# First Quarter / 2015 Results Presentation



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First Quarter / 2015



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# Highlights of the period



# EBITDA grows 8.8% to Eur 2,136 M due to strong operational performance and F/X impact

Gross Margin up 6.8% to Eur 3,614 M driven by Networks (+17.3%) and Renewables (+21.6%)

Operational efficiency improvement
Net Operating Expenses down 2.4% (excluding F/X impact)

Operating Cash Flow (FFO) up 6.6% to Eur 1,658 M

Exceeding investments across all businesses

Improving financial ratios

Net Debt to EBITDA ratio improves to 3.7x

Recurring Net Profit increases 7.2% to Eur 796 M and Net Profit reaches Eur 841 M



# EBITDA up 8.8% to Eur 2,136 M...



# Corporation&Other Gen&Supply (-11.4%) 31% Networks (+24.1%) Renewables (+24.7%) Regulated activities

# **Operating highlights**

Networks



- Improvements in all regions thanks to increased RAB
- Efficiency gains

Renewables



- Higher prices in Spain
- Increased production in UK (offshore) and Latam

Generation & Supply



- Generation mix (lower hydro production in Spain)
- Q1 2014 one-off positive results in gas business (Spain and US)

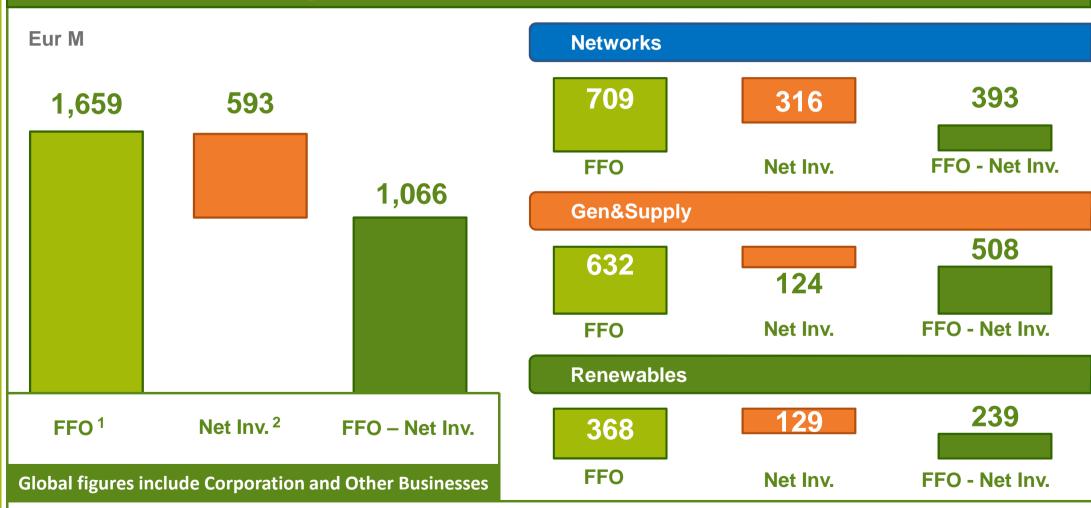
... due to 14.5% increase in contribution from international businesses

# **Operating Cash Flow**





# Operating Cash Flow (FFO) up 6.6% to Eur 1,658 M exceeding investment levels across all businesses



<sup>1.</sup> FFO = Net Profit + Minority Results + Amortiz.&Prov. – Equity Income – Net Non-Recurring Results + Fin. Prov.+ Goodwill deduction + Dividends from companies accounted via equity – /+ reversion of extraordinary tax provision

<sup>2.</sup> Investment net of grants and ex-capitalised costs





# Solid foundations for growth from 2015 onwards, focusing on Networks...

### **United Kingdom:**

- ✓ Investments under DPCR5 completed on time and according to agreed conditions
- ✓ Increasing RAB through approved regulatory frameworks: RIIO-T1 for Transmission (2021) and RIIO-ED1 for Distribution (2023) with TOTEX of Eur 8.3 Bn

### **United States:**

- √ Rate case approved in Maine
- √ 2015-2019 investment plan in Maine of Eur 800 M
- √ Rate case in New York in early stages of negotiation
- ✓ 2015-2019 investment plan in New York of Eur 2.6 Bn
- ✓ Several additional Transmission opportunities
- ✓ New York "Reforming Energy Vision" regulation underway
- √ Iberdrola USA-UIL Holdings merger expected to be closed in Q4 2015

### **Brazil:**

- ✓ Extraordinary tariff update (February): +24% for Elektro and between 2-5% for Coelba, Cosern and Celpe
- ✓ Ordinary tariff reviews in April: Coelba (+11.4%), Cosern (+9.6%) and Celpe (11.2%)

### **Networks**





# ... Renewables and contracted Generation, in countries with predictable regulation and growing demand

# **United Kingdom:**

- ✓ Onshore: 7 wind farms (450 MW) underway, entering operation in 2016-17
- ✓ New offshore wind farm awarded (East Anglia One, 714 MW) to be built over 2017-19

# **Germany:**

✓ Wikinger offshore wind farm (350 MW) under construction, in operation in 2017

### **United States:**

- ✓ Baffin wind farm (202 MW) completed
- ✓ Deerfield wind farm (in Vermont) under construction and c. 900 additional MWs qualified under PTC extension

### Mexico:

- √ 2 wind farms under construction (136 MW), entering operation this year
- √ Pipeline of 1,500 MW (wind and solar PV)

### **Brazil:**

- ✓ 2 auctions awarded (to build 174 MW), in operation in 2016-17
- √ Pipeline of 1,000 MW (wind)

# **Contracted Generation**

Renewables

### Mexico:

✓ 2 CCGT plants and 2 cogenerations under construction (700 MW); new projects and new contracts with private customers in negotiation





# The authorisation process continues as planned

Filing	<b>Estimated date</b>	
Department of Justice and Federal Trade Commission under the Hart-Scott-Rodino Antitrust Act (HSR)	"Early termination" received April 7, 2015	] ✓
Federal Communications Commission (FCC)		
Committee on Foreign Investments in the United States (CFIUS)	Q3 2015	
Federal Energy Regulatory Commission (FERC)		
Connecticut Public Utilities Regulatory Authority (CT PURA)		
Massachusetts Department of Public Utilities (MA DPU)		
New York Stock Exchange (NYSE)	Q4 2015	
S-4 Form Registration (SEC)		
UIL shareholders approval		

We expect to close the transaction in Q4 2015





# **General Shareholders' Meeting 2015**

**Quorum of 78.65%** 

Strong support for all the items on the Agenda

The Board of Directors approved on April 28th 2015:

Execution in July of scrip dividend program of at least

Eur 0.113 per share + Eur 0.03 per share in cash

to maintain annual shareholder remuneration floor of Eur 0.27/share

Capital reduction of 148,483,000 shares (2.324% of total capital) to maintain total number of shares at 6,240 million



# Q1 2015 Results allow us to confirm our 2015 guidance provided in February

Forecast operational evolution

**Outlook 2015 vs. FY 2014** 

**Gen&Supply** 



Networks



Renewables



**EBITDA** 

Higher

Recurring Net Profit

Higher

**Financial ratios** 

**Improved** 



Now that we have concluded our phase of stability and financial strengthening, we are laying the foundations for future growth

Strong operating performance

Organic and non-organic investments

Sound financial position

Management focused on long-term sustainable value creation



# **Analysis of results**

# Results Group / IFRIC 21 Levies





IFRIC 21 (effective 01/01/2015) changes the timing of the recognition of liabilities that relate to the obligation to pay levies

Previously accrued on a linear basis and now will be recognised when payment is due

Due to this rule, 2014 figures have been re-stated for comparison purposes

# Impact on Iberdrola Accounts in Q1 2014:

Earlier recognition for the liabilities corresponding to "Impuesto de Bienes Inmuebles (IBIs) and Property Tax Impact progressively reduced during the year as most of the affected levies are paid in Q1

Eur M	Q1'14 reported	Q1'14 according to IFRIC 21	Var.
Ebitda	2,126.5	1,963.9	-162.7
Net Profit	952.6	847.0	-105.6

No impact on the annual financial statements, only the quarterly statements, due to timing differences

# **Income Statement / Group**

First Quarter / 2015



Eur M	Q1 2015	Q1 2014 (re-stated)	Var.	Var. %
Revenues	8,780.7	8,325.0	+455.7	+5.5
Gross Margin	3,613.7	3,383.3	+230.4	+6.8
Net Op. Expenses	-853.7	-815.1	-38.6	+4.7
Levies	-623.7	-604.3	-19.4	+3.2
EBITDA	2,136.3	1,963.9	+172.4	+8.8
Operating Profit (EBIT)	1,343.8	1,275.6	+68.2	+5.3
Net Financial Expenses	-295.5	-213.8	-81.7	+38.2
Recurring Net Profit	795.9	742.4	-53.5	+7.2
Reported Net Profit	840.8	847.0	-6.2	-0.7
Operating Cash Flow*	1,658.5	1,556.1	102.4	+6.6%

Strong operating results drive Recurring Net Profit up 7.2% Reported Net Profit down 0.7% due to Eur +76 M capital gains in Q1 2014





# Excluding FX impacts, underlying EBITDA grows 1.9% driven by efficiency gains

Eur M

Q1 2015

vs Q1'14

vs Q1'14 (exc. FX)

**Gross Margin** 

3,613.7

+6.8%

-0.3%

**Net Operating Expenses** 

-853.7

+4.7%

-2.4%

**EBITDA** 

2,136.3

+8.8%

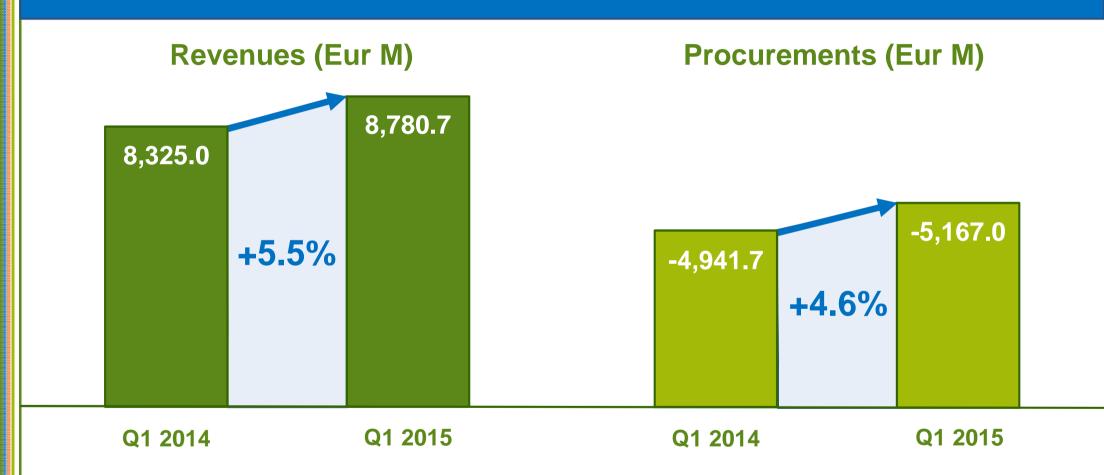
+1.9%

**GBP/Eur: +9.7%, USD/Eur: +16.2%, BRL/Eur: +1.7%** 





# **Gross Margin up 6.8%, to Eur 3,613.7 M**



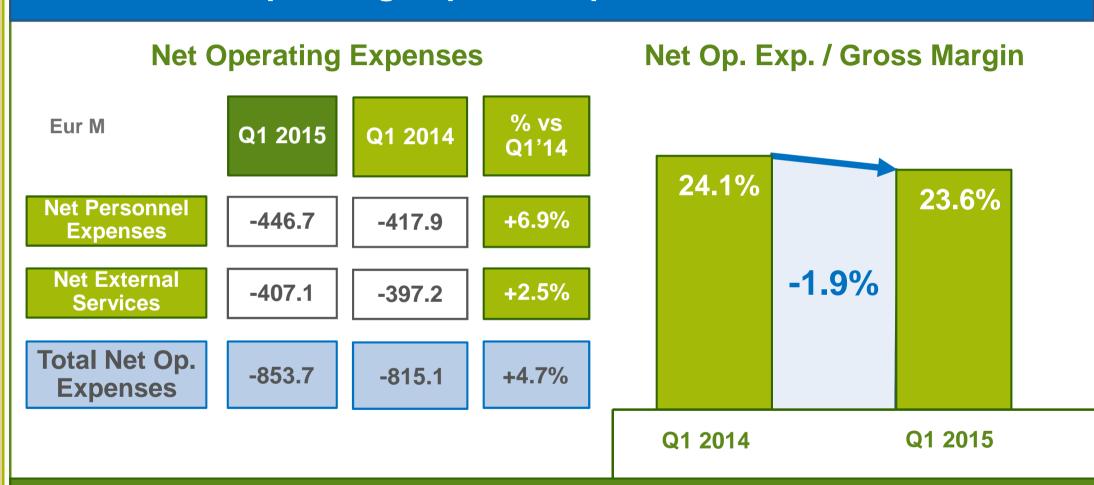
Revenues +5.5% (Eur 8,780.7 M), and Procurements +4.6% (Eur -5,167.0 M) due to lower hydro

# **Net Operating Expenses\* / Group**





# Net Operating Expenses up 4.7%, to Eur -853.7 M

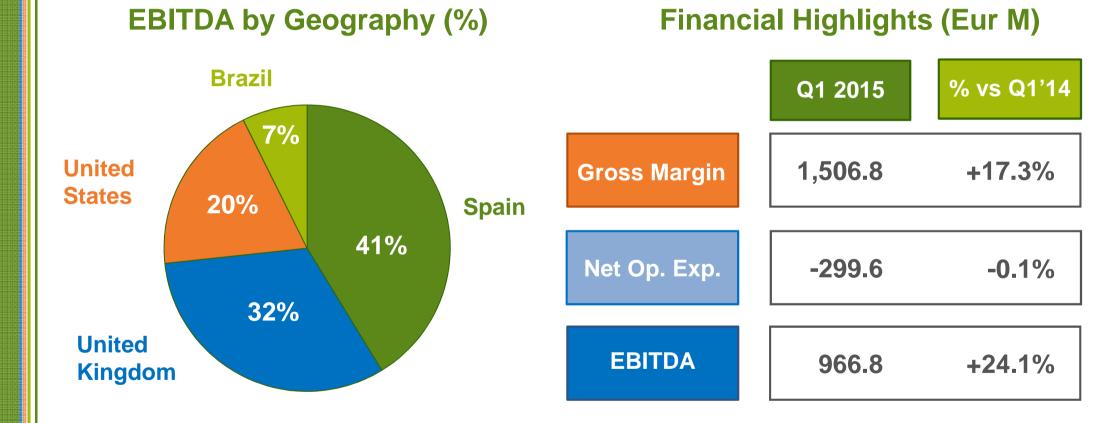


Operational efficiency improves 1.9% vs. Q1 2014





# Networks EBITDA up 24.1% to Eur 966.8 M



# With growth in all geographies



Spain

**EBITDA Eur 398.9 M**, improving from last year as a consequence of investments made, positive settlements and efficiency measures

UK

**EBITDA GBP 231.1 M**, with higher revenues as a result of increasing asset base, due to greater investments

US

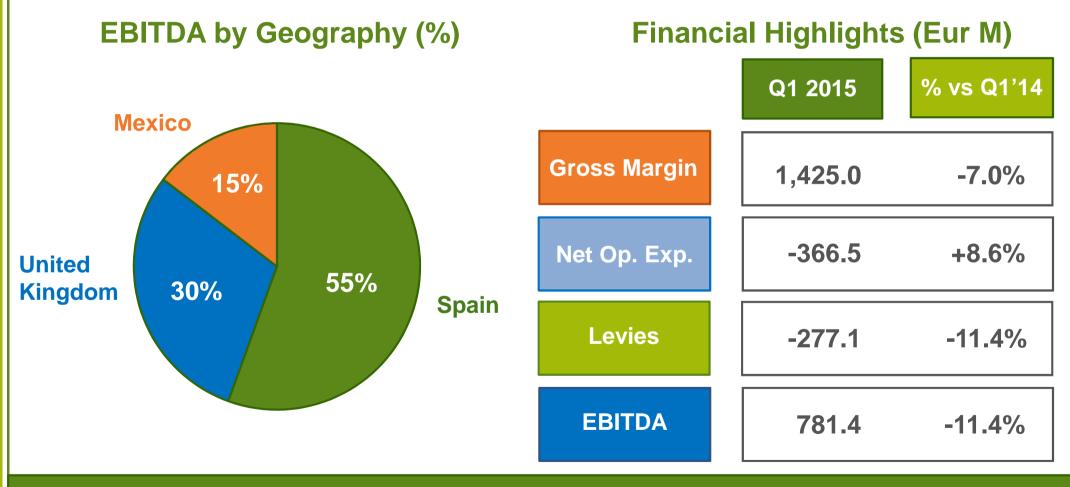
**EBITDA USD 214.1 M**, with results improving primarily due to lower costs (storms & others)

Brazil

**EBITDA BRL 226.8 M**, as in Q1'15 no drought impact has been recorded vs BRL -78 M in Q1'14



# Generation & Supply EBITDA falls 11.4% to Eur 781.4M



Due to the strong hydro output in Spain in Q1'14 and positive gas impacts in Spain and US accounted for in Q1'14 (Eur +80 M)

# Results By Business / Generation & Supply EBITDA





# **Spain**

### EBITDA Eur 432.2 M

- + Lower output (-17.0%\*) and higher costs related to production mix
- Eur 43 M positive impact in Gas business accounted for in Q1'14
- + Eur 37 M from several legal resolutions in Levies

# UK

### EBITDA GBP 173.5 M

- Wholesale & Generation results fall due to higher costs (Carbon Tax)
- + Retail business improves primarily as a result of higher volumes in gas sold due to demand increase

# Mexico

### **EBITDA USD 130.2 M**

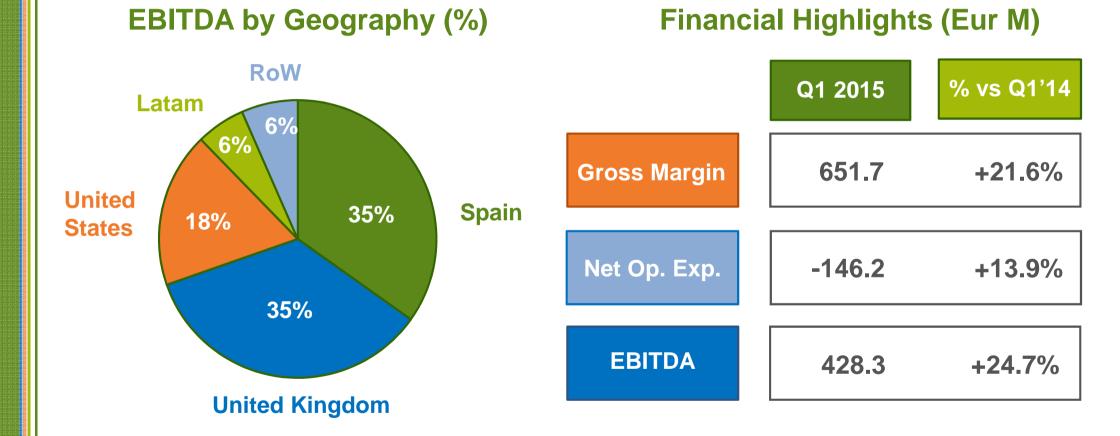
+ Improvement of USD +7.7 M resulting from the new contracts with private customers and the renegotiation of older contracts

<sup>\*</sup> Includes cogeneration





# EBITDA up 24.7% to Eur 428.3 M...



... driven by the recovery in Spanish business, UK and Latam

# **Results By Business / Renewables**





Op. capacity\* up 5% and load factor of 30.7% (-4.2 p.p.)

Output -9.1%, due to last year strong wind conditions in Spain and US ...

**Spain** 

**EBITDA Eur 149.2 M**, with lower output (-14.7%) compensated by higher prices

UK

**EBITDA GBP 111.2 M**, due to higher output (+14.7%) including positive impact from contribution of West of Duddon Sands offshore wind farm

US

**EBITDA USD 88.6 M**, affected by lower output (-13.2%) vs Q1 2014, and lower prices in local currency (-5%)

Latam

**EBITDA EUR 24.5 M,** as a consequence of higher output (+26.2%) due to stronger load factor in Mexico and a substantial increase in consolidated capacity in Brazil

RoW

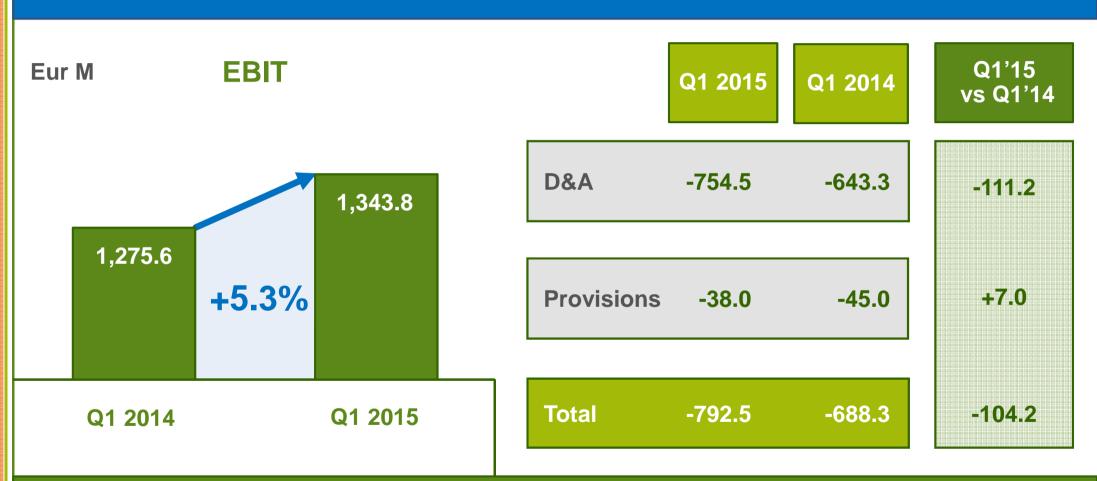
EBITDA EUR 28.2 M, underpinned by a better load factor that increased production by 10.7%

... compensated by better average prices due to extraordinary low spot price in Spain in Q1 2014 and offshore





# Group EBIT totals Eur 1,343.8 M (+5.3%) ...



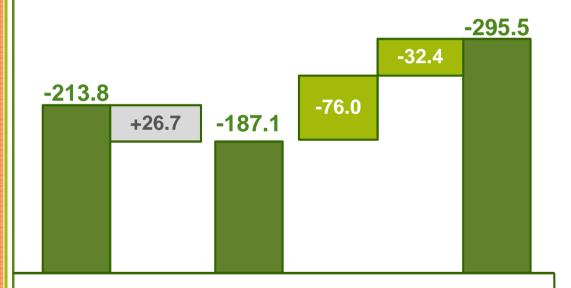
... with Amortisations growing 17% due to exchange rate impact (Eur +54 M) and new renewable capacity in operation





# Despite improvement in debt-related costs Net Financial Costs up 38.2% to Eur -295.5 M ...

# **Net Financial Exp. evolution (Eur M)**



Q1 14 **Net Financial Expenses** 

Debt related costs

Finance cost from debt evolution

Capital **Derivatives** gain EdP sale

& Other

Q1 15 Net **Financial Expenses** 

# **Financial Highlights**

3% decrease in average net debt and 30 bp lower cost to 4.22% improve debt-related costs by Eur +26.7 M

Eur 76.0 M gross capital gain on part of EdP stake sale recognised in Q1'14

Eur -29.3 M MtM on derivatives hedging foreign currency results

... due to EdP capital gain registered last year and MtM FX derivative hedges



# Recurring Net Profit up 7.2% to Eur 795.9 M and Reported Net Profit down 0.7% to Eur 840.8 M

% vs Q1'14 Q1 2015 Q1 2014 Eur M **Recurring Net Profit** 795.9 742.4 +7.2% **Non Recurring & Other** 44.9 -57.1% 104.6 (mainly EdP) **Reported Net Profit** 840.8 847.0 -0.7%

Operating Cash Flow up 6.6% to Eur 1,658.5 M

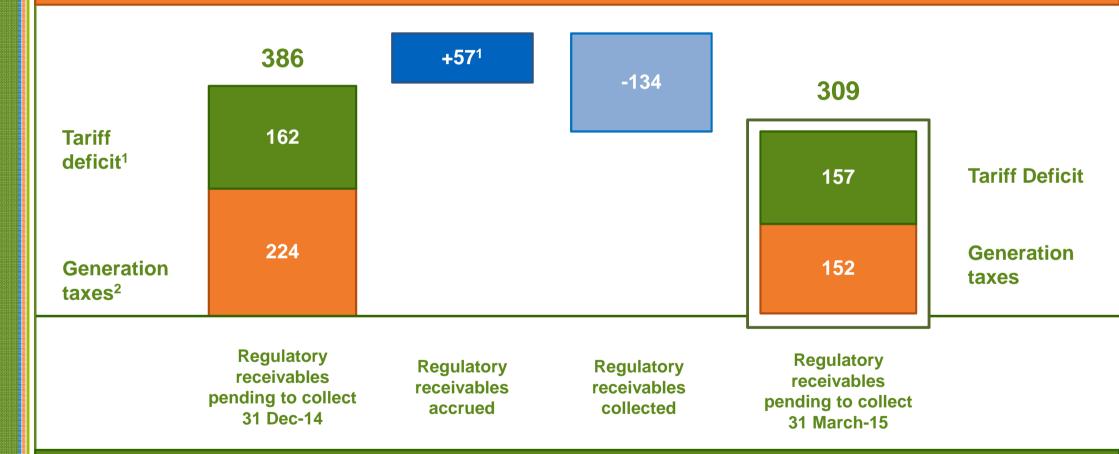


# Financing





# At the end of March, temporary deficit pending collection is Eur 309 M ...



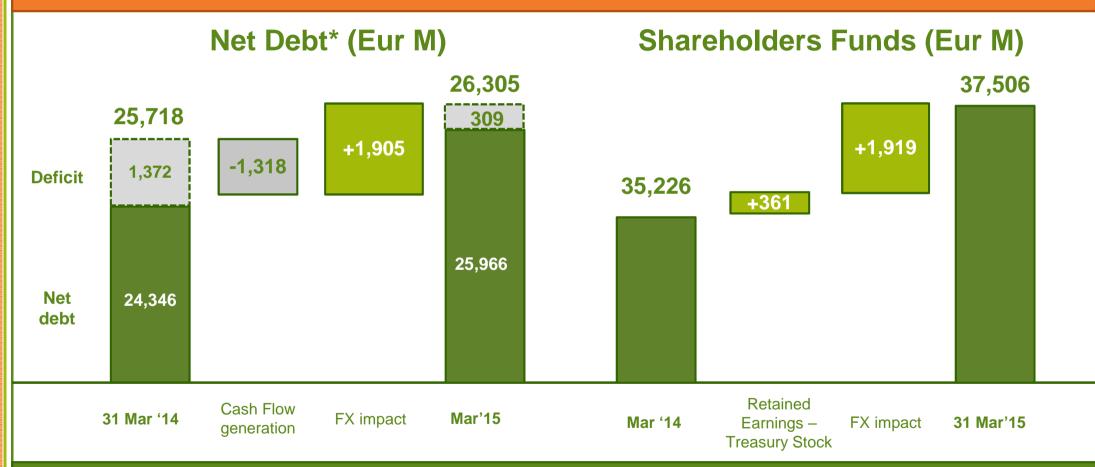
# ... which will occur in 2015 trough the CNMC settlements

<sup>&</sup>lt;sup>1</sup> Iberdrola finances circa 14% of current deficit

<sup>&</sup>lt;sup>2</sup> Taxes collected by Spanish Administration via new energy production, pending to be applied to reduce regulatory receivables outstanding balance. Iberdrola estimate 30



# Leverage continues to improve and now stands at 41.2% at end Q1 2015 vs 42.2% at Q1 2014 ...



... thanks to positive free cash flow and despite negative EUR depreciation effects on debt



# Sound solvency and liquidity ratios, as 2.3% rise in Net Debt is lower than the 8.8% growth in EBITDA

Q1 2015

**Net Debt / EBITDA** 

3.7x

FFO / Net Debt

21.1%

Strong liquidity position of over Eur 8.5 bn, covering 27 months of financing needs

Cash and equivalents plus cash flow generation →
No new net financing needs in 2015.
Active liability management will continue

RCF / Net Debt

17.8%

**Average Debt maturity > 6.5 years** 

- (1) FFO = Net Profit + Minority Results + Amortiz.&Prov. Equity Income Net Non-Recurring Results + Fin. Prov.+ Goodwill deduction + Dividends from companies accounted via equity—/+ reversion of extraordinary tax provision . It includes TEI but excludes Rating Agencies Adjustments.
- (2) RCF = FFO Dividends paid in cash to shareholders Net interest on hybrid debt issue.

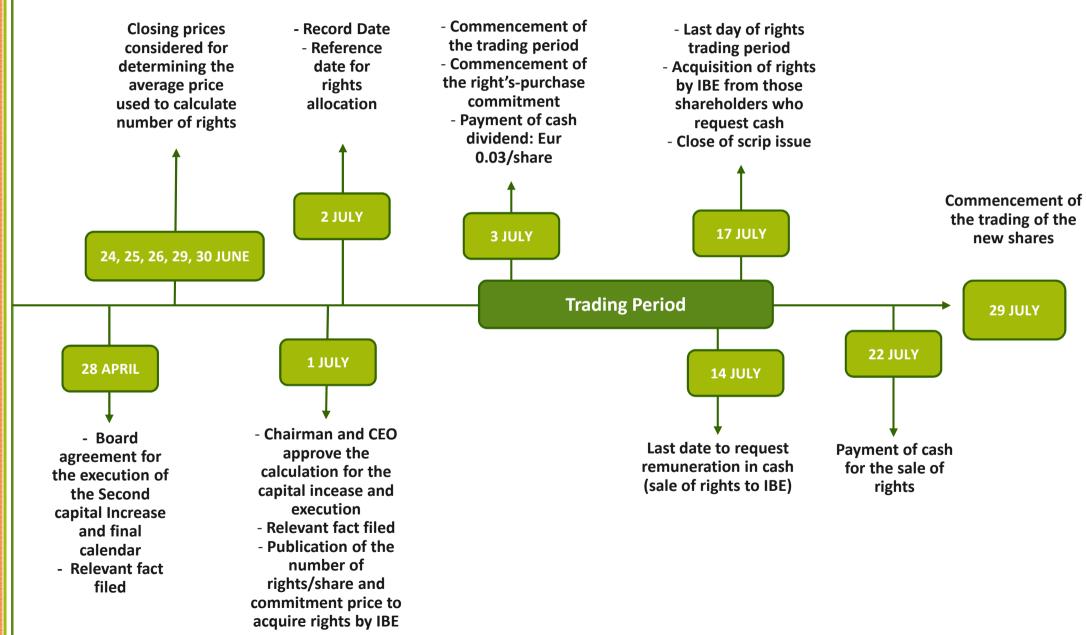


# Annex: Scrip dividend calendar proposal July 2015

# Scrip dividend calendar proposal July'15











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