

# Ferrovial results January – December 2019

## CONSOLIDATED RESULTS (SERVICES AS DISCONTINUED ACTIVITY)

- **Revenues:** EUR6,054mn (+2.6% LfL) with higher contribution from Toll roads (+28.5% LfL) and Construction in line with 2018 (+0.3% LfL).
- **EBITDA ex-IFRS 16:** EUR76mn (EUR479mn in 2018) negatively affected by the -EUR345mn provision (100%), registered in Construction in 1Q 2019, for potential future losses in various projects in the US.
- EUR121mn of consolidated EBITDA thanks to IFRS 16 reclassifying EUR45mn operating costs to amortization and financial expenses.

## STRONG OPERATING PERFORMANCE FROM INFRA ASSETS (EBITDA, local currency):

- **Managed Lanes** (globally consolidated) NTE +32.6% and LBJ +23.7%. NTE35W grew +84.5% (4Q 2019 vs 4Q 2018).
- **407 ETR** (equity-accounted): +8.1%.
- **Heathrow SP** +4.6% (+1.7% ex-IFRS 16) and **AGS** -2.6% (both equity-accounted).

## DISTRIBUTION OF FUNDS FROM THE MAIN ASSETS

Total dividends from projects received by Ferrovial reached EUR729mn in 2019 (+17%).

- **407 ETR:** CAD1,050mn, +14.1% vs. 2018. Ferrovial received EUR309mn.
- **NTE:** USD292mn. Ferrovial received EUR166mn.
- **Heathrow:** GBP500mn in line with the GBP500mn in 2018. Dividends distributed to Ferrovial amounted to EUR145mn.
- **AGS:** GBP30mn vs. GBP70mn in 2018. EUR17mn corresponded to Ferrovial.
- **Services:** EUR47mn of dividends from projects (EUR131mn in 2018).

## NTE 3C MANAGED LANE FINANCIAL CLOSE

Ferrovial, via Cintra, will build and operate the new NTE extension (segment 3C), for a total investment of above USD900mn. Construction works have already started and the toll road is expected to open at the end of 2023. Concession term ends in 2061.

## AUSOL SALE

Ferrovial, through its subsidiary Cintra, reached an agreement to sell 65% of Ausol for EUR451mn. Cintra will retain a 15% interest in Ausol, on which it has reserved a put option, and has granted a call option to Meridiam on this 15%.

## NTE MANAGED LANE REFINANCING

Ferrovial, via Cintra, completed the refinancing of the original NTE debt (PABs and TIFIA). The new debt structure includes PABs and taxable bonds. This refinancing agreement has led to a lower cost of debt (yield to maturity of 3.8% vs previous average coupon of 5.3%) and longer maturity terms (30 years of the tranche subject to tax vs. 15 years of previous TIFIA loan).

## BROADSPECTRUM SALE AGREEMENT

Ferrovial reached an agreement for the sale of Broadspectrum (Services business in Australia and New Zealand) to Ventia Services Group for an enterprise value of AUD524.5mn (c. EUR327mn) in December. The completion of the transaction is subject to usual conditions, including regulatory and competition authorizations.

## RESULTS BY DIVISION

**Toll roads:** significant revenue growth with higher contribution from US Managed Lanes and improvements in traffic on the majority of toll roads. 407 ETR traffic was flat (-0.2%) affected by adverse weather conditions and fewer incidents on alternative routes, partially offset by higher economic growth and more construction activity on alternative routes. Managed Lanes were boosted by new connections in the Dallas-Fort Worth area and continued to post strong EBITDA growth on the back of robust traffic (NTE +14.7%, LBJ +9.1% y NTE35W +25.3% in 4Q vs. 4Q 2018) and toll rates.

**Airports:** passengers at Heathrow reached a record high of 80.9mn, (+1.0%). AGS traffic declined by -7.8%, due to lower traffic at all three airports. Revenue growth in all our airports.

**Construction:** revenues (+0.3% LfL) in line with 2018, with 86% of international contribution. EBIT stood at -EUR365mn, impacted by the provision registered in 1Q 2019. The order book stood at EUR11,424mn (+2.8% LfL), not including pre-awarded contracts exceeding EUR600mn.

**Services ex-Birmingham (discontinued operations):** net income from discontinued of -EUR198mn mainly due to the fair value adjustment of Broadspectrum. The company remains committed to divest the Services division.

**EUR1,631mn net cash ex-infra projects** (including discontinued operations). Net debt infra reached EUR4,588mn (EUR4,885mn in December 2018). Net consolidated debt reached EUR2,957mn (EUR3,649mn in December 2018).

## REPORTED P&L

| (EUR million)   | DEC-19       | DEC-18       |
|---|--------------|--------------|
| <b>REVENUES</b>                                       | <b>6,054</b> | <b>5,737</b> |
| Construction Provision *                              | -345         |              |
| <b>EBITDA Ex IFRS 16</b>                              | <b>76</b>    | <b>479</b>   |
| <b>EBITDA</b>   | <b>121</b>   |              |
| Period depreciation                                   | -180         | -127         |
| Disposals & impairments                               | 460          | 82           |
| <b>EBIT**</b>   | <b>401</b>   | <b>434</b>   |
| <b>FINANCIAL RESULTS</b>                              | <b>-194</b>  | <b>-192</b>  |
| Equity-accounted affiliates                           | 296          | 239          |
| <b>EBT</b>  | <b>504</b>   | <b>481</b>   |
| Corporate income tax                                  | -47          | -24          |
| <b>CONSOLIDATED PROFIT FROM CONTINUING OPERATIONS</b> | <b>457</b>   | <b>457</b>   |
| <b>NET PROFIT FROM DISCONTINUED OPERATIONS</b>        | <b>-198</b>  | <b>-848</b>  |
| <b>CONSOLIDATED NET INCOME</b>                        | <b>259</b>   | <b>-391</b>  |
| Minorities  | 9            | -57          |
| <b>NET INCOME ATTRIBUTED</b>                          | <b>268</b>   | <b>-448</b>  |

(\* Related to the provision registered in 1Q 2019 corresponding to three contracts in the US. (\*\*\*) EBIT after impairments and disposals of fixed assets.

## CONSOLIDATED EBITDA

| (EUR million)                  | DEC-19     | DEC-18     | VAR.          | LfL           |
|--------------------------------|------------|------------|---------------|---------------|
| Toll Roads                     | 433        | 319        | 35.7%         | 33.5%         |
| Airports                       | -16        | -16        | -5.5%         | -7.7%         |
| Construction                   | -321       | 189        | n.s.          | n.s.          |
| Others                         | -20        | -14        | n.a.          | n.a.          |
| <b>Total EBITDA Ex IFRS 16</b> | <b>76</b>  | <b>479</b> | <b>-84.1%</b> | <b>-84.4%</b> |
| IFRS 16                        | 45         |            |               |               |
| <b>Total EBITDA</b>            | <b>121</b> |            |               |               |

## PROPORTIONAL EBITDA

| (EURmn)                   | DEC-19       | DEC-18       | LfL          |
|---------------------------|--------------|--------------|--------------|
| Toll Roads                | 738          | 631          | 17.1%        |
| Airports                  | 575          | 565          | 1.8%         |
| Construction ex-provision | -21          | 150          | n.s.         |
| Others                    | -35          | -18          | -94.2%       |
| <b>Total EBITDA</b>       | <b>1,257</b> | <b>1,327</b> | <b>-5.3%</b> |

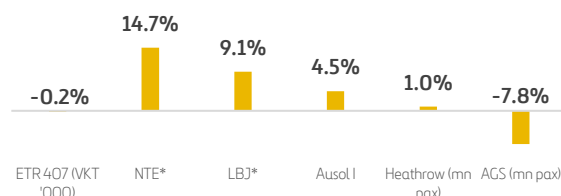
Like-for-like figures

## NET CASH POSITION

| (EUR million)                          | DEC-19        | DEC-18        |
|--|---------------|---------------|
| <b>NCP ex-infrastructures projects</b> | <b>1,631</b>  | <b>1,236</b>  |
| <b>NCP infrastructures projects</b>    | <b>-4,588</b> | <b>-4,885</b> |
| Toll roads                             | -4,220        | -4,392        |
| Others                                 | -368          | -493          |
| <b>Total Net Cash/(Debt) Position</b>  | <b>-2,957</b> | <b>-3,649</b> |

NCP: Net cash position. Includes discontinued operations

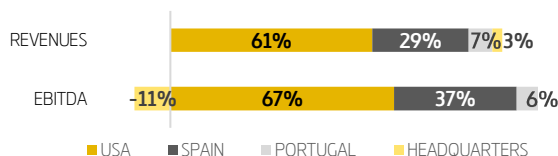
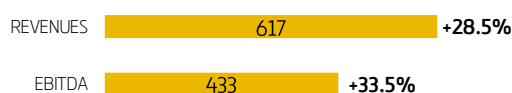
## TRAFFIC PERFORMANCE



\*Transactions

# Toll roads

€mn; LfL % (EBITDA ex IFRS 16)



**Revenues** increased due to higher contribution from US Managed Lanes & traffic growth at most assets. The US contributed more than 60% of revenue and EBITDA.

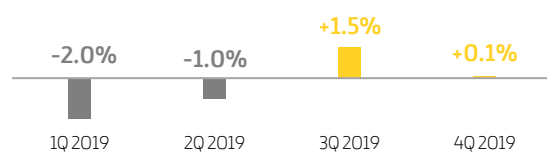
## 407 ETR (43.23%, EQUITY-ACCOUNTED)

|                            | DEC-19 | DEC-18 | VAR.  |
|----------------------------|--------|--------|-------|
| Avg trip length (km)       | 21.91  | 21.70  | 1.0%  |
| Traffic/trips (mn)         | 125.15 | 126.62 | -1.2% |
| Vkts (mn)                  | 2,742  | 2,748  | -0.2% |
| Avg revenue per trip (CAD) | 11.88  | 10.86  | 9.4%  |

VKT (Vehicle kilometres travelled)

**Traffic (km travelled) -0.2% vs. 2018**, primarily impacted by adverse weather conditions, and fewer incidents on alternative routes. This was partially offset by higher economic growth and more construction activity on alternative routes.

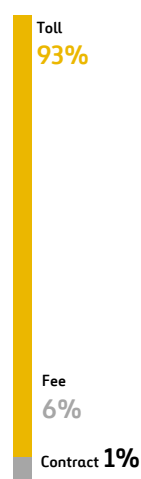
## Quarterly traffic



| (CAD million) | DEC-19 | DEC-18 | VAR. |
|---------------|--------|--------|------|
| Revenues      | 1,505  | 1,390  | 8.3% |
| EBITDA        | 1,309  | 1,211  | 8.1% |
| EBITDA margin | 87.0%  | 87.1%  |      |

Results for 100% of 407 ETR

## REVENUE BREAKDOWN



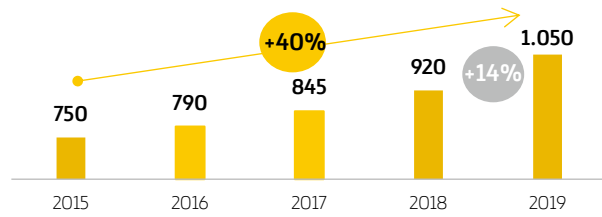
- Toll revenues** (93% of total): +8.3% to CAD1,402mn, mainly due to tariff increases effective since February 2019 offset by a slight decrease in trips and VKTs. Average revenue per trip increased +9.4% vs. 2018.
- Fee revenues** (6% of total) CAD95mn (+6.6%), mainly due to an increase in the annual transponder lease fee rate, coupled with higher volumes of transponders in circulation and higher late payment interest charges.
- Contract revenues** (0.5% of total) CAD7.7mn, on the back of work completed for the construction, installation & maintenance of tolling sites on the 407 Extension II (phase 2b).

**OPEX +9.2%**, (+4.9% underlying, ex-2018 one off), primarily due to higher customer operations expenses coupled with higher contract expenses relating to the completion of 407 extension II Phase 2b, along with the one-time recovery of certain indirect taxes in 2018.

**EBITDA +8.1%**, with an 87.0% EBITDA margin due to revenue growth, offset by higher operating expenses. Excluding the aforementioned tax recovery, EBITDA would have increased by +8.8%, with an 87.1% EBITDA margin vs 86.5% in 2018.

**2019 dividends amounted to CAD1,050mn, +14.1% vs. 2018.**

The dividends distributed to Ferrovial in 2019 amounted to EUR309mn. At the February Board Meeting, the 1Q 2020 dividend payment was approved in the amount of CAD312.5mn (+25% vs. 1Q 2019).



**Net debt at end of December:** CAD7,963mn (average cost of 4.44%). 60% of the debt matures in more than 15 years' time. The upcoming maturity dates are CAD17mn in 2020, CAD723mn in 2021 and CAD318mn in 2022.

407 ETR issued two bonds on 6 March 2019:

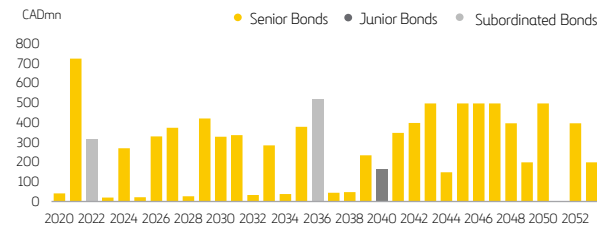
- CAD300mn bond maturing in March 2030 (coupon 3.14%)
- CAD500mn bond maturing in March 2049 (coupon 3.67%)

407 ETR also announced the early payment of CAD300mn of mid-term senior bonds (Series 10-A2), which matured June 2020.

**407 ETR credit rating**

- **S&P:** "A" (Senior Debt), "A-" (Junior Debt) and "BBB" (Subordinated Debt), with stable outlook, published in June 2019.
- **DBRS:** "A" (Senior Debt), "A low" (Junior Debt) & "BBB" (Subordinated Debt), with stable outlook, published in December 2019.

**407 ETR bond maturity profile:**



For more information on the 407 ETR toll road results, please click [here](#) to see the MD&A report.

**407 ETR tariff**

In December 2019 a toll rate increase was announced, which came into force on 1 February 2020. 407 ETR is aligning its pricing structure with seasonal traffic patterns. This means that drivers will pay less per kilometre in spring and winter when traffic is lower compared to summer when the highway is busiest. For more information on the new toll rates, please click on the following [link](#).

**MANAGED LANES (USA)**

**NTE 1-2 (63.0%, globally consolidated)**

In 2019, traffic growth (+14.7%) was largely driven by the full opening of NTE35W in July 2018, which connects directly onto NTE's Segment 1 and the opening of 183 TEXpress (Midtown Express) in October 2018, which connects directly to NTE's Seg 2.

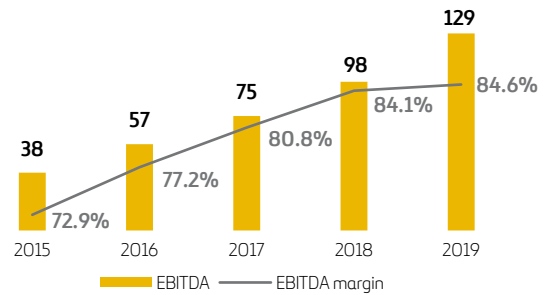
|                   | DEC-19 | DEC-18 | VAR.  |
|-------------------|--------|--------|-------|
| Transactions (mn) | 34     | 30     | 14.7% |
| Revenues (USD mn) | 153    | 116    | 31.7% |
| EBITDA (USD mn)   | 129    | 98     | 32.6% |
| EBITDA margin     | 84.6%  | 84.1%  |       |

The **average toll rate per transaction** reached USD4.5 in 2019 vs. USD3.9 in 2018 (+15%).

**Revenue** reached USD153mn (+31.7% vs. 2018) aided by a strong surge in traffic and higher toll rates.

**EBITDA** reached USD129mn (+32.6% vs. 2018) helped by strong traffic growth. EBITDA margin of 84.6% (+56 basis points vs. 2018).

**NTE EBITDA EVOLUTION**



**Dividend:** NTE toll road distributed its first dividend, for USD292mn, after five years of operations. Shareholder remuneration took place after the closing of c. USD1.3bn refinancing.

**Refinancing:** Ferrovial, via Cintra, completed the refinancing of original NTE debt (PABs and TIFIA). The new debt structure includes PABs (USD400mn) and taxable bonds (USD871mn). This refinancing agreement has led to a lower cost of debt (yield to maturity of 3.8% vs previous average coupon of 5.3%) and longer maturity terms (30 years of the tranche subject to tax vs 15 years of previous TIFIA loan).

**NTE net debt** reached USD1,234mn in December 2019 (USD996mn in December 2018), at an average cost of 3.48% after refinancing.

**Credit rating**

|         | PAB  |
|---------|------|
| Moody's | Baa2 |
| FITCH   | BBB  |

## LBJ (54.6%, globally consolidated)

**Traffic:** grew by +9.1% in 2019, bolstered by the opening of the 183 TEXpress (Midtown Express) in October 2018 and the increase in traffic from the US-75 following the completion of construction works at the intersection of the President George Bush Turnpike in 2Q 2019, leading to improved traffic levels in 4Q 2019 (+12.5%). 183 TEXpress connects directly to LBJ Segment 1, providing a new and direct connection between the two managed lane corridors. Preparation works prior to the start of works at the 635 East managed lanes project did not have a significant impact on traffic in 4Q 2019.

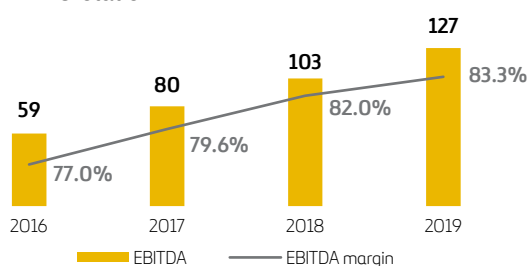
|                   | DEC-19 | DEC-18 | VAR.  |
|-------------------|--------|--------|-------|
| Transactions (mn) | 48     | 44     | 9.1%  |
| Revenues (USD mn) | 153    | 126    | 21.7% |
| EBITDA (USD mn)   | 127    | 103    | 23.7% |
| EBITDA margin     | 83.3%  | 82.0%  |       |

The **average toll rate per transaction** reached USD3.2 in 2019 vs. USD2.8 in 2018 (+11.7%).

**Revenue** reached USD153mn (+21.7% vs. 2018) aided by both a continued surge in traffic and higher toll rates.

**EBITDA** reached USD127mn (+23.7% vs. 2018) with an EBITDA margin of 83.3% (+137 basis points vs. 2018).

### LBJ EBITDA evolution



As of December 2019, **net debt for the LBJ toll road** amounted to USD1,407mn (USD1,448mn in December 2018), at an average cost of 5.24%.

### Credit rating

|         | PAB  | TIFIA |
|---------|------|-------|
| Moody's | Baa3 | Baa3  |
| FITCH   | BBB- | BBB-  |

## NTE 35W (53.7%, globally consolidated)

**Traffic** continued to grow both on general purpose lanes and on segments 3A and 3B of the managed lanes, due to an upturn in demand for the corridor, with traffic levels now above those prior to construction.

| QUARTERLY EVOLUTION | 4Q 2019 | 4Q 2018 | VAR.  |
|---------------------|---------|---------|-------|
| Transactions (mn)   | 9       | 7       | 25.3% |
| Revenues (USD mn)   | 26      | 16      | 68.5% |
| EBITDA (USD mn)     | 22      | 12      | 84.5% |
| EBITDA margin       | 83.3%   | 76.1%   |       |

**EBITDA** at NTE 35W reached USD22mn in 4Q 2019 with an 84.5% growth vs. 4Q 2018 and an EBITDA margin of 83.3%.

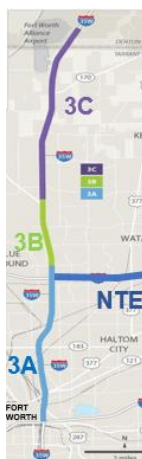
The **average toll rate per transaction** in 2019 reached USD2.7.

**NTE 35W net debt** reached USD831mn in December 2019, at an average cost of 4.88% (including the NTE 3C segment).

## Credit rating

|         | PAB  | TIFIA |
|---------|------|-------|
| Moody's | Baa3 | Baa3  |
| FITCH   | BBB- | BBB-  |

## NTE 3C (53.7%, globally consolidated)



### Development, design, construction and operation of Segment 3C:

- Construction of 2 managed lanes in each direction, c.6.7 miles from north of US 81/287 to Eagle Pkwy.
- Reconstruction of existing general-purpose lanes.
- Construction of access ramps & frontage roads.
- Construction of IH820/I-35W managed lanes direct connector
- Installation of Intelligent Transportation System "ITS" & tolling systems.

**Duration:** concession term ends 2061

**Operation & Maintenance (O&M) and toll collection:** exclusive right and obligation to operate, maintain, repair and collect tolls.

- Tolls collected by **North Texas Tollway Authority** are in line with tolling agreement with TxDOT. TxDOT assumes collection risk.

## I-77 (50.1%, globally consolidated)

The northern stretch of the I-77 Express opened on 1<sup>st</sup> June 2019, and the southern stretch opened on 16<sup>th</sup> November 2019. The project includes:

- 26.4 miles of express lanes between the I-277 in Charlotte and Exit 36 in Mooresville.
- 8 segments in each direction, including 3 direct connections in each direction and multiple entry and exit points.

After two months of the project being completed and operational, average speeds on the corridor are faster than levels prior to construction, despite more traffic on the toll road. Adoption of I-77 express lanes has been quick.

The managed lanes are operating with dynamic rates since December. Toll rates adjust in real time based on traffic conditions, which guarantees that drivers on the I-77 Express will have a quick and safe journey, even on days of high levels of congestion.

## OTHER TOLL ROADS

Ferrovial includes in its portfolio a number of toll roads which are, mainly, availability projects located in countries with low government bond yields (Spain, Portugal and Ireland) and long duration (with an average maturity of 16 years overall). Among the most relevant availability projects with no traffic risk or equivalent to availability projects held by Ferrovial are: Autema, A-66, Algarve, Norte Litoral and M3 (except for Autema, all of them are equity-accounted).

The evolution of the traffic in the locations aforementioned were as follows:

- **Spain:** the Spanish toll roads have shown another year of growth in 2019. Ausol I traffic grew by +4.5%, accumulating a rebound of +60% growth since the end of the crisis. Traffic in Ausol II increased by +2.8% and accumulates growth above +40% since 2013.
- **Portugal:** remarkable traffic growth in Algarve (+5.6%), and Azores (+4.5%) that still maintains the trend following the liberalisation of its airline market in 2015.
- **Ireland:** maintains the positive performance observed in recent years. Both toll roads have registered growths above 5% for the fifth consecutive year (+ 5.0% in M4 and + 5.5% in M3).

## OTHER EVENTS

**In December 2019, Ferrovial, via its subsidiary Cintra, completed the transfer of 65% of the share capital of Ausol for EUR451mn (100% equity value c. EUR700mn).** Cintra retains a 15% ownership interest in Ausol, on which it has reserved a put option, and has granted Meridiam a call option on this 15%.

This deal generated net capital gains of EUR474mn for Ferrovial, while allowing it to deconsolidate the gross third-party debt for the project, which amounted to EUR611mn (EUR531mn of net debt).

**In August 2019, Ferrovial, via its subsidiary Cintra, agreed to sell an 11.75% stake in Ruta del Cacao (Bucaramanga Barrancabermeja Yondó) to John Laing for c. EUR28.6mn.** The deal generated capital gains of close to EUR10mn for Ferrovial. Following this transaction, Ferrovial holds a 30% stake in the concession.

## ASSETS UNDER DEVELOPMENT

| (EUR million)               | INVESTED CAPITAL | PENDING COMMITTED CAPITAL | NET DEBT 100% | CINTRA SHARE |
|-----------------------------|------------------|---------------------------|---------------|--------------|
| <b>Global Consolidation</b> |                  |                           |               |              |
| <b>Intangible Assets</b>    | <b>-109</b>      | <b>-79</b>                | <b>-958</b>   |              |
| I-77                        | -109             | -1                        | -218          | 50%          |
| NTE35W*                     |                  | -77                       | -740          | 54%          |
| <b>Equity Consolidated</b>  |                  |                           |               |              |
| <b>Intangible Assets</b>    |                  | <b>-678</b>               | <b>-1,310</b> |              |
| I-66                        |                  | -678                      | -1,310        | 50%          |
| <b>Financial Assets</b>     | <b>-82</b>       | <b>-80</b>                | <b>-1,307</b> |              |
| 407-East Extension II       | -11              |                           | 22            | 50%          |
| Ruta del Cacao**            | -54              |                           | -61           | 30%          |
| Toowoomba                   | -11              |                           | -222          | 40%          |
| Silvertown Tunnel           |                  | -27                       | -203          | 23%          |
| Bratislava                  |                  | -30                       | -634          | 35%          |
| OSARs                       | -6               | -23                       | -209          | 50%          |

(\*) Capital invested & committed refers to Seg. 3C. Net debt 100%: includes all 3 seg.

(\*\*) On October 28, 2019, formal completion of stake sale from 41.75% to 30%.

- **407 East Extension Phase II:** the full opening of the toll road took place in November 2019.
- **I-66 (Virginia, USA):** the project includes the construction of 35 km on I-66 (between Route 29, close to Gainesville, and the Washington DC ring road, I-495, in Fairfax County). The construction period will run until 2022, and the concession is granted for 50 years from the closing of the commercial agreement. Design & construction works are 28% complete.
- **OSARs (Melbourne, Australia):** an availability payment project with a concession term of 22.5 years, comprising the improvement and maintenance of a road network in Melbourne. The design and construction works are 58% complete.
- **Toowoomba:** the toll road opened to traffic on 7 September 2019.
- **Ruta del Cacao:** 81 km of new toll road, improvements to 108 km of existing toll road, construction of 16 bridges, 2 viaducts and 2 tunnels with a combined length of 6 km. This is a 25-year concession. Design and construction works are 48% complete.

## TENDERS PENDING

In the **US**, we continue to pay close attention to private initiatives:

- In **Maryland**, Cintra is working as part of a consortium and bidding for the *Maryland Congestion Relief Program*, the first project of which is expected in 1Q 2020.
- **Georgia Managed Lanes Program** (Atlanta) is being analysed. The Georgia Department of Transport (GDOT) has confirmed that the first project, the SR-400 (c. USD1,800mn construction project, totaling 17 miles), will be tendered as a design-build-finance-operate-maintain contract (DBFOM), as an Availability Payment Project, with a prequalification date of 1Q 2020; but they are analysing the model to adopt in the other 4 projects that form part of the programme.
- Cintra is following various projects of interest in various States (Illinois, Virginia and Texas), which are Managed Lanes structures.

**In other markets**, in November 2019 Cintra achieved the commercial and financial close of the "Silvertown Tunnel" project in London, with an estimated construction investment of GBP1,000mn.

# Airports

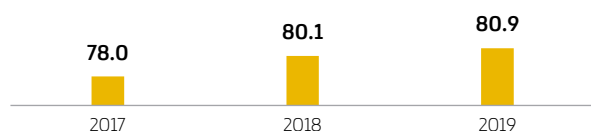
Contributed **EUR115mn** to Ferrovial's equity accounted in 2019, vs. EUR73mn in 2018.

- **HAH:** EUR106mn in 2019 (EUR70mn in 2018) mainly impacted by the positive evolution of the derivatives *mark to market* due to the lower inflation expectations.
- **AGS:** EUR9mn in 2019 (EUR4mn in 2018).

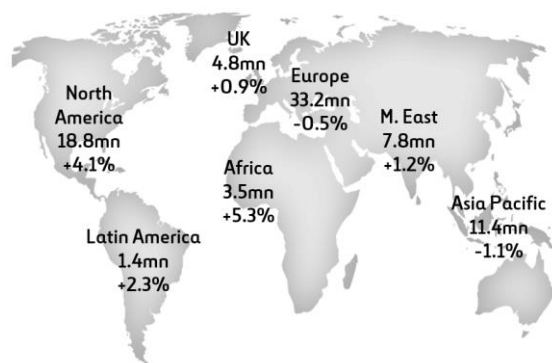
## HEATHROW SP (25%, equity-accounted) – UK

**Record 80.9mn passengers in 2019 (+1.0%).** Aircraft fly fuller with load factors increasing to all-time record high at 80.0% (2018: 79.4%). There are still 1 in 5 seats remain empty which provides a significant growth opportunity. The average number of seats per passenger aircraft increased to 213.7 (2018: 213.4) driven by aircraft upgrades on European and Middle Eastern routes.

### Passengers (mn)



| Million passengers | DEC-19      | DEC-18      | VAR.        |
|--------------------|-------------|-------------|-------------|
| UK                 | 4.8         | 4.8         | 0.9%        |
| Europe             | 33.2        | 33.3        | -0.5%       |
| Intercontinental   | 42.9        | 42.0        | 2.2%        |
| <b>TOTAL</b>       | <b>80.9</b> | <b>80.1</b> | <b>1.0%</b> |



Revenues **3.070** +3.4%

EBITDA **1.921** +4.6%

**Revenues:** +3.4% in 2019 to GBP3,070mn.

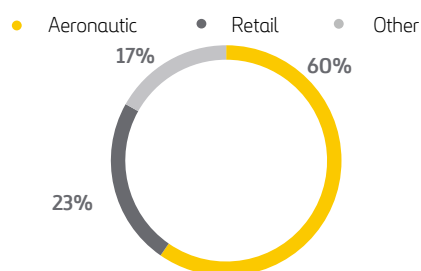
- **Aeronautical:** +4.9%. Heathrow continues to benefit from record passenger traffic, favourable mix of passengers & recovery of prior year yield dilution. This has been partially offset by the introduction of Heathrow's new commercial airline deal, providing a saving of GBPO.55 per passenger on airline charges. Average aeronautical revenue per pax +3.9% to GBP22.64 (GBP21.78 in 2018).

In terms of **distributions to shareholders:**

- **HAH:** GBP500mn, in line with 2018 (GBP500mn). The dividends distributed to Ferrovial amounted to **EUR145mn**.
- **AGS:** GBP30mn (GBP70mn in 2018). The dividends distributed to Ferrovial amounted to **EUR17mn**.
- **Denver:** EUR21mn in 2019 (EUR7mn in 2018), after the termination of the Denver airport remodeling contract.

- **Retail:** +0.8% led by retail concessions & catering, reflecting strong passenger traffic. The GBP weakening against both EUR & USD has also improved our concessions revenue. Retail revenue per passenger remained flat at GBP8.93 (2018: GBP8.94).
- **Other revenues:** +1.6% vs 2018, grew by rail track-access charges and Heathrow Express declined on the back of lower prices to remain competitive and lower Crossrail compensation.

### Contribution to revenues:



**Adjusted operating costs:** following the adoption of IFRS 16, GBP52mn of lease costs are reported below EBITDA. Prior to the adoption of IFRS16 these costs would have been presented included in operating costs and within EBITDA.

Operational costs have increased as Heathrow gears up for growth with investment in expansion, security, resilience & passenger experience. Heathrow spent more on services for passengers with reduced mobility, upgrading drone defence capabilities, implementing new hold baggage screening and investing in IT systems. Utilities costs also increased due a rise in government levies on usage, whilst overall consumption declined. Ex-IFRS 16, operating costs +6.0% to GBP1,201mn, and +5.0% per passenger.

**Adjusted EBITDA** +4.6% to GBP1,921mn resulting in an Adjusted EBITDA margin of 62.6% (61.9% in 2018).

**HAH net debt:** the average cost of Heathrow's external debt was 4.73%, including all the interest-rate, exchange-rate and inflation hedges in place (vs. 5.30% in December 2018).

| (GBP million)                 | DEC-19        | DEC-18        | VAR.        |
|-------------------------------|---------------|---------------|-------------|
| Loan Facility (ADI Finance 2) | 75            | 75            | 0.3%        |
| Subordinated                  | 1,889         | 1,599         | 18.2%       |
| Securitized Group             | 12,840        | 12,402        | 3.5%        |
| Cash & adjustments            | -35           | -345          | -89.7%      |
| <b>TOTAL</b>                  | <b>14,769</b> | <b>13,731</b> | <b>7.6%</b> |

The table above relates to FGP Topco, HAH's parent company.

**Regulatory Asset Base (RAB):** At 31 December 2019, the RAB reached GBP16,598mn (GBP16,200mn in December 2018).



**Heathrow Expansion:** Heathrow expansion took a significant step forward in 2019, as Heathrow completed the statutory consultation after unveiling the Draft Preferred Masterplan for the project. The consultation outlined the latest plans for the future airport, how Heathrow proposes to operate and manage its growth and how Heathrow will deliver a sustainable, affordable and financeable expanded airport at no cost to the taxpayer.

Heathrow is now working to finalise the Masterplan and will hold a further eight-week public consultation between April and June before submitting its application for development consent order (DCO) toward the end of 2020. Heathrow's DCO application will detail how the airport proposes to expand and connect all of Britain to global growth, whilst meeting the requirements of the Airports National Policy Statement.

**Sustainable Expansion:** Heathrow remains committed to the long term sustainable expansion of the airport. A key component of this is set out in Heathrow's proposals for an Environmentally Managed Growth framework. It sets out Heathrow's proposals for how its growth would be managed in accordance with environmental limits on air quality, surface access, noise and carbon, and supports growth in flights at the airport while ensuring Heathrow's environmental performance stays within maximum limits.

**Regulatory developments:** In November, the CAA extended Heathrow's economic licence until the end of 2021 to better align the next regulatory period ('H7') with the overall expansion time-table and related statutory process. The period encompassing 2020-21 is known as iH7 ('iH7'). A Commercial Agreement defining the rebate on aeronautical charges that will be applicable during iH7 was reached with Heathrow's airline community. The Agreement is built by overlaying fixed and volume-based rebates onto an extension of the existing RPI -1.5% path and regulatory framework. The deal aims to incentivise airlines to maximise the use of current capacity ahead of new capacity being released.

In December, Heathrow submitted their Initial Business Plan for expansion to the CAA. The plan proposes an evolution to the regulatory framework by extending the price control period to 15 years with the aim to balance predictability, risk and flexibility. Heathrow proposes fixing the cost of equity for the duration of the price control while implementing periodic or performance-based resets for some building blocks such as passenger forecasts, operating expenses and commercial revenue. Feedback on Heathrow's IBP is being collected from airline partners and other key stakeholders at the time of this report. This feedback will be reflected in Heathrow's Final Business Plan due to be published in the second half of 2020.

In January 2020, the CAA published a further consultation on the regulatory framework and financial issues related to H7. The CAA outlines the importance of setting price control arrangements that are consistent with Heathrow's credit rating commitments and the importance of providing longer term regulatory certainty. It also signals that it will use the most up to date information from the Competition and Markets Authority when defining the WACC for H7. Heathrow continues engaging on these issues with the CAA and respond to the consultation by March 5, 2020.

**Summary of current regulatory & legal challenges to expansion:** The publication of the CAA policy document in December 2019 on the early design and construction costs associated with expanding Heathrow (category B and early category C costs) represents further progress towards providing the regulatory certainty necessary to deliver an expanded Heathrow. A final decision and policy statement from the CAA is currently expected to be received in April or May 2020.

The Court of Appeal judgement is awaited on the current judicial review proceedings against the Secretary of State for Transport relating to the Government's decision to designate the Airports

National Policy Statement. We remain of the view that a robust process has been applied to date, including the extensive evidence gathered by the independent Airports Commission, multiple rounds of public consultation and the overwhelming vote in Parliament.

If the appeal were to go against the Secretary of State for Transport, depending on the detail of the judgement, we will carefully consider our next course of action.

Heathrow has concluded expansion is probable and therefore it is appropriate to have recognised GBP450mn of spend to date as an asset in the course of construction. Our current plan assumes that investment will continue growing in 2020 to circa GBP1bn as set out in the Investor Report published on 20 December 2019. If either the policy statement setting out the CAA's final decisions does not resolve our concerns, or the Airports National Policy Statement is set aside in the event of an adverse court judgement against the Secretary of State for Transport, a reassessment of the probability of expansion occurring would take place. If the likelihood of expansion occurring were no longer considered probable, the expansion related capital investment incurred as of date of reassessment would be required to be impaired and expensed to the income statement. It should also be noted that we expect most of the assets will remain in the Regulatory Asset Base and continue to generate a return through the regulatory framework.

In relation to the above and for further information please see note 3.5.1. (information details related to Heathrow) at the end of section (a) of the 2019 Ferrovial Consolidated Accounts.

**Sustainable Growth:** Heathrow has progressed against its **Heathrow 2.0 sustainability strategy**. Heathrow 2.0 sets out how Heathrow will improve life for colleagues and communities, contribute to a thriving economy, and help to tackle global challenges including climate change. Heathrow plan has four pillars (A great place to work, A great place to live, A thriving sustainable economy & A world worth travelling), underpinned by 12 objectives.

**Decarbonising aviation:** Heathrow has outlined its new carbon plan that brings together partners in the industry, Government and passengers to help aviation achieve net-zero emissions by 2050. These are Heathrow's measures to get aviation to net-zero emissions:

- **Remove carbon from Heathrow's operations:** Heathrow's terminals are powered by 100% renewable energy and green gas.
- **Eliminate carbon from the ground:** Heathrow is making it easier for passengers and colleagues to travel to the airport sustainably.
- **Cut carbon from atmosphere:** Heathrow is helping passengers to offset their flights and increasing Heathrow's own investment in natural climate solutions to capture carbon emissions.
- **Decarbonise flights:** Heathrow is working with industry partners and governments to scale-up the production of sustainable alternative fuels and support the development of technologies which can get aviation to entirely zero-carbon flight.

**High Service Quality:** Heathrow achieved a score of 4.17 out of 5.00 (4.15 in 2018). 82% of passengers surveyed rated their Heathrow experience 'Excellent' or 'Very good' (2018: 82%).

- T5: World's 'Best Airport Terminal' (1st time)
- Best Airport in Western Europe (5th consecutive year)
- Best Airport in the world for Shopping



For more information on Heathrow results, please visit the following [link](#).

## AGS (50%, equity-accounted) – UK

**Traffic:** number of passengers fell by -7.8% (13.6mn pax) due to traffic decrease across the three airports, mainly due the following events:

- In Glasgow due to the Ryanair base closure in October 2018 and the collapse of Thomas Cook.
- In Aberdeen on the back of the cancellation of the EasyJet route to Gatwick and the Eastern London City route.
- In Southampton on reduced rotations on Flybe's Manchester and Belfast and the cessation of KLM's Amsterdam route.

| Million passengers | DEC-19 | DEC-18 | VAR.   |
|--------------------|--------|--------|--------|
| Glasgow            | 8.9    | 9.7    | -8.4%  |
| Aberdeen           | 3.0    | 3.1    | -4.1%  |
| Southampton        | 1.8    | 2.0    | -10.4% |
| Total AGS          | 13.6   | 14.8   | -7.8%  |

**Revenues** increased by +1.8% to GBP217mn, on the back of a one-off from the full granting of the construction of a new radar in Glasgow from a third party and positive car parking yields at Aberdeen and Glasgow, partially offset by the decrease on aeronautical and commercial revenues across the three airports caused by lower traffic.

**EBITDA** reached GBP94mn, decreased by -2.6% in 2019 vs. 2018 negatively impacted by lower passenger volume and the exceptional cost of executing the contingency plan for the days of strike during the negotiations with the trade unions and restructuring costs in the three airports. This was partially offset by the positive impact of non-recurrent items as the full granting of the construction of a new radar and the past service cost for the closure of the pension scheme.

**AGS net bank debt:** at 31 December 2019, the AGS' net bank debt stood at GBP693mn.

## Glasgow becomes 1<sup>st</sup> UK airport to introduce a fleet of 100% electric 'zero-emission' buses'

The fleet of all-electric battery buses will replace the current diesel fleet used to shuttle passengers between the terminal and the airport's Long-Stay Car Park. The introduction of the new full-electric bus fleet is one of a number of projects introduced to help reduce Glasgow Airport's carbon footprint.

Glasgow Airport, as part of AGS Airports, also made a commitment to Airports Council International (ACI) Europe's NetZero 2050 in October. Glasgow joins 203 airports run by more than 47 operators across 24 European countries who have signed the resolution to formally commit to becoming net zero carbon emissions airports by 2050.

## DENVER

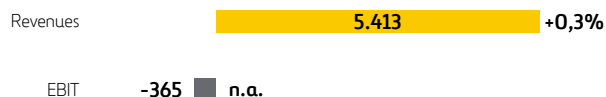
On August 12, 2019, Great Hall Partners LLC received written notification for the termination of the Denver airport remodeling contract with due date November 12, 2019. Upon termination of this contract excess cash flow was distributed to shareholders. Ferrovial received EUR21mn. This project was included in the construction order book in the amount of USD534mn.





# Construction

EUR mn; LFL %



**Revenues** (+0.3% LfL) remained in line with 2018. Revenue from international businesses accounted for 86% of the Division, Poland (34%) and North America (30%).

## 2019 revenue (EUR5,413mn) and change LfL vs 2018:



In 2019 Construction **EBIT** stood at -EUR365mn, mainly due to the losses recognized in previous quarters. Budimex showed an improvement on its profitability in 4Q (5.0% EBIT mg in 4Q 2019 vs 3.6% in 9M 2019), and Webber maintains positive earnings for the year with similar profitability to previous quarters.

Ferrovial Agroman reported losses of -EUR49mn in 4Q 2019 standalone, primarily due to:

- Overhead costs allocated to onerous contracts in the US (1Q 2019 provision). According to IFRS regulations, these costs may not be included in the provision amount.
- Ongoing costs in some projects close to completion, that we expect to offset with income from claims, based on our contract rights. Several claims have already been presented to the clients, although they have not yet been settled. According to IFRS and our internal accounting regulations, we have not included any potential income from these claims in our results.
- The negative impacts abovementioned were partially offset by the capital gains from the real estate sale in Spain (Valdebebas) along with the improvements in Spain due to the finalization of some contracts.

## 2019 EBIT & EBIT margin & change LfL vs 2018:

| DEC-19            | EBIT        | LfL         | EBIT mg      |
|-------------------|-------------|-------------|--------------|
| Budimex           | 73          | -20.7%      | 4.0%         |
| Webber            | 15          | -25.5%      | 1.8%         |
| F. Agroman        | -453        | n.s.        | -16.4%       |
| <b>TOTAL EBIT</b> | <b>-365</b> | <b>n.s.</b> | <b>-6.7%</b> |

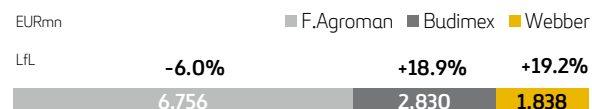
Budimex acquired the Polish International Services Division (FB Serwis) on 1 July. Following this acquisition, Budimex incorporated FB Serwis's business activity into 2019. Budimex figures reported also include real estate activities in Poland for 2018 and 2019.

The **order book** reached EUR11,424mn (+2.8% LfL compared to December 2018). The civil works segment remains the largest segment (79%) and continues to adopt highly selective criteria when participating in tenders. The international order book accounts for 88% of the total.

Cintra's share in the construction order book, excluding Webber and Budimex, equated to 47% of the 2019 order book, compared to 41% in 2018.

The order book figure at December 2019 does not include pre-awarded contracts or contracts pending commercial or financial agreement, which amount to over EUR600mn.

## 2019 Order book & LfL change vs 2018:



# Services (discontinued operations)

The division has posted a positive performance in 2019, with cash flow generation excluding the Birmingham impact.

In line with Ferrovial's commitment to divest Services, the division has been classified as "held for sale" however, in order to provide an analysis of the division, the main figures of the Services results are detailed below:

EURmn; LfL %

Revenues **6.995** +4,3%

EBITDA EX-IFRS16 & EX-BMH **309** -13,9%

BMH: Birmingham

## 2019 figures by activity & change LfL vs 2018:

| EURmn | Spain        | UK EX-BMH    | Australia    | International |
|-------|--------------|--------------|--------------|---------------|
| LfL   | +3.8%        | +4.1%        | +0.8%        | +19.6%        |
|       | <b>2.020</b> | <b>2.749</b> | <b>1.672</b> | <b>554</b>    |

## EBITDA ex-BMH & ex-IFRS 16:

- **Spain (+5.3% LfL)** was driven by its waste treatment and industrial management contracts, which has allowed **an improvement in profitability reaching a 10.7% EBITDA margin in 2019** (10.4% in 2018).
- **International (+26.3% LfL, margin 5.4%)** due to growth across all territories, particularly noteworthy were North America and Chile. Poland (FB Serwis) has been excluded from Services International in 2019, as Budimex acquired the controlling interest that Services had on 1<sup>st</sup> July (2018 FB Serwis figures are included in International, excluded in comparable figures).
- Reduced profitability in **the UK** due to final settlements in Rail contracts, as well as a decrease in Utilities volumes. **EBITDA excluding utilities, collections and environment reached GBP56mn.**

**Amey and Birmingham Agreement:** Amey has reached an agreement to terminate the Birmingham Highways PFI contract. The agreement will have no impact on Ferrovial P&L. Amey will pay GBP215mn, of which GBP160mn was paid in 2019 and the remaining GBP55mn will be paid over the next 6 years.

The **Services order book** (EUR17,656mn) decreased by -6.9% LfL vs Dec 2018 due to the Birmingham exit and the delay in awarding of major projects in Spain.

## 2019 Order book & LfL change vs 2018:

| EURmn | Spain        | UK EX-BMH    | Australia    | International |
|-------|--------------|--------------|--------------|---------------|
| LfL   | -8.7%        | -10.5%       | -3.2%        | +15.6%        |
|       | <b>4.266</b> | <b>8.036</b> | <b>4.064</b> | <b>1.291</b>  |

**Broadspectrum sale agreement:** In December 2019, Ferrovial reached an agreement for the sale of Broadspectrum (business in Australia and New Zealand) to an entity controlled by Ventia Services Group Pty Limited.

Equity value (price of shares and shareholder's loans) amounted to AUD485.5mn (EUR303mn approximately). Enterprise value stood at AUD524.5mn (EUR327mn approximately).

In 2019, Broadspectrum's activity cash flow reached -EUR5mn, including EUR17mn of factoring.

The completion of the transaction is subject to usual conditions in this type of operations, including the obtention of regulatory and competition authorizations. Therefore, the cash impact of this transaction is not included in 2019. The deal is expected to close in first 9M 2020.

The transaction had a negative impact on Ferrovial's P&L of approximately EUR270mn in 4Q 2019.

## DISCONTINUED OPERATIONS

Ferrovial classified all of its services activities as "discontinued operations" as of 31 December 2018. In accordance with IFRS 5, the reclassification of the Services business activities to discontinued operations has been carried out in the report, as well as re-expressing the 2018 income statement. An adjustment in carrying value took place after the agreement of Broadspectrum's sale resulting in a net income from discontinued operations of -EUR198mn in December, compared to EUR28mn reported in September 2019.

# Consolidated P&L

| (EUR million)   | DEC-19       | DEC-18       |
|---|--------------|--------------|
| <b>REVENUES</b>                                       | <b>6,054</b> | <b>5,737</b> |
| Construction Provision *                              | -345         |              |
| <b>EBITDA Ex IFRS 16</b>                              | <b>76</b>    | <b>479</b>   |
| <b>EBITDA</b>   | <b>121</b>   |              |
| Period depreciation                                   | -180         | -127         |
| Disposals & impairments                               | 460          | 82           |
| <b>EBIT</b>   | <b>401</b>   | <b>434</b>   |
| Financial Result                                      | -194         | -192         |
| Financial Result from infrastructure projects         | -263         | -230         |
| Financial Result from ex-infrastructure projects      | 69           | 39           |
| Equity-accounted affiliates                           | 296          | 239          |
| <b>EBT</b>  | <b>504</b>   | <b>481</b>   |
| Corporate income tax                                  | -47          | -24          |
| <b>CONSOLIDATED PROFIT FROM CONTINUING OPERATIONS</b> | <b>457</b>   | <b>457</b>   |
| <b>NET PROFIT FROM DISCONTINUED OPERATIONS</b>        | <b>-198</b>  | <b>-848</b>  |
| <b>CONSOLIDATED NET INCOME</b>                        | <b>259</b>   | <b>-391</b>  |
| Minorities  | 9            | -57          |
| <b>NET INCOME ATTRIBUTED</b>                          | <b>268</b>   | <b>-448</b>  |

(\*) Related to the provision registered in 1Q 2019 corresponding to three contracts in US.

**Revenues** stood at EUR6,054mn (+2.6% LfL) with a higher contribution from Toll roads (+28.5% LfL) and revenue from the Construction Division in line with 2018 (+0.3% LfL).

**EBITDA** EUR76mn excluding the impact of IFRS 16 (EUR479mn in 2018) negatively affected by the -EUR345mn provision (100%), registered in Construction in 1Q 2019, due to potential future losses in various projects in the US.

- IFRS 16 improved EBITDA figure by EUR45mn reaching EUR121mn of EBITDA due to the reclassification between EBITDA, amortization and financial result, with no significant impact at EBIT and net income.

**Depreciation** grew by +41.0% in 2019 (+6.7% LfL), to EUR180mn.

**Impairments and fixed asset disposals** amounted to EUR460mn at year-end 2019 (EUR82mn in 2018), mainly due to the following impacts:

- The main impact comes from the capital gains from the sale of the 65% stake in Ausol that reached EUR475mn (pre-tax)
- Other effects included were the capital gains from the sale of a 11.75% stake in Ruta del Cacao, results from the cancellation of Denver airport remodelling contract and the impairment at Autema.

**Financial result**, financial expenses in 2019 were in line with 2018:

- **Infrastructure projects:** expenses of -EUR263mn compared to -EUR230mn in 2018 due to NTE 35W and I-77 starting to operate, as well as the refinancing of NTE, partially offset by higher interest rates with a positive impact on the gross cash position.
- **Ex-infrastructure projects:** EUR69mn in financial income in 2019 compared to EUR39mn in 2018, mainly due to higher interest rates with a positive impact on the gross cash position and equity swap hedges linked to payment plans, with no impact on cash flow. These hedges led to income of EUR25mn in 2019 (-EUR3mn in 2018), due to the positive performance of the share price, as compared with its negative performance in 2018, as shown in the following table:

| DATE      | CLOSING PRICE (€) |
|-----------|-------------------|
| 31-Dec-17 | 18.93             |
| 31-Dec-18 | 17.70             |
| 31-Dec-19 | 26.97             |

## REVENUES

| (EUR million) | DEC-19       | DEC-18       | VAR.        | LF          |
|---------------|--------------|--------------|-------------|-------------|
| Toll Roads    | 617          | 471          | 31.0%       | 28.5%       |
| Airports      | 19           | 14           | 38.9%       | 32.4%       |
| Construction  | 5,413        | 5,252        | 3.1%        | 0.3%        |
| Others        | 5            | 0            | n.a.        | n.a.        |
| <b>TOTAL</b>  | <b>6,054</b> | <b>5,737</b> | <b>5.5%</b> | <b>2.6%</b> |

## EBITDA

| (EUR million)                  | DEC-19     | DEC-18     | VAR.          | LF            |
|--------------------------------|------------|------------|---------------|---------------|
| Toll Roads                     | 433        | 319        | 35.7%         | 33.5%         |
| Airports                       | -16        | -16        | -5.5%         | -7.7%         |
| Construction                   | -321       | 189        | n.s.          | n.s.          |
| Others                         | -20        | -14        | n.a.          | n.a.          |
| <b>Total EBITDA Ex IFRS 16</b> | <b>76</b>  | <b>479</b> | <b>-84.1%</b> | <b>-84.4%</b> |
| IFRS 16                        | 45         |            |               |               |
| <b>TOTAL EBITDA</b>            | <b>121</b> |            |               |               |

## EBIT\*

| (EUR million) | DEC-19     | DEC-18     | VAR.           | LF             |
|---------------|------------|------------|----------------|----------------|
| Toll Roads    | 346        | 239        | 44.7%          | 36.4%          |
| Airports      | -18        | -18        | -4.1%          | -5.6%          |
| Construction  | -365       | 146        | n.s.           | n.s.           |
| Others        | -22        | -16        | n.a.           | n.a.           |
| <b>TOTAL</b>  | <b>-58</b> | <b>351</b> | <b>-116.6%</b> | <b>-120.0%</b> |

\*EBIT before impairments and disposals of fixed assets

**Equity-accounted result** at net profit level, equity-accounted companies contributed EUR296mn after tax (2018: EUR239mn).

| (EUR million)       | DEC-19     | DEC-18     | VAR.           |
|---------------------|------------|------------|----------------|
| <b>Toll Roads</b>   | <b>182</b> | <b>166</b> | <b>9.8%</b>    |
| 407 ETR             | 153        | 136        | 12.2%          |
| Others              | 29         | 30         | -1.3%          |
| <b>Airports</b>     | <b>115</b> | <b>73</b>  | <b>56.9%</b>   |
| HAH                 | 106        | 70         | 51.9%          |
| AGS                 | 9          | 4          | 154.4%         |
| <b>Construction</b> | <b>-1</b>  | <b>0</b>   | <b>-105.9%</b> |
| <b>TOTAL</b>        | <b>296</b> | <b>239</b> | <b>24.1%</b>   |

**Tax:** the corporate income tax for 2019 amounted to -EUR47mn (vs -EUR24mn for 2018), impacted by the regularization of previous years' deferred tax assets in Spain given the potentially long period of time to recover them. Excluding this impact and the profit from equity-accounted companies, which is already net of tax (EUR296mn), and considering the expense due to adjusted corporate income from previous years (-EUR54mn), the resulting effective corporate income tax rate is 25%.

**Net income from continuing operations** stood at EUR457mn in 2019 (EUR457mn in 2018). This profit includes a series of impacts, notable among which were:

- The impact of the provision in the Construction Division in 1Q 2019 at net income level: -EUR212mn.
- Fair value adjustments for derivatives: EUR54mn (EUR25mn in 2018), primarily impacted by the positive evolution of HAH's derivatives.
- Impairment at Autema: -EUR58mn (-EUR13mn in 2018).
- Capital gain after tax on the sale of the Ausol and Ruta del Cacao shareholdings: EUR482mn (EUR80mn in 2018 from the sale of the Central Greece and Ionian Roads toll roads in Greece).

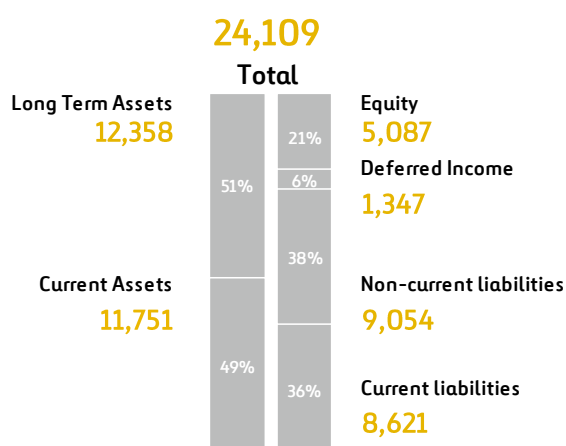
**Net income from discontinued operations** stood at -EUR198mn vs. -EUR848mn in 2018.

# Consolidated Balance Sheet

| (EUR million)                                   | DEC-19        | DEC-18        | (EUR million)   | DEC-19        | DEC-18        |
|---|---------------|---------------|---|---------------|---------------|
| <b>FIXED AND OTHER NON-CURRENT ASSETS</b>       | <b>12,358</b> | <b>12,055</b> | <b>EQUITY</b>   | <b>5,087</b>  | <b>5,363</b>  |
| Consolidation goodwill                          | 248           | 372           | Capital & reserves attrib to the Company's equity holders | 4,304         | 4,530         |
| Intangible assets                               | 62            | 32            | Minority interest   | 783           | 833           |
| Investments in infrastructure projects          | 6,880         | 7,155         | <b>Deferred Income</b>                                    | <b>1,347</b>  | <b>1,241</b>  |
| Property  | 2             | 9             |   |               |               |
| Plant and Equipment                             | 299           | 251           | <b>NON-CURRENT LIABILITIES</b>                            | <b>9,054</b>  | <b>8,912</b>  |
| Right-of-use assets                             | 126           | 0             | Pension provisions  | 4             | 3             |
| Equity-consolidated companies                   | 2,557         | 2,455         | Other non current provisions                              | 518           | 459           |
| Non-current financial assets                    | 1,247         | 754           | Long term lease debts                                     | 82            | 0             |
| Long term investments with associated companies | 171           | 173           | Financial borrowings                                      | 7,565         | 7,419         |
| Restricted Cash and other non-current assets    | 970           | 473           | Financial borrowings on infrastructure projects           | 5,471         | 5,342         |
| Other receivables                               | 106           | 108           | Financial borrowings other companies                      | 2,094         | 2,077         |
| Deferred taxes                                  | 502           | 664           | Other borrowings  | 27            | 135           |
| Derivative financial instruments at fair value  | 434           | 364           | Deferred taxes  | 475           | 574           |
|   |               |               | Derivative financial instruments at fair value            | 385           | 321           |
| <b>CURRENT ASSETS</b>                           | <b>11,751</b> | <b>10,758</b> | <b>CURRENT LIABILITIES</b>                                | <b>8,621</b>  | <b>7,297</b>  |
| Assets classified as held for sale              | 4,936         | 4,892         | Liabilities classified as held for sale                   | 3,491         | 3,259         |
| Inventories                                     | 699           | 594           | Short term lease debts                                    | 71            | 0             |
| Trade & other receivables                       | 1,256         | 1,090         | Financial borrowings                                      | 1,033         | 773           |
| Trade receivable for sales and services         | 891           | 801           | Financial borrowings on infrastructure projects           | 23            | 43            |
| Other receivables                               | 364           | 289           | Financial borrowings other companies                      | 1,010         | 730           |
| Taxes assets on current profits                 | 97            | 97            | Derivative financial instruments at fair value            | 97            | 69            |
| Cash and other temporary financial investments  | 4,735         | 4,005         | Trade and other payables                                  | 3,072         | 2,700         |
| Infrastructure project companies                | 119           | 239           | Trades and payables                                       | 1,327         | 1,314         |
| Restricted Cash                                 | 6             | 9             | Other non commercial liabilities                          | 1,745         | 1,386         |
| Other cash and equivalents                      | 113           | 230           | Liabilities from corporate tax                            | 107           | 65            |
| Other companies                                 | 4,617         | 3,766         | Trade provisions  | 750           | 431           |
| Derivative financial instruments at fair value  | 27            | 80            | <b>TOTAL LIABILITIES &amp; EQUITY</b>                     | <b>24,109</b> | <b>22,813</b> |
| <b>TOTAL ASSETS</b>                             | <b>24,109</b> | <b>22,813</b> |   |               |               |

## CONSOLIDATED BALANCE SHEET

(EUR mn)



## GROSS CONSOLIDATED DEBT\*

| GROSS DEBT DEC-19        | EX-INFRA | INFRA  | CONSOLIDATED |
|--------------------------|----------|--------|--------------|
| Gross debt (EUR mn)      | -3,433   | -5,811 | -9,244       |
| % fixed                  | 83.4%    | 97.9%  | 92.5%        |
| % variable               | 16.6%    | 2.1%   | 7.5%         |
| Average rate             | 1.0%     | 4.9%   | 3.5%         |
| Average maturity (years) | 2        | 21     | 14           |

\*Includes discontinued operations

## CONSOLIDATED FINANCIAL POSITION\*

| (EUR million)                       | DEC-19        | DEC-18        |
|-------------------------------------|---------------|---------------|
| <b>Gross financial debt</b>         | <b>-9,244</b> | <b>-8,737</b> |
| Gross debt ex-infrastructure        | -3,433        | -2,992        |
| Gross debt infrastructure           | -5,811        | -5,745        |
| <b>Gross Cash</b>                   | <b>6,287</b>  | <b>5,088</b>  |
| Gross cash ex-infrastructure        | 5,064         | 4,228         |
| Gross cash infrastructure           | 1,223         | 861           |
| <b>TOTAL NET FINANCIAL POSITION</b> | <b>-2,957</b> | <b>-3,649</b> |
| Net cash ex-infrastructure          | 1,631         | 1,236         |
| Net debt infrastructure             | -4,588        | -4,885        |
| <b>TOTAL NET FINANCIAL POSITION</b> | <b>-2,957</b> | <b>-3,649</b> |

\*Includes discontinued operations

# Ex-infrastructure Net Financial Position & Cash Flow

(including discontinued operations)

## NET CASH POSITION (EUR mn)

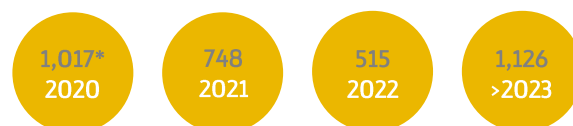
|                          |              |           |
|--------------------------|--------------|-----------|
| Gross cash               | 5,064        |           |
| Gross debt               | -3,433       | 81% Bonds |
| <b>Net cash position</b> | <b>1,631</b> |           |

Net cash position including discontinued operations

## LIQUIDITY (EUR mn)

|                        |                      |
|------------------------|----------------------|
| <b>TOTAL CASH</b>      | <b>UNDRAWN LINES</b> |
| 5,064                  | 1,011                |
| <b>TOTAL LIQUIDITY</b> | <b>6,075</b>         |

## DEBT MATURITY (EUR mn)



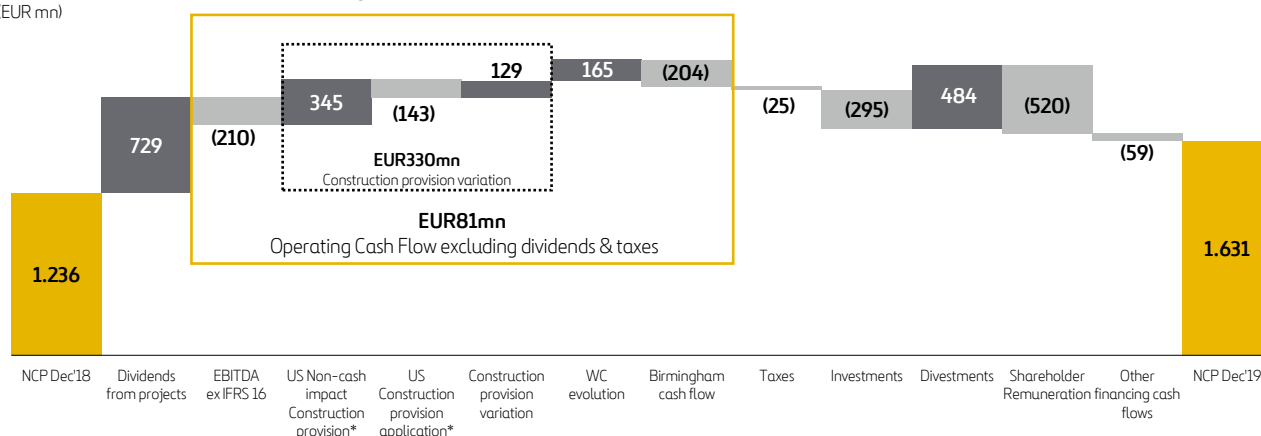
(\*) In 2020, ex-infrastructure debt includes the issuance of an ECP (Euro Commercial Paper), which at 31 December 2019 had a carrying amount of EUR973mn, with an average rate of -0.29%.

## RATING

|                              |                                     |
|------------------------------|-------------------------------------|
| <b>Standard &amp; Poor's</b> | <b>BBB / CreditWatch developing</b> |
| <b>Fitch Ratings</b>         | <b>BBB / stable</b>                 |

## CASH FLOW COMPONENTS (including discontinued operations)

(EUR mn)



(\*) Related to the provision registered in 1Q 2019 corresponding to three contracts in the US.

**Net cash position (NCP) excluding infra projects:** stood at EUR1,631mn in December 2019 vs EUR1,236mn in December 2018. The main drivers of this change were:

- **Project dividends:** EUR729mn vs. EUR623mn in 2018 (+17%), particularly noteworthy was the contribution from toll road dividends, which increased 67% in 2019, including the first dividend from the NTE toll road (EUR166mn). The contribution of dividends from Services reached EUR47mn vs. EUR131mn in 2018.
- **EBITDA ex IFRS 16 from ex-infra projects:** -EUR210mn which includes EUR233mn from Services.
  - The EBITDA figure was negatively impacted by the -EUR345mn non-cash Construction Provision registered in 1Q 2019.
  - Of the abovementioned provision, EUR143mn has already been applied (cash out) in 2019.
- **EUR129mn** from the rest of Construction provision variation, impacted by Industrial works in Budimex, after taking a prudent approach to this particular risk.
- **EUR165mn** of working capital, mainly supported by the improved WC in Construction which reached EUR132mn (-EUR140mn in 2018) and the positive WC in Services of EUR1mn (ex-Birmingham) vs. -EUR188mn in 2018.
- **Birmingham CF** stood at -EUR204mn, including GBP160mn paid in 2019 related to the settlement agreed with the City Council for the termination of the PFI contract (total settlement amounts to GBP215mn, the remaining GBP55mn will be paid over the coming 6 years).
- **Net Investment** reached EUR189mn in 2019 vs -EUR94mn in 2018. Investments reached -EUR295mn, below the -EUR332mn in 2018. Divestments reached EUR484mn in 2019, most noteworthy of which was the EUR476mn for the sale of the stakes in the Ausol and Ruta del Cacao toll roads.
- **Shareholder Remuneration:** -EUR520mn, in line with 2018.
- **Others:** includes other minor cash flow movements, such as forex impact (-EUR60mn).



The net cash position at the end of December (EUR1,631mn) includes the net cash from Services (EUR158mn).

## Consolidated cash flow

| DEC-19   | EXINFRASTRUCTURE<br>PROJECTS CASH FLOW         | INFRASTRUCTURE<br>PRROJECTS CASH FLOW         | ADJUSTMENTS        | TOTAL CASH<br>FLOW         |
|--|--|---|--------------------|----------------------------|
| EBITDA ex IFRS 16  | -210   | 580   |                    | 370                        |
| Dividends received   | 729  |   | -199               | 529                        |
| Birmingham cash flow   | -204   |   |                    | -204                       |
| Construction provision variation   | 330  |   |                    | 330                        |
| US Construction provision (*)  | 345  |   |                    | 345                        |
| US Construction provision application (*)                                    | -143   |   |                    | -143                       |
| Other Construction provision variation                                       | 129  |   |                    | 129                        |
| Working capital variation (account receivables, account payables and others) | 165  | -87   |                    | 78                         |
| <b>Operating flow (before taxes)</b>   | <b>810</b>                                     | <b>493</b>                                    | <b>-199</b>        | <b>1,104</b>               |
| Tax payment  | -25  | -36   |                    | -61                        |
| <b>Operating Cash Flow</b>   | <b>785</b>                                     | <b>457</b>                                    | <b>-199</b>        | <b>1,043</b>               |
| Investments  | -295   | -157  | 60                 | -392                       |
| Divestments  | 484  | 115   |                    | 599                        |
| <b>Investment cash flow</b>  | <b>189</b>                                     | <b>-41</b>                                    | <b>60</b>          | <b>207</b>                 |
| <b>Activity cash flow</b>  | <b>974</b>                                     | <b>416</b>                                    | <b>-140</b>        | <b>1,250</b>               |
| Interest flow  | 26   | -239  |                    | -212                       |
| Capital flow from Minorities   | 13   | 117   | -60                | 70                         |
| Scrip dividend   | -238   |   |                    | -238                       |
| Treasury share repurchase  | -282   |   |                    | -282                       |
| Ferrovial shareholder remuneration   | -520   |   |                    | -520                       |
| Other shareholder remuneration for subsidiary minorities                     | -18  | -306  | 199                | -124                       |
| Forex impact   | -60  | -66   |                    | -126                       |
| Variation of Bridge Loans (project financing)                                |  |   |                    |                            |
| Changes in the consolidated perimeter  | -2   | 422   |                    | 419                        |
| Other debt movements (non cash)  | -17  | -47   |                    | -64                        |
| <b>Financing cash Flow</b>   | <b>-579</b>                                    | <b>-119</b>                                   | <b>140</b>         | <b>-558</b>                |
| <b>Net debt variation</b>  | <b>395</b>                                     | <b>297</b>                                    |                    | <b>692</b>                 |
| <b>Net debt initial position</b>   | <b>1,236</b>                                   | <b>-4,885</b>                                 |                    | <b>-3,649</b>              |
| <b>Net debt final position</b>   | <b>1,631</b>                                   | <b>-4,588</b>                                 |                    | <b>-2,957</b>              |
| <b>DEC-18</b>  | <b>EXINFRASTRUCTURE<br/>PROJECTS CASH FLOW</b> | <b>INFRASTRUCTURE<br/>PRROJECTS CASH FLOW</b> | <b>ADJUSTMENTS</b> | <b>TOTAL CASH<br/>FLOW</b> |
| EBITDA   | 144  | 470   |                    | 614                        |
| Dividends received   | 623  |   | -112               | 511                        |
| Birmingham provision with no cash impact                                     | 235  |   |                    | 235                        |
| Birmingham cash flow   | -80  |   |                    | -80                        |
| Construction provision variation   | -40  |   |                    | -40                        |
| Working capital variation (account receivables, account payables and others) | -318   | -60   |                    | -378                       |
| <b>Operating flow (before taxes)</b>   | <b>564</b>                                     | <b>410</b>                                    | <b>-112</b>        | <b>862</b>                 |
| Tax payment  | 6  | -31   |                    | -25                        |
| <b>Operating Cash Flow</b>   | <b>569</b>                                     | <b>380</b>                                    | <b>-112</b>        | <b>837</b>                 |
| Investments  | -332   | -213  | 83                 | -462                       |
| Divestments  | 238  | 144   |                    | 382                        |
| <b>Investment cash flow</b>  | <b>-94</b>                                     | <b>-69</b>                                    | <b>83</b>          | <b>-79</b>                 |
| <b>Activity cash flow</b>  | <b>476</b>                                     | <b>310</b>                                    | <b>-29</b>         | <b>758</b>                 |
| Interest flow  | -11  | -191  |                    | -202                       |
| Capital flow from Minorities   | -2   | 163   | -86                | 75                         |
| Scrip dividend   | -240   |   |                    | -240                       |
| Treasury share repurchase  | -280   |   |                    | -280                       |
| Ferrovial shareholder remuneration   | -520   |   |                    | -520                       |
| Other shareholder remuneration for subsidiary minorities                     | -49  | -120  | 115                | -54                        |
| Forex impact   | -12  | -150  |                    | -162                       |
| Variation of Bridge Loans (project financing)                                |  |   |                    |                            |
| Changes in the consolidated perimeter  | 104  |   |                    | 104                        |
| Other debt movements (non cash)  | -90  | -94   |                    | -184                       |
| <b>Financing cash Flow</b>   | <b>-581</b>                                    | <b>-391</b>                                   | <b>29</b>          | <b>-944</b>                |
| <b>Net debt variation</b>  | <b>-105</b>                                    | <b>-81</b>                                    |                    | <b>-186</b>                |
| <b>Net debt initial position</b>   | <b>1,341</b>                                   | <b>-4,804</b>                                 |                    | <b>-3,463</b>              |
| <b>Net debt final position</b>   | <b>1,236</b>                                   | <b>-4,885</b>                                 |                    | <b>-3,649</b>              |

(\*) Related to the provision registered in 1Q 2019 corresponding to three contracts in the US.

## EX-INFRASTRUCTURE PROJECT CASH FLOW

### Cash flows from operating activities\*

The ex-infrastructure pre-tax cash flow is as follows:

| DEC-19       | OPERATING CF* | NET INVESTM. CF* | ACTIVITY CF* | DEC-18       | OPERATING CF* | NET INVESTM. CF* | ACTIVITY CF* |
|--------------|---------------|------------------|--------------|--------------|---------------|------------------|--------------|
| Toll Roads   | 494           | 408              | 902          | Toll Roads   | 296           | -9               | 287          |
| Airports     | 183           | -8               | 175          | Airports     | 191           | 0                | 191          |
| Construction | 132           | -44              | 87           | Construction | 0             | -7               | -8           |
| Services     | 77            | -163             | -85          | Services     | 160           | -75              | 85           |
| Other        | -76           | -4               | -80          | Other        | -83           | -2               | -85          |
| <b>TOTAL</b> | <b>810</b>    | <b>189</b>       | <b>999</b>   | <b>TOTAL</b> | <b>564</b>    | <b>-94</b>       | <b>470</b>   |

\*Before Corporate Income Tax. Operating cash flow in Toll Roads and Airports refers to dividends.

### Operations cash flow

At 31 December 2019, cash flow from ex-infrastructure project operations totalled EUR810mn (before tax), above the EUR564mn recorded in 2018, due mainly to the increase in Toll road dividends and the good performance of the Construction operations cash flow.

| OPERATING CASH FLOW                  | DEC-19     | DEC-18     |
|--------------------------------------|------------|------------|
| Dividends from Toll Roads            | 494        | 296        |
| Dividends from Airports              | 183        | 191        |
| Construction                         | 132        | 0          |
| Services                             | 77         | 160        |
| Other                                | -76        | -83        |
| <b>Operating flow (before taxes)</b> | <b>810</b> | <b>564</b> |
| Tax payment                          | -25        | 6          |
| <b>TOTAL</b>                         | <b>785</b> | <b>569</b> |

The entry "Others" includes the operations cash flow relating to Corporate Business, Airports and Toll Roads.

Breakdown of cash flow from **Construction and Services**:

| Construction   | DEC-19     | DEC-18   |
|--|------------|----------|
| EBITDA ex IFRS 16  | -321       | 189      |
| EBITDA from projects ex IFRS 16  | 15         | 15       |
| EBITDA Ex projects ex IFRS 16  | -336       | 175      |
| Construction provision variation   | 330        | -40      |
| US Construction provision (*)  | 345        |          |
| US Construction provision application (*)                                    | -143       |          |
| Other Construction provision variation                                       | 129        | -40      |
| Dividends received   | 5          | 6        |
| Working capital variation (account receivables, account payables and others) | 132        | -140     |
| Changes in factoring   | -4         | -12      |
| Land purchases   | -4         | -46      |
| Ex Budimex Working Capital   | 141        | 28       |
| Budimex Working Capital  | -1         | -111     |
| <b>Operating Cash Flow before Taxes</b>                                      | <b>132</b> | <b>0</b> |

(\*) Related to the provision registered in 1Q 2019 corresponding to three contracts in the US.

| SERVICES   | DEC-19    | DEC-18     |
|--|-----------|------------|
| EBITDA ex IFRS 16  | 309       | 136        |
| EBITDA from projects ex IFRS 16  | 76        | 73         |
| EBITDA Ex projects ex IFRS 16  | 233       | 62         |
| BMH provision with no cash impact  |           | 235        |
| BMH cash flow  | -204      | -80        |
| Dividends received   | 47        | 131        |
| Working capital variation (account receivables, account payables and others) | 1         | -188       |
| Changes in factoring   | 23        | -11        |
| Pensions payments UK   | -16       | -10        |
| Ex UK Working Capital  | 3         | -39        |
| UK Working Capital   | -9        | -128       |
| <b>OPERATING CASH FLOW BEFORE TAXES</b>                                      | <b>77</b> | <b>160</b> |

The following table shows a breakdown of the **Services** business:

| (EUR million)                       | SPAIN      | UK          | AUSTRALIA | INTERNATIONAL | TOTAL     |
|-------------------------------------|------------|-------------|-----------|---------------|-----------|
| EBITDA ex-infrastructure ex IFRS 16 | 149        | -6          | 61        | 30            | 233       |
| BMH cash flow                       | 0          | -204        | 0         | 0             | -204      |
| Dividends received                  | 13         | 26          | 3         | 6             | 47        |
| Changes in factoring                | 7          | 0           | 17        | -1            | 23        |
| Pension scheme payments             | 0          | -16         | 0         | 0             | -16       |
| Working capital                     | 27         | -9          | -35       | 12            | -6        |
| <b>OP. CASH FLOW EX-TAXES</b>       | <b>196</b> | <b>-209</b> | <b>45</b> | <b>46</b>     | <b>77</b> |

Breakdown of cash flow from **Toll Roads and Airports**:

The revenue from Toll Roads operations amounted to EUR494mn in 2019, resulting from dividends and repaid shareholders' funds from companies owning toll road infrastructure projects.

| DIVIDENDS AND CAPITAL REIMBURSEMENTS | DEC-19     | DEC-18     |
|--------------------------------------|------------|------------|
| 407 ETR                              | 309        | 273        |
| NTE                                  | 166        | 0          |
| Irish toll roads                     | 1          | 1          |
| Portuguese toll roads                | 12         | 9          |
| Greek toll roads                     | 0          | 3          |
| Spanish toll roads                   | 3          | 5          |
| Other                                | 3          | 4          |
| <b>TOTAL</b>                         | <b>494</b> | <b>296</b> |

Dividends and capital reimbursements from Airports (EUR183mn) were lower than achieved in 2018 (EUR191mn).

| AIRPORTS     | DEC-19     | DEC-18     |
|--------------|------------|------------|
| HAH          | 145        | 144        |
| AGS          | 17         | 39         |
| Others       | 21         | 7          |
| <b>TOTAL</b> | <b>183</b> | <b>191</b> |

#### Investment cash flow

| DEC-19       | INVESTMENT  | DIVESTMENT | INVESTMENT CF |
|--------------|-------------|------------|---------------|
| Toll Roads   | -68         | 476        | 408           |
| Airports     | -8          | 0          | -8            |
| Construction | -51         | 7          | -44           |
| Services     | -164        | 1          | -163          |
| Other        | -4          | 0          | -4            |
| <b>Total</b> | <b>-295</b> | <b>484</b> | <b>189</b>    |

| DEC-18       | INVESTMENT  | DIVESTMENT | INVESTMENT CF |
|--------------|-------------|------------|---------------|
| Toll Roads   | -90         | 82         | -9            |
| Airports     | 0           | 0          | 0             |
| Construction | -53         | 45         | -7            |
| Services     | -186        | 111        | -75           |
| Other        | -2          | 0          | -2            |
| <b>TOTAL</b> | <b>-332</b> | <b>238</b> | <b>-94</b>    |

The net investment cash flow in 2019 (EUR189mn) includes:

- **Investments** reached -EUR295mn, below -EUR332mn in 2018.
- **Divestments** reached EUR484mn in 2019:
  - EUR476mn received in Toll Roads from the sale of the stakes in the Ausol and Ruta del Cacao toll roads, compared to EUR82mn in 2018 for the sale of the Central Greece and Ionian Roads toll roads in Greece.

#### Financing cash flow

Financing cash flow includes:

- **Shareholder remuneration cash flow:** -EUR520mn for Ferrovial shareholders, which includes the cash payment of the scrip dividend of -EUR238mn and the share buy-back for -EUR282mn. Dividends to minorities in subsidiaries also reached -EUR18mn.
- **Net interest payments** reached EUR26mn in 2019.
- **FX impact** (-EUR60mn), primarily from the performance of FX derivatives hedging into euros cash held in American and Canadian dollars.
- **Other non-cash flow related movements** (-EUR17mn), which also includes book debt movements that do not affect cash flow, such as interest that has been accrued and remains unpaid, mainly resulting from interest accrued from corporate bonds.

#### Net position from discontinued operations

The net cash position from discontinued operations stood at EUR158mn of debt at 31 December 2019.

## INFRASTRUCTURE PROJECT CASH FLOW

#### Operations cash flow

As regards cash flows for companies that own infrastructure project concessions, these primarily include revenues from those companies that are currently in operation, though they also include VAT refunds and payments corresponding to projects currently in the construction phase.

The following table shows a breakdown of cash flow operations for infrastructure projects.

| (EUR million)              | DEC-19     | DEC-18     |
|----------------------------|------------|------------|
| Toll roads                 | 386        | 296        |
| Other                      | 71         | 84         |
| <b>OPERATING CASH FLOW</b> | <b>457</b> | <b>380</b> |

#### Investment cash flow

The following table shows a breakdown of the investment cash flows for infrastructure projects, mainly payments made in respect of CapEx investments over the year.

| (EUR million)                                | DEC-19      | DEC-18      |
|--|-------------|-------------|
| LBJ  | -3          | -4          |
| NTE  | -3          | -3          |
| NTE 35W                                      | -135        | -134        |
| I-77   | -94         | -210        |
| Portuguese toll roads                        | 0           | -1          |
| Spanish toll roads                           | -5          | -5          |
| Others                                       | 0           | 0           |
| <b>TOTAL TOLL ROADS</b>                      | <b>-240</b> | <b>-356</b> |
| Others                                       | 106         | 104         |
| <b>TOTAL PROJECTS</b>                        | <b>-135</b> | <b>-252</b> |
| Equity Subsidy                               | 93          | 183         |
| <b>TOTAL INVESTMENT CASH FLOW (PROJECTS)</b> | <b>-41</b>  | <b>-69</b>  |

#### Financing cash flow

Financing cash flow includes the payment of dividends and the repayment of equity by concession-holding companies to their shareholders, along with the payments for share capital increases received by these companies. In the case of concession holders which are fully integrated within Ferrovial, these amounts represent 100% of the amounts paid out and received by the concession-holding companies, regardless of the percentage share that the Company holds in such concessions. No dividend or Shareholder Funds' repayment is included for equity-accounted companies.

The interest cash flow refers to the interest paid by the concession-holding companies, together with other fees and costs closely related to the acquisition of financing. The cash flow for these items relates to interest costs for the period, along with any other item that represents a direct change in the net debt amount for the period.

| (EUR million)           | DEC-19      | DEC-18      |
|-------------------------|-------------|-------------|
| Spanish toll roads      | -54         | -63         |
| US toll roads           | -132        | -77         |
| Portuguese toll roads   | -14         | -15         |
| Other toll roads        | 0           | 0           |
| <b>TOTAL TOLL ROADS</b> | <b>-201</b> | <b>-154</b> |
| Other                   | -38         | -37         |
| <b>TOTAL</b>            | <b>-239</b> | <b>-191</b> |

The financing cash flow also includes the impact that changes in the interest rate have had on the debt held in foreign currency, which in 2019 was a negative impact in the amount of -EUR66mn, primarily as the result of the appreciation of the US dollar against the euro, which has had a significant effect on the net debt figure for the US toll roads.

# Appendix I – segmented information

## TOLL ROADS – GLOBAL CONSOLIDATION

| (EUR million)               | TRAFFIC (ADT) |        |       | REVENUES   |            |              | EBITDA ex IFRS 16 |            |              | EBITDA MARGIN |              | NET DEBT 100% |       |
|-----------------------------|---------------|--------|-------|------------|------------|--------------|-------------------|------------|--------------|---------------|--------------|---------------|-------|
|                             | DEC-19        | DEC-18 | VAR.  | DEC-19     | DEC-18     | VAR.         | DEC-19            | DEC-18     | VAR.         | DEC-19        | DEC-18       | DEC-19        | SHARE |
| <b>GLOBAL CONSOLIDATION</b> |               |        |       |            |            |              |                   |            |              |               |              |               |       |
| NTE*                        | 34            | 30     | 14.7% | 137        | 99         | 38.8%        | 116               | 83         | 39.7%        | 84.6%         | 84.1%        | -1,099        | 63.0% |
| LBJ*                        | 48            | 44     | 9.1%  | 137        | 107        | 28.2%        | 114               | 87         | 30.2%        | 83.3%         | 82.0%        | -1,253        | 54.6% |
| NTE 35W*/**/****            | 33            |        | n.a.  | 81         | 31         | n.a.         | 48                | 23         | 108.2%       | 59.9%         | 74.2%        | -740          | 53.7% |
| I-77 */*****                |               |        |       | 21         | 2          | n.a.         | 14                | 0          | n.s.         | 66.4%         |              | -218          | 50.1% |
| <b>TOTAL USA</b>            |               |        |       | <b>376</b> | <b>238</b> | <b>57.8%</b> | <b>292</b>        | <b>194</b> | <b>51.0%</b> |               |              | <b>-3,311</b> |       |
| AusolI***                   | 18,232        | 17,440 | 4.5%  | 66         | 66         | -0.2%        | 55                | 56         | -0.6%        | 84.1%         | 84.4%        |               | 15.0% |
| AusolII***                  | 19,199        | 18,667 | 2.8%  |            |            |              |                   |            |              |               |              |               | 15.0% |
| Autema                      | 18,895        | 18,781 | 0.6%  | 113        | 109        | 4.0%         | 105               | 100        | 4.3%         | 92.7%         | 92.4%        | -625          | 76.3% |
| <b>TOTAL SPAIN</b>          |               |        |       | <b>179</b> | <b>174</b> | <b>2.4%</b>  | <b>160</b>        | <b>156</b> | <b>2.6%</b>  |               |              | <b>-625</b>   |       |
| Azores                      | 10,735        | 10,275 | 4.5%  | 29         | 28         | 4.0%         | 26                | 25         | 5.9%         | 88.1%         | 86.5%        | -287          | 89.2% |
| Via Livre                   |               |        |       | 15         | 14         | 5.7%         | 2                 | 2          | 16.7%        | 14.0%         | 12.7%        | 2             | 84.0% |
| <b>TOTAL PORTUGAL</b>       |               |        |       | <b>44</b>  | <b>42</b>  | <b>4.5%</b>  | <b>28</b>         | <b>26</b>  | <b>6.6%</b>  |               |              | <b>-284</b>   |       |
| <b>TOTAL HEADQUARTERS</b>   |               |        |       | <b>19</b>  | <b>16</b>  | <b>13.4%</b> | <b>-47</b>        | <b>-56</b> | <b>17.1%</b> |               |              |               |       |
| <b>TOTAL TOLL ROADS</b>     |               |        |       | <b>617</b> | <b>471</b> | <b>31.0%</b> | <b>433</b>        | <b>319</b> | <b>35.7%</b> | <b>70.2%</b>  | <b>67.7%</b> | <b>-4,220</b> |       |

\* Traffic in millions of transactions. \*\* Assets under construction. \*\*\* On December 3, 2019, formal completion of stake sale from 80% to 15%. Traffic up to December. P&L 2019 until November and P&L 2018 up to December. \*\*\*\* Capital invested & committed: Segment 3C/Net debt 100%: includes all 3 segments. \*\*\*\*\* Full opening on November 2019

## TOLL ROADS – EQUITY-ACCOUNTED

| (EUR million)           | TRAFFIC (ADT) |        |       | REVENUES |        |       | EBITDA ex IFRS 16 |        |        | EBITDA MARGIN |        | NET DEBT 100% |       |
|-------------------------|---------------|--------|-------|----------|--------|-------|-------------------|--------|--------|---------------|--------|---------------|-------|
|                         | DEC-19        | DEC-18 | VAR.  | DEC-19   | DEC-18 | VAR.  | DEC-19            | DEC-18 | VAR.   | DEC-19        | DEC-18 | DEC-19        | SHARE |
| <b>EQUITY ACCOUNTED</b> |               |        |       |          |        |       |                   |        |        |               |        |               |       |
| 407 ETR (WKT mn)        | 2,742         | 2,747  | -0.2% | 1,017    | 908    | 12.0% | 884               | 791    | 11.8%  | 86.9%         | 87.1%  | -5,464        | 43.2% |
| M4                      | 35,442        | 33,761 | 5.0%  | 31       | 30     | 5.3%  | 17                | 17     | 1.3%   | 54.8%         | 56.9%  | -74           | 20.0% |
| MB                      | 42,080        | 39,892 | 5.5%  | 22       | 20     | 9.5%  | 14                | 14     | 1.0%   | 64.7%         | 70.2%  | -111          | 20.0% |
| A-66 Benavente Zamora   |               |        |       | 24       | 24     | 2.1%  | 22                | 22     | 2.1%   | 90.5%         | 90.5%  | -157          | 25.0% |
| Serrano Park            |               |        |       | 6        | 6      | 8.2%  | 3                 | 3      | -27.1% | 40.3%         | 59.8%  | -36           | 50.0% |
| Alqarve                 | 16,325        | 15,456 | 5.6%  | 37       | 38     | -2.2% | 33                | 33     | -2.3%  | 87.9%         | 88.0%  | -108          | 48.0% |
| Norte Litoral           | 26,998        | 25,974 | 3.9%  | 42       | 43     | -3.7% | 36                | 38     | -3.7%  | 87.0%         | 87.0%  | -127          | 49.0% |

## MAIN TOLL ROADS (P&L)

### 407 ETR

| CAD million  | DEC-19 | DEC-18 | VAR.   |
|--|--------|--------|--------|
| Revenues   | 1,505  | 1,390  | 8.3%   |
| EBITDA   | 1,309  | 1,211  | 8.1%   |
| EBITDA margin                                      | 87.0%  | 87.1%  |        |
| EBIT   | 1,204  | 1,103  | 9.1%   |
| EBIT margin  | 80.0%  | 79.4%  |        |
| Financial results                                  | -420   | -370   | -13.5% |
| EBT  | 783    | 733    | 6.9%   |
| Corporate income tax                               | -207   | -194   | -6.9%  |
| Net Income   | 576    | 539    | 6.8%   |
| Contribution to Ferrovial equity accounted result* | 153    | 136    | 12.2%  |

\* EURmn

### LBJ

| (USD million)              | DEC-19 | DEC-18 | VAR.   |
|----------------------------|--------|--------|--------|
| Revenues                   | 153    | 126    | 21.7%  |
| EBITDA                     | 127    | 103    | 23.7%  |
| EBITDA margin              | 83.3%  | 82.0%  |        |
| EBIT                       | 99     | 77     | 28.0%  |
| EBIT margin                | 64.5%  | 61.3%  |        |
| Financial results          | -87    | -87    | 0.0%   |
| Net Income                 | 11     | -10    | 204.5% |
| Contribution to Ferrovial* | 5      | -5     | 210.1% |

\* Contribution to Net profit. 56% stake EURmn

### NTE

| (USD million)              | DEC-19 | DEC-18 | VAR.   |
|----------------------------|--------|--------|--------|
| Revenues                   | 153    | 116    | 31.7%  |
| EBITDA                     | 129    | 98     | 32.6%  |
| EBITDA margin              | 84.6%  | 84.1%  |        |
| EBIT                       | 101    | 76     | 33.5%  |
| EBIT margin                | 66.2%  | 65.3%  |        |
| Financial results          | -74    | -62    | -20.1% |
| Net Income                 | 26     | 13     | 95.1%  |
| Contribution to Ferrovial* | 15     | 7      | 105.6% |

\* Contribution to Net profit. 62.97% stake EURmn

### NTE 35W

| (USD million)              | DEC-19 | DEC-18 | VAR. |
|----------------------------|--------|--------|------|
| Revenues                   | 90     |        | n.s. |
| EBITDA                     | 54     |        | n.s. |
| EBITDA margin              | 60.1%  |        | n.s. |
| EBIT                       | 35     |        | n.s. |
| EBIT margin                | 38.6%  |        | n.s. |
| Financial results          | -39    |        | n.s. |
| Net Income                 | -5     |        | n.s. |
| Contribution to Ferrovial* | -2     |        | n.s. |

\* Contribution to Net profit. 53.67% stake EURmn

## AIRPORTS (P&L)

## Heathrow SP &amp; HAH

| (GBP million)        | REVENUES     |              |             | EBITDA       |              |             | EBITDA MARGIN |              |            |
|----------------------|--------------|--------------|-------------|--------------|--------------|-------------|---------------|--------------|------------|
|                      | DEC-19       | DEC-18       | VAR.        | DEC-19       | DEC-18       | VAR.        | DEC-19        | DEC-18       | VAR. (bps) |
| <b>Heathrow SP</b>   | <b>3,070</b> | <b>2,970</b> | <b>3.4%</b> | <b>1,921</b> | <b>1,837</b> | <b>4.6%</b> | <b>62.6%</b>  | <b>61.9%</b> | <b>70</b>  |
| Exceptionals & adjts | 0            | 0            | n.a.        | 2            | 2            | -21.2%      | n.a.          | n.a.         | n.a.       |
| <b>TOTAL HAH</b>     | <b>3,070</b> | <b>2,970</b> | <b>3.3%</b> | <b>1,922</b> | <b>1,840</b> | <b>4.5%</b> | <b>62.6%</b>  | <b>61.9%</b> | <b>69</b>  |

## HAH

| (GBP million)  | DEC-19 | DEC-18 | VAR.    | LfL   |
|--|--------|--------|---------|-------|
| Revenues   | 3,070  | 2,970  | 3.3%    | 3.3%  |
| EBITDA   | 1,922  | 1,840  | 4.5%    | 1.7%  |
| EBITDA margin %  | 62.6%  | 61.9%  |         |       |
| Depreciation & impairments                                 | -805   | -796   | 1.1%    | 1.0%  |
| EBIT   | 1,117  | 1,043  | 7.1%    | 3.7%  |
| EBIT margin %  | 36.4%  | 35.1%  |         |       |
| Financial results  | -621   | -751   | 17.4%   | 4.1%  |
| EBT  | 497    | 292    | 70.0%   | 24.0% |
| Corporate income tax                                       | -126   | -45    | -179.4% | n.a.  |
| Net income   | 370    | 247    | 50.0%   | 5.0%  |
| Contribution to Ferrovial equity accounted result (EUR mn) | 106    | 70     | 51.9%   | 5.0%  |

## AGS

| (GBP million)              | DEC-19       | DEC-18       | VAR.          |
|----------------------------|--------------|--------------|---------------|
| <b>Total Revenues AGS</b>  | <b>217</b>   | <b>213</b>   | <b>1.8%</b>   |
| Glasgow                    | 133          | 127          | 4.7%          |
| Aberdeen                   | 57           | 56           | 1.0%          |
| Southampton                | 28           | 30           | -8.8%         |
| <b>Total EBITDA AGS</b>    | <b>94</b>    | <b>97</b>    | <b>-2.6%</b>  |
| Glasgow                    | 65           | 64           | 2.0%          |
| Aberdeen                   | 22           | 22           | -2.8%         |
| Southampton                | 8            | 11           | -28.6%        |
| <b>Total EBITDA margin</b> | <b>43.5%</b> | <b>45.5%</b> | <b>-195.2</b> |
| Glasgow                    | 48.8%        | 50.1%        | -125.1        |
| Aberdeen                   | 38.4%        | 40.0%        | -152.4        |
| Southampton                | 28.6%        | 36.5%        | -790.9        |

## CONSTRUCTION\*\*

| CONSTRUCTION  | DEC-19 | DEC-18 | VAR. | LfL  |
|---------------|--------|--------|------|------|
| Revenues      | 5,413  | 5,252  | 3.1% | 0.3% |
| EBITDA        | -321   | 189    | n.s. | n.s. |
| EBITDA margin | -5.9%  | 3.6%   |      |      |
| EBIT          | -365   | 146    | n.s. | n.s. |
| EBIT margin   | -6.7%  | 2.8%   |      |      |
| Order book    | 11,424 | 10,965 | 4.2% | 2.8% |

| BUDIMEX       | DEC-19 | DEC-18 | VAR.   | LfL    |
|---------------|--------|--------|--------|--------|
| Revenues      | 1,819  | 1,730  | 5.2%   | 0.7%   |
| Construction  | 1,568  | 1,602  | -2.1%  | -1.5%  |
| Real Estate   | 135    | 128    | 5.9%   | 6.5%   |
| FB Servis     | 116    |        |        | 33.3%  |
| EBITDA        | 95     | 100    | -4.8%  | -14.3% |
| EBITDA margin | 5.2%   | 5.8%   |        |        |
| EBIT          | 73     | 88     | -16.8% | -20.7% |
| Construction  | 36     | 67     | -46.3% | -46.9% |
| Real Estate   | 27     | 21     | 26.9%  | 27.6%  |
| FB Servis     | 10     |        |        | n.s.   |
| EBIT margin   | 4.0%   | 5.1%   |        |        |
| Order book    | 2,830  | 2,362  | 19.8%  | 18.9%  |

| WEBBER        | DEC-19 | DEC-18 | VAR.   | LfL    |
|---------------|--------|--------|--------|--------|
| Revenues      | 824    | 739    | 11.5%  | 5.9%   |
| EBITDA        | 27     | 30     | -9.8%  | -15.3% |
| EBITDA margin | 3.3%   | 4.1%   |        |        |
| EBIT          | 15     | 21     | -29.4% | -25.5% |
| EBIT margin   | 1.8%   | 2.9%   |        |        |
| Order book    | 1,838  | 1,511  | 21.6%  | 19.2%  |

| F.AGROMAN     | DEC-19 | DEC-18 | VAR.  | LfL   |
|---------------|--------|--------|-------|-------|
| Revenues      | 2,769  | 2,783  | -0.5% | -1.6% |
| EBITDA        | -444   | 59     | n.s.  | n.s.  |
| EBITDA margin | -16.0% | 2.1%   |       |       |
| EBIT          | -453   | 37     | n.s.  | n.s.  |
| EBIT margin   | -16.4% | 1.3%   |       |       |
| Order book    | 6,756  | 7,092  | -4.7% | -6.0% |

## SERVICES\*\*

| SERVICES             | DEC-19 | DEC-18 | VAR.   | LfL    |
|----------------------|--------|--------|--------|--------|
| Revenues             | 6,995  | 6,785  | 3.1%   | 4.3%   |
| EBITDA               | 309    | 136    | 127.6% | n.s.   |
| EBITDA EX-BMH        | 309    | 371    | -16.8% | -13.9% |
| EBITDA margin        | 4.4%   | 2.0%   |        |        |
| EBITDA margin EX-BMH | 4.4%   | 5.5%   |        |        |
| Order book           | 17,656 | 19,411 | -9.0%  | -6.9%  |

| SPAIN         | DEC-19 | DEC-18 | VAR.  | LfL   |
|---------------|--------|--------|-------|-------|
| Revenues      | 2,020  | 1,950  | 3.6%  | 3.8%  |
| EBITDA        | 216    | 202    | 7.1%  | 5.3%  |
| EBITDA margin | 10.7%  | 10.4%  |       |       |
| Order book    | 4,266  | 4,670  | -8.7% | -8.7% |

| UK                   | DEC-19 | DEC-18 | VAR.   | LfL    |
|----------------------|--------|--------|--------|--------|
| Revenues             | 2,749  | 2,610  | 5.3%   | 4.1%   |
| EBITDA               | 2      | -163   | 101.1% | n.s.   |
| EBITDA EX-BMH        | 2      | 72     | -97.5% | -93.6% |
| EBITDA margin        | 0.1%   | -6.3%  |        |        |
| EBITDA margin EX-BMH | 0.1%   | 2.8%   |        |        |
| Order book           | 8,036  | 9,251  | -13.1% | -10.5% |

| AUSTRALIA     | DEC-19 | DEC-18 | VAR.  | LfL   |
|---------------|--------|--------|-------|-------|
| Revenues      | 1,672  | 1,684  | -0.7% | 0.8%  |
| EBITDA        | 61     | 61     | -0.4% | 1.7%  |
| EBITDA margin | 3.6%   | 3.6%   |       |       |
| Order book    | 4,064  | 4,129  | -1.6% | -3.2% |

| INTERNATIONAL | DEC-19 | DEC-18 | VAR.   | LfL   |
|---------------|--------|--------|--------|-------|
| Revenues      | 554    | 540    | 2.5%   | 19.6% |
| EBITDA        | 30     | 36     | -17.0% | 26.3% |
| EBITDA margin | 5.4%   | 6.7%   |        |       |
| Order book    | 1,291  | 1,361  | -5.2%  | 15.6% |

EBIT before impairments and disposals of fixed assets

\*\* Construction & Services EBITDA excluding IFRS 16

BMH: Birmingham



## Appendix II – Exchange rate movements

Exchange rates expressed in units of currency per Euro, with negative variations representing euro depreciation and positive variations euro appreciation.

|                   | EXCHANGE RATE LAST (BALANCE SHEET) | CHANGE 19/18 | EXCHANGE RATE MEAN (P&L) | CHANGE 19/18 |
|-------------------|------------------------------------|--------------|--------------------------|--------------|
| GBP               | 0.8467                             | -5.8%        | 0.8745                   | -1.3%        |
| US Dollar         | 1.1229                             | -1.9%        | 1.1183                   | -5.1%        |
| Canadian Dollar   | 1.4573                             | -6.6%        | 1.4800                   | -3.3%        |
| Polish Zloty      | 4.2565                             | -0.8%        | 4.2960                   | 0.6%         |
| Australian Dollar | 1.5986                             | -1.7%        | 1.6077                   | 1.5%         |

## Appendix III – Shareholder remuneration

The company held its AGM on 5 April 2019. The AGM approved two capital increases, by means of the issuance of new ordinary shares, with no issue premium, of the same class and series as those at present in circulation, charged to reserves.

These increases form part of the shareholder remuneration scheme known as the “Ferrovial Scrip Dividend”, which replaced the traditional complementary dividend payment for 2018 and the 2019 interim dividend.

| SCRIP DIVIDEND DETAILS                   | MAY-19      | NOV-19      |
|--|-------------|-------------|
| Guaranteed set price to purchase rights  | 0.311       | 0.408       |
| Rights per share                         | 69          | 63          |
| % shareholders chose shares as dividends | 55.47%      | 55.28%      |
| % shareholders chose cash as dividends   | 44.53%      | 44.72%      |
| Number of new shares issued              | 5,936,542   | 6,531,283   |
| Number of rights purchase                | 328,834,402 | 332,921,487 |

### SHARE BUY-BACK AND CANCELLATION

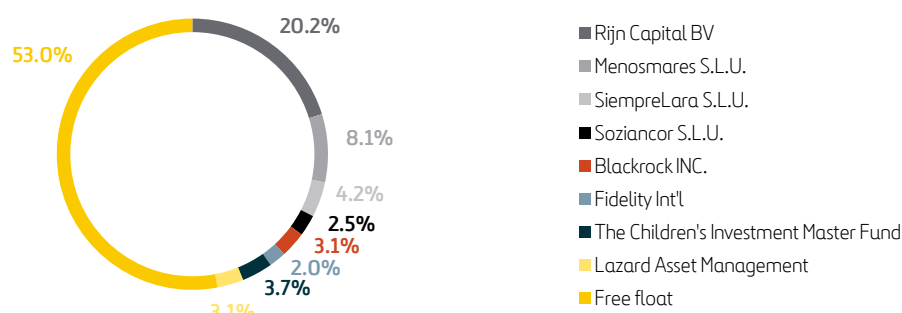
The buy-back programme ended on 22 November 2019, after the company acquired 8,792,631 of its own shares (which therefore did not exceed the limit of EUR275mn or 19 million shares).

The share capital was subsequently reduced by EUR3,141,643.80 by means of the cancellation of 15,708,219 company shares held in the company’s treasury shares, including 6,915,588 shares held prior to the Board of Directors’ proposal, approved at the AGM, to reduce the company’s share capital.

Ferrovial’s share capital figure as at 31 December 2019 amounted to EUR147,043,088.60 all fully subscribed and paid up. The share capital comprises 735,215,443 ordinary shares of one single class, each with a par value of twenty-euro cents (EURO.20).

## Appendix IV – Shareholder structure

### SHAREHOLDER STRUCTURE (CNMV) 31 DECEMBER 2019



## Appendix V – Additional Information

### SHARE BUY-BACK TRANSACTIONS

| OBJECTIVE   | TOTAL NUMBER OF SHARES 31 DEC 2018 | NUMBER OF SHARES ACQUIRED / RECEIVED | TRANSFER | NUMBER OF SHARES USED FOR OBJECTIVE | TOTAL NUMBER OF SHARES 31 DEC 2019 |
|---|------------------------------------|--------------------------------------|----------|-------------------------------------|------------------------------------|
| Shares for capital reduction                      |                                    | 8,792,631                            |          | -8,792,631                          | 0                                  |
| Discretionary shares and other                    | 6,915,588                          | 2,755,960                            |          | -6,915,588                          | 2,755,960                          |
| Compensation systems                              | 48,951                             | 372,943                              | 299,573  | -721,467                            | 0                                  |
| Shares received as payment for the scrip dividend | 447,129                            | 372,745                              | -299,573 | 0                                   | 520,301                            |
| <b>BALANCE</b>                                    | <b>7,411,668</b>                   | <b>12,294,279</b>                    | <b>0</b> | <b>-16,429,686</b>                  | <b>3,276,261</b>                   |

### AVERAGE PAYMENT TERM

In compliance with the obligation to disclose the average supplier payment period provided for in Article 539 and Additional Provision Eight of the Spanish Companies Act (in accordance with the new wording of final provision two of Law 31/2014 reforming the Spanish Companies Act), the Company hereby states that the average period of payment to the suppliers of all the Group companies domiciled in Spain (excluding the discontinued operations transactions) in 2019 was 39 days.

The following table details, as required under Article 6 of the Ruling of 29 January 2016 by the Institute for Accounting and Accounts Auditing, the information relating to the average supplier payment period in 2019 and 2018:

| DAYS                                   | 2019               | 2018               |
|--|--------------------|--------------------|
| Average period of payment to suppliers | 39                 | 40                 |
| Ratio of transactions settled          | 39                 | 40                 |
| Ratio of transactions not yet settled  | 43                 | 52                 |
| <b>AMOUNT (EUR)</b>                    |                    |                    |
| <b>TOTAL PAYMENTS MADE</b>             | <b>676,032,318</b> | <b>697,200,453</b> |
| <b>TOTAL PAYMENTS OUTSTANDING</b>      | <b>19,316,271</b>  | <b>19,388,691</b>  |

The mutual intra-group commercial transactions between companies belonging to Ferrovial are not included in the consolidation process, meaning the consolidated balance sheet contains no outstanding balances payable to Ferrovial companies. Thus, the information detailed in the previous table refers solely to suppliers outside of the Company, noting for information purposes that the average payment period between Ferrovial companies is generally 30 days.