| Results from sales of non current assets | 27,244 | 32,447 |  |
| PROFIT BEFORE TAXES | 180,852 | -642,483 |  |
| Corporate Tax | -45,600 | -157,252 |  |
| PROFIT FOR CONTINUING ACTIVITIES | 135,252 | -799,735 |  |
| RESULTS FOR COMPANIES WITH DISCONTINOUS ACTIVITIES | 0 | 1,183,393 |  |
| CONSOLIDATE RESULTS | 135,252 | 383,658 |  |
| Minorities | -15,010 | -13,652 |  |
| NET ATTRIBUTABLE PROFIT | 120,242 | 370,006 |  |
| Gross margin | 12.6\% | 10.8\% |  |


| BALANCE SHEET |
| :--- |
| (Thousands of Euros) |
| NON CURRENT ASSETS |
| Intangible Assets |
| Concessions Investments |
| Fixed Assets |
| Financial Assets |
| Receivables from concession assets |
| Other non Current Assets |
| Goodwill |
| CURRENT ASSETS |
| Non current assets held for sale |
| Inventories |
| Receivables from concession assets |
| Accounts Receivable |
| Financial Assets |
| Cash |
| ASSETS = LIABILITIES |
| EQUITY |
| Shareholder's Equity |
| Minority Interests |
| NON CURRENT LIABILITIES |
| Financial Debt |
| Financial Instruments at fair value |
| Provisions |
| Other non current Liabilities |
| CURRENT LIABILITIES |
| Liabilities associated with the non current assets held for sale |
| Financial Debt |
| Financial Instruments at fair value |
| Trade Accounts Payable |
| Operating Provisions |
| Other current liabilities |


| DEC 2016 | DEC 2015 | Chg 2H16 |
| :---: | :---: | :---: |
| 7,023,764 | 6,778,086 | 245,677 |
| 13,044 | 14,816 | -1,771 |
| 1,402,267 | 1,643,853 | -241,587 |
| 363,350 | 376,148 | -12,798 |
| 3,110,156 | 3,164,864 | -54,707 |
| 1,712,627 | 1,388,989 | 323,638 |
| 236,820 | 2,838 | 233,982 |
| 185,500 | 186,578 | -1,079 |
| 3,665,181 | 3,679,388 | -14,207 |
| 475,406 | 527,535 | -52,129 |
| 236,121 | 196,661 | 39,460 |
| 173,877 | 213,985 | -40,107 |
| 2,065,683 | 1,997,458 | 68,225 |
| 92,787 | 140,928 | -48,141 |
| 621,308 | 602,822 | 18,486 |
| 10,688,945 | 10,457,474 | 231,471 |
| 2,080,399 | 1,911,589 | 168,810 |
| 1,791,524 | 1,656,130 | 135,394 |
| 288,875 | 255,460 | 33,415 |
| 5,271,628 | 5,052,320 | 219,308 |
| 3,605,678 | 4,072,303 | -466,625 |
| 185,829 | 161,839 | 23,990 |
| 370,428 | 361,804 | 8,624 |
| 1,109,693 | 456,373 | 653,320 |
| 3,336,918 | 3,493,565 | -156,647 |
| 203,042 | 224,186 | -21,144 |
| 829,062 | 850,612 | -21,551 |
| 21,375 | 27,780 | -6,405 |
| 1,550,211 | 1,653,847 | -103,636 |
| 220,778 | 246,248 | -25,470 |
| 512,450 | 490,892 | 21,558 |

Income Statement by Line of Business 2016

| CONSOLIDATED INCOME STATEMENT AS OF DECEMBER 2016 |  |  |  |  |  | TOTAL |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| (Thousands of Euros) | Construcción | Sacyr <br> Concesiones | Valoriza | Sacyr Industrial | Holding and Adjustments |  |
| Turnover | 1,249,922 | 552,438 | 908,249 | 400,579 | -250,713 | 2,860,475 |
| Other Sales | 71,544 | 13,386 | 26,244 | 4,071 | -12,068 | 103,177 |
| Total Income | 1,321,466 | 565,824 | 934,493 | 404,650 | -262,781 | 2,963,652 |
| External and Operating Expenses | -1,263,351 | -358,992 | -858,488 | -374,555 | 251,295 | -2,604,091 |
| GROSS OPERATING PROFIT | 58,115 | 206,832 | 76,006 | 30,095 | -11,486 | 359,561 |
| Depreciation | -21,034 | -46,193 | -34,866 | -9,393 | -1,813 | -113,300 |
| Trade Provisions and non recurring items | -33,452 | -7,084 | 613 | 1,248 | 495 | -38,180 |
| NET OPERATING PROFIT | 3,628 | 153,555 | 41,752 | 21,950 | -12,804 | 208,081 |
| Financial results | -17,857 | -90,566 | -11,014 | -3,643 | -77,582 | -200,664 |
| Forex results | 17,934 | -1,993 | -950 | -4,364 | 358 | 10,986 |
| Results from equity accounted subsidiaries | 2,110 | 2,644 | 5,517 | 29 | 196,786 | 207,085 |
| Provisions for financial investments | 1,608 | -4,884 | -1,048 | 0 | 0 | -4,324 |
| Change in value of financial instruments at fair value | 0 | -18,677 | -3,770 | -1,954 | -43,155 | -67,556 |
| Results from sales of non current assets | 1,955 | 21,320 | 3,530 | 439 | 0 | 27,244 |
| PROFIT BEFORE TAXES | 9,378 | 61,398 | 34,016 | 12,456 | 63,603 | 180,852 |
| Corporate Tax | -17,021 | -23,032 | -11,108 | -4,386 | 9,947 | -45,600 |
| PROFIT FOR CONTINUING ACTIVITIES | -7,643 | 38,366 | 22,908 | 8,070 | 73,550 | 135,252 |
| PROFIT FOR DISCONTINUING ACTIVITIES | 0 | 0 | 0 | 0 | 0 | 0 |
| CONSOLIDATE RESULTS | -7,643 | 38,366 | 22,908 | 8,070 | 73,550 | 135,252 |
| Minorities | -165 | -15,616 | 213 | -31 | 589 | -15,010 |
| NET ATTRIBUTABLE PROFIT | -7,808 | 22,751 | 23,122 | 8,039 | 74,139 | 120,242 |

Income Statement by Line of Business 2015

| CONSOLIDATED INCOME STATEMENT AS OF DECEMBER 2015 |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| (Thousands of Euros) | Construcción | Sacyr Concesiones | Valoriza | Sacyr Industrial | Holding and Adjustments | TOTAL |
| Turnover | 1,665,641 | 563,752 | 763,088 | 289,969 | -333,536 | 2,948,914 |
| Other Sales | 83,770 | 13,679 | 15,256 | 5,498 | -3,723 | 114,480 |
| Total Income | 1,749,410 | 577,431 | 778,344 | 295,468 | -337,259 | 3,063,394 |
| External and Operating Expenses | -1,671,080 | -393,272 | -708,064 | -274,439 | 301,541 | $-2,745,314$ |
| GROSS OPERATING PROFIT | 78,331 | 184,158 | 70,280 | 21,029 | -35,718 | 318,080 |
| Depreciation | -24,519 | -45,295 | -31,147 | -7,744 | -1,617 | -110,322 |
| Trade Provisions and non recurring items | -6,971 | -23,729 | 1,935 | -1,180 | -29,993 | -59,938 |
| NET OPERATING PROFIT | 46,841 | 115,134 | 41,068 | 12,106 | -67,328 | 147,821 |
| Financial results | -18,198 | -86,815 | -9,211 | -3,620 | -118,894 | -236,738 |
| Forex results | 21,834 | -1,938 | 367 | 1,036 | 1,132 | 22,430 |
| Results from equity accounted subsidiaries | 98 | 5,510 | 5,336 | -4 | -478,783 | -467,843 |
| Provisions for financial investments | -2,186 | -4,189 | -2,354 | -576 | -99,394 | -108,699 |
| Change in value of financial instruments at fair value | 0 | -25,936 | -3,840 | -2,126 | 0 | -31,902 |
| Results from sales of non current assets | 1,043 | 32,983 | -1,372 | -233 | 27 | 32,447 |
| PROFIT BEFORE TAXES | 49,432 | 34,748 | 29,993 | 6,583 | -763,240 | -642,483 |
| Corporate Tax | -29,357 | -3,757 | -11,534 | -425 | -112,179 | -157,252 |
| PROFIT FOR CONTINUING ACTIVITIES | 20,074 | 30,991 | 18,460 | 6,158 | -875,419 | -799,735 |
| PROFIT FOR DISCONTINUING ACTIVITIES | 0 | 0 | 0 | 0 | 1,183,393 | 1,183,393 |
| CONSOLIDATE RESULTS | 20,074 | 30,991 | 18,460 | 6,158 | 307,975 | 383,658 |
| Minorities | -11 | -12,874 | 203 | -1,169 | 199 | -13,652 |
| NET ATTRIBUTABLE PROFIT | 20,063 | 18,118 | 18,663 | 4,989 | 308,174 | 370,006 |

Balance Sheet by Line of Business 2016

| CONSOLIDATED BALANCE SHEET AS OF DECEMBER 2016 |  |  |  |  |  | TOTAL |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| (Thousands of Euros) | Construcción | Sacyr Concesiones | Valoriza | $\begin{gathered} \text { Sacyr } \\ \text { Industrial } \end{gathered}$ | Holding y Ajustes |  |
| NON CURRENT ASSETS | 363,685 | 3,205,219 | 716,131 | 191,383 | 2,547,345 | 7,023,764 |
| Intangible Assets | 633 | 47 | 9,083 | 1,961 | 1,320 | 13,044 |
| Concessions Investments | 50,405 | 1,091,406 | 260,455 | 0 | 0 | 1,402,267 |
| Fixed Assets | 118,270 | 3,105 | 135,638 | 102,192 | 4,145 | 363,350 |
| Financial Assets | 157,156 | 285,444 | 106,275 | 19,401 | 2,541,880 | 3,110,156 |
| Receivables for concession assets | 18,738 | 1,591,154 | 102,735 | 0 | 0 | 1,712,627 |
| Other non Current Assets | 0 | 234,063 | 2,757 | 0 | 0 | 236,820 |
| Goodwill | 18,482 | 0 | 99,188 | 67,829 | 0 | 185,500 |
| CURRENT ASSETS | 2,345,295 | 862,736 | 600,220 | 258,789 | -401,858 | 3,665,181 |
| Non current assets held for sale | 0 | 279,928 | 0 | 0 | 195,478 | 475,406 |
| Inventories | 154,128 | 17,278 | 40,359 | 23,441 | 915 | 236,121 |
| Receivables for concession assets | 0 | 170,040 | 3,837 | 0 | 0 | 173,877 |
| Accounts Receivable | 1,536,256 | 104,884 | 346,959 | 174,660 | -97,076 | 2,065,683 |
| Financial Assets | 506,616 | 11,674 | 74,628 | 8,366 | -508,498 | 92,787 |
| Cash | 148,295 | 278,931 | 134,437 | 52,322 | 7,323 | 621,308 |
| ASSETS = LIABILITIES | 2,708,980 | 4,067,955 | 1,316,351 | 450,172 | 2,145,487 | 10,688,945 |
| Equity | 510,109 | 872,824 | 270,669 | 133,573 | 293,225 | 2,080,399 |
| Shareholder's Equity | 514,341 | 634,602 | 260,885 | 84,535 | 297,161 | 1,791,524 |
| Minority Interests | -4,233 | 238,222 | 9,784 | 49,037 | -3,936 | 288,875 |
| NON CURRENT LIABILITIES | 659,964 | 2,510,324 | 573,885 | 58,947 | 1,468,509 | 5,271,628 |
| Financial Debt | 203,075 | 1,876,519 | 273,310 | 40,689 | 1,212,085 | 3,605,678 |
| Financial Instruments at fair value | -24 | 132,374 | 17,506 | 1,133 | 34,840 | 185,829 |
| Provisions | 343,042 | 92,128 | 115,759 | 2,808 | -183,310 | 370,428 |
| Other non current Liabilities | 113,871 | 409,303 | 167,309 | 14,317 | 404,893 | 1,109,693 |
| CURRENT LIABILITIES | 1,538,907 | 684,807 | 471,797 | 257,653 | 383,753 | 3,336,918 |
| Liabilities associated with the non current assets held for sale | 0 | 0 | 0 | 0 | 203,042 | 203,042 |
| Financial Debt | 218,572 | 341,528 | 95,486 | 61,375 | 112,099 | 829,062 |
| Financial instruments at fair value | 0 | 19,033 | 1,326 | 1,015 | 0 | 21,375 |
| Trade Accounts Payable | 880,389 | 231,396 | 226,281 | 151,916 | 60,229 | 1,550,211 |
| Operating Provisions | 96,420 | 5,540 | 21,599 | 3,586 | 93,633 | 220,778 |
| Other current liabilities | 343,526 | 87,309 | 127,104 | 39,761 | -85,250 | 512,450 |

Balance Sheet by Line of Business 2015

| CONSOLIDATED BALANCE SHEET AS OF DECEMBER 2015 |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| (Thousands of Euros) | Construcción | Sacyr Concesiones | Valoriza | Sacyr Industrial | Holding y Ajustes | TOTAL |
| NON CURRENT ASSETS | 372,995 | 3,181,176 | 640,974 | 203,575 | 2,379,366 | 6,778,086 |
| Intangible Assets | 130 | 50 | 7,805 | 5,285 | 1,547 | 14,816 |
| Concessions Investments | 48,220 | 1,353,153 | 242,480 | 0 | 0 | 1,643,853 |
| Fixed Assets | 137,004 | 3,618 | 125,395 | 106,725 | 3,406 | 376,148 |
| Financial Assets | 149,568 | 506,007 | 111,139 | 23,736 | 2,374,414 | 3,164,864 |
| Receivables for concession assets | 18,738 | 1,318,348 | 51,903 | 0 | 0 | 1,388,989 |
| Other non Current Assets | 0 | 0 | 2,838 | 0 | 0 | 2,838 |
| Goodwill | 19,335 | 0 | 99,414 | 67,829 | 0 | 186,578 |
| CURRENT ASSETS | 2,517,202 | 558,394 | 441,862 | 162,699 | -770 | 3,679,388 |
| Non current assets held for sale | 0 | 0 | 0 | 0 | 527,535 | 527,535 |
| Inventories | 165,121 | 2,570 | 14,477 | 13,799 | 695 | 196,661 |
| Receivables for concession assets | 125 | 210,174 | 3,686 | 0 | 0 | 213,985 |
| Accounts Receivable | 2,022,576 | 133,392 | 338,643 | 83,249 | -580,403 | 1,997,458 |
| Financial Assets | 117,712 | 28,010 | 14,691 | 452 | -19,937 | 140,928 |
| Cash | 211,668 | 184,248 | 70,365 | 65,200 | 71,341 | 602,822 |
| ASSETS = LIABILITIES | 2,890,197 | 3,739,570 | 1,082,836 | 366,275 | 2,378,596 | 10,457,474 |
| Equity | 563,458 | 738,168 | 252,538 | 132,715 | 224,711 | 1,911,589 |
| Shareholder's Equity | 567,989 | 529,912 | 247,257 | 83,234 | 227,738 | 1,656,130 |
| Minority Interests | -4,531 | 208,256 | 5,280 | 49,481 | -3,026 | 255,460 |
| NON CURRENT LIABILITIES | 567,340 | 2,420,860 | 423,192 | 62,642 | 1,578,287 | 5,052,321 |
| Financial Debt | 118,875 | 1,730,853 | 182,038 | 46,666 | 1,993,872 | 4,072,303 |
| Financial Instruments at fair value | 0 | 140,545 | 19,286 | 2,009 | 0 | 161,839 |
| Provisions | 335,927 | 82,947 | 58,501 | 5,642 | -121,213 | 361,804 |
| Other non current Liabilities | 112,539 | 466,515 | 163,367 | 8,325 | -294,372 | 456,374 |
| CURRENT LIABILITIES | 1,759,399 | 580,544 | 407,107 | 170,918 | 575,596 | 3,493,564 |
| Liabilities associated with the non current assets held for sale | 0 | 0 | 0 | 0 | 224,186 | 224,186 |
| Financial Debt | 261,846 | 200,956 | 79,589 | 30,635 | 277,587 | 850,612 |
| Financial instruments at fair value | 0 | 24,562 | 1,373 | 1,846 | 0 | 27,780 |
| Trade Accounts Payable | 1,051,074 | 255,295 | 160,095 | 105,605 | 81,778 | 1,653,847 |
| Operating Provisions | 98,162 | 3,714 | 25,240 | 2,830 | 116,302 | 246,248 |
| Other current liabilities | 348,317 | 96,017 | 140,810 | 30,003 | -124,256 | 490,891 |


| € million | Dec. 2016 | Sept. 2016 | Change 4Q 2016 |
| :---: | :---: | :---: | :---: |
| Project Finance | 2,187 | 2,074 | 113 |
| Other business lines debt | 248 | 306 | -58 |
| Total Business Lines | 2,435 | 2,380 | 55 |
| Repsol | 765 | 1,305 | -540 |
| Corporate* | 526 | 549 | -23 |
| DEUDA NETA | 3,726 | 4,234 | -508 |

## Net Debt Maturity



## NET FINANCIAL DEBT

€ million

|  | MATURITY SCHEDULE |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | December 2016 | 2017 | 2018 | 2019 | 2020 | 2021 and + |
| Sacyr Concesiones | 1,933 | 101 | 106 | 90 | 184 | 1,452 |
| Sacyr Construcción + Somague | 236 | 34 | 21 | 17 | 18 | 147 |
| Valoriza | 216 | -57 | 34 | 59 | 31 | 149 |
| Industrial | 50 | 9 | 8 | 9 | 6 | 18 |
| SUBTOTAL ACTIVITIES DEBT | 2,435 | 87 | 169 | 175 | 239 | 1,766 |
| Repsol | 765 | -4 | 769 | 0 | 0 | 0 |
| CORPORATE | 255 | 52 | 142 | 8 | 4 | 48 |
| TOTAL BANK BORROWINGS | 3,455 | 135 | 1,080 | 183 | 243 | 1,814 |
| Bonds | 271 | 2 | 0 | 234 | 7 | 28 |
| TOTAL NET FINANCIAL DEBT | 3,726 | 137 | 1,080 | 417 | 250 | 1,842 |


| ( $€$ Thousands) | REVENUE |  |  |
| :---: | :---: | :---: | :---: |
|  | 2016 | 2015 | Chg. (\%) |
| AUTOVİA DEL TURIA | 12,291 | 11,847 | 3.7\% |
| AUTOVÍA NOROESTE C.A.R.M. | 7,025 | 7,871 | -10.7\% |
| VIASTUR | 7,023 | 6,829 | 2.8\% |
| PALMA MANACOR | 10,408 | 9,661 | 7.7\% |
| AUTOVÍA DEL BARBANZA | 9,008 | 8,698 | 3.6\% |
| AUTOVÍA DEL ERESMA | 6,720 | 6,331 | 6.1\% |
| AUTOVİA DEL ARLANZÓN | 34,747 | 32,817 | 5.9\% |
| INTERCAMBIADOR DE MONCLOA | 12,547 | 11,788 | 6.4\% |
| INTERCAMBIADOR DE PLAZA ELÍPTICA | 6,578 | 6,347 | 3.6\% |
| AUTOPISTA DE GUADALMEDINA | 13,975 | 12,251 | 14.1\% |
| HOSPITAL DE PARLA | 13,962 | 13,381 | 4.3\% |
| HOSPITAL DE COSLADA | 13,751 | 13,717 | 0.3\% |
| HOLDINGS | 2,068 | 702 | 194.4\% |
| SPAIN | 150,102 | 142,240 | 5.5\% |
| HOLDINGS | 1,252 | 1,263 | -0.9\% |
| IRELAND | 1,252 | 1,263 | -0.9\% |
| HOSPITAL BRAGA | 1,239 | 9,051 | -86.3\% |
| HOSPITAL DE VILA FRANCA | 1,285 | 8,971 | -85.7\% |
| PARQUE DO NOVO HOSPITAL | 155 | 820 | -81.1\% |
| HOLDINGS | 1,024 | 118 | 768.5\% |
| ESCALA PARQUE | 327 | 1,824 | -82.1\% |
| PORTUGAL | 4,030 | 20,783 | -80.6\% |
| HOLDINGS | 1,425 | 1,204 | 18.4\% |
| SAOPSE | - | 1,371 | -100.0\% |
| RUTAS DEL DESIERTO - ACCESOS A IQUIQUE | 20,199 | 17,836 | 13.2\% |
| VALLES DEL BIO BIO-CONCEPCIÓN CABRERO | 27,620 | 15,673 | 76.2\% |
| VALLES DEL DESIERTO - VALLENAR CALDERA | 23,263 | 25,242 | -7.8\% |
| RUTA 43 - LIMARI | 1,674 | 1,018 | 64.5\% |
| HOSPITAL ANTOFAGASTA | 12,557 | 5,554 | 126.1\% |
| SERENA VALLENAR - RUTAS DEL ALGARROBO | 28,895 | 20,852 | 38.6\% |
| CHILE | 115,633 | 88,749 | 30.3\% |
| CONVIAL SIERRA NORTE | 14,387 | 13,540 | 6.3\% |
| PERU | 14,387 | 13,540 | 6.3\% |
| HOLDINGS | 444 |  |  |
| MONTES DE MARİA | 12,526 | 6,111 | 105.0\% |
| RUMICHACA | 11,142 | 4,696 | 137.3\% |
| COLOMBIA | 24,113 | 10,807 | 123.1\% |
| RUTAS DEL LITORAL | 1 | - |  |
| URUGUAY | 1 | - | n/a |
| TOTAL WITHOUT CONSTRUCTION INCOME | 309,519 | 277,382 | 11.6\% |
| CONSTRUCTION INCOME | 242,919 | 286,369 | -15.2\% |
| TOTAL | 552,438 | 563,752 | -2.0\% |

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

## ALTERNATIVE PERFORMANCE MEASURES

Earnings before interest, taxes, depreciation and amortisation (EBITDA): this indicator shows operating profit or loss prior to depreciation and amortisation and any change in provisions, and does not take into account extraordinary/non-recurring gains or losses.

Operating profit/(loss) (EBIT): calculated taking into account the following consolidated income statement items: Revenue, Other operating income, Operating expense, Staff costs, Amortisation and depreciation, and Change in current provisions.

Gross debt: comprises Non-current financial debt and Current financial debt as shown on the liabilities side of the consolidated balance sheet, which include 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 balance sheet.

Project finance debt (gross or net): financial debt (gross or net) from project companies.
Corporate debt (gross or net): debt held by the Group parent, comprising bank borrowings and issues in capital markets.
Finance income/(cost): Finance income less Finance cost.

Portfolio: Value of awarded and closed work contracts pending completion. These contracts are included in the portfolio once they are formalised. The portfolio is shown as the percentage attributable to the Group, as per the corresponding consolidation method.
Once a contract has been incorporated in the portfolio, the value of production pending completion on the contract remains in the portfolio, 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 portfolio linked to a contract may not actually become income. The portfolio 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 portfolio is a useful indicator of the Company's future revenues and a customary indicator used by companies in the sector in which Sacyr operates.

Concessions portfolio: represents estimated future revenues on concessions, over the concession period, based on the financial plan for each concession. Includes projected fluctuations in the exchange rate between the euro and other currencies, as well as changes in inflation, prices, rates and traffic volumes.

Market capitalisation: number of shares at the reporting date, multiplied by the year-end share price.

Like-for-like basis: On occasion, 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 number of vehicles circulating on the roadway each day.


NOTE: The financial information contained in this document is drafted according to the International Financial Reporting Standards. This information has not been audited and therefore may be modified in the future. This document is not a offer, invitation or recommendation to buy, sell or exchange shares or make any kind of investment. Sacyr does not assume any type of damages or losses as a result of the use of this document or its content.

In addition, the Group uses Alternative Performance Measures to provide with additional information which enhances the comparability and comprehension of its financial information and facilitate the decision-making and the evaluation of the group's performance.

To comply with the Directives (2015/1415es) of European Securities and Markets Authority (ESMA) on APMs, this document comprises the more outstanding APMs used in the preparation of this document (Annex).


[^0]:    * Does not include the non-recurring expense due to the redundancy plan of Sacyr Construcción and Somague, for an amount of €25.5m in 2016

[^1]:    *Variation eliminating the effect of disinvestments during 2016: €18m revenues and €11.8m EBITDA 2015 and $€ 2.5 \mathrm{~m}$ revenues and $€ 1.8 \mathrm{~m}$ EBITDA 2016.

