



## **COMISIÓN NACIONAL DEL MERCADO DE VALORES**

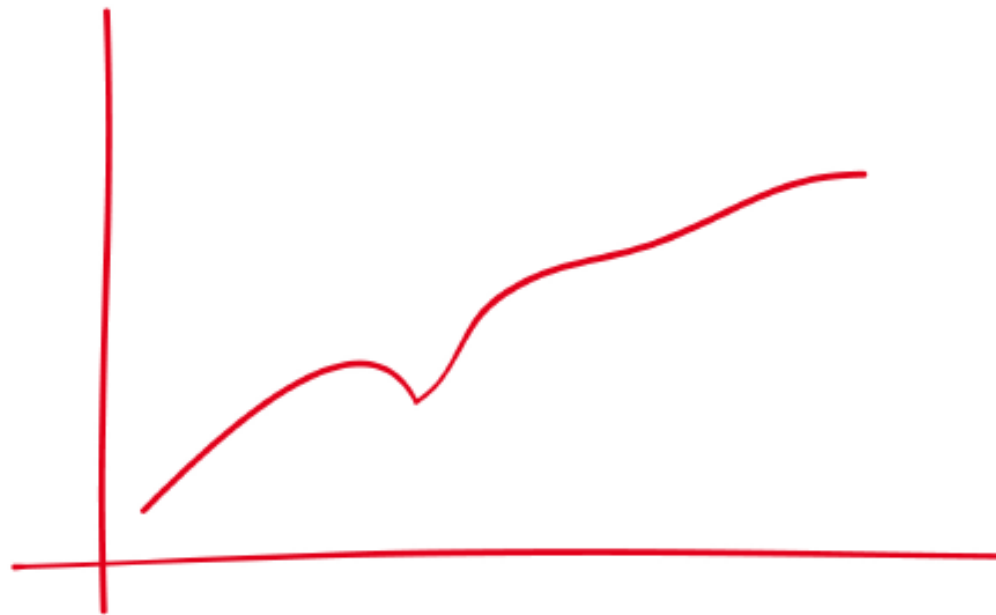
Madrid, 14 de mayo de 2014

Muy Sres. nuestros:

ACCIONA adjunta presentación en inglés que se seguirá en la multiconferencia de hoy a las 18:00PM. La presentación podrá ser seguida vía webcast a través de la Web de ACCIONA ([www.accion.es](http://www.accion.es)).

Atentamente,

Jorge Vega-Penichet López  
Secretario del Consejo de Administración



**Q1 2014**  
JANUARY - MARCH

14<sup>th</sup> May 2014

# Disclaimer

---

This document has been prepared by ACCIONA, S.A. ("ACCIONA" or the "Company") exclusively for use during the presentation of financial results for the first quarter of 2014 (Q1 2014). Therefore it cannot be disclosed or made public by any person or entity with an aim other than the one expressed above, without the prior written consent of the Company.

The Company does not assume any liability for the content of this document if used for different purposes thereof.

The information and any opinions or statements made in this document have not been verified by independent third parties, nor audited; therefore no express or implied warranty is made as to the impartiality, accuracy, completeness or correctness of the information or the opinions or statements expressed herein.

Neither the Company, its subsidiaries or any entity within ACCIONA Group or subsidiaries, any of its advisors or representatives assume liability of any kind, whether for negligence or any other reason, for any damage or loss arising from any use of this document or its contents.

The information contained in this document on the price at which securities issued by ACCIONA have been bought or sold, or on the performance of those securities, cannot be used to predict the future performance of securities issued by ACCIONA.

Neither this document nor any part of it constitutes a contract, nor may it be used for incorporation into or construction of any contract or agreement.

## IMPORTANT INFORMATION

This document does not constitute an offer or invitation to purchase or subscribe shares, in accordance with the provisions of the Spanish Securities Market Law (Law 24/1988, of July 28, as amended and restated from time to time), Royal Decree-Law 5/2005, of March 11, and/or Royal Decree 1310/2005, of November 4, and its implementing regulations.

In addition, this document does not constitute an offer of purchase, sale or exchange, nor a request for an offer of purchase, sale or exchange of securities, nor a request for any vote or approval in any other jurisdiction.

Particularly, this document does not constitute an offer to purchase, sell or exchange or the solicitation of an offer to purchase, sell or exchange any securities.

## FORWARD-LOOKING STATEMENTS

This document contains forward-looking information and statements about ACCIONA, including financial projections and estimates and their underlying assumptions, statements regarding plans, objectives and expectations with respect to future operations, capital expenditures, synergies, products and services, and statements regarding future performance. Forward-looking statements are statements that are not historical facts and are generally identified by the words "expects", "anticipates", "believes", "intends", "estimates" and similar expressions.

Although ACCIONA believes that the expectations reflected in such forward-looking statements are reasonable, investors and holders of ACCIONA shares are cautioned that forward-looking information and statements are subject to various risks and uncertainties, many of which are difficult to predict and generally beyond the control of ACCIONA, that could cause actual results and developments to differ materially from those expressed in, or implied or projected by, the forward-looking information and statements. These risks and uncertainties include those discussed or identified in the documents sent by ACCIONA to the Comisión Nacional del Mercado de Valores, which are accessible to the public.

Forward-looking statements are not guarantees of future performance. They have not been reviewed by the auditors of ACCIONA. You are cautioned not to place undue reliance on the forward-looking statements, which speak only as of the date they were made. All subsequent oral or written forward-looking statements attributable to ACCIONA or any of its members, directors, officers, employees or any persons acting on its behalf are expressly qualified in their entirety by the cautionary statement above. All forward-looking statements included herein are based on information available to ACCIONA, on the date hereof. Except as required by applicable law, ACCIONA does not undertake any obligation to publicly update or revise any forward-looking statements, whether as a result of new information, future events or otherwise.

## 1. Q1 2014 key highlights

---

# Q1 2014 key highlights

---

## Q1 2014 key highlights

### Regulatory framework renewables

- ▶ Draft Ministerial Order published 3<sup>rd</sup> February 2014

### Balance sheet

- ▶ Strengthening of Balance Sheet and liquidity:
  - First issue of a convertible bond (€342m)
  - Net debt reduction despite severe regulatory impact
  - Liquidity up to €3.2bn (+28% vs Dec 2013)

### Non recurrent facts







- ▶ IFRS 11 implementation
- ▶ New regulatory framework for Spanish renewable assets
- ▶ Extension of accounting useful life for wind assets
- ▶ Extraordinary capital gain of sale of German assets

# Q1 2014 key highlights

<p><b>Accounting:</b> IFRS 11 implementation</p>	<ul style="list-style-type: none"> <li>▶ New consolidation method: Proportionally accounted assets now accounted by equity method</li> </ul>	<ul style="list-style-type: none"> <li>▶ Q1 2013 restated to be comparable</li> </ul>
<p><b>Renewables Spain:</b> New regulatory framework</p>	<ul style="list-style-type: none"> <li>▶ Applicable since July 2013</li> <li>▶ New remuneration scheme based on pool + investment incentive (€/MW) to achieve “regulated return”</li> </ul>	<ul style="list-style-type: none"> <li>▶ Impact Q1 2014:             <ul style="list-style-type: none"> <li>• Revenues: -€67m</li> <li>• EBITDA: -€62m</li> <li>• EBT: -€81m (incl. equity accounted)</li> </ul> </li> </ul>
<p><b>Wind:</b> Extension of accounting useful life</p>	<ul style="list-style-type: none"> <li>▶ Extension of accounting useful life from 20 to 25 years of the wind assets, in line with sector</li> </ul>	<ul style="list-style-type: none"> <li>▶ Impact Q1 2014:             <ul style="list-style-type: none"> <li>• 6,997 wind MW (5,477MW attrib.)</li> <li>• Depreciation: -€31m</li> </ul> </li> </ul>
<p><b>Energy Germany:</b> Disposal</p>	<ul style="list-style-type: none"> <li>▶ Disposal of German wind assets (150MW) for EV €157m</li> </ul>	<ul style="list-style-type: none"> <li>▶ Debt deconsolidated as of Dec 2013: €85m</li> <li>▶ Impact Q1 2014:             <ul style="list-style-type: none"> <li>• No P&amp;L contribution for 2014</li> <li>• Capital gain: +€28m</li> <li>• Cash: +€67m</li> </ul> </li> </ul>

## Q1 2014 key figures

---

	(€m)	% Chg.	
Revenues	1,402	-8.7%	
EBITDA	226	-19.3%	
EBITDA (ex regulatory impact)	288	+2.8%	
EBIT	129	+17.0%	
Ordinary capex	84	-0.5%	
NFD (vs Dec 13)	5,902	-2.3%	

## 2. Group financial information

---



# Group: Capex by division

## Capex breakdown By division

(€m)	Capex	
	Jan-Mar 13	Jan-Mar 14
Energy	32	76
WISE	54	8
Infrastructure	49	4
Water	4	2
Service	0	3
Other Activities	-1	0
<b>Net ordinary capex</b>	<b>84</b>	<b>84</b>
Extraordinary divestments	0	-67
<b>Total net capex</b>	<b>84</b>	<b>17</b>

## Key highlights

- Ordinary capex in line with Q1 2013
- Energy captures most of the investment effort:
  - 277MW under construction
    - 100% international
    - 183MW wind
    - 94MW SPV
  - 8MW wind installed during Q1 2014
- €67m of extraordinary divestment corresponds to cash proceeds of the sale of German assets (150.3MW) completed in January 2014

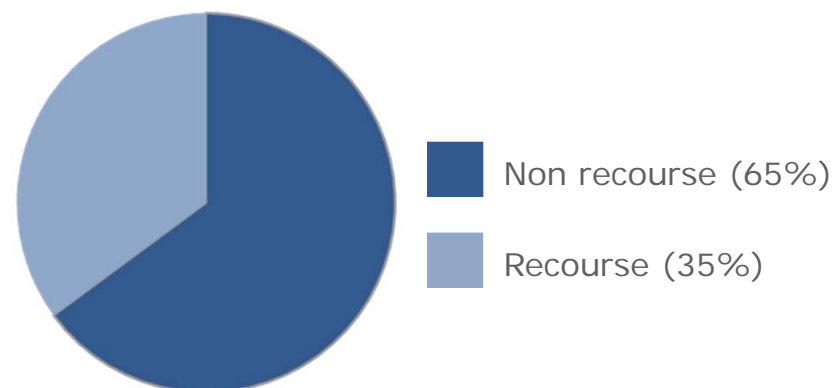
# Group: Debt breakdown by division and nature

## Net debt breakdown By division

(€m)	Net Debt	
	31-Dec-13	31-Mar-14
Energy	4,811	4,688
WISE	222	349
Infrastructure	142	226
Water	54	99
Service	26	23
Other Activities	1,006	866
<b>Total Net Debt</b>	<b>6,040</b>	<b>5,902</b>

-2%

## Gross debt breakdown By nature



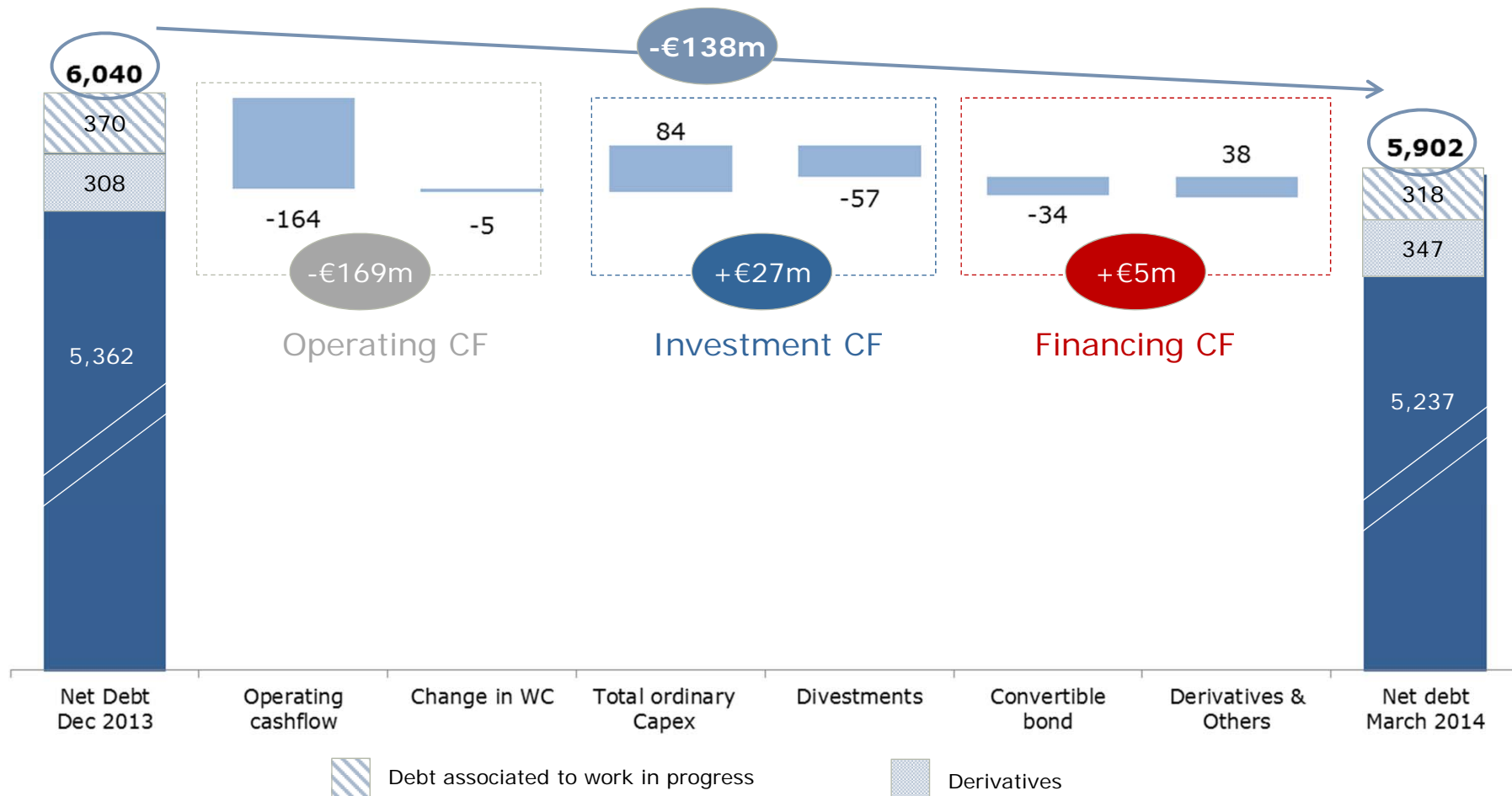
€5,902m

(Million Euro)	31-Mar-14
Gross debt	7,396
Cash & cash equivalents	-1,494
<b>Net Financial Debt</b>	<b>5,902</b>

ACCIONA's first issue of a convertible bond (€342m)

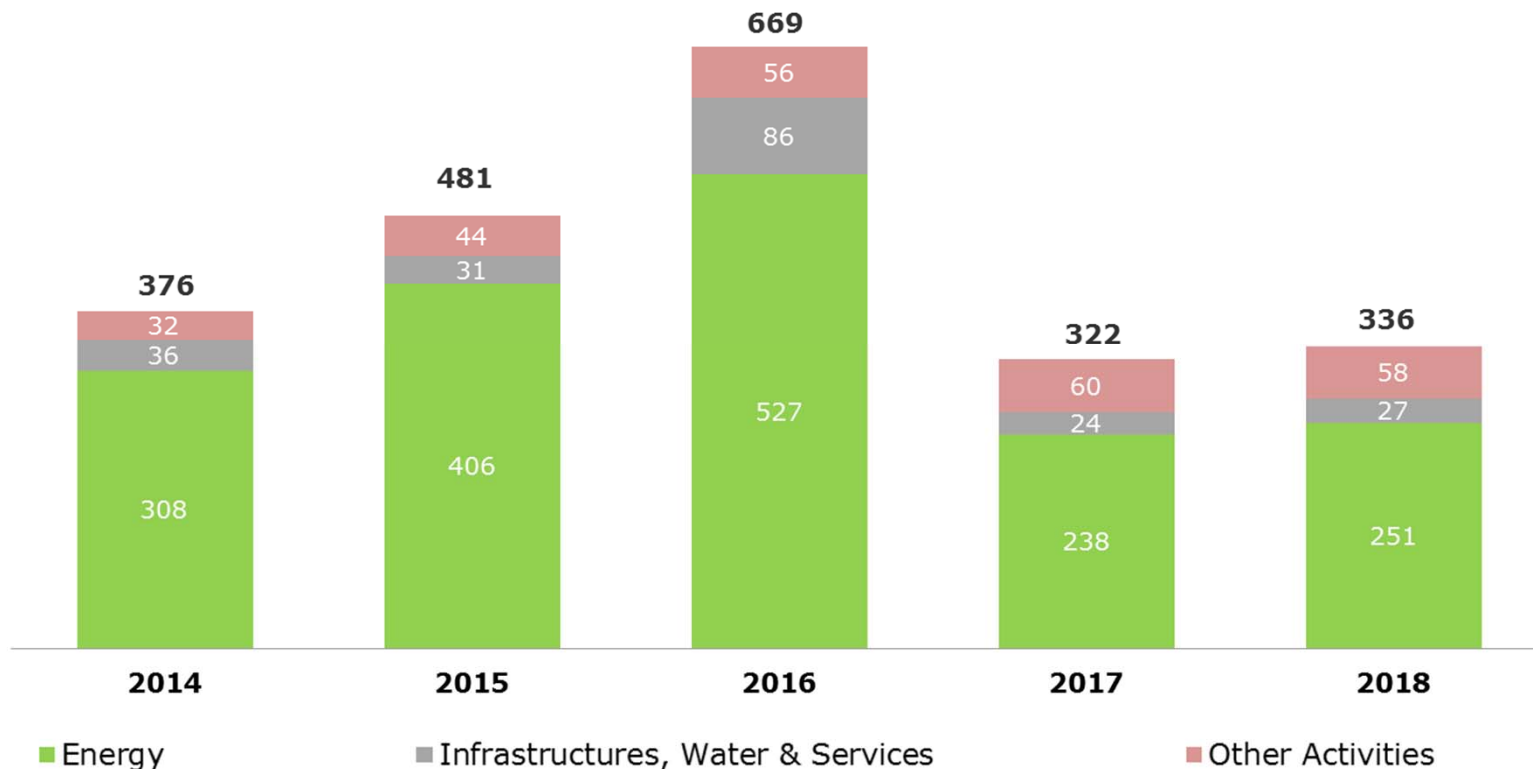
# Group: Net debt evolution

## Net debt reconciliation Q1 2014 (€m)



# Group: Debt amortization schedule

Principal repayment schedule 2014-2018 (€m)<sup>1</sup>



Undrawn corporate credit lines of €1.7bn as of 31<sup>st</sup> March 2014

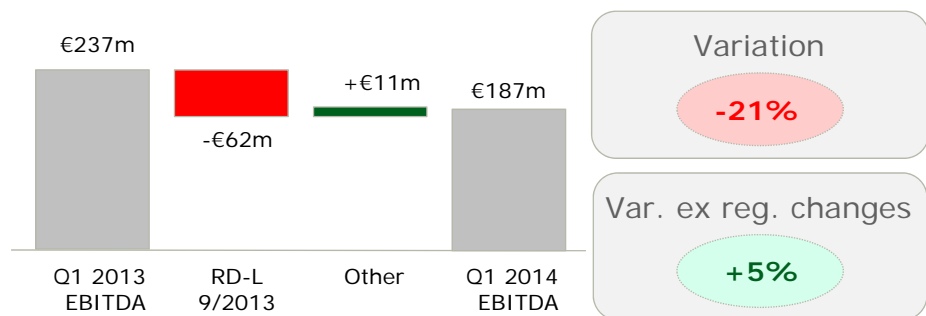
<sup>1</sup> Excludes bilateral credit policies, project bridge financing and real estate development loans  
 Note: Repayment schedule during the period to December 2018

# Energy: Key figures

## Key figures

(Million Euro)	Jan-Mar 13	Jan-Mar 14	Chg.	Chg. (%)
<b>Revenues</b>	<b>564</b>	<b>487</b>	<b>-78</b>	<b>-13.8%</b>
<b>EBITDA</b>	<b>237</b>	<b>187</b>	<b>-50</b>	<b>-21.2%</b>
<i>Margin (%)</i>	42.0%	38.4%		

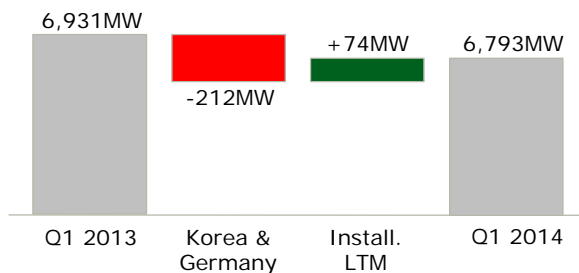
## Latest regulatory changes - Severe impact



## Capacity

- Reduced perimeter (-138MW) after the sale of 212MW (Korea and Germany) partially offset by the installation of 74MW

### Attributable capacity variation



## Production

- Attributable production in line despite having a reduced perimeter mainly driven by hydro and international wind

### Attributable TWh

	Jan-Mar 14	Chg. (%)
Wind spain	2.24	-9.1%
Wind international	1.80	7.7%
Hydro	0.66	22.3%
Solar and other	0.15	-20.6%
<b>TOTAL</b>	<b>4.84</b>	<b>-0.3%</b>

## Industrial contribution












- Net improvement of €23m relative to the same period last year, boosted by the good performance of AWP

### EBITDA (€m)

	Jan-Mar 14	Chg. (€m)
Biofuels & others	0	+1
Windpower	-4	+14
D&C	-6	+7
Consol. and other	-9	+2
<b>TOTAL</b>	<b>-20</b>	<b>+23</b>

# Energy: Wind drivers by country

## Wind prices (€/MWh) and Load factors (%)

	Q1 2014		Q1 2013		Chg. (%)
	Av. price (€/MWh)	LF (%)	Av. price (€/MWh)	LF (%)	Av. price (€/MWh)
 Spain	38.1	32.1%	85.7	34.5%	-55.5%
 USA	45.3	46.5%	46.7	34.9%	-2.9%
 India	45.9	20.7%	54.9	19.2%	-16.4%
 Mexico	51.4	51.0%	52.2	50.9%	-1.6%
 Canada	55.4	41.4%	58.1	45.5%	-4.6%
 Australia	64.7	36.4%	77.6	36.5%	-16.6%
 Greece	90.0	29.9%	90.0	36.0%	0.0%
 Poland	101.9	31.9%	104.3	20.6%	-2.3%
 Croatia	103.6	44.3%	n.m.	n.m.	n.m.
 Portugal	107.5	41.4%	107.0	38.3%	0.4%
 Hungary	110.1	25.3%	113.5	30.8%	-3.0%
 Italy	139.1	25.0%	147.4	25.7%	-5.6%


Note: USA includes a "normalized" PTC of 23\$/MWh (~16.6€/MWh)

# Energy: Installed capacity and under construction

## Installed MW + Under construction MW @ Q1 2014

MW	Installed MW			Under constr.
	Total	Attributable	Eq accounted	Attributable
Wind Spain	4,743	3,466	619	0
Wind international	2,254	2,012	48	183
Conventional Hydro	681	681	0	0
Hydro special regime	248	248	0	0
Solar Thermoelectric	314	314	0	0
Biomass	61	61	0	0
Solar PV	49	3	30	94
Cogeneration	9	9	0	0
<b>TOTAL</b>	<b>8,359</b>	<b>6,793</b>	<b>697</b>	<b>277</b>

Wind - Under construction  
 → Chile 45MW   
 → South Africa 138MW 

SPV - Under construction  
 → South Africa 94MW 



Note: Attributable MW means consolidated MW

# Energy: Capacity under the equity accounting method

## Detail of capacity via the equity accounting method

31-Mar-14	MW	GWh	Q1 EBITDA	NFD	Average COD
Wind Spain	619	509	9	278	2005
Wind International	48	33	1	16	2005
Australia	33	22	1	11	2005
Hungary	11	6	1	5	2006
USA	4	4	0	0	2003
Solar PV	30	10	4	113	2008
<b>Total equity accounted</b>	<b>697</b>	<b>552</b>	<b>14</b>	<b>407</b>	<b>2006</b>

The 697MW contributed €1.4m in Q1 2014 results as income from associates



# Infrastructure: Key figures and backlog

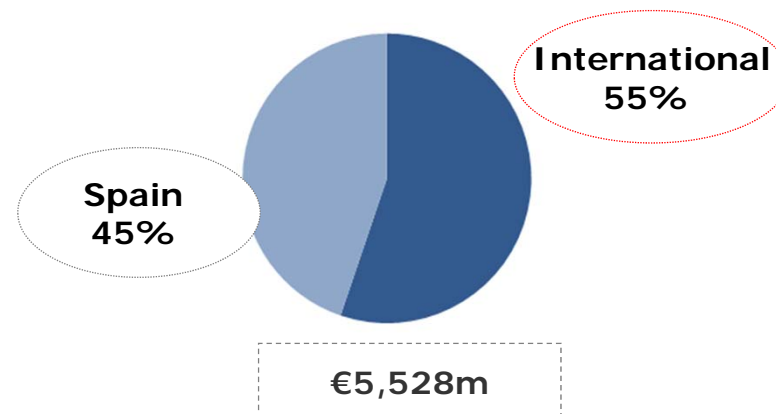
## Key figures

(Million Euro)	Jan-Mar 13	Jan-Mar 14	Chg.	Chg. (%)
<b>Revenues</b>	<b>628</b>	<b>524</b>	<b>-103</b>	<b>-16.4%</b>
<b>EBITDA</b>	<b>29</b>	<b>22</b>	<b>-7</b>	<b>-24.6%</b>
<i>Margin (%)</i>	4.7%	4.2%		

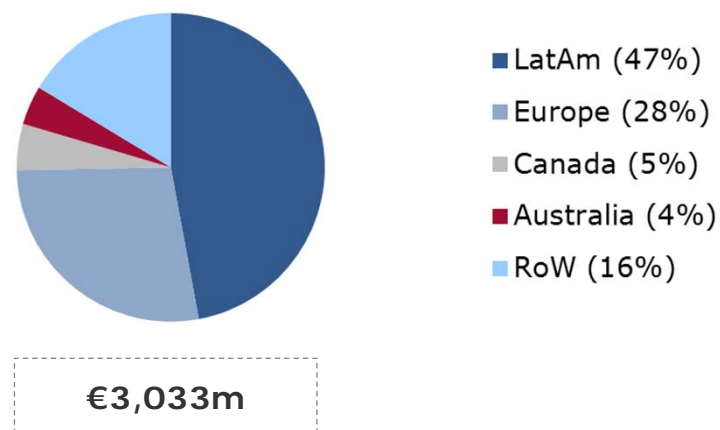
## Key highlights

- Revenues decrease due to lower volumes in construction. Lower EBITDA mainly explained by decrease in domestic margins partially offset by higher international margins
- Concessions: Revenues in line and higher EBITDA (+11.9%) → No effect from the disposal of Royal Jubilee Hospital in Canada in 2013 (equity accounted)
- International backlog reaches an overall weight of 55%

## Construction backlog Q1 2014



## International backlog Q1 2014 By region



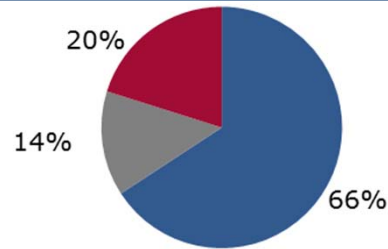
# Infrastructure: Concessions



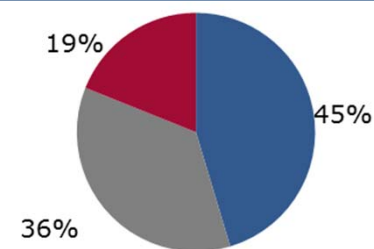
	Road	Rail	Canal	Port	Hospital	Total
# of concessions	12	3	1	1	5	<b>22</b>
Proportional EBITDA Q1 2014 (€m)	23	2	0	0	5	<b>28</b>
<i>Consolidated EBITDA Q1 2014 (€m)</i>	<i>8</i>	<i>0</i>	<i>0</i>	<i>0</i>	<i>3</i>	<i>9</i>
Average life (yrs)	33	32	30	30	29	<b>31</b>
Average consumed life (yrs)	7	8	8	9	6	<b>7</b>
<b>Invested capital (€m)</b>	1,360	67	62	17	227	<b>1,796</b>

**Equity:**  
€422m  
**Net debt<sup>1</sup>:**  
€1,374m

BV by degree of construction



BV by region



Invested capital  
(€1,796m)

■ Operating ■ Under construction ■ Mix ■ Spain ■ Canada ■ Latam

Note: EBITDA and invested capital include -€2m and €64m from holdings respectively. Lives are weighted by BV excluding holdings  
<sup>1</sup>Debt figure includes net debt from concessions held for sale (€20m) and those accounted by equity method (€976m)

# Water and Service

## Water: key figures

<i>(Million Euro)</i>	Jan-Mar 13	Jan-Mar 14	Chg.	Chg. (%)
<b>Revenues</b>	<b>114</b>	<b>105</b>	<b>-9</b>	<b>-7.6%</b>
<b>EBITDA</b>	<b>5</b>	<b>6</b>	<b>0.1</b>	<b>2.2%</b>
<i>Margin (%)</i>	4.8%	5.3%		

## Key highlights

- ACCIONA Water includes: construction & operation of desalination, waste water and reuse plants. Also includes water concessions (around 6 million people served)
- Water EBITDA up 2.2% driven by D&C activity
- Water backlog stands at €9.8bn

## Service: key figures

<i>(Million Euro)</i>	Jan-Mar 13	Jan-Mar 14	Chg.	Chg. (%)
<b>Revenues</b>	<b>132</b>	<b>159</b>	<b>27</b>	<b>20.5%</b>
<b>EBITDA</b>	<b>0.6</b>	<b>0.4</b>	<b>-0.2</b>	<b>-31.6%</b>
<i>Margin (%)</i>	0.4%	0.2%		

## Key highlights

- ACCIONA Service includes: facility services, airport handling, waste management, logistic services and other
- Revenues up 20.5% to €159m boosted by higher volumes at facility services

# Other activities

## Other activities: key figures

(Million Euro)	Jan-Mar 13	Jan-Mar 14	Chg.	Chg. (%)
<b>Revenues</b>	<b>125</b>	<b>151</b>	<b>26</b>	<b>21.1%</b>
<b>EBITDA</b>	<b>7</b>	<b>10</b>	<b>3</b>	<b>44.1%</b>
<i>Margin (%)</i>	5.4%	6.5%		

## Other activities: EBITDA breakdown

(Million Euro)	Jan-Mar 13	Jan-Mar 14	Chg.	Chg. (%)
Trasmediterranea	-6	-11	-4	n.m.
Real Estate	-0.2	3	3	n.m.
Bestinver	15	19	4	27.1%
Winery	-0.4	-0.3	0.1	n.m.
Corp. & other	-1	-1	0.0	0.2%
<b>EBITDA</b>	<b>7</b>	<b>10</b>	<b>3</b>	<b>44.1%</b>

## Key highlights

### Trasmediterranea:

- Trasmediterranea's EBITDA fell to -€11m
- EBITDA decreases due to the Easter holidays falling in April this year vs. March the previous year and due to a greater maintenance cost as a result of a higher number of programmed maintenance stops vs. Q1 2013

### Real Estate:

- Real Estate EBITDA reached €3m relative to a marginally negative contribution in Q1 2013 as a result of the international development activity (Mexico in particular)

### Bestinver:

- AUM reached €9,854m as of March 2014, +10.3% with reference to December 2013
- Bestinver reported revenues of €34m (+52.5%) and EBITDA of €19m (+27.1%) vs. Q1 2013

### 3. Closing remarks

---

## Closing remarks

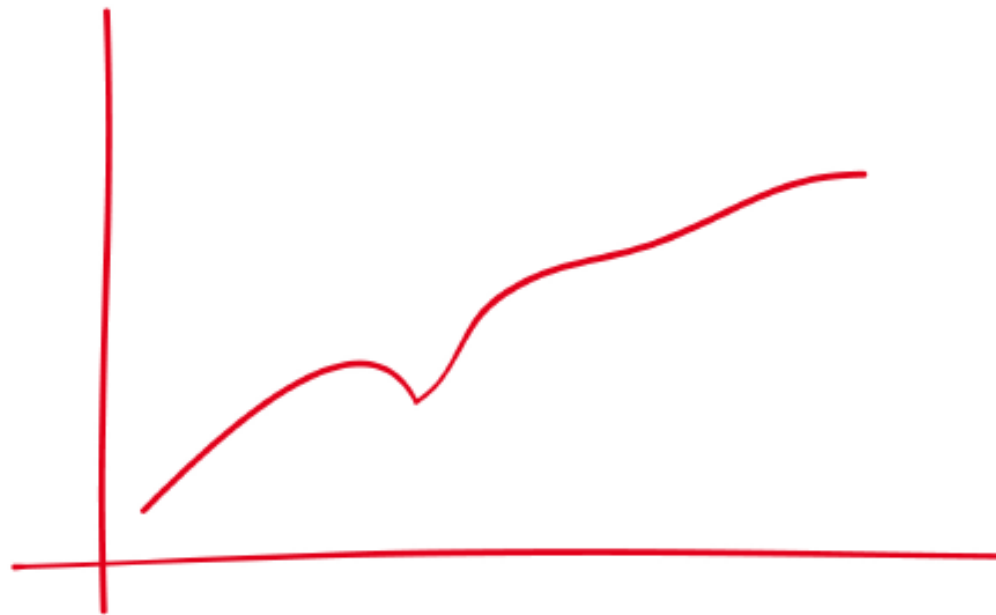
---

Results severely impacted by new regulation  
→ Regulatory impact: -€62m EBITDA / -€81m EBT

Improvements at operating level  
→ EBITDA up +3% ex regulatory impact  
→ Net debt down by 2% and increased liquidity up by +28% (vs. Dec 2013)

Rigorous Action Plan for the transformation of growth model:

- Progressing in AE international partnership
- Disposals on track (Korea and Germany realised)
  - Cost cutting
  - Interim dividend cancellation
  - Convertible bond issue
  - Reorganisation



**Q1 2014**  
JANUARY - MARCH

14<sup>th</sup> May 2014