

### Group EBITDA stands at €50.5m in Q1.2020

ELLAKTOR Group's activities proved resilient in Q1'20 despite the outbreak of the pandemic, with EBITDA improving in all five segments vs Q4'19. At the same time, EBITDA Margin improved to 22.5% in Q1'20.

- In Concessions, EBITDA stood at €31.3m in Q1'20 vs €30.3m in Q4'19 exhibiting strong growth in January and February '20, with performance being impacted by the onset of Covid-19 in early March 2020. Since early May 2020, there are clear signs of gradual improvement in traffic, particularly in Attiki Odos (average 196k vehicles between May 18th and 28th vs average of 61K in April 2020)
- RES's EBITDA improved to €19.8m in Q1'20 vs €10.6m in Q4'19 as a result of increased installed capacity, with 491MW installed capacity at March 31st 2020, of which 196MW is in trial operation. Electricity production and sales from existing portfolio are currently unaffected by the Covid-19 pandemic
- Environment's EBITDA stood at €4.0m in Q1'20 vs -€2.2m in Q4'19. All necessary measures have been taken to limit the impact of Covid-19 on operations, and to secure personnel safety and unimpeded continuance of operations
- Real Estate's EBITDA improved to €1.3m in Q1'20 vs €0.9m in Q4'19 due to the segment's strong performance prior to the pandemic. In the first 4 months of full operation of Smart Park phase 2 expansion (i.e. prior to Covid-19) footfall increased by 24% and sales of outlets increased by 33%. Since the reopening on May 11th 2020 performance is gradually restored
- Construction EBITDA stood at -€1.2m in Q1'20 vs -€38.7m in Q4'19 excluding non-recurring losses in international PV projects (€67m in Q4'19). Construction's restructuring plan is in progress, with main targets remaining to rationalize its cost base, introduce a new Group Procurement Unit, further exploitation of its assets as well as pursue discussions for additional potential funding.

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*"The performance of Q1'20, with EBITDA at €51m shows the resilience of the Group, as all segments' EBITDA improved versus the previous quarter of Q4'19, despite the impact from Covid-19 which impacted the Group and our Concessions and Real Estate segments in particular. EBITDA Margin improved in Q1'20 to 22.5% which is the highest of the last 5 quarters.*

*Cash and Liquid Assets at the end of March 2020 remained relatively stable at €458m versus 463m at the end of 2019. Net Debt at the end of Q1'20 stood at €1,089m, with Net Debt to EBITDA ratio of 5.4x, on the basis of an annualized Q1'20 EBITDA.*

*The Group's transformation is progressing. We are further diversifying our Concessions portfolio, with the Alimos Marina, RES is proceeding with its ambitious expansion program, Environment is well positioned to capitalize on upcoming growth opportunities, as is the Real Estate segment. In parallel, the restructuring of the Construction segment continues."*

**Anastassios Kallitsantsis, CEO**

## 1. ELLAKTOR Group Financial highlights for Q1'20

### Profit & Loss

<b>Revenues down by 13% qoq</b>	ELLAKTOR's group Gross Revenue stood at €225m in Q1'20 compared to €257m in Q4'19 or -13% qoq and €359m in Q1'19, or -37% yoy, a reduction of €134m. The yoy decrease came mainly from the Construction sector where revenues decreased by €135m (from €261m to €126m).
<b>Cost of Sales down by 41% qoq</b>	Group's Cost of Sales (w/o depreciation) stood at €159m in Q1'20 compared to €267m in Q4'19 or -41% qoq and €285m in Q1'19, or -44% yoy a reduction or €127m.
<b>Gross Profit improvement</b>	Group Gross Profit stood at €65.9m in Q1'20 versus -€9.4m in Q4'19 and €73.5m in Q1'19, or a -10% delta.
<b>Administrative expenses were down by 32% qoq</b>	Administrative Expenses (w/o depreciation) stood at €16.2m in Q1'20 versus €24.4m in Q4'19 or -32% qoq and €14.3m in Q1'19, recording an increase of €2.0m yoy, which includes €2.4m of restructuring costs in Construction. Without these restructuring expenses, Administrative Expenses were at €13.8m in Q1'20 or 3% lower yoy.
<b>Selling expenses were down by 39% qoq</b>	Selling Expenses were at €0.9m in Q1'20 versus €1.5m in Q4'19 or -39% qoq and €1.1m in Q1'19 recording a decrease of €0.2m or 16% yoy.
<b>Other Income</b>	Other Income (w/o depreciation) and Other Gain or Losses stood at €1.8m versus -€35.7m in Q4'19 due to goodwill impairment loss of €42m related to past acquisitions of construction companies.
<b>EBITDA margin at 22.5% the highest of the last 5 quarters</b>	EBITDA was €50.5m in Q1'20, compared to -€3.7m in Q4'19 excluding non-recurring losses in international PV projects (€66.8m in Q4'19), and €61.6m in Q1'19, posting a reduction of 18%, or €11m yoy. EBITDA margin improved to 22.5% in Q1'20, which is the highest in the last 5 quarters, compared to 17.2% margin in Q1'19. The delta of EBITDA yoy by €11m is related to lower Gross Profit by €7m, the higher Administrative Expenses by €2m mainly due to the

restructuring of the Construction and by €2m due to lower Other Income and other Gain versus Q1'19.

**Depreciation** Depreciation stood at €26.0m in Q1'20 versus €27.0m in Q4'19 and €25m in Q1'19.

**EBIT** EBIT was €24.5m in Q1'20 compared to -€30.8m in Q4'19 adjusted for non-recurring losses in international PV projects and €36.7m in Q1'19.

**Profit Before Tax at €3m in Q1'20** Profit Before Tax was at €2.8m in Q1'20 compared to -€47.8m in Q4'19 adjusted for non-recurring losses in international PV projects and €20.3m in Q1'19, while Net Profit / (Loss) After Tax and minority interests was loss of €8.8m compared to profit of €2.6m in Q1'19.

### Balance Sheet

**Assets** Group's total Assets were at €3,048m at the end of March 2020 vs 3,056m at the end of 2019, recording a marginal delta of -0.3%.

**Cash and Liquid Assets at €458m at 31.03.2020** Cash and Liquid Assets at the end of March 2020 remained almost stable at €458m vs €463m at the end of 2019.

**Total debt** Total debt stood at €1,546m at the end of March 2020 vs €1,491m at the end of 2019. The increase is mainly due to the tap of the High Yield Bond with €70m that took place successfully in January 2020, at 6.375% interest and maturing in Dec.'24.

**Net Debt to EBITDA ratio at 5.4x** Net debt stood at €1,089m at the end of March 2020 compared to €1,028m at the year-end 2019, with Net Debt to EBITDA standing at 5.4x (calculated on an annualized Q1'20 EBITDA). It has to be mentioned that the debt incurred to fund growth at the Renewables level did not fully contributed in Q1'20 EBITDA, but will generate run rate EBITDA going forward. If we consider the additional EBITDA contribution by the funded and newly built RES portfolio, the Net Debt to EBITDA ratio would be lower.

**Group Total Equity at €524m** Group's total Equity stood at €524m at the end of March 2020 compared to €533m at the end of 2019, a decrease of €9m mainly due to losses after tax. Total Equity attributable to Shareholders was €402m versus €414m at the end of December 2019.

## 2. Performance by Sector for Q1'20

### Construction

**Resizing of Construction continues** Revenue stood at €126 in Q1'20 compared to €261m in Q1'19, a decrease of 52% or €135m which is mainly attributed to the reduction of the construction activity, as the Group continued its strategy focusing for new construction projects only in Greece and Romania.

**EBITDA improved qoq to -€1m in Q1'20** Construction's EBITDA was -€1.2m in Q1'20 versus of -€38.7m in Q4'19 adjusted for non-recurring losses in international PV projects and €4.3m in Q1'19.

Profit before taxes were at -€6.3m in Q1'20 versus of -€44.0m in Q4'19 adjusted for non-recurring losses in international PV projects and -€1.4m in Q1'19.

### Concessions

**Strong trading during months prior to Covid-19 onslaught** Concession revenues stood at €50.3m Q1'20 versus €60.7m in Q4'19 or -17% qoq and €57.4m in Q1'19 or -12% yoy. The decrease of revenues in Q1'20 is due to the decreased traffic (Attiki Odos -11%, Olympia Odos -10%, Gefyra -11%) as a result of restrictions in movement and eventual full lockdown by the state in response to the Covid-19 epidemic.

**Significant impact on traffic due to lockdown measures .. while traffic has been increasing substantially as lockdown is lifted** Strong trading in Jan. and Feb.'20, with traffic in Attiki Odos increase by more than 4%, and all other motorway increasing between 7% and 20%. March performance impacted by Covid-19 pandemic, as the Greek government implemented increasingly severe lockdown measures. Clear signs of gradual improvement in Attiki Ados traffic since early May 2020 (average 196k vehicles between May 18<sup>th</sup> and 28<sup>th</sup> vs average of 61k in April 2020).

**EBITDA improved 3% qoq** Concession' EBITDA amounted to €31.3m in Q1'20m versus €30.3m in Q4'19 or +3% qoq and €37.3m in Q1'19 marking a decrease of 16%.

Profit before taxes were at €5.2m in Q1'20 versus of €5.9m in Q4'19 and €12.8m in Q1'19.

### Renewable Energy Sources (RES)

**Growth program by Q1 2020 was completed according to plan** RES revenues stood at €23.9m in Q1'20 versus €15.1m in Q4'19 or +59% qoq and €20.4m in Q1'19 or +17% yoy due to the increased installed capacity. 491 MW installed capacity as of 31.03.2020, of which 196MW in trial operation. An additional 88 MW is to be constructed.

**Strong performance of wind parks, unaffected by Covid-19 in Q1'20**

EBITDA stood at €19.8m in Q1'20 versus €10.6m in Q4'19 or +86% qoq and €16.3m in Q1'19 or +22% yoy due to the increased installed capacity.

Profit before taxes were at €12.1m in Q1'20 versus of €4.2m in Q4'19 or 190% qoq and €10.5m in Q1'19.

**Environment****Revenue**

Environment revenue stood at €22.4m in Q1'20, largely unchanged from Q4'19 and up from €18.4m in Q1'19 or 22% yoy due to the increased completion rate of construction projects.

**Strong prospects due to need of compliance with waste management legislation**

Prospects appear strong as Greece needs to urgently proceed with new infrastructure in order to comply with national and EU waste management legislation as well as utilize the available EU funding within a very tight time frame. Investments to be launched in the next 5-year period are expected to reach €2b for the treatment of approximately 4 million tons of municipal waste per annum.

EBITDA stood at €4.0m in Q1'20 versus -€2.2m in Q4'19 and €4.4m in Q1'19 or -8% yoy due to increased overheads and decreased profitability of the construction projects.

Profit before taxes was €2.3m in Q1'20 versus of -€4.1m in Q4'19 and €2.5m in Q1'19.

**Real Estate****Strong performance across the board, with disruptions due to Covid-19**

Real Estate revenue stood at €1.8m in Q1'20, compared to €2.3m in Q4'19 or -20% qoq due to impact from Covid-19 and €1.6m in Q1'19 or +16% yoy.

EBITDA stood at €1.3m in Q1'20 versus €0.9m in Q4'19 or +42% qoq and €0.7m in Q1'19 or 79% yoy continuing the strong performance prior to the pandemic from the full operation of Smart Park phase 2 expansion prior to Covid-19. Since the reopening on May 11<sup>th</sup> 2020 performance is also being restored.

Profit before taxes were at €0.3m in Q1'20 versus of €0.1m in Q4'19 or 170% qoq and -€0.1m in Q1'19.

**REDS will develop the  
Alimos Marina  
concession**

Capitalizing on the very high degree of sophistication in real estate, and given the real estate, as well as leisure and hospitality component of the Marina project, AKTOR CONCESSIONS has mandated REDS S.A. with management of operations of the Marina