

FY 2019 GRUPO ORTIZ RESULTS PRESENTATION



26 march 2020 Audited data





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1. GRUPO ORTIZ DESCRIPTION

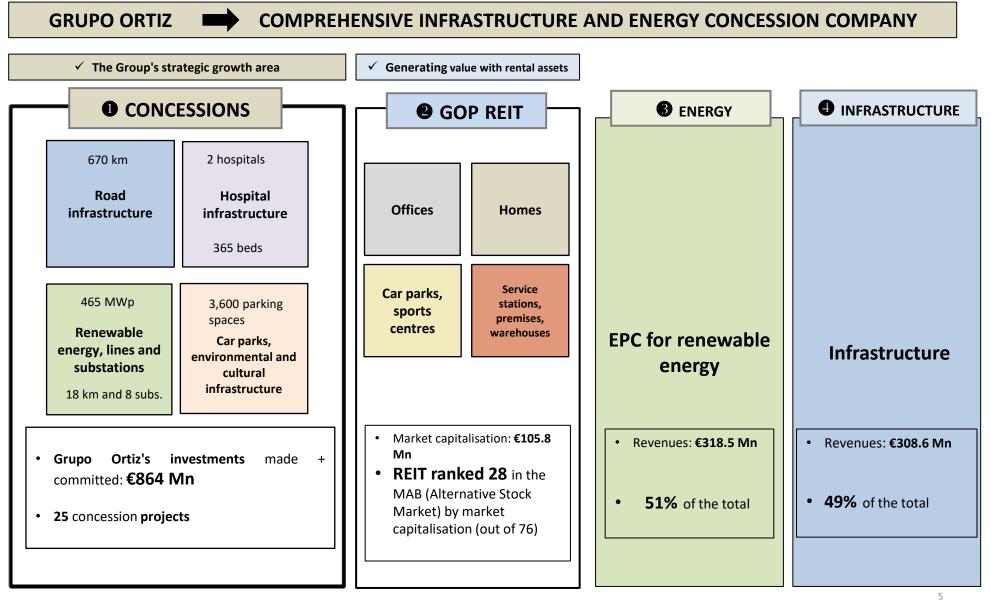




GRUPO ORTIZ is a **business group** whose parent is **ORTIZ CONSTRUCCIONES Y PROYECTOS, S.A**., and **subsidiaries specialising** in diverse activities.

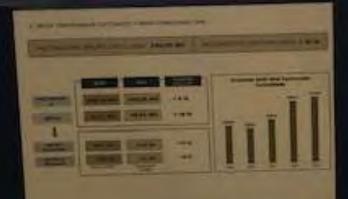
- Its first and foremost **objective** is to obtain, on its own or with others, **basic services concessions** (road, energy and hospital infrastructure) with **multilateral financing** in different countries.
- **Development** of prime real estate projects for rental, which will continue to grow over time.
- EPC for large energy projects in all the areas: energy generation, transmission and distribution and its operation and maintenance in Spain and other countries, mainly in Latin America.
- EPC for large infrastructure: roads, railways and hospitals in Spain and especially abroad.







2. CONSOLIDATED REVENUES AND EBITDA

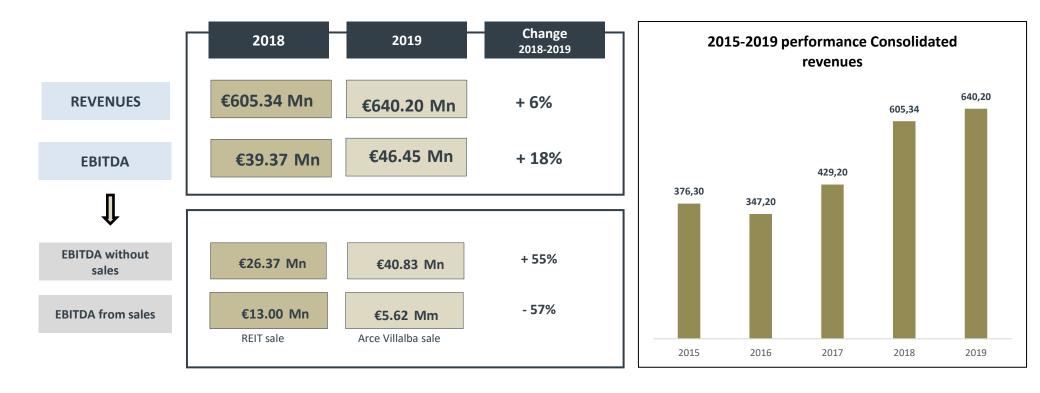


2. CONSOLIDATED REVENUES AND EBITDA FOR 2019



GRUPO ORTIZ'S REVENUES FOR 2019: €640.20 Mn

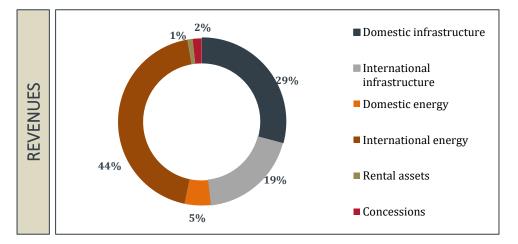
INCREASE IN PROFITABILITY: + 18%

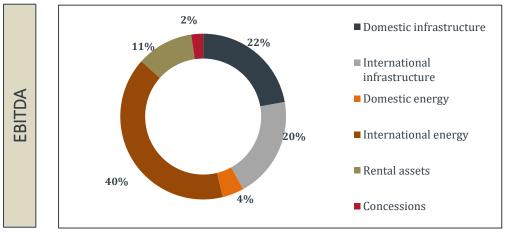




2. 2019 CONSOLIDATED REVENUES AND EBITDA BY BUSINESS AREA

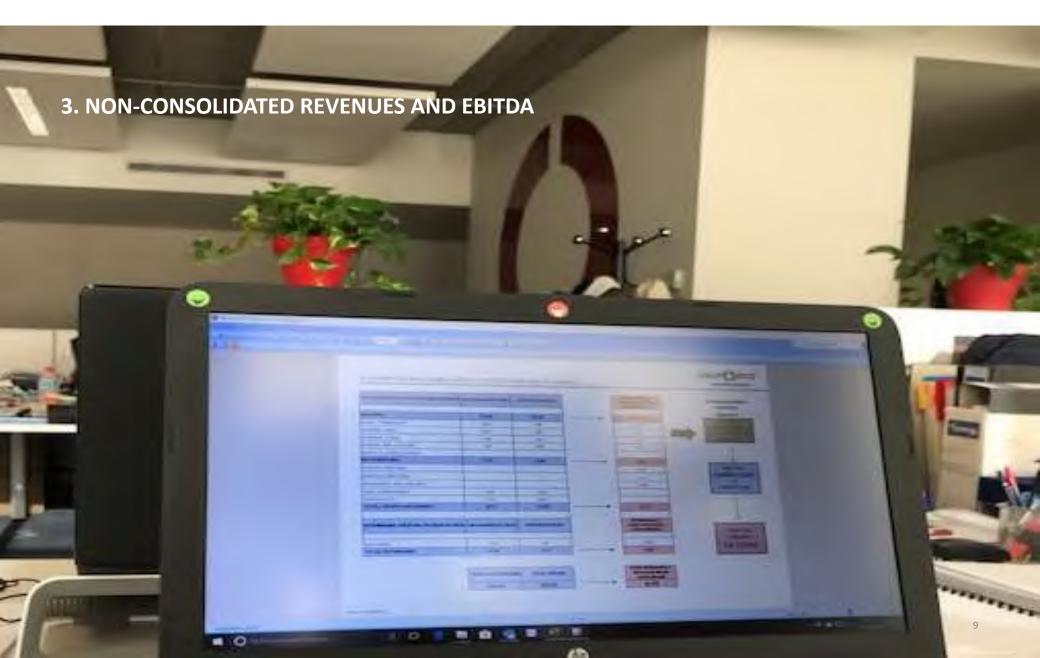
		REVENUES	EBITDA	MARGIN
	DOMESTIC INFRASTRUCTURE	186.32	10.32	5.53%
	INTERNATIONAL INFRASTRUCTURE	122.29	9.20	7.52%
AREAS	DOMESTIC ENERGY	32.24	1.95	6.05%
	INTERNATIONAL ENERGY	286.29	18.76	6.55%
BUSINESS	RENTAL	2.05	5.15	251%
	DEPENDENT CONCESSIONS	11.01	1.07	9.72%
	CONSOLIDATED GROUP	640.20	46.45	7.25%





Data in millions of euros.







3. NON-CONSOLIDATED REVENUES AND EBITDA AND GROUP EBITDA GENERATION

EQUITY-ACCOUNTED CONCESSIONS	Revenues (% Ortiz)	EBITDA (% Ortiz)
OMESTIC	26.98	20.56
HERMOSOLAR PLANT	15.79	11.54
IZA TOLL ROAD	5.00	4.56
IARIO TOLL ROAD	4.82	4.16
ULEVAR ARTE y CULTURA	1.37	0.30
LTEN EL CASAR PV PLANT		
ITERNATIONAL	3.13	2.30
EPIC HOSPITAL (MX)		
DNEXIÓN NORTE ROAD (COL)		
RANSVERSAL DEL SISGA ROAD (COL)		
LTEN INTERNACIONAL	3.00	2.25
MEDSOLAR (IT)	0.13	0.05
TOTAL GROUP CONCESSIONS	30.11	22.86
QUITY-ACCOUNTED RENTAL COMPANIES	Revenues (% Ortiz)	EBITDA (% Ortiz)
		2.07
	4.30	3.07
TOTAL RENTAL	4.30	3.07

			Total dividends and
Ш	TOTAL REVENUES	TOTAL EBITDA	interest on subordinated
			debt
	34.41	25.93	 8.33







1 INVESTMENTS IN CONCESSION ASSETS

O INVESTMENTS IN RENTAL ASSETS

CONCESSION ASSETS	INVESTMENTS % Grupo Ortiz	CARRYING AMOUNT
IBIZA ACCESS ROAD	23.4	6.1
VIARIO A-31	19.1	1.6
LA AFRICANA THERMOSOLAR PLANT	111.4	18.5
CONEXIÓN NORTE ROAD (COLOMBIA)	55.4	13.7
TRANSVERSAL DEL SISGA ROAD (COLOMBIA)	41.0	17.2
TEPIC HOSPITAL (MEXICO)	30.8	7.5
ALTEN INTERNACIONAL (America Cubico and Africa)	28.5	7.3
ALTEN EL CASAR PHOTOVOLTAIC PLANT	5.1	2.1
MEDSOLAR (Italy)	0.4	0.4
ВАС	3.1	1.4
COLLADO VILLALBA CONCESSION	19.2	15.7
GO BARAJAS	3.7	3.7
REYES CATOLICOS CAR PARK IN ZAMORA	11.2	6.7
PAR MADRID	8.4	8.4
JOINT VENTURE IN MALAGA	1.9	1.9
ENERGY EFFICIENCY	1.1	1.1
TOTAL CONCESSION ASSETS	€364.2 Mn	€113.8 Mn

RENTAL ASSETS	INVESTMENTS % Grupo Ortiz	CARRYING AMOUNT
REIT	87.3	52.3
ARROYO BUTARQUE	23.6	23.6
LA ATALAYUELA	13.3	13.3
ENSANCHE DE VALLECAS PLOT	1.1	1.1
MONTE ELVIRIA OJEN DEVELOPMENT (MALAGA)	3.7	1.3
TOTAL RENTAL ASSETS	129.20	91.82

OTHER LAND	INVESTMENTS % Grupo Ortiz	
LAND IN VALDECARROS	3.2	3.2
LAND IN LOS CERROS	0.6	0.6
LAND IN EL CASAR	5.1	5.1
OTHER LAND	5.8	5.8
TOTAL OTHER LAND	14.9	14.9
TOTAL	€143.9 Mn	€106.1 Mn

TOTAL INVESTMENTS % GRUPO ORTIZ*



* Investments = Equity + Debt % Grupo Ortiz

TOTAL CARRYING AMOUNT





ACCULATION OF A **5. ACCOUNTING CLOSING**



Income statement	December 2019	December 2018
1. Revenues	640,201	605,305
2. Change in inventories of finished goods and work in progress	-	-
3. Work performed by the company for its assets	1,843	1,667
4. Supplies	(480,887)	(464,971)
5. Other operating income	513	549
6. Staff costs	(82,493)	(77,997)
7. Other operating expenses	(38,260)	(40,387)
8. Depreciation and amortisation charge	(4,620)	(5,371)
9. Non-financial capital grants	14	13
11. Impairment and gains/(losses) on disposal of fixed assets	(2,979)	1,408
12. Gains/(Losses) on the loss of control of consolidated stakes	5,618	13,004
13. Other results	(811)	152
A.1) Operating profit/(loss)	38,139	33,372
14. Finance income	4,424	3,548
15. Finance expenses	(17,408)	(19,010)
16. Changes in the fair value of financial instruments	(116)	(1,010)
17. Exchange differences	(186)	(7,945)
18. Impairment and gains/(losses) on disposal of financial instruments	(857)	(246)
A.2) Finance income/loss	(14,143)	(24,663)
19. Profit/(Loss) from equity-accounted companies	5,021	3,582
20. Impairment and gains/(losses) on the loss of significant influence over equity-accounted stakes	-	4,970
A.3) Profit/(Loss) before tax	29,017	17,261

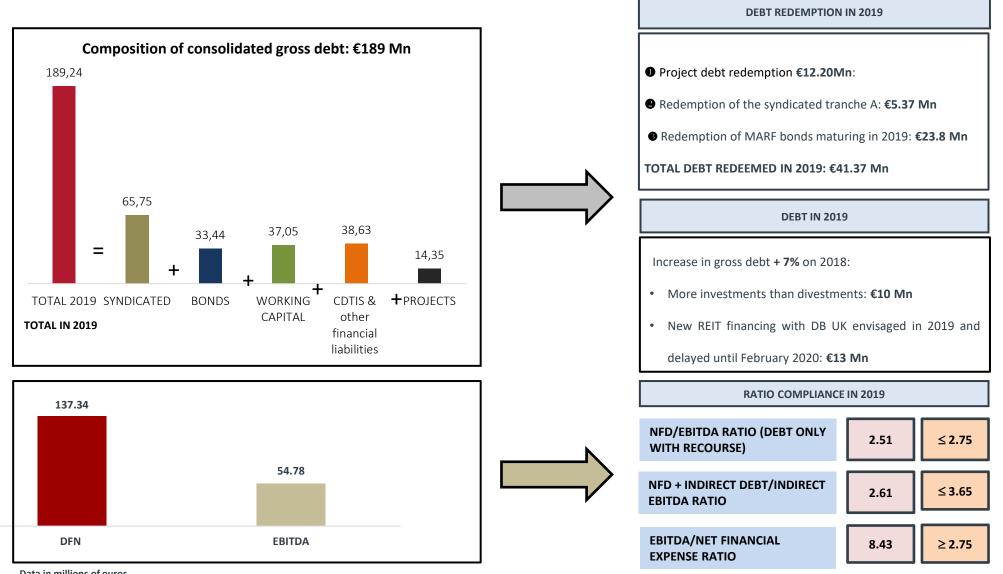


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6. CONSOLIDATED AND NON-CONSOLIDATED DEBT



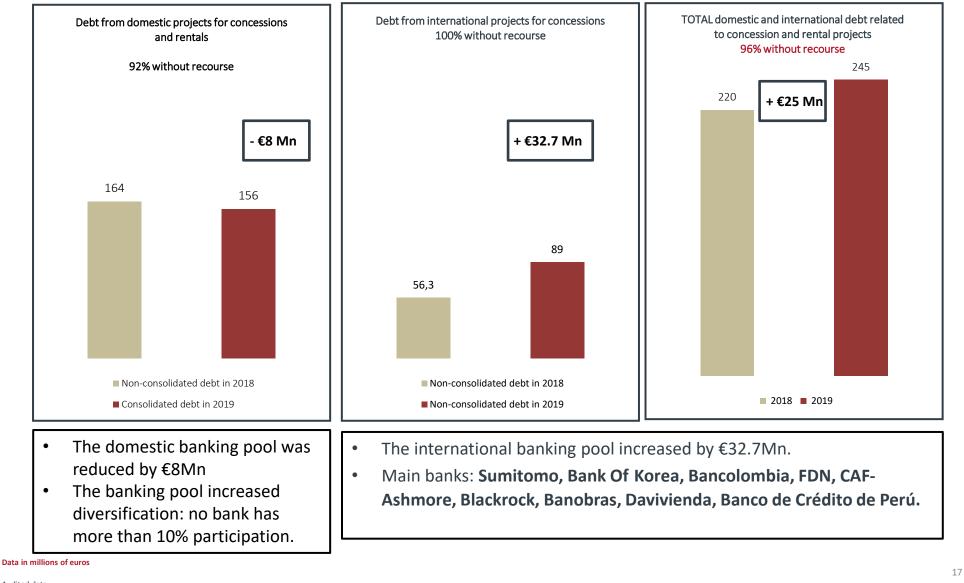
6. COMPOSITION OF CONSOLIDATED DEBT IN 2019 AND RATIO COMPLIANCE



Data in millions of euros Audited data.



6. NON-CONSOLIDATED DEBT WITHOUT RECOURSE IN 2019 RELATED TO PROJECTS





GRUPO ORTIZ received the COFIDES 2020 Internationalization and Development award in its sixth edition.



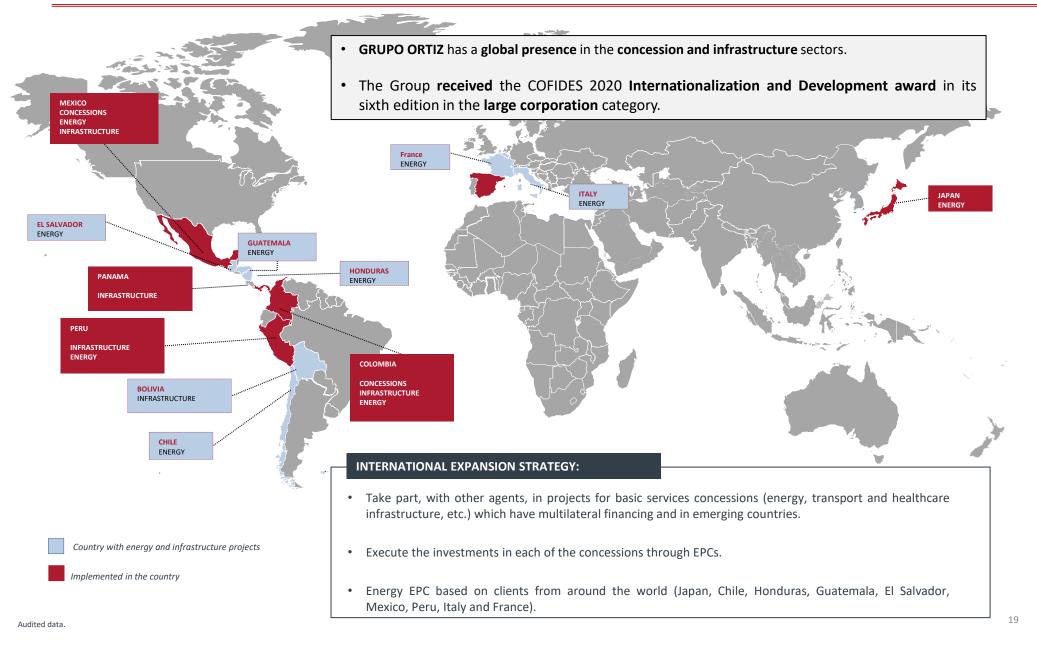
7. GRUPO ORTIZ IN THE WORLD



• Commitment to achieving the SDGs

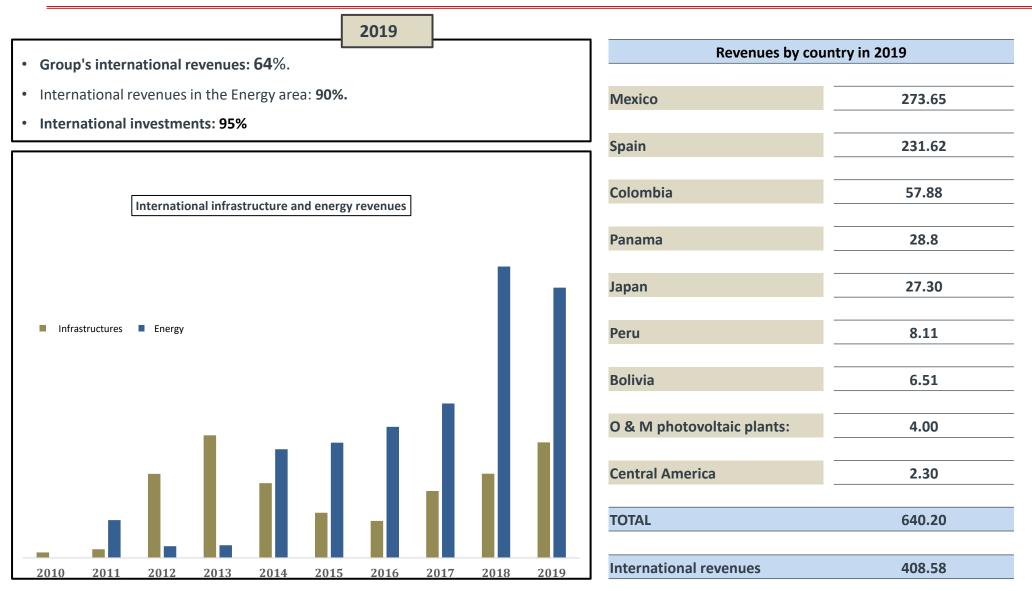
- Fight against climate change
- Improve people's quality of life
 - Comply with Human Rights

7. GRUPO ORTIZ IN THE WORLD





7. GRUPO ORTIZ IN THE WORLD (revenues by country)

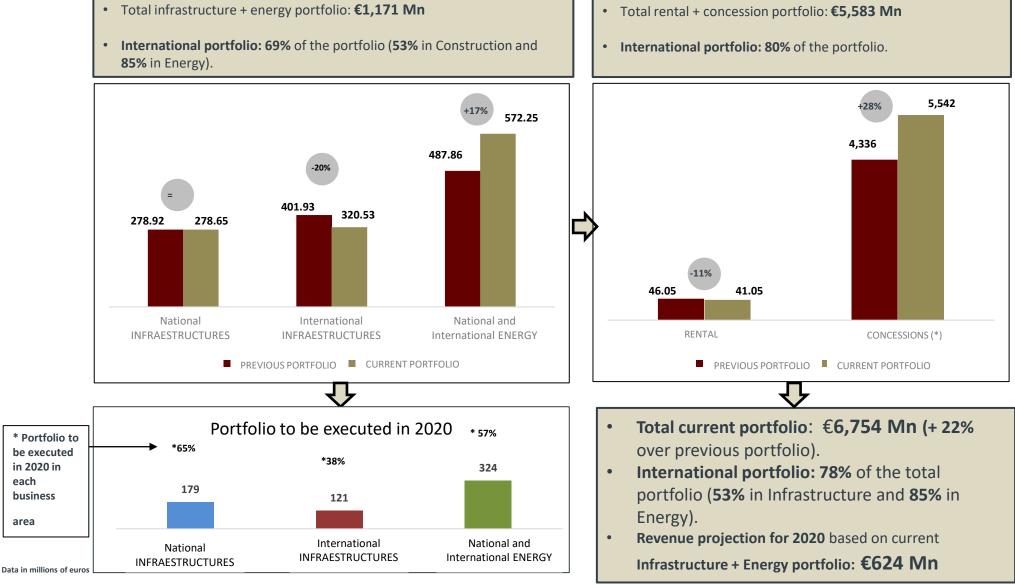






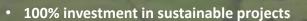


8. GRUPO ORTIZ'S CURRENT PORTFOLIO





9. CONCESSIONS AREA



ALLA

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13 Mainten

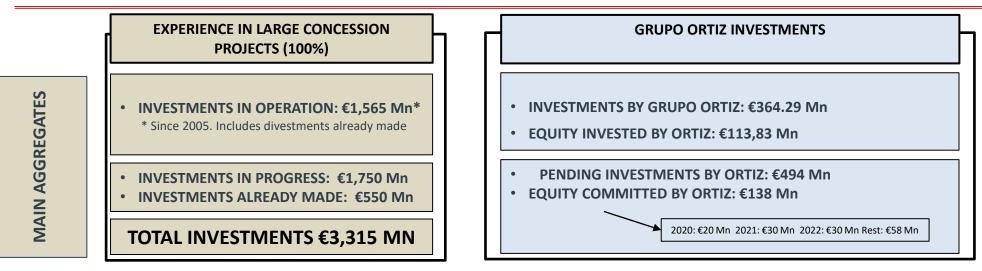
- 32,390 Tm of CO2 emissions avoided
- 465 MWp in renewable energy

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- 680 km of road infrastructure
- Healthcare for 250,000 people
- Accident reduction and better communication



9. CONCESSIONS AREA. MAIN AGGREGATES AND FINANCIAL SUPPORT



- COFIDES Equity for Conexión Norte and Transversal del Sisga.
- ICO senior debt and guarantees for Conexión Norte and Transversal del Sisga.
- BLACKROCK and CAF-ASHMORE for Transversal del Sisga.
- SUMITOMO and BKD dollar tranche for Conexión Norte.
- Local banks from Colombia (FDN, Bancolombia and Davivienda) and Mexico (Banobras).





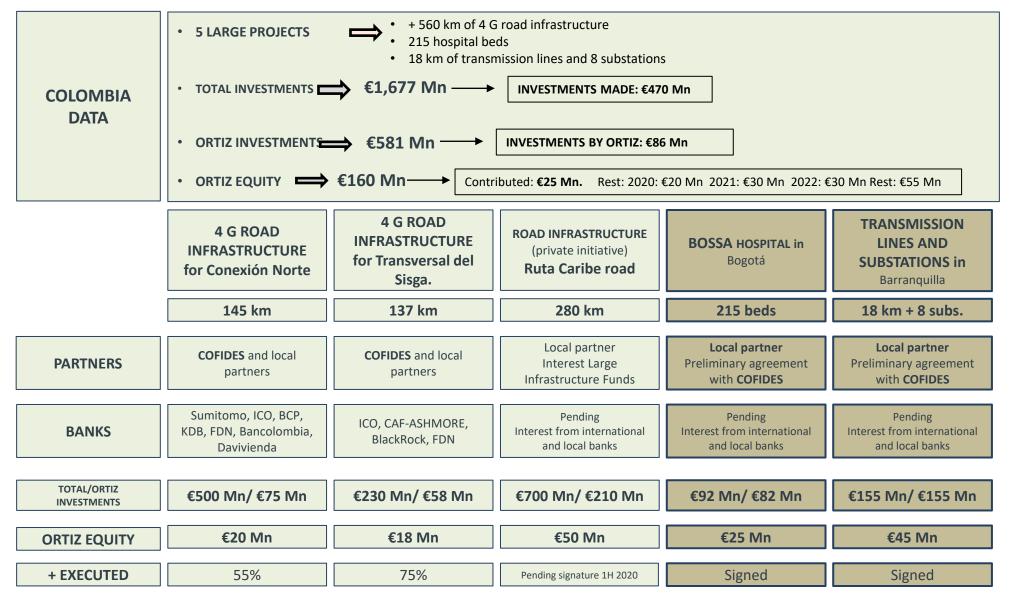








9. CONCESSIONS AREA. COLOMBIA



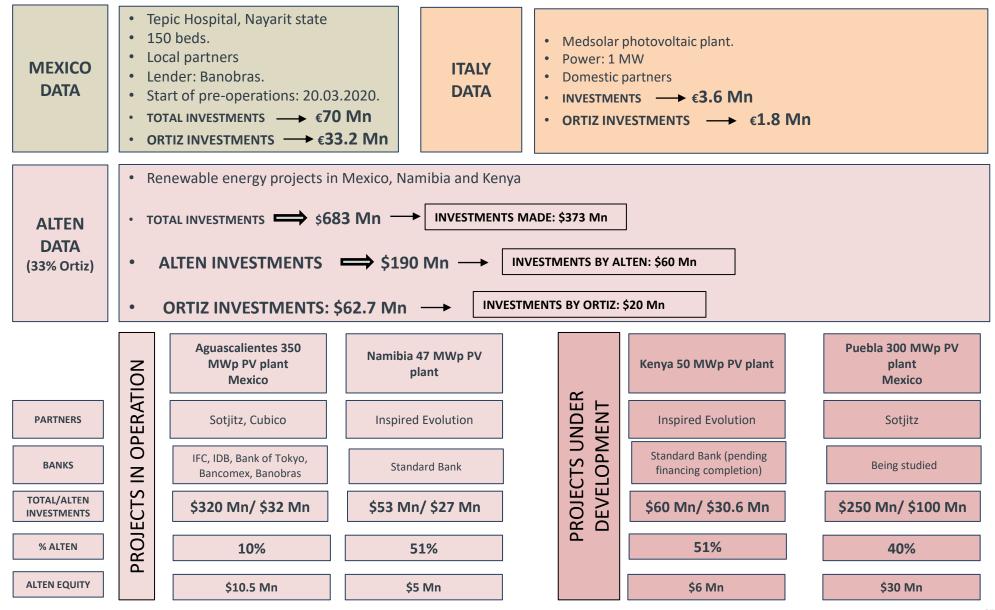


9. CONCESSIONS AREA. SPAIN

SPAIN DATA											
	IBIZA ACCESS ROAD INFRASTRUCT URE Ibiza	VIARIO A31 ROAD INFRASTRUCT URE Albacete-Alicante	RENEWABLE ENERGY LA AFRICANA Córdoba	RENEWABLE ENERGY ALTEN EL CASAR Guadalajara	Malaga, Energy efficiency	CAR PARKS Go Barajas, Villalba, Par Madrid and Zamora	BAC, WWTP Ribadeo Valencia and Lugo				
	8 km	111 km	50 MW	13 MW	1 MW	3,600 parking spaces	30,000 M2				
BANKS	BBVA	First Project Bond in MARF	ICO, BBVA, Santander, Caixa, Bankia, Bankinter, Sabadell	Triodos Bank	-	Santander, Sabadell, Unicaja	Caixa, Bankia, IVF				
TOTAL/ORTIZ INVESTMENTS	€93 Mn/ €46.5 Mn	€109 Mn/ €23 Mn	€386 Mn/ €193 Mn	€11 Mn/ €5.5 Mn	€4.6 Mn/ €4.6 Mn	€76 Mn/ €76 Mn	€18 Mn/ €6 Mn				
RETURN ON EQUITY	70%	75%	6%	-	55%	50%	25%				



9. CONCESSIONS AREA. MEXICO, ITALY and ALTEN





10. GRUPO ORTIZ PROPERTIES REIT and RENTAL

Collaboration agreement with Proyecto Hábitat for social inclusion and homeless reduction.

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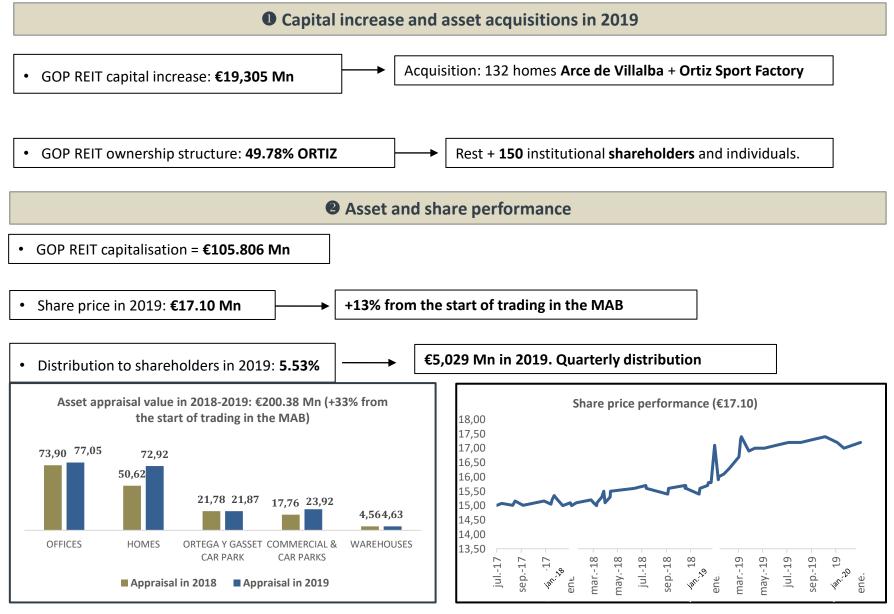
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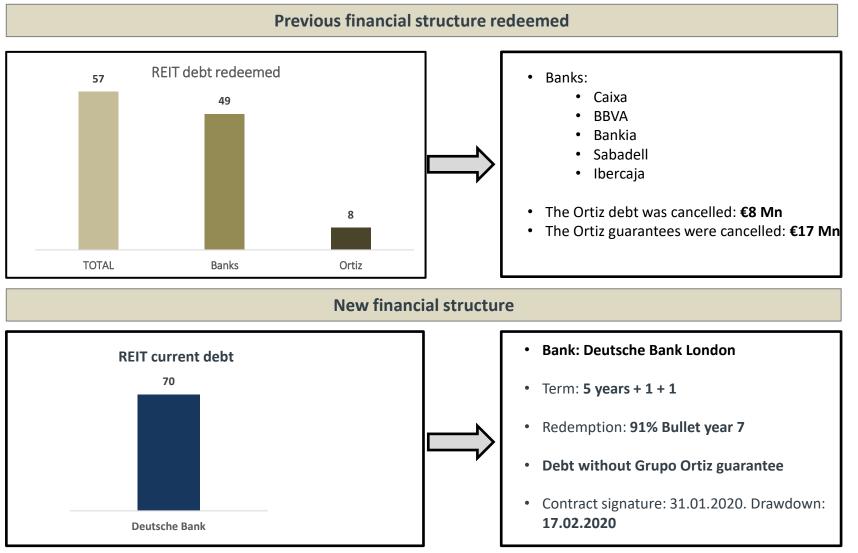
10. GRUPO ORTIZ PROPERTIES REIT



Audited data. Data in millions of euros

30

1 New financial structure (refinancing in January 2020)



Audited data. Data in millions of euros



RENTAL ASSETS UNDER DEVELOPMENT

RENTAL ASSETS	AREA m ²	DEVELOPMENT
ARROYO BUTARQUE	85,422	Development of 250 homes in Villaverde (Madrid)
		Industrial and commercial assets and offices in an area under development near
LA ATALAYUELA	27,637	Ensanche de Vallecas
ENSANCHE DE VALLECAS PLOT	1,500	Office building of approx. 3,500 m ² . Similar to the Ortiz headquarters building.





OTHER LAND

LAND	AREA m ²	USE
LOS CERROS	292,333	Residential
VALDECARROS	38,259	Residential
EL CASAR	10,630	Single-family residential
EL CASAR	21,325	Industrial
SUNDRY}	622,520	Rural
BARAJAS and COSLADA	232,146	Industrial

1,331,772



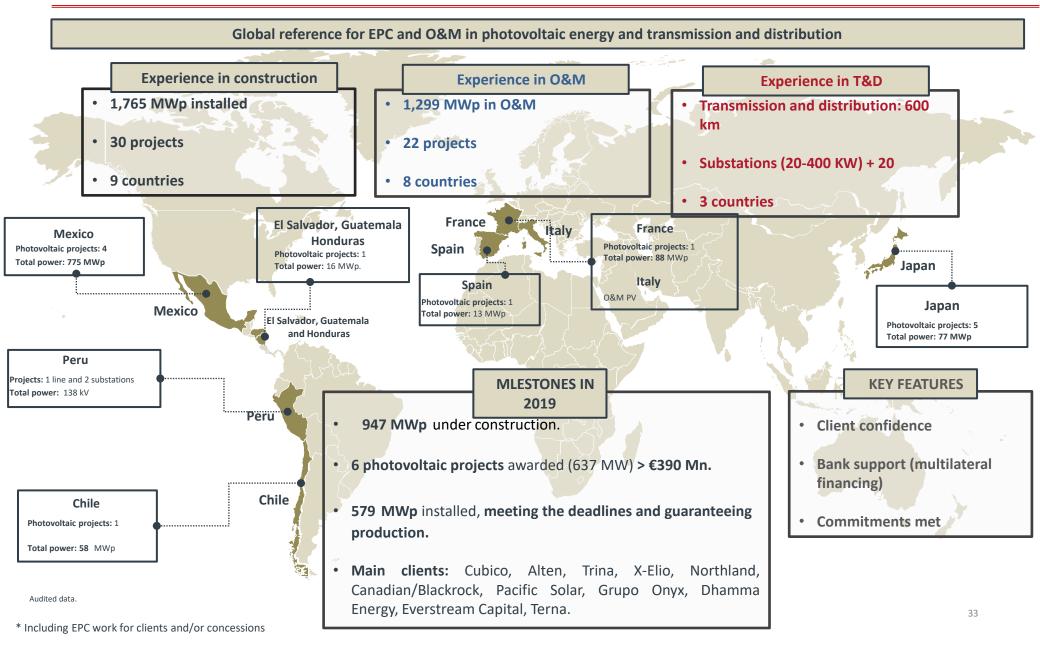
11. ENERGY AREA

• Energy generated equivalent to consumption by 228,000 households

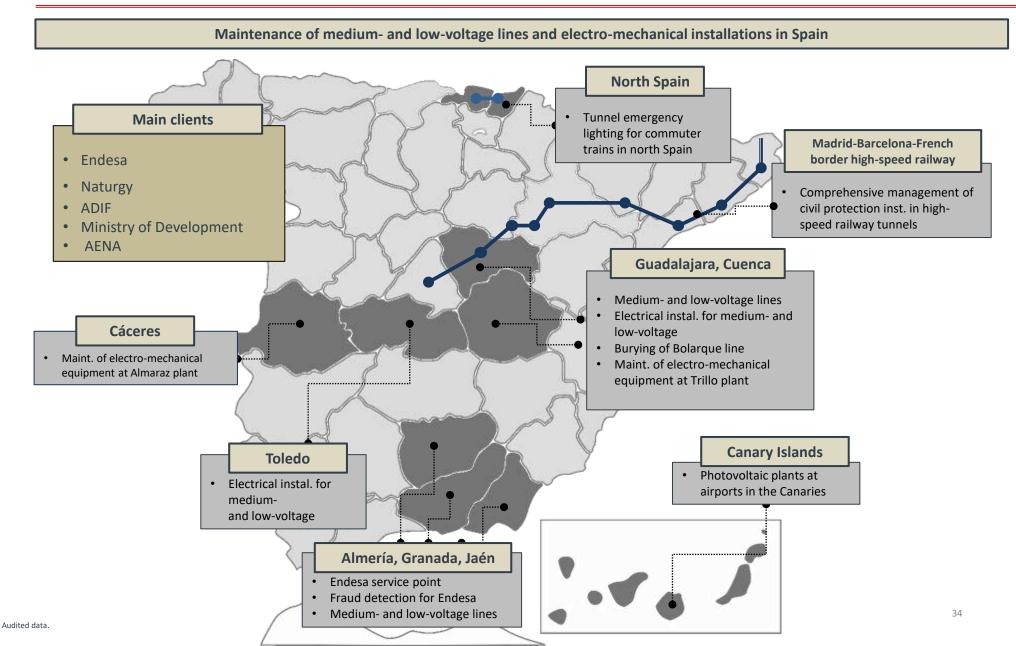
13 KERNA

- Energy efficiency and natural resource harnessing
- Energy through renewable sources











12. DOMESTIC AND INTERNATIONAL INFRASTRUCTURE AREA

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• Greater access to public healthcare

8 TREAMENTS

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- More households with water supply
- Social management plans in each project

10 SECONDERS

13 400

- Fauna rescue and flora reforestation
- 85% of the waste generated was recycled
- 650 km of roads for better communication





Hospitals	4 HOSPITALS	S	COUNTRY	CLIENT		AMOUN	T MON		CONSTRUCTION DEADLINE
The second se	Tepic General	-	Mexico	Concession co	ompany	€24 Mn	-		2019, improving the deadline
And the second s	Bosa hospital			Concession co		€46.5 Mr			1. In the project phase
-the second									n the 1st half of 2021, meeting the
The second	3rd level hos	spital in Potosí	Bolivia	Ministry of He Apurimac regi		€17.6 Mr	in deadl	lines	
		s General Hospital	Peru	government	Offai	€13.5 Mr	n Pend	ding work resta	art
Road									
init do	structure	3 ROAD INFRASTRUC		COUNTRY	CLIENT	т	AMOUNT	MONITO	RING OF CONSTRUCTION DEADLINE
	A COLOR				Conces	ssion			mpleted in the 1st half of 2020, meeting
	The Martin	Transversal Sisga toll r	road (137 km)) Colombia	compa		€47 Mn	the deadli	
	et a lanc		t (n am luna)		Conces				mpleted in the 1st half of 2021, meeting
	1 13	Conexión Norte toll ro)ad (145 km)	Colombia	compa		€50 Mn	the deadli	ines
	A	Bute Cariba tall road	(260 km)	Colombia	Conces		€150 Mn	Work sta	the im 2021 Execution form: E voars
		Ruta Caribe toll road (309 KIII)	COloffibia	compa	ny	£150 IVIII	WOIK Star	rts in 2021. Execution term: 5 years
	Hydra	aulic infrastructure							
			YDRAULIC INFRA		COUNTRY	CLIENT		AMOUNT	MONITORING OF CONSTRUCTION DEADL
		the second s	ntiago Veraguas c	drinking water	-				To be completed in the 1st half of 2020,
		plan	ıt		Panama	IDAAN		€8.04 Mn	meeting the deadlines To be completed in the 2nd half of 2020,
		Nor	rth Panama aque	educt	Panama	CONADES		€73.5 Mn	meeting the deadlines
			· ·			Empresa Alca	antarillado		Awarded. Work starts in 2020 (deadline: 1
		Bog	gotá Metro aque	educt		Bogotá		€7.5 Mn	months)
	275								
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12. DOMESTIC INFRASTRUCTURE AREA. SIGNIFICANT PROJECTS

Transport infrastructure	RAILWAY	 Construction of mounting base in La Mezquita, Orense (€7 Mn) Section of the Madrid-Galicia high-speed railway High-speed railway platform in Cáceres (€29 Mn) Implementation of the standard gauge in Orense (€13 Mn) 	 Cosfera's own machinery for railway maintenance and repairs. Client: ADIF.
Transport i	ROADS	 A-12 road, Camino Santiago. Burgos province and Rioja (€60 Mn) O.P. concession for maintenance & operation of the A-31 Bonete-Alicante (€14 Mn) Maint. & repairs of Paso Sup.N-232 and AP-68. Calahorra. La Rioja (€50 Mn) Maint. & repairs of Vía de la Plata road and roads in Cuenca (€10 Mn) 	Clients: Ministry of Development
	ENVIRONMENTAL AND WATER CYCLE INFRASTRUCTURE	 Valmayor DWTP, WWTP in Madrid and Toledo (+ €28 Mn in total). Urgent action on the CYII supply network (€2.33 Mn) Maint. of + 3,000 ha of green areas (Madrid, Ciudad Real, Xátiva, Marbella, Alboraya). (+ €26 Mn in total). 	 Clients: Canal de Isabel II Council of Madrid, Ciudad Real, Xátiva, Alboraya, El Casar, Marbella.
	BUILDING	 Nueva Castilla Ensanche Vallecas School (€8 Mn). 1,001 homes under construction in 2019 (€57 Mn). 	 Clients: EMV Madrid Department of Housing, Madrid Region Private clients
	HEALTHCARE INFRASTRUCTURE	 Comprehensive renovation of the Emergency Department at Hospital 12 de Octubre (€4.3 Mn). Virgen de la Fuensanta Clinic in Murcia (€10 Mn). 	 Clients: Department of Health, Madrid Region Fundación Española Osteopatía
	BUILDING RENOVATION	 Structural consolidation of España Building. Madrid (€28.7 Mn). Renovation of Roxy Cinemas, Madrid (€4 Mn). Villaverde factory (€5.3 Mn). 	Clients: • Grupo RIU Hoteles • Madrid City Council • Gorbea

Audited data.

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17 MILATONS ANEA LICENSE LICENSE ANEA

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16 TABITE

13. HUMAN RESOURCES

• 69% of permanent employment

5 CODES

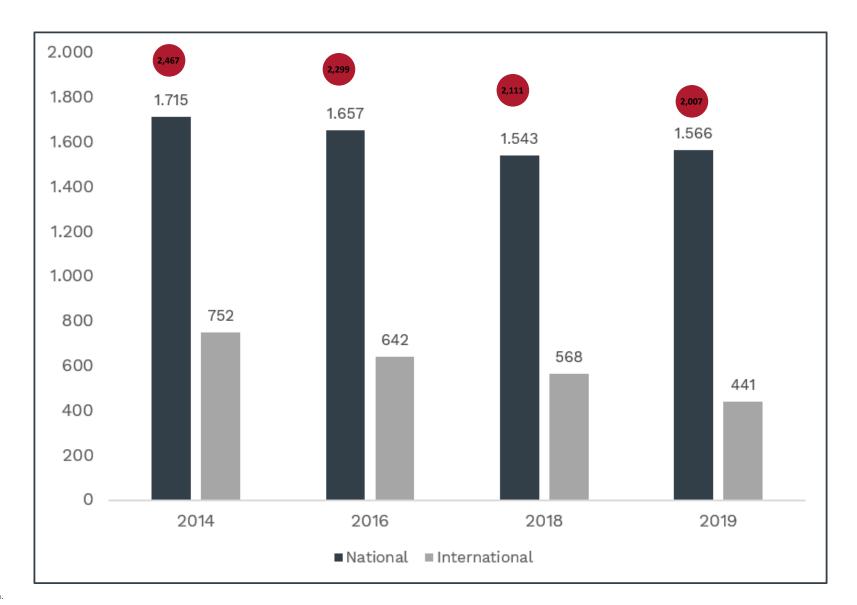
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- Equal Opportunities Plan and own Collective Bargaining Agreement
- Agreements for employment integration of socially excluded persons
- Nearly 700 local jobs have been generated
- Attraction and retention of talent
- 26,000 training hours
- 60% of interns now form part of the staff
- 20% reduction in worker absenteeism
- A new Occupational Health and Safety Plan was implemented
- Healthy habits have been fostered among the staff

8 TRABAJO TECENTI VOSEDMIDITU

• Volunteer Programme among employees







Commitment to sustainability Satisfacer las necesidades de la generación actual sin comprometer la capacidad de las generaciones futuras de cubrir las suyas. "" . 10 OBJETIVOS DE DESARROLLO SOSTENIBLE **14. SUSTAINABILITY**

14. SUSTAINABILITY



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INVESTMENT

PARTICIPATING IN BUILDING A BETTER WORLD.

Commitment to sustainability Satisfacer las necesidades de la generación actual sin comprometer la capacidad de las generaciones futuras de cubrir las suyas. " **OBJETIVOS DE DESARROLLO** SOSTENIBLE

Sustainability as* "meeting the needs of the present without compromising the ability of future generations to meet their own needs." (UN 1987)

COMMITTED TO MEETING THE SUSTAINABLE DEVELOPMENT GOALS (SDGs).

SUSTAINABILITY INTEGRATED INTO EACH ACTIVITY.

 Investments in sustainable infrastructure and renewable energy
 Social management programmes in our projects

IMPACT

CHANGE

CLIMATE

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THOLT

Carbon neutrality

- CO₂ emissions avoided: 32,390 Tm
 30% reduction in emissions for 2023

Permanent employment rate: 69%
 Training: 26,000 training hours and 10,000 people trained.

- 11% reduction in the accident rate
 Digitalisation
 - Circular economy and natural resource use
 Piodiversity protection plane

b E O b ^{r E}

Biodiversity protection plans