



November 2015

Corporate Presentation  
Investor Relations

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- This document contains financial information which has been audited and prepared in accordance with International Financial Reporting Standards (IFRS).

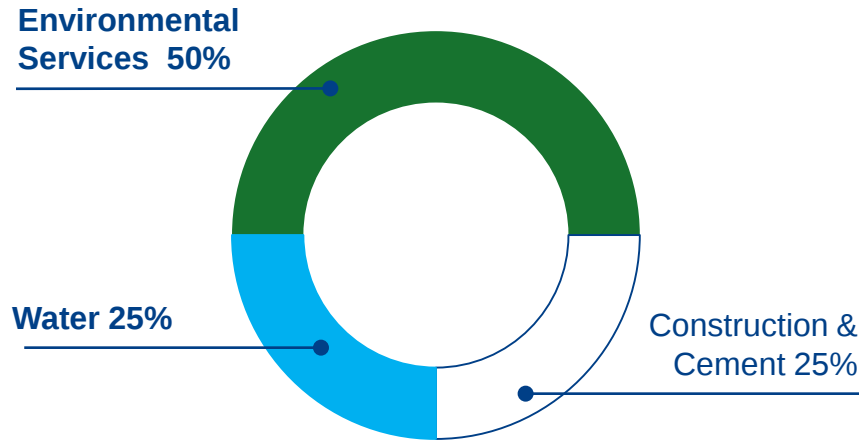
## FCC Group

- 1.1 Diversified and balanced business model*
- 1.2 Leading position across Business Areas*
- 1.3 Differentiated service offerings*
- 1.4 Strong growth fundamentals*

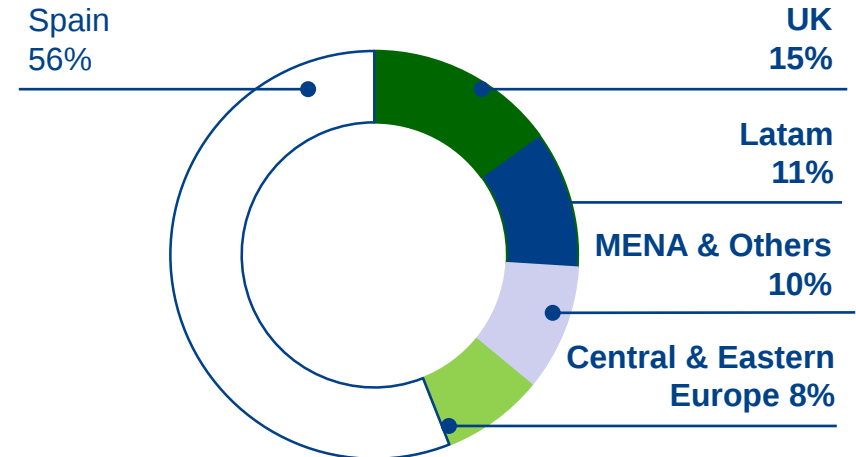
- **Leading Group in Environmental Services, Water and Infrastructure development**
- **€ 6.3 Bn revenues and  
€ 804 Mn EBITDA in 2014**
- **Over 57.000 employees**
- **Operating in over 25 countries / 44% of  
revenues come from international markets**
- **Differentiated service offerings**
- **High income visibility**



2014 EBITDA by Business Area



2014 Revenues by Geographic Area



- **Balanced business model combining long-term, recurring activities of Environmental Services and Water with cyclical exposure of the Construction and Cement divisions**
- **Operating in more than 25 countries and increasing exposure to attractive international markets by leveraging Environmental Services and Water platforms and selectively pursuing opportunities in international infrastructure development**
- **Diversified platform of customers with limited client concentration**

## Long-standing leadership positions across Business Areas with over 100 years of history

### Environmental Services:

- #1 in Spain <sup>(1)</sup>
- Among top 5 providers of waste disposal services in the UK <sup>(1)</sup>
- #1 in integrated waste management services in Central and Eastern Europe <sup>(1)</sup>

### Water:

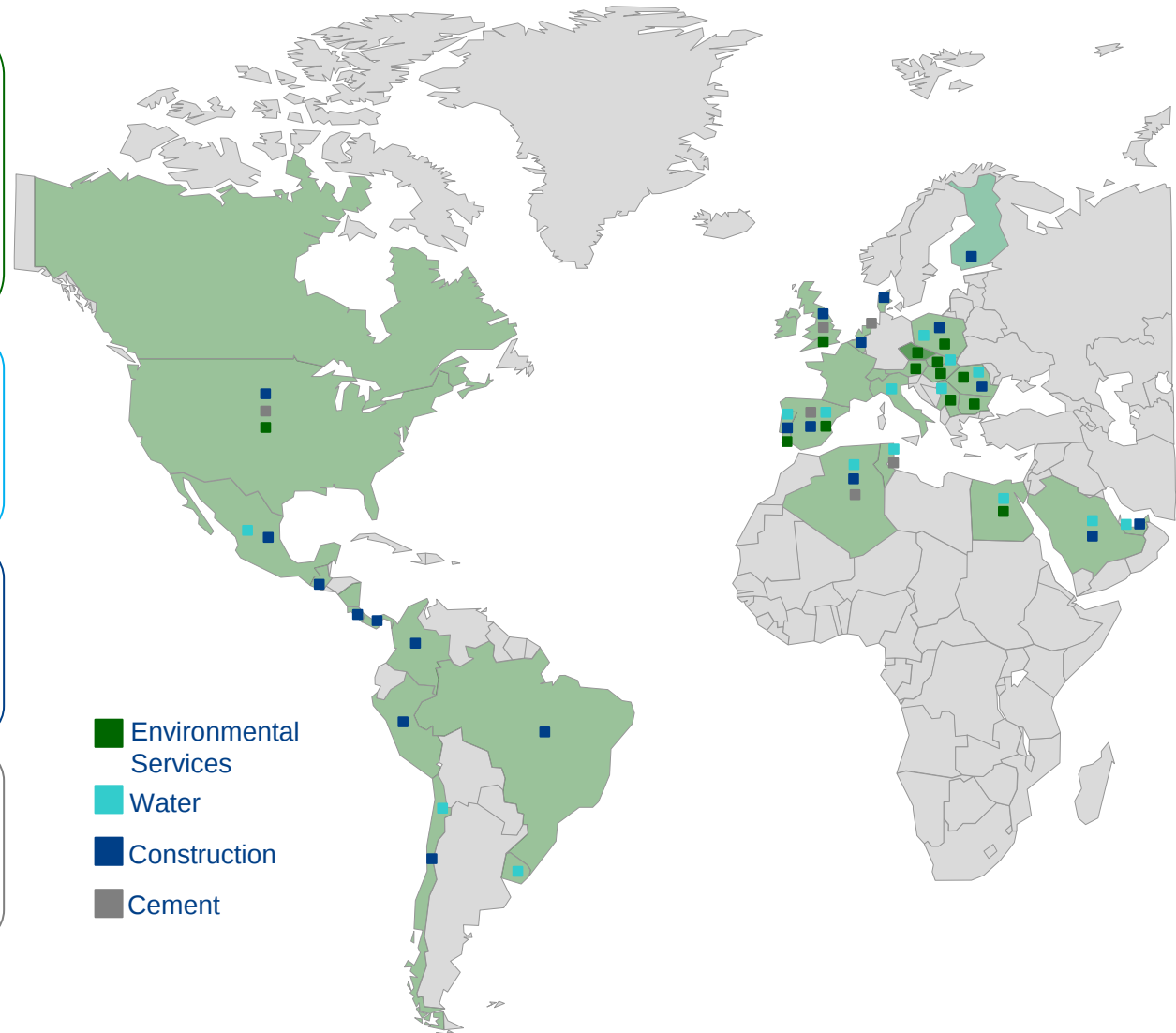
- #2 in Spain <sup>(2)</sup>
- #3 in Europe <sup>(2) (3)</sup>
- #6 in the world <sup>(2) (3)</sup>

### Construction:

- #1 in Spain <sup>(1) (4)</sup>
- Among top 15 construction companies in the world <sup>(1) (4)</sup>

### Cement:

- #1 cement producer in Spain <sup>(1)</sup>
- Significant presence on the East Coast of the US and in Tunisia



(1) By revenue

(2) By population served

(3) Source: 2013 GWI ranking

(4) Source: The Engineering News Record Report

## First-class technological expertise



- Proprietary technology for refuse collection and street cleaning



- Specialized technology for integrated waste and water management services



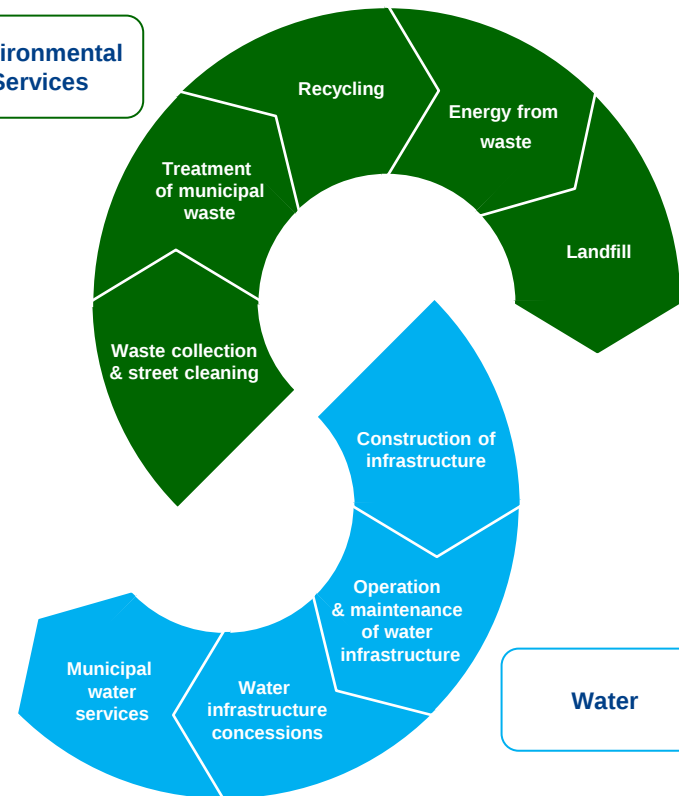
- Innovative processes for high speed rails, tunnelling and undergrounds



- Specialist bridge and ports engineering expertise

## Integrated service offerings across the value chain

### Environmental Services



### Water

- First-class technological expertise, differentiated value-added products and integrated service offerings across all areas of operation

## Our incumbent position enhances our ability to benefit from the strong fundamentals of our core business areas

### Environmental Services

- Positive long-term outlook due to regulatory developments and environmental considerations
  - EU Waste Framework Directive requires member states to recycle at least 50% of their municipal solid waste by 2020 and 70% by 2030
- New opportunities offered by expected reforms in Spain on recycling, incineration and composting
- Organic international expansion potential, particularly in LatAm, Central Europe and Middle East

### Water

- Positive long-term outlook due to regulatory developments and environmental considerations
- Increase in water consumption, both industrial and residential, expected in Spain with economic recovery
- Municipal Concession business has strong growth potential in Eastern Europe and LatAm

### Construction

- Increasing levels of infrastructure investment in Spain in sectors such as Telecoms, Electricity or Highways in fast-growing cities
- Continued infrastructure gap in emerging markets providing further upside
- Cyclical business unit with potential to benefit from economic recovery

### Cement

- Cement demand recovery in Spain – reached an inflection point, implying potential for future growth
- Ongoing demand recovery in the US market after 2006-2009 consumption decrease
- Stabilization in Tunisia and expectations of higher prices in nearby markets.

## Restructuring completed in 2014

- 2.1 Capital structure enhanced*
- 2.2 New governance structure*
- 2.3 Debt structure and maturity*
- 2.4 Financial profile improved*
- 2.5 Balance sheet cleaning*
- 2.6 Operational improvement on track*
- 2.7 Next steps*



# Capital structure enhanced

20%

Debt redeemed:  
1,100 €Mn

Haircut  
135 €Mn

Capital  
increase:  
1,000 €Mn

Amount

Maturity

Features

FCC syndicated **Tranche B:**  
**900 €Mn**

2018

- Convertible in FCC shares at market price
- PIK: 11% - 16%

CPV:  
**100 €Mn**

2016

- Non recourse
- Interest rate: Euribor + 4% - 4.5%

FCC UK (Environment):  
**100 €Mn**

2018

- Non recourse
- Interest rate: Libor + 2.2% - 4%

Restructuring expenses: 35 €Mn

80%

Debt refinanced:  
4,474 €Mn

Syndicated  
loan:  
3,668 €Mn

FCC syndicated **Tranche A:**  
**3,178 €Mn**

2018

- 5% amortization in 2016 and 2017
- Interest rate: EURIBOR + 3% - 4%

FCC new **Tranche B:**  
**490 €Mn**

2018

- Convertible in FCC shares at market price
- PIK: 5%

Convertible Bond:  
450 €Mn

2020

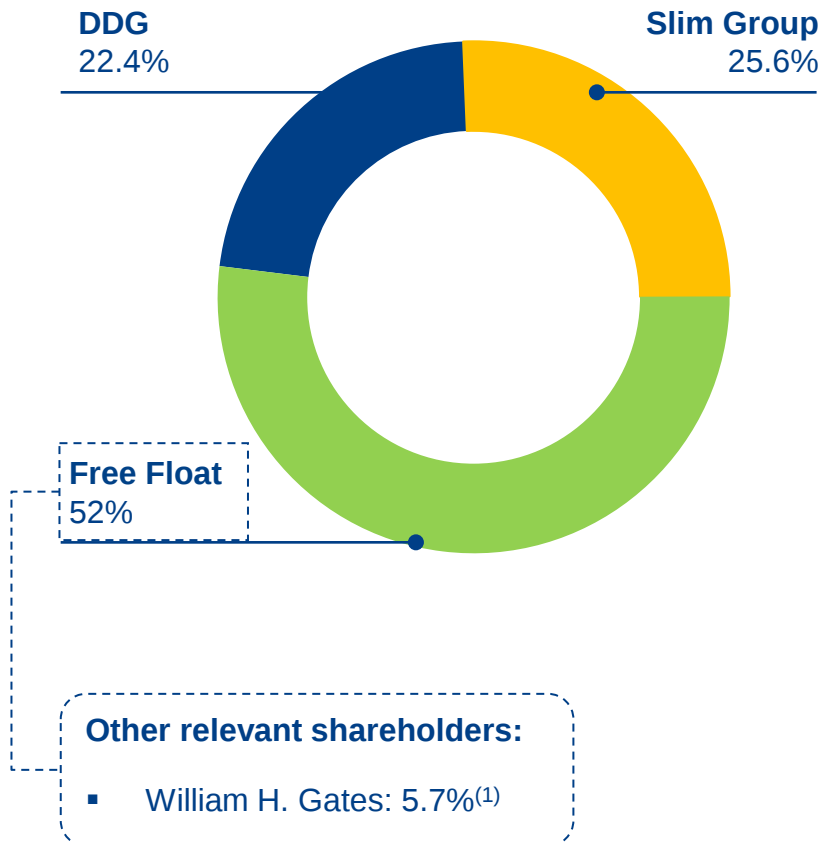
- Conversion price: 22.19 €/share (post rights issue)
- Coupon: 6.5%

FCC UK (Environment):  
356 €Mn

2018

- Non recourse
- Interest rate: Libor + 2.2% - 4%

## Shareholder base post capital increase



## New board composition

### 11 Members <sup>(2)</sup>:

- 4 Appointed by DDG
- 4 Appointed by Slim Group
- 3 Independent members

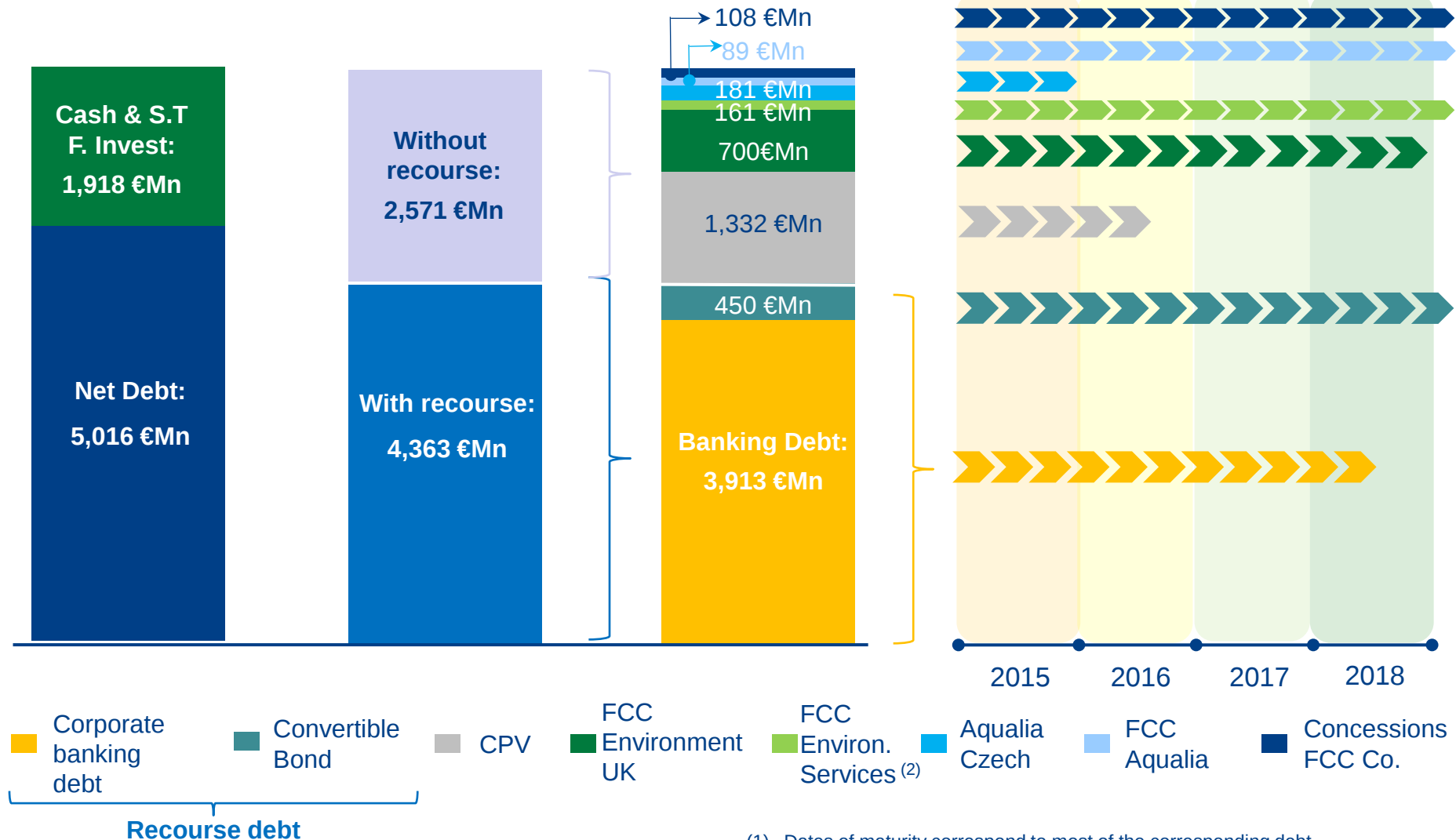
### Audit and Remuneration Board Commissions:

- Chaired by independent members
- Majority of independent members

(1) As of latest communications to the CNMV (Spanish stock market regulator)

(2) New CEO, appointed 18<sup>th</sup> of August, is not a member of the Board

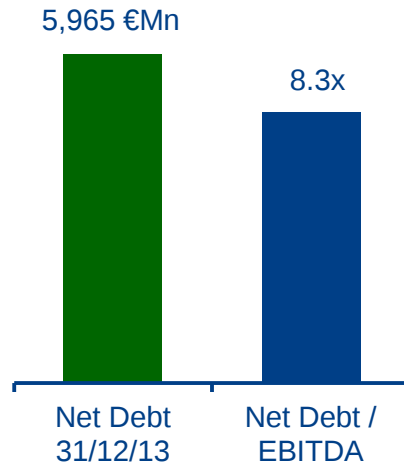
## Gross debt breakdown (Dec. 2014): 6,934 €Mn



(1) Dates of maturity correspond to most of the corresponding debt

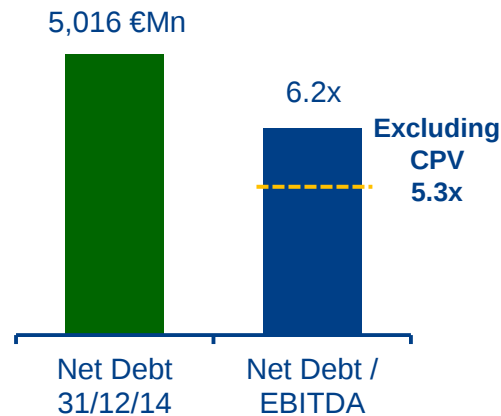
(2) Includes 116€Mn of ASA (Central Europe)

## 2013 Financial leverage

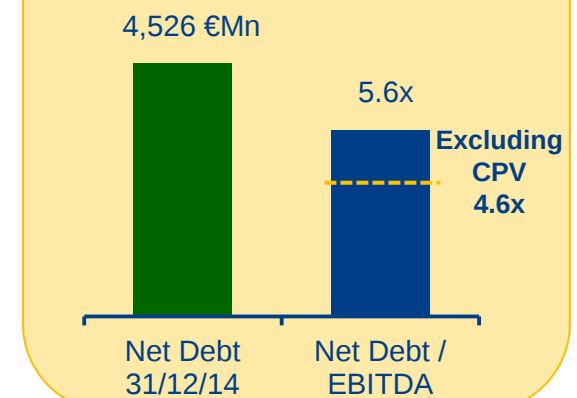


## 2014 Financial leverage

Tranche B considered as debt

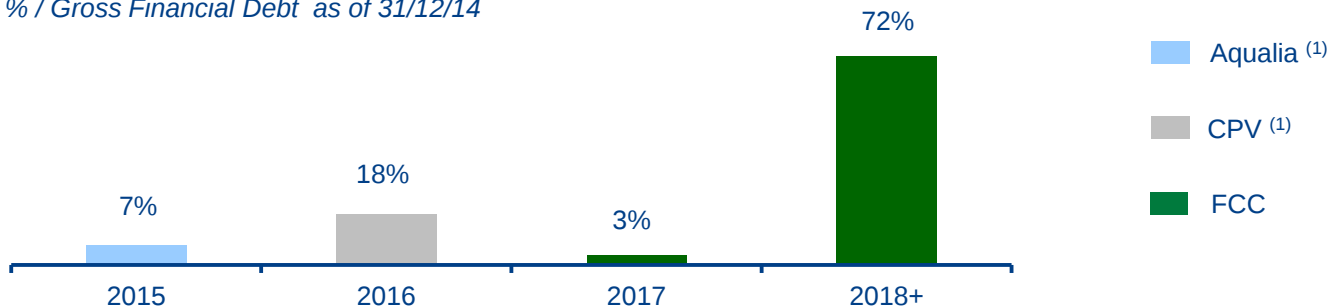


Tranche B considered as equity



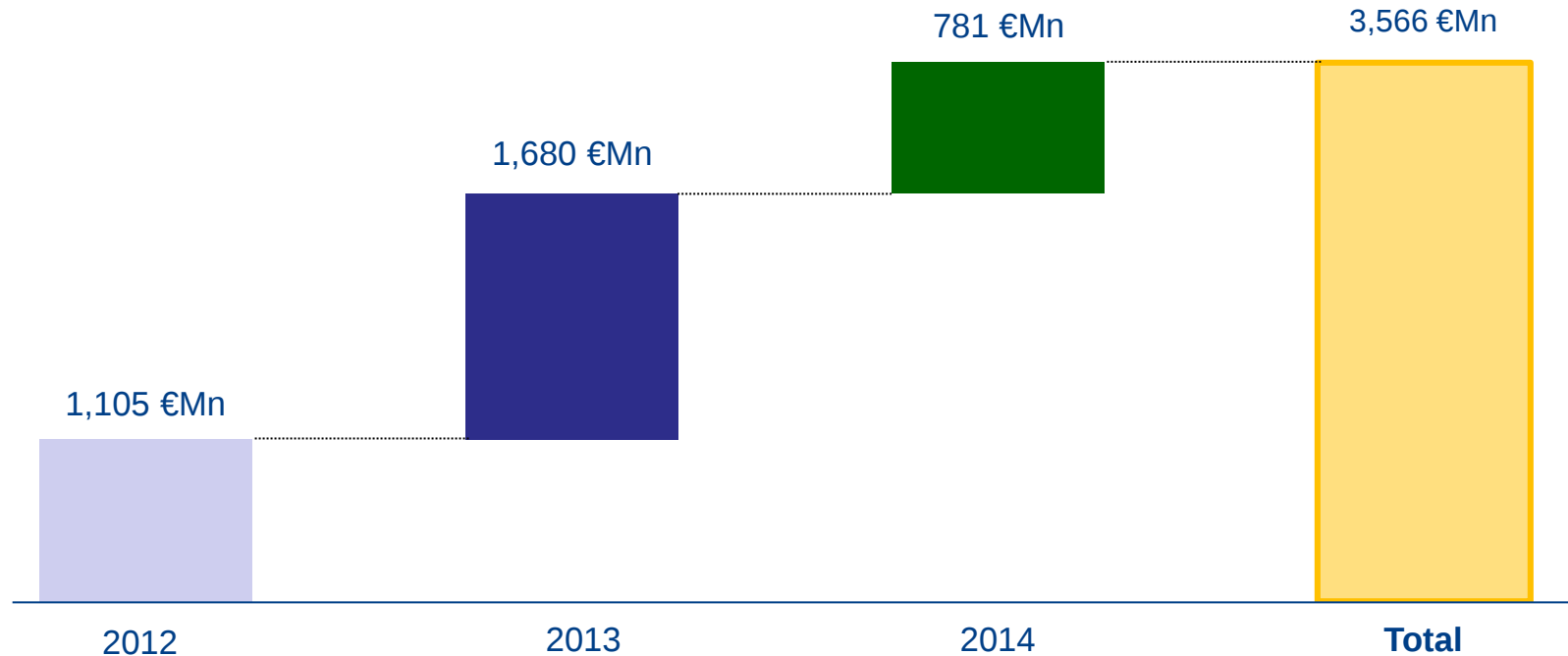
## With no significant short-term debt maturities

% / Gross Financial Debt as of 31/12/14



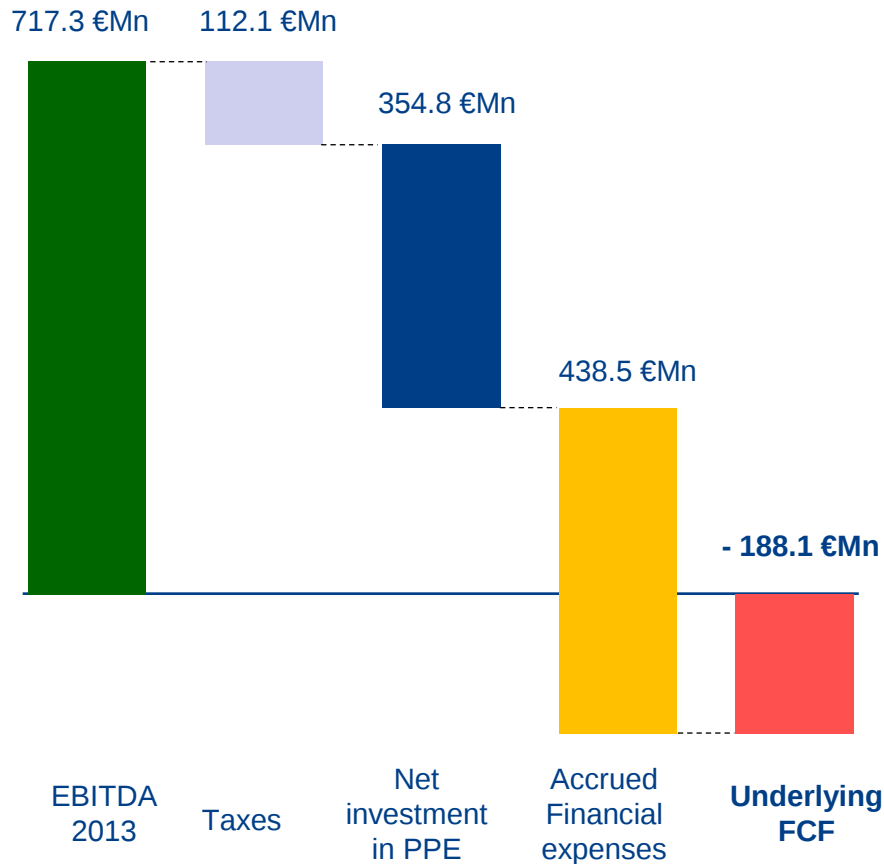
(1) Such subsidiary represents most of the debt with maturity in the corresponding year

## Non-recurrent provisions, impairments and discontinued operations results (2012 – 2014)

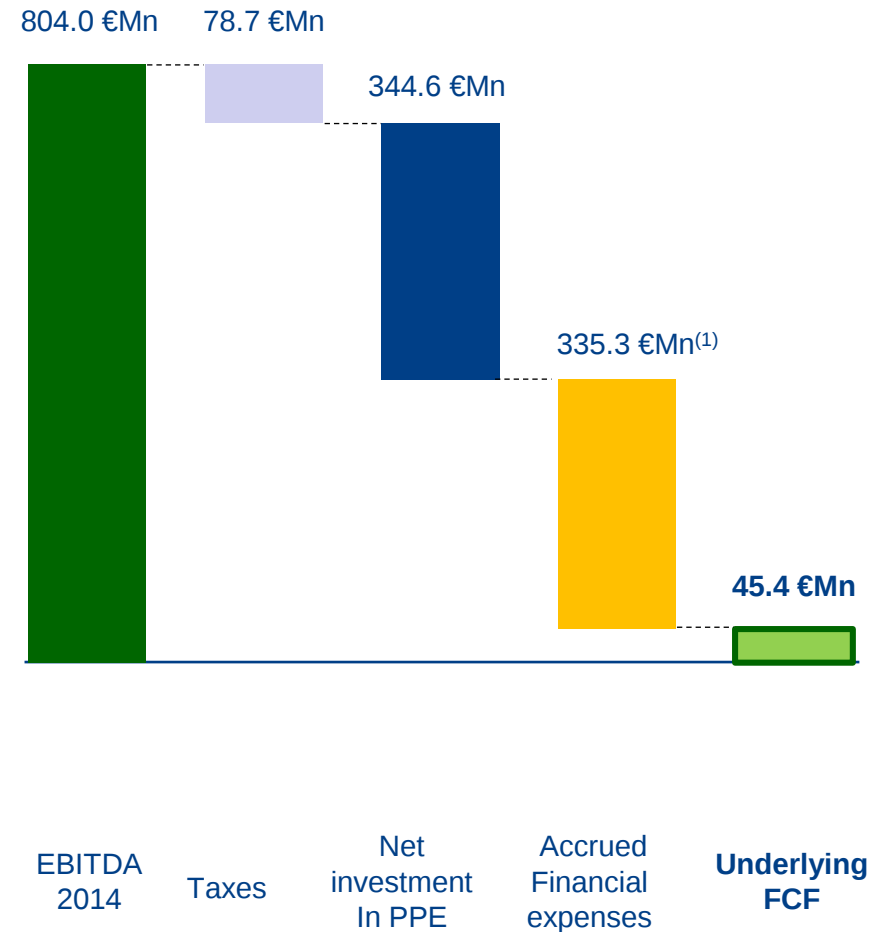


- Balance sheet cleaning completed with 3.5 €Bn adjustments in the last 3 years, equivalent to 25% of FCC Group total assets at 2014 year end
- Groups total Equity has improved in 1 €Bn after December 2014 rights issue

## 2013 underlying cash flow generation



## 2014 underlying cash flow generation



➤ Ongoing recovery of cash flow generation to be prolonged in the future

(1) Excludes 40.5 €Mn PIK from Tranche B

## **Reinforce our position as a global leader in Environmental Services and Water, while maintaining presence in selected highly profitable Infrastructure Development projects**

- Maintain leader position in Environmental Utilities in our mature markets
- Growth in waste management backed on regulatory requirements (recycling & treatment) in mature and new markets while pursuing global opportunities in EfW
- Drive water expansion based on new opportunities in end to end cycle management with related services and EPC. Special focus on LatAm, MENA and Eastern Europe
- Selective presence in specialized projects in the Construction area with priority on cash generation and return vs. size
- Ongoing improvement on operational efficiency, financial optimization and value enhancement of non yielding assets

# Next Steps: Financial optimization

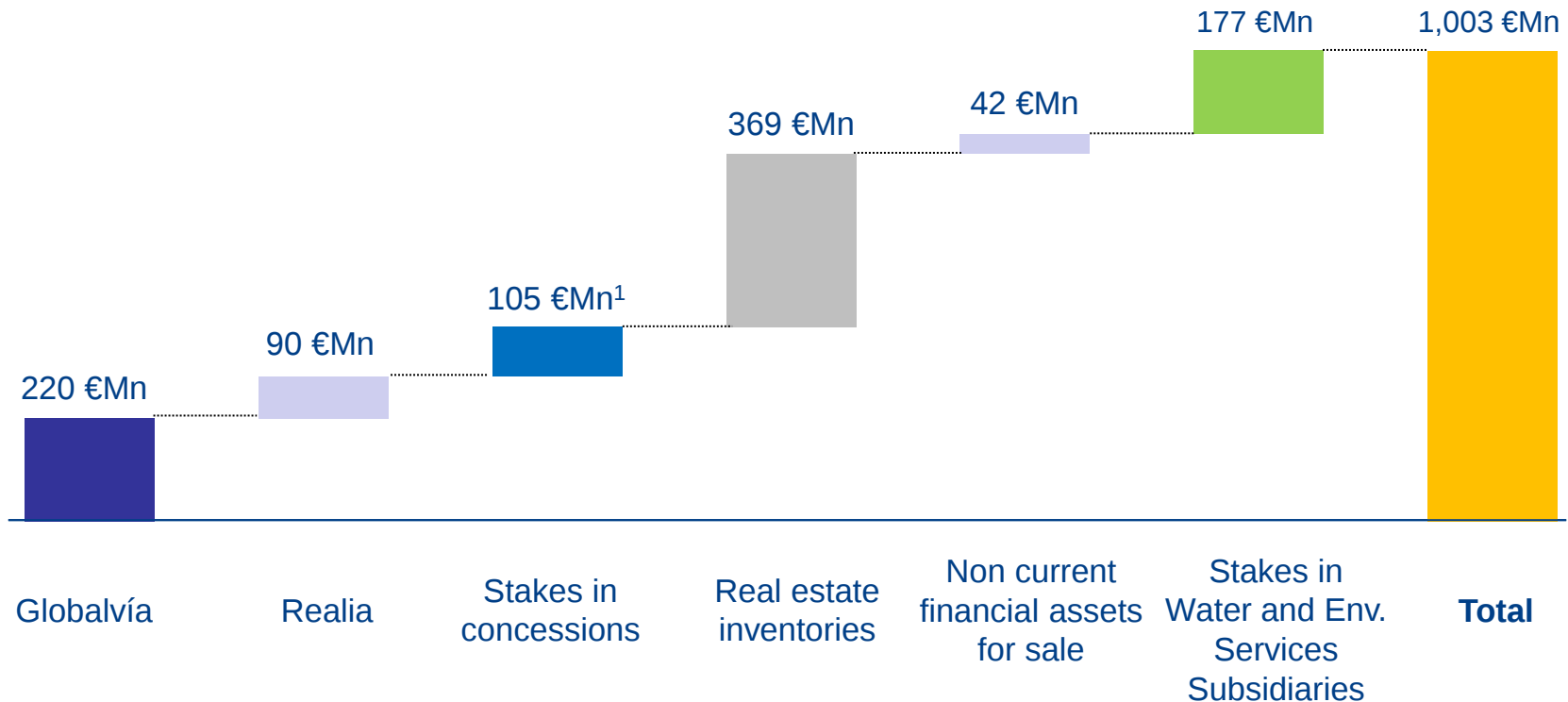
| 75% of gross debt (Dec. 2014) | Amount (Dec. 2014)                                     | Maturity | Features                                                                                                                                                |
|-------------------------------|--------------------------------------------------------|----------|---------------------------------------------------------------------------------------------------------------------------------------------------------|
|                               | FCC syndicated: <b>Tranche A</b><br><b>3,178 €Mn</b>   | 2018     | <ul style="list-style-type: none"> <li>• 5% amortization in 2016 y 2017</li> <li>• Interest rate: Euribor + 3% - 4%</li> </ul>                          |
|                               | FCC syndicated <b>Tranche B:</b><br><b>490 €Mn</b>     | 2018     | <ul style="list-style-type: none"> <li>• Convertible in FCC shares at market price</li> <li>• PIK: 5%</li> </ul>                                        |
|                               | <b>CPV syndicated:</b><br><b>950 €Mn <sup>1</sup></b>  | 2016     | <ul style="list-style-type: none"> <li>• Non recourse to FCC</li> <li>• Interest rate: Euribor + 4.5%</li> </ul>                                        |
|                               | <b>Giant Cement bond:</b><br><b>383 €Mn</b>            | 2018     | <ul style="list-style-type: none"> <li>• Non recourse to CPV</li> <li>• 10% annual coupon + 20% EBITDA at maturity</li> </ul>                           |
|                               | <b>Aqualia Czech syndicated + bond:</b> <b>180 €Mn</b> | 2015     | <ul style="list-style-type: none"> <li>• Non recourse to FCC</li> <li>• Syndicated interest rate: Euribor + 4.25%</li> <li>• Bond coupon: 5%</li> </ul> |

- After strengthening its capital structure during 2014, FCC continues analyzing several options to reduce the financial burden on 75% of gross debt at year end.

(1) In February 2015 CPV reduced the principal of its syndicated facility in 100 €Mn with proceeds from FCC capital increase

# Next Steps: Valuation rise of non yielding assets

## Book value of assets non contributing to EBITDA (Sept. 2015)



- FCC still has close to 1,000 €Mn of fixed assets on its balance sheet at September 2015 which do not contribute to EBITDA

(1) Includes equity investment in Conquense Highway and Coatzacoalcos Tunnel (yet under construction)

## Business Areas

*3.1 Environmental Services*

*3.2 Water*

*3.3 Construction*

*3.4 Cement*

3

## 2014 Revenues by Business Segment



### Urban Waste Mgmt: 96%

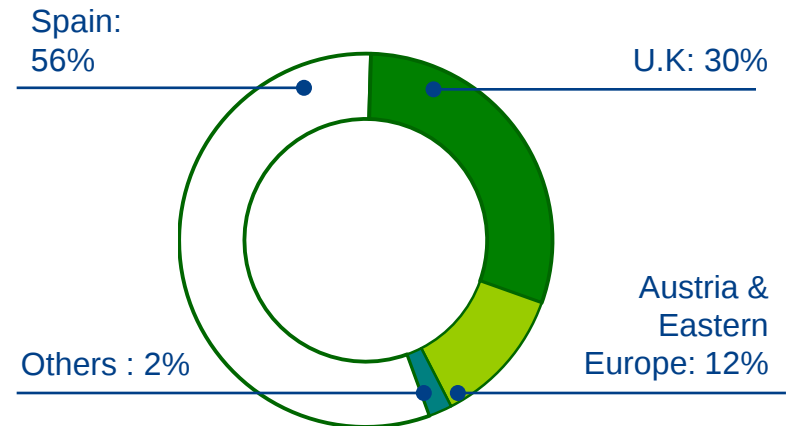
*1<sup>st</sup> in Spain & in integrated waste management services in Central and Eastern Europe*



### Industrial Waste: 4%

*1<sup>st</sup> in Spain and Portugal*

## 2014 Revenues by Geographic Area



## Strengthening the position of Environmental Services in Spain and repositioning the UK business

### Spanish Environmental Services Strengthening of leadership position

- Reinforcement of leadership with new contracts
- Improvements in efficiency by controlling costs and limiting investments
- Take advantage of new opportunities from more stringent recycling regulation

### International Environmental Services Repositioning Business in UK

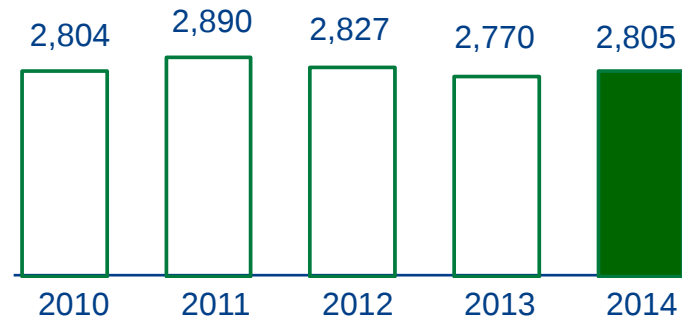
- Boosting of the activity of waste treatment and management services in the UK
- Adjustment of landfill portfolio to current demand
- Explore new markets potential (LatAm and selected markets for EfW)

## Key Highlights

- Leadership positions in all our markets
- Activities with stable margins, low risk and long term contracts
- High barriers to entry: references, technology, capex, specialized personnel and management
- Differential know-how and proprietary technological development
- Capability to offer a full range of environmental services

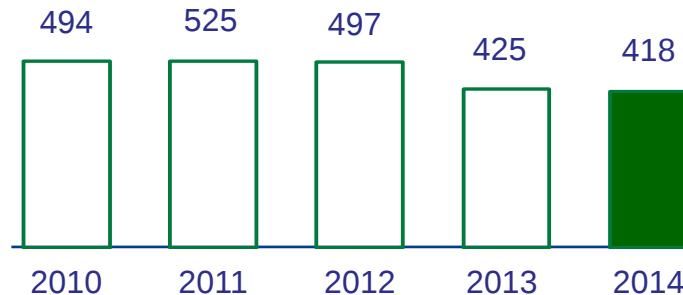
## Revenue & EBITDA performance (€Mn) 2010 – 2014

**5Y CAGR + 0.5%**



**5Y CAGR - 1.2%**

**EBITDA margin** 17.6% 18.2% 17.6% 15.4% 14.9%



## Backlog at 31 Dec. 2014



**4.2 x Annual Revenues**

61% Spain

39% International

## 2014 Revenues by Business Segment



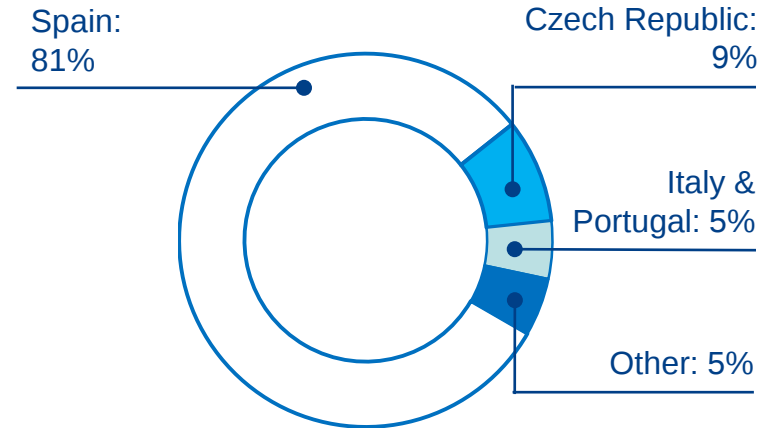
**Water Mgmt & distribution: 92%**

*2<sup>nd</sup> in Spain, 3<sup>rd</sup> in Czech Republic, and 6<sup>th</sup> worldwide*



**Water Infrastructure: 8%**

## 2014 Revenues by Geographic Area



## Reinforcement of FCC Water's leadership and its international expansion

**Spanish Water**  
Reinforcing strong market position

- Increase current market share
- Increase of existing services coverage and rising public outsourcing

**International Water**  
Fostering selective growth

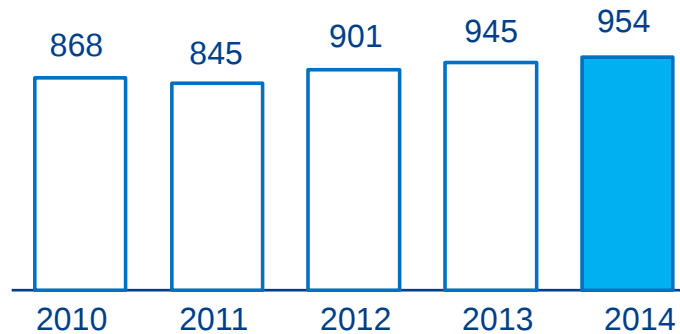
- International expansion through EPC models and the use of proprietary technology in the water cycle management
- Focus on concession business growth (LatAm and Eastern Europe)

## Key Highlights

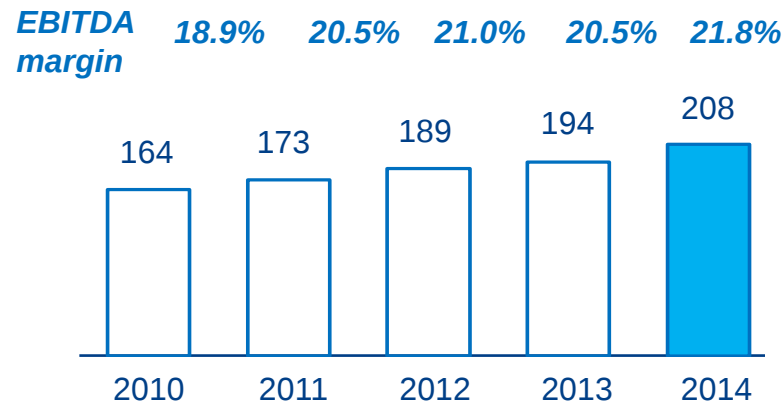
- 2nd player in Water Management & Distribution in Spain, 3rd in Czech Republic and 6th player worldwide
- Strong presence in Spain with 400+ contracts
- Stable and recurrent cash-flow generation
- Comprehensive services across the value chain
- Potential for international growth, particularly in LatAm and MENA

## Revenue & EBITDA performance (€Mn) 2010 – 2014

**5Y CAGR +1.8%**



**5Y CAGR +4.6%**



## Backlog at 31 Dec. 2014



**15.8 x Annual Revenues**

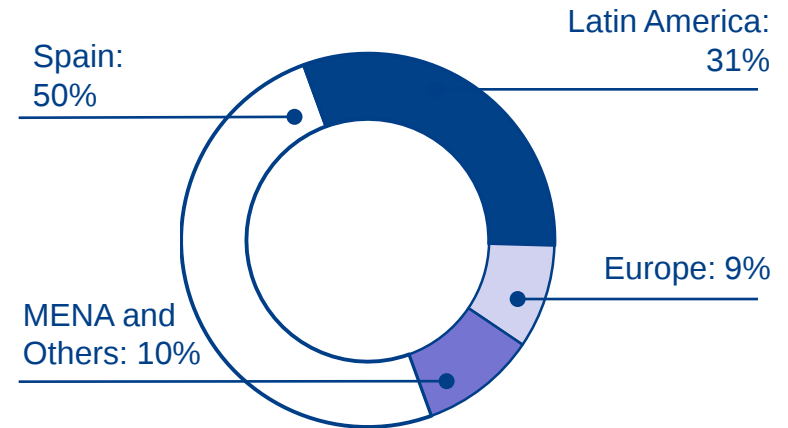
70% Spain

30% International

## 2014 Revenues by Business Segment



## 2014 Revenues by Geographic Area



## Spanish Construction capacity adjustment and bolstering International Construction in selective large projects

### Spanish Construction Capacity adjustment to market situation

- Personnel reduction in progress to adapt to current market conditions
- Downscaling commercial structure and adapting it to the current market situation

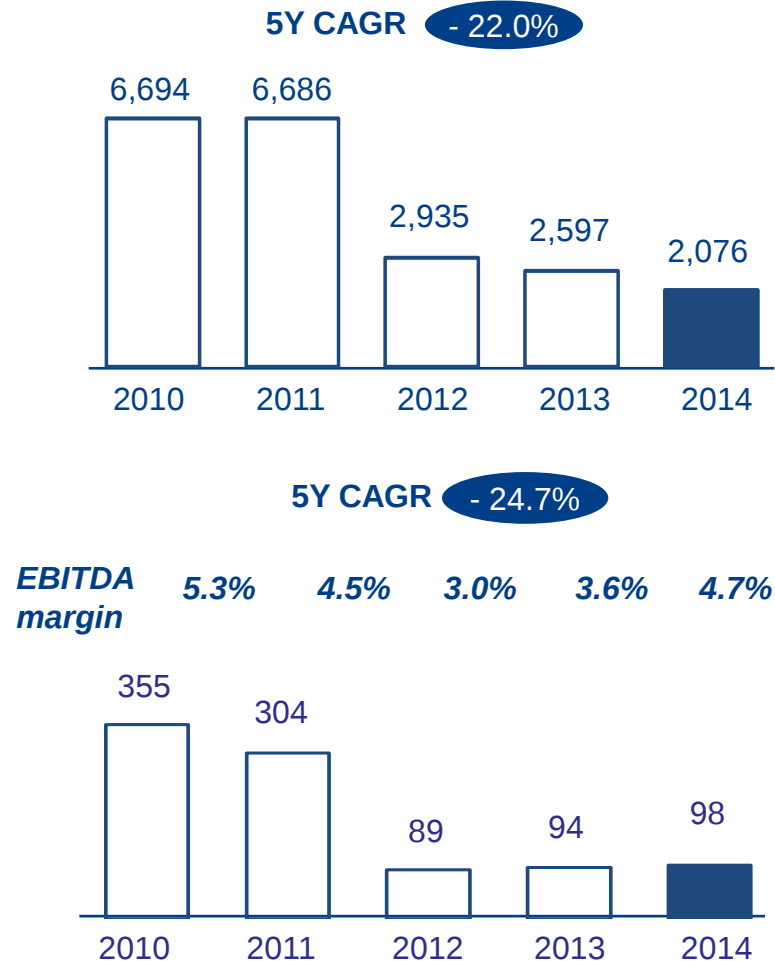
### International Construction Profitability boost based on specific geographies

- Selective projects on specific geographies: Latin America ,MENA
- Industrial business growth in certain Latin American geographies

## Key Highlights

- Largest construction player in Spain, and among the top 15 worldwide by revenue
- Specialized in highly technical projects
- New control system to focus on profitable and attractive projects
- Well positioned to capture future growth upon economic recovery

## Revenue & EBITDA performance <sup>(1)</sup> (€Mn) 2010 – 2014



## Backlog at 31 Dec. 2014



**3.0 x Annual Revenues**

**33% Spain**

**67% International**

(1) Includes Alpine Group until 2011

## 2014 Revenues by Business Segment



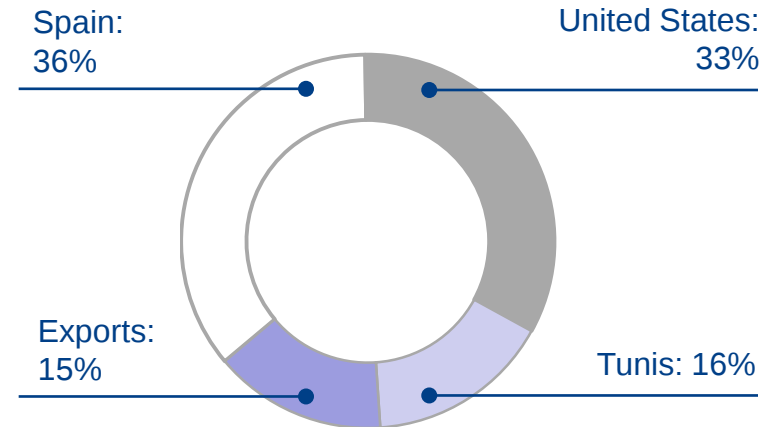
**Cement: 86%**

*2<sup>nd</sup> in Spain and Tunisia, 3<sup>rd</sup> in US East Coast*



**Concrete & other: 14%**

## 2014 Revenues by Geographic Area



**CPV is implementing an adjustment in its means of production, along with the development of drivers to increase efficiency in both Spain and the U.S.**

### Spanish Cement

Adjustment of structure and efficiency improvement

- Adjustment of personnel and structure including periodic closure of industrial plants
- Closure of less profitable business lines: Concrete and others

### International Cement

Development of comprehensive optimization program

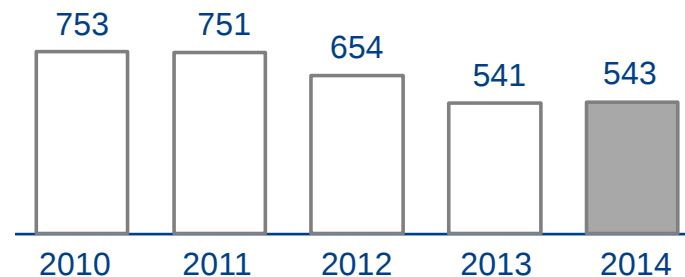
- Variable cost reduction
- Increased plant utilization
- Optimization procurement
- Cancellation of expendable external contracts

## Key Highlights

- Largest producer of cement in Spain by revenue
- Fall in demand has bottomed out in Spain with c.10 Mn Tn consumption in 2014 (vs. c. 25 Mn Tn yearly average during the past 20 years)<sup>(1)</sup>
- Well positioned to capture future growth after the expected economic turnaround. Sustainable demand expected to stabilize at a of c.30 Mn Tn per year<sup>(1)</sup>
- Room for price increases as prices in Spain much lower than in other EU countries (€62 per ton in Spain vs €90 in the EU)

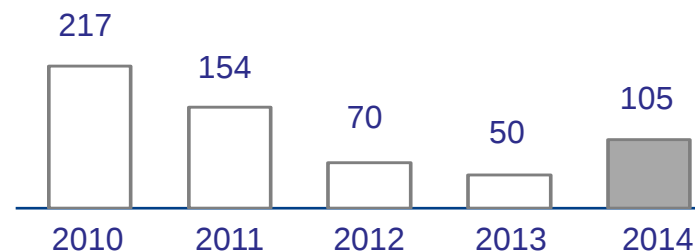
## Revenue & EBITDA performance (€Mn) 2010 – 2014

5Y CAGR - 12.1%



5Y CAGR - 18.3%

**EBITDA margin** 28.8% 20.5% 10.7% 9.3% 19.3%



## 9M 2015 Results

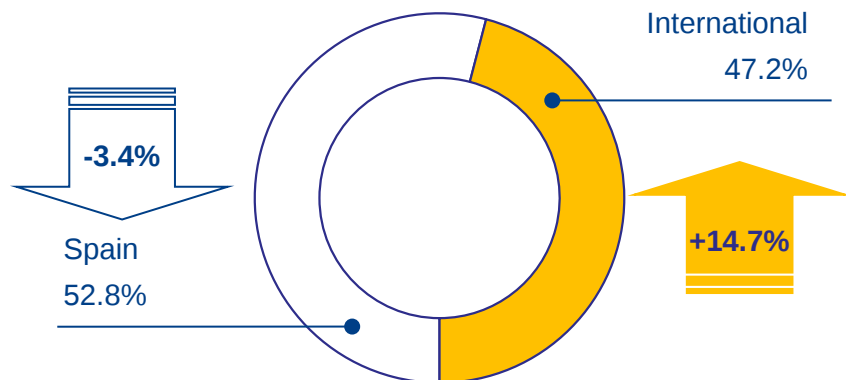
- 4.1 Key figures*
- 4.2 Operating performance*
- 4.3 Cash flow and change in net debt*
- 4.4 Debt structure and maturity*

4

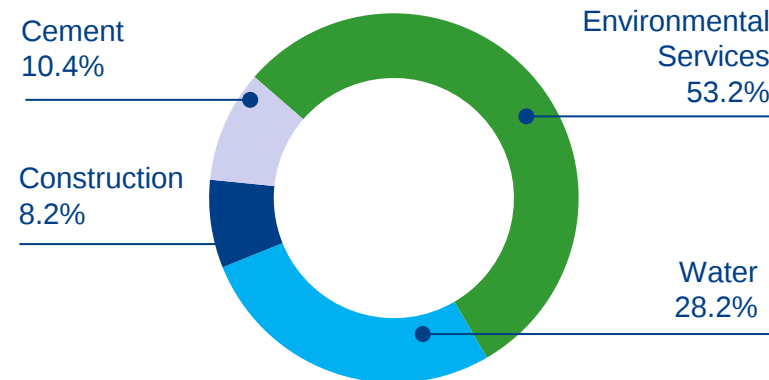
|                                | 9M15 (€Mn)      | Chg./9M14 (%)   |
|--------------------------------|-----------------|-----------------|
| <b>Revenues</b>                | <b>4,792.4</b>  | <b>4.4%</b>     |
| <b>EBITDA</b>                  | <b>593.4</b>    | <b>2.0%</b>     |
| EBITDA Margin                  | 12.4%           | -0.3 p.p.       |
| <b>Result of continued op.</b> | <b>67.8</b>     | <b>n/a</b>      |
| <b>Net Attributable Profit</b> | <b>-13.6</b>    | <b>-98.3%</b>   |
|                                |                 |                 |
|                                | 9M15 (€Mn)      | Chg./Dec.14 (%) |
| <b>Backlog</b>                 | <b>32,731.0</b> | <b>-0.8%</b>    |
| <b>Net Debt</b>                | <b>5,717.5</b>  | <b>14.0%</b>    |

|                        | Revenues 9M15<br>(€Mn) | Chg./9M14<br>(%) | EBITDA 9M15<br>(€Mn) | Chg./9M14<br>(%) |
|------------------------|------------------------|------------------|----------------------|------------------|
| Environmental Services | 2,137.0                | + 3.1%           | 321.6                | + 4.6%           |
| Water                  | 780.7                  | + 10.9%          | 170.4                | + 11.2%          |
| Construction           | 1,425.8                | - 1.5%           | 49.4                 | - 15.8%          |
| Cement                 | 436.2                  | + 7.3%           | 63.2                 | - 23.5%          |
| Corporate & adjust.    | (12.7)                 | - 132.5%         | (11.2)               | - 45.4%          |
| <b>Total</b>           | <b>4,792.4</b>         | <b>+ 4.4%</b>    | <b>593.4</b>         | <b>- 2.0%</b>    |

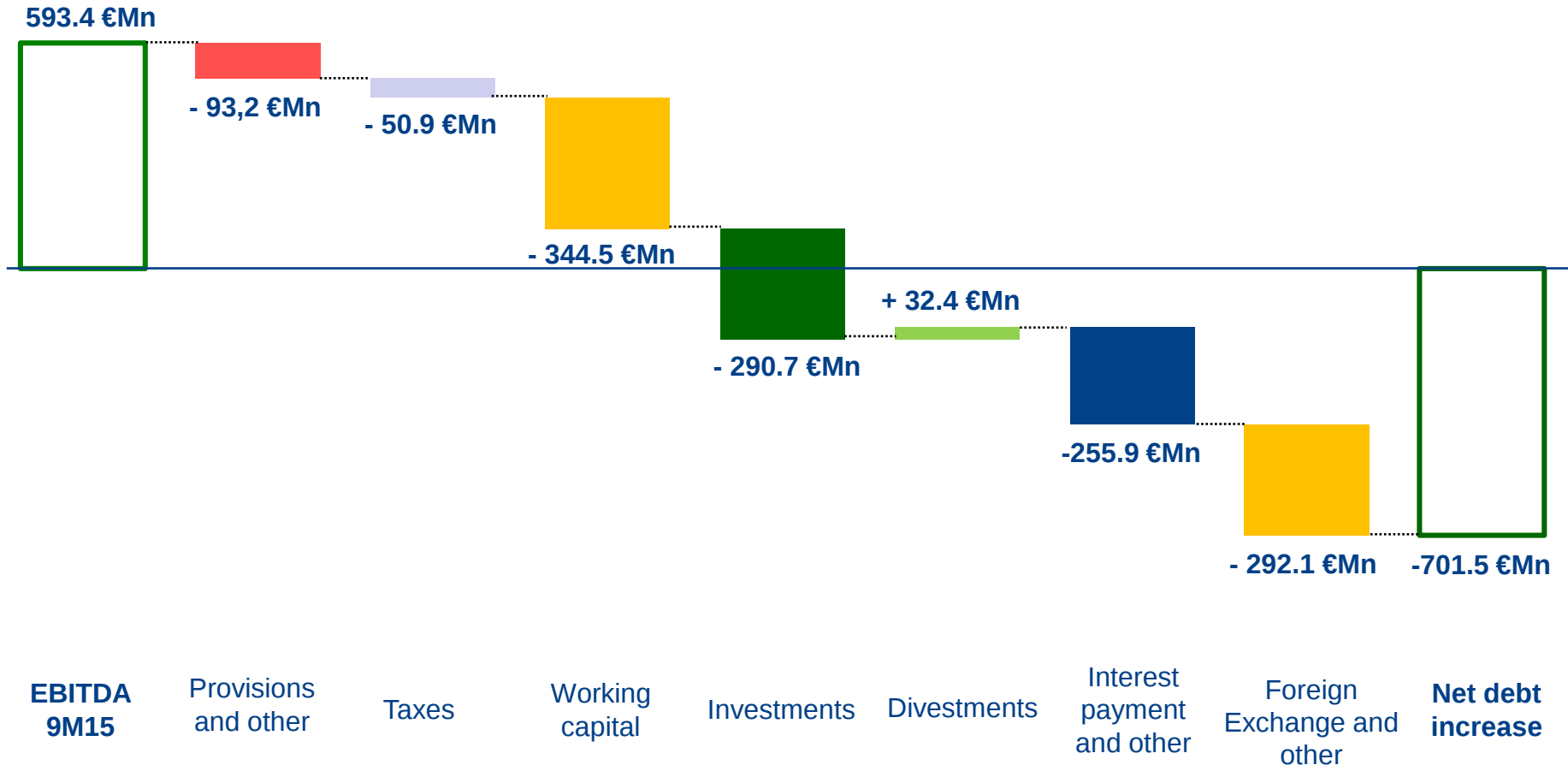
Revenues by region



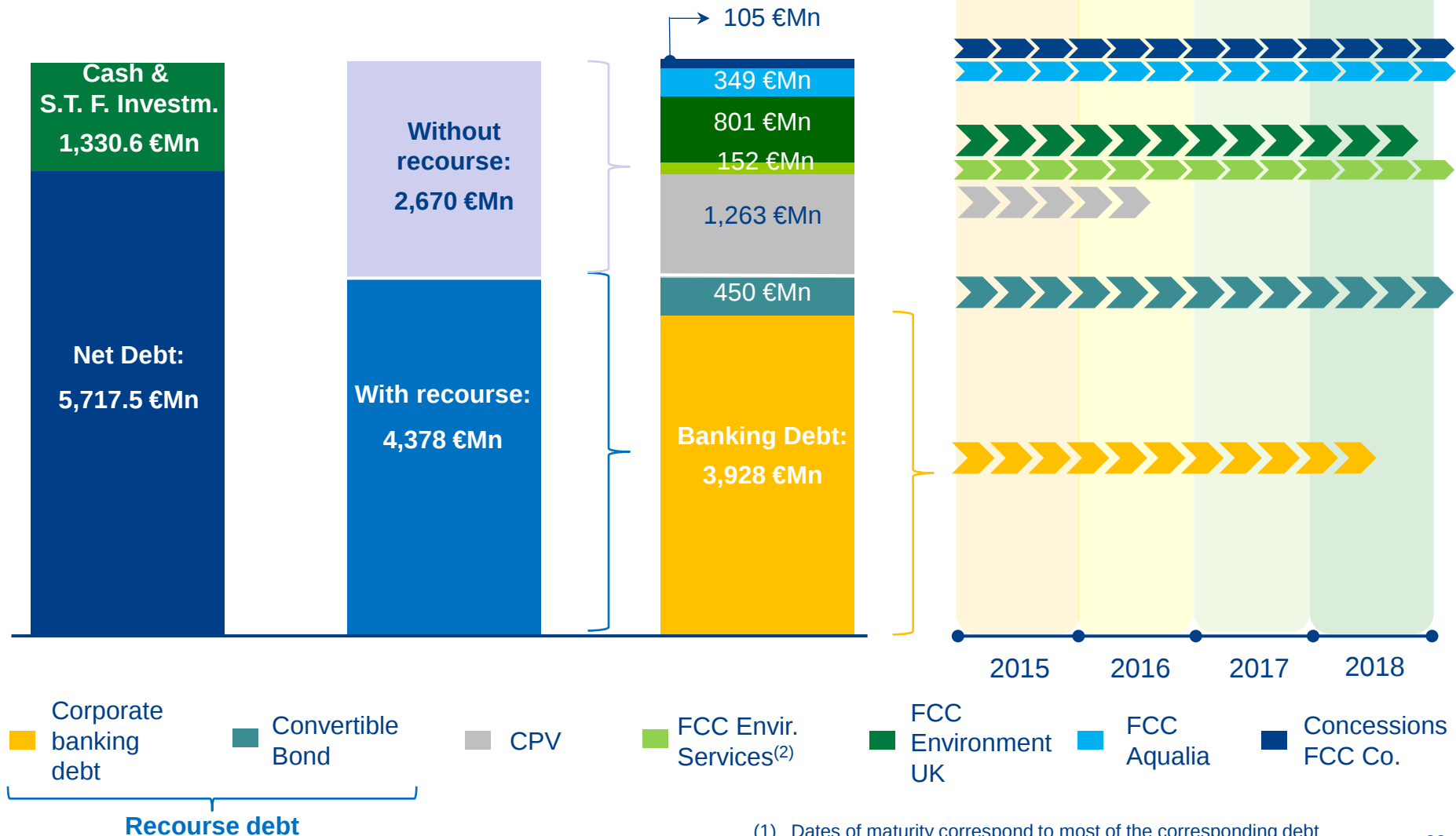
EBITDA by business areas



# Cash flow and change in net debt



**Gross debt breakdown (Sept. 2015) : 7,048.1 €Mn**



(1) Dates of maturity correspond to most of the corresponding debt

(2) Includes ASA for 107,5 €Mn.



*We are in this together*

*Thank you*