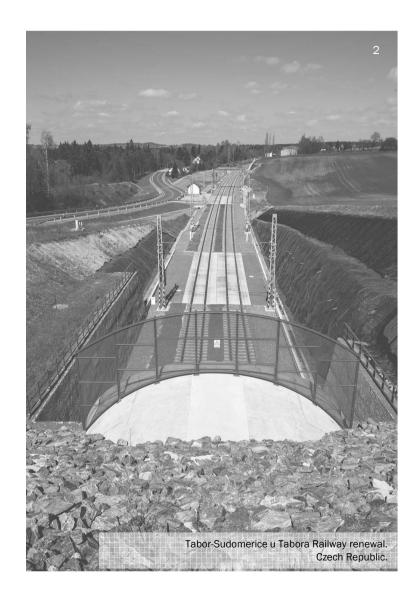


# Annual General Meeting 2017

May 9, 2017



- 1. Report of the Chairman
- 2. Report of the CEO
- O 3. Takeaways
- **4. Resolutions Proposal**





- On the whole, 2016 has been a financial year of poor results strongly influenced by the one-off impact of the full recognition of the losses in the Group's legacy projects and by the adverse ex-change rate trend of the principle currencies with which the Group operates against the euro, and consequently reporting net losses of 432 million euros.
- The normalized Net Profit, de-linked from the target revision and at a constant exchange rate, would have reached 248 million euros, which actually is four times higher than the 57million-euro Net Profit obtained in 2015.
- Despite the poor set of results reported and after the actions taken within the financial sphere, the year has left a sound and reinforced Balance Sheet which constitutes a solid base on which to build the future of the Company.





Since I was appointed Chairman eleven months ago, the Group has taken several actions in order to recover the profitability and confidence of our stakeholders.

It is worth stressing the actions taken in:

- Engineering & Construction
- Financial Structure
- Organization & Procedures
- Concessions
- Developments
- Sustainable Development





#### **Engineering & Construction**

- A major refreshment of top management has been completed, together with a change in the organizational structure and the replacement of the vast majority of the people who occupied top management positions.
- The impact of the legacy projects on future results has been definitively eliminated and the cash-flow impact clearly constrained. Once this chapter is completely closed, OHL will be able to fully focus on the management of the regular construction business, thoroughly cleaned and healthy, generating positive cash-flow on a sustainable basis.
- The regular construction backlog has been completely revised and adjustments were recorded if needed, in order to avoid negative surprises in coming years.
- The Bidding & Analysis and the Risk Control criterias have been revised to avoid future situations such as those that have forced the Group to make write-offs.





#### **Engineering & Construction**

- Greater focus on our Home Markets.
- The presence in the US has been reinforced as this region is the largest and more profitable market within our Construction unit.
- Significant downsizing of the Industril unit, leaving those activities which were not profitable in last few years (Oil & Gas and Power) and focusing on profitable ones (Mining & Cement, Renewables and Operation & Maintenance services).





#### **Financial Structure**

- The asset rotation policy has been intensified and has contributed to the reduction of debt and the simplification of OHL's capital structure. The divestments closed in 2016 amounted 1,590 million euros and 600 million euros in early 2017.
- There is an strict policy set to cut investments within the recourse perimeter, but not in the investing activities (Concessions and Developments) where we continue with our plans of developing new projects.
- The debt with trigger risk has been completely redeemed and therefore reducing significantly the risk exposure. Thus, as of December 31, 2016 the debt with trigger risk amounted ZERO, whilst two years earlier, at the end of 2014, amounted 1,494 million euros.

These measures adopted have enabled the Company to get the visible support from our key relationship banks, which have decided to maintain their current positions and additionally commit a 747-million-euro syndicated multi-product financing



#### **Organization & Procedures**

- An ambitious cost reduction plan has been put in place, of which the most relevant (and most painful)
  measure is clearly the two dismissal procedures agreed on April 30 and which the Company estimates will
  mean annual cost savings of around 38.0 million euros.
- An important IT Plan has been launched to improve our productivity and competitiveness.
- The procedures of analysis, mitigation and control of the risk exposure have been improved driven by the reinforcement of the Risk Management and Internal Control departments.
- New actions have been implemented related to human resources management, including the launching of a new variable remuneration system involving the Group's top 250 executives.
- The Corporate Governance of the Company has been reinforced with the appointment of a fifth independent director replacing an executive director.
- The commitments and obligations included in our Code of Ethics and in our Anti-Corruption Policy have been strengthened, as well as in the measures to promote and control its strict compliance.



#### **Concessions**

At constant exchange rate and without the effect of the change in the consolidation method of Metro Ligero Oeste:

- Sales and EBITDA from Tolls in 2016 grew +11,7% and +20,5%, respectively.
- The growth in tolls in Mexico in local currency is particularly significant, with +14,7% in Sales and +14,8% in EBITDA.





#### **Developments**

#### Mayakoba

- The hotel business has performed very positively, both in terms of occupancy levels and EBITDA, which has enabled the entry of a partner in a very satisfactory transaction closed in April 2017.
- Sales of land in Ciudad Mayakoba project were closed during 2016 at a rate still higher than expected, and with price levels also higher than anticipated.

#### **Canalejas**

A partner has entered in this project during the first months of 2017, in a great transaction for OHL and the other shareholders of Centro Canalejas Madrid.



#### **Old War Office**

 Positive progress with the completion of the entire project definition phase and the obtention of the corresponding urban permits during the first months of 2017. The kick off of the works is expected within this year.



#### **Sustainable Development**

In 2003, the OHL Group expressed its public and voluntary commitment with the Sustainable Development. Thus, I would like to point out the following milestones achieved during 2016 with respect to this matter:

- The Groups' Human Rights Policy has been developed and approved.
- Corporate sustainability policies have been revised and updated.
- 44% of the measures envisaged until 2020 have already been implemented in the Group's 2015-2020 CSR Strategic Plan, whose main objectives are to strengthen OHL's contribution to the Sustainable Development and to ensure that CSR actions are a factor of competitiveness for each activity.





#### **Sustainable Development**

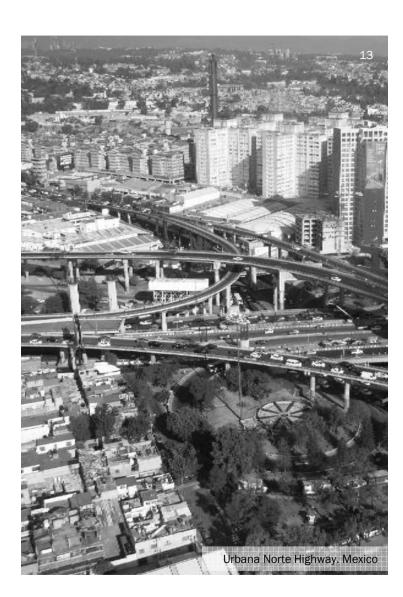
- OHL has a continued presence in the FTSE4Good lbex since 2008. This sustainability index distinguishes us as a committed
  entity, being of special interest for investors who join their profitability targets with their concerns for ethical, social,
  environmental and Good Governance matters within the business management.
- The Group has renewed last year its leadership position within the CDP Climate Change 2016, maintaining its presence in the Climate A List, a group comprised of only 9% of the world's highest scoring companies in the fight against climate change.
- OHL ranks 12<sup>th</sup> in the ranking of European construction companies and 17<sup>th</sup> among Spanish companies in all sectors, within the 1,000 European companies that allocate more resources for R&D, according to the 2015 EU Industrial R&D Investment Scoreboard, annually published by the European Commission.



Annual General Meeting 2017



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#### Consolidated P&L

			20:	2016		Var. 2016-2015			
	2015		NORM/	NORMALIZED		% real	% with		
	€ Mn	% Sale	€ Mn	% Sales	€Mn	70 TOG1	const. FX		
Sales	4.369	100%	4.018	100%	(351)	(8,0%)	(5,4%)		
Other operating revenues	849	19,4%	776	19,3%	(73)	(8,6%)	+2,4%		
TOTAL OPERATING REVENUES	5.218	119,4%	4.794	119%	(424)	(8,1%)	(4,1%)		
GROSS MARGIN	987	22,6%	866	21,5%	(122)	(12,3%)	(1,9%)		
Studies & Analysis	(38)	(0,9%)	(33)	(0,8%)	6	(14,3%)	(14,3%)		
Structure costs	(266)	(6,1%)	(291)	(7,2%)	(25)	+9,4%	+9,9%		
EBIT	685	15,7%	542	13,5%	(143)	(20,9%)	(5,7%)		
Financial Result	(462)	(10,6%)	(429)	(10,7%)	33	(7,2%)	+0,3%		
Equity Accounted entities	227	5,2%	114	2,8%	(113)	(49,7%)	(48,5%)		
Other gain / (losses)	(15)	(0,4%)	364	9,1%	380	n.a.	n.a.		
PBT	434	9,9%	591	14,7%	157	+36,2%	+52,8%		
Corporate Tax	(176)	(4,0%)	(157)	(3,9%)	19	(10,5%)	+6,3%		
Minorities	(203)	(4,6%)	(197)	(4,9%)	6	(2,9%)	+13,0%		
Net Attributable Profit	56	1,3%	237	5,9%	181	n.a.	n.a.		
EBITDA	967	22,1%	743	18,5%	(224)	(23,2%)	(12,5%)		

Adjustments	20	16				
Aujustifierits	REPORTED					
€ Mn	€ Mn	% Sales				
(155)	3.863	100%				
(155)	776	20,1%				
(155)	4.639	120%				
(520)	345	8,9%				
	(33)	(0,9%)				
_	(291)	(7,5%)				
	(202)	(1,211)				
(520)	22	0,6%				
	(429)	(11,1%)				
(149)	(35)	(0,9%)				
_	364	9,4%				
(670)	(78)	(2,0%)				
	(157)	(4,1%)				
_	(197)	(5,1%)				
	, ,	,				
(670)	(432)	(11,2%)				
(520)	223	5,8%				



#### **Consolidated Balance Sheet**

	31	31-Dec-2015			31	-Dec-2016	Var. 2016-15		
ASSET	€Mn	%	m.v.		€ Mn	%	m.v.	€Mn	% REAL
Concession Assets	6.516	42,6%			6.440	49,8%		(76)	(1,2%)
Other Non-Current Assets	3.718	24,3%			2.150	16,6%		(1.569)	(42,2%)
NON-CURRENT ASSETS	10.234	66,9%			8.589	66,5%		(1.645)	(16,1%)
ASSETS HELD FOR SALE	833	5,5%			492	3,8%		(341)	(41,0%)
Stocks	270	1,8%	0,7		212	1,6%	0,7	(59)	(21,6%)
OEPC	1.005	6,6%	2,8		827	6,4%	2,6	(178)	(17,7%)
OCPC	740	4,8%	2,0		666	5,2%	2,1	(74)	(9,9%)
Other Current Assets	775	5,1%	2,1		653	5,1%	2,0	(122)	(15,7%)
Liquidity	1.433	9,4%	4,0		1.481	11,5%	4,6	49	+3,4%
CURRENT ASSETS	4.222	27,6%	11,7		3.839	29,7%	11,9	(383)	(9,1%)
TOTAL ASSETS	15.289	100%	42,3		12.920	100%	40,1	(2.369)	(15,5%)



#### **Consolidated Balance Sheet**

	;	31-Dec-2015			31-Dec-2016		Var. 20	16-15
LIABILITIES	€Mn	%	m.v.	€ Mn	%	m.v.	€Mn	% REAL
Shareholders Équity	3.047	19,9%		2.440	18,9%		(607)	(19,9%)
Minority Interests	1.765	11,5%		1.603	12,4%		(162)	(9,2%)
NET SHAREHOLDERS' EQUITY	4.812	31,5%		4.043	31,3%		(769)	(16,0%)
OTHER NON-CURRENT LIABILITIES	1.860	12,2%		1.677	13,0%		(184)	(9,9%)
Recourse FINANCIAL DEBT <sup>1</sup>	1.238	8,1%		1.520	11,8%		282	+22,7%
Non-Recourse FINANCIAL DEBT <sup>1</sup>	4.201	27,5%		2.872	22,2%		(1.329)	(31,6%)
TOTAL FINANCIAL DEBT <sup>1</sup>	5.440	35,6%		4.392	34,0%		(1.047)	(19,3%)
Long-Term	4.723	30,9%		3.777	29,2%		(946)	(20,0%)
Short-Term	716	4,7%		615	4,8%		(101)	(14,1%)
LIABILITIES HELD FOR SALE	567	3,7%		220	1,7%		(347)	(61,2%)
Prepayments & Advanced Certifications	476	3,1%	1,3	462	3,6%	1,4	(15)	(3,1%)
Trade Creditors & Other Accounts Payable	1.337	8,7%	3,7	1.424	11,0%	4,4	88	+6,5%
Other Current Liabilities	797	5,2%	2,2	702	5,4%	2,2	(95)	(11,9%)
CURRENT LIABILITIES excl. Bank Debtt	2.610	17,1%	7,2	2.588	20,0%	8,0	(22)	(0,8%)
TOTAL LIABILITIES	15.289	100%	42,3	12.92	100%	40,1	(2.369)	(15,5%)
Net Financial Debt (including Bonds)	4.007	26,2%	11,1	2.911	. 22,5%	9,0	(1.096)	(27,4%)
1 Includes Bank Deht + Bonds								

<sup>1.</sup> Includes Bank Debt + Bonds



#### Indebtedness as of 31-Dec-2016

	20	15		2016 REPORTED		Var. 2016-15		1H2O17 <sup>1</sup> ASSET ROTATION		2016 PROFORMA	
	€Mn	x EBITDA	€Mn	x EBITDA	€Mn	%		€Mn		€ Mn	x EBITDA
Gross Recourse Debt	1.238,3	x 4,1	1.519,9	x 7,5	+281,6	+22,7%		(376,0)		1.143,9	x 5,6
(-) Liquidity (Recourse)	(858,9)		(771,5)		(87,4)			_		(771,5)	
NET RECOURSE DEBT	379,4	x 1,3	748,4	x 3,7	+369,0	+97,3%		(376,0)		372,4	x 1,8
Gross Non-Recourse Debt  (-) Liquidity (Non-Recourse)	4.201,2	x 5,0	2.872,4	x 3,5	(1.328,8)	(31,6%)	_			2.872,4	x 3,6
NET NON-RECOURSE DEBT	3.627,6	x 4,3	2.162,5	x 2,7	(1.465,1)	(40,4%)				2.162,5	x 2,7
Total Gross Debt  (-) Total Liquidity	5.439,5 (1.432,5)	x 5,6	4.392,3 (1.481,4)	x 5,9	(1.047,2)	(19,3%)		(376,0)	,	4.016,3 (1.481,4)	x 5,3
TOTAL NET DEBT	4.007,0	x 4,1	2.910,9	x 3,9	(1.096,1)	(27,4%)		(376,0)		2.534,9	x 3,3

<sup>1 1</sup>H2017 Asset Rotation €376m includes, €57m Abertis, €190m Mayakoba, €79m Canalejas and €50m ZPSV. Note. EBITDA excluding one-off losses in all cases.



#### **Key Magnitudes**

	0045	2016	Var. 2016-2015		2016
	2015	NORMALIZED	€ Mn % real	Adjustments	REPORTED
	€ Mn % Sales	€ Mn % Sales	78 184	€ Mn	€ Mn % Sales
SALES	3,248.2 100%	2,928.4 100%	(319.8) (9.8%)	(154.8)	2,773.6 100%
EBITDA	150.0 4.6%	(43.9) (1.5%)	(193.9) (129.3%)	(476.0)	(519.9) (18.7%)
EBIT	(55.4) (1.7%)	(142.1) (4.9%)	(86.7) 156.5%	(476.0)	(618.1) (22.3%)

- Construction figures impacted by significant one-off to reset the exposure and the risk associated to Legacy Projects
- Important agreements on Marmaray & CHUM to cap the potential cash outflow in the coming years
- €2,310m of projects awarded in 2016 in our Home Markets
- 26% of total orderbook related to our concessions business
- €210m positive cash flow generation at project level



#### **Legacy Projects**

Awarded	Project	<b>Contract Size</b>	2016 % of Completion
Feb 2011	Kuwait Viaduct	€341m	81.3%
Feb 2006	Annaba	€245m	82.9%
May 2013	Harris County	€132m	64.7%
Apr 2014	K2K	€59m	68.1%
Oct 2008	Gibraltar Airport	€17m	9.2%
Aug 2004	Santiago Hospital	€112m	100.0%
Mar 2009	Red Vial 4	€333m	76.1%
Jan 2006	Argel Rocade	€304m	100.0%
Jun 2011	Gdansk	€244m	100.0%
Sep 2013	Santiago Subway	€142m	77.6%
Nov 2010	Quimbo Dam	€126m	100.0%
May 2010	Water Siphons	€126m	100.0%
Jun 2013	Doha Subway	€99m	100.0%
Jan 2011	Toronto Subway	€158m	100.0%
2007-2013	Others Spain	€496m	100.0%
	16 Other Legacy Projects	€2,934m	
Jan 2008	Sidra Hospital	€1,160m	100%
Oct 2011	Marmaray	€807m	44.1%
Mar 2011	CHUM Hospital	€743m	80%
	3 Special Legacy Projects	€2,710m	

- Potential impact from Legacy Projects has been clearly identified and constrained
- Significant one-off effort to recognize upfront potential losses and provision problematic projects to avoid further adjustments in the future
- Back-to-back agreements with local companies to transfer the responsibility and reduce the potential impact (Legacy Projects account for only 6.2% of total backlog)<sup>2</sup>
- Expected negative cash impact of €165m in the next 2 years. Positive cash generation of €284m in 2019

#### CANCELLATION OF LEGACY RECEIVABLES<sup>2</sup>

		V-000000		•
€m	2014	2015	2016	YoY Growth
Claims in OEPC	964	664	425	(35.3%)
Provisions	(464)	(323)	(205)	
Net value of claims	500	341	220	(34.1%)

<sup>1. 11.4%</sup> excluding back to back subcontracting in Marmaray.

<sup>2.</sup> Includes claims and provisions related to legacy works pending to be certified.



#### 2016 Awards

#### 2016 MAIN AWARDS

Country	ProjectName	Amount
	I-405 <sup>1</sup>	€671m
4	Hospital del Curicó	€229m
	Owen's Lake Dust	€196m
O	Evitamiento de Chimbote	€117m
	Ellis CO. IH 35E	€116m
4	Camino Nogales Puchuncavi	€115m
<b>(</b>	Widening of 40th Street to SR-836	€101m
O	Elevación presa Atamina	€73m
	Travis Ct IH35 Widening	€71m
4	Tranque Talabre	€71m
0	Puerto Bilbao	€63m

<sup>1.</sup> Awarded in January 2017.

#### I-405 PROJECT

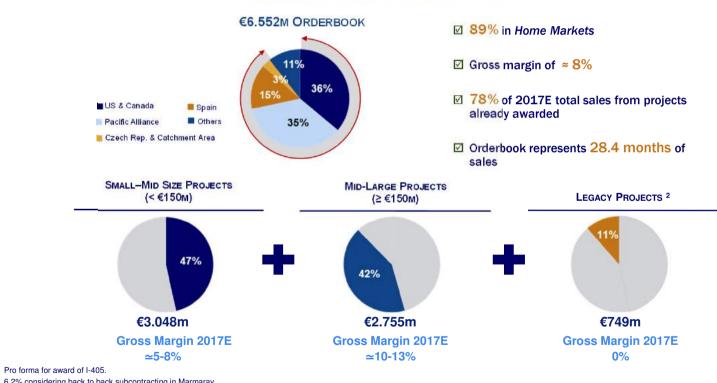


- Awarded in February 2017 to the JV led by OHL (60%) with Astaldi (40%)
- Improvement of one of the most congested freeways in Orange County, California
- The design-build project will improve 25.7 kilometres



#### Orderbook as of 31-Dec-16

#### WELL-BALANCED & HEALTHY ORDERBOOK<sup>1</sup>



<sup>6.2%</sup> considering back to back subcontracting in Marmaray



#### **Activities | Concessions**

#### **Key Magnitudes**



SALES	
EBITDA	
EBIT	

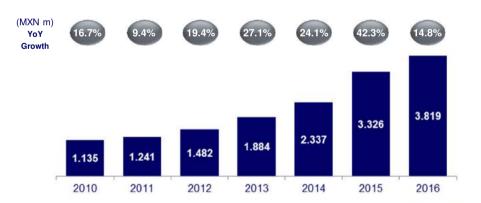
444.9	100%
819.8	184.3%
775.0	174.2%

520.3	100%
799.2	153.6%
728.0	139.9%

75.4	16.9%
(20.6)	(2.5%)
(47.0)	(6.1%)

- Total EBITDA mainly impacted by FX (+12.8% assuming constant exchange rate)
- Active asset rotation policy supported by Abertis, MLO and Conmex disposals

#### STRONG GROWTH OF CASH EBITDA IN OHL MEXICO



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#### STRONG TRAFFIC PERFORMANCE

		YoY	Growth
	Km	2015	2016
Mexico 1			1
Amozoc-Perote	123	12.1%	7.8%
Concesionaria Mexiquense	155	12.8%	5.6%
Viaducto Bicentenario	32	10.1%	2.4%
Autopista Urbana Norte	9	14.3%	6.9%
Spain 💢			i
Euroglosa M-45	8	6.4%	5.4%
Autovia de Aragón	56	4.0%	2.8%
Peru			1
Autopista del Norte	390	5.4%	35.3%



#### **Activities | Concessions**

#### **Concessions Portfolio**

#### YOUNG TOLL ROADS PORTFOLIO

#### Remaining years of the OHL Concesiones portfolio (Years as of Dec-2016) Toll Roads Remaining Average life: 29 years Amozoc - Perote (13) 1-1 Toluca (11) Conmex (14) Puerto Alicante (14) Poetas Urbana Norte Terminal Tenerife Autopista Norte ■ Viaducto Bicentenario Euroglosa M-45 (18) Autovia Aragon (9) 10 Atizapán - Atlacomulco Viaducto Puebla A. Vespucio Oriente Puente Industrial Rio Magdalena Nogales-Puchuncavi Puerto Valparaiso Process in place to incorporate new partners Years Completed Brownfield Projects Greenfield Projects

#### **DIVERSIFIED INVESTMENTS**

(As of Dec-2016)	# of Investments	Equity Invested (€m)	
💢 Spain¹	4 /A\ 1	190.2	
Chile	4 /A 🏚	114.3	
Peru	1 🗥	73.2	
Colombia	1 🗥	50.5	
Total	10	428.2	

<sup>1</sup> Not including Eje Aeropuerto, Cemonasa and MLO

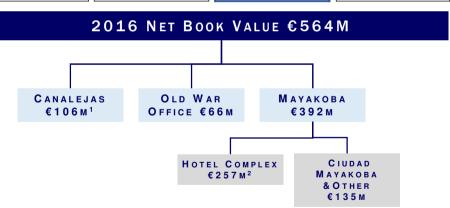


#### **Activities | Developments**

#### **Key Magnitudes**

2015		2016 REPORTED		Var. 2016-2015	
€Mn	% Sales	€ Mn	% Sales	€Mn	% real

SALES	124.5	100%	130,7	100%	6,2	5,0%
EBITDA	7.7	6.2%	28,4	21,7%	20,7	268,8%
EBIT	(3.4)	(2.7%)	16,0	12,2%	19,4	(570,6%)





- Work's final license obtained and full structural works concluded
- Agreement with four Seasons to operate the hotel in place
- Commercial activity around Shopping center and residences kick off
- Partial asset rotation. Agreement to sale a 17.5% stake for a total amount of €79 million



- Planning Application before Westminster City Council & English Heritage -needed for obtaining the works license- approved in February including
  - Dimension specifications (height/depth)
  - Works planning
- Permission for hotel and residential uses been granted



 RLH Properties has agreed to acquire a majority stake in the Mayakoba Hotel Complex for a total consideration of €190m

- 1 Value for 35% stake. Value of remaining stake after disposals in 2017 of €66m.
- 2 Value for 100% of assets rotated. Value of remaining stake after completing disposals in 2017of €75m.



#### **Activities | Industrial**

#### **Key Magnitudes**

EBITDA EBIT

	20	15
	€Mn	% Sales
SALES	352.1	100%

352.1	100%
(20.8)	(5.9%)
(39.0)	(11.1%)



243.6	100%	
(43.3)	(17.8%)	
(61.9)	(25.4%)	

Var. 2016-2015			
€Mn	% real		

(108.5)	(30.8%)
(22.5)	108.2%
(22.9)	58.7%



-	243.6	100%
(44.0)	(87.3)	(35.8%)
(44.0)	(105.9)	(43.5%)

- New project awarded in Colombia, construction of a cement plant worth €218m
- EBITDA impacted by €44m of non-recurrent loss recognition
- Restructuring plan to be executed over the next 2 years
- Total awards in 2016 of €457m

AWARD FOR THE CONSTRUCTION OF A CEMENT PLANT IN COLOMBIA







- Awarded by Ecocementos (JV between Corona and Cementos Molins)
- Total consideration of €218m
- EPC Project
- Production capacity of 3,150 tons per day

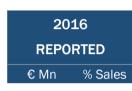


#### **Activities | Services**

#### **Key Magnitudes**

20	15
€Mn	% Sales

199.2	100%
10.3	5.2%
7.6	3.8%



Var. 2016-2015	
€ Mn	% real

%
6
6

(4.8)	(2.4%)
(7.8)	(75.7%)
(5.7)	(75.0%)

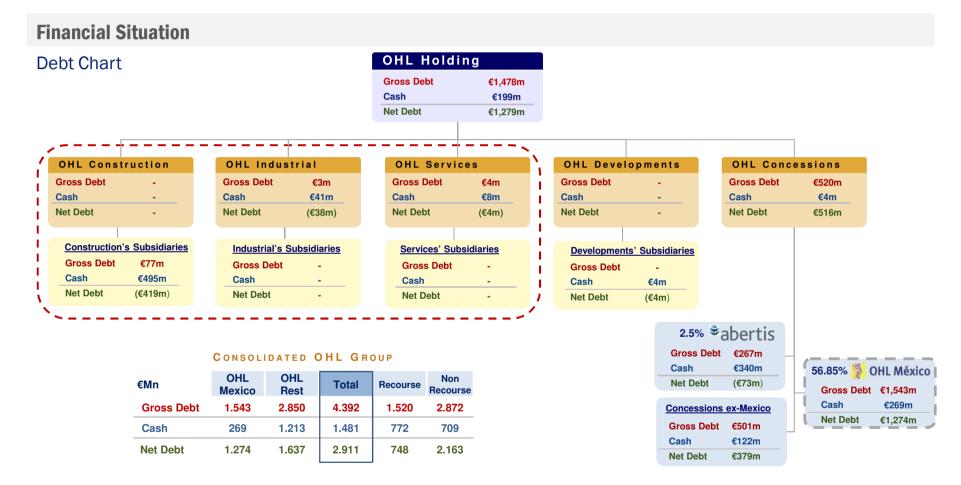
■ Awarded contracts worth over €100m in Spain

SALES EBITDA EBIT

- Entry into the facilities management market in Chile
- Impacted by Sacova deconsolidation, like-for-like sales growing 11.3%
- Strong competitive environment in the sector
- Preference for facility maintenance vs. cleaning services







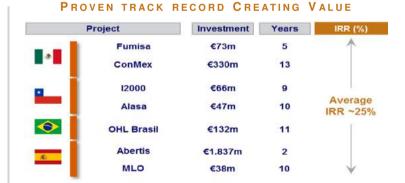
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#### Strong commitment with our Asset Rotation Policy

NET CAPITAL GAINS	STATUS	Sources <sup>1</sup>		Uses	
€276m	Closed	11.4% Stake in Abertis	€1.329m	Non Recourse Debt Reduction	€1.130m
€41m	Closed	Metro Ligero Oeste	€101m	Recourse Debt Reduction	€910m
€13m	Closed	Construction Concessions	€160m	Equity for New Concessions	€199m
n.a.	Closed	2.5% Stake in Abertis	€330m		
€17m	51% Closed	Stake in Mayakoba	€190m		
€29m	Closed	Stake in Canalejas	€79m		
€5m	BO 2017 <sup>2</sup>	ZPSV	€50m		
Total €381m	Total Sources		€2.239m	Total Uses	€2.239m

- Management team fully committed and aligned with the asset rotation policy defined by the new Chairman and CEO
  - Rotation of mature assets is part of the ordinary business
- Total disposals account for €2,239m having been allocated to reduce consolidated debt and funding new projects at Consessions division
- Full disposal of Abertis stake having eliminated the risk of margin calls
- €910m of net proceeds used to reduce recourse net debt
- Significant net capital gains of €381m (€330m closed in 2016)
- 1 Net proceeds
- 2 Binding Offer received in February 2017





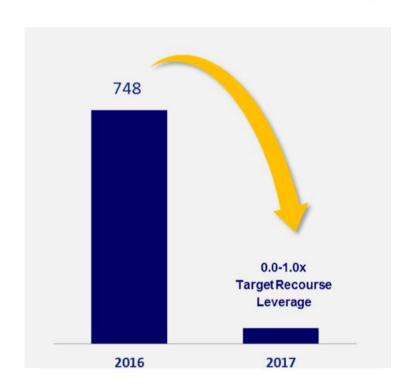
#### Strong support from Key Relationship Banks

# New agreement with key relationship banks... #747m Syndicated Agreement with Credit Line: €190m Guarantees: €465m Confirming: €92m \*\*CaixaBank Popular Santander Credit Line: €190m Guarantees: €465m Confirming: €92m \*\*CaixaBank Popular Santander Financial Advisor





Firm commitment to reduce net recourse debt by year end 2017 to <1x



Asset	Stake	Net Proceeds	Status
*abertis	2,5%	c. €57m	Closed
CANALEJAS	17,5%	c. €79m	Closed
mayakoba	80% / 51%	c. €190m	51% Closed
ŽPSV OHL GROUP	100%	c. 50m	Binding offer received
AUTOVIA A-2	75%	c. €51m	Binding offer received
OHL Concesiones	49% at project level	c. €116m	NBOs received 🗸



#### **Cost Restructuring Process**



LAYOFF PROCEDURES	OHL SA	OHL Ind.	Total
# Staff	335	122	457
Cost €m	28,6	5,6	34,2
Est. Annual Cost Savings €m	27,2	11,3	38,4



Rating improvements & Market Price recovery remain Key Priorities

#### RECENT MARKET PERFORMANCE Aug 3 Moody's Downgrade to B3 Nov 16 Moody's Downgrade to Caa1 Nov 28 Fitch Downgrade to B+ Feb 28 FY2016 Results 150 130 110 90 70 50 ago-16 jul-16 oct-16 nov-16 ene-17 mar-17 abr-17 Rebased to 100 -2020 Bond -Share Price SHARE PERFORMANCE 2020 BOND PERFORMANCE May 4, 2017 May 4, 2017 Jul 1, 2016 Jul 1, 2016 €3.3 Minimum August 3, 2016 Minimum August 5, 2016

Annual General Meeting 2017

- Negative share price performance and bond trading levels in 2016 given the uncertainty around the construction division and leverage situation
- Strong and clear commitment from new Chairman and CEO to address market concerns having a strong focus on leverage reduction
- Market has positively perceived the effort made and the success of our disposal program but we still need to recover the confidence from our rating agencies



Key levers to restore Rating Agencies confidence

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Construction Business Model	■ 88% in <i>Home Markets</i> to avoid execution risks
Impact from Legacy Projects	■ One-off loss recognition of €625m in 2016 to eliminate future impacts from Legacy Projects
Recourse EBITDA	■ 2017 Average gross margin of 8% in construction business
Organic Cash Flow Generation	■ Strict control and monitoring of our projects to maximize cash conversion
Corporate Cost structure	Cost restructuring at recourse and holding level to improve profitability
Gross Recourse Debt	<ul> <li>Additional €543m disposals of non-core and mature assets to recude corporate debt.</li> <li>Implied reduction of financial costs (i.e. repayment of 2020HY bond in 2017)</li> <li>Minority partners at project level to reduce equity contributions by €141m</li> </ul>

2017E Recourse Leverage at <1x should have a positive impact on rating agencies assessment of OHL and could potentially lead to an upgrade



Complex year having taken tough decisions to guarantee the success for the coming years

	MEASURES	KEY OBJECTIVES	
1	Huge effort to eliminate the risk associated to Legacy Projects	Eliminate uncertainty and market concerns	OK
2	Successful assets rotation policy	Leverage commitment is a real fact	OK
3	New €747m syndicated facility	Visible support from key relationship banks	OK
4	Year End 2017 recourse leverage <1x	Recover confidence from rating agencies	In Process
5	Reduction of Overheads and cost structure	Improvement of our profitability and cash generation	In Process



- 1. Report of the Chairman
- 2. Report of the CEO
- 3. Takeaways
- **4. Resolutions Proposal**







#### The 2020 Strategy Plan is based on 4 Key Pillars

#### Financial sustainability, Profitability & Cash generation

Profitability & Cash generation 01. 02. 03. 04. Focus on Risk HR as the **Digital Home Markets** foundation for management **Transformation** policies and success & IT excellence operational excellence

Profitability and risk management are prioritized over growth



### OHL Group expects to reach Sales of €5bn & €6.4bn in 2017 and 2018 respectively, together with an EBITDA margin of 20% in 2017 and 19% in 2018





Sustainable & profitable Business Model with limited future investment effort

Recourse leverage ≤1x Recourse EBITDA by end of 2017

Prioritizing profitability & risk management over growth



- 1. Report of the Chairman
- 2. Report of the CEO
- 3. Takeaways
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#### **Resolutions Proposal**

FIRST	Approval the individual annual accounts and Management Report for financial year 2016 of Obrascón Huarte Lain S.A., and of its Consolidated Group.
SECOND	Approval the proposal for the allocation of the profit of year 2016
THIRD	Approval the management of the company by the Board of Directors in year 2016.
FOURTH	Re-election of the Auditors of the Company and of its Consolidated Group
FIFTH	Ratify the Directors appointed by co-option by the Board 5.1) Mr. Manuel Garrido Ruano 5.2) Mr. Juan Antonio Santamera Sánchez 5.3) Mr. Juan Jose Nieto Bueso 5.4) Mr. Ignacio Moreno Martínez
SIXTH	Report on the use made by the Board of Directors of the power delegated to it by the Shareholders' Meeting to issue simple bonds or debentures
SEVENTH	Annual Report on remuneration of Directors for year 2016
EIGHTH	Approval the Remuneration Policy for Directors
NINTH	Amendment to art.23 of the Corporate Statutes
TENTH	Report on the amendments to the Regulations of the Board of Directors approved by the Board
ELEVENTH	Delegation of powers
TWELFTH	Reading and approval of the minutes of the Shareholders' Meeting



#### **Disclaimer**

Any declaration made in this presentation that may differ from previous past figures made in reference to, but not limited to; the operational development, business strategies and future goals, are to be interpreted only as future estimates, and as such, they imply known and unknown risks, uncertainties and other factors that could cause OHL's results, behavior and achievements, or the results and conditions of its activities, to be substantially different to those and to its future estimates.

This presentation and the future estimations contained here within, are given on this date and OHL expressly declines from any obligation or compromise to give any update or revision of the information contained here within, any change in its expectations or modification in the facts, conditions and circumstances in which these future estimates were founded.

