



# Results Presentation

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First Quarter / April / 2016

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# Highlights of the period

**Net Profit grows 3.3% to Eur 869 M**

**EBITDA totals Eur 2,008 M**

Excluding atypical factors and Fx impact, EBITDA remains stable (+0.2%)

**Net Investments of Eur 896 M (+51.1%)**

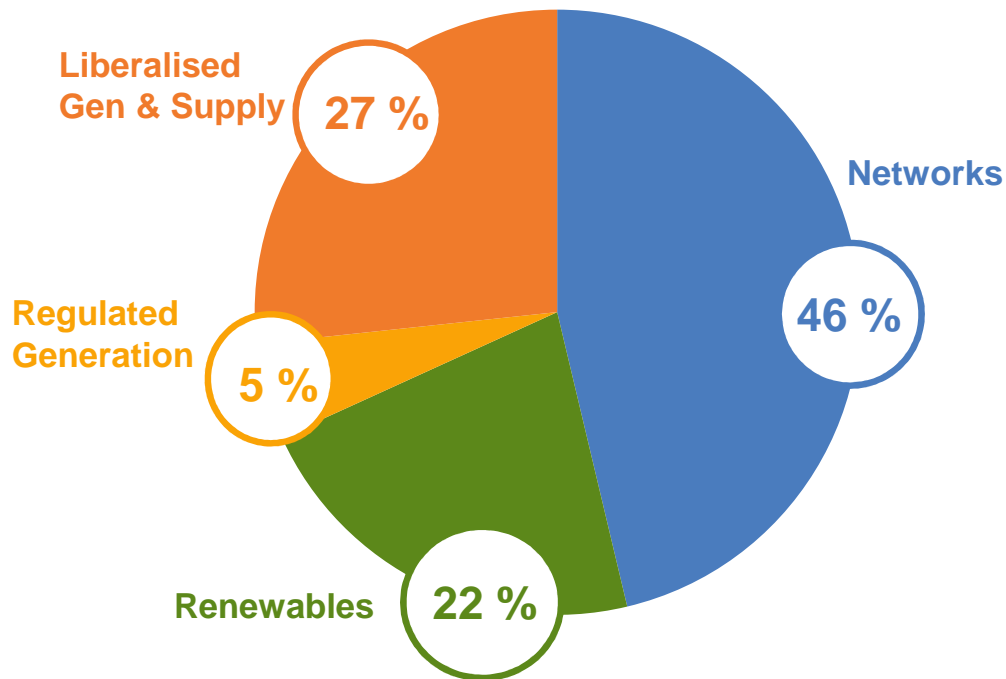
71% for growth

**Operating Cash Flow (FFO) up 2.3% to Eur 1,696 M**

**Recurring Net Profit increases 5.1% to Eur 837 M in line with outlook presented in February**

## EBITDA reaches Eur 2,008 M

### EBITDA by business



### Operating Highlights

#### Networks

- UIL contribution
- Gas demand decrease in US

#### Renewables

- Higher production in Spain and US
- Lower production in UK

#### Regulated Generation

- Lower Mexico tariffs

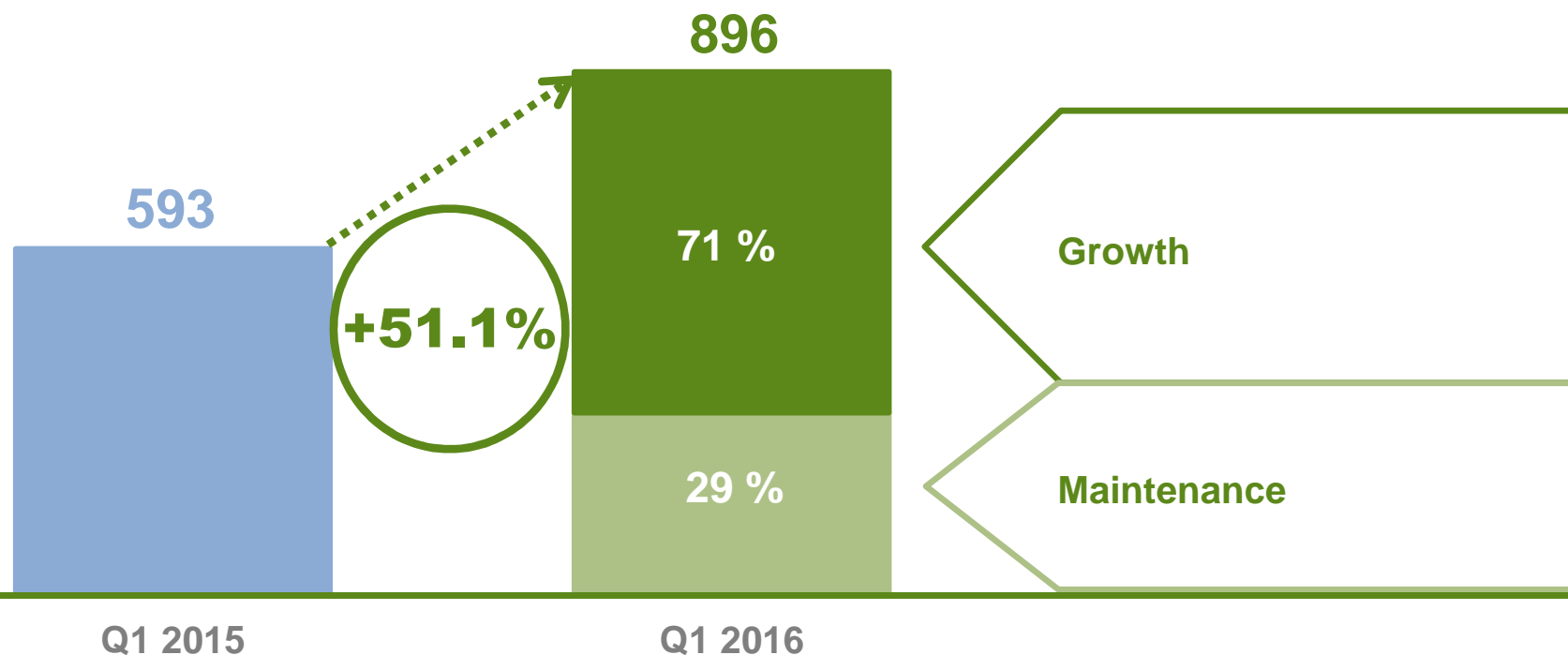
#### Liberalised Generation and Supply

- Impact of one-off atypical factors: UK customer compensation (2016) and CNMC and Eco-tax reversal in Spain (2015)
- Lower wholesale gas operations

Net Investments increase 51.1% to Eur 896 M

91% in Regulated businesses

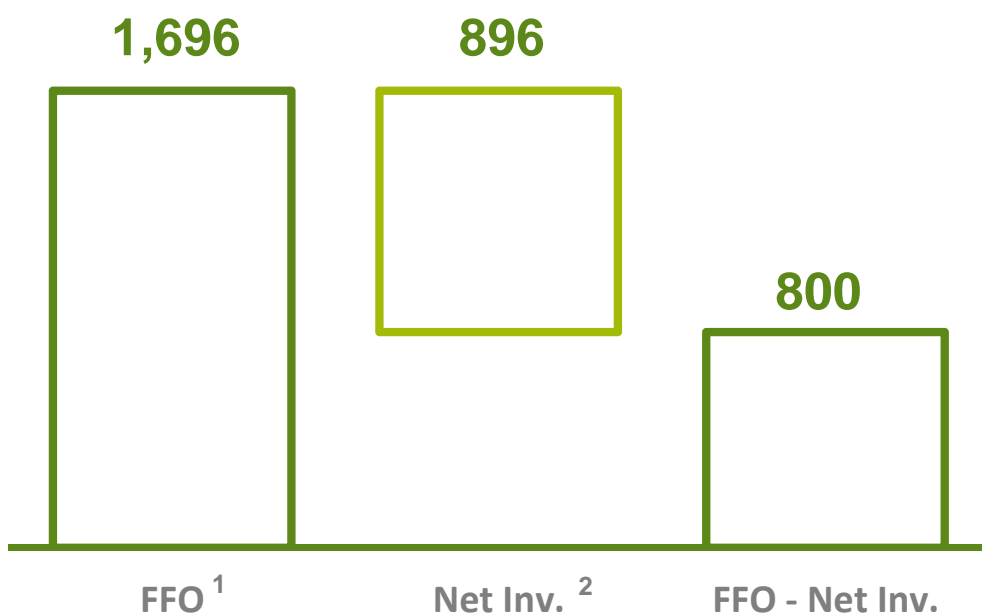
Net Investments / Eur M



71% of total investments allocated to growth

## Operating Cash Flow (FFO) up 2.3% to Eur 1,696 M

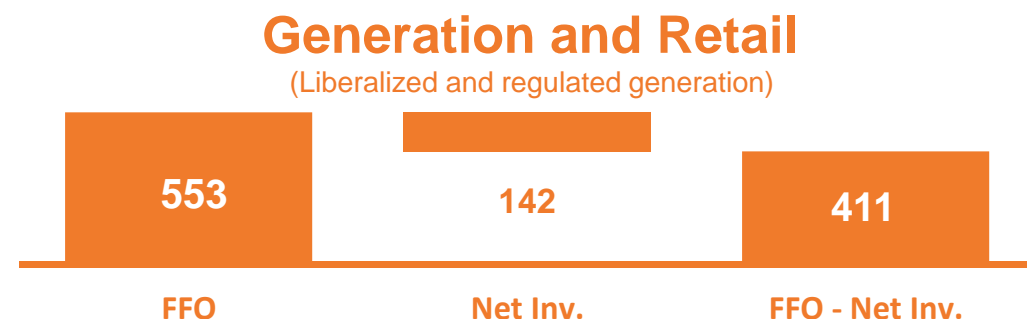
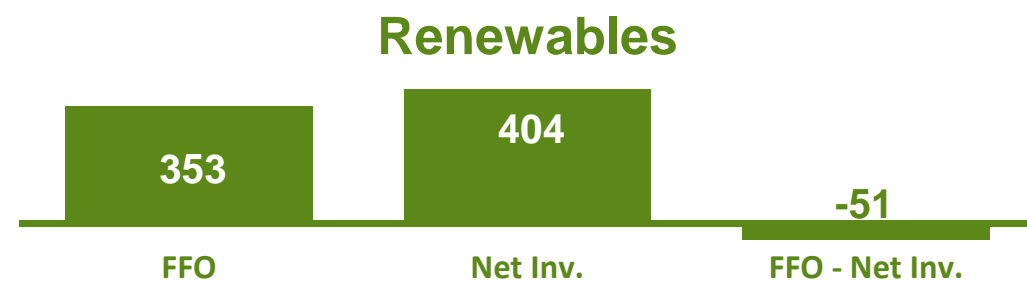
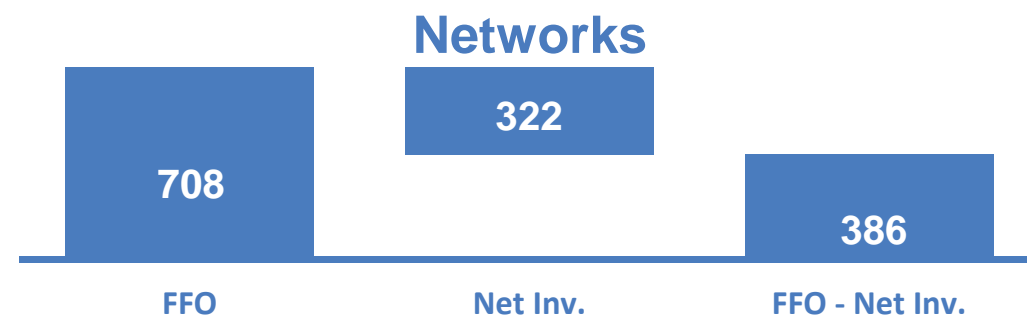
Eur M



Global figures include Corporation and Other 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.





### Networks

- **Spain:** CNMC approval of remuneration proposal for Distribution in 2016 (Eur 1,650 M)
- **US:** 1) FERC approves NY Transco agreement; 2) new project of Cooper's Mills station extension in Maine
- **UK:** RIIO T1 and RIIO ED1 construction in line with regulatory objectives and achievement of higher incentives for service improvement

### Renewables

#### Offshore:

- First foundations **Wikinger (350MW)**, in Germany
- Turbine order signed with Siemens for **East Anglia I (714MW)**, in UK

#### Onshore:

- Commissioning **Black Law Extension (63MW)**
- **Under construction 1,346MW:** UK (428MW), US (744MW) , Brazil (174MW)

### Regulated Generation Mexico

- Commissioning CCGT Ramos Arizpe (48MW)
- Granted combined cycle **Topolobampo II (887MW)**
- A total of **2,478 MW under construction**. When completed in 2018, total installed power of around **8,000 MW**

**Almost 5,000MW under construction in windfarms and regulated generation**

## Annual General Meeting

- ✓ Quorum of 77.9%
- ✓ Average support of 98.9% for all the items on the Agenda

## Dividend

The Board of Directors has approved (26th April 2016):

- ✓ Execution in July of scrip dividend program of at least Eur 0.123 per share + Eur 0.03 per share in cash to reach an annual shareholder remuneration of Eur 0.28 per share
- ✓ Capital reduction of 2.46% to maintain number of shares at 6,240 million

**Green Bond issuance (10 years):  
Eur 1,000M (demand x4) and coupon 1.12%**

**Upgrade of Iberdrola rating to BBB+ (from BBB) by S&P and improvement of outlook to Positive (from Stable) by Moody's**

**Avangrid Net Profit grows 24% like for like to USD 212 M**  
Earnings growth in all businesses

**EBITDA grows 8% to USD 575 M**

**Integration process on track**  
Good progress of the Strategic Plan

**USD 1,500 M credit facility executed**

**EPS 2016 outlook improves**  
**from \$2.00 to \$2.10-2.20 per share**

The evolution of our business during the first quarter confirms our outlook for the year

Networks

++

Renewables

=/+

Generation and Retail

=/+



Fulfilling results  
growth prospects:

~5%

# Analysis of the Results

## Recurring Net Profit up 5.1% and Reported Net Profit up 3.3%

Eur M	Q1 2016	Q1 2015	Var.	%
Revenues	8,184.8	8,780.7	-595.9	-6.8
<b>Gross Margin</b>	<b>3,649.9</b>	<b>3,613.7</b>	<b>+36.2</b>	<b>+1.0</b>
Net Operating Expenses	-950.5	-853.7	-96.7	+11.3
Levies	-691.5	-623.7	-67.8	+10.9
<b>EBITDA</b>	<b>2,008.0</b>	<b>2,136.3</b>	<b>-128.3</b>	<b>-6.0</b>
EBIT	1,249.5	1,343.8	-94.3	-7.0
Net Financial Expenses	-140.1	-295.5	+155.4	-52.6
<b>Recurring Net Profit</b>	<b>836.8</b>	<b>796.1</b>	<b>+40.6</b>	<b>+5.1</b>
<b>Reported Net Profit</b>	<b>868.7</b>	<b>840.8</b>	<b>+27.9</b>	<b>+3.3</b>
Operating Cash Flow*	1,695.9	1,658.5	37.4	+2.3

\*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

Negative impacts at EBITDA level are compensated by gains in valuation of fx hedges

**Q1 2016 EBITDA affected by a number of atypical impacts totalling Eur -237 M, some of them already anticipated**

### Liberalised Business (Eur –133 M)

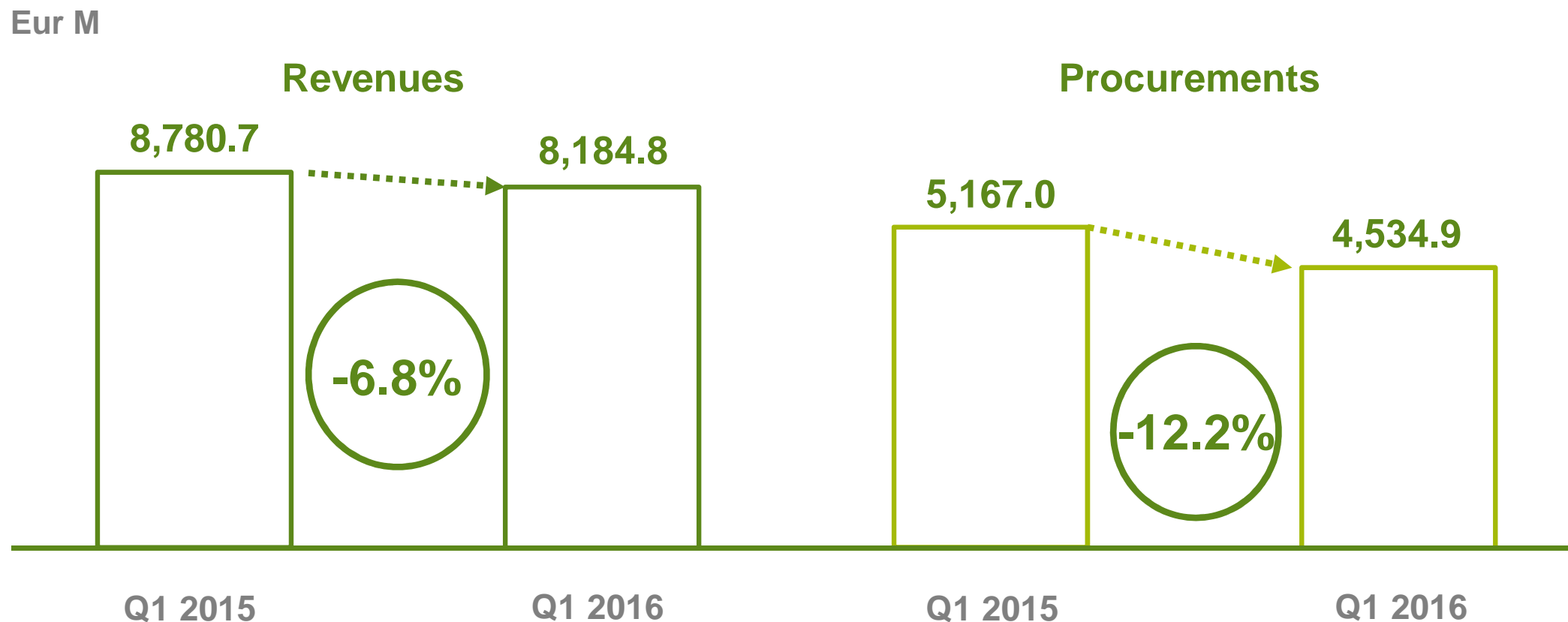
**Positive court rulings accounted for in Q1 15 and lower gas trading activity in Spain and weak quarter in Mexico**

### Regulated Business (Eur –104 M)

**Very mild weather conditions and others affecting US results and positive settlements in Spain in Q1 2015**

**2016 guidance maintained  
as these impacts will be offset during the year**

Gross Margin up 1.0%, to Eur 3,649.9 M,  
and decreases 5.3% ex-UIL consolidation



Revenues -6.8% (Eur 8,184.8 M)  
and Procurements -12.2% (Eur 4,534.9 M) due to better generation mix



Net Operating Expenses are up 11.3% to Eur 950.5 M, driven by the consolidation of UIL  
On a like-for-like basis Net Operating Expenses remain flat

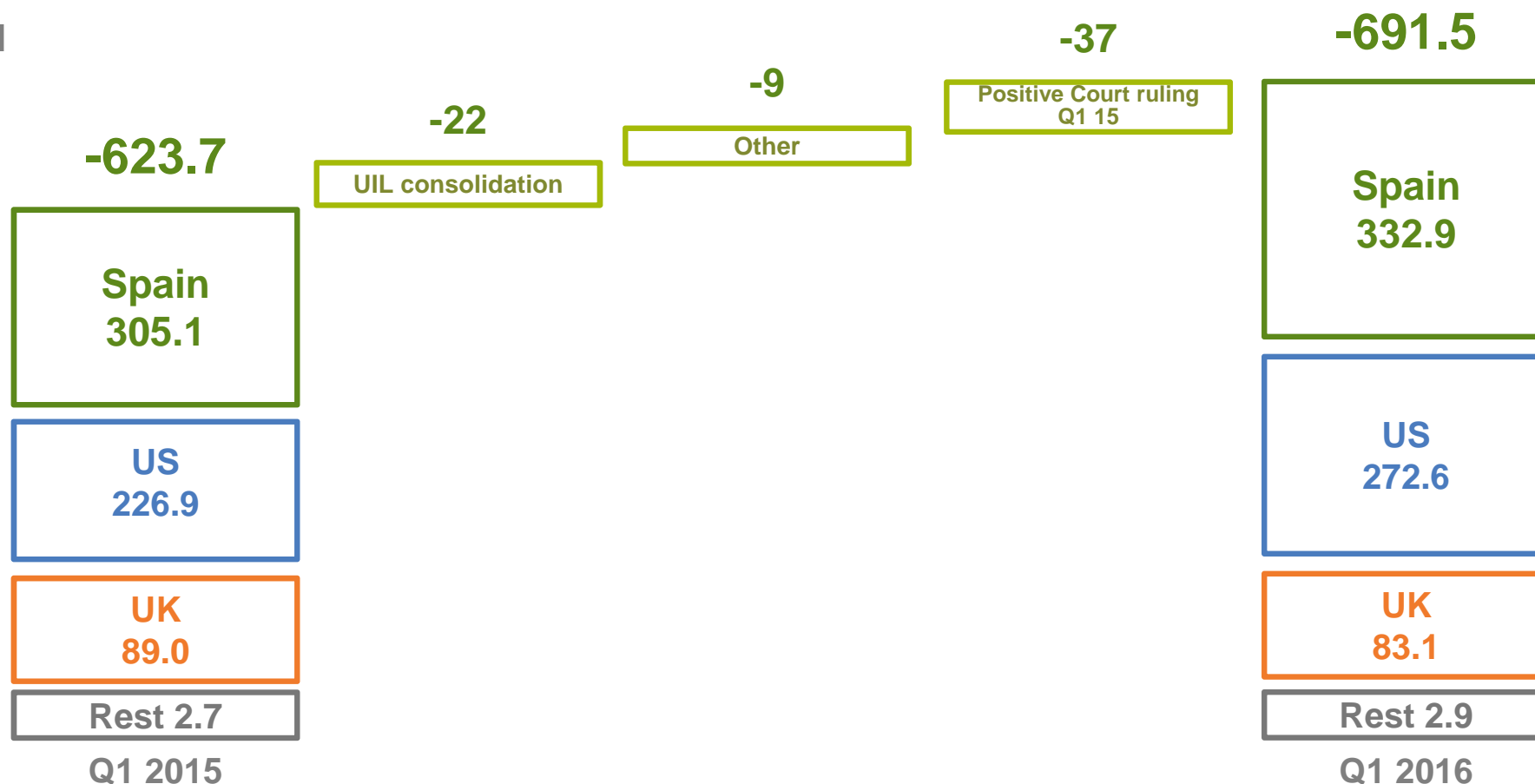
Eur M	Net Operating Expenses			
	Q1 2016	Q1 2015	% vs Q1 15	% vs Q1 15 (ex-UIL)
Net Personnel Expenses	-511.2	-446.6	+14.4	+2.1
Net External Services	-439.3	-407.1	+7.9	-2.6
<b>Total Net Op. Expenses</b>	<b>-950.5</b>	<b>-853.7</b>	<b>+11.3</b>	<b>-0.1</b>

\*OFGEM ruling

CNMC fine reversal in 2015 (Eur -21 M) and customer compensation in the UK\* (Eur -23 M) are offset by 2015 AGM attendance premium paid in Q1 15 (Eur 25 M) vs Q2 in 2016 and positive impact in renewable expenses (Eur 20 M)

### Levies up 10.9% to Eur 691.5 M, ...

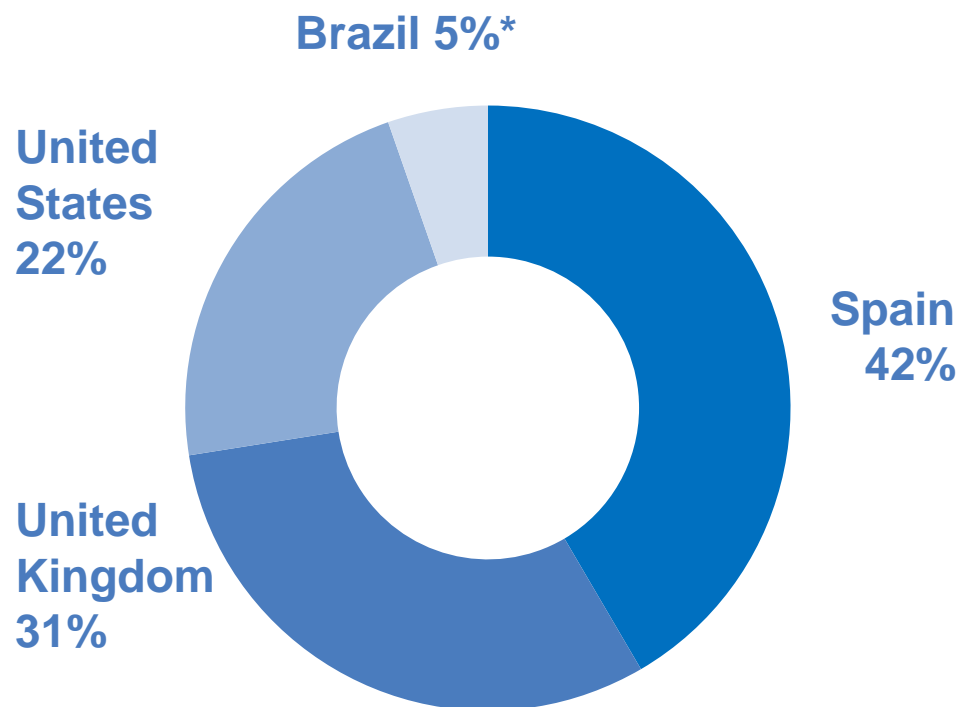
Eur M



... driven by the positive impact of Court ruling accounted for in Q1 2015 (Ecotax) and the consolidation of UIL

### EBITDA Networks declines 3.7% to Eur 932.4 M ...

#### EBITDA by Geography (%)

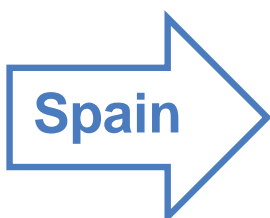


\*Brazil represents less than 3% of Group EBITDA

#### Key figures (Eur M)

	Q1 2016	vs Q1 2015
Gross Margin	1,635.3	+8.6%
Net Op. Exp.	-417.0	+40.5%
Levies	-285.9	+18.9%
<b>EBITDA</b>	<b>932.4</b>	<b>-3.7%</b>

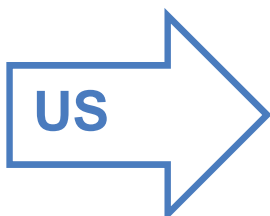
... as non recurring impacts offset UIL consolidation



EBITDA Eur 387.4 M (-2.9%), due to Eur 29 M of positive settlements accounted for in Q1 2015, to be recovered during 2016



EBITDA GBP 222.9 M (-3.6%), impacted by revenue profiling as a consequence of the implementation of RIIO-ED1 on April 2015



EBITDA USD 226.6 M (+5.8%), with UIL consolidation (USD +117.6 M) partially offset by non recurring effects:

1. USD -38 M to be reversed during the year and
2. USD -45 M of other that will be diluted in the year

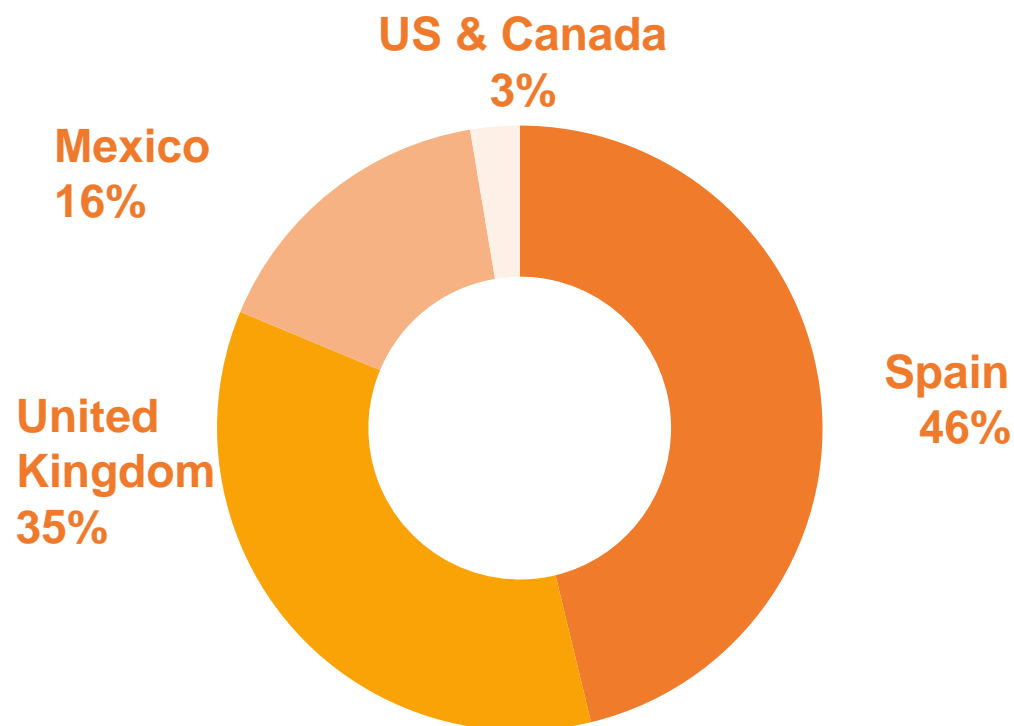
EBITDA in US GAAP: USD 430 M (90% higher than in IFRS)



EBITDA BRL 221.1 M (-5.0%), impacted mainly by 7% lower demand

### EBITDA Generation and Supply decreases 18.1% to Eur 640.6 M ...

#### EBITDA by Geography (%)



#### Key figures (Eur M)

	Q1 2016	vs Q1 2015
Gross Margin	1,344.0	-5.7%
Net Op. Exp.	-402.2	+9.7%
Levies	-301.2	+8.7%
<b>EBITDA</b>	<b>640.6</b>	<b>-18.1%</b>

... driven principally by positive Court rulings and gas trading activities in Spain accounted for in Q1 2015, and customer compensation in the UK in Q1 2016



**EBITDA Eur 296.1 M (-31.5%)**

- + Higher output\* (+5.2%) as a consequence of better hydro conditions, with reserves at maximum levels (9,156 GWh; 81.19%)
- Lower Gas trading activity vs Q1 2015 (Eur 65 M)
- Positive Court Rulings accounted for in Q1 2015 (Eur 57 M)\*\*



**EBITDA GBP 173.5 M (0%)**

- + Wholesale & Generation business improves due to higher gas output and lower procurement costs
- Retail results decrease driven by milder weather conditions, higher non energy costs (ROCs) and OFGEM ruling on customer compensation



**EBITDA USD 113.1 M (-15.3%)**

- Due to lower margins in contracts with private customers due to the decrease of CFE tariff. CFE tariff increased by 6% in April vs March. EBITDA will recover throughout the year



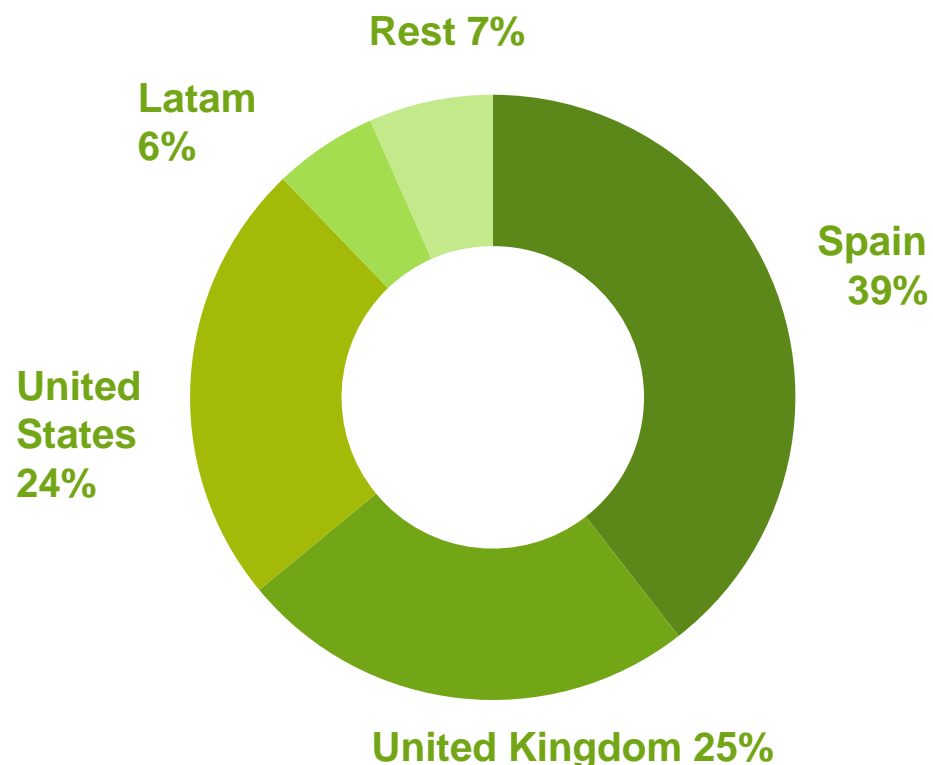
**EBITDA USD 18.5 M (N/A)**

- Due to better performance of gas business

\* Includes cogeneration \*\* Eur -20 M accounted for in Expenses and Eur -37 M accounted for in Levies

### EBITDA Renewables up 3.1% to Eur 441.6 M US and Spain compensate the weaker performance in the UK



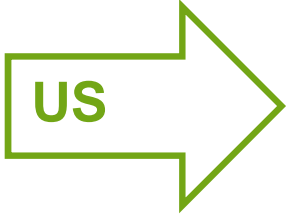


#### EBITDA by Geography (%)



#### Key Figures (Eur M)

	Q1 2016	vs Q1 2015
Gross Margin	647.3	-0.7%
Net Op. Exp.	-126.0	-13.9%
<b>EBITDA</b>	<b>441.6</b>	<b>+3.1%</b>

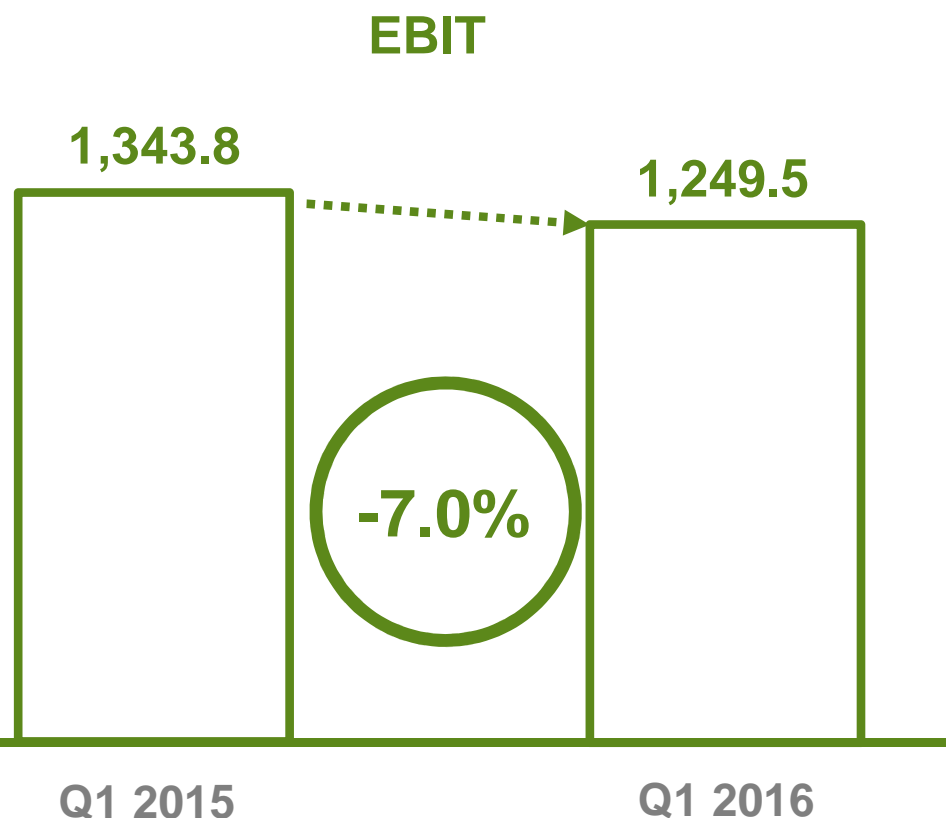
Net Op. Expenses positively impacted by Eur 21 M of non recurring

 Spain	<u>EBITDA Eur 174.3 M (+16.8%)</u> , driven by higher output (+9.4%)
 UK	<u>EBITDA GBP 83.8 M (-24.7%)</u> , as a consequence of lower output (-26.8%), lower prices and removal of LECs from Q3 2015
 US	<u>EBITDA USD 115.3 M (+30.1%)</u> , with better performance due to the increase in output (+13.9%) and positive one-off
 Latam	<u>EBITDA Eur 24.5 M (0%)</u> , with Mexico improving 12% due to additional capacity and Brazil falling 24% due to BRL devaluation
 RoW	<u>EBITDA Eur 29.3 M (+4.1%)</u>



Amortisations -6.2% due to the closure of Longannet (Eur +32 M) and the extension of useful life of certain Renewable assets (Eur +37 M) in line with industry standards and proven track record

Eur M

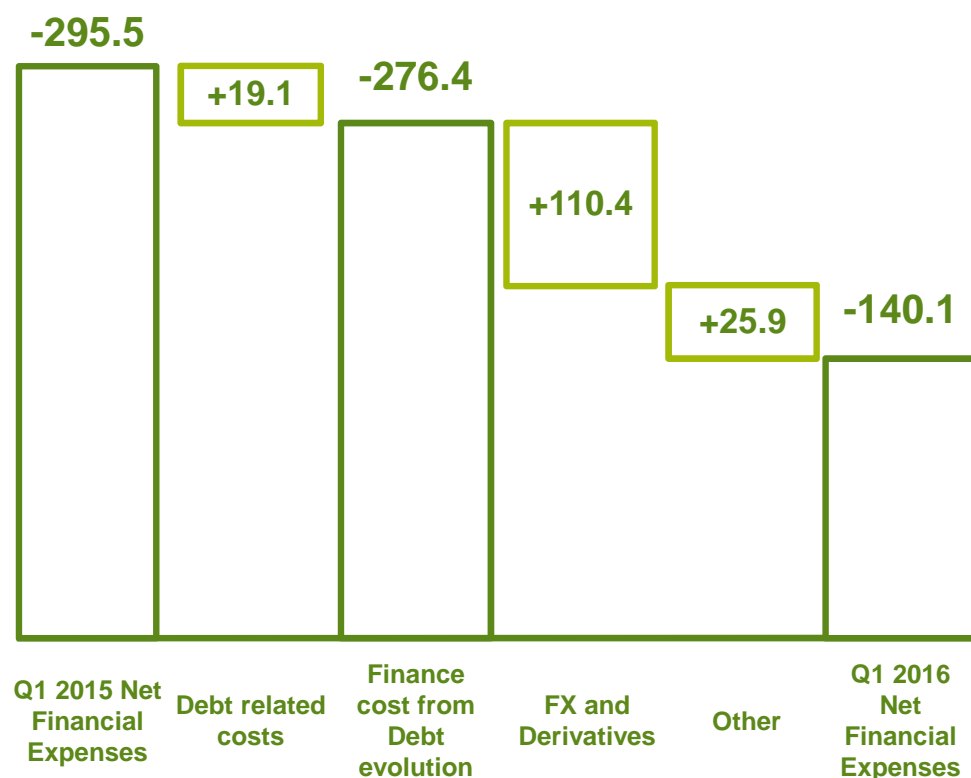


	Q1 16	Q1 15	Q1 16 vs Q1 15
Amortis.	-707.6	-754.5	+46.9
Provisions	-50.9	-38.0	-12.9
<b>TOTAL</b>	<b>-758.5</b>	<b>-792.5</b>	<b>-34.0</b>

**Group EBIT down 7.0%, to Eur 1,249.5 M**

### Net Financial Expenses improve 52.6%, to Eur 140 M, ...

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



#### Financial Highlights

- Cost reduction of 68 bp to 3.55% improves debt result by Eur +19.1 M
- GBP and USD started 2016 at 0.737 and 1.085 and closed Q1 at 0.793 and 1.138. Hedge MtM Eur +74 M
- Other driven mainly by interests accrued from Court rulings (Eur +25.9 M)

... due to improvement in derivatives and debt-related costs

**Lower Net Financial Expenses and Taxes  
drive Reported Net Profit up 3.3%, to Eur 868.7 M**

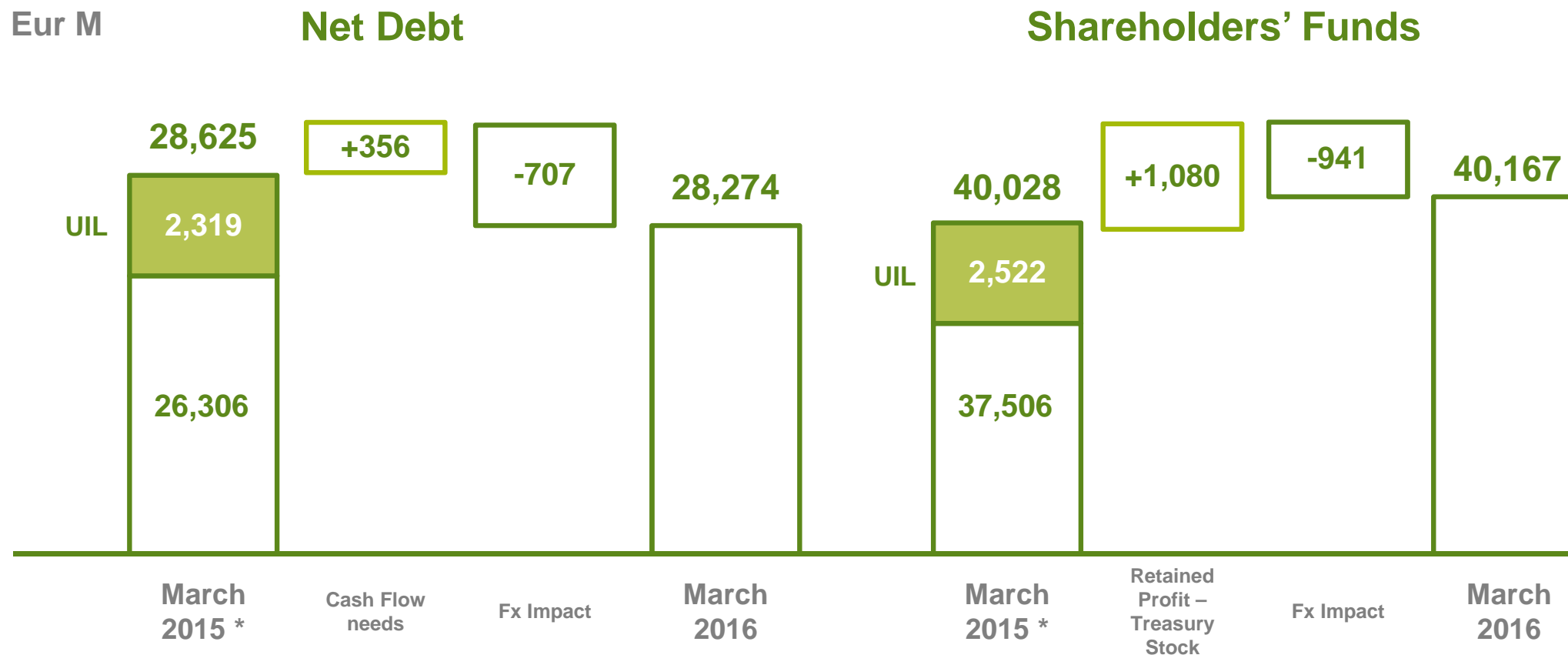
Eur M

	Q1 2016	Q1 2015	vs Q1 2015
<b>Recurring Net Profit</b>	<b>836.8</b>	<b>796.1</b>	<b>+5.1%</b>
Non Recurring Results	31.9	44.7	
<b>Reported Net Profit</b>	<b>868.7</b>	<b>840.8</b>	<b>+3.3%</b>

**Lower Non Recurring Results  
drive Recurring Net Profit up 5.1%, to Eur 836.8 M**

# Financing

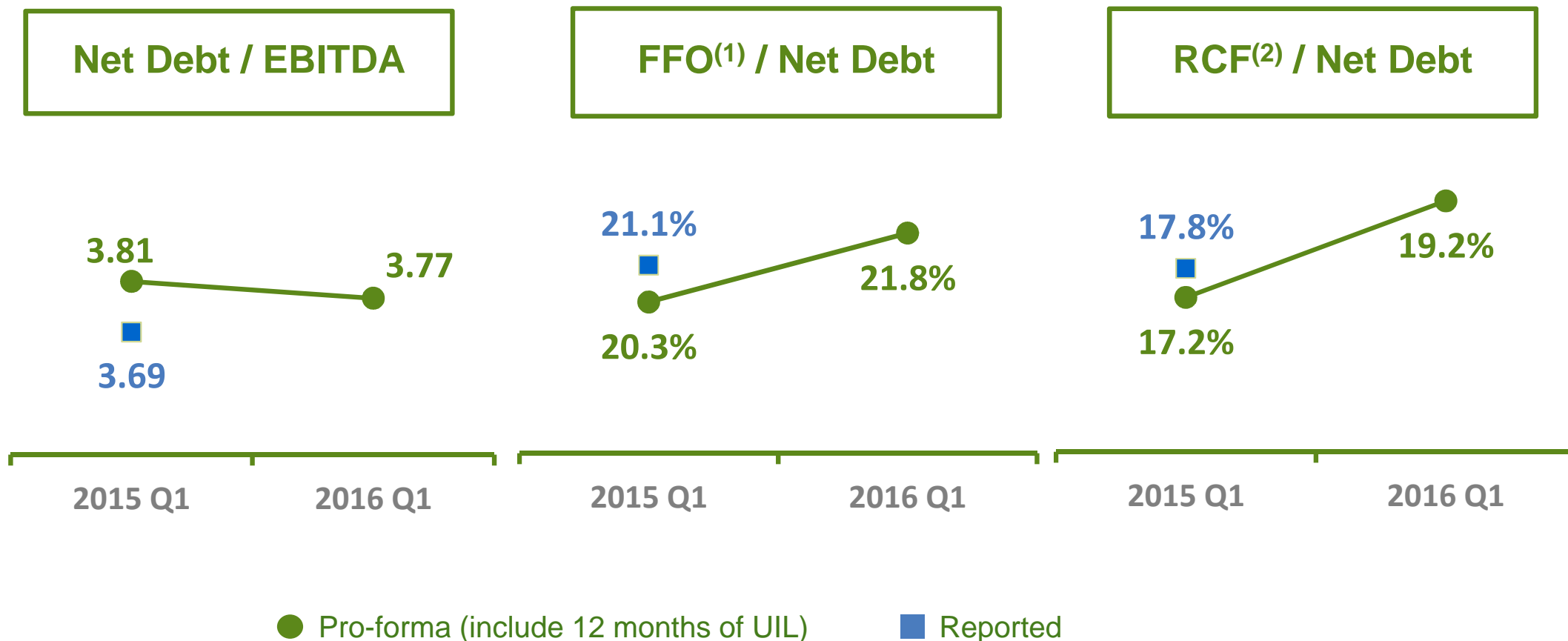
Our business performance, along with favourable exchange rates ...



\* Pro-forma including UIL

... help reduce leverage by 0.4 p.p. on a pro-forma basis (to 41.3% from 41.7%)

On a pro forma basis, improvement of all credit ratios



(1) FFO = Net Profit + Minority Results + Amortiz.&Prov. – Equity Income – Net Non-Recurring Results + Financial Prov.+ Goodwill deduction + Dividends from companies accounted via equity method –/+ reversion of extraordinary tax provision . It includes TEI but excludes Rating Agencies Adjustments.

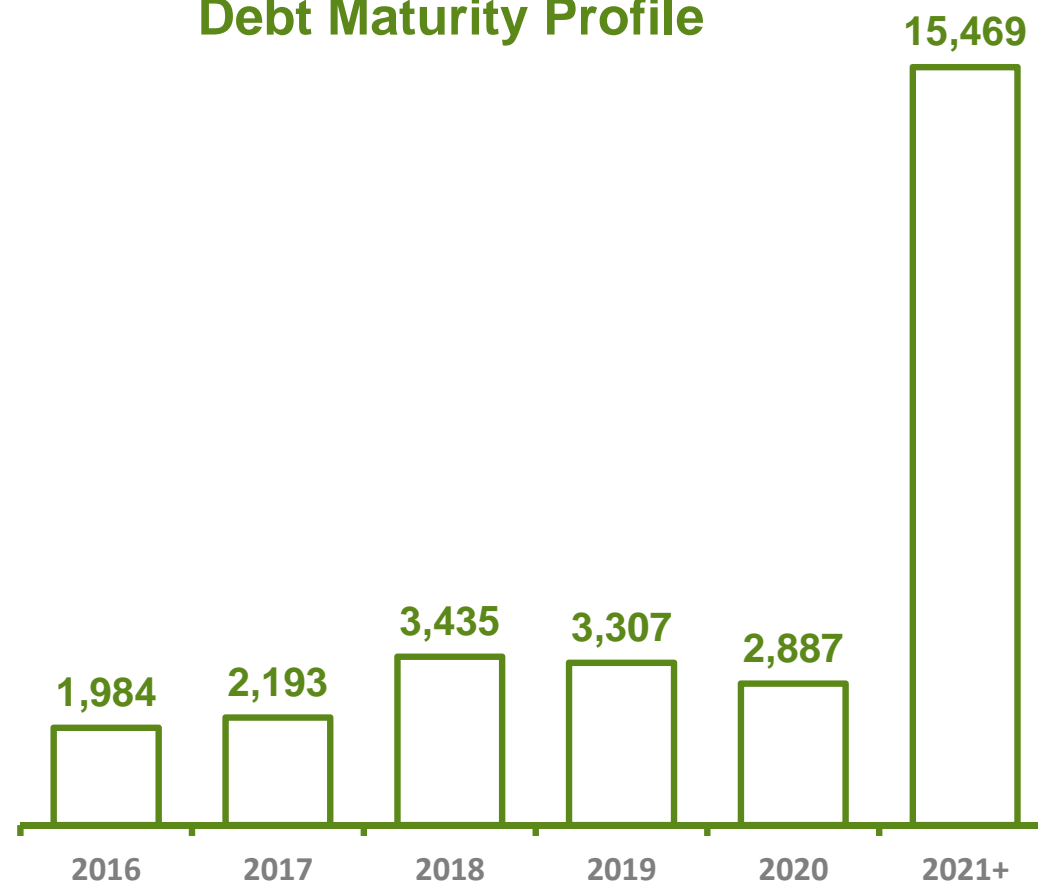
(2) RCF = FFO – Dividends paid in cash to shareholders – Net interest on hybrid debt issue.

**Strong liquidity position of over Eur 8.5 bn\*, covering more than 24 months of financing needs ...**

Eur M

Credit Line Maturities	Available
2017 and onwards	7,198
Total Credit Lines	7,618
Cash and s/t financ. inv.	963
<b>Total adjusted Liquidity *</b>	<b>8,581</b>

### Debt Maturity Profile



\*Including Eur 1 Bn Green Bond issued in April and Usd 1.5 Bn new line in USA signed in April, replacing the existing Usd 1.3 Bn one

**... and an average debt maturity\* of 6.5 years**

# Annex



USD M	US GAAP 10-Q	IFRS Adjustments	PPA Adjustments	Other	IFRS
<b>Gross Margin</b>	1,045.6	-58.1	-14.6	20.4	993.3
<b>EBITDA</b>	573.3	-200.0	-14.6	1.3	360.0
	- Networks: 430.2 - Renewables: 143.5 - Other: -0.4				- Networks: 226.6 - Renewables: 115.3 - Other: 18.1

**EBITDA Adjustments**

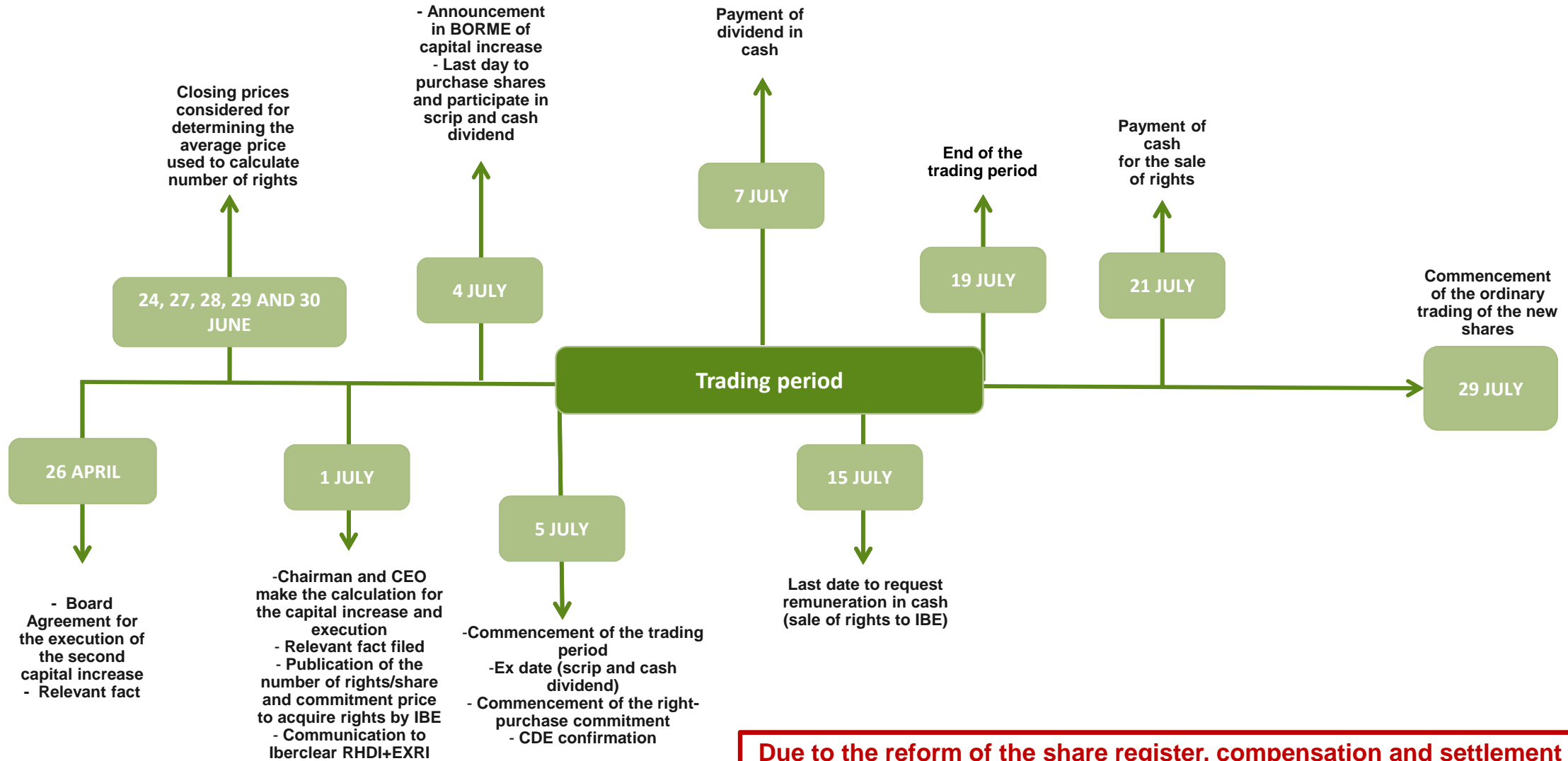
**IFRS (USD -200 M)**

**PPA (USD -15 M)**

- Impact of IFRIC 21 and other Tax: -164 M
- Weather/volumes and energy costs: -44 M
- Other: 4 M
- Renewables pipeline amortisation: -15 M

Impact of lower volumes to be recovered in the next 6 to 12 months due to revenue decoupling mechanism

No impact of IFRIC 21 at the end of the year



**Due to the reform of the share register, compensation and settlement system, this calendar may experience changes that would delay the commencement of the ordinary trading of the new shares**

(\*) Estimated calendar approved by Iberclear

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