



### Financial Highlights

- Nominal net profit EUR 294 million, +19% year on year; operational net profit EUR 322 million, +13% year on year
- Free cash flow from operations positive at EUR 39 million, EUR +97 million year on year, last twelve months EUR 736 million, pre-factoring
- Net cash EUR 28 million would stand at EUR 328 million adjusting for the variation in factoring
- New orders of EUR 22.5 billion, +40% year on year with positive momentum sustained in Q3; order backlog of EUR 51.2 billion up EUR 5.4 billion year to date or 12%, with solid increases in all divisions; backlog 6% above pre-Covid level of December 2019
- Guidance financial year 2021 confirmed; positive outlook supported by strong new orders

We are building the world of tomorrow.

## The HOCHTIEF Group: Key Figures

(EUR million)	9M 2021	9M 2020 like for like	9M Change yoy	9M 2020 reported	9M Change yoy
Sales adjusted	15,588.6	16,271.7	-4.2%	17,907.7	-13.0%
Operational profit before tax/PBT	492.3	444.3	10.8%	620.4	-20.6%
Operational profit before tax/PBT pre-Abertis	449.2	448.5	0.2%	624.6	-28.1%
Operational PBT margin (%)	3.2	2.7	0.5	3.5	-0.3
Operational PBT pre-Abertis margin (%)	2.9	2.8	0.1	3.5	-0.6
<b>Operational net profit</b>	<b>322.2</b>	<b>285.2</b>	<b>13.0%</b>	<b>362.8</b>	<b>-11.2%</b>
<b>Operational net profit pre-Abertis</b>	<b>279.1</b>	<b>289.4</b>	<b>-3.6%</b>	<b>367.0</b>	<b>-24.0%</b>
<b>EBITDA</b>	<b>784.4</b>	<b>726.3</b>	<b>8.0%</b>	<b>1,222.4</b>	<b>-35.8%</b>
EBITDA margin (%)	5.0	4.5	0.5	6.8	-1.8
EBIT	545.9	517.9	5.4%	708.3	-22.9%
EBIT margin (%)	3.5	3.2	0.3	4.0	-0.5
Nominal profit before tax/PBT	448.6	404.2	11.0%	580.3	-22.7%
Nominal profit before tax/PBT pre-Abertis	405.5	408.4	-0.7%	584.5	-30.6%
Nominal net profit	294.3	246.4	19.4%	324.0	-9.2%
Nominal net profit pre-Abertis	251.2	250.6	0.2%	328.2	-23.5%
Nominal earnings per share (EUR)	4.32	3.53	22.4%	4.65	-7.1 %
Net cash from operating activities	(221.0)	49.2	(270.2)	82.2	(303.2)
<b>Net cash from operating activities pre-factoring</b>	<b>78.9</b>	<b>32.0</b>	<b>46.9</b>	<b>208.0</b>	<b>(129.1)</b>
Net operating capital expenditure	39.9	89.6	(49.7)	271.7	(231.8)
Free cash flow from operations	(260.9)	(40.4)	(220.5)	(189.5)	(71.4)
Net cash (+)/net debt (-)	28.3	(951.9)	980.2	(951.9)	980.2
New orders	22,487.7	16,071.0	39.9%	16,863.9	33.3%
Work done	18,304.9	18,138.3	0.9%	18,977.2	-3.5%
<b>Order backlog</b>	<b>51,246.8</b>	<b>46,066.8</b>	<b>11.2%</b>	<b>48,956.4</b>	<b>4.7%</b>
Employees (end of period)	33,555	34,959	-4.0%	47,472	-29.3%

Note: Operational profits are adjusted for non-operational effects

In this presentation, comparable periods have been adjusted to reflect Thiess as a 50% equity JV. 2020 like-for-like also include Thiess PPA adjustment. The figures show continuing operations.

Cover photo: Barangaroo cavern, Sydney

CPB Contractors, a member of the CIMIC Group, is delivering a new metro railway deep under Sydney Harbour.

The HOCHTIEF Group: Key Figures							
	Q3 2021	Q3 2020 like for like	Q3 Change yoy	Q3 2020 reported	Q3 Change yoy	Full year 2020 like for like	Full year 2020 reported
(EUR million)							
Sales adjusted	5,318.7	5,397.7	-1.5%	5,960.9	-10.8%	22,227.9	23,679.2
Operational profit before tax/PBT	168.6	159.3	5.8%	221.3	-23.8%	549.5	802.3
Operational profit before tax/PBT pre-Abertis	138.1	145.3	-5.0%	207.3	-33.4%	566.6	819.4
Operational PBT margin (%)	3.2	3.0	0.2	3.7	(0.5)	2.5	3.4
Operational PBT pre-Abertis margin (%)	2.6	2.7	(0.1)	3.5	(0.9)	2.5	3.5
<b>Operational net profit</b>	<b>116.8</b>	109.4	6.8%	136.0	-14.1%	358.9	476.7
<b>Operational net profit pre-Abertis</b>	<b>86.3</b>	95.4	-9.5%	122.0	-29.3%	376.0	493.8
<b>EBITDA</b>	<b>269.9</b>	245.5	9.9%	420.6	-35.8%	978.8	1,749.7
EBITDA margin (%)	5.1	4.5	0.6	7.1	-2.0	4.4	7.4
EBIT	193.6	177.4	9.1%	243.4	-20.5%	695.4	1,046.1
EBIT margin (%)	3.6	3.3	0.3	4.1	-0.5	3.1	4.4
Nominal profit before tax/PBT	154.6	144.5	7.0%	206.5	-25.1%	548.0	881.9
Nominal profit before tax/PBT pre-Abertis	124.1	130.5	-4.9%	192.5	-35.5%	565.1	899.0
Nominal net profit	99.8	95.2	4.8%	121.8	-18.1%	311.6	427.2
Nominal net profit pre-Abertis	69.3	81.2	-14.7%	107.8	-35.7%	328.7	444.3
Nominal earnings per share (EUR)	1.46	1.38	5.8%	1.77	-17.5%	4.49	6.16
Net cash from operating activities	(134.3)	129.4	(263.7)	216.6	(350.9)	674.3	742.8
<b>Net cash from operating activities pre-factoring</b>	<b>(2.0)</b>	101.1	(103.1)	213.9	(215.9)	761.4	1,098.1
Net operating capital expenditure	4.1	10.5	(6.4)	83.9	(79.8)	121.9	371.1
Free cash flow from operations	(138.4)	118.9	(257.3)	132.7	(271.1)	552.4	371.7
Net cash (+)/net debt (-)	28.3	(951.9)	980.2	(951.9)	980.2	617.9	617.9
New orders	8,224.2	6,361.7	29.3%	6,499.7	26.5%	22,180.5	23,069.9
Work done	6,259.2	6,214.5	0.7%	6,500.0	-3.7%	24,165.7	24,549.6
<b>Order backlog</b>	<b>51,246.8</b>	46,066.8	11.2%	48,956.4	4.7%	45,840.4	45,840.4
Employees (end of period)	33,555	34,959	-4.0%	47,472	-29.3%	34,782	46,644

Note: Operational profits are adjusted for non-operational effects

Sales FY 2020 adjusted for Gorgon and other minor effects

In this presentation, comparable periods have been adjusted to reflect Thiess as a 50% equity JV. 2020 like-for-like also include Thiess PPA adjustment. The figures show continuing operations.



Dear Shareholders and friends  
of HOCHTIEF,



Marcelino Fernández Verdes, Chairman of the Executive Board

During the first nine months of 2021, HOCHTIEF has delivered a **resilient performance**, despite the different impacts of Covid in our core markets, with solid increases in profits, cash flow and new orders. The Group ended the period with a net cash position and had an order backlog of EUR 51.2 billion which now stands well above the pre-Covid December 2019 level.

In the nine-month period, the Group has delivered a **nominal net profit** of EUR 294 million. This represents a 19% increase compared with EUR 246 million in 9M 2020 on a like-for-like (LFL) basis, adjusting for the divestment of 50% of Thiess. Nominal earnings per share were 22% higher.

**Operational net profit** of EUR 322 million rose year on year by 13% LFL. Margins remained firm across our divisions.

The EUR 43 million profit contribution from our stake in Abertis in the first nine months compares with the EUR 4 million loss in the corresponding period of 2020. Traffic levels at Abertis have continued to improve and in the third quarter were consistently above pre-Covid level.

#### HOCHTIEF Group—9M 2021 overview<sup>1)</sup>

**Nom. net profit EUR 294 million, +19% yoy;**

**op. net profit EUR 322 million, +13% yoy**

- Resilient sales (Q3 2021 -1.5% yoy) and margin performance with op. PBT margin of 2.9% in 9M 2021 pre-Abertis up 10 basis points yoy notwithstanding Covid, impacting our core markets to a different extent
- Abertis earnings contribution of EUR 43 million in 9M 2021, a EUR 47 million increase yoy; strong contribution in Q3 2021 of EUR 31 million (EUR +17 million yoy) reflecting improving traffic trends
- EUR 4.32 nominal EPS (+22% yoy), EUR 4.73 operational EPS (+16%) for 9M 2021

**Free cash flow from ops. positive at EUR 39 million, EUR +97 million yoy, LTM EUR 736 million, pre-factoring**

- 9M net cash from op. act. of EUR 79 million, up EUR 47 million yoy, pre-factoring
- EUR 95 million yoy improvement in underlying net working capital performance
- Net cash from operating activities of over EUR 800 million (LTM), pre-factoring

**Net cash EUR 28 million would stand at EUR 328 million adjusting for the variation in factoring**

- EUR 293 million in dividends distributed in Q3 2021
- Factoring down EUR 300 million ytd to EUR 792 million; expected to remain fairly stable going forward
- Strong liquidity position of EUR 5.1 billion

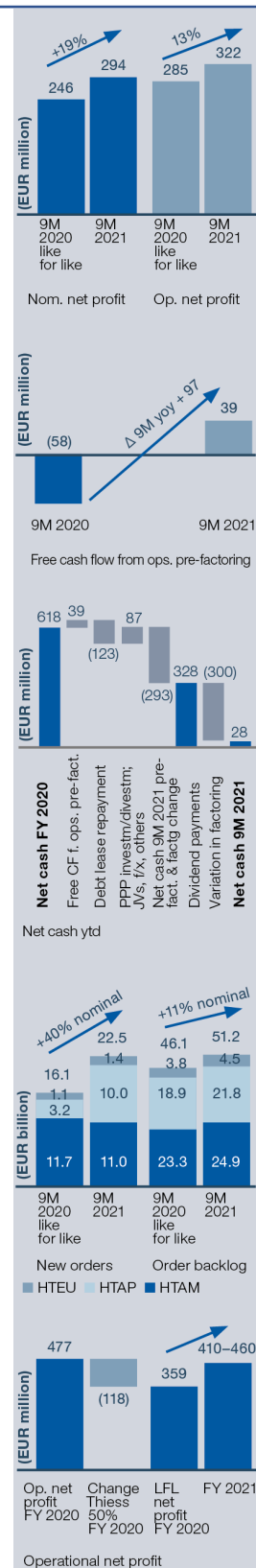
**New orders of EUR 22.5 billion, +40% yoy with positive momentum sustained in Q3**

- Strong recovery in Group new orders continues with EUR 8.2 billion in Q3 up 29% yoy
- Order backlog of EUR 51.2 billion up EUR 5.4 billion ytd or 12%, with solid increases in all divisions. Backlog 6% above pre-Covid level of December 2019
- Geographically diversified order book with 49% in Americas, 43% Asia Pacific, 8% Europe

**Guidance FY 2021 confirmed; positive outlook supported by strong new orders**

- FY 2021 guidance: op. NPAT EUR 410–460 million subject to market conditions
- Strong position in our key markets, and numerous opportunities from stimulus packages announced by governments

<sup>1)</sup> In this presentation, comparable periods have been adjusted to reflect Thiess as a 50% equity JV. 2020 like-for-like also include Thiess PPA adjustment. The figures show continuing operations.  
yoy = year on year ytd = year to date LTM = last twelve months



HOCHTIEF's cash generation has improved during the first nine months of 2021. **Net cash from operating activities** increased by EUR 47 million year on year pre-factoring, driven by an improved working capital performance. If we examine the last twelve months, to adjust for seasonality factors, the Group achieved over EUR 800 million in net cash from underlying operating activities or EUR 736 million at the free cash flow level from operations, after capex. In the first nine months of the year, net operating capex stood at EUR 40 million.

HOCHTIEF net cash ended September 2021 up EUR 980 million year on year to EUR 28 million. Looking at the evolution during the year, the net cash level would stand at EUR 328 million adjusting for the EUR 300 million variation in factoring. The Group ended the quarter with a **strong liquidity position** of EUR 5.1 billion with an additional EUR 2.6 billion in undrawn credit facilities.

**New orders** increased by 40% year on year to EUR 22.5 billion, already exceeding the total for 2020, whilst maintaining a disciplined bidding approach. As a consequence, the Group's **order book** of EUR 51.2 billion is up EUR 5.4 billion, or 12%, since December 2020 and now stands well above the pre-Covid December 2019 level of EUR 48.3 billion. Almost half of our order book is located in North America with a further 43% in the Asia-Pacific region and 8% in Europe.

Looking forward, the opportunities afforded by the numerous stimulus packages approved by governments and the identified **tender pipeline** of relevant projects worth EUR 530 billion for 2021 and beyond, including EUR 200 billion in PPP projects, provide a positive outlook.

During the third quarter, HOCHTIEF distributed a dividend for FY 2020 of EUR 3.93 per share or EUR 268 million in absolute terms. This corresponds to an unchanged dividend payout ratio of 65% of nominal net profit.

HOCHTIEF aims to further enhance its leading role in relation to ESG (Environmental, Social and Governance). To this end, all business units are working on the 2021 to 2025 sustainability plan, which will be finalized in the coming weeks. The new framework comprises carbon reduction targets in order to support the goals of the Paris Agreement to stop global warming.

To promote the sustainable transformation of our industry, HOCHTIEF is focusing strongly on digital solutions. Innovation subsidiary Nexlore has already developed numerous applications that help to identify potential energy savings, simplify processes and cut costs on our own construction sites.

In addition, HOCHTIEF ViCon enjoys an excellent reputation as leading provider of BIM (Building Information Modeling). This was once again highlighted by a contract awarded by the German federal government in the third quarter. HOCHTIEF ViCon is developing the BIM implementation strategy for the government's future high-rise building construction projects.

### Group Outlook

With solid margins, increasing cash flow and an expanding order book driven by the 40% increase in our new orders so far in 2021, we are positive on the outlook for HOCHTIEF.

We confirm our guidance and expect to achieve an operational net profit in 2021 in the range of EUR 410–460 million (EPS of EUR 6.01–6.75/share) an increase of approximately EUR 50–100 million year on year compared with the EUR 359 million of 2020 on a like-for-like basis.

Yours,

A handwritten signature in blue ink, appearing to read 'M. Fernández Verdes'.

Marcelino Fernández Verdes  
Chairman of the Executive Board

# Interim Management Report

## Financial review

### Overview

HOCHTIEF has delivered a resilient performance in the first nine months of 2021, despite the different impacts of Covid-19 in our core markets. Profits, cash flow and new orders increased. The Group ended the period with a net cash position and had an order backlog of EUR 51.2 billion which now stands well above the pre-Covid December 2019 level.

In the course of 2020, CIMIC entered into an agreement with funds advised by Elliott Advisors (UK) Ltd to sell 50% of its subsidiary Thiess, finalizing the transaction on December 31, 2020. Accordingly, Thiess ceased to be accounted for as a fully consolidated entity in the Consolidated Financial Statements as of the year-end 2020. The earnings contributions from Thiess are accounted for in the HOCHTIEF Consolidated Financial Statements using the equity method from the beginning of 2021. In the first nine months of the prior year, Thiess was still accounted for as a fully consolidated subsidiary with all income, expenses, assets, and liabilities in the HOCHTIEF Consolidated Financial Statements.

In this review, we are also referring to like-for-like 9M 2020 figures which are adjusted for the effect of the Thiess stake sale to provide a comparable basis in order to show the underlying development of the respective figure.

### Sales and earnings

The HOCHTIEF Group generated **sales** of EUR 15.6 billion in the first nine months of 2021. This corresponds to a like-for-like decrease of 2% on an f/x-adjusted basis.

### Sales—continuing operations

(EUR million)	9M 2021	9M 2020	Change	Change f/x-adjusted
HOCHTIEF Americas	10,090.7	11,270.8	-10.5%	-5.4%
HOCHTIEF Asia Pacific	4,462.0	5,603.0	-20.4%	-24.4%
HOCHTIEF Asia Pacific like for like*	4,462.0	3,967.0	12.5%	6.8%
HOCHTIEF Europe	936.3	943.8	-0.8%	-1.0%
Corporate	99.6	90.1	10.5%	16.1%
<b>HOCHTIEF Group</b>	<b>15,588.6</b>	<b>17,907.7</b>	<b>-13.0%</b>	<b>-11.0%</b>
<b>Sales like for like*</b>	<b>15,588.6</b>	<b>16,271.7</b>	<b>-4.2%</b>	<b>-2.1%</b>

\*adjusted for Thiess effect

Sales in the Americas division were EUR 10.1 billion in the first nine months of 2021. In local-currency terms, this corresponds to a decrease of 5.4% reflecting the completion of several joint venture projects.

CIMIC generated sales of AUD 7.1 billion in the first nine months of 2021. Like-for-like sales were 7% up on the AUD 6.6 billion prior-year figure. Notwithstanding new lockdown measures in place during Q3 2021, this reflects a recovery from last year's impacts of the Covid-19 pandemic, with revenue growth in the Australian construction and services business. Sales at the level of the HOCHTIEF Asia Pacific division came to EUR 4.5 billion.

In the HOCHTIEF Europe division, sales of EUR 936 million in the first nine months of 2021 were on a par with the prior year.

The sales volume generated on markets outside Germany amounted to EUR 14.9 billion in the first nine months of 2021. At 96%, the proportion of HOCHTIEF Group sales generated internationally is unchanged year on year.

**Net income from equity-method associates, joint ventures, and other participating interests** increased by EUR 97 million on the prior year (EUR 122 million) to EUR 219 million. The improvement mainly related to Thiess being accounted for as an equity-method investment for the first time and to a EUR 47 million higher earnings contribution from Abertis Investment due to a significant recovery in traffic volumes relative to the prior year.

At EUR 95 million, the **net investment and interest expense** for the first nine months of 2021 marked a significant EUR 32 million improvement on the EUR 127 million prior-year figure. The improvement is mostly due to lower interest expense because of Group refinancing activities.

**Nominal profit before tax (PBT)** came to EUR 449 million in the first nine months of 2021. Like-for-like PBT was up 11% on the prior year (EUR 404 million), or 13% on an f/x-adjusted basis. Operational PBT (nominal PBT adjusted for non-operational effects) stood at EUR 492 million (9M 2020: EUR 444 million). This also shows an 11% like-for-like improvement.

#### Profit before tax (PBT)—continuing operations

(EUR million)	9M 2021	9M 2020	Change	Change f/x-adjusted
HOCHTIEF Americas	234.4	240.0	-2.3%	3.5%
HOCHTIEF Asia Pacific	187.7	349.4	-46.3%	-49.5%
HOCHTIEF Asia Pacific like for like*	187.7	173.3	8.3%	1.7%
HOCHTIEF Europe	28.0	27.3	2.6%	8.4%
Abertis Investment	43.1	(4.2)	–	–
Corporate	(44.6)	(32.2)	-38.5%	-32.9%
<b>Group nominal PBT—continuing operations</b>	<b>448.6</b>	<b>580.3</b>	<b>-22.7%</b>	<b>-21.6%</b>
<b>Group nominal PBT—continuing operations like for like*</b>	<b>448.6</b>	<b>404.2</b>	<b>11.0%</b>	<b>12.5%</b>
<b>Non-operative effects</b>	<b>43.7</b>	<b>40.1</b>	<b>9.0%</b>	
Restructuring	18.1	18.2	-0.5%	
Investments/Divestments	19.1	22.8	-16.2%	
Impairments	0.0	0.0	–	
Others	6.5	(0.9)	–	
<b>Group operational PBT—continuing operations</b>	<b>492.3</b>	<b>620.4</b>	<b>-20.6%</b>	
<b>Group operational PBT—continuing operations like for like*</b>	<b>492.3</b>	<b>444.3</b>	<b>10.8%</b>	

\*adjusted for Thiess effect

HOCHTIEF Americas generated solid nominal PBT of EUR 234 million in the first nine months of 2021. Adjusted for exchange rates, this marked a 4% improvement year on year.

The performance of the HOCHTIEF Asia Pacific division reflects HOCHTIEF's stake in CIMIC (78.58% as of September 2021, 77.4% as of September 2020) as well as associated financing and holding costs, and the impact of variations in the AUD/EUR exchange rate. Despite the Covid-19 effects in the third quarter of 2021, CIMIC delivered solid earnings figures and resilient margins through the entire nine-month period in 2021. Nominal PBT was AUD 361 million, exceeding the AUD 354 million prior-year figure on a like-for-like basis. The division-level nominal PBT of EUR 188 million exceeded the figure for the prior year (EUR 173 million) on a like-for-like basis by 8%.

In total, the HOCHTIEF Europe division generated nominal PBT of EUR 28 million in the first nine months of 2021, which is slightly higher than in the prior-year period.

**Income tax expense** amounted to EUR 88 million in the first nine months of 2021 (9M 2020: EUR 162 million). The 20% effective tax rate (9M 2020: 28%) reflects the first-time equity-method consolidation of Thiess as well as the improved earnings situation at Abertis.

The HOCHTIEF Group's **nominal net profit** came to EUR 294 million in the first nine months of 2021. On a like-for-like basis, this represented an increase of 19% compared with the prior-year figure (EUR 246 million). The like-for-like operational net profit of EUR 322 million was 13% higher than the prior-year figure (EUR 285 million).



## Consolidated net profit – continuing operations

(EUR million)	9M 2021	9M 2020	Change	Change f/x-adjusted
HOCHTIEF Americas	156.8	159.8	-1.9%	4.3%
HOCHTIEF Asia Pacific	110.0	180.8	-39.2%	-43.3%
HOCHTIEF Asia Pacific like for like*	110.0	103.2	6.6%	-0.7%
HOCHTIEF Europe	18.0	26.8	-32.8%	-28.7%
Abertis Investment	43.1	(4.2)	–	–
Corporate	(33.6)	(39.2)	14.3%	17.9%
<b>Group nominal net profit – continuing operations</b>	<b>294.3</b>	<b>324.0</b>	<b>-9.2%</b>	<b>-7.7%</b>
<b>Group nominal net profit – continuing operations like for like*</b>	<b>294.3</b>	<b>246.4</b>	<b>19.4%</b>	<b>21.4%</b>
<b>Non-operative effects</b>	<b>27.9</b>	<b>38.8</b>	<b>-28.1%</b>	
Restructing	16.8	15.1	11.3%	
Investments/Divestments	19.9	23.7	-16.0%	
Impairments	0.0	0.0	–	
Others	(8.8)	0.0	–	
<b>Group operational net profit – continuing operations</b>	<b>322.2</b>	<b>362.8</b>	<b>-11.2%</b>	
<b>Group operational net profit – continuing operations like for like*</b>	<b>322.2</b>	<b>285.2</b>	<b>13.0%</b>	

\*adjusted for Thiess effect

## Earnings from discontinued operations

Discontinued operations comprise CIMIC's 45% stake in BICC.

On February 15, 2021, CIMIC announced the signing of a purchase agreement with SALD Investment LLC ("SALD") for the sale of CIMIC's interest in BICC, a fully consolidated subsidiary. Accordingly, the subsidiary was classified as a discontinued operation in accordance with IFRS 5 and accounted for as such as of December 31, 2020.

SALD, a United Arab Emirates-based private-sector investment company, is to acquire CIMIC's 45% stake in BICC at nominal value. The remaining 55% of BICC not held by CIMIC is also to be purchased by SALD at a nominal amount. As a result of the sale transaction, BICC ceased to be a fully consolidated entity in the consolidated financial statements as of 2021. The net sum of BICC's current earnings from January 1, 2021 to February 14, 2021 and the deconsolidation result is nil (September 30, 2020: EUR 24 million). The risks associated with the investment were already recognized in previous years. The deconsolidation in the first quarter of 2021 had no impact on profit or loss.

## HOCHTIEF Group—Selected recent significant project announcements

Contract values are total project volumes.



Haus der Statistik, Berlin, Germany  
 Friedrich Loeffler Institut, EUR 172 million, Jena, Germany  
 Prague Metro, EUR 540 million, Czech Republic  
 Data Center, Wyoming, USA  
 Great Wolf Lodge Perryville, Hotel, Maryland, USA  
 Yale Physical Sciences and Engineering Building, EUR 306 million, Connecticut, USA  
 California DGS Resources Building, EUR 318 million, California, USA  
 Gateway Project at University of California, California, USA  
 New Veterans Administration Medical Center, EUR 700 million, Kentucky, USA  
 NCDOT I-95, EUR 560 million, North Carolina, USA  
 The Post, office project, Vancouver, Canada

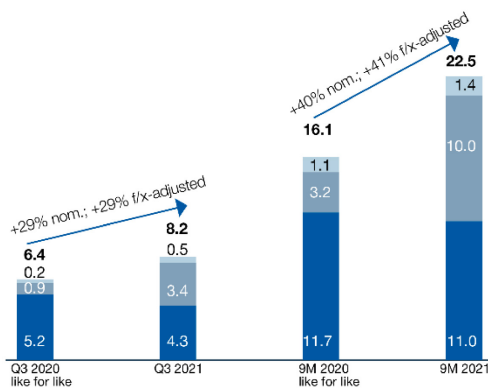
Across Government Facilities Management Arrangement, EUR 191 million, Australia  
 ECI Contract for Copperstring 2.0, EUR 1.1 billion, Queensland, Australia  
 Country Regional Network contract, EUR 958 million, New South Wales, Australia  
 Inland Rail South Civil works, New South Wales, Australia  
 North East Link PPP, EUR 10 billion, Melbourne, Australia  
 M6 Motorway, EUR 1.2 billion, Sydney, Australia  
 Warringah Freeway Upgrade, EUR 749 million, Sydney, Australia  
 Mount Pleasant Extension, EUR 576 million, Hunter Valley, Australia  
 New Dunedin Hospital, New Zealand  
 Auckland Rail, EUR 355 million, New Zealand

## New orders and order backlog

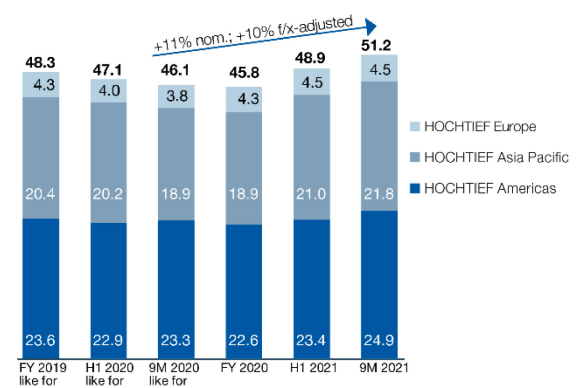
**New orders** of EUR 22.5 billion in 9M 2021 increased strongly year on year at 40% in nominal terms. Adjusting for exchange rate effects, the increase amounted to 41% and was broad-based. The Group continues its disciplined bidding approach across all divisions.

Consequently, the **order backlog** rose to EUR 51.2 billion, i.e. 6% higher than the comparable December 2019 pre-Covid level. Year to date, the order backlog has increased by EUR 5.4 billion in absolute terms or 12% in relative terms. All divisions contributed to the positive development. Our focus remains on developed markets and the geographically diversified order book.

## New orders (EUR billion)



## Order backlog (EUR billion)



## Cash flow

### Cash flow—continuing operations

(EUR million)	9M 2021	9M 2020	Change	Full year 2020
<b>Net cash from operating activities pre-factoring</b>	<b>78.9</b>	<b>163.2</b>	<b>(84.3)</b>	<b>1,050.6</b>
<b>Net cash from operating activities pre-factoring like for like*</b>	<b>78.9</b>	<b>32.0</b>	<b>46.9</b>	<b>–</b>
<b>Net cash from operating activities</b>	<b>(221.0)</b>	<b>82.2</b>	<b>(303.2)</b>	<b>742.8</b>
<b>Net cash from operating activities like for like*</b>	<b>(221.0)</b>	<b>49.2</b>	<b>(270.2)</b>	<b>–</b>
Gross operating capital expenditure	(59.4)	(286.6)	227.2	(397.2)
Gross operating capital expenditure like for like*	(59.4)	(101.1)	41.7	–
Operating asset disposals	19.5	14.9	4.6	26.1
Operating asset disposals like for like*	19.5	11.5	8.0	–
Net operating capital expenditure	(39.9)	(271.7)	231.8	(371.1)
Net operating capital expenditure like for like*	(39.9)	(89.6)	49.7	–
<b>Free cash flow from operations</b>	<b>(260.9)</b>	<b>(189.5)</b>	<b>(71.4)</b>	<b>371.7</b>
<b>Free cash flow from operations like for like*</b>	<b>(260.9)</b>	<b>(40.4)</b>	<b>(220.5)</b>	<b>–</b>
<b>Free cash flow from operations pre-factoring</b>	<b>39.0</b>	<b>(108.5)</b>	<b>147.5</b>	<b>679.5</b>
<b>Free cash flow from operations pre-factoring like for like*</b>	<b>39.0</b>	<b>(57.6)</b>	<b>96.6</b>	<b>–</b>

\*adjusted for Thiess effect

HOCHTIEF generated **net cash from operating activities pre-factoring** of EUR 79 million in the first nine months of 2021, exceeding the prior-year figure by EUR 47 million on a like-for-like basis. Adjusting for seasonal factors over the last twelve months, net cash from operating activities pre-factoring amounted to EUR 808 million.

**Gross operating capital expenditure** in the first nine months of 2021 amounted to EUR 59 million (52% of which was accounted for by the HOCHTIEF Asia Pacific division), compared with EUR 287 million in the prior-year period. The significant year-on-year decrease by EUR 227 million reflects Thiess being accounted for as an equity-method investment for the first time in the first nine months of 2021. On a like-for-like basis, gross operating capital expenditure went down by EUR 42 million. The main factors here were the purchase and deployment of tunneling equipment in 2020 and its subsequent use in large-scale infrastructure projects in 2021. Proceeds from operating asset disposals came to EUR 20 million, compared with EUR 12 million on a like-for-like basis in the prior-year period. Net operating capital expenditure resulted in a total cash outflow of EUR 40 million (9M 2020: EUR 272 million; like for like EUR 90 million). Most of this expenditure was for machinery fully included in project costs such as tunneling equipment.

HOCHTIEF's **free cash flow from operations pre-factoring** amounted to EUR 39 million in the first nine months of 2021. This marks an improvement by EUR 148 million on the prior year or EUR 97 million on a like-for-like basis. Free cash flow from operations pre-factoring amounted to EUR 736 million over the last twelve months.

## Balance sheet

**Total assets** in the HOCHTIEF Group stood at EUR 16.6 billion as of September 30, 2021 (December 31, 2020: EUR 17.0 billion).

**Non-current assets**, at EUR 5.3 billion, remained at the same level as at the end of 2020.

**Current assets** decreased by EUR 414 million, from EUR 11.7 billion as of December 31, 2020 to EUR 11.3 billion. Trade receivables increased in the first nine months of 2021 due to seasonal factors and exchange rate effects by EUR 673 million to EUR 5.7 billion. The strong liquidity position of EUR 5.1 billion as of September 30, 2021 includes slightly increased holdings of marketable securities of EUR 560 million as well as cash and cash equivalents of EUR 4.5 billion. The assets held for sale were derecognized on February 15, 2021 in connection with the signing of the purchase agreement for the investment in BICC held by CIMIC. As of September 30, 2021, the investment is accounted for using the equity method and reported with a carrying amount of nil.

HOCHTIEF Group **equity** amounted to EUR 1.2 billion as of September 30, 2021. This represented an increase of EUR 268 million on the 2020 year-end figure (EUR 963 million). The changes during the first nine months of 2021 related to profit after tax (EUR 360 million), currency translation effects (EUR 130 million), dividend distributions (EUR -311 million), and other changes outside of the statement of earnings (EUR 89 million).

**Non-current liabilities** went up in the first nine months of 2021 by EUR 603 million to EUR 5.9 billion. This was mainly due to a rise in non-current financial liabilities by a total of EUR 523 million to EUR 4.5 billion. To diversify and extend its maturity profile, the HOCHTIEF Group issued bonds in the course of 2021, with a total of EUR 500 million issued by HOCHTIEF and a total of EUR 625 million by CIMIC. This increase was partly offset by a reclassification of previously non-current liabilities to current liabilities as well as by the repayment of syndicated credit facilities. The non-current lease liabilities recognized in connection with the application of IFRS 16 amounted to EUR 250 million as of September 30, 2021 (December 31, 2020: EUR 279 million).

**Current liabilities** decreased by EUR 1.3 billion in the first nine months of 2021 and amounted to EUR 9.4 billion as of the September 30, 2021 reporting date. Financial liabilities went down by EUR 227 million to EUR 824 million. This reflected repayments of drawings on credit facilities—notably a EUR 400 million syndicated credit line arranged in May 2020 and fully drawn from then on, which was repaid in full from invested funds on April 26, 2021. The repayments of credit facilities were partly offset by a reclassification of previously non-current liabilities to current liabilities. Trade payables and other liabilities also decreased by EUR 243 million to EUR 7.6 billion. The liabilities associated with assets held for sale were derecognized on February 15, 2021 in connection with the signing of the sale agreement for CIMIC's investment in BICC.

The HOCHTIEF Group's **net cash position** amounted to EUR 28 million as of the September 30, 2021 reporting date. Adjusting for the variation in factoring of EUR 300 million year to date, HOCHTIEF Group's net cash position would stand at EUR 328 million.

#### HOCHTIEF Group net cash (+)/net debt (-) development—continuing operations\*

(EUR million)	Sep. 30, 2021	Sep. 30, 2020	Change	Dec. 31, 2020
HOCHTIEF Americas	1,427.4	1,383.9	43.5	1,399.5
HOCHTIEF Asia Pacific	(416.0)	(1,079.1)	663.1	114.1
HOCHTIEF Europe	569.6	343.3	226.3	544.4
Corporate	(1,552.7)	(1,600.0)	47.3	(1,440.1)
<b>Group</b>	<b>28.3</b>	<b>(951.9)</b>	<b>980.2</b>	<b>617.9</b>

\* For definition, please see Group Report 2020, page 241.

#### Risk and opportunities report

There has been no material change in the situation of the Group from that presented in our 2020 Group Report with regard to opportunities and risks. The statements regarding the opportunities and risks made in the Group Report as of December 31, 2020 therefore continue to apply.

#### Report on forecast and other statements relating to the Company's likely future development

HOCHTIEF expects to achieve an operational net profit in 2021 in the range of EUR 410–460 million.

# Divisions

## HOCHTIEF Americas

HOCHTIEF Americas Division: Key Figures							
	9M 2021	9M 2020	9M Change yoy	Q3 2021	Q3 2020	Q3 Change yoy	Full year 2020
(EUR million)							
Divisional sales	10,090.7	11,270.8	-10.5%	3,428.0	3,664.3	-6.4%	14,676.1
Operational profit before tax/PBT	242.4	247.2	-1.9%	78.7	78.9	-0.3%	336.5
Operational PBT margin (%)	2.4	2.2	0.2	2.3	2.2	0.1	2.3
Operational net profit	162.4	165.1	-1.6%	55.4	54.6	1.5%	244.4
Nominal profit before tax/PBT	234.4	240.0	-2.3%	76.0	76.7	-0.9%	325.9
Nominal net profit	156.8	159.8	-1.9%	53.5	53.0	0.9%	236.5
Net cash from operating activities	72.5	309.1	(236.6)	(30.3)	333.7	(364.0)	642.6
Net cash from operating activities pre-factoring	68.6	308.4	(239.8)	(47.1)	283.8	(330.9)	631.7
Gross operating capital expenditure	18.0	12.5	5.5	4.3	2.7	1.6	22.2
Net cash (+)/net debt (-)	1,427.4	1,383.9	43.5	1,427.4	1,383.9	43.5	1,399.5
New orders	11,043.9	11,693.1	-5.6%	4,260.2	5,215.5	-18.3%	15,391.8
Work done	10,078.2	10,869.6	-7.3%	3,415.7	3,592.9	-4.9%	14,283.8
Order backlog (end of period)	24,907.9	23,349.7	6.7%	24,907.9	23,349.7	6.7%	22,599.2
Employees (end of period)	11,940	12,150	-1.7%	11,940	12,150	-1.7%	12,000

Note: Operational profits are adjusted for non-operational effects

HOCHTIEF Americas achieved a solid performance during the first nine months of the year with stable profits accompanied by further order book growth.

**Sales** year to date of EUR 10.1 billion were 5% lower than the corresponding period of 2020 on an f/x-adjusted basis.

**Operational PBT** was steady at EUR 242 million, up slightly in local currency terms, with a robust margin of 2.4% supported by the solid nature of the construction management activities which account for the majority of the division's business.

Divisional **net cash from operating activities pre-factoring** stood at EUR 69 million for the nine-month period of 2021. The year-on-year variation reflects project-timing effects. Looking at the last twelve months, to adjust for seasonality effects, net cash from operating activities remained strong at close to EUR 400 million pre-factoring, despite the impact of the pandemic.

Americas strong balance sheet shows a **net cash** position of over EUR 1.4 billion at the end of September up by EUR 44 million year on year.

At the end of the period, the **order backlog** stood at EUR 24.9 billion up 7% year on year and has risen by EUR 2.3 billion so far in 2021. **New orders** of EUR 11.0 billion in the nine months maintain their high level and are stable year on year f/x-adjusted with work secured in the last twelve months representing 1.1x work done.

New orders in the HOCHTIEF Americas division include the construction of the new Robley Rex Veterans Administration Medical Center in Louisville, Kentucky, with a total contract value of around EUR 700 million. As part of a joint venture, Turner is scheduled to complete the building, which will offer more than 100 patient beds, by 2025.

Turner is moving forward with a EUR 318 million, progressive design-build project in Sacramento for the State of California Department of General Services. The building is expected to be occupied by approximately 2,500 people in the spring of 2025.

Under another major contract, Turner is to complete the Gateway Project for the University of California, Berkeley, by 2025. The futuristic new building will house the Division of Computing, Data Science and Society and is part of the "Light the Way" campaign, in which a total of approximately EUR 5.2 billion is to be invested. This will be Turner's eighth project on the campus.



Turner was awarded preconstruction consultancy services for the EUR 306 million Yale Physical Sciences and Engineering Building. The project is slated to begin construction in summer 2023 and complete in 2027.

A healthcare project, UCHHealth Eastview Medical Center in Colorado Springs, will provide medical services, including surgery and orthopedics, mainly for outpatients.

In New York, Turner is handling the Morgan Stanley Westchester Track 2 project. The HOCHTIEF company already carried out work on the office complex previously. The health and wellness spaces, parking areas, catering facilities, and conference areas are now being renovated.

Flatiron is working with joint venture partners on two major I-95 widening and rehabilitation projects in North Carolina. The total contract value of the two projects is around EUR 560 million, with Flatiron's portion accounting for some EUR 386 million. Both projects will double the width of I-95 which is a vital artery for commerce along the eastern seaboard of the U.S. One project, the contract for which was signed after the quarter ended, will elevate and upgrade a stretch of the highway to provide enhanced resilience to storm events.

The good performance of HOCHTIEF's North American companies is reflected in the rankings of renowned U.S. magazine Engineering News-Record, with Turner and Flatiron regularly occupying the top spots. Among other things, Turner leads the pack in general construction and sustainable construction by a wide margin.

#### **HOCHTIEF Americas Outlook**

For 2021, we target an **operational pre-tax profit** of **EUR 320 million to EUR 350 million**.

## HOCHTIEF Asia Pacific

HOCHTIEF Asia Pacific Division: Key Figures							
	9M 2021	9M 2020 like for like	9M change yoy	Q3 2021	Q3 2020 like for like	Q3 change yoy	Full year 2020 reported
(EUR million)							
Divisional sales	4,462.0	3,967.0	12.5%	1,519.2	1,351.4	12.4%	6,886.3
Divisional sales adjusted	4,462.0	3,967.0	12.5%	1,519.2	1,351.4	12.4%	7,611.7
Nominal profit before tax/PBT	187.7	173.3	8.3%	57.1	57.6	-0.9%	534.0
Nominal PBT margin (%)	4.2	4.4	-0.2	3.8	4.3	-0.5	7.0
Nominal net profit	110.0	103.2	6.6%	32.8	34.7	-5.5%	229.5
Net cash from operating activities	(374.9)	(279.5)	(95.4)	(138.3)	(186.8)	48.5	(213.2)
Net cash from operating activities pre-factoring	(71.1)	(297.5)	226.4	10.8	(165.2)	176.0	109.8
Gross operating capital expenditure	(31.1)	(80.1)	49.0	(6.9)	(8.8)	1.9	(361.1)
Net cash (+)/net debt (-)	(416.0)	(1,079.1)	663.1	(416.0)	(1,079.1)	663.1	114.1
Work done	6,894.2	5,995.9	15.0%	2,347.0	2,166.7	8.3	8,578.6
Order backlog (end of period)	21,825.1	18,893.3	15.5%	21,825.1	18,893.3	15.5%	18,922.1
Employees (end of period)	16,590	17,495	-5.2%	16,590	17,495	-5.2%	29,341

The performance of the **HOCHTIEF Asia Pacific** division reflects HOCHTIEF's stake in CIMIC (78.58% as of September 2021 versus 77.4% in September 2020) as well as associated financing and holding costs, and the impact of variations in the AUD/EUR exchange rate.

All figures for the division in the following performance description are like for like (LFL) for the divestment at the end of 2020 of 50% of Thiess with the remaining 50% now equity-consolidated.

HOCHTIEF Asia Pacific's **profit before tax** in 9M 2021 was EUR 187.7 million up 8% year on year on sales of EUR 4.5 billion which were 13% higher.

At the end of the period, the division showed a **net debt position** of EUR 416 million and an **order book** of EUR 21.8 billion up 16% year on year.

### CIMIC's key figures

Revenues increased by 7% to AUD 7.1 billion in the nine months of 2021 driven by growth in Australian Construction and Services. **Net profit after tax**, NPAT, of AUD 303 million compares with AUD 307 million in the comparable period.

EBITDA, PBT and NPAT margins were resilient at 9.6%, 5.1% and 4.3% respectively.

**Operating cash flow** pre-factoring improved by AUD 351 million year on year in 9M 2021 compared with the first nine months of 2020. CIMIC is building positive cash flow momentum with the award of new work and expects the typical fourth quarter seasonal improvement. The factoring balance was reduced to AUD 495 million at the end of September 2021 compared with AUD 976 million in December 2020.

**Net debt** ended the period at AUD 754 million with the year-to-date movement including the unwinding of AUD 481 million of factoring during the period and AUD 187 million of dividend payments. CIMIC continues to have solid investment grade ratings from Moody's and S&P.

**New work** of AUD 16 billion awarded during the first nine months of 2021 is already well above pre-Covid 2019 levels. The period-end **order book** stands at AUD 35.1 billion, a 17% increase year to date.

As of the end of the period, the pipeline of relevant tenders to be bid for or awarded is approximately AUD 450 billion for 2021 and beyond, including over AUD 100 billion of PPP opportunities.

The first in a range of significant new orders received by the HOCHTIEF Asia Pacific division is the project to expand Sydney's Warringah Freeway, one of the city's most important traffic arteries, which is valued at about EUR 749 million in total. CPB Contractors' share of the joint venture is some EUR 500 million. In order to optimize the flow of traffic, a four-kilometer stretch will be upgraded by 2027. By promoting close cooperation between the joint venture partners and the client, the contract aims to facilitate the success of the project for all parties.

In New Zealand, UGL will operate Auckland's passenger rail network together with a joint venture partner for eight years. The contract value comes to EUR 355 million.

Another Sydney-based order awarded to CPB Contractors under a joint venture involves work on the new Western Sydney International Airport, which is scheduled to open in 2026. The CIMIC Group company will generate revenue of some EUR 164 million from this, the third contract associated with this large-scale project, which entails the construction of runways, taxiways, airside roads, and more over a two-year period.

Another project is the construction of the Equinox office complex in the Indian city of Hyderabad, which is set to receive a platinum certificate from the Indian Green Building Council. Leighton Asia plans to complete the four office towers in the second quarter of 2023. The contract value stands at about EUR 88 million.

CPB Contractors has been selected as the preferred respondent for New Zealand's New Dunedin Hospital. Signed in August with the Ministry of Health, the Early Contractor Engagement contract is expected to be completed in approximately 18 months.

Furthermore, CPB Contractors has been selected, in joint venture, as the partner to work with the Australian Rail Track Corporation for the delivery of Inland Rail's southern civil works program. The Australian Government's Australian Rail Track Corporation selected a 50-50 joint venture including CPB Contractors under a Collaborative Framework Agreement (CFA) for the planning and development of civil works. The civil works involved include approximately 306 kilometers of new track formation.

In addition, CIMIC holds a 50% stake in Thiess, which will continue to provide services at the Mount Pleasant mine in Hunter Valley for another four and a half years. The contract extension will bring in some EUR 576 million.

Ventia has signed a contract valued at approximately EUR 1.1 billion with the Government of South Australia. CIMIC owns approximately 47% of Ventia, which will provide asset management services for facilities such as schools, hospitals, and police stations over a period of five years and seven months.

Furthermore, Ventia is providing services to Chevron in Western Australia. The contract with a ten-year term has an expected value of around EUR 632 million. Ventia is in charge of maintaining natural gas facilities that are expected to create more than 700 jobs.

Ventia has announced that its telecommunications business Visionstream Australia has been awarded a significant new contract with NBN Co, a publicly-owned corporation of the Australian Government. The contract is expected to deliver revenue of approximately EUR 253 million to Ventia over the next 2.5 years, subject to work orders and volumes.

### **HOCHTIEF Asia Pacific Outlook**

CIMIC maintained its **NPAT (net profit after tax)** guidance for 2021 in the range of **AUD 400–430 million**, subject to market conditions and excluding any one-off items such as the potential Ventia IPO.

## HOCHTIEF Europe

HOCHTIEF Europe Division: Key Figures							
(EUR million)	9M 2021	9M 2020	9M change yoy	Q3 2021	Q3 2020	Q3 change yoy	Full year 2020
Divisional sales	939.9	947.4	-0.8%	339.5	352.6	-3.7%	1,270.7
Operational profit before tax/PBT	39.7	39.1	1.5%	13.6	13.2	3.0%	57.9
Operational PBT margin (%)	4.2	4.1	0.1	4.0	3.7	0.3	4.6
Operational net profit	32.0	38.8	-17.5%	10.6	12.8	-17.2%	56.0
Nominal profit before tax/PBT	28.0	27.3	2.6%	10.0	9.4	6.4%	42.9
Nominal net profit	18.0	26.8	-32.8%	6.6	9.0	-26.7%	40.2
Net cash from operating activities	(11.0)	(66.0)	55.0	33.3	(29.6)	62.9	120.8
Gross operating capital expenditure	7.5	6.1	1.4	2.6	0.9	1.7	10.2
Net cash (+)/net debt (-)	569.6	343.3	226.3	569.6	343.3	226.3	544.4
New orders	1,355.5	1,087.3	24.7%	518.9	219.6	136.3%	1,961.3
Work done	1,235.8	1,185.9	4.2%	464.8	425.5	9.2%	1,566.6
Order backlog (end of period)	4,513.6	3,824.4	18.0%	4,513.6	3,824.4	18.0%	4,319.9
Employees (end of period)	4,755	5,083	-6.5%	4,755	5,083	-6.5%	5,055
Of which in Germany	3,098	3,228	-4.0%	3,098	3,228	-4.0%	3,237

**Note:** Operational profits are adjusted for non-operational effects

HOCHTIEF Europe continues to deliver a solid performance.

In the first nine months of 2021, **sales** were stable at EUR 940 million whilst maintaining the division's disciplined approach to bidding for new projects. **Operational PBT** of EUR 40 million was just above the comparable period of 2020 with a solid margin level.

The movement in **net cash from operating activities** reflects the seasonality of the business and shows an improvement of EUR 55 million year on year with a strong performance in the third quarter.

At the end of September 2021, the division's balance sheet maintained a strong net cash position of EUR 570 million which represents an increase of over EUR 225 million compared with a year ago.

**New orders** in the period of EUR 1.4 billion were up by 25% compared with 9M 2020 with the last twelve months showing EUR 2.2 billion of new work secured which is equivalent to 1.4x work done during the period. The divisional **order backlog** ended September 2021 at EUR 4.5 billion, an increase year on year of 18%.

New orders in the HOCHTIEF Europe division include additional construction work for the "Kronsrode" residential project in Hannover, Germany, in which HOCHTIEF is acting as general contractor. Completion of the 233 apartments and an underground parking garage housed in five residential blocks is slated for July 2023.

In addition, under a joint venture, HOCHTIEF is to partially demolish, convert, and refurbish the "Haus der Statistik" building complex in Berlin. Comprising seven multi-story sections and low-rise buildings at the city's Alexanderplatz, this complex is to be used for a variety of community-oriented purposes from the third quarter of 2024. Office and administrative spaces, residential units as well as art, culture, and education facilities are planned.

In the Czech city of Brno, HOCHTIEF is constructing a residential building and a police station.

### HOCHTIEF Europe Outlook

For 2021, we plan to achieve an **operational pre-tax profit** of **EUR 40 million to EUR 60 million**.

## Abertis Investment

Abertis key figures (100%)							
	9M 2021	9M 2020	9M change yoy	Q3 2021	Q3 2020	Q3 change yoy	Full year 2020
(EUR million)							
<b>Operating revenues</b>	<b>3,651</b>	2,989	<b>22%</b>	<b>1,391</b>	1,200	<b>16%</b>	4,054
Operating revenues comparable <sup>1)</sup>	–	–	<b>19%</b>	–	–		–
<b>EBITDA</b>	<b>2,530</b>	1,918	<b>32%</b>	<b>976</b>	809	<b>21%</b>	2,628
Comparable EBITDA <sup>1)</sup>	–	–	<b>27%</b>	–	–		–
<b>Net profit pre-PPA</b>	<b>516</b>	318	<b>62%</b>	<b>254</b>	184	<b>38%</b>	365

1) Comparable variations consider constant portfolio, f/x rates and other non-comparable effects

Abertis Investment contribution to HOCHTIEF							
	9M 2021	9M 2020	9M Change yoy	Q3 2021	Q3 2020	9M Change yoy	Full year 2020
(EUR million)							
Nominal result <sup>2)</sup>	<b>43.1</b>	(4.2)	<b>47.3</b>	<b>30.5</b>	14.0	<b>16.5</b>	(17.1)
Operational result <sup>3)</sup>	<b>43.1</b>	(4.2)	<b>47.3</b>	<b>30.5</b>	14.0	<b>16.5</b>	(17.1)
Abertis—dividend received	<b>118.7</b>	86.4	<b>32.3</b>	<b>0.0</b>	0.0	<b>0.0</b>	172.8

2) Nominal result included in EBITDA, profit before tax/PBT and net profit

3) Operational result included in operational profit before tax/PBT and operational net profit

Since June 2018, HOCHTIEF owns a 20% stake in Abertis HoldCo, the direct owner of 98.7% of Abertis Infraestructuras, S.A. (Abertis), a leading international toll road operator. This investment is accounted for using the equity method and the net profit contribution is consequently included as an operating item in EBITDA.

The contribution to the HOCHTIEF Group resulting from the Abertis Investment reflects the operating performance of Abertis and the non-cash purchase price allocation (PPA) expense.

For the first nine months of 2021, a EUR 43 million earnings contribution from Abertis was recognized, compared with EUR 4 million loss in 9M 2020.

### Key developments at Abertis

Abertis' **average daily traffic** in 9M 2021 was 22% higher year on year due to the easing of mobility restrictions introduced last year due to the Covid pandemic and benefiting from the resilience afforded by the group's diversified portfolio of toll roads.

Individual country performances varied based on the timing and extent of lockdown measures as well as prevailing travel restrictions: France +14%, Spain +24%, Italy +20%, Brazil +12%, Chile +45%, Mexico +19% and USA +18%.

**Operating revenues** rose 22% year on year (19% on a comparable basis) in the nine-month period to EUR 3.65 billion with EBITDA up 32% year on year to EUR 2.53 billion, an increase of 27% on a comparable basis, including the full consolidation of RCO (Mexico) and ERC (USA) acquired during 2020. Abertis' net profit pre-PPA amounts to EUR 516 million for the nine months of 2021 a 62% increase year on year, mainly due to improved traffic trends and operational performance.

Abertis profit contribution to HOCHTIEF (20% stake) after PPA amounts to EUR 43 million in 9M 2021 with a continued strong recovery in earnings in Q3 2021 to EUR 31 million (EUR +17 million year on year).



The toll road company made a **dividend** payment of EUR 601 million in April 2021 of which HOCHTIEF received its share of EUR 119 million. The proposed dividend policy for 2022 is EUR 600 million.

Abertis announced on October 10, 2021 that it has signed an agreement with the Chilean Ministry of Public Works for the deployment of a mayor capex project (over EUR 300 million). As part of this agreement, the Chilean Autopista Central concession period will be extended.

#### **Abertis Investment Outlook**

Looking forward, we expect our Abertis stake will return to make a positive net contribution in 2021 subject to market conditions.

# Interim Financial Statements (Condensed)

## Consolidated Statement of Earnings

(EUR thousand)	9M 2021	9M 2020 (restated)*	Change	Q3 2021	Q3 2020 (restated)*	Full year 2020
<b>Sales</b>	<b>15,588,620</b>	<b>17,907,735</b>	<b>-13.0%</b>	<b>5,318,736</b>	<b>5,960,898</b>	<b>22,953,752</b>
Changes in inventories	15,773	26,117	-39.6%	4,752	3,675	30,991
Other operating income	105,566	94,377	11.9%	47,344	29,086	1,651,822
Materials	(11,660,736)	(13,067,832)	-10.8%	(4,010,544)	(4,346,411)	(17,435,055)
Personnel costs	(2,809,041)	(3,152,708)	-10.9%	(951,610)	(1,068,999)	(4,418,586)
Depreciation and amortization	(238,592)	(514,092)	-53.6%	(76,440)	(177,144)	(703,634)
Other operating expenses	(676,461)	(708,027)	-4.5%	(241,599)	(212,814)	(1,169,595)
Share of profits and losses of equity-method associates and joint ventures	181,220	94,908	90.9%	79,056	49,976	106,936
Net income from other participating interests	37,564	27,194	38.1%	18,338	11,277	19,911
Investment and interest income	35,735	44,037	-18.9%	8,562	11,581	63,975
Investment and interest expenses	(131,080)	(171,370)	-23.5%	(42,024)	(54,634)	(218,571)
<b>Profit before tax—continuing operations</b>	<b>448,568</b>	<b>580,339</b>	<b>-22.7%</b>	<b>154,571</b>	<b>206,491</b>	<b>881,946</b>
Income taxes	(88,459)	(161,767)	-45.3%	(31,695)	(52,188)	(332,305)
<b>Profit after tax—continuing operations</b>	<b>360,109</b>	<b>418,572</b>	<b>-14.0%</b>	<b>122,876</b>	<b>154,303</b>	<b>549,641</b>
Of which: Attributable to non-controlling interest	65,813	94,529	-30.4%	23,073	32,489	122,400
<b>Of which: Attributable to HOCHTIEF shareholders (net profit)</b>	<b>294,296</b>	<b>324,043</b>	<b>-9.2%</b>	<b>99,803</b>	<b>121,814</b>	<b>427,241</b>
<b>Profit after tax—discontinued operations</b>	<b>–</b>	<b>24,192</b>	<b>-100.0%</b>	<b>–</b>	<b>8,223</b>	<b>32,439</b>
Of which: Attributable to non-controlling interest	–	24,192	-100.0%	–	8,223	32,439
Of which: Attributable to HOCHTIEF shareholders (net profit)	–	–	–	–	–	–
<b>Profit after tax—total</b>	<b>360,109</b>	<b>442,764</b>	<b>-18.7%</b>	<b>122,876</b>	<b>162,526</b>	<b>582,080</b>
Of which: Attributable to non-controlling interest	65,813	118,721	-44.6%	23,073	40,712	154,839
<b>Of which: Attributable to HOCHTIEF shareholders (net profit)</b>	<b>294,296</b>	<b>324,043</b>	<b>-9.2%</b>	<b>99,803</b>	<b>121,814</b>	<b>427,241</b>
<b>Earnings per share (EUR)</b>						
Diluted and basic earnings per share—continuing operations	4.32	4.65	-7.1%	1.46	1.77	6.16
Diluted and basic earnings per share—discontinued operations	–	–	–	–	–	–
<b>Total earnings per share</b>	<b>4.32</b>	<b>4.65</b>	<b>-7.1%</b>	<b>1.46</b>	<b>1.77</b>	<b>6.16</b>

\*The restatements relate to BIC Contracting LLC (BICC).

## Consolidated Statement of Comprehensive Income

(EUR thousand)	9M 2021	9M 2020 (restated)*	Change	Q3 2021	Q3 2020 (restated)*	Full year 2020
<b>Profit after tax</b>	<b>360,109</b>	<b>442,764</b>	<b>-18.7%</b>	<b>122,876</b>	<b>162,526</b>	<b>582,080</b>
<b>Items that may be reclassified subsequently to profit or loss</b>						
Currency translation differences**	130,401	(115,112)	–	34,829	(46,357)	(222,098)
Changes in fair value of financial instruments						
Primary	49,307	(1,840)	–	18,359	8,216	(3,764)
Derivative	(17,615)	(5,600)	-214.6%	(14,136)	(4,577)	(1,921)
Share of other comprehensive income of equity-method associates and joint ventures	53,947	(72,169)	–	10,756	(2,446)	(66,106)
<b>Items that will not be reclassified to profit or loss</b>						
Remeasurements of defined benefit plans	27,422	(24,230)	–	(7,663)	(15,612)	(28,969)
<b>Other comprehensive income (after tax)</b>	<b>243,462</b>	<b>(218,951)</b>	<b>–</b>	<b>42,145</b>	<b>(60,776)</b>	<b>(322,858)</b>
<b>Total comprehensive income after tax</b>	<b>603,571</b>	<b>223,813</b>	<b>169.7%</b>	<b>165,021</b>	<b>101,750</b>	<b>259,222</b>
Of which: Non-controlling interest	106,129	70,212	51.2%	33,328	23,299	78,481
Of which: HOCHTIEF Group	497,442	153,601	223.9%	131,693	78,451	180,741

\*The restatements relate to BIC Contracting LLC (BICC).

\*\*Thereof discontinued operations EUR 31,985 thousand (9M 2020 restated: EUR -38,120 thousand; full year 2020: EUR -51,157 thousand). The amount of EUR 31,985 thousand in 9M 2021 relates to the deconsolidation of BICC.

# Consolidated Balance Sheet

(EUR thousand)	Sep. 30, 2021	Dec. 31, 2020
<b>Assets</b>		
<b>Non-current assets</b>		
Intangible assets	1,064,461	1,041,440
Property, plant and equipment	817,623	912,110
Investment properties	19,849	20,629
Equity-method investments	2,433,562	2,409,185
Other financial assets	126,886	63,641
Financial receivables	112,131	111,580
Other receivables and other assets	189,567	180,542
Non-current income tax assets	319	4,065
Deferred tax assets	490,011	520,553
	<b>5,254,409</b>	<b>5,263,745</b>
<b>Current assets</b>		
Inventories	315,877	284,094
Financial receivables	151,362	113,962
Trade receivables and other receivables	5,712,573	5,040,054
Current income tax assets	37,435	27,795
Marketable securities	559,567	473,537
Cash and cash equivalents	4,527,068	4,949,899
Assets held for sale	–	828,469
	<b>11,303,882</b>	<b>11,717,810</b>
	<b>16,558,291</b>	<b>16,981,555</b>
<b>Liabilities and Shareholders' Equity</b>		
<b>Shareholders' equity</b>		
Attributable to HOCHTIEF shareholders	857,342	669,607
Attributable to non-controlling interest	372,812	293,012
	<b>1,230,154</b>	<b>962,619</b>
<b>Non-current liabilities</b>		
Provisions for pensions and similar obligations	442,072	481,607
Other provisions	464,404	358,597
Financial liabilities	4,455,065	3,932,097
Lease liabilities	249,720	279,367
Trade payables and other liabilities	245,683	209,914
Deferred tax liabilities	51,140	43,608
	<b>5,908,084</b>	<b>5,305,190</b>
<b>Current liabilities</b>		
Other provisions	807,882	775,477
Financial liabilities	824,186	1,051,368
Lease liabilities	118,396	123,068
Trade payables and other liabilities	7,614,218	7,857,106
Current income tax liabilities	55,371	69,602
Liabilities associated with assets held for sale	–	837,125
	<b>9,420,053</b>	<b>10,713,746</b>
	<b>16,558,291</b>	<b>16,981,555</b>

# Consolidated Statement of Cash Flows

(EUR thousand)	9M 2021	9M 2020 (restated)*
Profit after tax	360,109	442,764
Depreciation, amortization, impairments, and impairment reversals	209,178	486,170
Changes in provisions	95,967	(15,039)
Changes in deferred taxes	11,021	127,423
Gains/(losses) from disposals of non-current assets and marketable securities	(8,740)	(23,286)
Other non-cash income and expenses and deconsolidations	47,737	227,894
Changes in working capital (net current assets)	(936,333)	(1,184,608)
Changes in other balance sheet items	107	1,916
<b>Cash flow from operating activities</b>	<b>(220,954)</b>	<b>63,234</b>
Intangible assets, property, plant and equipment, and investment properties		
Operational purchases	(59,402)	(286,620)
Payments from asset disposals	19,444	14,875
Acquisitions and participating interests		
Purchases	(150,924)	(262,489)
Payments from asset disposals/divestments	67,554	10,860
Changes in cash and cash equivalents due to changes in the scope of consolidation	(14,206)	9,288
Changes in marketable securities and financial receivables	(64,536)	(71,098)
<b>Cash flow from investing activities</b>	<b>(202,070)</b>	<b>(585,184)</b>
Disbursements for repurchase of treasury stock	–	(136,258)
Payments received from sale of treasury stock	376	–
Disbursements for repurchase of treasury stock at CIMIC	–	(105,983)
Payments into equity from non-controlling interests	4,500	12,248
Payments from equity to non-controlling interests	–	(15,219)
Disbursements for acquisition of additional shares in subsidiaries	(9,842)	(103,241)
Dividends to HOCHTIEF shareholders and non-controlling interests	(293,208)	(428,189)
Proceeds from new borrowing	2,016,843	4,155,258
Debt repayment	(1,741,144)	(1,939,830)
Repayment of lease liabilities	(122,781)	(218,707)
<b>Cash flow from financing activities</b>	<b>(145,256)</b>	<b>1,220,079</b>
<b>Net change in cash and cash equivalents</b>	<b>(568,280)</b>	<b>698,129</b>
Effect of exchange rate changes	130,756	(113,896)
<b>Overall change in cash and cash equivalents</b>	<b>(437,524)</b>	<b>584,233</b>
Cash and cash equivalents at the start of the year	4,964,592	4,499,585
Of which: Included in assets held for sale	14,693	–
Of which: Cash and cash equivalents as per Consolidated Balance Sheet	4,949,899	4,499,585
<b>Cash and cash equivalents at end of reporting period</b>	<b>4,527,068</b>	<b>5,083,818</b>
Of which: Included in assets held for sale	–	–
Of which: Cash and cash equivalents as per Consolidated Balance Sheet	4,527,068	5,083,818

\*The restatements relate to BIC Contracting LLC (BICC).



## Consolidated Statement of Changes in Equity

(EUR thousand)	Subscribed capital of HOCHTIEF Aktien-gesellschaft	Capital reserve of HOCHTIEF Aktien-gesellschaft	Retained earnings including distributable profit	Accumulated other comprehensive income			Attributable to HOCHTIEF shareholders	Attributable to non-controlling interest	Total
				Remeasure-ment of defined benefit plans	Currency translation differences	Changes in fair value of financial instruments			
Balance as of Jan. 01, 2020	<b>180,856</b>	<b>1,711,057</b>	<b>(293,206)</b>	<b>(356,288)</b>	<b>104,140</b>	<b>(61,083)</b>	<b>1,285,476</b>	<b>309,443</b>	<b>1,594,919</b>
Dividends	–	–	(405,684)	–	–	–	(405,684)	(25,892)	(431,576)
Profit after tax (restated)*	–	–	324,043	–	–	–	324,043	118,721	442,764
Currency translation differences and changes in fair value of financial instruments (restated)*	–	–	–	–	(75,321)	(70,891)	(146,212)	(48,509)	(194,721)
Changes from remea-surement of defined benefit plans	–	–	–	(24,230)	–	–	(24,230)	–	(24,230)
Total comprehensive income (restated)*	–	–	324,043	(24,230)	(75,321)	(70,891)	153,601	70,212	223,813
Other changes not recog-nized in the Statement of Earnings	–	–	(299,753)	–	–	–	(299,753)	(47,257)	(347,010)
Balance as of Sep. 30, 2020 (restated)*	<b>180,856</b>	<b>1,711,057</b>	<b>(674,600)</b>	<b>(380,518)</b>	<b>28,819</b>	<b>(131,974)</b>	<b>733,640</b>	<b>306,506</b>	<b>1,040,146</b>
<b>Balance as of Jan. 01, 2021</b>	<b>180,856</b>	<b>1,711,057</b>	<b>(662,575)</b>	<b>(385,257)</b>	<b>(49,178)</b>	<b>(125,296)</b>	<b>669,607</b>	<b>293,012</b>	<b>962,619</b>
Dividends	–	–	(267,977)	–	–	–	(267,977)	(43,038)	(311,015)
Profit after tax	–	–	294,296	–	–	–	294,296	65,813	360,109
Currency translation differences and changes in fair value of financial instruments	–	–	–	–	93,188	82,536	175,724	40,316	216,040
Changes from remea-surement of defined benefit plans	–	–	–	27,422	–	–	27,422	–	27,422
Total comprehensive income	–	–	294,296	27,422	93,188	82,536	497,442	106,129	603,571
Other changes not recog-nized in the Statement of Earnings	–	33	(41,763)	–	–	–	(41,730)	16,709	(25,021)
<b>Balance as of Sep. 30, 2021</b>	<b>180,856</b>	<b>1,711,090</b>	<b>(678,019)</b>	<b>(357,835)</b>	<b>44,010</b>	<b>(42,760)</b>	<b>857,342</b>	<b>372,812</b>	<b>1,230,154</b>

\*The restatements relate to BIC Contracting LLC (BICC).

# Explanatory Notes to the Consolidated Financial Statements

## Accounting policies

The Interim Consolidated Financial Statements as of and for the nine months ended September 30, 2021, which were released for publication on October 28, 2021, have been prepared in accordance with International Financial Reporting Standards (IFRS) as endorsed by the EU. In accordance with IAS 34, the reported information is presented in condensed form relative to the full Consolidated Financial Statements.

This interim report is based on the Consolidated Financial Statements as of and for the year ended December 31, 2020.

Due to a change in capital market interest rates, HOCHTIEF has modified the discount rates for the measurement of pension obligations as follows as of September 30, 2021:

(in %)	Sep. 30, 2021	Dec. 31, 2020
Germany	1.31	1.00
USA	2.30	2.17
UK	2.00	1.45

This report has been prepared in all other respects using the same accounting policies as in the 2020 Consolidated Financial Statements. Information on those accounting policies is given in the Group Report 2020.

## Currency translation

For currency translation purposes, the following exchange rates have been used for the main Group companies outside the Euro zone:

(All rates in EUR)	Average		Daily average at reporting date	
	9M 2021	9M 2020	Sep. 30, 2021	Dec. 31, 2020
1 U.S. dollar (USD)	0.84	0.88	0.86	0.81
1 Australian dollar (AUD)	0.63	0.60	0.62	0.63
1 British pound (GBP)	1.16	1.13	1.16	1.11
100 Polish złoty (PLN)	21.96	22.55	21.65	21.93
100 Czech koruna (CZK)	3.88	3.78	3.92	3.81
100 Chilean pesos (CLP)	0.11	0.11	0.11	0.12

## Changes in the scope of consolidation

The Consolidated Financial Statements for the first three quarters of 2021 include one German company and twelve foreign companies for the first time. One German company and 36 foreign companies have been removed from the scope of consolidation.

The number of companies accounted for using the equity method showed a net decrease of one German and eleven foreign companies in the first nine months of 2021. In addition, the number of joint operations abroad included in the Consolidated Financial Statements increased by eight.

The Consolidated Financial Statements as of September 30, 2021 include HOCHTIEF Aktiengesellschaft as well as a total of 45 German and 306 foreign consolidated companies, 15 German and 90 foreign companies accounted for using the equity method as well as 84 foreign joint operations.

As an independent listed group, HOCHTIEF Aktiengesellschaft, Essen, Germany, Court of Registration: Essen District Court, HRB 279, publishes its own Consolidated Financial Statements, which are also included in the Consolidated Financial Statements of ACS, Actividades de Construcción y Servicios, S.A., Madrid, Spain.

### Non-current assets held for sale and discontinued operations

On February 15, 2021, CIMIC announced that it has signed a share purchase agreement with SALD Investment LLC ("SALD") for the sale of CIMIC's investment in the Middle East. SALD, a privately owned, UAE-based investment company, will purchase CIMIC's 45% investment in BICC for nominal consideration. SALD is also acquiring the remaining 55% of BICC held by CIMIC's coshareholder, also for a nominal amount. The sale covers all of CIMIC's investments in the Middle East. On completion, SALD will own all BICC's businesses in the UAE, Qatar, Oman and Saudi Arabia. The subsidiary, which as of December 31, 2020 was classified as a discontinued operation in accordance with IFRS 5, was deconsolidated in the first quarter of 2021 due to loss of control. Since then, it is represented as an equity-method investment.

While CIMIC has agreed with the purchaser to contribute a certain amount of funds into BICC, the transaction does not increase CIMIC's financial exposure to the Middle East. In the period to September 30, 2021, AUD 59.3 million (EUR 37.5 million) has been paid in respect of CIMIC's financial guarantees and other expenses. These amounts have been funded by the financial liability and other amounts payable recognized in the year ended December 31, 2019.

The completion of the share purchase agreement is subject to satisfaction of certain conditions precedent and obtaining all necessary approvals. Accordingly the investment is classified as an asset held for sale in accordance with IFRS 5. The investment has nil book value and therefore is not shown on the Consolidated Balance Sheet.

The net sum of BICC's current earnings from January 1, 2021 to February 14, 2021 and the deconsolidation result is EUR 0 (September 30, 2020: EUR 24 million). The risks associated with the investment were already recognized in previous years. The deconsolidation in the first quarter of 2021 had no impact on profit or loss.

### Group company CIMIC

HOCHTIEF's stake in CIMIC as of September 30, 2021 is unchanged relative to December 31, 2020, at 78.58% (September 30, 2020: 77.40%).

### Trade receivables and other receivables

(EUR thousand)	Sep. 30, 2021	Dec. 31, 2020
Trade receivables	3,196,191	2,992,476
Contract assets	1,828,446	1,413,818
Other receivables and other assets	877,503	814,302
	<b>5,902,140</b>	<b>5,220,596</b>

Milestone achievement already invoiced and other contract receivables are accounted for in trade receivables. Performance not yet billed is accounted for in contract assets if progress payments do not exceed cumulative performance (contract costs and contract earnings). Where the net amount after deduction of progress payments is negative, the difference is presented under contract liabilities.

### Trade payables and other liabilities

(EUR thousand)	Sep. 30, 2021	Dec. 31, 2020
Trade payables	5,474,705	5,568,759
Contract liabilities	1,820,380	1,893,381
Other liabilities	564,816	604,880
	<b>7,859,901</b>	<b>8,067,020</b>

## Reporting on financial instruments

The fair value of the individual assets and liabilities is stated for each class of financial instrument. The following three-level fair value hierarchy is applied that reflects the observability of inputs to the valuation techniques used to measure fair value.

Level 1: Quoted prices (unadjusted) in active markets for identical assets or liabilities as input parameter; e.g. quoted securities.

Level 2: Inputs other than quoted prices included within Level 1 that are observable for the asset or liability, either directly (i.e., as prices) or indirectly (i.e., derived from prices); e.g. interest rate swaps and forward exchange contracts.

Level 3: No relevant observable inputs available, hence unobservable inputs are determined as an exit price from the perspective of a market participant that holds the asset or owes the liability; e.g. investments measured at fair value determined by business valuation.

(EUR thousand)	Sep. 30, 2021				Dec. 31, 2020			
	Level 1	Level 2	Level 3	Total	Level 1	Level 2	Level 3	Total
<b>Assets</b>								
Other financial assets	3,734	30,689	92,463	126,886	308	27,133	36,200	63,641
Other receivables and other assets								
Non-current	1	783	–	784	3	744	–	747
Current	97	1,481	–	1,578	71	3,259	–	3,330
Marketable securities	559,420	147	–	559,567	473,398	139	–	473,537
<b>Total assets</b>	<b>563,252</b>	<b>33,100</b>	<b>92,463</b>	<b>688,815</b>	<b>473,780</b>	<b>31,275</b>	<b>36,200</b>	<b>541,255</b>
<b>Liabilities</b>								
Other liabilities								
Non-current	18	10,311	8,077	18,406	13	8,755	8,178	16,946
Current	110	8,933	–	9,043	42	22,162	–	22,204
<b>Total liabilities</b>	<b>128</b>	<b>19,244</b>	<b>8,077</b>	<b>27,449</b>	<b>55</b>	<b>30,917</b>	<b>8,178</b>	<b>39,150</b>

Within each class of financial instrument, where fair value can be measured reliably, fair value generally corresponds to carrying amount. The only class of financial instrument for which the two differ is financial liabilities measured at amortized cost, which have a total carrying amount of EUR 5,279,251 thousand (December 31, 2020: EUR 4,983,465 thousand) and a fair value of EUR 5,333,326 thousand (December 31, 2020: 5,055,761 thousand).

As in the comparative prior-year period, there were no transfers of financial instruments measured at fair value between Levels 1 and 2 as well as Level 3 of the fair value hierarchy during the first three quarters of 2021.

The Group's forward exchange contracts are not traded in active markets. The fair values of these contracts are estimated using a valuation technique that maximizes the use of observable market inputs, e.g. market exchange and interest rates. They are therefore included in Level 2 of the fair value hierarchy.

In Level 3, the fair value of investments in unlisted entities is measured using generally recognized valuation techniques based on discounted cash flow analysis. The unobservable inputs used for this purpose are an internal rate of return of 9%, growth rates of between 2.5% and 3.0%, and required discount rates of between 8% and 15%.

As part of the Thiess divestment, the transaction agreement includes an option for Elliott to sell all or part of its 50% interest in Thiess to CIMIC after the third anniversary, between four and six years from completion on December 31, 2020. The exercise price will be the lower of a cost price or a price referable to movements in the S&P / ASX 200 Total Return index plus the accrued value of any shortfall in agreed minimum distributions. This option has no current impact on the control of the company.

The put option is accounted for as a derivative financial instrument in accordance with IFRS 9 and is therefore held at fair value through profit and loss in the Financial Statements of HOCHTIEF. External independent valuation advisors have been utilized in determining the fair value of the put option.

The fair value of the put option cannot be observed from a market price. A Probability Weighted Expected Returns Methodology is used to derive the value of the put option proceeds based on future potential payoffs if the option is exercised, adjusted for the minimum annual distributions per the Shareholders Agreement, and compares this to the estimated strike price to determine a fair value. As at September 30, 2021, the fair value of the put option was determined to be AUD 13.0 million (EUR 8.1 million) [December 31, 2020: AUD 13.0 million (EUR 8.2 million)].

Assumed input parameters for the valuation were an expected exercise period of three to six years, an EBITDA multiplier of three to four times, and discount rates between 13% and 18%.

Changes in the unobservable inputs would not have a material effect on total comprehensive income, total assets and liabilities, or equity.

Reconciliation of opening to closing balances for Level 3 measurements of other financial assets as well as other liabilities:

#### Level 3 reconciliation 9M 2021:

(EUR thousand)	Balance as of Jan. 1, 2021	Currency adjustments	Gains/(losses) recognized in profit or loss	Other changes	Balance as of Sep. 30, 2021
<b>Assets</b>					
Other financial assets	36,200	(943)	26,938	30,268	92,463
<b>Liabilities</b>					
Other liabilities					
Non-current	8,178	(101)	–	–	8,077
Current	–	–	–	–	–

#### Level 3 reconciliation FY 2020:

(EUR thousand)	Balance as of Jan. 1, 2020	Currency adjustments	Gains/(losses) recognized in profit or loss	Other changes	Balance as of Dec. 31, 2020
<b>Assets</b>					
Other financial assets	70,118	(955)	8,747	(41,710)	36,200
<b>Liabilities</b>					
Other liabilities					
Non-current	–	331	7,847	–	8,178
Current	–	–	–	–	–

The gains and losses recognized in profit or loss are accounted for in net income from other participating interests; the remaining changes are accounted for in other comprehensive income.



### Capital risk management

The Group continued to show a strong liquidity level in the first nine months of 2021, with cash and cash equivalents at EUR 4,529,864 thousand (December 31, 2020: EUR 4,952,730 thousand).

Cash in the amount of EUR 237,465 thousand (December 31, 2020: EUR 281,526 thousand) is subject to financial and operational restrictions or is restricted in relation to the sale of receivables.

### Treasury stock

As of September 30, 2021, HOCHTIEF Aktiengesellschaft held a total of 2,454,291 shares of treasury stock (3.47% of the capital stock); this represents no change relative to June 30, 2021.

### Dividend

The Annual General Meeting of HOCHTIEF Aktiengesellschaft resolved on May 6, 2021 to pay a dividend for 2020 of EUR 3.93 per eligible no-par-value share. The resulting dividend payment of EUR 267,976,654.92 was paid on July 7, 2021.

### Trade finance arrangements

The Group enters into factoring agreements with banks and financial institutions. These agreements only relate to certified receivables, on a non-recourse basis, acknowledged by the client with payment only being subject to the passage of time. Under the factoring agreements:

- The certified receivables are derecognized where the risks and rewards of the receivables have been transferred as the cash flow is only derived when there are goods or services provided or work performed by the Group for which it is entitled to be paid;
- The cash flow to the Group only arises when there is an amount certified by the client and contractually due to be paid to the Group; there are no disputes on the amounts due and the customer has acknowledged this by way of certification; and
- The receipt by the Group irrevocably removes the Group's right to the certified receivable due from the customers.

The factoring of these receivables is therefore done on a non-recourse basis. The level of non-recourse factoring across the Group was EUR 0.8 billion as of September 30, 2021 (September 30, 2020: EUR 1.6 billion and December 31, 2020: EUR 1.1 billion).

The Group enters into supply chain finance arrangements with financial institutions for suppliers which may elect to receive early payment for goods and services to improve their liquidity. The supply chain finance program is offered on a voluntary basis and suppliers can opt in and opt out at their discretion at any point in time. The terms of the arrangements are:

- The creditor arises from operational expenses relating to the supply of goods and services;
- They mirror normal credit terms;
- There are no additional credit enhancements; and
- They are subject to the same obligations that are customary within the industry, such as warranty for defective work.

Accordingly, the terms of the arrangement do not modify the original liability, and therefore the amounts continue to be classified within trade and other payables. The level of supply chain finance across the Group was EUR 58 million as of September 30, 2021 (September 30, 2020: EUR 155 million and December 31, 2020: EUR 145.6 million).

### Contingent liabilities

The contingent liabilities relate to liabilities under guarantees; they have decreased since December 31, 2020 by EUR 1,918 thousand to EUR 147,987 thousand.

### Segment reporting

The operating companies within the HOCHTIEF Group are organized under the four divisions HOCHTIEF Americas, HOCHTIEF Asia Pacific, HOCHTIEF Europe, and Abertis Investment. This structure reflects the operating focus of the Group as well as its strong regional presence, focused on developed markets. Segmental reporting in the HOCHTIEF Group is based on the Group's divisional operations. The breakdown mirrors the Group's internal reporting systems.

The Group's reportable segments (divisions) are as follows:

HOCHTIEF Americas encompasses the construction activities of operational units in the USA and Canada.

HOCHTIEF Asia Pacific pools the construction, services, and PPP activities in the Asia-Pacific region and, among other things, includes the investment in Thiess, which was fully consolidated as a subsidiary until last December and has since been accounted for in the Consolidated Financial Statements using the equity method.

HOCHTIEF Europe brings together the core business focused on Europe and designs, develops, builds, operates, and manages real estate and infrastructure.

Abertis Investment comprises the investment in the Spanish toll road operator Abertis Infraestructuras, S.A., and is equity accounted in HOCHTIEF's Consolidated Financial Statements.

Corporate comprises Corporate Headquarters, other activities not assignable to the separately presented divisions, including management of financial resources and insurance activities, plus consolidation effects. Insurance activities are managed from Corporate Headquarters under the responsibility of HOCHTIEF Insurance Broking and Risk Management Solutions GmbH with companies in Luxembourg, including Builders Reinsurance S.A. The HOCHTIEF insurance companies primarily provide reinsurance offerings for contractors' casualty and surety, subcontractor default, liability, and occupational accident insurance.

Detailed information on the individual divisions/segments of the HOCHTIEF Group is contained in the preceding Interim Management Report.

Sales are allocated to the types of activities "Construction/PPP", "Construction-Management/Services", and "Other". "Construction/PPP" includes Flatiron at HOCHTIEF Americas, CPB Contractors, Leighton Asia, and Pacific Partnerships at HOCHTIEF Asia Pacific, and HOCHTIEF Infrastructure and HOCHTIEF PPP Solutions at HOCHTIEF Europe. The main "Construction-Management/Services" companies are Turner at HOCHTIEF Americas, UGL's services business, and Sedgman's mineral processing businesses at HOCHTIEF Asia Pacific, as well as HOCHTIEF Engineering, synexs, and Trinac at HOCHTIEF Europe. Sales from non-core business are allocated to the category "Other".

Sales at HOCHTIEF Americas in the amount of EUR 10,090,653 thousand (September 30, 2020: EUR 11,270,787 thousand) are recognized mainly in the "Construction-Management/Services" category. At HOCHTIEF Asia Pacific, sales amounting to EUR 4,462,029 thousand (September 30, 2020: EUR 5,603,047 thousand) are principally generated in the activities "Construction/PPP" and "Construction-Management/Services." At HOCHTIEF Europe, external sales totaling EUR 936,324 thousand (September 30, 2020: EUR 943,836 thousand) are primarily recognized in the "Construction/PPP" category. Other sales recognized in "Corporate" amount to EUR 99,614 thousand (September 30, 2020: EUR 90,065 thousand).

Sales not related to contracts with clients, mainly relating to "Other" activities in Corporate, amount to EUR 121,785 thousand (September 30, 2020: EUR 115,057 thousand).

Almost all sales as disaggregated above are recognized over time.

## Reconciliation of profit before tax to EBITDA

(EUR thousand)

	9M 2021	9M 2020	Q3 2021	Q3 2020
<b>Profit before tax—continuing operations</b>	<b>448,568</b>	<b>580,339</b>	<b>154,571</b>	<b>206,491</b>
+ Investment and interest expenses	131,080	171,370	42,024	54,634
- Investment and interest income	(35,735)	(44,037)	(8,562)	(11,581)
- Net income from other participating interests (excluding gains/losses from disposals of participating interests)	(37,589)	(27,245)	(18,338)	(11,277)
+ Adjustment for non-operating net expenses	39,528	27,842	23,829	5,143
<b>EBIT—continuing operations</b>	<b>545,852</b>	<b>708,269</b>	<b>193,524</b>	<b>243,410</b>
+ Depreciation and amortization	238,592	514,092	76,440	177,144
<b>EBITDA—continuing operations</b>	<b>784,444</b>	<b>1,222,361</b>	<b>269,964</b>	<b>420,554</b>

## Basic and diluted earnings per share

	9M 2021	9M 2020	Q3 2021	Q3 2020
<b>Consolidated net profit (EUR thousand)</b>	<b>294,296</b>	<b>324,043</b>	<b>99,803</b>	<b>121,814</b>
Number of shares in circulation (weighted average) in thousands	68,190	69,751	68,192	68,958
<b>Earnings per share (EUR)</b>	<b>4.32</b>	<b>4.65</b>	<b>1.46</b>	<b>1.77</b>

Earnings per share can become diluted as a result of potential shares (mainly stock options and convertible bonds). HOCHTIEF's share-based payment arrangements do not have a dilutive effect on earnings. Consequently, diluted and basic earnings per share are identical.

## Related party disclosures

The number of companies and individuals comprising related parties of HOCHTIEF Aktiengesellschaft and HOCHTIEF Group companies is determined in accordance with IAS 24; reference is consequently made in this regard to the information provided in the notes to the last Consolidated Financial Statements.

In the first three quarters of 2021, no material transactions were entered into between HOCHTIEF Aktiengesellschaft (or any HOCHTIEF Group company) and any related party or parties having a material influence on the results of operations or financial condition of the Company or the Group.

## Events since the balance sheet date

No substantial indications of reportable events became known in the subsequent events period.

# Publication Details and Credits

## Published by:

HOCHTIEF Aktiengesellschaft  
Alfredstraße 236, 45133 Essen, Germany  
Tel.: +49 201 824-0  
Fax: +49 201 824-2777  
info@hochtief.de  
www.hochtief.com

## Investor relations:

HOCHTIEF Investor Relations  
Alfredstraße 236, 45133 Essen, Germany  
Tel.: +49 201 824-2127  
Fax: +49 201 824-92127  
investor-relations@hochtief.de

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## Current financial calendar:

[www.hochtief.com/en/investor-relations/financial-calendar](http://www.hochtief.com/en/investor-relations/financial-calendar)

**This interim report is a translation of the original German version, which remains definitive. It is also available from the HOCHTIEF website.**

This document contains forward-looking statements. These statements reflect the current views, expectations and assumptions of the Executive Board of HOCHTIEF Aktiengesellschaft concerning future events and developments relating to HOCHTIEF Aktiengesellschaft and/or the HOCHTIEF Group and are based on information currently available to the Executive Board of HOCHTIEF Aktiengesellschaft. Such statements involve risks and uncertainties and do not guarantee future results (such as profit before tax or consolidated net profit) or developments (such as with regard to possible future divestments, planned investments or acquisitions, general business activities or business strategy). Actual results (such as profit before tax or consolidated net profit), dividends and other developments (such as with regard to possible future divestments, planned investments or acquisitions, general business activities or business strategy) relating to HOCHTIEF Aktiengesellschaft and the HOCHTIEF Group may therefore differ materially from the expectations and assumptions described or implied in such statements due to, among other things, changes in the general economic, sectoral and competitive environment, capital market developments, currency exchange rate fluctuations, changes in international and national laws and regulations, in particular with respect to tax laws and regulations, the conduct of other shareholders, and other factors. Any information provided on dividends is additionally subject to the recognition of a corresponding unappropriated net profit in the published separate financial statements of HOCHTIEF Aktiengesellschaft for the fiscal year concerned and the adoption by the competent decision-making bodies of HOCHTIEF Aktiengesellschaft of appropriate resolutions taking into account the prevailing situation of the Company. Aside from statutory publication obligations, HOCHTIEF Aktiengesellschaft does not assume any obligations to update any forward-looking statements.

