



# **Enagás 1H2012 Results**

**24 July 2012**

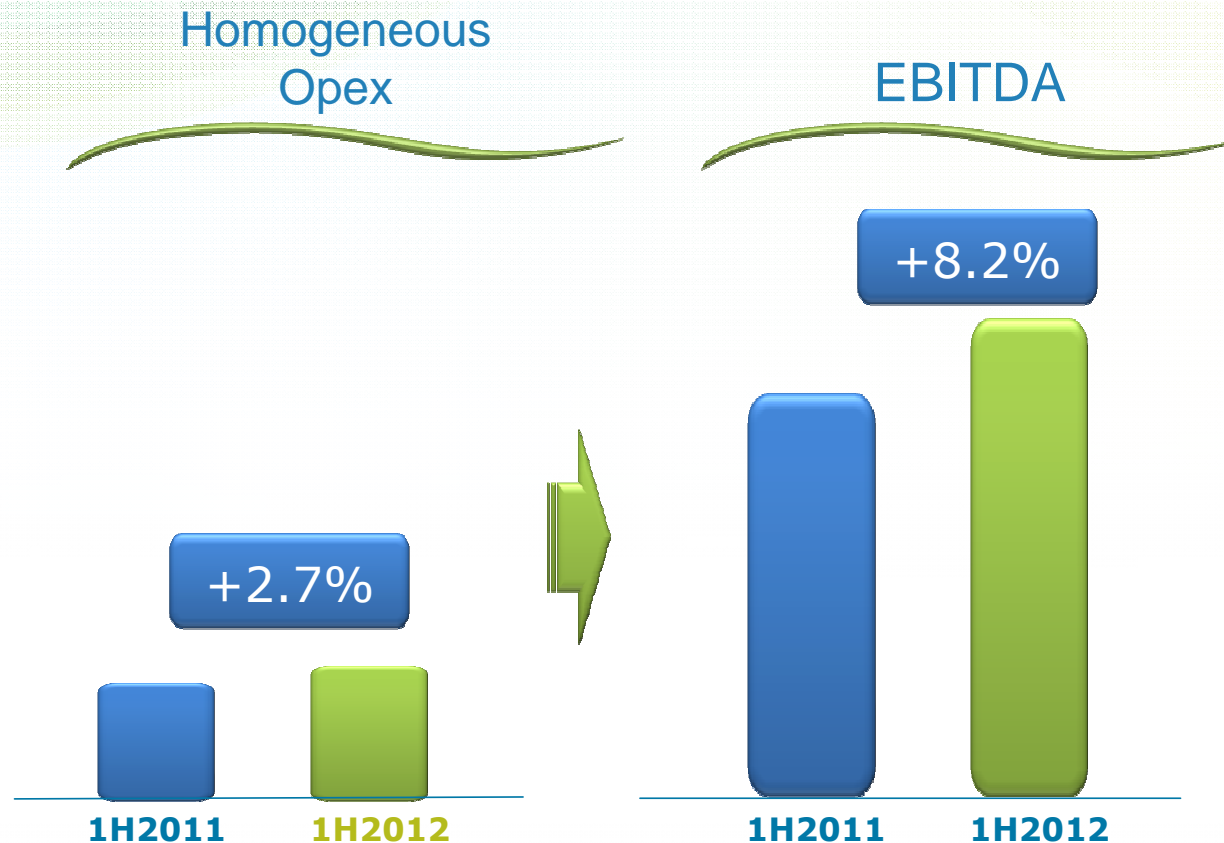
# Key figures

| (€mill)                             | Jan-Jun 2011 | Jan-Jun 2012   | %12vs11       |
|-------------------------------------|--------------|----------------|---------------|
| <b>Total revenues</b>               | 515.6        | <b>568.1</b>   | <b>+10.2%</b> |
| <b>EBITDA</b>                       | 415.4        | <b>449.4</b>   | <b>+8.2%</b>  |
| <b>EBIT</b>                         | 278.4        | <b>298.4</b>   | <b>+7.2%</b>  |
| <b>Net profit</b>                   | 173.4        | <b>185.5</b>   | <b>+7.0%</b>  |
| <b>Investments</b>                  | 272.5        | <b>274.1</b>   |               |
| <b>Assets put into operation</b>    | 276.2        | <b>177.5</b>   |               |
| <b>Net debt</b>                     | 3,050.4      | <b>3,224.3</b> |               |
| <b>Leverage</b>                     | 63.1%        | <b>62.6%</b>   |               |
| <b>Transported gas demand (GWh)</b> | 217,871      | <b>222,422</b> | <b>+2.1%</b>  |

Note: 1H2012 results includes the contribution of Gaviota UGS and the proportional consolidation of 40% of Altamira Plant (Mexico) that corresponds to the first quarter

Note: Capex figure includes the accounting effect of the provision for dismantling regasification plants amounting €78.8 mill

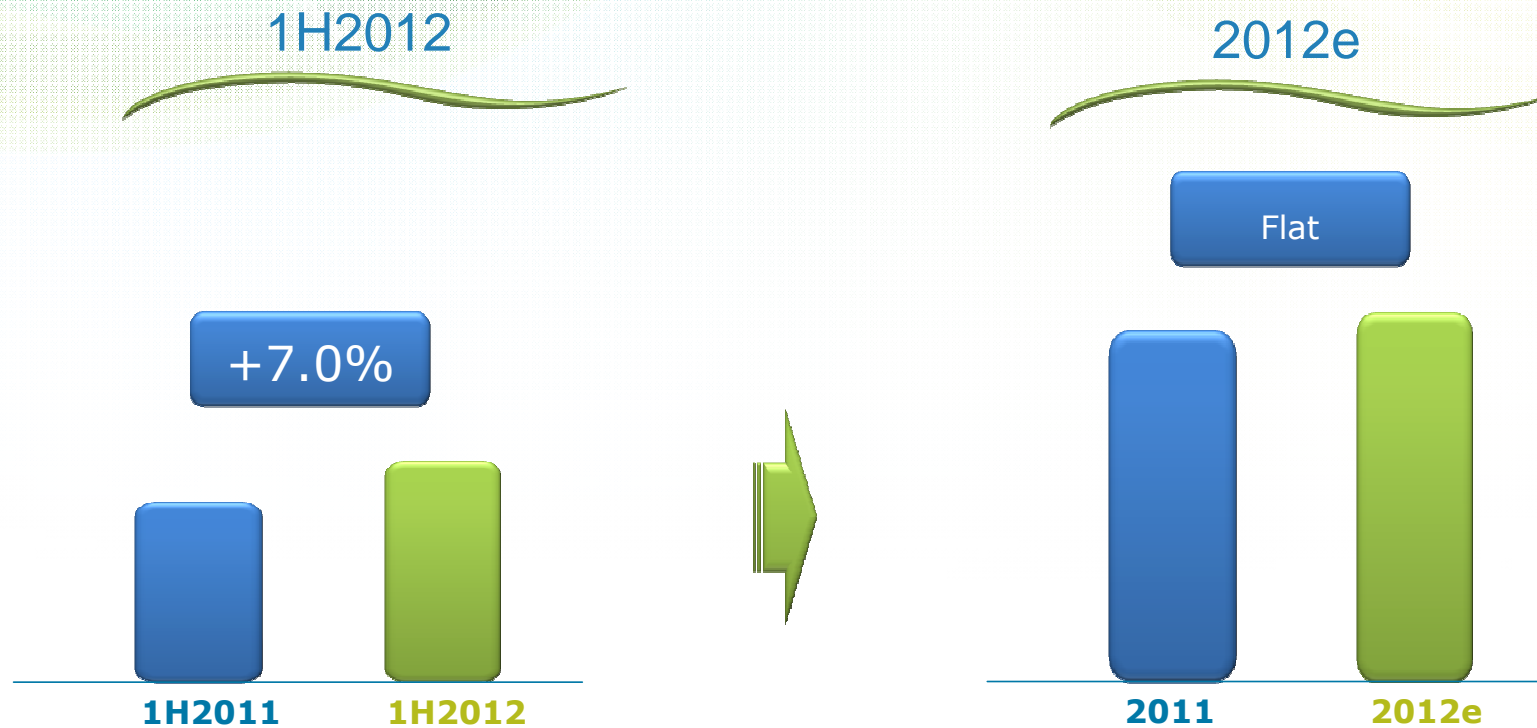
# Operating efficiency



In a complex environment the Company continues to strengthen its efficiency plan

Note: Like for like Opex, without taking into consideration the Gaviota's opex in 1Q2012, 40% of Altamira participation and other non-recurrent expenses

# Net profit performance



Net profit growth higher than the 2012 target due to the contribution of Gaviota and Altamira in the 1H2012 and not in the 1H2011

Comparison will become more demanding in the second half, when comparing with a strong 2H2011, which includes 2 years of Gaviota and the participation of Altamira

Enagas maintains 2012 target of Net Profit flatish growth

# Capex & Assets put into operation

Capex 1H2012



**€274.1M**

**50% of the annual target**

Assets put into operation 1H2012



**€177.5M**

**With the incorporation in September of the Yela UGS, the Yela-Villar de Arnedo and Martorell-Hostalric pipelines, 85% of the annual target will be achieved**

In line with estimates and in the right track to achieve 2012 targets

Note: Capex figure includes the accounting effect of the provision for dismantling regasification plants amounting €78.8 mill. In this figures are not included the acquisition of GNL Quintero (expected for the 3Q2012) neither the participation in Morelos Pipeline



# 2012 Targets

|                |      |
|----------------|------|
| EBITDA         | +8%  |
| Net Profit     | Flat |
| <i>Pay-Out</i> | 70%  |
| Dividend       | +8%  |

Efficiency and cost control are key factors for 2012

# 2012 Investments targets

Capex 2012

**€550M**



Assets put into operation  
2012

**€750M**

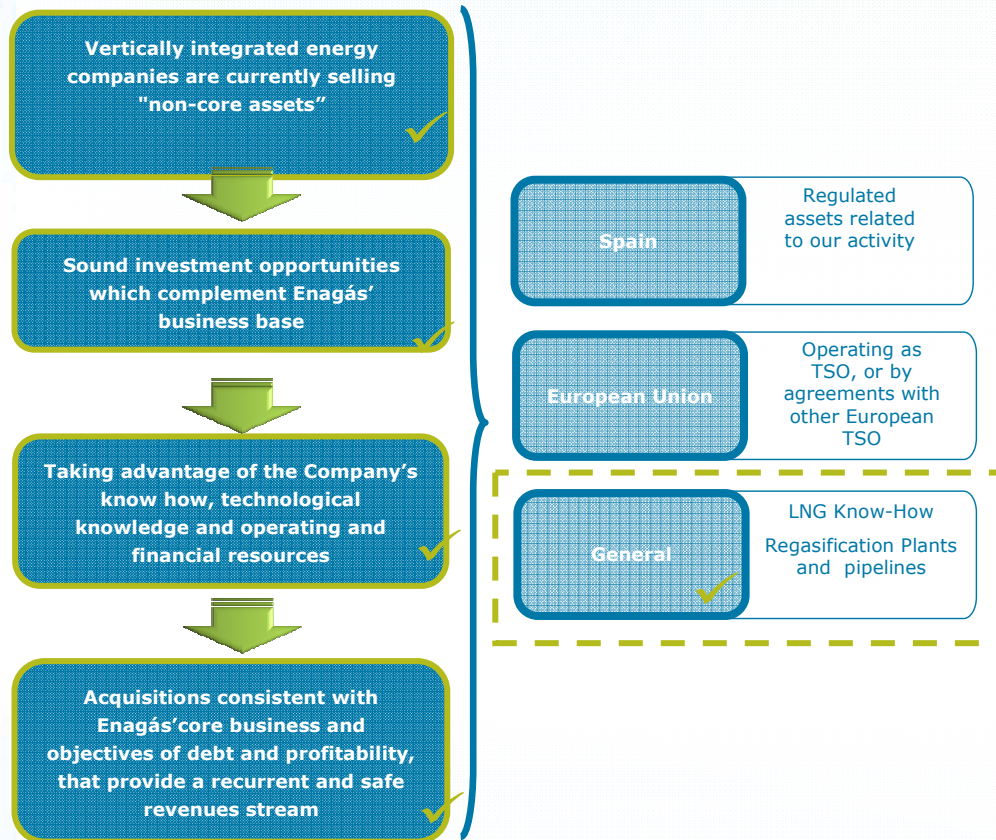


Investments and core business acquisitions, organic investment expected for 2012, 2013 and 2014, and the possible core business acquisitions under study, confirms the 2010-2014 investment plan by  $\pm 10\%$

Enagás will present an update of the Strategic Plan at the end of this fiscal year. Likely to coincide with 2012 Results

# Core Business Acquisitions/Participations

## Announced strategy



## 1H2012 Milestones

The milestones are presented in blue boxes with corresponding images:

- Acquisition GNL Quintero (Chile)**: Accompanied by an aerial photograph of a large industrial facility situated on a coastline.
- Participation Morelos Pipeline (México)**: Accompanied by a satellite map of Mexico showing a red pipeline route through the central region, with an inset map of Mexico highlighting the location.

Note: Detailed information on the two transactions is available in the relevant facts communicated to the CNMV on 04/27/2012 (GNL Quintero) and 06/27/2012 (Morelos Pipeline) and in the corporate website



# Acquisitions/Participations in core business assets: Naturgas



## Strategic fit

- Core business assets , in line with the objectives of profitability and indebtedness of the Company, and providing a recurring revenue stream
- In accordance with the 3rd EU Gas Directive, which states that vertically integrated energy operators must separate transmission operations from the rest of their businesses
- Enagás consolidates its position as the sole transmission company in Spain's gas transmission trunk network
- Strategic asset and key to the planned development of the expansion of interconnection capacity with France via Irun
- Value creation for the three parties in the transaction



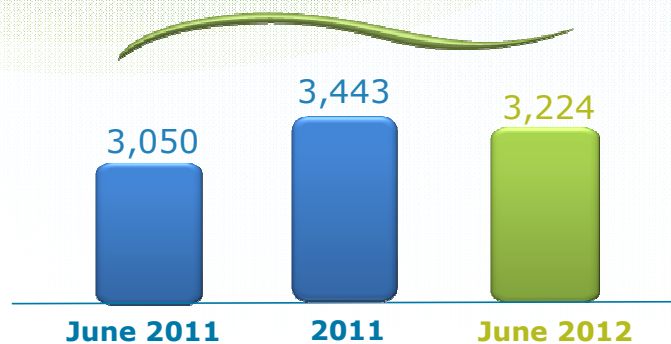
## Main data of the agreement of acquisition of the 90% of Naturgas Energía Transporte



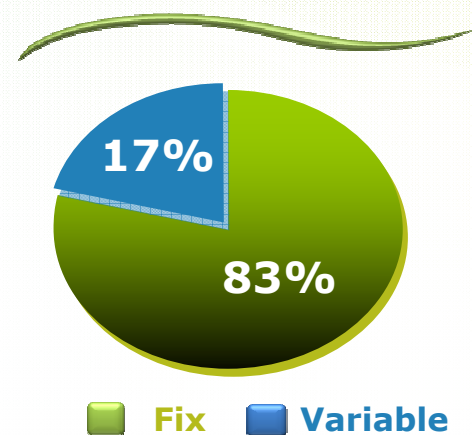
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| <b>Transaction</b>                              | Agreement with EDP to acquire 90% of Naturgas Energía Transporte<br>The EVE (Basque regional energy board) will retain 10% of the company |
| <b>Main assets</b>                              | High-pressure gas pipelines (≈60% Basque country) and the international Irún connection   |
| <b>EV</b>                                       | €241 Mill (D/E=34/66)   |
| <b>IRR</b>                                      | Similar to the IRR of the Company's high-pressure regulated transport assets in Spain   |
| <b>Financial data (100%)/consolidation date</b> | EBITDA 2012e:≈€25mill,<br>Net profit:≈€11mill<br>After obtaining all permits, integration expected in 1Q2013                              |

# Financial structure and liquidity (June 2012)

### Net Debt (mill€)



### Debt structure



### Liquidity

**€2,789M**

# 1H 2012 Financial highlights

Renewals and refinancing  
1H 2012

~ €615 mill

New facilities

~ €900 mill

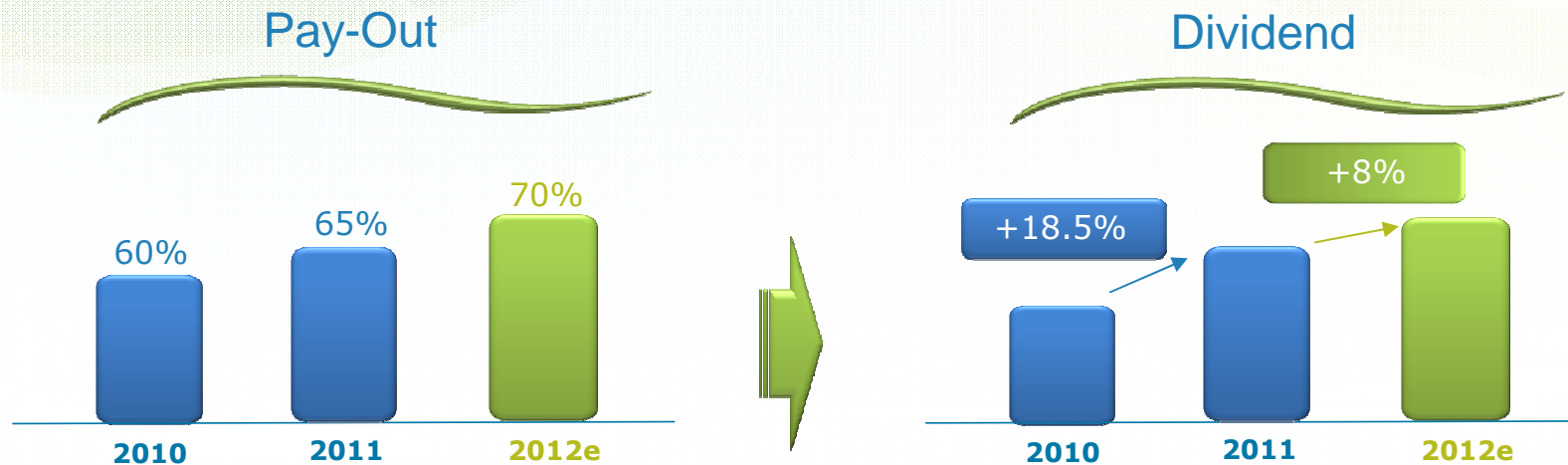
New ECP issues

~ €100 mill

**The financial activity carried out in 1H represented 97% of the planned refinancing in the whole year 2012**

Due to the current market conditions and the strong financial situation of the Company, Enagás decided to amortize the €500 million bond that expired on July 6 with the available resources, waiting for a more favorable evolution of the markets for refinancing

# Financial highlights. Dividend payment



After the payment of the final dividend last 5th of July, 2011 total dividend has gone up by 18,5% vs. last year figure

The dividend for 2011 has meant a payout of 65%. In 2012 the pay-out is established at 70%, as announced by the Company

Dividend growth target 2012: ~+8%

## Shareholders remuneration compatible with the investment plan and leverage targets

# Regulation

**The adjustments set in the Royal Decree 13/2012 of March 30<sup>th</sup> and in the Ministerial Order IET 849/2012 of April 26<sup>th</sup>, have been directed to reduce the temporary gas tariff deficit**



**The main adjustments are : Change in the amortization period for new UGS and the freezing of the Musel regasification plant (receiving the financial remuneration for the invested capex)**



**On average, tolls have increased in 2012 by 7.7%**

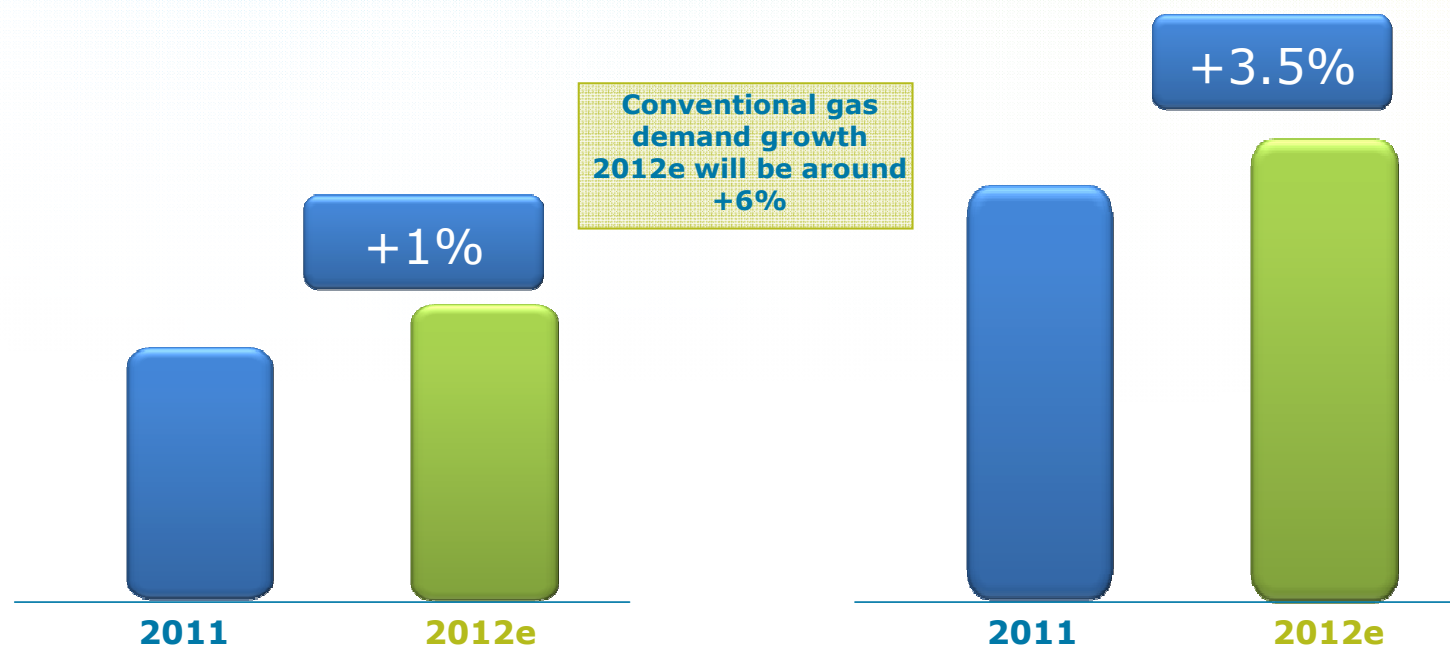
The adjustments made and the increased tolls are on track to eliminate the temporary gas tariff deficit and reinforce the long term regulatory stability

# 2012 Natural gas demand



2012 transported gas demand forecast  
(conventional+power generation)

2012 transported gas demand forecast



Conventional demand record in February 2012 (30,730 GWh)

Note: Total transported gas demand includes I.C. Exportations, GME to REN transfers, and ship loading

# Conclusions

- ▶ **Efficiency and cost control are key factors for 2012**
- ▶ **1H2012 results, aligned with 2012 budget, are in the right track to achieve 2012 targets: Flat Net Profit growth, Dividend +8% (Pay-Out 70%)**
- ▶ **New financing raised in 1H represented 97% of the planned refinancing in 2012**
- ▶ **Investments and assets put into operation reached in 1H are in the path to achieve 2012 targets (€550 mill and €750mill respectively)**
- ▶ **GNL Quintero (Chile) acquisition, Morelos Pipeline participation (Mexico) and the agreement for the acquisition of 90% of Naturgas Energía Transporte, are consistent with Enagás' core business and objectives of debt and profitability, and recurrent EBITDA stream and compatible with the announced dividend.**
- ▶ **Government adjustments, and the increased tolls (+7.7% in 2012), are on the right track to eliminate the temporary gas tariff deficit and reinforce the long term regulatory stability**



Conference call-Webcast  
1H2012 Results  
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