

A photograph of a modern skyscraper with a distinctive curved, undulating glass facade. The building's surface reflects the surrounding environment, creating a dynamic pattern of light and shadow. The sky above is clear and blue.

Made to
move you

OTIS

Results

Macroeconomics

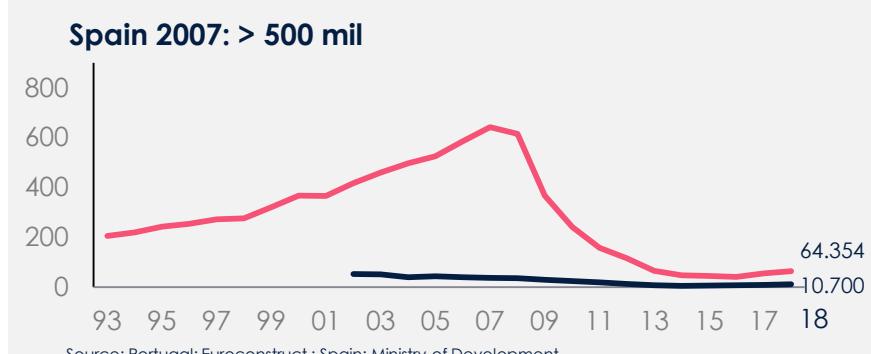
SPAIN

MOROCCO

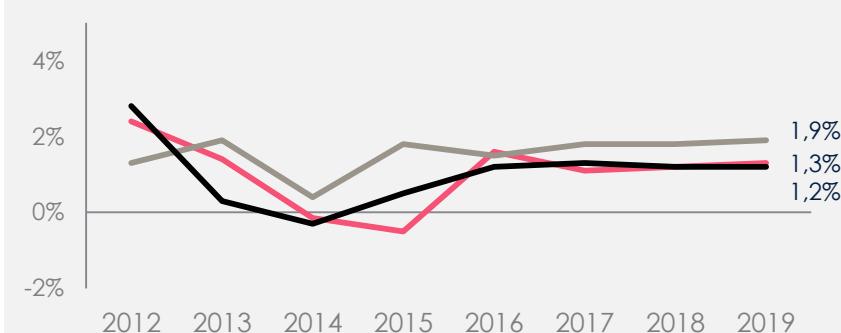
PORTUGAL



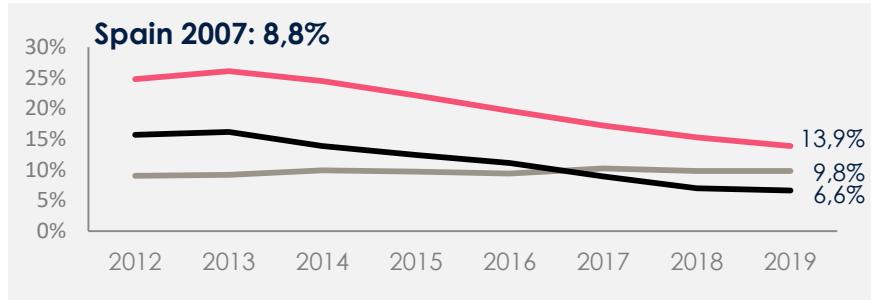
HOUSING MARKET



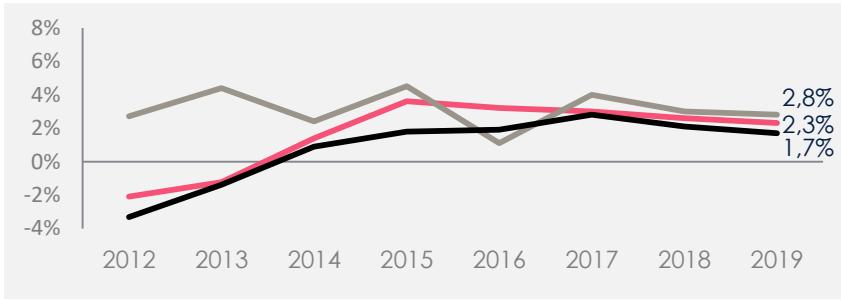
CPI



UNEMPLOYMENT RATE

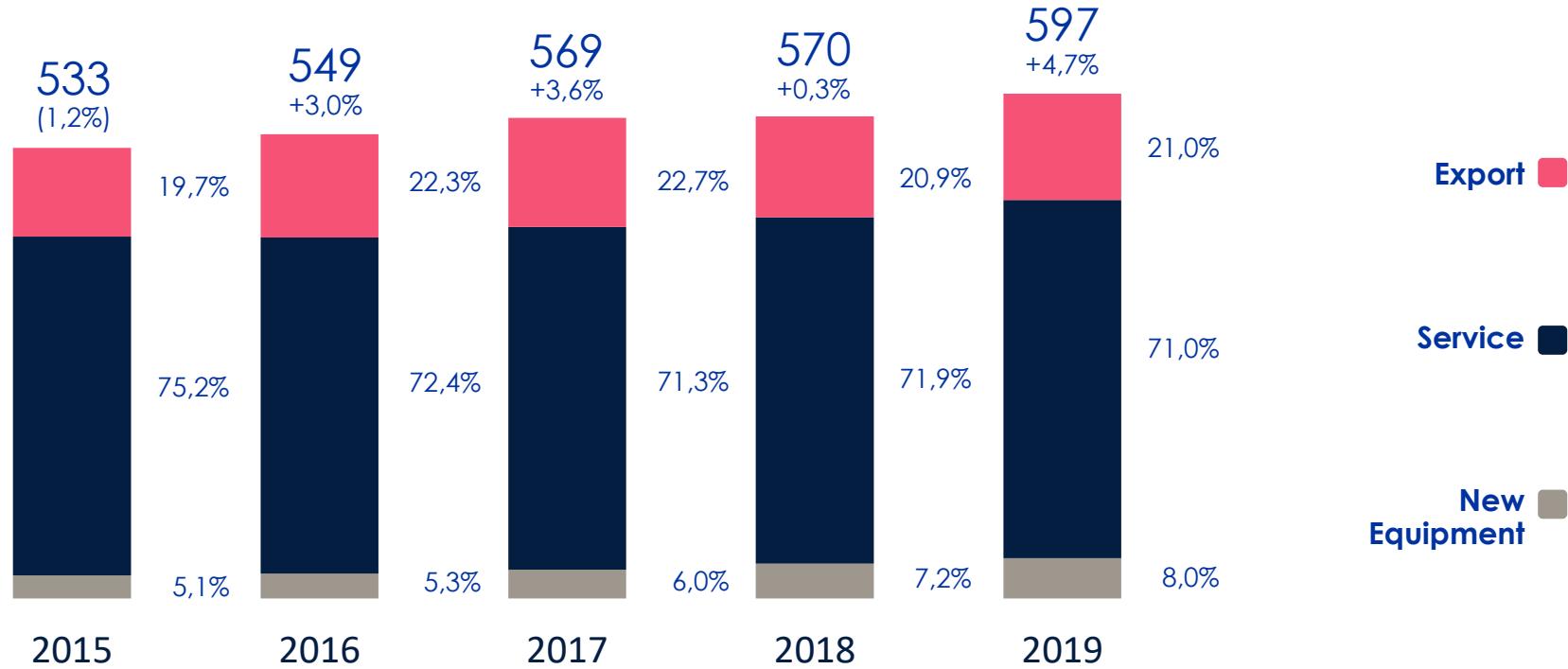


GDP GROWTH

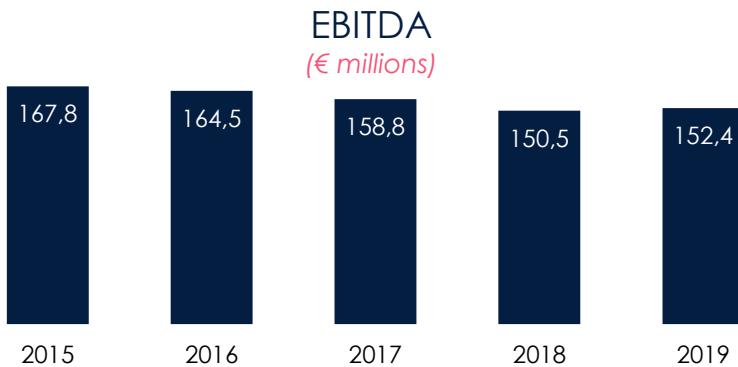


Sales (Q3-YTD)

(€ millions)



EBITDA & Profit after Taxes (Q3-YTD)

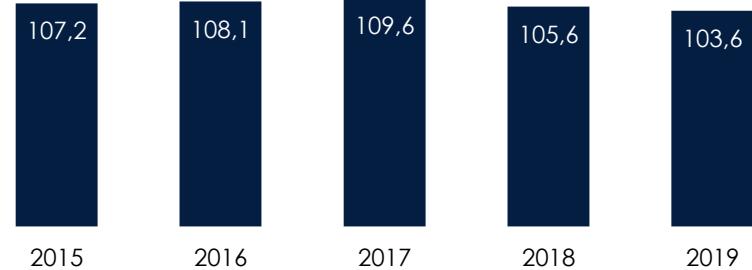


Serrano, 1 (Madrid)



Alcalá 21 (Madrid)

Profit after Taxes
(€ millions)



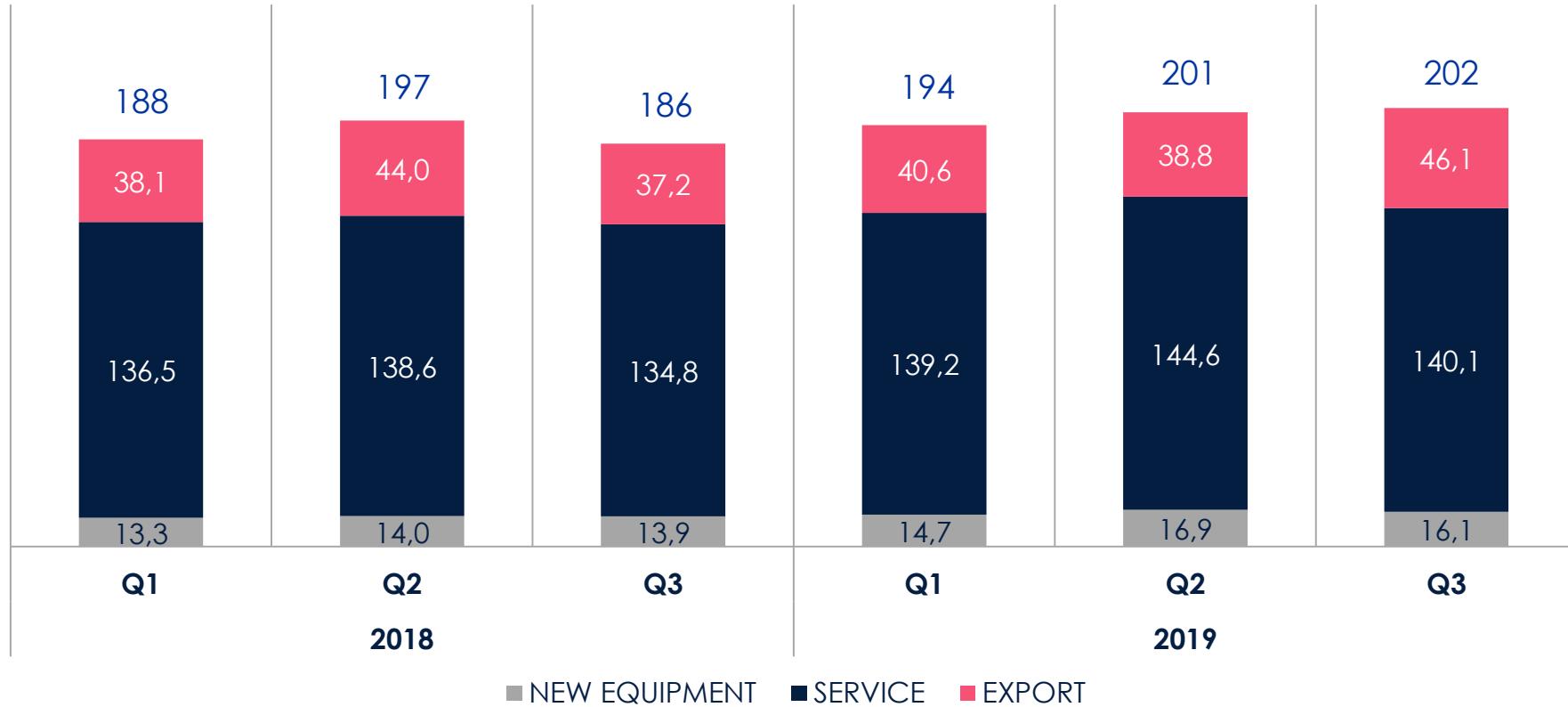
Sales & EBITDA by Quarter

(€ millions)



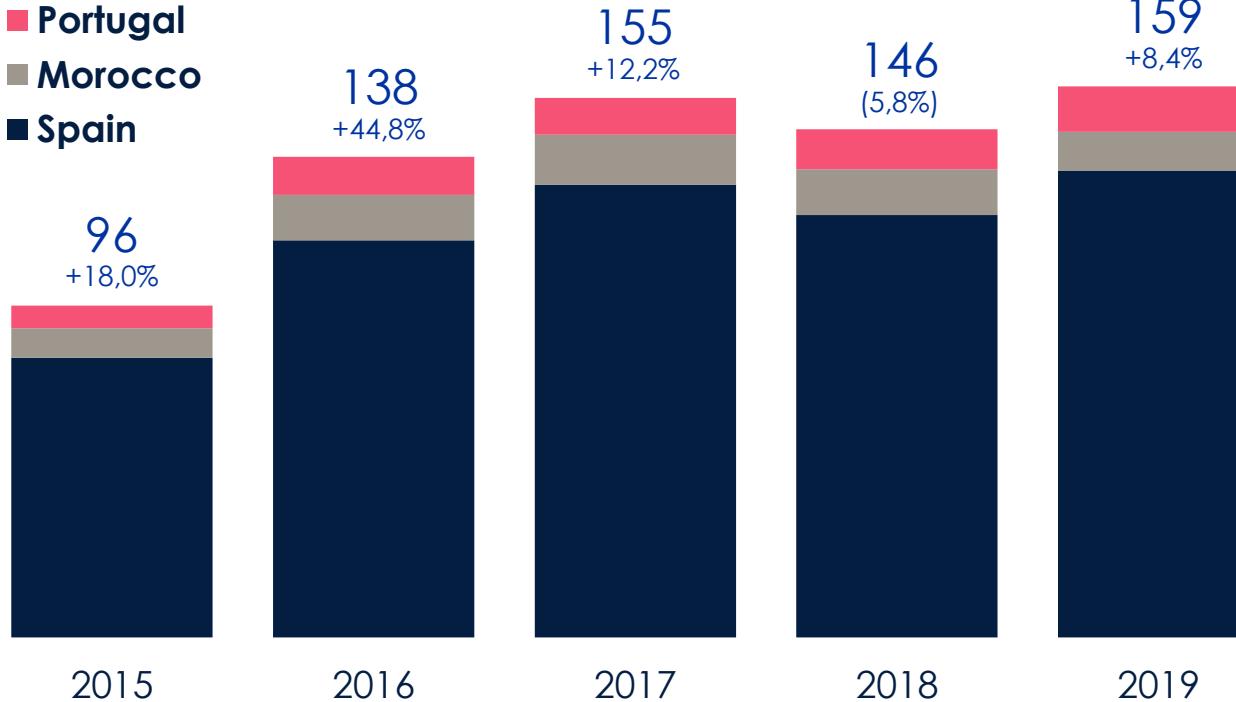
Sales by Activity & by Quarter

(€ millions)



Orders received (Q3-YTD)

- Portugal
- Morocco
- Spain



(€ millions)



Colonial - Madrid

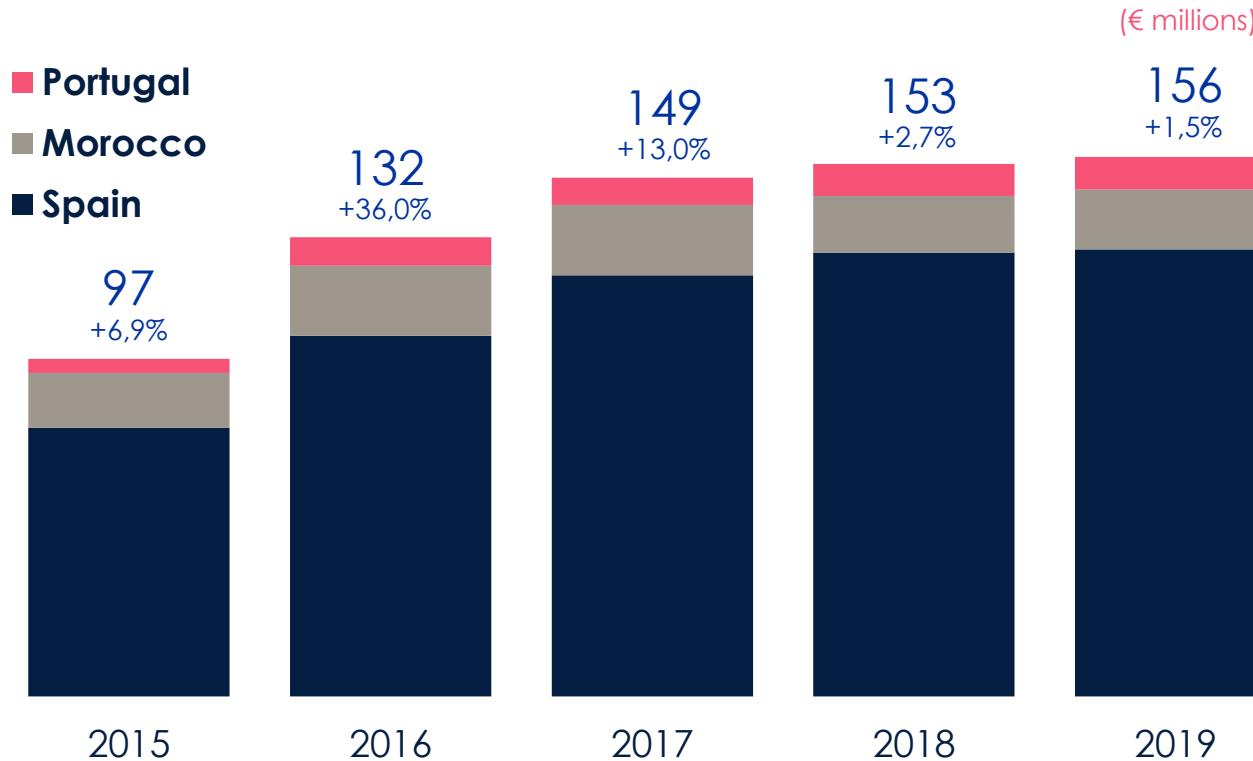


Marriot Hotel - Portugal



Extension Airport - Morocco

Backlog of unfilled orders (Q3)

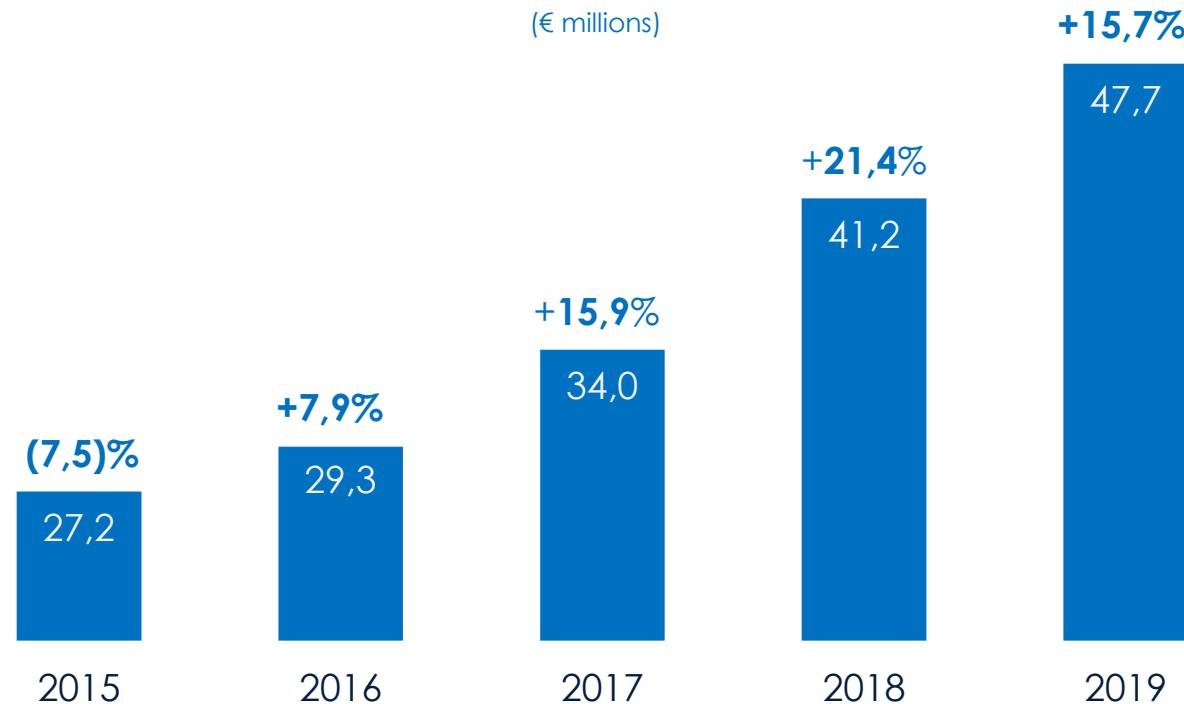


Princesa Hotel - Madrid

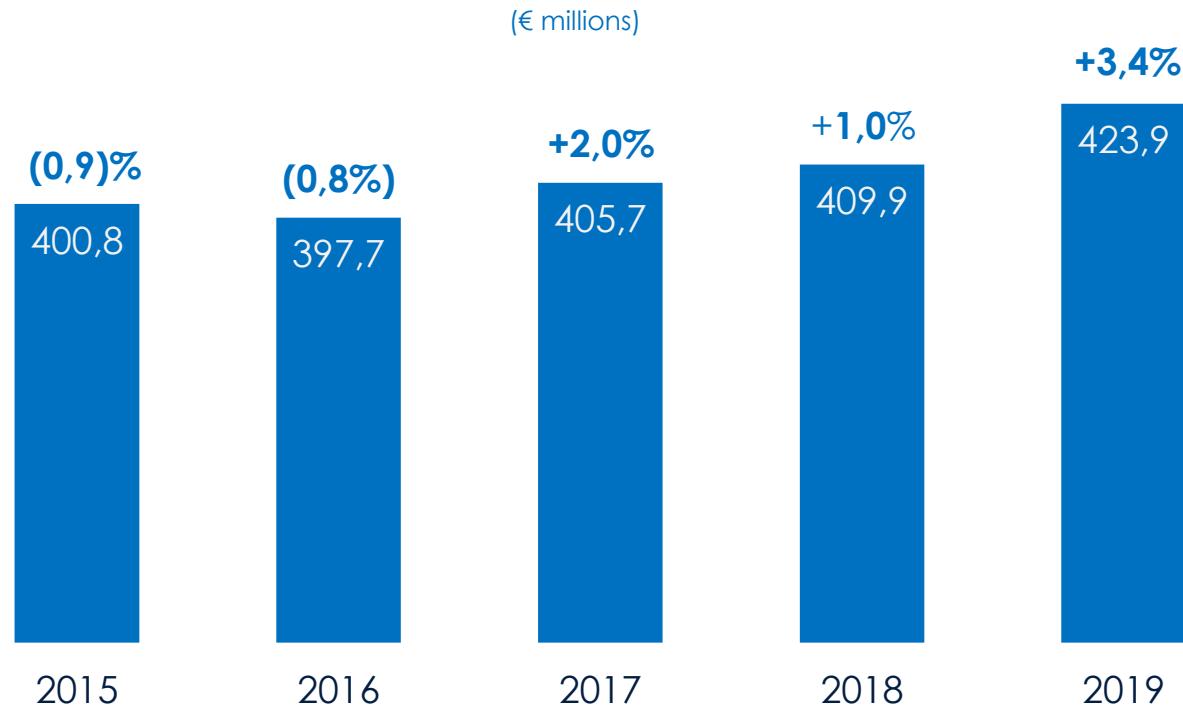


Internacional Hospital Azores

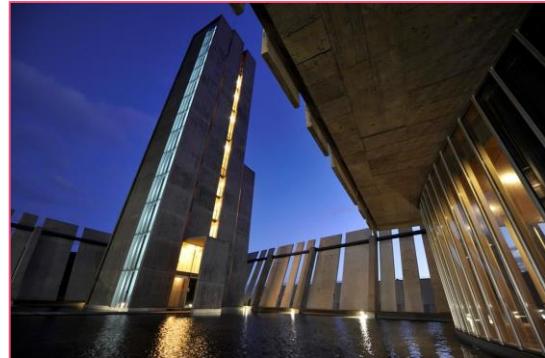
New Equipment Sales (Q3-YTD)



Service Sales (Q3-YTD)

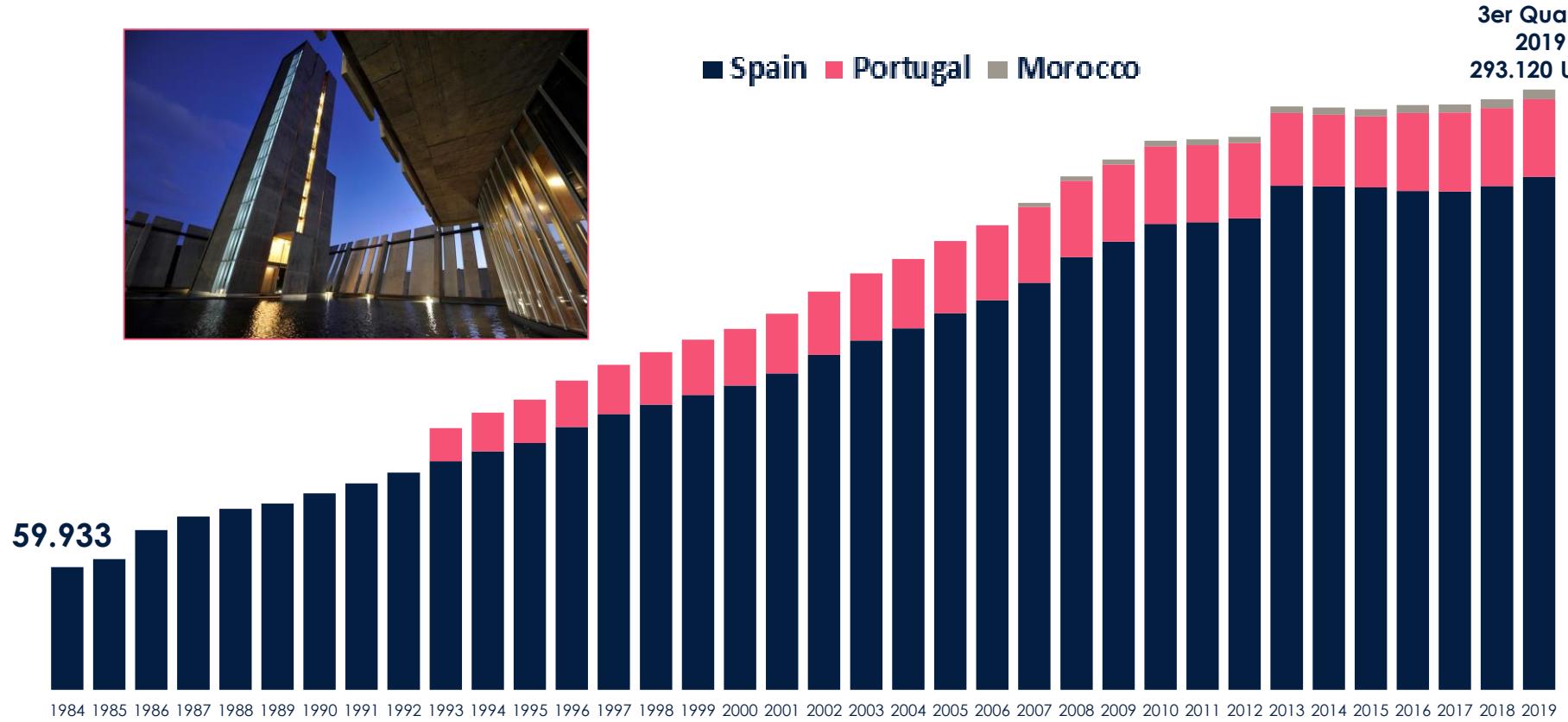


Portfolio evolution – Number of Units (Q3)

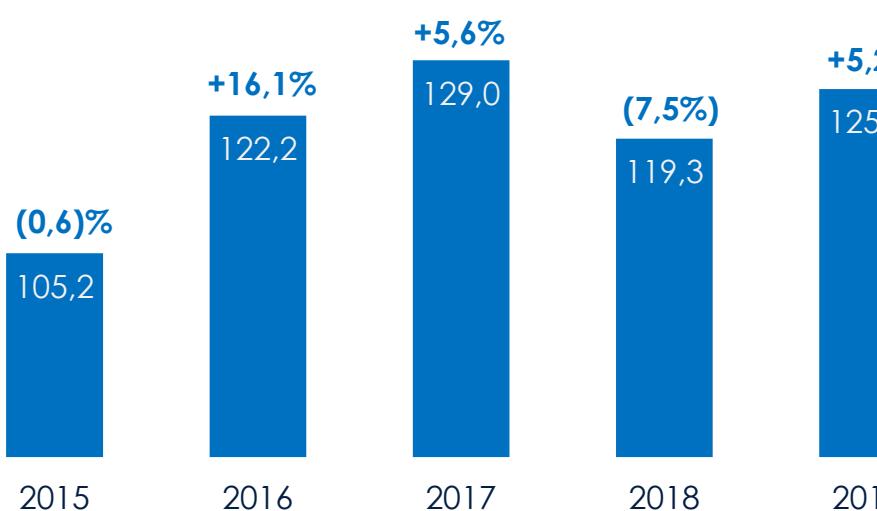


■ Spain ■ Portugal ■ Morocco

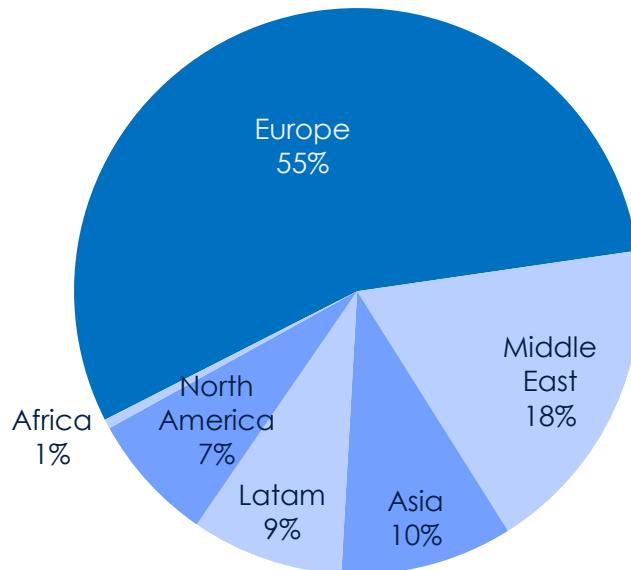
3er Quarter
2019
293.120 Units



Export Sales (Q3-YTD)



EXPORTS BY REGION



% Variation - Market value vs Ibex 35 - (01/12/2018 – 18/10/2019)



Shareholder remuneration – 2019

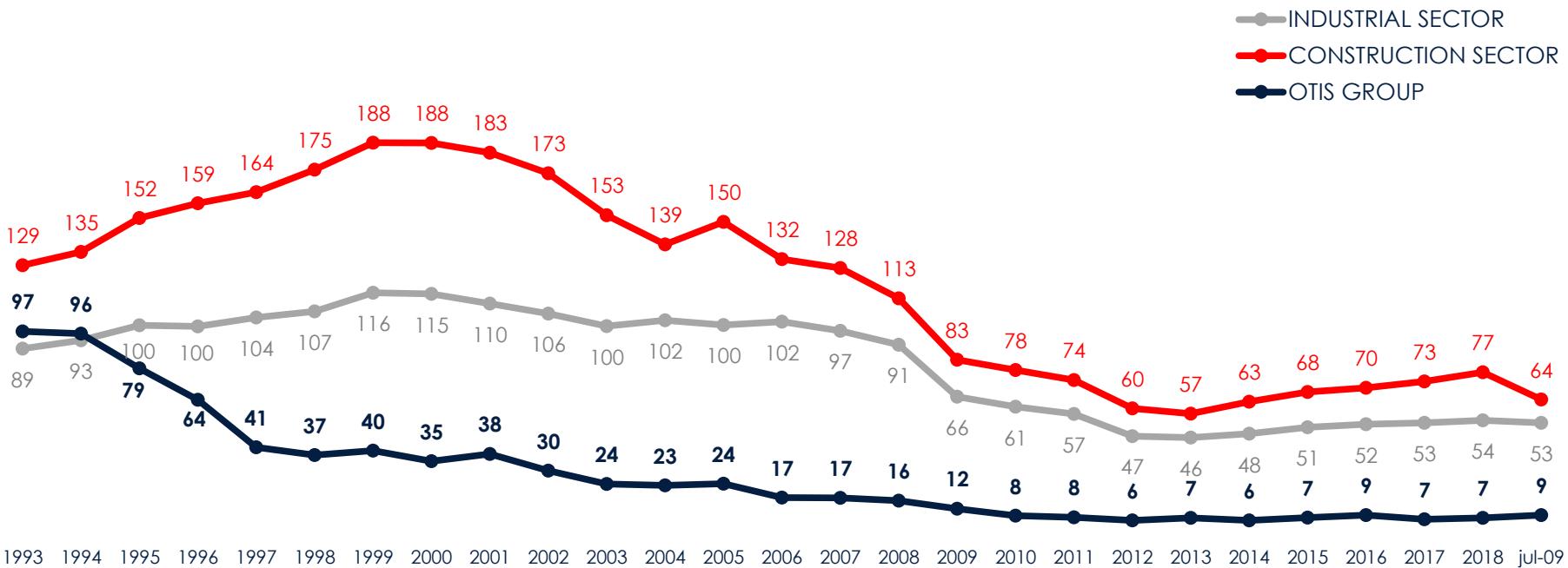


Date	Gross per share	Charged to	Shares entitled to dividend	Total paid
January 10th	0,080 €	3rd interim 2018	470.464.311	37.637.144,88 €
April 10th	0,080 €	1st interim 2019	470.464.311	37.637.144,88 €
July 10th	0,080 €	Charged to reserves	470.092.555*	37.607.404,40 €
October 10th	0,080 €	2nd interim 2019	470.078.442*	37.606.275,36 €
TOTAL SHAREHOLDERS' REMUNERATION IN 2019				150.487.969,52 €

* Discounted treasury shares held in portfolio

Safety

Incident rate– Sector Comparison



I.R.= $\frac{\text{Nº accidents} \times 1.000}{\text{Nº employees}}$

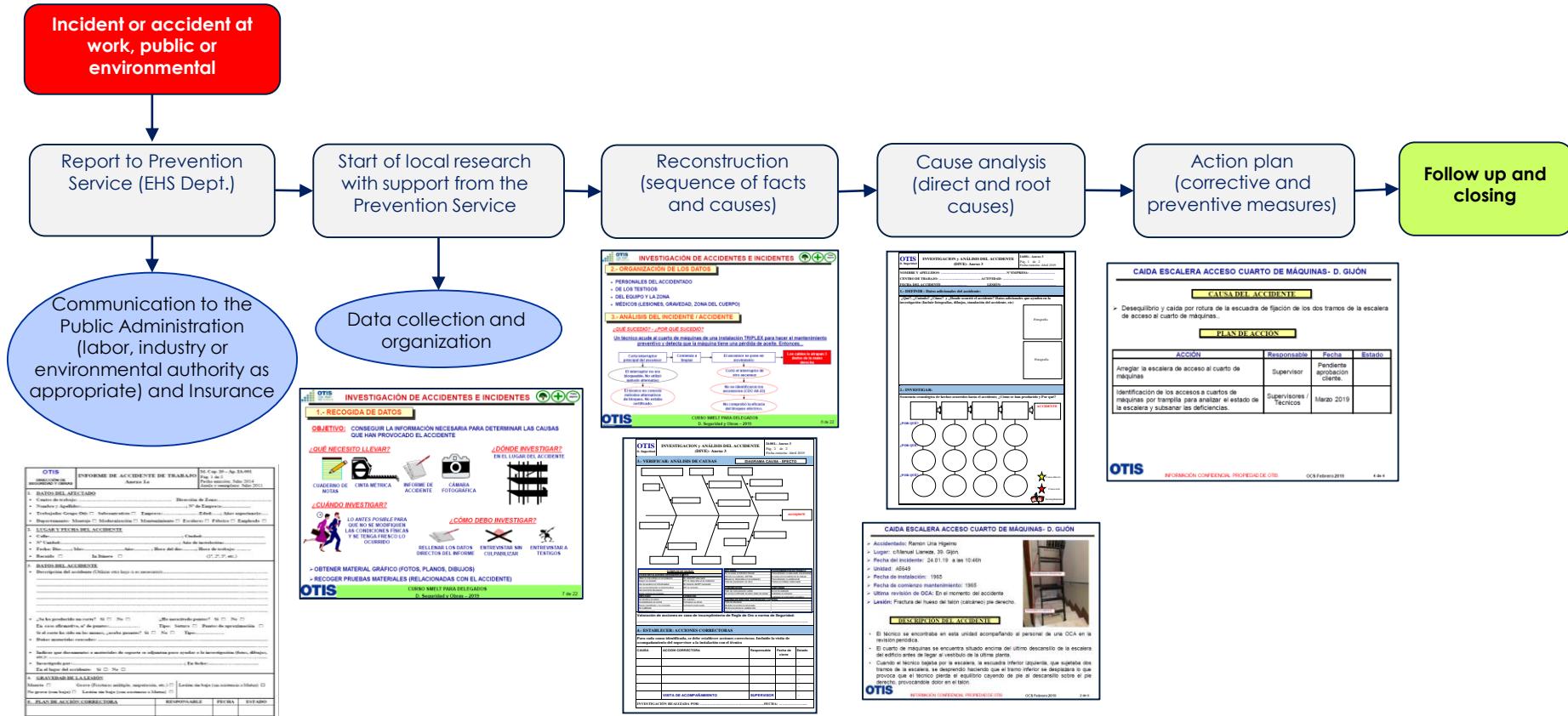
Source= INSHT

Safety and Technical Training

- Annual training plan (Safety and Technical) with objectives at supervisor level. Follow-up by the Steering Committee and communication in monthly statistics.
- Monthly Safety meetings between technicians and supervisors in all centers with specific contents to control the most frequent risks in each activity (from lessons learned in incident investigation, audits, etc.)
- Continuous training in working methods, new products, preventive measures, etc.
- Training of supervisors and middle managers in safety management tools (team leadership, effective audits, accident investigation, etc.)

YEAR	SAFETY		TECHNICAL	
	PARTICIPANTS	HOURS	PARTICIPANTS	HOURS
2015	2.912	50.785	3.527	32.214
2016	2.987	58.457	3.381	36.474
2017	3.694	50.299	5.026	46.824
2018	4.760	59.277	3.348	40.739
Q2 2019	3.945	34.274	2.514	30.334

Incident and Accident investigation process



Integra

Integra - Benefits and Estructure

Benefits

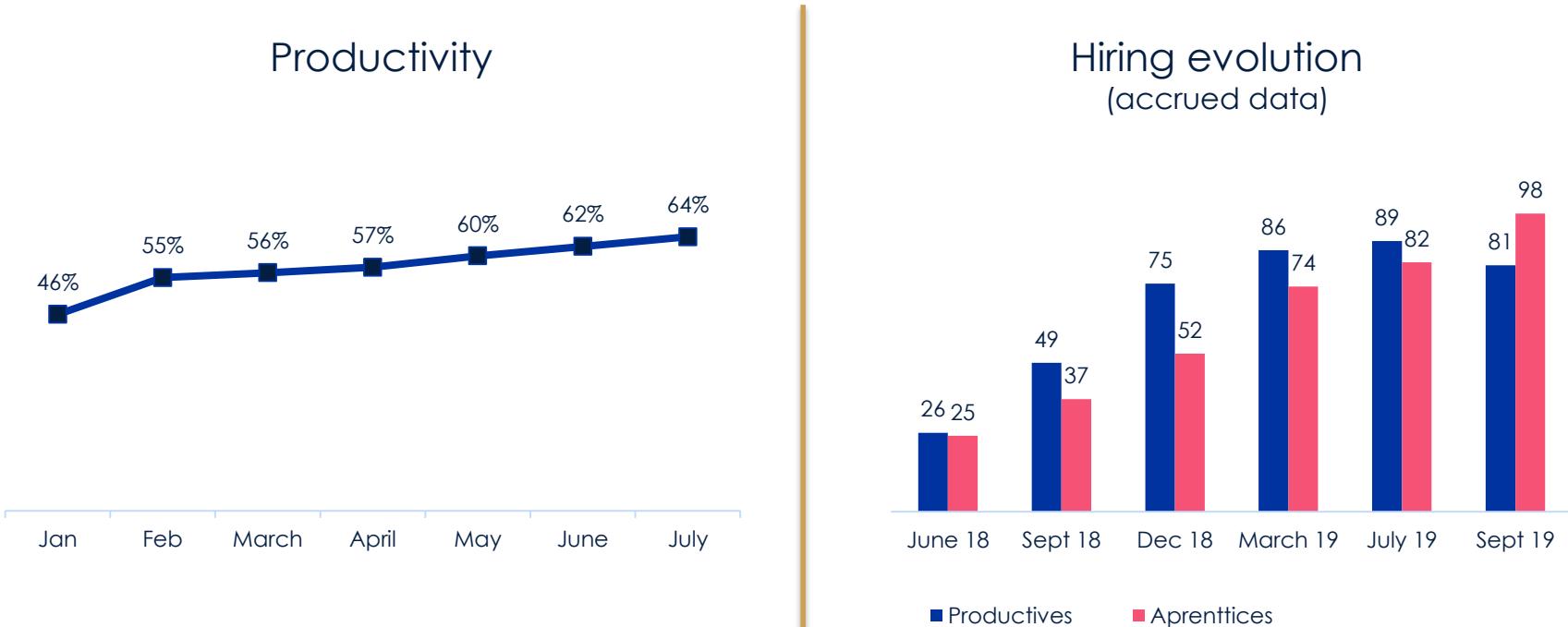
- Priority in Safety
- Stable costs
- Quality in installation (training, support and monitoring of projects)
- Installation capacity increase
- Recruitment source
- Productivity increase
- Protection of “know-how” in installation activity and product

Estructure

Total Employees 185 (July 19)

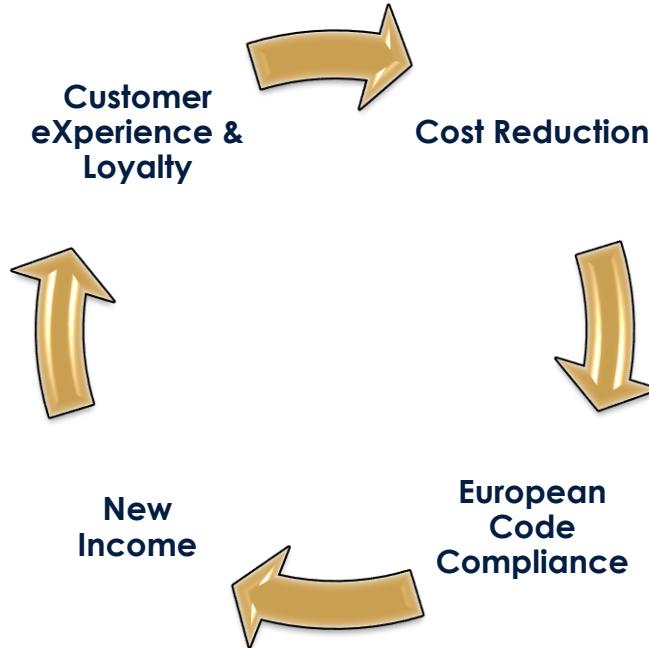
- Manager
- Two regional responsibles
- A safety coordinator
- An accountant
- Two Administrative
- 7 Supervisors
- 171 Mechanics

2019 Productivity Evolution and workforce



Digital Services

Digital Vision

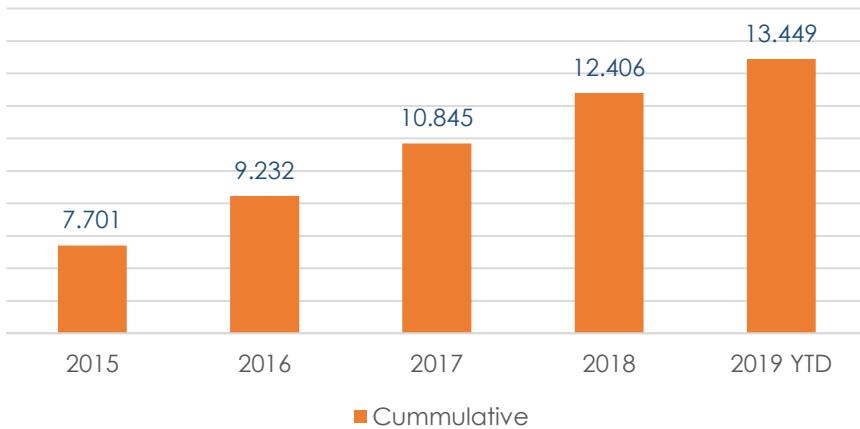


-  Digitalize to **Reduce Costs** by optimize task and visits (**RM, RI & IoT**)
-  **European Code Compliance** in Bi-directional Comm (EN 8128)
-  Generate **new income** by new services and advertising.
-  Improve the **Customer eXperience & Loyalty** by generating new customized contents & commercial reports

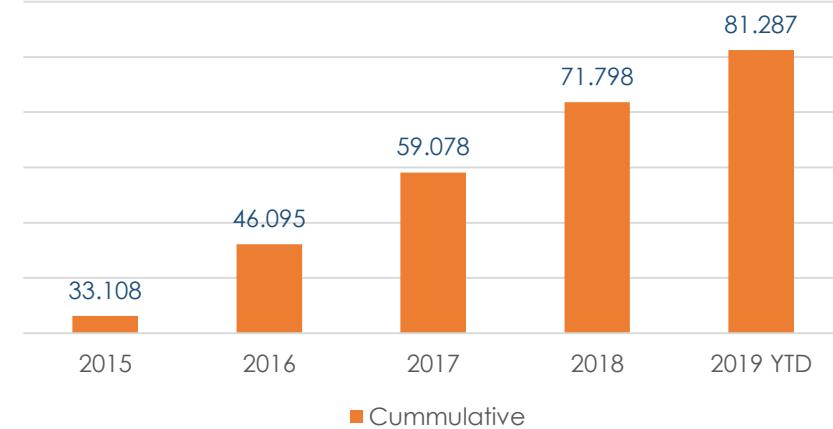
Installed Platform Devices



MPDS



GUARDIANS



OTIS