



2005 Year End Estimate

2006 Outlook

Management Report

**JANUARY 2006** 



# **Meeting Objectives**

- <u>2005 Year End Estimate.</u> Explain the company's best estimate for the financial closing of 2005
- <u>2005 Highlights and Business Units Performance.</u> Description of the main elements affecting the company and the deviations from the initial budget.
- Market Trends. Understanding the evolution of the main markets in 2005 and its expected performance for 2006.
  - **<u>2006 Targets</u>**. Enumeration of Gamesa's main targets for incoming year.
  - Gamesa Aeronáutica spin off. Status of the process.
- Presentation of Chief Executive Officer. Introducing Mr. Guillermo Ulacia



# **Executive Summary**

### **9% increase in Current Net Income as of December 2005**

- The Current Net Income estimate for 2005 amounts to EUR 190 MM (+9% vs. 2004).
- This represents an 85% fulfillment of the 2005 budget due to the weak conjuncture experienced in 2005 (arrears in installation of wind farms in Spain, raw material costs, start up costs of mass production of 2 MW family and weak performance of orders in the aeronautics business).

### 2005 New Strategic Focus

After the strong growth experienced in the domestic market in Wind Business, Gamesa has decided to focus on renewable Energy and opening new markets / regions.

### 2006 Geographical Expansion

As a result of the effort of the past years, Gamesa will benefit from the high growth of the foreign markets (mainly USA and China) together with the strong position of the EU Market (mainly Spain). This effort will be translated into a sound industrial base (Spain, USA and China) and a significant backlog (both in Wind Farms and Wind Turbines) that provides visibility for the company in the next years.

### Good prospects for Renewable Energy

The renewable market generally, and the wind market specially, are in a very strong structural situation given the recent regulatory support provided in several countries (Spain, USA, China, ...).



# 2005. The Year at a Glance (I)

Gamesa Group					
New Strategic Alignment. The company has decided to redefine its strategy focusing on:					
	Renewable Energy	$\rightarrow$	Geographical Expansion (USA & China)		
E Actions under way. In order to get ready for this change, Gamesa has initiated actions:					
	Organizational Restructuring				
	Spin off Aeronautics				
	Raise its financing facilities to increase capacity in foreign markets				
	Management's stock option plan				
Gamesa Eólica			Gamesa Energía		

- New G87/90 2 MW machine using carbon fiber
- Patent Agreement with GE Wind
- Frame Agreements in the US and China
- Staff for US facilities selected and trained
- Raw Materials. Low Availability, High Prices
- Arrears in Authorizations
- Sales Footprint outside of Spain

- Increase in size of project pipeline (mainly the US and Europe) > 20,000 MW
- Increase in project validation > 4,000 MW
- Improved backlog (new wind farm sale agreements)

### Gamesa Aeronáutica

- Restructuring Plan (PREGA) on track
- Redundancy Program



# 2005. The Year at a Glance (II)

### **Positive Outlook for Renewable Energy**

Renewable Energy, in general, and Wind Energy, in particular, are experiencing a very positive environment due to the growing social and political support.

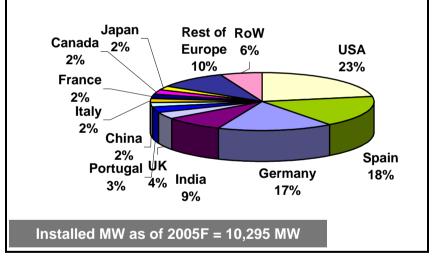
#### Improvement in Wind Legislation

- As a result, different administrations (Spain, Portugal, the US, and China) have reinforced their political support towards wind.
  - New target of wind installations in Spain (20,000 MW vs previous 13,000 MW by 2010)
  - 1,700 MW Call for Tenders in Portugal
  - PTC extension until end 2007 in the US
  - Target of wind installations in China of 20,000 MW by 2020

#### Weak conjuncture in 2005

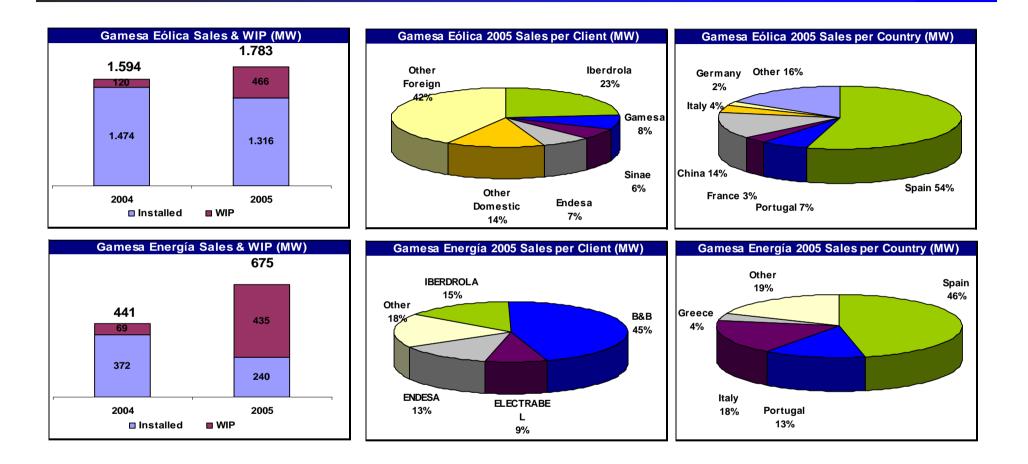
However, the Spanish market has experienced specific delays in installations in 2005 (1,332 MW connected to the grid in 2005, 43% less than in 2004).

### Geographical split per Installed MW 2005 F





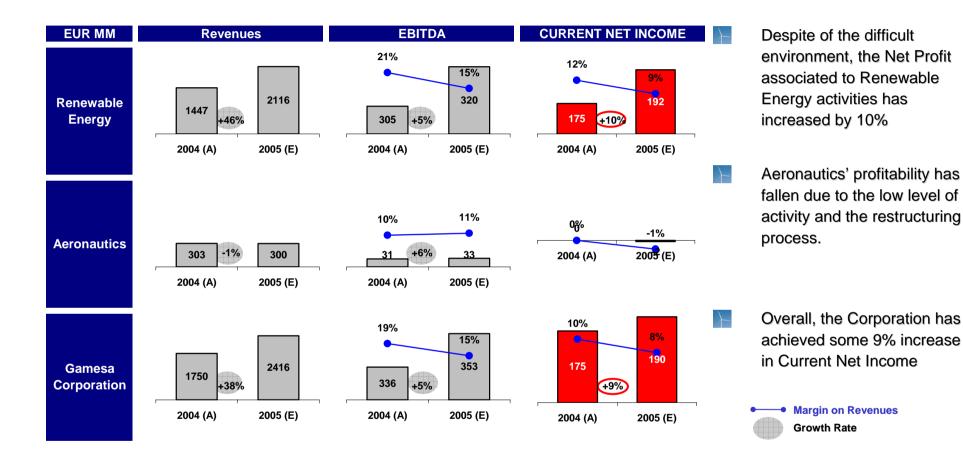
# **Units, Markets and Clients**



Despite of the arrears in Spain, Gamesa's performance abroad has enabled the company to increase its activity both in WTG and Wind Farms



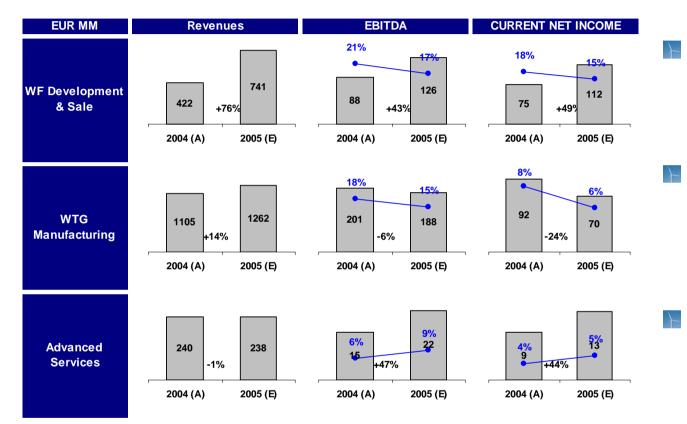
# **2005 Year End Estimates (Unaudited)**



Gamesa expects to close the year with 9% increase in Current Net Income compared to 2004 despite of the difficult conjuncture in wind farm authorizations.



# **2005 Year End Estimates (Unaudited)**



The high demand for wind farms has compensated the low level of installations through an increase in WIP

Gamesa Eólica has faced a strong fall in installations affecting its margins, while raw materials have been expensive during 2005.

Gamesa Servicios has improved its profitability due to the contribution of new activities such as solar or logistics.

NOTE: Corporate & Adjustments not included



# **2005 Estimated Cash Flow (Unaudited)**

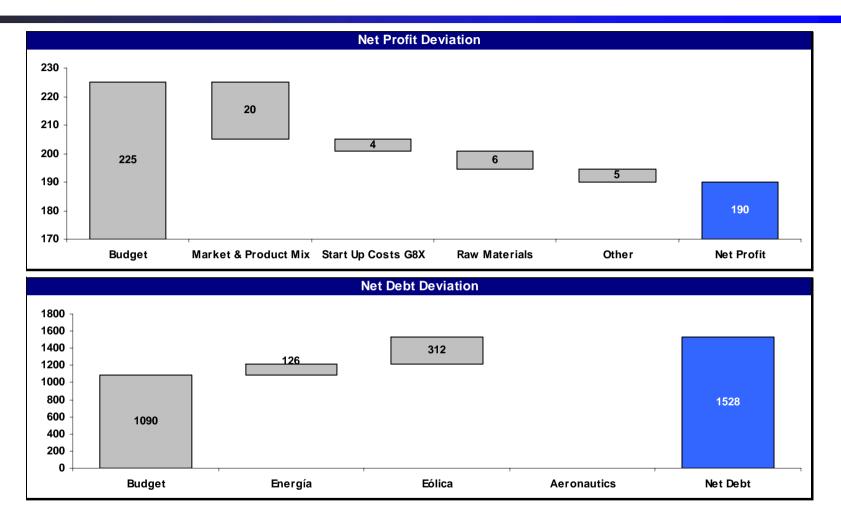
CASH FLOW STATEMENT (EUR MM)	2005 (E)
Current Net Income	190
Dep., Amort. & Prov.	130
Capitalised Expenses	-52
Changes in Working Capital	-364
Funds from Operations	-96
Сарех	-144
Financial Investments L/T	
Other Adjustments	
Dividends	-78
Net Cash Flow	-318
Net Cash Flow	-318

Initial Net Bank Debt	1,210
Final Net Bank Debt	1,528

The delays in installation have materialized into a spike in working capital needs in 2005.



# **Analysis of Deviations**



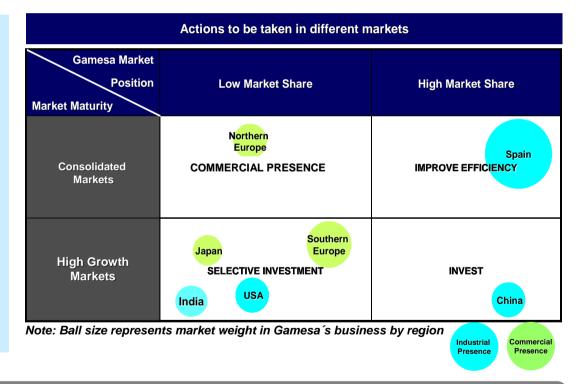
The temporary arrears in authorizations and specific non recurrent effects are the main reasons for the deviations in results and cash flow generation.



# **Market Perspectives & Target Markets**

### High growth and markets consolidations expectative

- Demand exceeds Manufacturing Capacity in 2006 both for Wind Farms and WTG
  - USA, Spain, and Germany are expected to keep its leading position
- Newer markets will continue to consolidate their positions as important contributors to the region's renewable generation base (India and China)
- Target upgrading in Spain. Delays overcoming and high installation levels expected for the next 5 years
- High growth expectative subject to PTC extension in the US. Fastest growth expectations in Midwest and Northeast
- Stable growth perspectives in China. Based on expected economic development
- Growth consolidation in Europe. Via feed-in tariffs and renewable generation strategy in utilities.



Keeping the leading position in Spain and Southern Europe, Gamesa is getting into the USA, China and India, as main target markets



# 2006. Main Targets

### Growth



**Double Digit Growth in Net Profit.** Gamesa targets a 10% increase in Current Net Income in 2006.

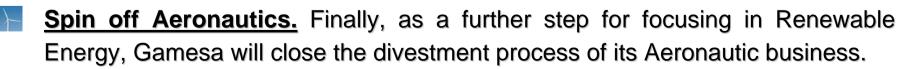
### Cash Flow

Leverage. Net Bank Debt to EBITDA < 3.00 x. As a cash flow generation target, Gamesa aims to close 2006 with a lower leverage ratio.

### **Geographical Expansion**

International Industrial Footprint. In order to fulfill the growth targets, the company will install facilities for assembly or component manufacturing in the USA, China and Portugal.

### Focus on Renewable Energy





Please refer to last page for Forward Looking Statement

# **Restructuring Aeronautics Business**

# Meanwhile the on track divestment process of the Aeronautics business, Gamesa Group is managing the performance improvement in Aeronautics activities

- **The PREGA.** In order to restructure the business, Gamesa Aeronáutica launched a plan (PREGA) to put in place during 2005 and 2006 with the following aims:
  - Improve profitability of existing programs
  - Enter new programs at attractive returns
  - Improve costs (purchases, direct labor and structural costs)
  - Generate Cash Flow (inventory control)

**Labor Agreement and Redundancies.** One of the main milestones of the plan during 2005 has affected payroll. The main areas of impact are:

- $\rightarrow$
- Cancellation of temporary contracts
  - Reallocation of workers within the subsidiaries in the Aeronautics business
  - Redundancy program affecting one subsidiary that represents 13% of the division's headcount

Confirmed the decision of selling the Aeronautics business, Gamesa Group will have to book in 2005 a non-recurrent write-off provision.



### Conclusion

### 2005 New Strategic Focus

Gamesa has decided to focus on renewable Energy and expand geographically.

Positive achievements in 2005 in a difficult environment

Despite of the negative environment, the company has been able to improve its backlog and set the bases for its international expansion in the next years, while increasing its profits by 9%.

### 2006 Growth perspectives

- Due to the positive expected market evolution, Gamesa targets 10% increase in Current Net Income.
  - Gamesa Eólica, following the geographical expansion strategy, will have facilities running in three continents (Europe, America and Asia) to supply the whole market.

#### **Addition of New Financial Lines**

The company has restructured its banking facilities to facilitate the new investments.

**Next Management Presentation in March** 

The company will provide specific figures on its Strategic Plan before the end of March 2006



# **Forward Looking Statement**

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