



COMISIÓN NACIONAL DEL MERCADO DE VALORES

Madrid, 8 de noviembre de 2017

Muy Sres. nuestros:

ACCIONA adjunta presentación en inglés que se seguirá en la multiconferencia de hoy a las 18.00h. La presentación podrá ser seguida vía webcast a través de la Web de ACCIONA (www.accionacom.com)

Atentamente,

Jorge Vega-Penichet López
Secretario del Consejo de Administración



9M 2017 January-September
Results presentation

8th November 2017

2 | Disclaimer



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9M 2017 Results Report includes the list and definition of the Alternative Performance Measures (APMs) used both in this presentation and the Results Report, according to the guidelines published by the European Securities and Markets Authority (ESMA)

3 | Key highlights

- EBITDA up 8%, on track to meet full year targets
- Significant growth in Ordinary Net Profit
 - Largely driven by operational performance and lower financial expenses
- Intense investment activity and working capital drive higher Net Debt figure
 - Confident in continuing to improve leverage ratios
 - Impact of recent M&A activity not fully reflected in Net Debt 9M 2017
- Major strategic transactions announced and/or completed – Trasme, Testa, Ruta 160
 - Value crystallization, increased strategic focus and leverage reduction

4 | 9M 2017 key figures

	9M 2017 (€m)	% Chg. vs 9M 2016
Revenues	5,333	+23.3%
EBITDA	907	+7.9%
Ordinary EBT	256	+33.0%
Ordinary Net Profit	157	+35.2%

	9M 2017 (€m)	9M 2016 (€m)
Gross Capex	669	745
Net Investment Cash-flow ¹	645	595
Net Financial Debt	5,695	5,426

¹ Net Investment Cash-flow is equivalent to Gross Capex less Divestments and plus or minus Other Investment Cash-flows (related to timing of Capex payments)

5 | Group: Capex by division

Capex breakdown

(Million Euro)	Capex	
	Jan-Sep 16	Jan-Sep 17
Energy	387	300
Infrastructure	298	299
Construction	179	271
Water	98	19
Service	21	9
Other Activities	61	71
Gross capex	745	669
Divestments	-40	-13
Net capex	705	656
Net Investment cashflow	595	645

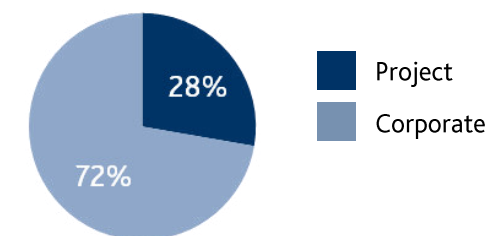
Key highlights

- Energy division capex, mainly related to:
 - Completion of the El Romero solar PV facility in Chile (246 MWp) and Bannur windfarm in India (78 MW)
 - New wind facilities under construction: El Cortijo (183MW in Mexico) and Mt. Gellibrand (132MW in Australia)
 - Stake in Ripley Wind Farm in Canada opportunistically increased from 50% to 100%
- Significant investment in the Infrastructure division during the period:
 - One-off Geotech acquisition (€139m)
 - Heavy equipment investments in International construction projects
- Divestments: equity proceeds from the disposal of a Real Estate commercial asset

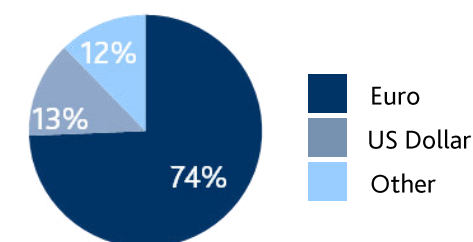
6 | Group: Debt breakdown by division and nature

(Million Euro)	31-Dec-16	30-Sep-17				
	Net debt	Corporate Debt allocation	Project Debt	Gross debt	Cash + C. Equiv.	Net debt
Energy	4,294	2,996	1,423	4,419	-365	4,054
Infrastructure	-16	1,176	519	1,695	-983	712
Construction	-65	957	407	1,364	-699	665
Water	21	172	104	276	-256	20
Services	27	48	8	55	-29	27
Other businesses	114	35	50	85	-94	-9
Corporate	739	981	0	981	-43	938
Total	5,131	5,188	1,992	7,181	-1,486	5,695

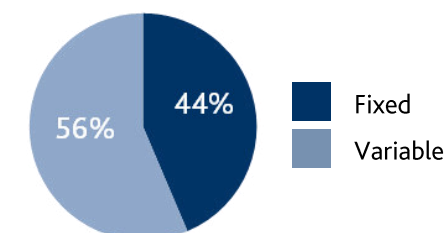
Gross debt - Level



Gross debt - Currency



Gross debt - Interest rate

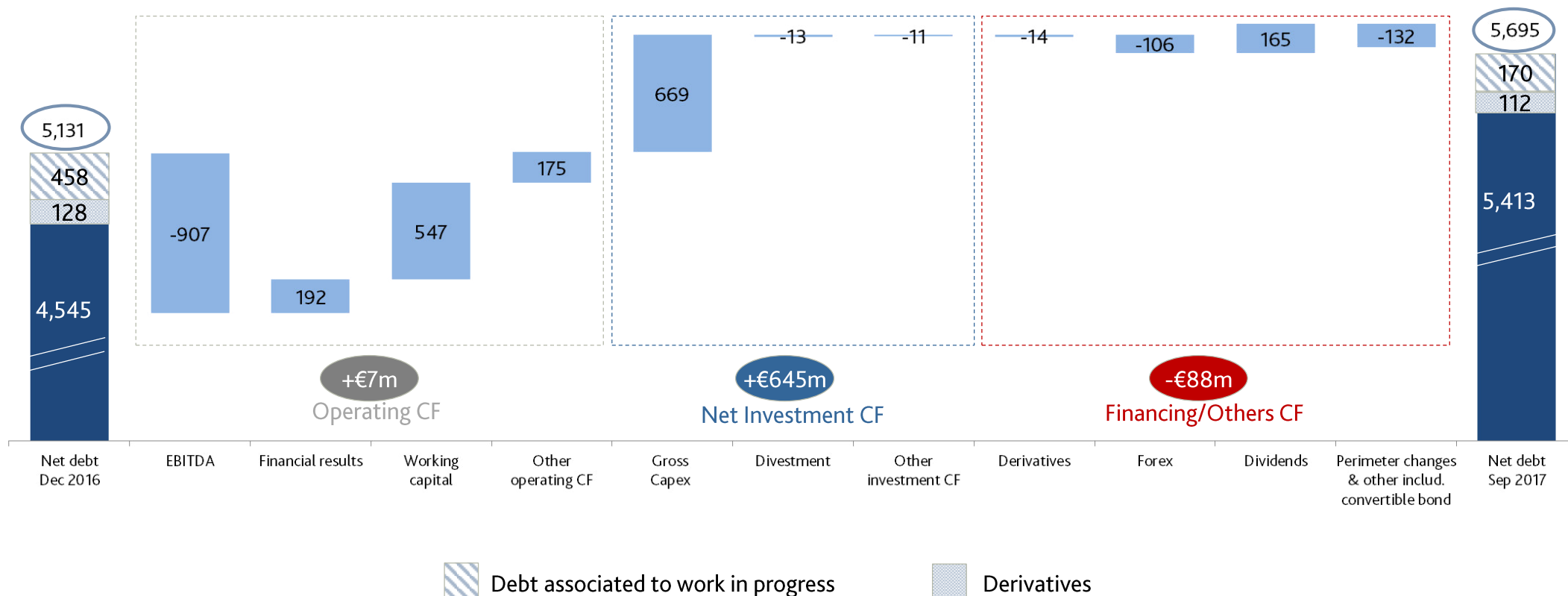


Impact of recent M&A transactions not fully reflected in Net Debt figure



7 | Group: Net debt evolution

Net debt reconciliation 9M 2017 (€m)



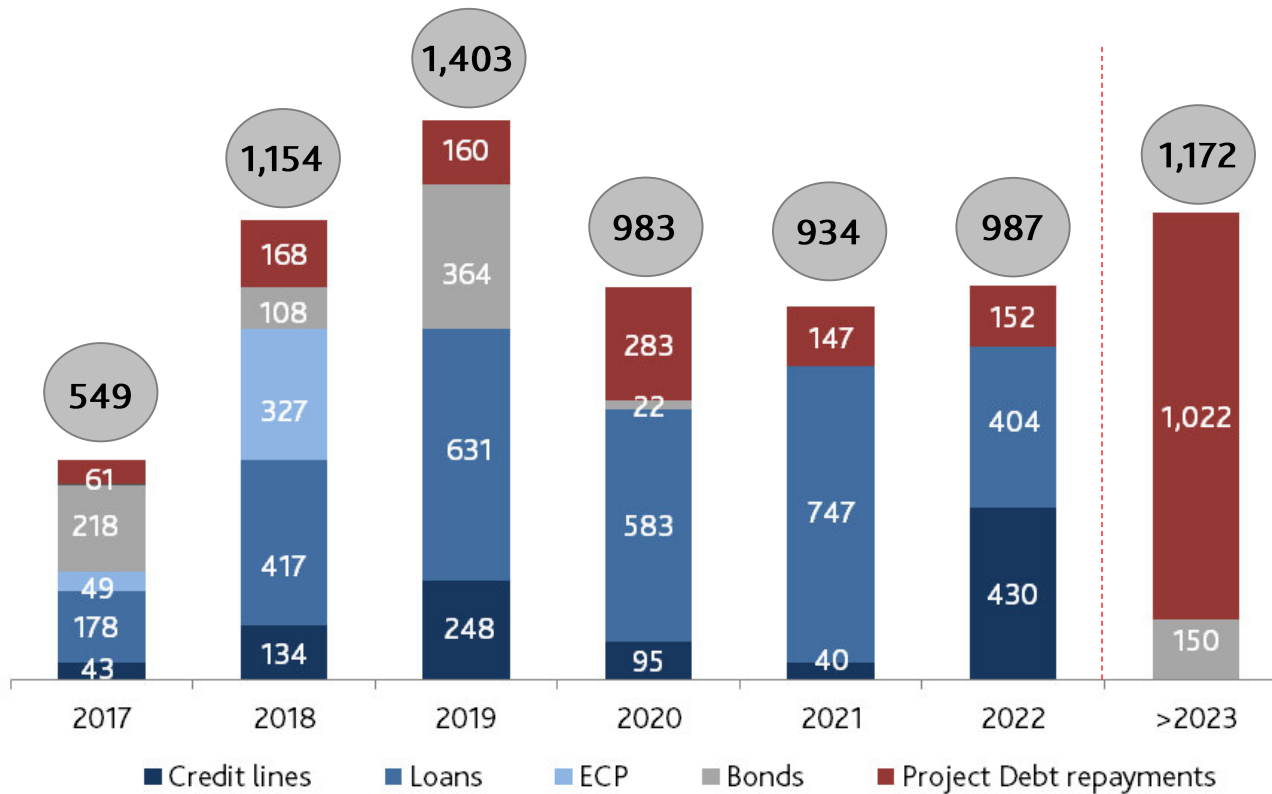
Higher debt driven by investment activity, working capital and dividend paid in Q3

Cash proceeds from Ruta 160 and Trasme not yet reflected in debt figure

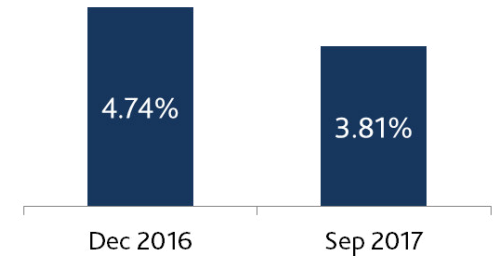
Working capital expected to remain stable for the rest of the year

8 | Group: Debt & liquidity

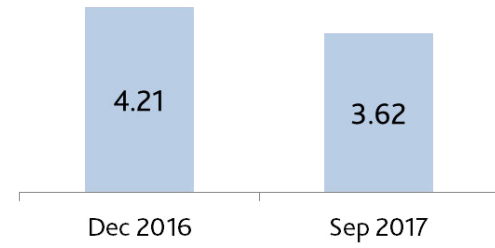
Maturity profile of Group gross debt



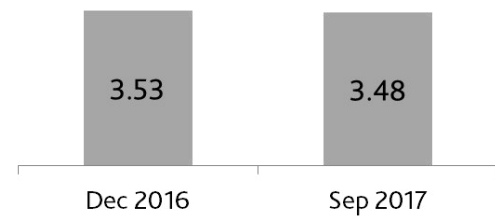
Average cost of debt



Average maturity (years)



Aver. matur. undrawn credit lines (years)



Liquidity



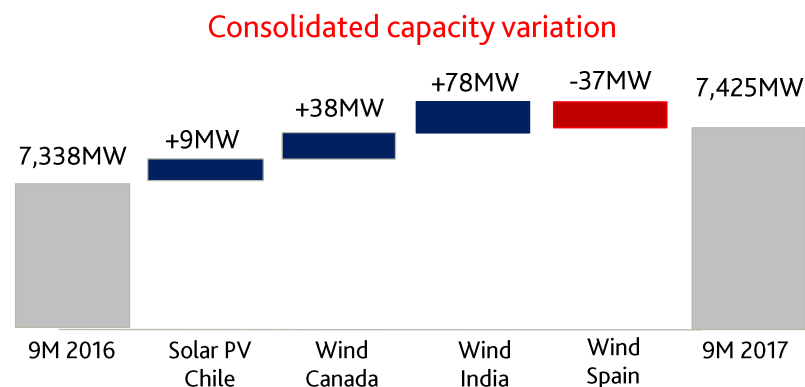
9 | Energy: Key figures

Key figures

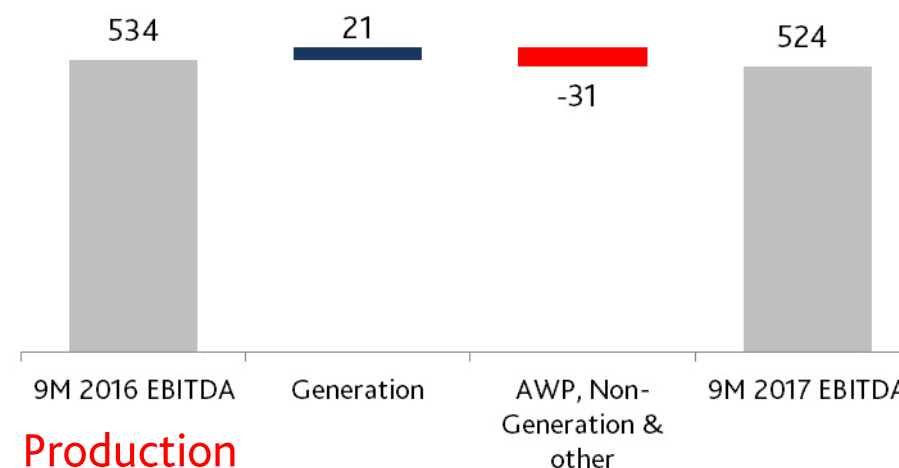
(Million Euro)	Jan-Sep 16	Jan-Sep 17	Chg.	Chg. (%)
Revenues	1,360	1,275	-85	-6.3%
EBITDA	534	524	-10	-1.9%
Margin (%)	39.3%	41.1%		

Capacity

- Increase in net capacity of 88MW during the last twelve months, takes total consolidated capacity to 7,425MW
- Capacity under construction: 183MW in Mexico (El Cortijo windfarm) and 132MW in Australia (Mt. Gellibrand windfarm)



EBITDA evolution (€m)



Production

- Spain: Lower wind and hydro LF vs same period 2016
- International: Lower LF in general, and Mexico earthquakes impact

Consolidated TWh	Jan-Sep 17	Chg. (%) vs. Jan-Sep 16
Wind Spain	5.17	-9.5%
Wind International	4.51	-7.2%
Hydro	1.57	-15.1%
Solar and other	1.13	26.5%
TOTAL	12.39	-7.0%

10 | Infrastructure: Construction

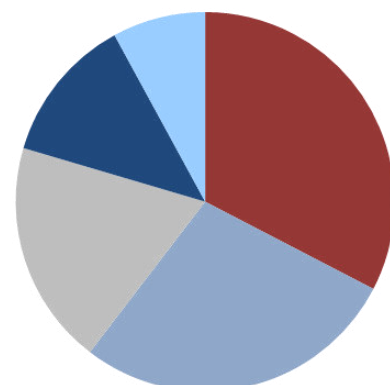
Construction & Industrial: Key figures

(Million Euro)	Jan-Sep 16	Jan-Sep 17	Chg.	Chg. (%)
Revenues	1,469	2,470	1,000	68.1%
EBITDA	55	129	74	135.3%
Margin (%)	3.7%	5.2%		

Concessions: Key figures

(Million Euro)	Jan-Sep 16	Jan-Sep 17	Chg.	Chg. (%)
Revenues	77	108	31	40.2%
EBITDA	36	43	7	19.5%
Margin (%)	46.3%	39.4%		

Construction backlog



€6,934m

- LatAm (33%)
- EMEA (Spain not incl.) (28%)
- Spain (19%)
- Australia & South East Asia (12%)
- North America (8%)

Key highlights

- Key figures:
 - Construction: Revenues up 68.1% and EBITDA up 135.3% to €129m, backed by good volumes and higher margin capital-intensive projects in International Construction
 - Concessions: Revenues of €108m and EBITDA of €43m (up 20% vs 9M 2016)
- Backlog amounted to €6.9bn, 3.4% lower than in 9M 2016

11 | Infrastructure: Water and Service



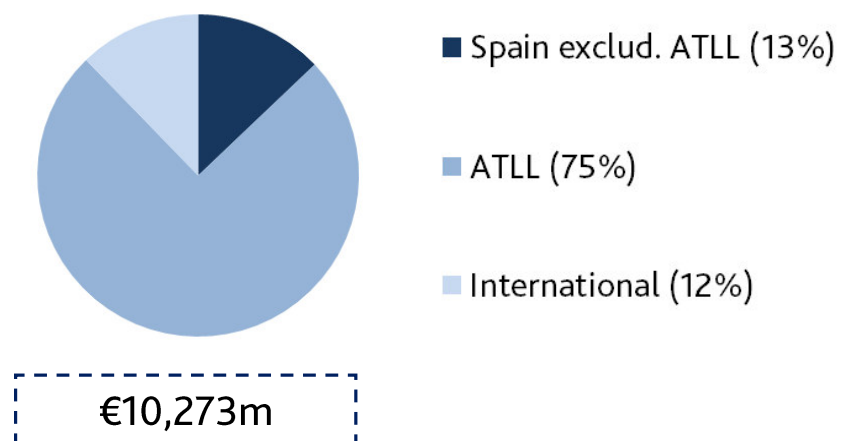
Water: key figures

(Million Euro)	Jan-Sep 16	Jan-Sep 17	Chg.	Chg. (%)
Revenues	515	508	-7	-1.4%
EBITDA	92	92	0	0.2%
Margin (%)	17.9%	18.2%		

Services: key figures

(Million Euro)	Jan-Sep 16	Jan-Sep 17	Chg.	Chg. (%)
Revenues	501	552	51	10.1%
EBITDA	20	23	2	12.2%
Margin (%)	4.0%	4.1%		

Water Backlog



Key highlights

- Key figures:
 - Water: Slight decrease in Revenues (-1.4%) and flat EBITDA (+0.2%)
 - Services: Growth in Revenues (+10.1%) and EBITDA (+12.2%) that amounted to €552m and €23m respectively
- Water backlog stands at €10.3bn → D&C: €0.6bn; O&M: €9.7bn

12 | Other activities

Other activities: Key figures

(Million Euro)	Jan-Sep 16	Jan-Sep 17	Chg.	Chg. (%)
Trasmediterránea	340	333	-7	-2.0%
Real Estate	68	99	31	45.3%
Bestinver	60	71	11	18.6%
Corp. & other	32	30	-2	-6.4%
Revenues	500	533	33	6.6%
Trasmediterránea	55	40	-16	-28.1%
Real Estate	9	13	4	40.3%
Bestinver	42	48	6	13.9%
Corp. & other	-3	-3	-1	-34.7%
<i>Margin (%)</i>	<i>20.8%</i>	<i>18.2%</i>		
EBITDA	104	97	-7	-6.6%

Key figures

Trasmediterránea:

- Growth in passengers, cargo and vehicles....
- ... but lower EBITDA due to higher fuel costs

Real Estate:

- Good performance driven by asset rotation policy

Bestinver:

- Increase of AUMs reaching €5,953m as of September 2017 due to funds performance and net inflows
- Bestinver reported EBITDA of €48m, on the back of higher average AUMs
- Strong performance of key funds YTD vs respective benchmarks

13 | Trasmediterránea – Sale to Grupo Naviera Armas



- On 24 Oct 2017, ACCIONA agreed to sell its 92.7% stake in Trasmediterránea to Naviera Armas
- Deal completion expected in ~ Q1 2018, subject to Spanish competition authority approval
- Transaction implies EV (100%) of €419m-€435m depending combined EBITDA-linked earn-out
- Implied EV/EBITDA 2017E c.10x

Major strategic divestiture
for
ACCIONA



– Non-core asset for ACCIONA

– Industrial acquirer best able to recognise strategic value and maximise synergies

– Valuation captures significant operating improvement plans implemented in the last two years

– Major step in re-focusing ACCIONA on its core businesses
→ renewable energy and sustainable infrastructures

14 | Closing remarks

Remain confident on FY 2017 outlook

- Good overall performance across businesses – EBITDA up 8%
 - Lower financial charges
 - Investing for growth – disciplined approach
- Net Debt - expect stable working capital, and disposal proceeds inflow

Major strategic M&A transactions

- Intense activity on disposals to maximize value, increase focus and reduce leverage
 - Trasmediterránea, Testa Residencial and Ruta 160
 - Combined EV of c. €1.2bn

Appendix

16 | Energy: Equity-accounted generation capacity



Detail of capacity accounted under the equity method

	9M 2017 (proportional figures)				
30-Sep-17	MW	GWh	EBITDA	NFD	Average COD
Wind Spain	619	952	46	172	2005
Wind International	48	88	6	4	2005
Australia	32	59	4	2	2005
Hungary	12	19	2	2	2006
USA	4	10	0	0	2003
Solar PV	30	50	18	62	2008
Total equity accounted	697	1,091	69	237	

Note: Average COD weighted per MW

17 | Energy: 9M 2017 installations and WIP

MW installed in 9M 2017















Tecnology	Country	Asset name	MW	Installation date	Details
Wind	India	Bannur	75	9M 2017	Feed-in tariff + GBI (Generation Based Incentive)
Total			75		

MW Under construction

Technology	Country	Asset name	Project MW	Expected COD	Details
Wind	Mexico	El Cortijo	183	Q3 2018	13 years PPA with CFE
Wind	Australia	Mt. Gellibrand	132	Q2 2018	10 years PPA (CELs)
Total			315		

18 | Energy: Wind drivers by country

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







	9M 2017		9M 2016		Chg. (%)
	Av. price (€/MWh)	LF (%)	Av. price (€/MWh)	LF (%)	Av. price (€/MWh)
 Spain Average	69.3 *	23.0%	54.5	25.4%	27.1%
<i>Spain - Regulated</i>	86.0 *		66.5		
<i>Spain - Not regulated</i>	48.9		30.7		
 Canada	56.6	26.7%	54.5	27.0%	3.8%
 USA **	30.4	31.3%	31.1	36.1%	-2.3%
 India	54.5	30.4%	52.4	33.8%	4.0%
 Mexico	69.1	31.1%	66.7	38.2%	3.6%
 Costa Rica	88.2	50.1%	87.0	60.6%	1.4%
 Australia	63.0	33.8%	70.3	35.4%	-10.5%
 Poland	67.4	19.7%	78.5	20.0%	-14.2%
 Croatia	105.7	28.8%	105.5	31.5%	0.1%
 Portugal	107.2	28.3%	105.3	30.1%	1.7%
 Hungary	0.0	24.7%	0.0	21.9%	n.d
 Italy	153.3	16.8%	135.3	19.5%	13.3%
 Chile	98.0	27.3%	97.6	22.1%	0.4%
 South Africa	79.2	29.4%	66.0	26.7%	20.1%

Note: Prices for consolidated MWs

* Prices include regulatory incentive and any adjustments due to the application of the banding mechanism

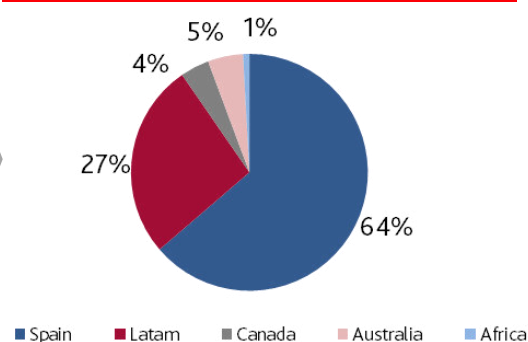
**303MW located in the US additionally receive a "normalized" PTC of \$23/MWh

19 | Infrastructure: Concessions

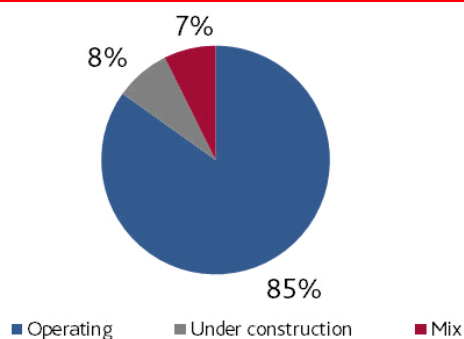
							TOTAL
	Road	Rail	Canal	Port	Hospital	Water	TOTAL
# of concessions	13	2	1	1	6	55	78
Proportional EBITDA 9M 2017 (€m)	55	3	3	0	19	95	167
Consolidated EBITDA 9M 2017 (€m)	41	0	0	0	10	80	122
Average life (yrs)	33	27	30	30	28	26	30
Average consumed life (yrs)	11	5	11	12	8	11	10
Invested capital ¹ (€m)	1,036	67	82	18	282	405	1,914

By region

Invested capital
(€1,914m)



By degree of construction



	Equity	Net debt
Infrastruc.	522	987 ²
Water	201	204 ³
Total	723	1,191

Note: For construction concessions EBITDA and invested capital include -€8m and €24m from holdings respectively. Lives are weighted by BV excluding holdings

¹ Invested capital: Capital contributed by banks, shareholders and others finance providers

² Debt figure includes net debt from concessions held for sale (€140m) and those accounted by the equity method (€562m)

³ Debt figure includes net debt from water concessions accounted by the equity method (€130m)



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