

# First Half 2017 Results (1H17)

July 26, 2017



# Agenda



1. **Highlights**
2. **Progress on Strategic vision 2016-2020**
3. **1H17 consolidated results**
4. **1H17 results by activity**
5. **Conclusions**

## Appendices

# 1. Highlights



# Business performance and main figures

- ✓ 2Q17 results trends in line with 1Q17
  - Robust performance in Networks and International contracted generation
  - Stabilization in Gas supply
  - Continued headwinds in Electricity Spain
  - Ongoing liability management
- ✓ 2017 growth investment plan on track
- ✓ 2016 final dividend payment of €0.67/share on June 27, 2017 and approval of the 2017 interim dividend of €0.33/share for payment on September 27, 2017

(€m)	1H17	1H16	1H16 proforma <sup>1</sup>	1H17 vs. 1H16 proforma <sup>1</sup>
<b>EBITDA</b>	<b>2,176<sup>2</sup></b>	<b>2,457</b>	<b>2,330</b>	<b>-6.6%</b>
<b>Net income</b>	<b>550</b>	<b>645</b>	<b>647</b>	<b>-15.0%<sup>3</sup></b>
<b>Net investments<sup>4</sup></b>	<b>740</b>	<b>622</b>	<b>608</b>	<b>+21.7%</b>
<b>Net debt</b>	<b>15,818</b>	<b>15,423<sup>5</sup></b>	<b>15,423<sup>5</sup></b>	<b>+2.6%</b>

✓ **Working towards delivery of 2017 Net Income target of €1.3-1.4bn despite first half Electricity Spain headwinds**

Note:

- 1 Proforma for Electricaribe deconsolidation (1H16 EBITDA and Net income of €127m and €-2m respectively; Net investments of €14m)
- 2 €45m positive currency translation effects in 1H17 EBITDA
- 3 Decline in Net income accentuated by non-controlling interests in growing businesses (e.g. Chile, International contracted generation)
- 4 Includes financial investments, divestments and others
- 5 As at 31/12/2016 Electricaribe already deconsolidated

# Key highlights in 1H17

1

**Remarkable growth in regulated activities**

2

**Strong performance in International contracted generation**

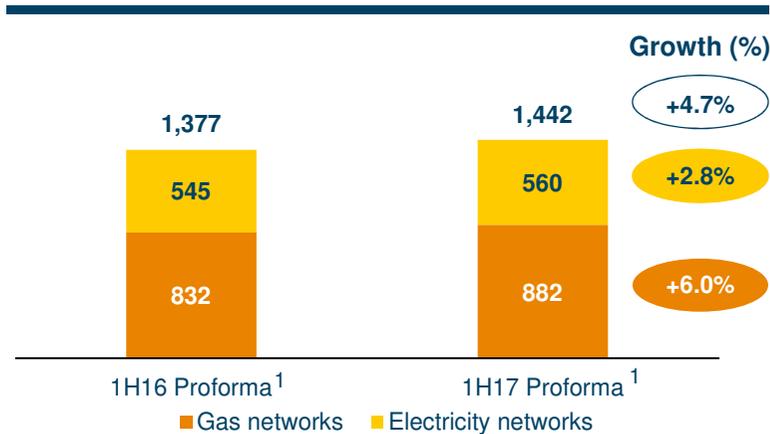
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**Growing renewable energy exposure in Spain**

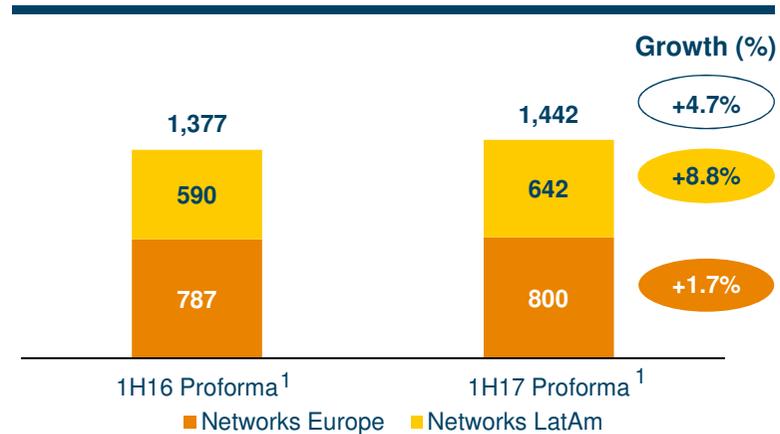
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**Successful renegotiation and extension of Puerto Rico LNG sales contract**

Networks EBITDA (€m)<sup>1,2</sup>



Networks EBITDA (€m)<sup>1,2</sup>



## Gas networks

- ✓ **LatAm: +9.8% EBITDA growth supported by Chile, Mexico and Brazil**
- ✓ **Spain: +3.1%<sup>1</sup> EBITDA growth proforma of restructuring costs**

## Electricity networks

- ✓ **LatAm: +7.0% EBITDA growth ex-Electricaribe<sup>1</sup>**
- ✓ **Spain: +3.0%<sup>1</sup> EBITDA growth proforma of restructuring costs**

✓ **Robust growth in Networks, notably in LatAm**

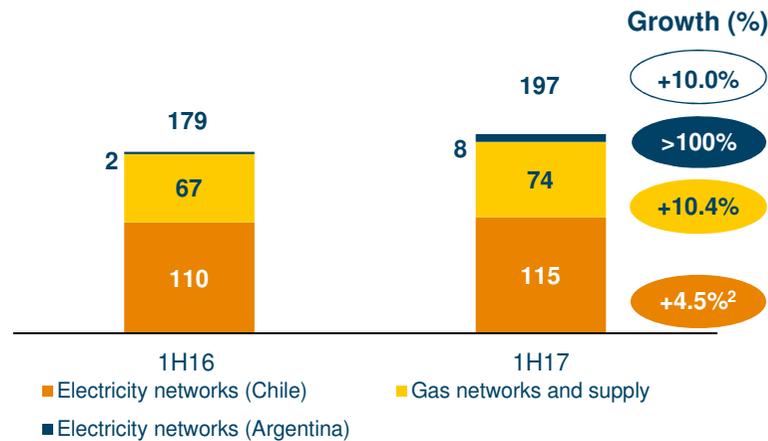
Note:

<sup>1</sup> Proforma for Electricaribe deconsolidation (1H16 EBITDA of €127m) and restructuring costs of €3.6m and €1.8m in Electricity and Gas networks in Spain respectively in 1H16 vs. €13.9m in Spain Electricity networks in 1H17, as part of the efficiency plan 2016-2018

<sup>2</sup> Currency translation effects of +€37m

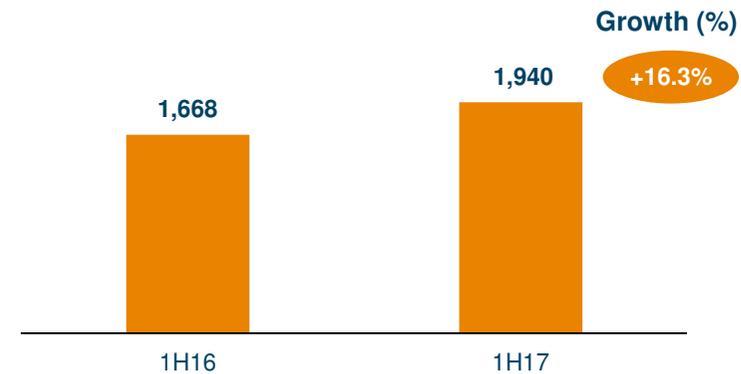
# Remarkable growth in regulated activities (II)

CGE EBITDA<sup>1</sup> (CLP m)



- ✓ Increased sales in Electricity Chile
- ✓ Gas networks increased sales in the residential and commercial segments as well as net increase in connection points of ~24k vs. 1H16
- ✓ Electricity Argentina supported by positive impact of updated indexed tariffs
- ✓ Ongoing corporate structure optimisation

Mexico gas distribution EBITDA<sup>1</sup> (MXN m)



- ✓ Significant volume increase in industrial and third-party access segments (up +7.9% and +19.4% respectively vs. 1H16)
- ✓ Net increase in clients of ~57k (+5.4% higher than in 1H16)
- ✓ Higher margins underpinned by updated indexed tariffs

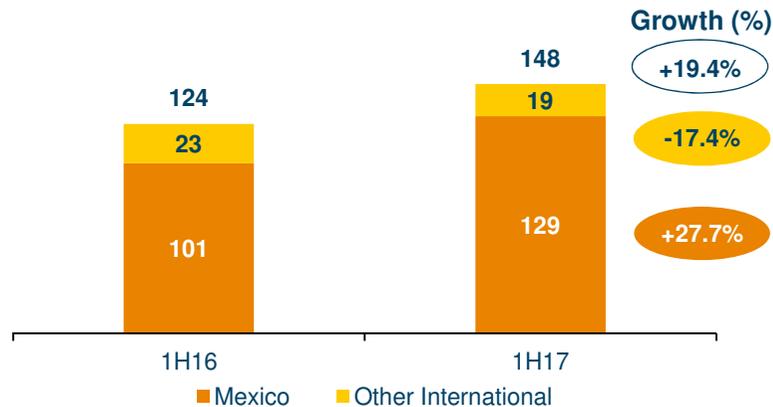
✓ Strong performance of CGE in Chile and gas networks in Mexico

Note:

1. Growth figures in local currency slightly differ from consolidated figures due to consolidation and other adjustments
2. +6.5% EBITDA growth excluding one-off expenses in 1H17 related to power outages after natural disasters in Chile

## 2 Strong performance in International contracted generation

### International contracted generation EBITDA (€m)<sup>1</sup>



### International contracted generation growth mainly driven by Mexico

- ✓ Improved availability due to favorable outage schedule in 2017
- ✓ Strong performance of excess energy due to higher volumes and better margins

### Update on Brazil PV

- ✓ On track to launch operations in August 2017 through 2 plants of 30MW each

Capacity	60 MW
Contracted PPA (20 years)	~ 95 €/MWh
Run-rate EBITDA	~ €12m
Investment	~ €95m
Project IRR (BRL)	~ 17.5%

✓ Strong growth and secured activity expansion in International contracted generation

Note:

<sup>1</sup> Currency translation effects of +€3m

# 3 Growing renewable energy exposure in Spain

## Overview of Spanish renewable auction

- ✓ Awarded 667MW of wind power generation on May 17, 2017 (22% of the auctioned power)
- ✓ Opportunity to deploy a highly competitive and valuable portfolio of 22 projects, which GNF had been developing for years, located at particularly attractive sites
- ✓ New projects to be commissioned in 2018-2019

## Project sites – Spanish renewable auction



## Newly installed renewable capacity in Spain

	Capacity (MW)	Investment
1 Wind projects Canary Islands	65	~€95m
2 Spanish renewable auction	678 <sup>1</sup>	Max. ~€700m

- ✓ +60% increase in renewable capacity to ~1.8GW
- ✓ 2020 new renewable capacity target defined in Strategic vision 2016-2020 already achieved

✓ High load factors, optimized design and procurement along with operational excellence, will allow to deliver attractive returns above cost of capital for the new projects

Note:

1 Slightly above awarded 667MW given more advantageous machine configurations in terms of production, capex and opex

## 4

# Successful renegotiation and extension of Puerto Rico LNG sales contract

## Overview

- ✓ **Renegotiation and extension** of LNG sales contract with PREPA (Puerto Rico Electric Power Authority) **doubling the current volume (1 to 2 bcm/year)**
- ✓ **Ensuring LNG contracted sales to end customers** in the medium term at **favorable conditions**
- ✓ **Attractive strategic and logistic fit** given GNF position in the area, allowing for **contractual optimizations and HH hedging optionality**
- ✓ This LNG contract **contributes very positively to Puerto Rico's economic and environmental targets**

## Key terms

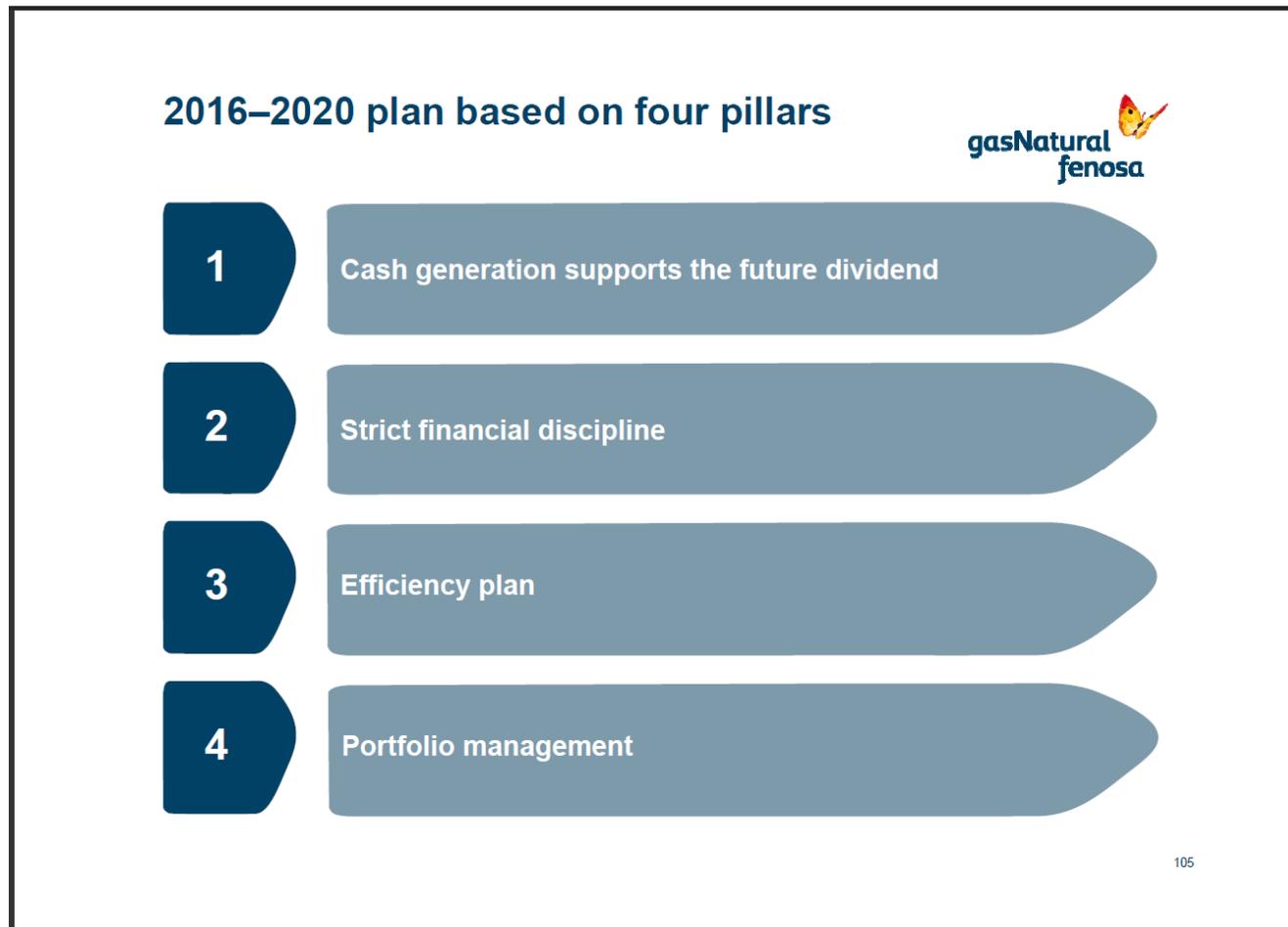
Start date	▶	Oct-2017
Volume	▶	2 bcm/year
Duration	▶	~ 3yrs
Price formula	▶	50 / 50 HH / Brent

- ✓ **GNF continues to lock in attractive mid to long term contracts in international LNG; on track with objective of securing 70-80% volume sales for 2018 by year-end**



## **2. Progress on Strategic vision 2016-2020**

# Key pillars of Strategic vision 2016-2020



✓ Progressing on delivery against the key pillars of our Strategic vision 2016-2020 as presented on May 11, 2016

# 1 Cash generation supports the future dividend

## Approval of 2017 interim dividend

### ✓ Aligned with dividend policy for the period 2016-2018

- payout of 70%
- minimum dividend of €1/share
- payment of interim dividend in September

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### ✓ Interim dividend for 2017 of €0.33/share payable on September 27, 2017 approved by Board of directors

- To be fully paid in cash

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### ✓ Total dividend of at least €1,001 million against 2017 results

- ✓ Committed to an attractive and sustainable shareholder remuneration

## 2 Strict financial discipline

### Ongoing cost of debt optimisation

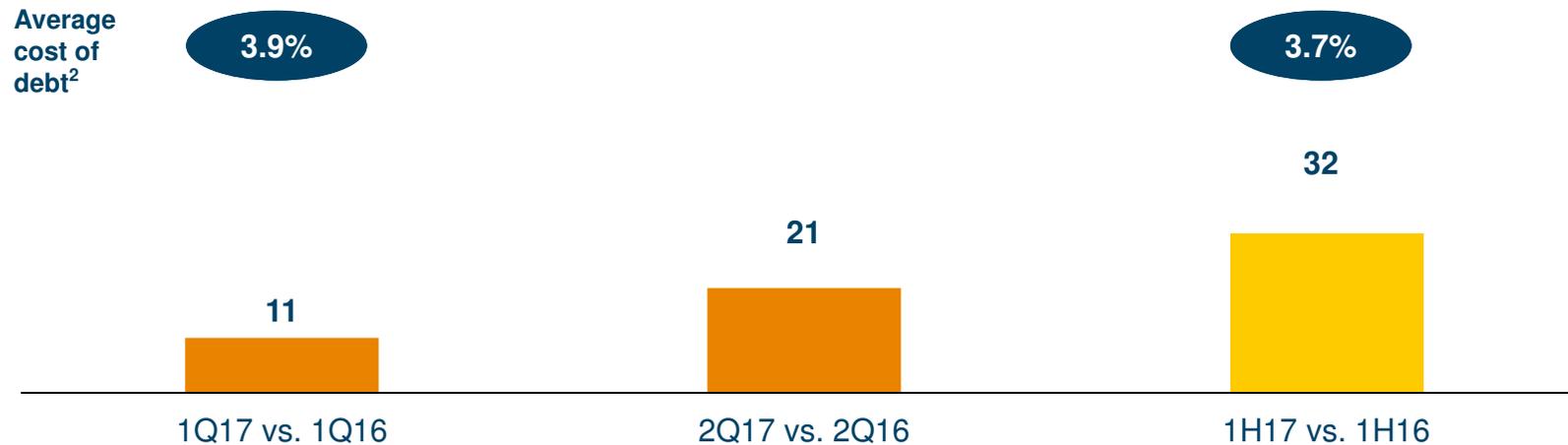
- ✓ **Successful closing of the liability management exercise in April 2017, with the issuance of €1,000m, 7-year bond with a coupon of 1.125% and a €1,000m notes repurchase**
- ✓ **New corporate long-term institutional loans (€650m)**
  - €450m loan facility (up to 20 years) with EIB
  - €200m loan facility (up to 11 years) with ICO
- ✓ **New corporate loans and credit facility optimization (€3,500m)**
  - > €2,800m long-term credit line extension
  - Approximately €700m long-term loan optimization
- ✓ **Ongoing debt optimisation in LatAm with €650m refinancing including:**
  - Mexico: new MXN4,000m credit facilities (of which MXN2,000m at fixed rate)
  - Panama: new USD120m loans at fixed rate
- ✓ **Proactive management of interest rate risk**
  - Currently 80% fixed debt rate (approx. 70% locked-in until the end of 2020)
  - Above €4,500m new long term fixed rate in 2017

- ✓ **Continued liability management efforts lead to lower cost of capital, higher proportion of fixed rates and extension of average life of debt > 5.5 years**

## 2 Strict financial discipline

### Progressive impact on financial results

Evolution of financial results post-tax<sup>1</sup> (€m)



- ✓ Expected average cost of gross financial debt of ~3.6% for the year 2017 (70 bps below 2016 average)

✓ Liability management efforts progressively positively impacting financial results

Notes:

1. Proforma for ECA deconsolidation
2. Pre-tax cost of financial debt

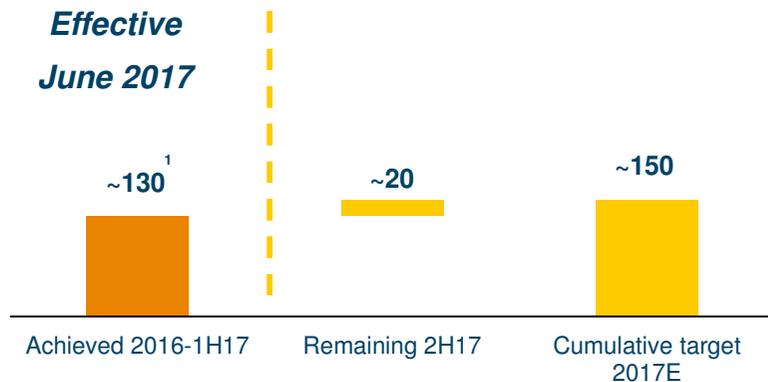
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# Efficiency plan

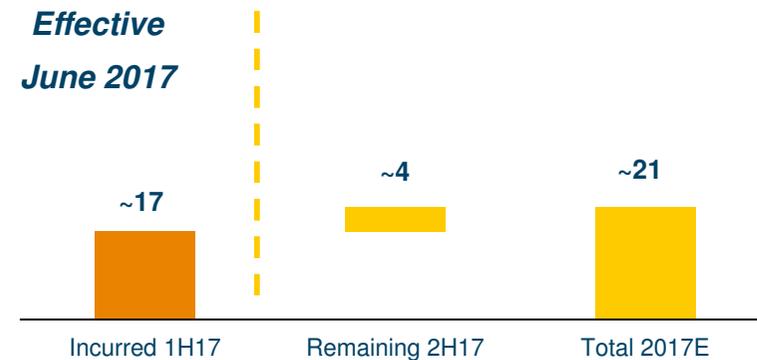
## Efficiency plan 2016-2018



### Cost savings (€m)



### Restructuring costs (€m)



EBITDA	Efficiency plan contribution <sup>2</sup>	
	1H17 vs. 1H16	2017E vs. 2016
	~ +€32m	~ +€67m

✓ By June 2017 all initiatives required to meet the targeted 2017E cumulative savings of €150m have been identified

✓ Efficiency plan 2016-2018 fully on track

✓ Identification of significant additional cost savings leading to launch of a new and more ambitious efficiency plan 2018-2020

Note:

1. Cumulative savings of €130m since 2016 (€89m in 2016 and €41m in 1H17) already achieved

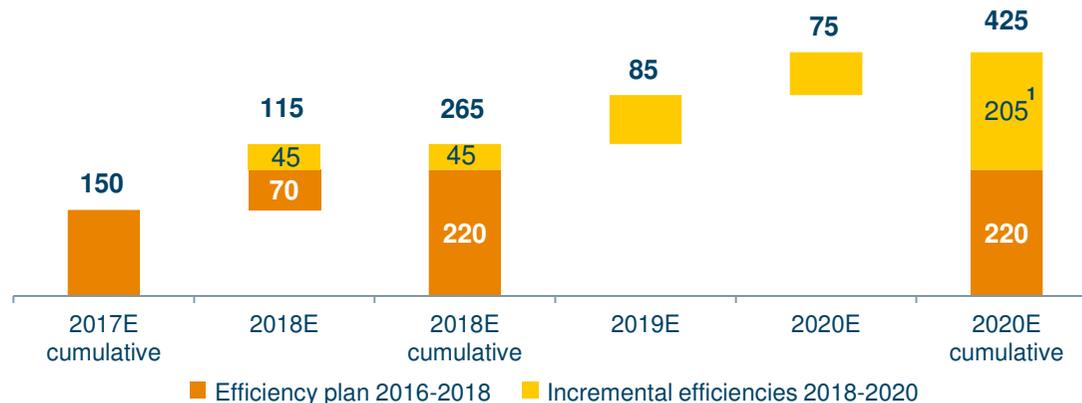
2. Considering incremental savings in the period against incremental restructuring costs (e.g. incremental savings of €61m for 2017E which cost €6m less to capture vs. 2016)

### 3

## Efficiency plan

### New efficiency plan 2018-2020 (I)

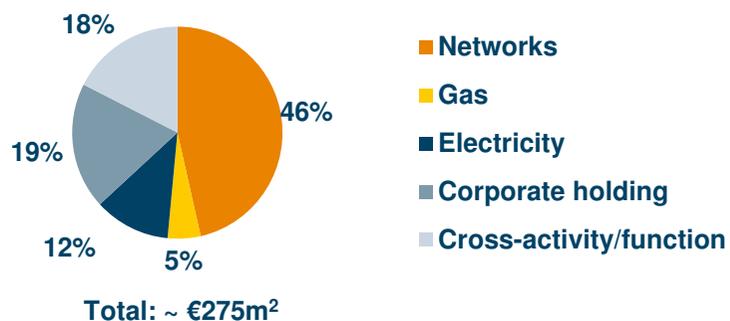
Phasing of cumulative gross savings and operational improvements (€m)



New efficiency plan 2018-2020 cumulative gross savings



Breakdown of gross savings and operational improvements by activity (%)



✓ Efficiencies most present in regulated activities as well as at the corporate holding; transversal efficiencies across activities also highly relevant

✓ Estimated restructuring costs of ~€170m<sup>3</sup> to be incurred primarily during 2018

- ✓ Comprehensive and more ambitious efficiency plan 2018-2020 (4<sup>th</sup> plan since 2009)
- ✓ Incremental efficiencies and operational improvements of ~€45m in 2018E on top of current efficiency plan 2016-2018

Note:

1. Includes €35m additional operational improvements reducing energy losses in Electricity networks via use of advanced analytics and monitoring systems
2. Includes €70m savings from current efficiency plan 2016-2018 which will now be incorporated into the new efficiency plan 2018-2020
3. Restructuring costs of €170m and additional investments of €60m envisioned (mainly in technology) as part of the new efficiency plan 2018-2020

3

# Efficiency plan

## New efficiency plan 2018-2020 (II)

Breakdown of gross savings by initiative<sup>1</sup> (€m)

Gross cumulative savings

	<p><b>Digital &amp; technology</b></p> <ul style="list-style-type: none"> <li>✓ New technologies to transform processes, customer relationships management and asset maintenance and management</li> </ul>	<p>~€82m</p>
	<p><b>New policies and management models</b></p> <ul style="list-style-type: none"> <li>✓ Adapted to each activity, geography and energy / macro-environment</li> <li>✓ Redefinition of expansion and maintenance commercial models</li> </ul>	<p>~€42m</p>
	<p><b>Smart simplicity &amp; stop doing</b></p> <ul style="list-style-type: none"> <li>✓ Review of internal and external relationships including redefinition of BPO<sup>2</sup> models and review of contracts with external suppliers</li> </ul>	<p>~€32m</p>
	<p><b>Workforce restructuring &amp; optimisation</b></p>	<p>~€78m</p>
	<p><b>Ongoing process and optimization measures</b></p> <ul style="list-style-type: none"> <li>✓ Continued process optimization via digitalization of front and back-offices processes, improved logistics and other efficiencies</li> </ul>	<p>~€41m</p>
<p><b>Total gross savings</b></p>		<p>~€275m</p>

✓ **Identified levers to deliver on the new efficiency plan 2018-2020**

Notes:

1. Including advanced analytics, robotic process automation, LEAN Six Sigma and Agile processes optimization, PDRI (Project Definition Rating Index) for renewables, and others
2. Business process outsourcing

# 4 Portfolio management

## Previous portfolio optimization process

- ✓ GNF has proactively and successfully managed its business portfolio
- ✓ Recent disposals and acquisitions aligned with strategy
  - Increased exposure to networks / renewables
  - Investment in accretive assets
- ✓ **Sales in 2016: €756m**
  - 20% GNL Quintero
  - Chile LPG
  - 21% UF Gas Mugardos
  - 42.5% UF Gas Sagunto
- ✓ **Acquisitions in 2016: €350m**
  - 37.9% GN Chile
  - Vayu Ltd.
  - International contracted generation *Greenfield projects*

## Continued analysis of strategic fit and other strategic opportunities

### Review of non-core regions/ businesses

- ✓ Regions/businesses under-performing or lacking critical mass to deliver return or growth criteria
- ✓ Regions/businesses with low integration / low synergies with the rest of our activities or in which GNF doesn't have a competitive advantage
- ✓ GNF is evaluating strategic alternatives for a number of non-core assets with an aggregate book value of ~ €1bn, including Italy, real estate and other assets

### Other strategic/ M&A

- ✓ Pro-actively managing our portfolio
- ✓ Maximizing value creation for shareholders

- ✓ **As a key pillar of our Strategic vision 2016-2020 GNF is continuously evaluating strategic alternatives with a view to maximize value creation**

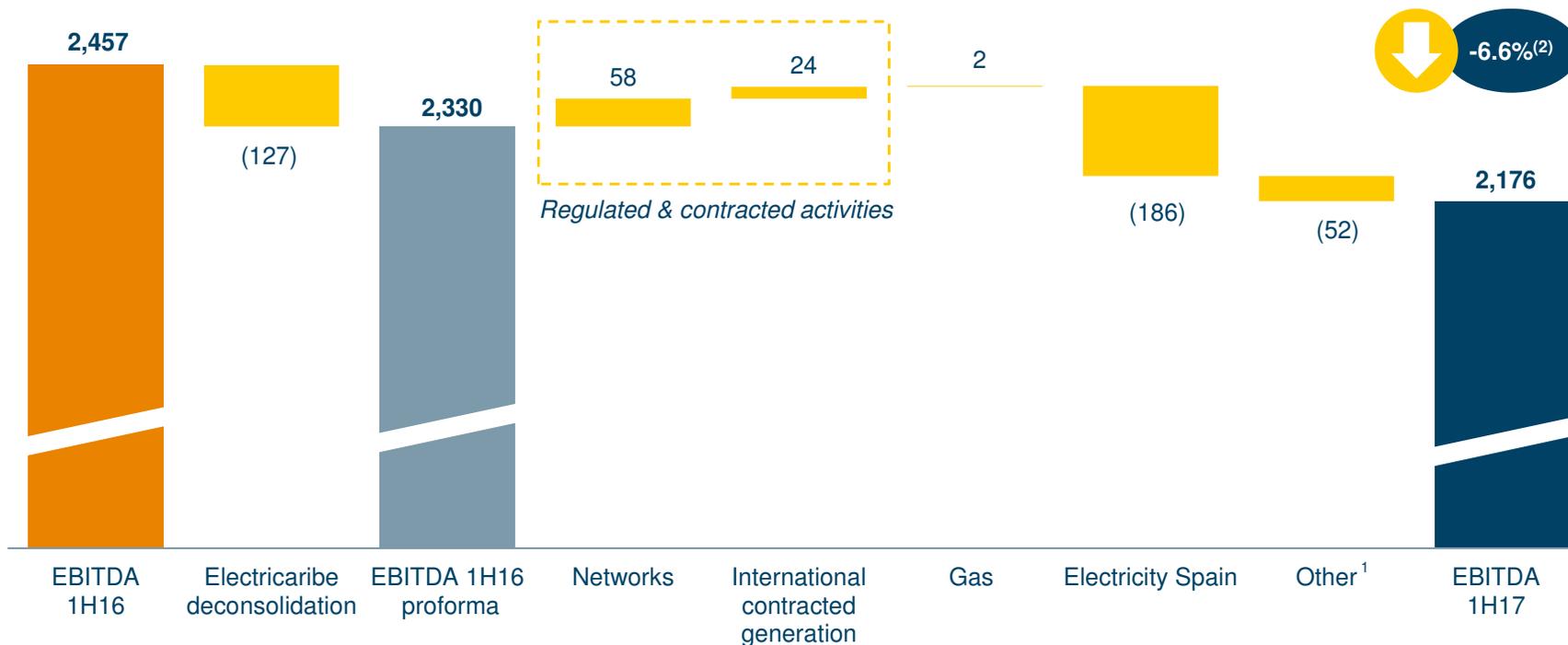


### **3. 1H17 consolidated results**

# EBITDA evolution

## 1H17 vs. 1H16

EBITDA (€m)



✓ **Robust performance of regulated and contracted activities, and stable contribution from Gas business offset by Spanish Electricity headwinds, lower non-recurring revenues and Electricaribe deconsolidation**

Note:

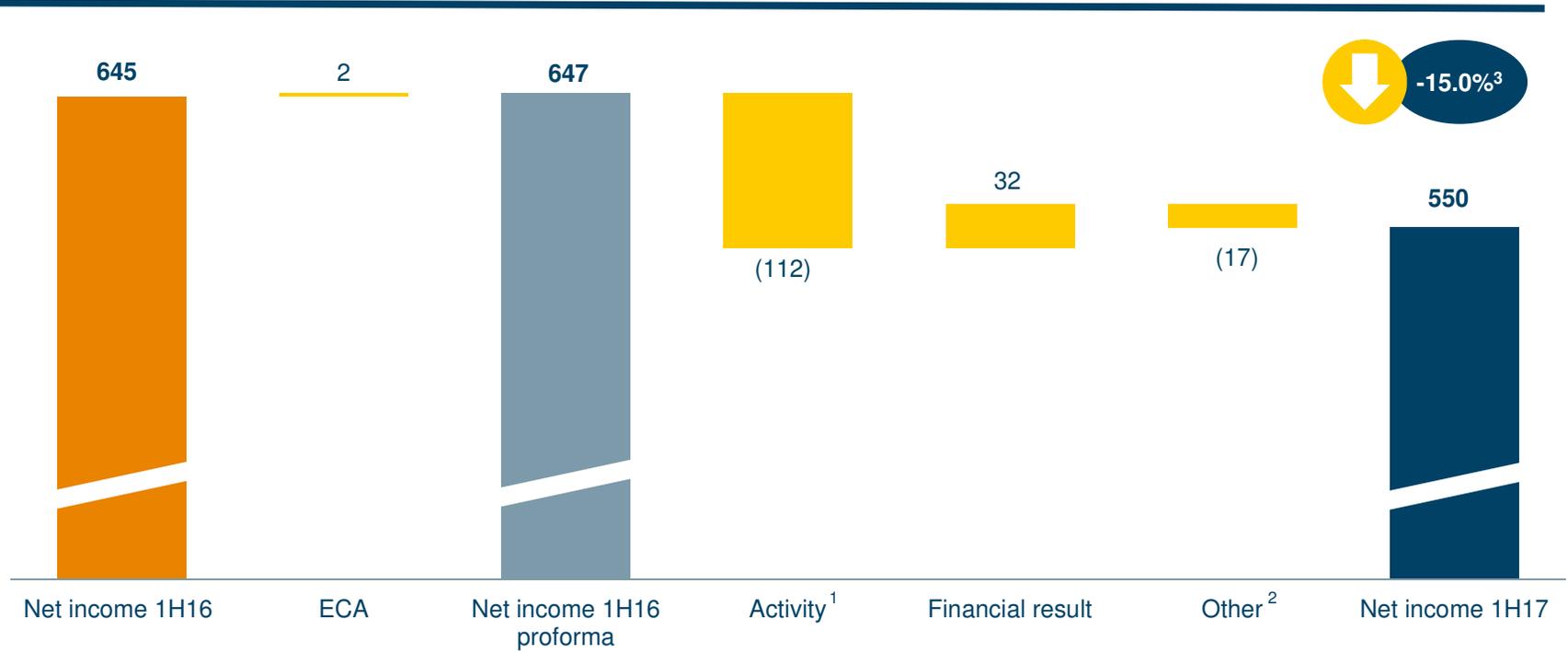
- 1 Includes corporate holding and other activities (mining, engineering, etc.); mainly affected by non-recurrent items: (i) one-off gains in 1H16 for real estate asset disposals and other positive non-recurring items, and (ii) one-off expenses in 1H17 due to power outages after natural disasters in Chile and the launch of the energy vulnerability plan in Spain
- 2 Pro-forma for Electricaribe deconsolidation

# Net income evolution

## 1H17 vs. 1H16



Net income (€m)



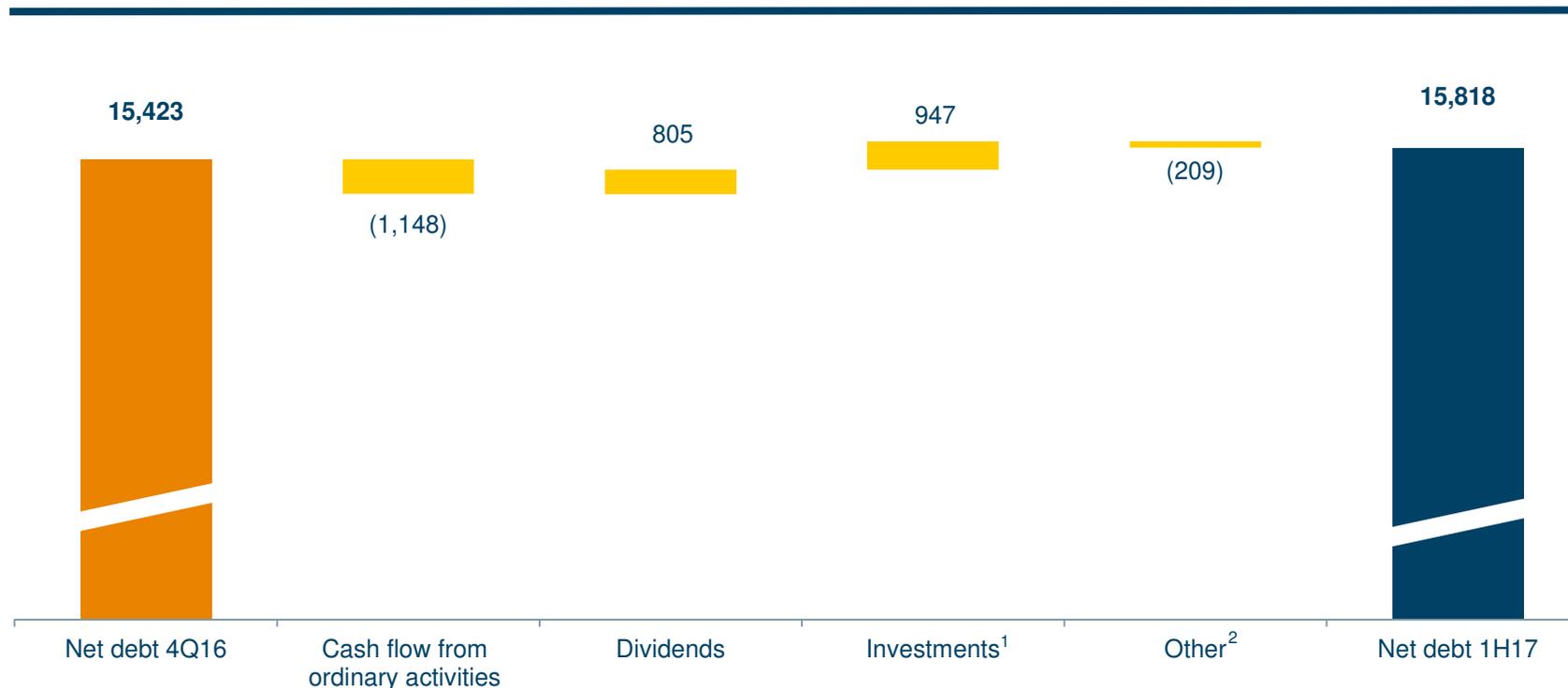
✓ **Strong focus on financial management partially mitigating the negative impact of activity (mainly Electricity Spain) and discontinued operations**

Note:  
 1 Includes EBITDA (ex. Electricaribe), depreciation & amortization, provisions and tax effects; negative impact mainly due to Electricity Spain and non-recurrent items  
 2 Other includes equity income, discontinued operations results and non-controlling interests  
 3 Pro-forma for Electricaribe deconsolidation

# Net debt evolution



Net debt (€m)



✓ **Stable Net debt despite final cash dividend payment for 2016 in June 2017 and growth investments**

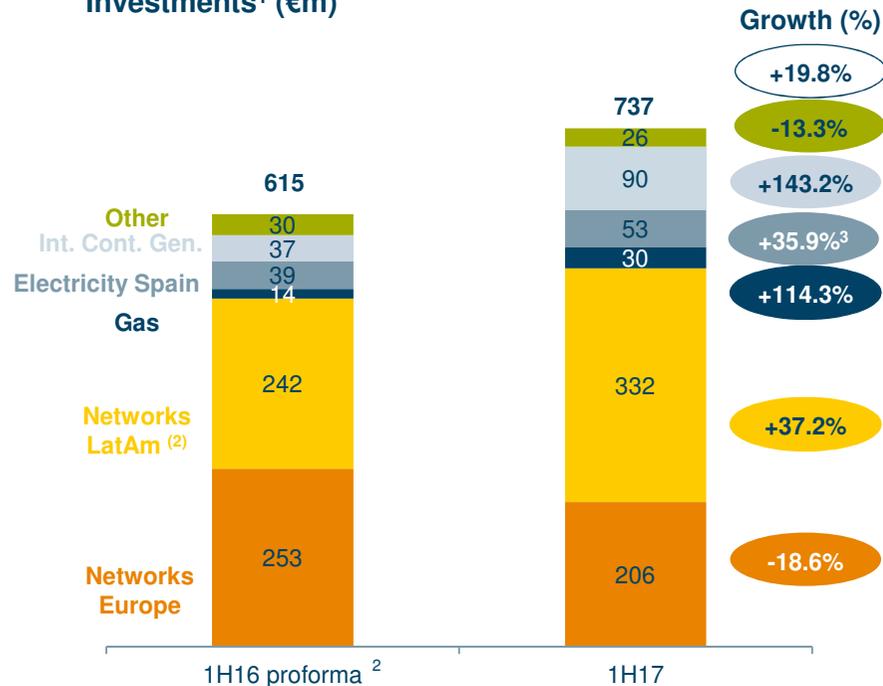
Notes:

- 1 Refers to investments actually paid in the quarter
- 2 Mainly related to currency translation effect in consolidation and other cash flow items

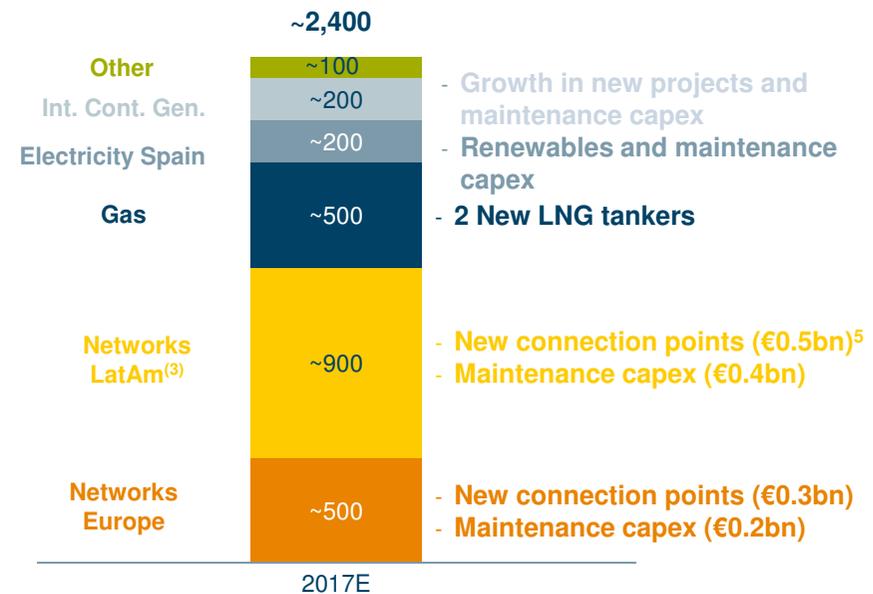
# Investments

## 1H17 vs. 1H16

Investments<sup>1</sup> (€m)



Net investments 2017E<sup>4</sup> (€m)



- ✓ Capex growth mainly driven by Networks LatAm and international contracted generation
- ✓ Growth capex of €392m (53% of overall capex)

- ✓ 2017 targets on track and underpinning EBITDA growth as envisioned in the current Strategic vision 2016-2020

✓ **Growth investment plan on track**

Notes:

- 1 Material and intangible investments; excluding financial investments and divestments
- 2 Proforma for deconsolidation of Electricaribe (1H16 investments of €14m)
- 3 Mainly Canary Islands (wind projects)
- 4 Capex ~€0.3bn lower than envisioned in Strategic vision 2016-2020 partly due to Electricaribe deconsolidation
- 5 Of which ~€0.25m CGE Chile and ~€0.12m Mexico

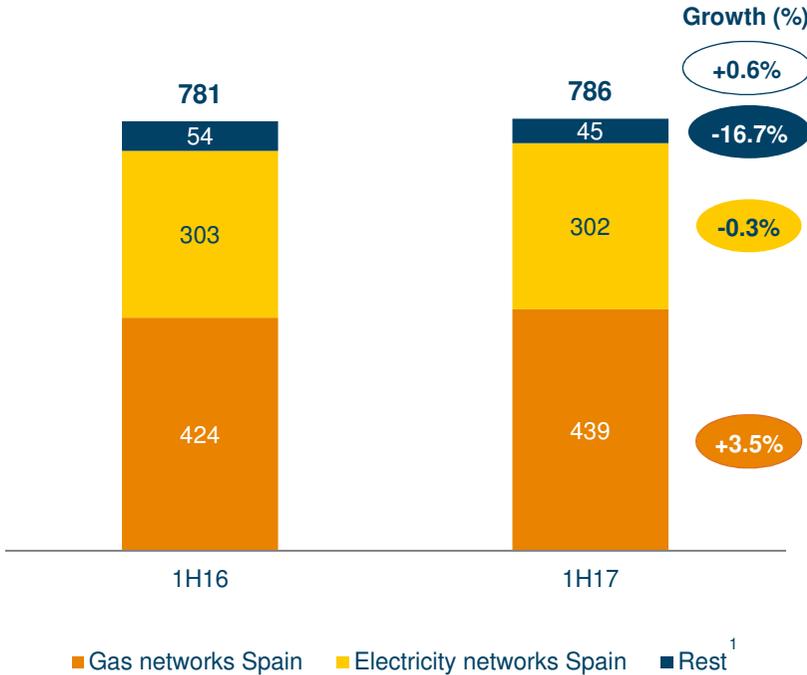


## **4. 1H17 results by activity**

# Networks Europe



## EBITDA (€m)



### Electricity

- ✓ Spain: +3.0% EBITDA growth excluding €10.3m incremental restructuring costs incurred in 1H17 as part of current efficiency plan
- ✓ Moldova down impacted by regulatory changes
- ✓ Investments underpin EBITDA growth: €109m in 1H17 (of which €23m growth capex)

### Gas

- ✓ Spanish activity supported by the acquisition of ~230,000 LPG connection points in 4Q16 and a net increase in connection of points of ~ 23,000 in 1H17
- ✓ Investments underpin EBITDA growth: €97m in 1H17 (of which €69m growth capex) and more than ~36,000 new connection points vs. 1H16

✓ **+1.7% EBITDA growth in a robust regulated activity, once restructuring costs from current efficiency plan are excluded**

Note:

<sup>1</sup> Italy and Moldova; the latter with a €1m positive currency translation effect in 1H17

# Networks LatAm

## Gas distribution

### EBITDA (€m)

Country	1H17	1H16	Variation	Change (%)
Chile	103	88	15	+17.0%
Colombia	72	84	(12)	-14.3%
Brazil	130	103	27	+26.2%
Mexico	92	84	8	+9.5%
Other <sup>1</sup>	17	18	(1)	-5.6%
<b>TOTAL</b>	<b>414</b>	<b>377</b>	<b>37<sup>3</sup></b>	<b>+9.8%</b>

Net increase in connection points vs. 1H16 ('000)

- ~ 23 ✓
- ~ 110 ✓
- ~ 48 ✓
- ~ 116 ✓
- ~ 22<sup>2</sup> ✓
- ~ 320 ✓

**Chile:** Increased sales in the residential and commercial segments

**Colombia:** Comparison affected by the atypical demand and dry semester in 1H16 “El Niño phenomenon”

**Brazil:** Growth in volumes and updated inflation indexes (IGPM) along with positive translation effect

**Mexico:** Significant volume increase and updated indexed tariffs

**Investments underpin EBITDA growth:** €155m in 1H17 (of which €101m growth capex) and more than ~ 320,000 new connection points vs. 1H16

✓ **Strong growth supported by robust results in Chile, Mexico and Brazil**

Note:

1. Argentina & Peru Gas distribution
2. Argentina only
3. Currency translation effects of +€24m

# Networks LatAm

## Electricity distribution

### EBITDA (€m)

Country	1H17	1H16	Variation	Change (%)
Chile	162	147	15	+10.2%
Panama	55	64	(9)	-14.1%
Argentina	11	3	8	+267%
<b>TOTAL<sup>1</sup> (excl. ECA)</b>	<b>228</b>	<b>213</b>	<b>15<sup>2</sup></b>	<b>7.0%</b>

Sales growth (%)

+2.0%

+0.3%

-2.0%

+1.2%

- ✓ Chile: +6.5% EBITDA growth in local currency vs. 1H16 excluding one-off expenses<sup>3</sup>
- ✓ Panama: Mainly impacted by client refunds due in 1H17 as compensation for higher charges in the period 2002-06
- ✓ Argentina: Positive impact of updated indexed tariffs
- ✓ Investments underpin EBITDA growth: €177m in 1H17 (of which €82m growth capex)

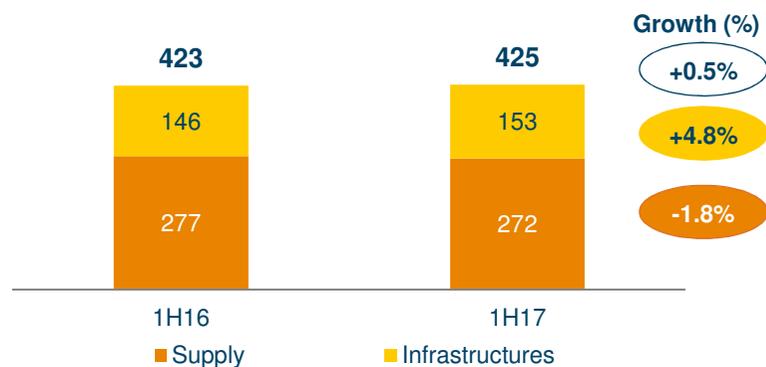
✓ **Strong performance of distribution in Electricity LatAm (+7.0% EBITDA growth ex-Electricaribe) supported by higher sales and recent investments**

Note:

- 1 Excluding Electricaribe for comparability purposes (1H16 EBITDA of €127m)
- 2 Currency translation effects of +€12m
- 3 One off expenses in 1H17 related to power outages after natural disasters in Chile

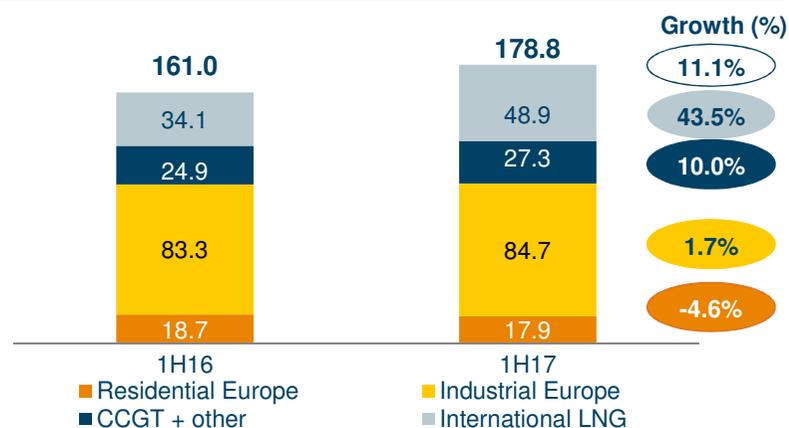
# Gas

## EBITDA (€m)<sup>1</sup>

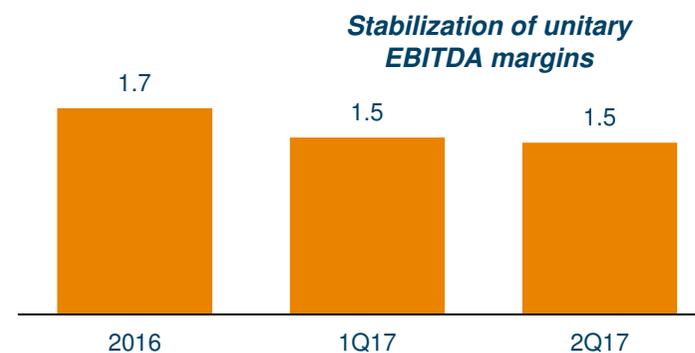


- ✓ **Infrastructures:** Growth mainly driven by the 3% tariff increase on the Magreb-Europe pipeline
- ✓ **Supply:** Increase of international LNG supply in 1H17 (+43.5% GWh vs. 1H16)

## Gas sales (TWh)



## Gas supply margin evolution EBITDA (€/MWh)



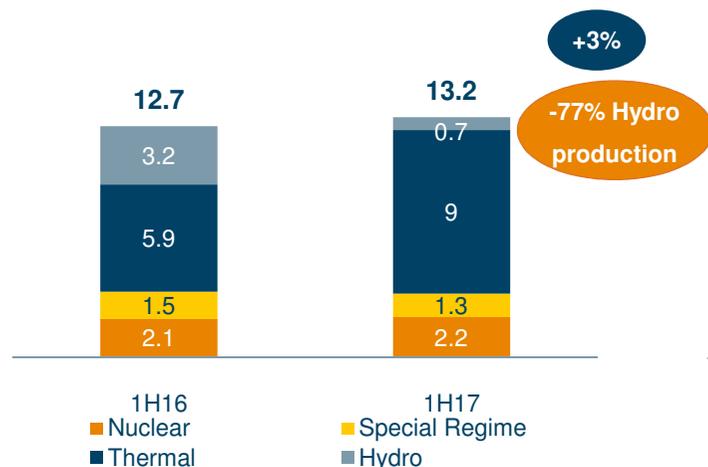
- ✓ **Resilient results vs. 1H16 driven by positive contribution of new volumes offsetting downward margin pressure on Spanish industrial market segment**

Note:

<sup>1</sup> Currency translation effects of +€5m in infrastructures

# Electricity Spain

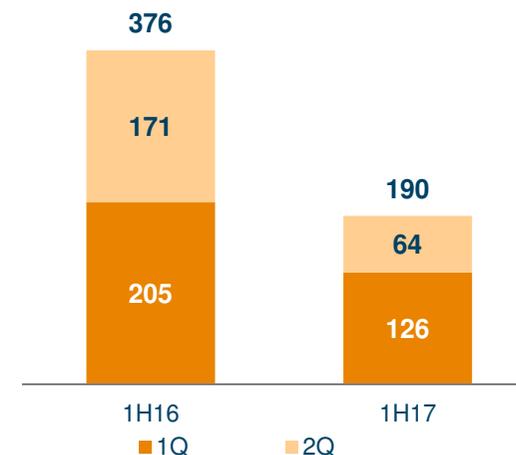
GNF production (TWh)



Pool price<sup>1</sup> (€/MWh)



EBITDA (€m)



EBITDA 2017E vs. 2016 impact

≤ -€200m

- ✓ **Higher generation costs:**
  - Hydro represented only 6% production in 1H17 vs. 25% 1H16
  - Higher commodity prices
- ✓ **Global excess in gas supply and higher imports compete in the increased thermal gap**
- ✓ **Supply margins affected by higher pool prices with sale prices at particularly low levels, given the exceptionally low forward prices<sup>2</sup> on which they were set in 1H16**

✓ **As in 1Q17 the lag effect between generation costs and commercialization prices prevents from translating the significantly higher generation costs to final customers**

Note:

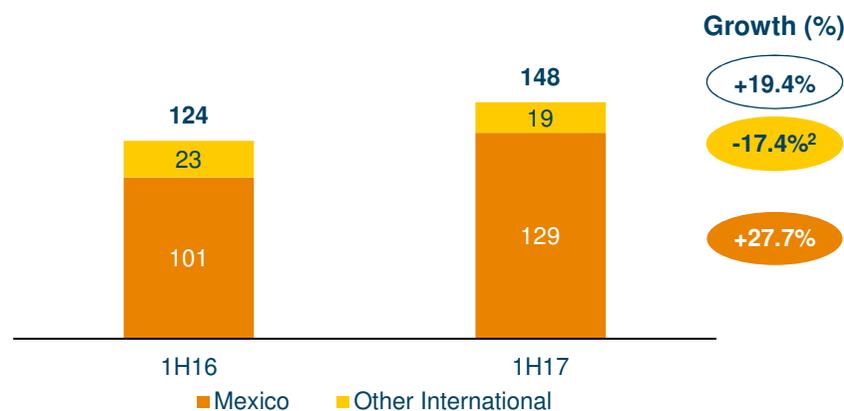
1 Average price in the daily power generation market

2 Average OMIP of 41.9 €/MWh in 1H16 vs. 47.0 €/MWh in 1H17 with particularly low prices in the period February to September 2016

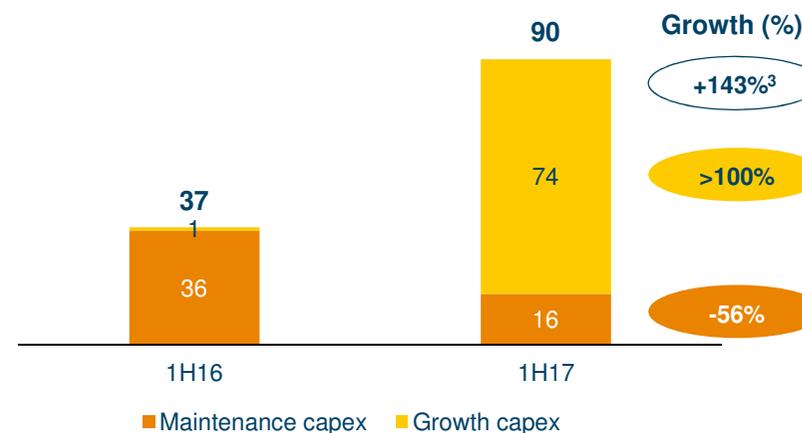
# International contracted generation



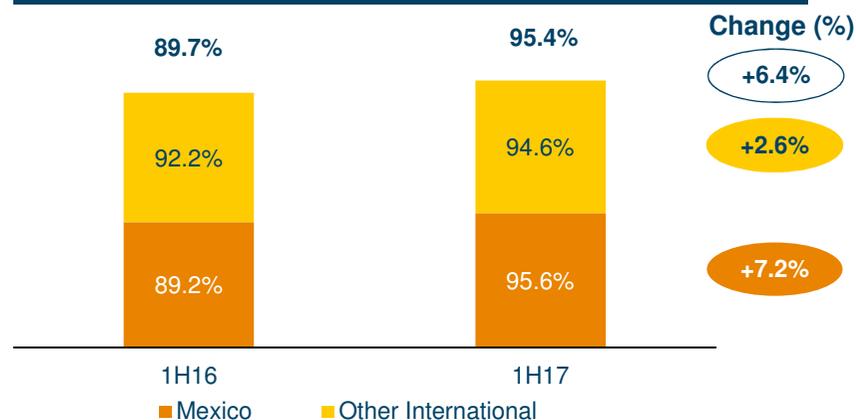
EBITDA (€m)<sup>1</sup>



Investments (€m)



Total availability (%)



## International contracted generation growth mainly driven by Mexico

- ✓ Improved availability due to favorable outage schedule in 2017
- ✓ Strong performance of excess energy due to higher volumes and better margins

**Brazil PV: on track to launch operations in August 2017**

✓ **International contracted generation continues to deliver strong growth through profitable investments**

Note:

- 1 Currency translation effects of +€3m
- 2 Dominican Republic down due to lower production and lower prices in the spot market following end of (PPA) contract with distributors; Costa Rica declined due to the provisions for the possible (ICE) penalty for the delay in Torito plant; Kenia down due to extraordinary insurance income registered in 1H16
- 3 Mainly explained by +€59m growth capex in Brazil PV projects and +€15m in Australia wind

# 5. Conclusions



# Summary and conclusions

- ✓ **All business activities performing well except for Spain Electricity**
- ✓ **Headwinds in Spain Electricity expected to slow down in 2H17, improving the overall outlook for 2H17**
- ✓ **Solid progress in the implementation of key pillars of our Strategic vision 2016-2020**
  - Continue to invest in profitable growth notably in regulated and contracted activities, which are performing very well and represent today around 80% of our EBITDA
  - Launch of a new and more ambitious efficiency plan 2018-2020
  - Focus on portfolio management
  - Ongoing cost of debt and tax optimization
  - Approval of 2017 interim dividend

- 
- ✓ **Working towards delivery of 2017 Net Income target of €1.3-1.4bn**

# Appendices





# 1. Financials

# Consolidated income statement



(€m)			Change
	1H17	1H16	%
Net Sales	12,283	11,409	+7.7%
Purchases	(8,726)	(7,556)	+15.5%
<b>Gross Margin</b>	<b>3,557</b>	<b>3,853</b>	<b>-7.7%</b>
Personnel Costs, Net	(501)	(506)	-1.0%
Taxes	(234)	(236)	-0.8%
Other Expenses, Net	(646)	(654)	-1.2%
<b>EBITDA</b>	<b>2,176</b>	<b>2,457</b>	<b>-11.4%</b>
Depreciation and Impairment losses	(843)	(868)	-2.9%
Provisions	(64)	(142)	-54.9%
Other	-	-	-
<b>Operating Income</b>	<b>1,269</b>	<b>1,447</b>	<b>-12.3%</b>
Financial Results, Net	(347)	(415)	-16.4%
Equity Income	7	(11)	-163.6%
<b>Income before tax</b>	<b>929</b>	<b>1,021</b>	<b>-9.0%</b>
Corporate tax	(218)	(240)	-9.2%
Discontinued operations results	-	30	-100.0%
Non-Controlling Interests	(161)	(166)	-3.0%
<b>Net Income</b>	<b>550</b>	<b>645</b>	<b>-14.7%</b>

# EBITDA breakdown

(€m)	1H17	1H16 proforma <sup>1</sup>	Change	
			(€m)	(%)
<b>Gas networks</b>	882	830	52	+6.3%
Europe	468	453	15	+3.3%
LatAm	414	377	37	+9.8%
<b>Electricity networks</b>	546	541 <sup>1</sup>	5 <sup>1</sup>	+0.9% <sup>1</sup>
Europe	318	328	(10)	-3.0%
LatAm	228	213 <sup>1</sup>	15 <sup>1</sup>	+7.0% <sup>1</sup>
<b>Gas</b>	425	423	2	+0.5%
Infrastructure	153	146	7	+4.8%
Supply	272	277	(5)	-1.8%
<b>Electricity</b>	338	500	(162)	-32.4%
Spain	190	376	(186)	-49.5%
International	148	124	24	+19.4%
<b>Other</b>	(15)	36	(51)	-
<b>Total EBITDA</b>	<b>2,176</b>	<b>2,330<sup>1</sup></b>	<b>(154)<sup>1</sup></b>	<b>-6.6%<sup>1</sup></b>

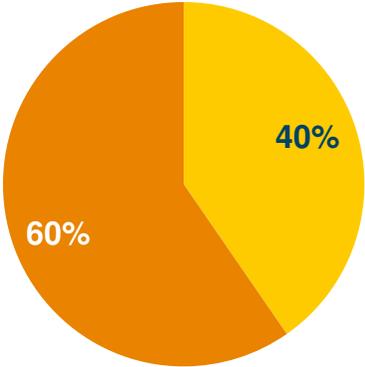
Note:

<sup>1</sup> Proforma for deconsolidation of Electricaribe (1H16 EBITDA of €127m)

# EBITDA analysis

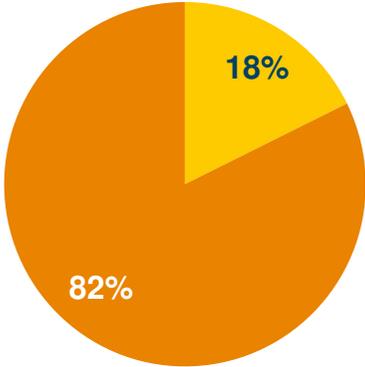


Gas/Electricity



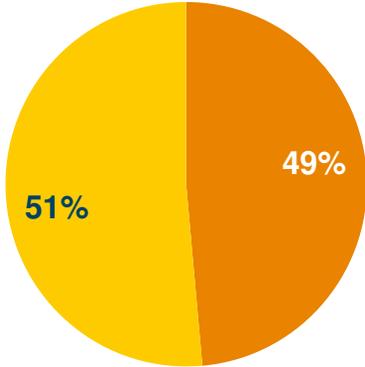
■ Gas    ■ Electricity

Regulated<sup>(1)</sup>/Non regulated



■ Regulated<sup>1</sup>    ■ Non regulated

Spain/International



■ Spain    ■ International

Note:

1 Includes contracted activities (EMPL, International contracted generation, renewables)

# Currency translation effect on EBITDA

## Gas Distribution

### EBITDA (€m)

Country	1H17	1H16	Currency translation	Activity
Argentina	19	19	(2)	2
Brazil	130	103	19	8
Chile	103	88	4	11
Colombia	72	84	8	(20)
Mexico	92	84	(5)	13
Peru	(2)	(1)	0	(1)
<b>TOTAL</b>	<b>414</b>	<b>377</b>	<b>24</b>	<b>13</b>

## International contracted generation

### EBITDA (€m)

Country	1H17	1H16	Currency translation	Activity
Mexico	129	101	2	26
Rest	19	23	1	(5)
<b>TOTAL</b>	<b>148</b>	<b>124</b>	<b>3</b>	<b>21</b>

## Electricity Distribution

### EBITDA (€m)

Country	1H17	1H16	Currency translation	Activity
Argentina	11	3	0	8
Chile	162	147	10	5
Panama	55	64	2	(11)
Moldova	16	25	1	(10)
<b>TOTAL (excl. ECA)<sup>1</sup></b>	<b>244</b>	<b>239</b>	<b>13</b>	<b>(8)</b>

## Gas

### EBITDA (€m)

Country	1H17	1H16	Currency translation	Activity
Gas Infra	153	146	5	2
<b>TOTAL</b>	<b>153</b>	<b>146</b>	<b>5</b>	<b>2</b>

**Total currency translation effect: +€45m**

Note:

<sup>1</sup> Excluding Electricaribe for comparability purposes (1H16 EBITDA of €127m)

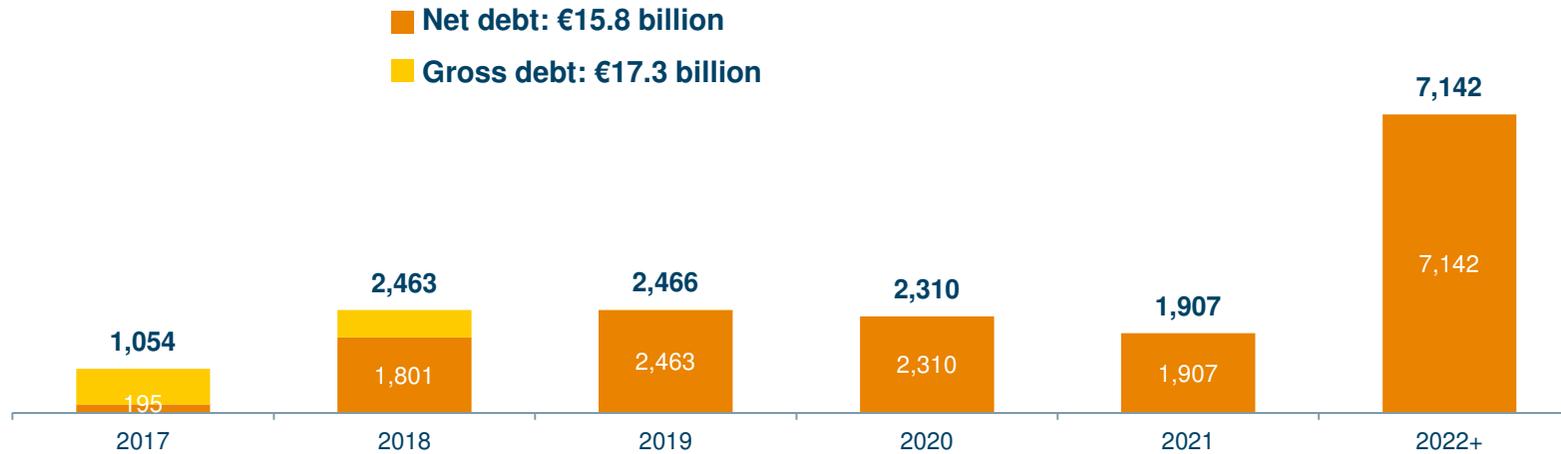
# Net investments

(€m)	1H17	1H16	Change	
			€m	%
<b>Gas networks</b>	252	257	(5)	-1.9%
Europe	97	145	(48)	-33.1%
LatAm	155	112	43	+38.4%
<b>Electricity networks</b>	286	252	34	+13.5%
Europe	109	108	1	+0.9%
LatAm	177	144	33	+22.9%
<b>Gas</b>	30	14	16	-
Infrastructures	5	2	3	-
Supply	25	12	13	+108.3%
<b>Electricity</b>	143	76	67	+88.2%
Spain	53	39	14	+35.9%
International	90	37	53	+143.2%
<b>Other</b>	26	30	(4)	-13.3%
<b>Total tangible + intangible</b>	<b>737</b>	<b>629</b>	<b>108</b>	<b>+17.2%</b>
<b>Financial</b>	27	26	1	+3.8%
<b>Total gross investments</b>	<b>764</b>	<b>655</b>	<b>109</b>	<b>+16.6%</b>
<b>Disposals and other</b>	(24)	(33)	9	-27.3%
<b>Total net investments</b>	<b>740</b>	<b>622</b>	<b>118</b>	<b>+19.0%</b>

# Financial structure (I)

## A comfortable debt maturity profile

As of June 30, 2017  
(€m)



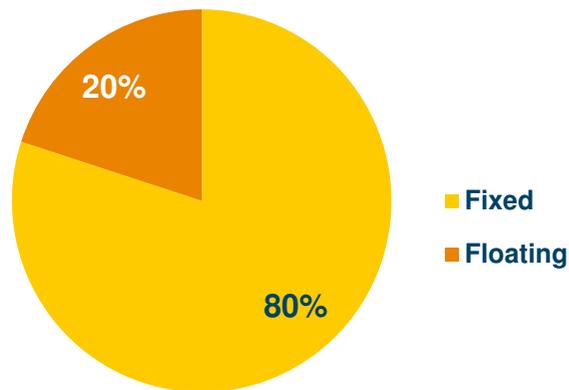
- **New €1,000m 10-year bond in April (coupon 1.125%)**
- **Average life of Net debt > 5.5 years**
- **87% of Net debt maturing from 2019 onwards**

# Financial structure (II)

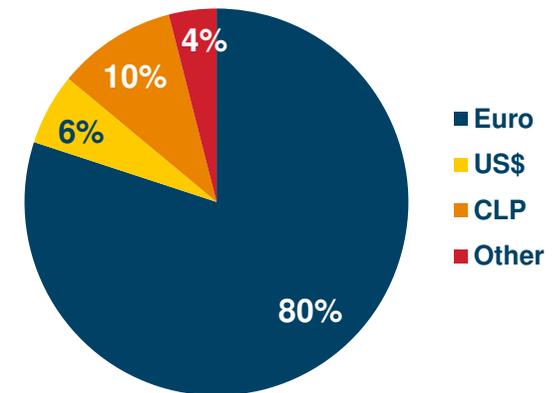
## An efficient net debt structure

As of June 30, 2017

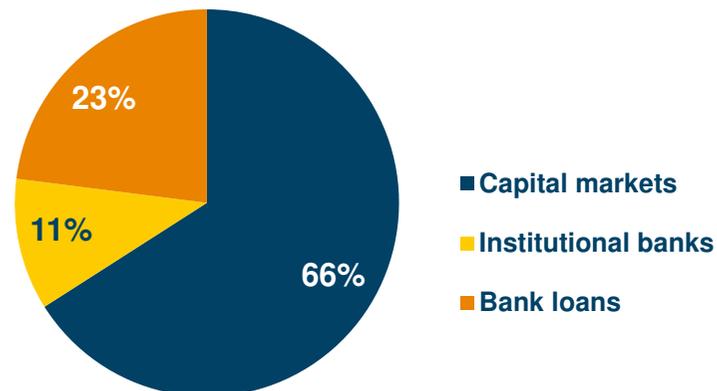
Majority of debt at fixed rates  
at a very competitive cost



Conservative currency exposure policy



Diversified financing sources



# Financial structure (III)

## Strong liquidity position



As of June 30, 2017 (€m)	Limit	Drawn	Undrawn
Committed lines of credit	7,656	469	7,187
Uncommitted lines of credit	506	43	463
EIB loan	502	-	502
Cash	-	-	1,455
<b>TOTAL</b>	<b>8,664</b>	<b>512</b>	<b>9,607</b>

- Additional capital market capabilities of ~€6,200m both in Euro and LatAm (Mexico, Chile, Panama and Colombia) programs



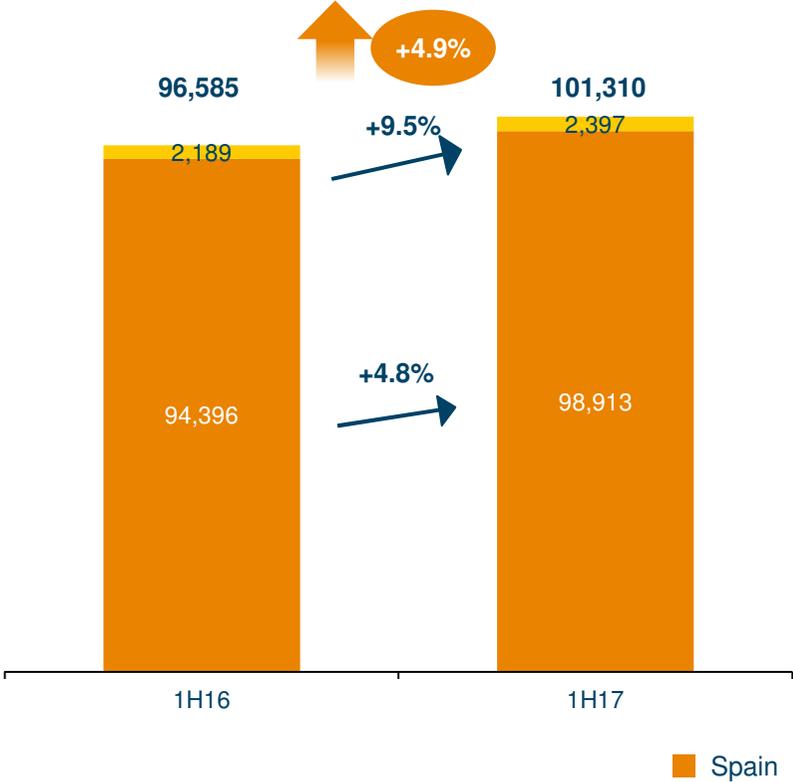
## **2. Operating figures**

# Networks

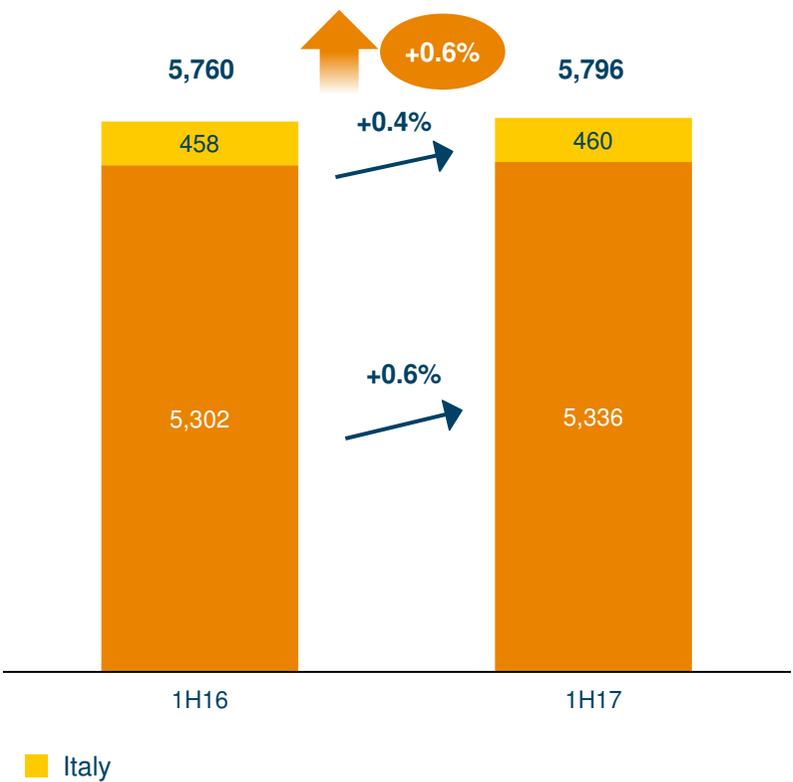
## Gas distribution Europe



Gas sales (GWh)

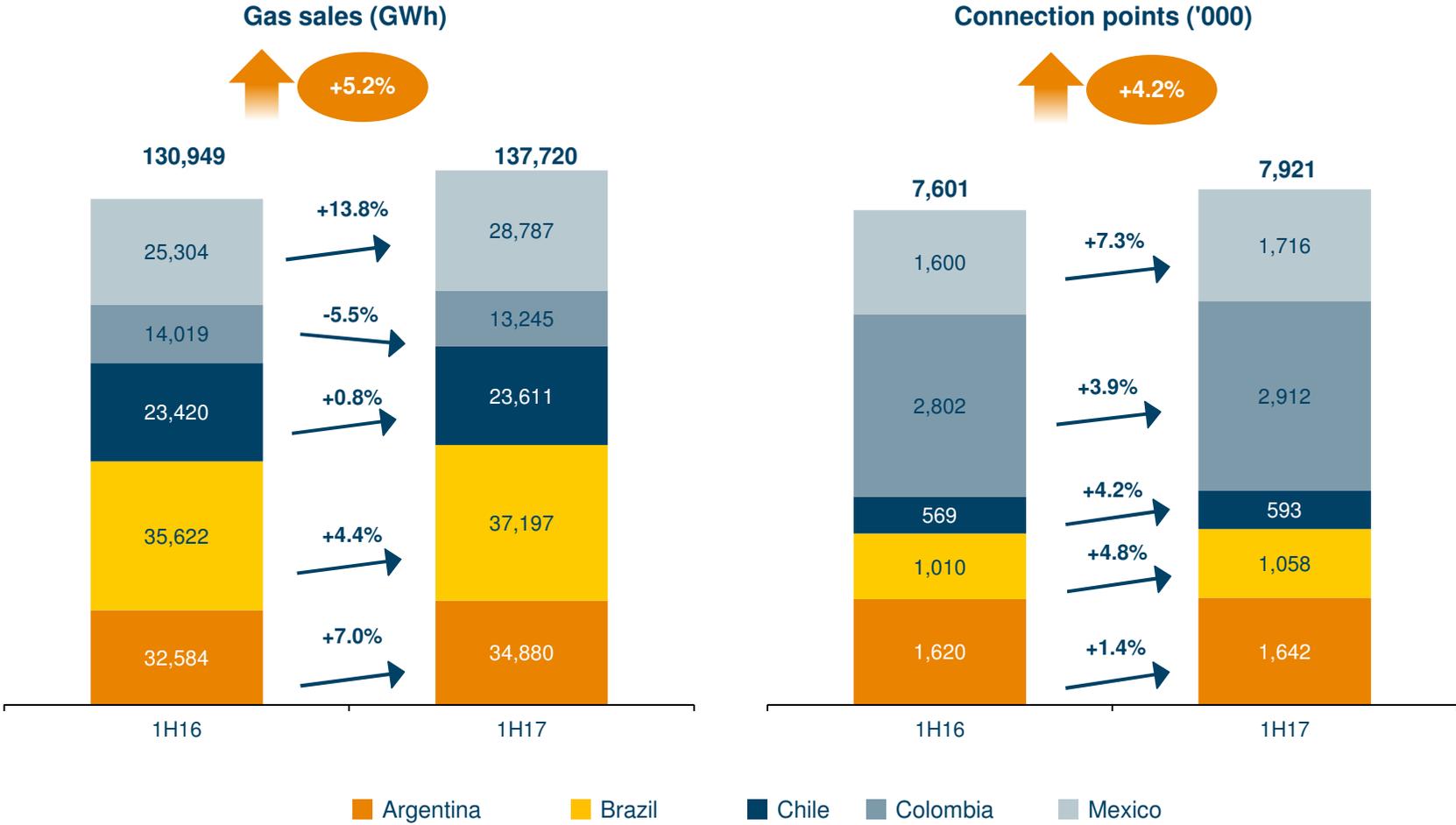


Connection points ('000)



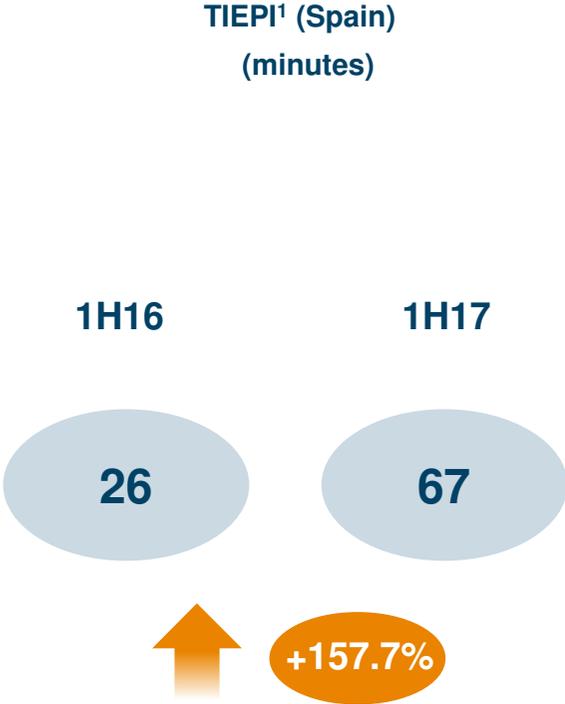
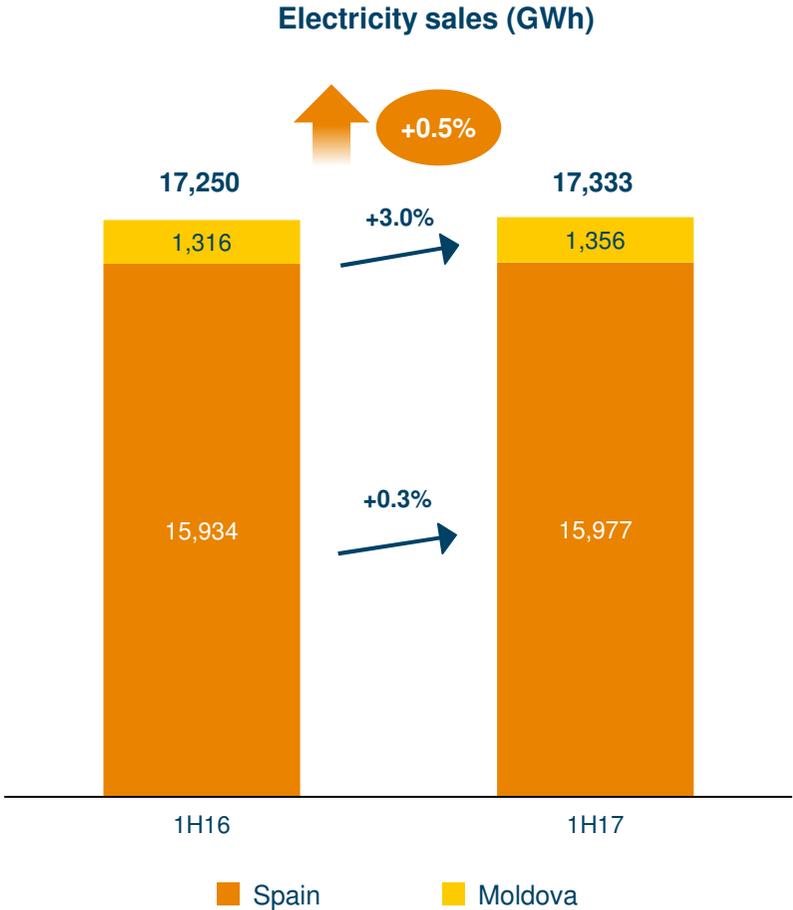
# Networks

## Gas distribution LatAm



# Networks

## Electricity distribution Europe

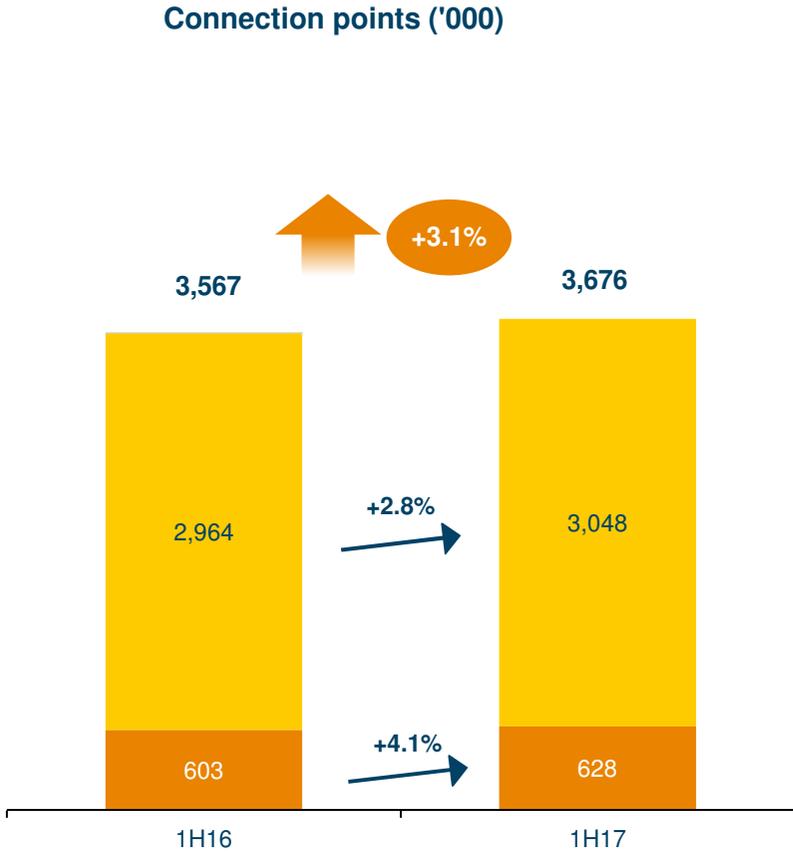
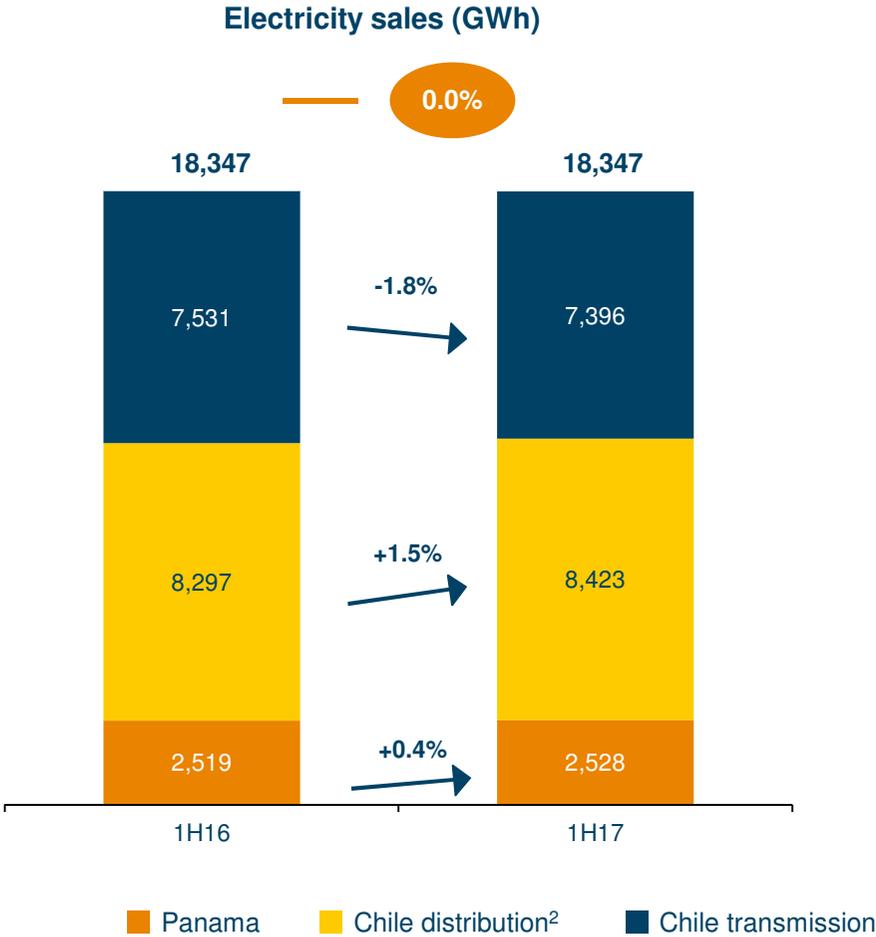


Note:

1. "Tiempo de interrupción equivalente de la potencia instalada" = Equivalent time of power supply interruption for the installed capacity (affected by the weather storms in Galicia in February 2017)

# Networks

## Electricity distribution LatAm<sup>1</sup>



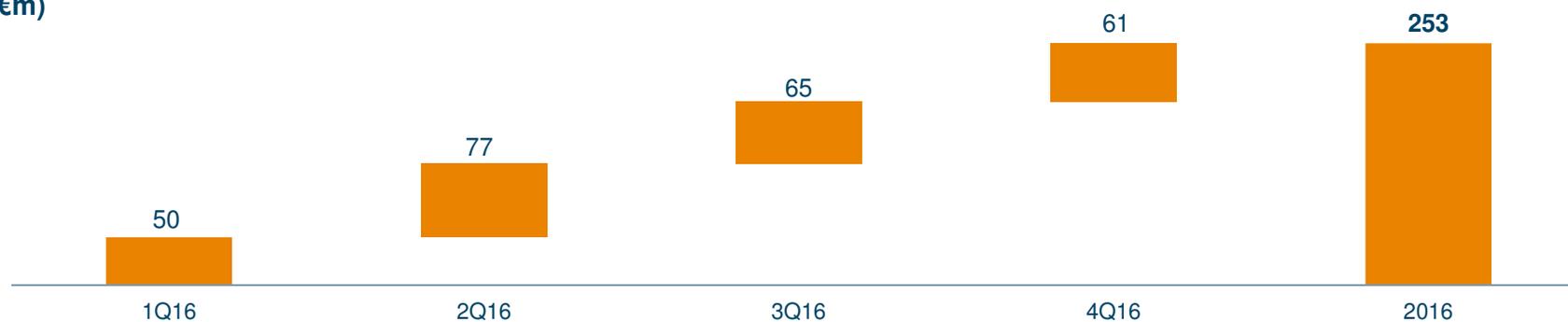
Note:  
 1 Proforma for Electricaribe in 1H16  
 2 Includes data for CGE's subsidiaries in Argentina

# Networks

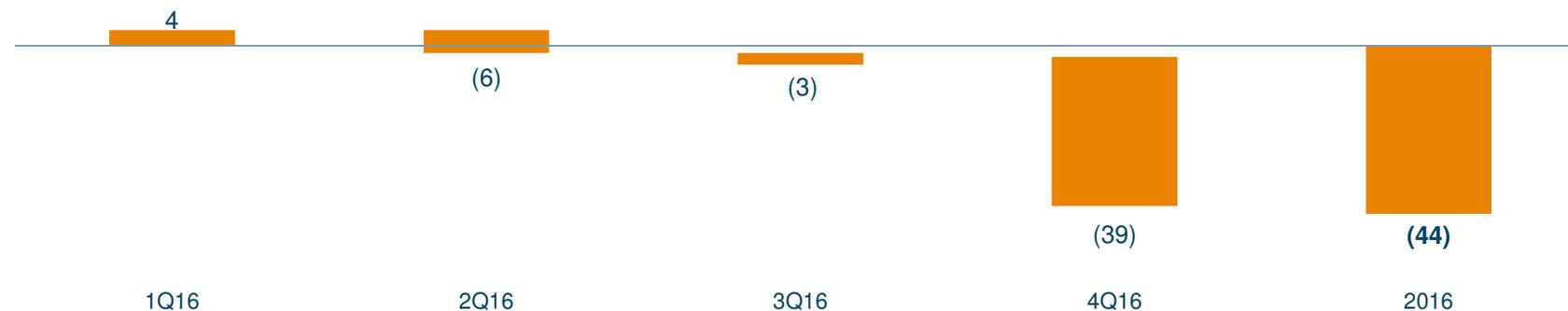


## Electricaribe EBITDA & Net income contribution – 2016

2016 EBITDA  
(€m)



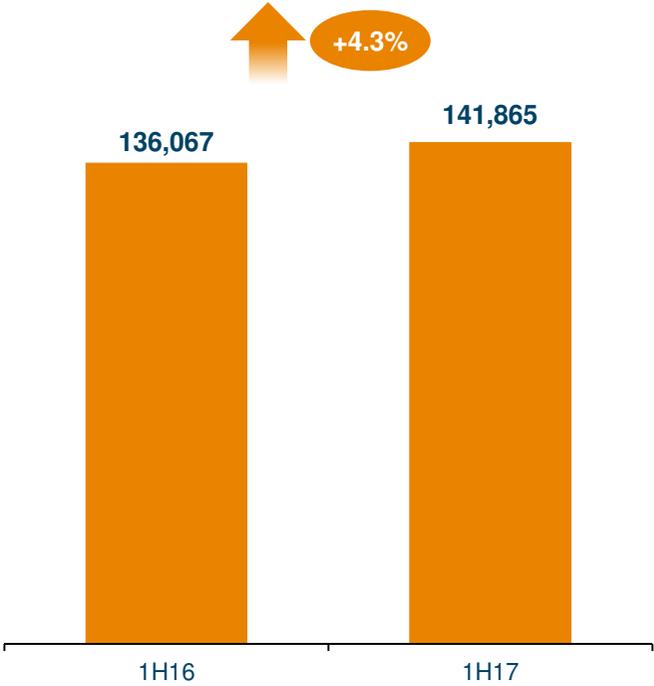
2016 Net income  
(€m)



# Gas and electricity demand in Spain

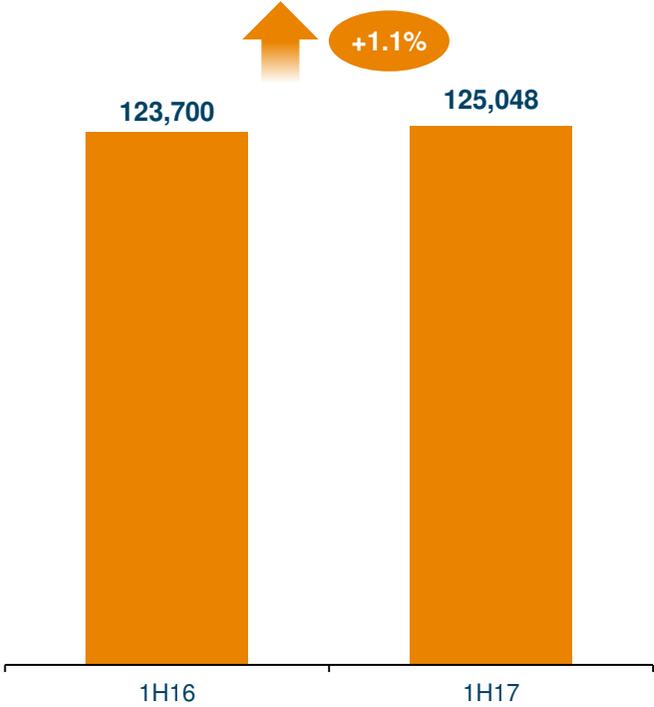


Conventional gas demand (GWh)



Source: Enagás

Electricity demand (GWh)

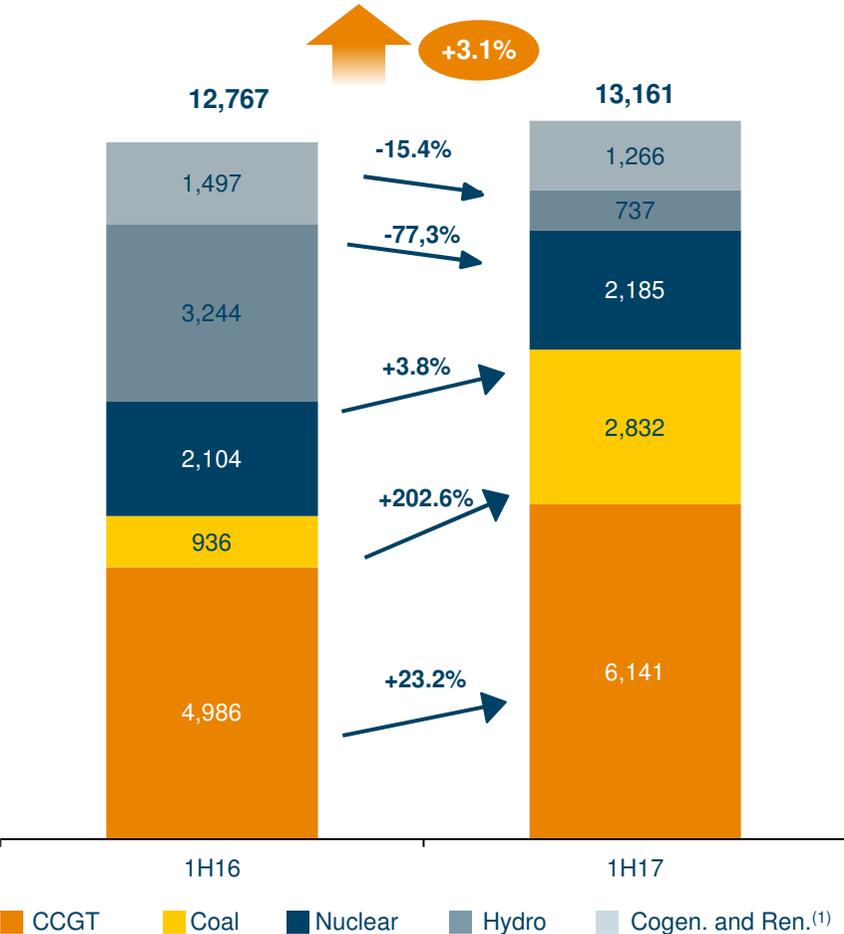


Source: REE

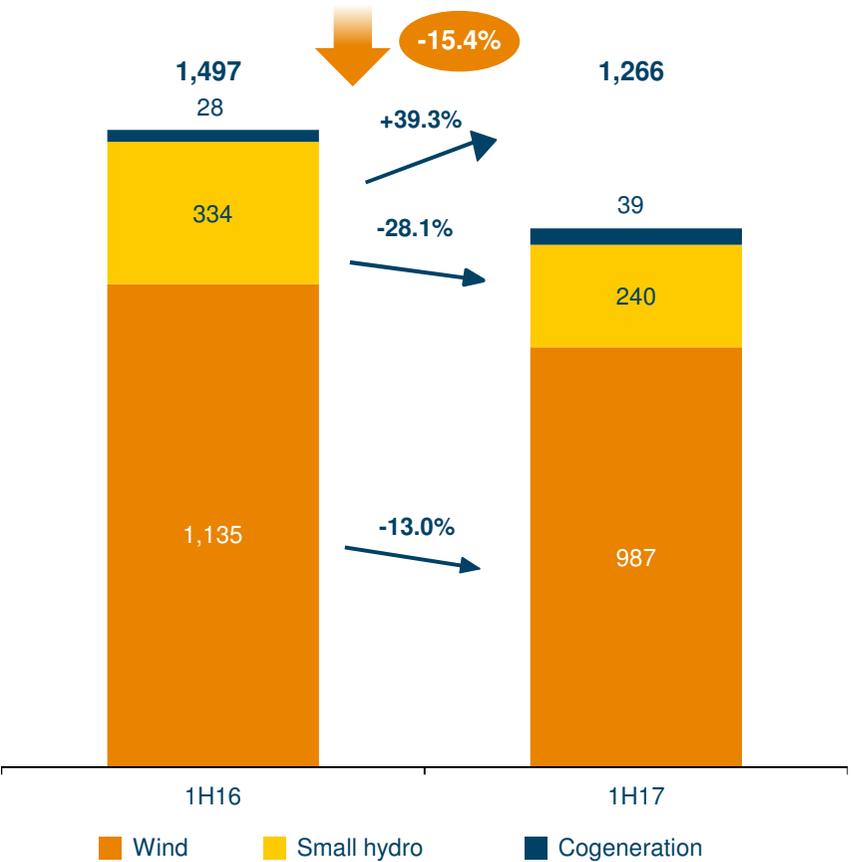
# Electricity Spain (I)



GNF's total production (GWh)



GNF's total production in cogeneration and renewables<sup>1</sup> (GWh)

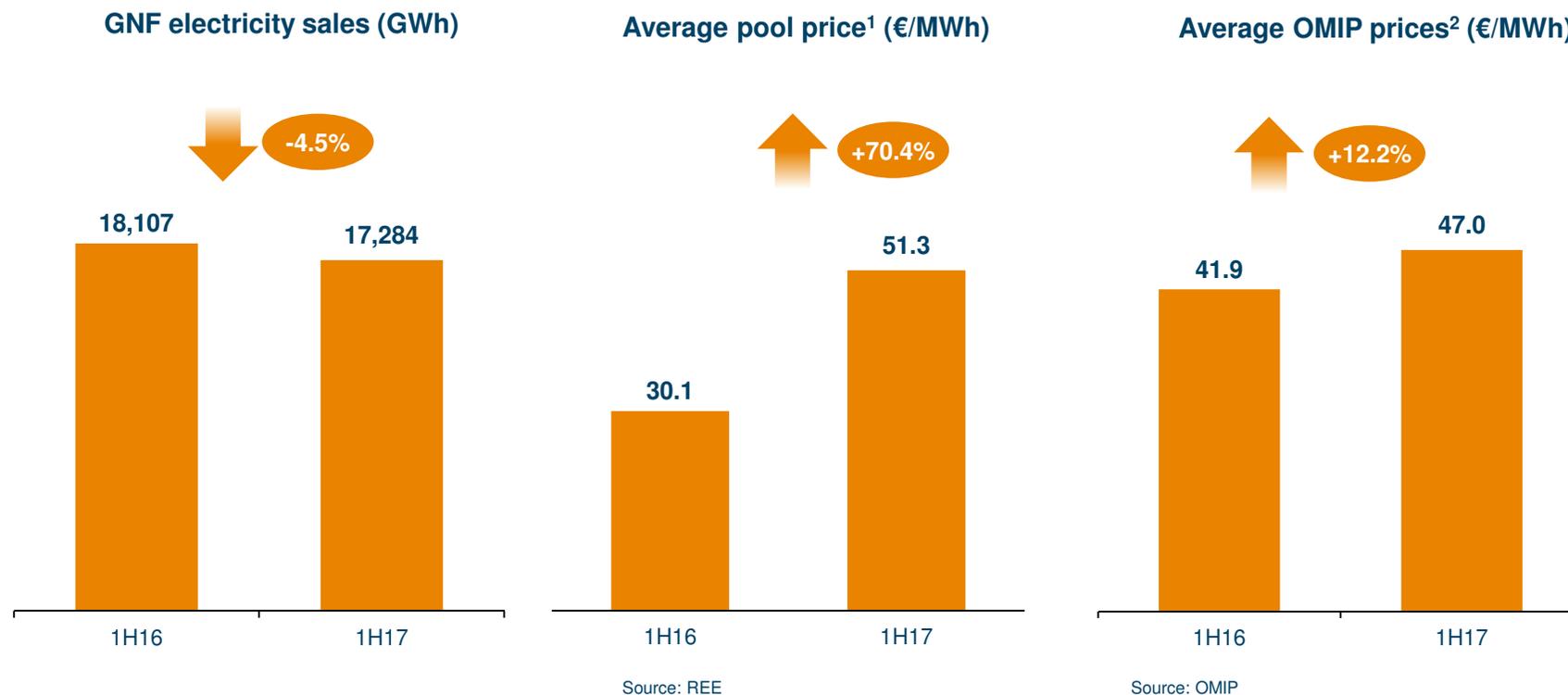


Note:

1 Formerly "Special Regime"

# Electricity

## Spain (II)

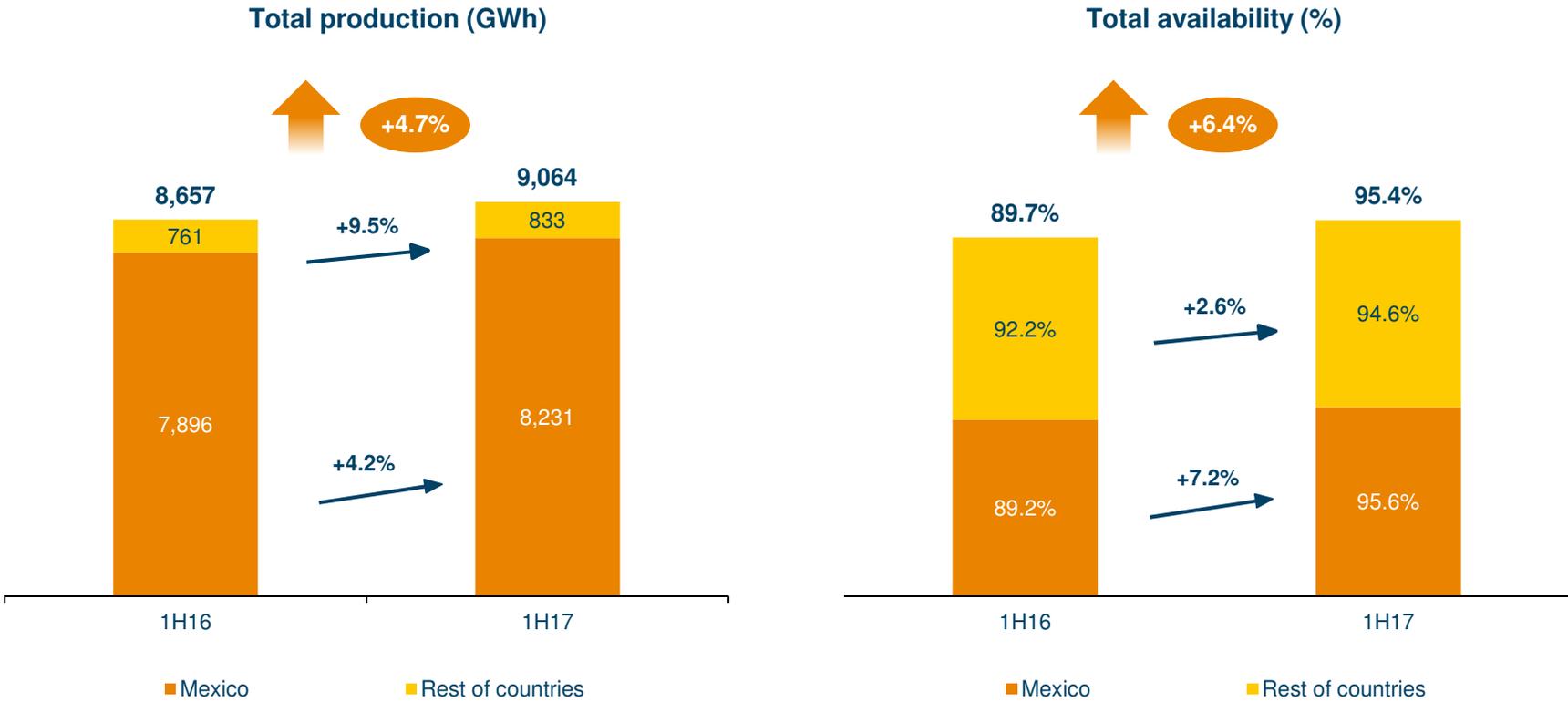


Note:

- 1 Average price in the daily power generation market
- 2 Monthly average of the 12-month forward Spanish base prices in the Iberian Energy Derivatives Exchange (OMIP) during the period

# Electricity

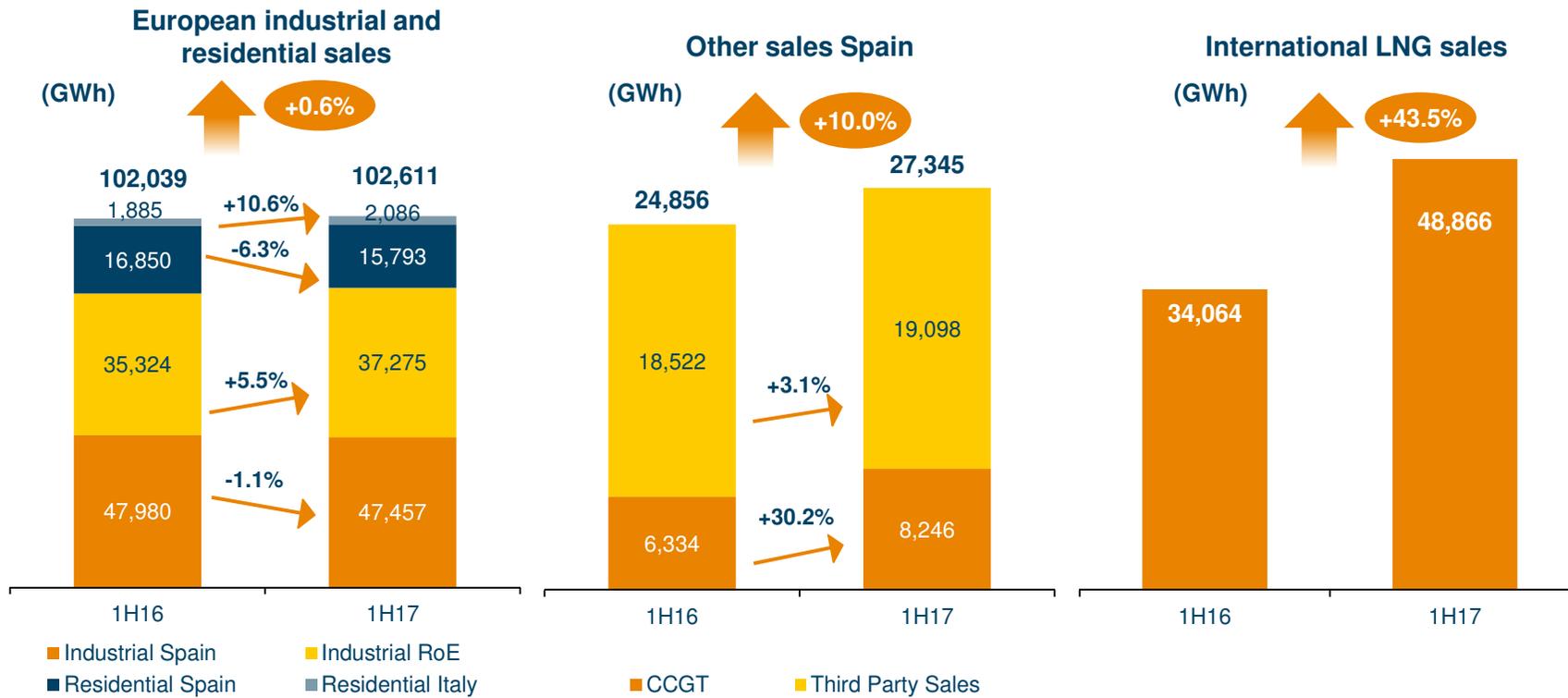
## International contracted generation



Note:  
The average of net electric energy available in a period of time divided by electric energy calculated as the net capacity by the hours of the period

# Gas

## Gas sales by markets



**Total sales +11.1%**

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