



## Communication

### Elecnor posts a 4% increase in profit

- At 30 June, net profit stood at EUR 35.4 million and sales totalled EUR 1,059.2 million
- The backlog stood at EUR 2,329 million

Madrid, 27 July 2018.- Elecnor obtained a consolidated net profit **of EUR 35.4 million** in **the first half of 2018**, up **4%** compared with the same period a year earlier. This increase was driven by the strong showings of the Group's Infrastructure and Concessions businesses.

**First-half sales totalled EUR 1,059.2 million**, in line with the figure for the same period in 2017. The Infrastructure and Concessions businesses both performed well, with a noteworthy 10.3% growth in domestic sales driven by telecommunications and distribution activities. At international level, particularly noteworthy are the operations of the Group's US subsidiary Elecnor Hawkeye, the construction of the wind farm in the Dominican Republic and two biomass plants in Portugal and the start-up of the Charrúa-Ancoa transmission line in Chile.

By geographical area, **the international market accounted for 56% of total revenues and the domestic market the remaining 44%**. These figures underline the Elecnor Group's commitment to international markets as the driver of its growth over the coming years, whilst at the same time cementing its leadership of the domestic market.

**EBITDA amounted to EUR 142.9 million**, compared with EUR 151.4 million in the first half of 2017, mainly as a result of the impact of the depreciation of the Brazilian real against the euro on the Group's results in Brazil.

At 30 June, **the backlog stood at EUR 2,329.4 million**, an increase of EUR 168.7 million compared with the backlog of EUR 2,160.7 million at the end of 2017.

After these first-half results, Elecnor still expects to surpass its earnings and business volume in 2017 this year.



# First Half 2018 Results



# Key figures in the period



NET PROFIT

EUR **35.4** million  
(+4%)



EBITDA

EUR **142.9** million  
(-5.6%)



SALES

EUR **1,059.2** million  
(+0.1%)



ORDER BOOK

EUR **2,329.5** million  
(+8%)

## INTERNATIONALISATION



Sales in international  
markets **56%**



Order book in international  
markets **79%**



# SUMMARY

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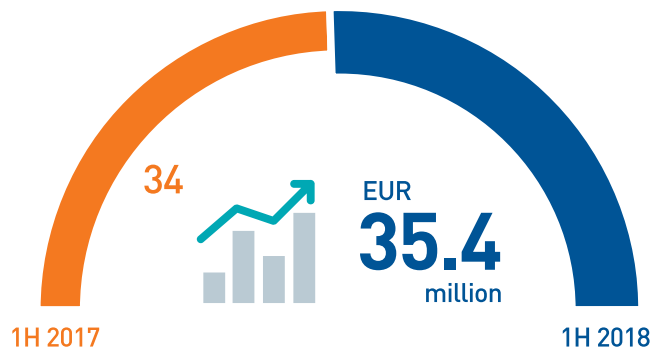
# KEY PERFORMANCE INDICATORS

indicators

# Net profit up 4% to EUR 35.4 million

## NET PROFIT

Figures in millions of euros



This increase was due to the strong performance of the Group's businesses



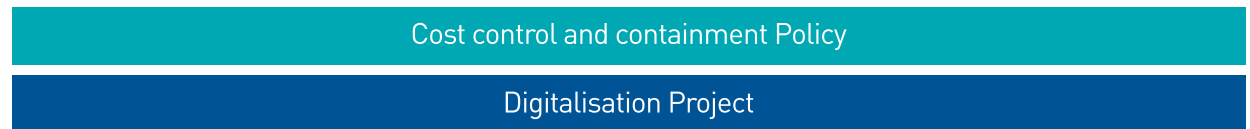
### INFRASTRUCTURE

- A strong performance by telecommunications and distribution activities in the domestic market
- Growth in the activity of the Group's US subsidiary Elecnor Hawkeye
- Construction of solar PV farms in Australia
- Construction of the wind farm in the Dominican Republic
- Construction of two biomass plants in Portugal



### CONCESSIONS

- Good production figures for Spanish wind farms
- An improvement in power transmission sales as a result of the start-up of the Charrua-Ancoa transmission line in Chile
- Completion of the sale of the Bulgana wind farm in Australia



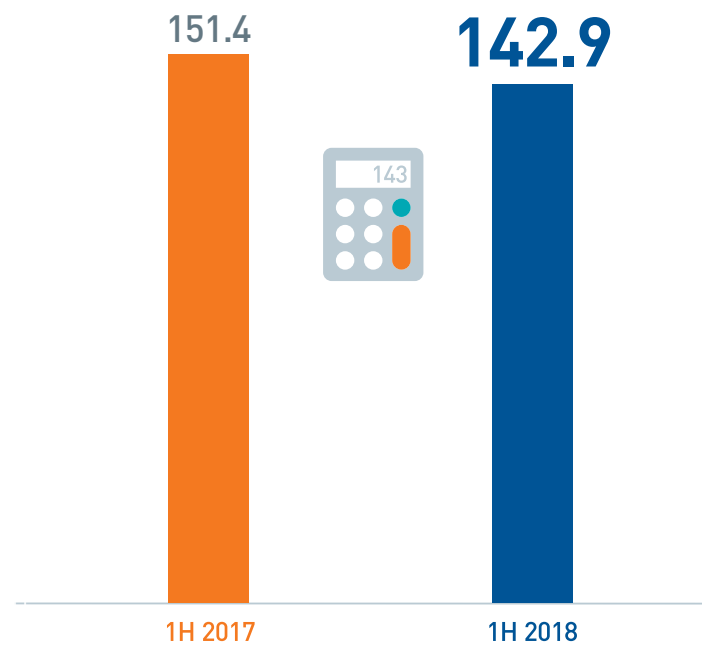
# EBITDA amounted to Euro 142.9 million

EBITDA is based on consolidated EBITDA and strips out the impact of the application of IFRIC 12 relating to Service Concession Arrangements to the transmission lines operated by the Group in Brazil.

The year-on-year decline in the first half of 2018 is largely due to the impact of the depreciation of the Brazilian real against the euro on the results of the Group's subsidiaries in Brazil.

## EBITDA\*

Figures in millions of euros

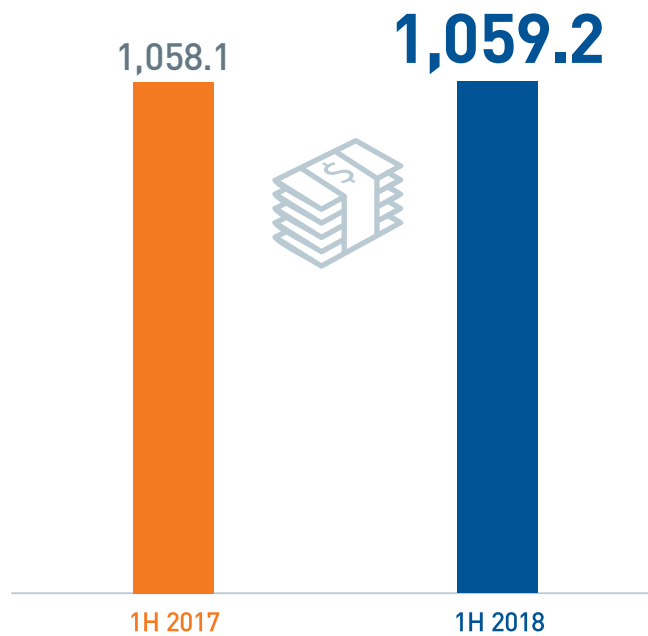


\*Excluding the impact of the application of IFRIC 12 on concessions in Brazil

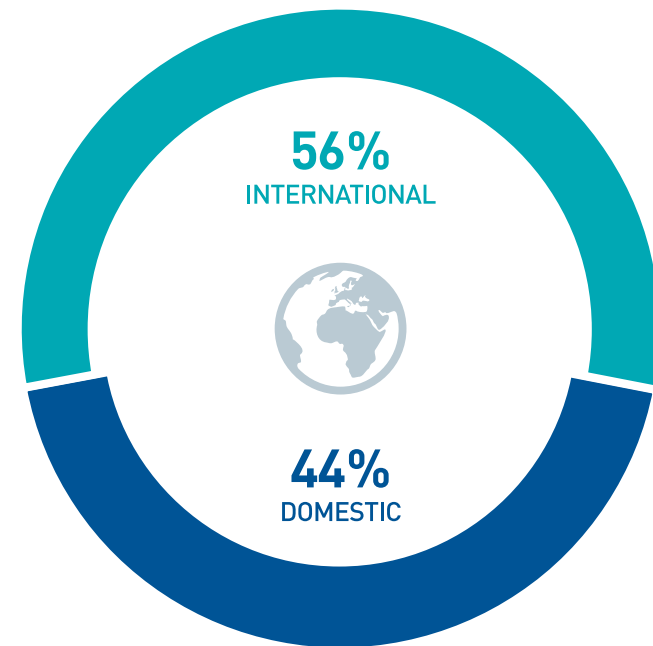
# Sales amounted to EUR 1,059 million

## SALES

Figures in millions of euros

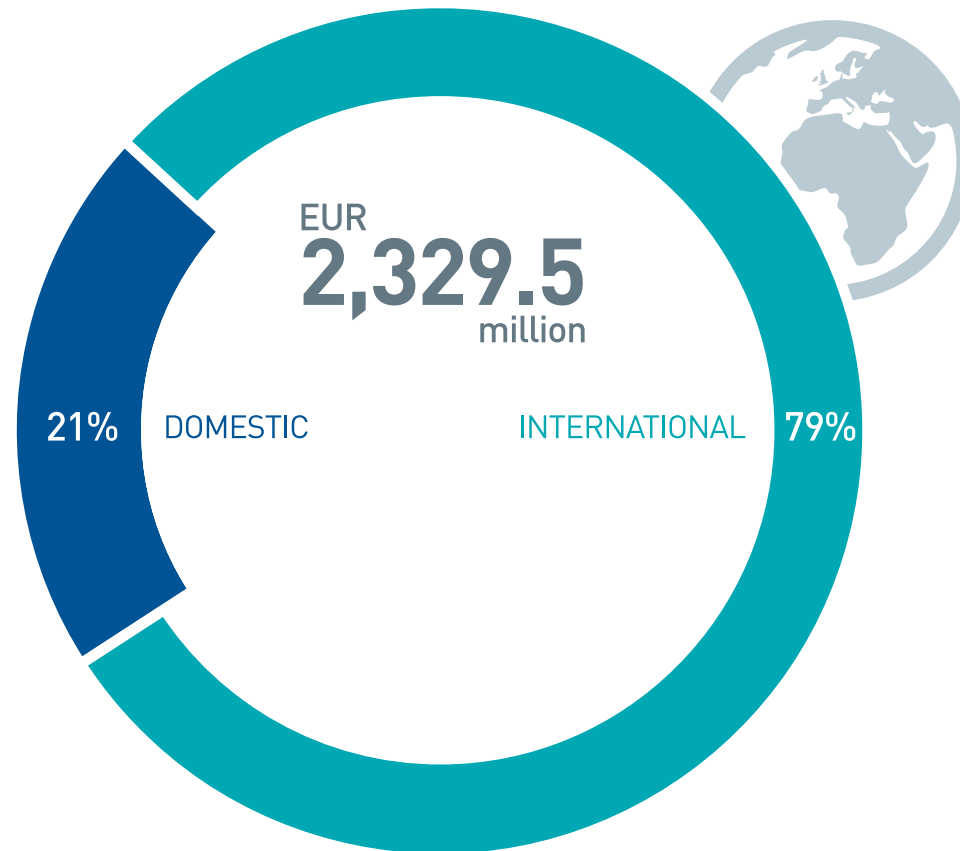


## FIRST HALF SALES BY MARKET





# A backlog that increased by 8%



MAIN CORPORATE  
TRANSACTIONS  
IN THE FIRST HALF

transactions

# Main corporate transactions in the first half



## Elecnor obtains ISO 37001 certification from AENOR

This is the most modern and stringent international standard on anti-bribery management systems and the adoption of compliance protocols in general.

Elecnor is the first company in its sector in Spain to achieve this certification and also one of the first nationwide and internationally.

Securing this certification is a further illustration of Elecnor's commitment to acting ethically in all areas its areas of activity.

## Publication of a new multicurrency commercial paper programme on MARF

Elecnor continues to pursue a strategy aimed at diversifying its sources of short- and medium-term funding beyond traditional bank funding.

A commercial paper programme on the Alternative Fixed Income Market (MARF) that will allow the Group to obtain funding in euros and USD.

The equivalent in euros of outstanding issues may not exceed EUR 300 million.

 Financing terms  
of up to **24** months



## Financing of energy efficiency projects

An agreement between Elecnor and the SUSI Energy Efficiency Fund (SEEF) on the financing of a portfolio of energy efficiency projects worth EUR 14 million.

It is the second such transaction negotiated by Elecnor.

The total value of the two transactions is EUR 26 million.

This financing system will cover public lighting projects in Castile-La Mancha, Castile-Leon, Madrid, Galicia and Asturias.

**CO<sub>2</sub>**  
The projects will save  
**8,700**  
tonnes of CO<sub>2</sub>  
emissions annually

  
A total value of  
EUR  
**26**  
million



## Negotiation of a financing agreement via the Group's wind subsidiaries

The companies controlled by Enerfín, the Elecnor Group's wind energy promotion and operation subsidiary, Aerogeneradores del Sur and Galicia Vento, have signed a EUR 55 million multi-credit loan without shareholder recourse to finance their 54.4 MW and 128 MW wind farms located in Andalusia and Galicia respectively.

The securing of this funding for the two wind farms, which have been in operation since 2005, is testament to their good condition, which is largely the result of the effective management of their operation and maintenance.

The funds obtained by the Elecnor Group will help to finance its expansion plans in the wind generation sector in Spain and international markets.

KEY PROJECTS WON  
IN THE FIRST HALF

key projects

## Key projects won in the first half



### A new power concession in Chile in which EUR 248 million will be invested

Celeo Redes Brasil, an Elecnor subsidiary, and the Dutch pension fund APG will build, operate and maintain the facilities.

The concession was awarded by the Agencia Nacional de Energía Eléctrica (ANEEL).

The project consists of:

- 414 km of 500 kV and 230 kV lines
- the construction of three new substations with a total power transformation capacity of 4,200 MVA
- extension work on four existing substations

The project, located in the states of Piauí and Ceará, will carry the power generated by the new wind facilities on the coast of the states of Maranhão, Piauí and Ceará.

Elecnor will carry out the EUR 215 million turnkey contract (EPC) associated with this investment.



Investment of  
EUR 248  
million



### EUR 181 million contract for six solar PV plants in Brazil

Award to Celeo Redes.

The project, which will be built on a turnkey basis (EPC) by Elecnor, also includes an evacuation substation and a 500 kV connection line.

The plants will be in the state of Piauí.



179.8  
MW



190,000  
Brazilian  
households



Investment of  
EUR 181  
million



## A second 100-MW wind farm in Mauritania

Elecnor will be responsible for the engineering, construction and start-up

The contract also includes a substation and the medium-voltage line.

A further 11-year operation and maintenance services contract was also signed.



Turnkey contract  
(EPC)



100  
MW



EUR 122  
million



## Growth in Jordan with a fourth wind farm

Elecnor will be responsible for the engineering, supply, construction and start-up of the facilities.

The contract also includes construction of a 120-MVA substation.

It is the fourth wind farm built by Elecnor in Jordan.



Turnkey contract  
(EPC)



100  
MW



## 66 MW of wind power in Panama

Elecnor will be responsible for the engineering, supply, construction and start-up of a wind farm.

The contract also includes 2 substations, for evacuation and interconnection with the national grid, and a 230 kV transmission line.

It is the first wind farm built by Elecnor in Panama



66  
MW





## Electrification of the Medina del Campo – Salamanca - Fuentes de Oñoro high-speed line in Spain

Award of the construction and maintenance contract for the electrification of the Medina del Campo-Salamanca-Fuentes de Oñoro line.

Execution of the associated substations and autotransformer centres, power remote control and overhead high-voltage lines.



## Renewal of contracts with Telefónica and Orange in Spain

The following contracts have been renewed with Telefónica for the 2018-2020 period:

- Provision of the customer loop service
- Fibre optic network construction projects

The following contracts have been renewed with Orange for the 2018-2019 period:

- Construction of the fixed and mobile network
- Engineering and construction of the FTTH network
- Maintenance and customer connections





OTHER KEY PROJECTS  
COMPLETED IN THE FIRST  
HALF OR IN PROGRESS

completed

# Other key projects completed in the first half or in progress



## The largest solar PV plant in Australia

Execution of the first two phases of the Bungala Solar project. Bungala One and Bungala Two

A project undertaken by Enel Green Power and Dutch Infrastructure

Turnkey contract (EPC)

275 MWp

AUD 362 million



## A new wind farm in the Dominican Republic

Engineering, supply, construction and start-up of the Larimar II wind farm

Turnkey contract (EPC)

483 MW

USD 89.1 million



## Electricity transmission project in Brazil

Engineering, supply and construction of the transmission project that will link the Xingú and Tapajós substations

Awarded by Equatorial Energia, one of the major players in the country's power transmission market

EUR 177.5 million



## Solar PV plant in Chile

Construction of the Til Til plant: the engineering, supply, assembly and start-up of the plant and the high-voltage evacuation infrastructure via a GIS substation connected with a high-voltage line

  
115  
MWp

  
USD  
117.2  
million



## Two solar PV plants in Bolivia

Construction of the Uyuni and Yunchará plants  
The country's main clean energy project

  
65  
MW

  
EUR  
65,4  
million



## Two biomass plants in Portugal

Design, engineering, supply of equipment, construction, installation and start-up of two biomass power plants in Viseu and Fundao

Construction of the evacuation line for the Fundao plant and the substation associated with the Viseu facility

Each has a power capacity of 15 MW and is powered by woodfuel

EUR  
78  
million 

The plants will save **CO<sub>2</sub>**  
88,400 tonnes of CO<sub>2</sub>  
emissions annually



### Al Rajef wind farm in Jordan

The entire engineering of the project, construction of the wind farm, the medium-voltage power and communications network and the complete substation, including its start-up

Promoted by Green Watts Renewable Energy, a subsidiary of Alcazar Energy, which develops renewable energy generation projects across the Middle East

Turnkey contract (EPC)

EUR 131 million



### Laúca hydroelectric power plant in Angola

Coordination and performance of the electro-mechanical assembly work

This will be the country's largest power plant when it comes on stream

2,073 MW

EUR 144 million





## Continuation of the framework contracts with major utilities

In the domestic arena, the framework contracts with Iberdrola, Endesa and Viesgo were renewed

In the international market, the relationships with Scottish Power in Scotland and with Enel Green Power for several Italian regions were strengthened



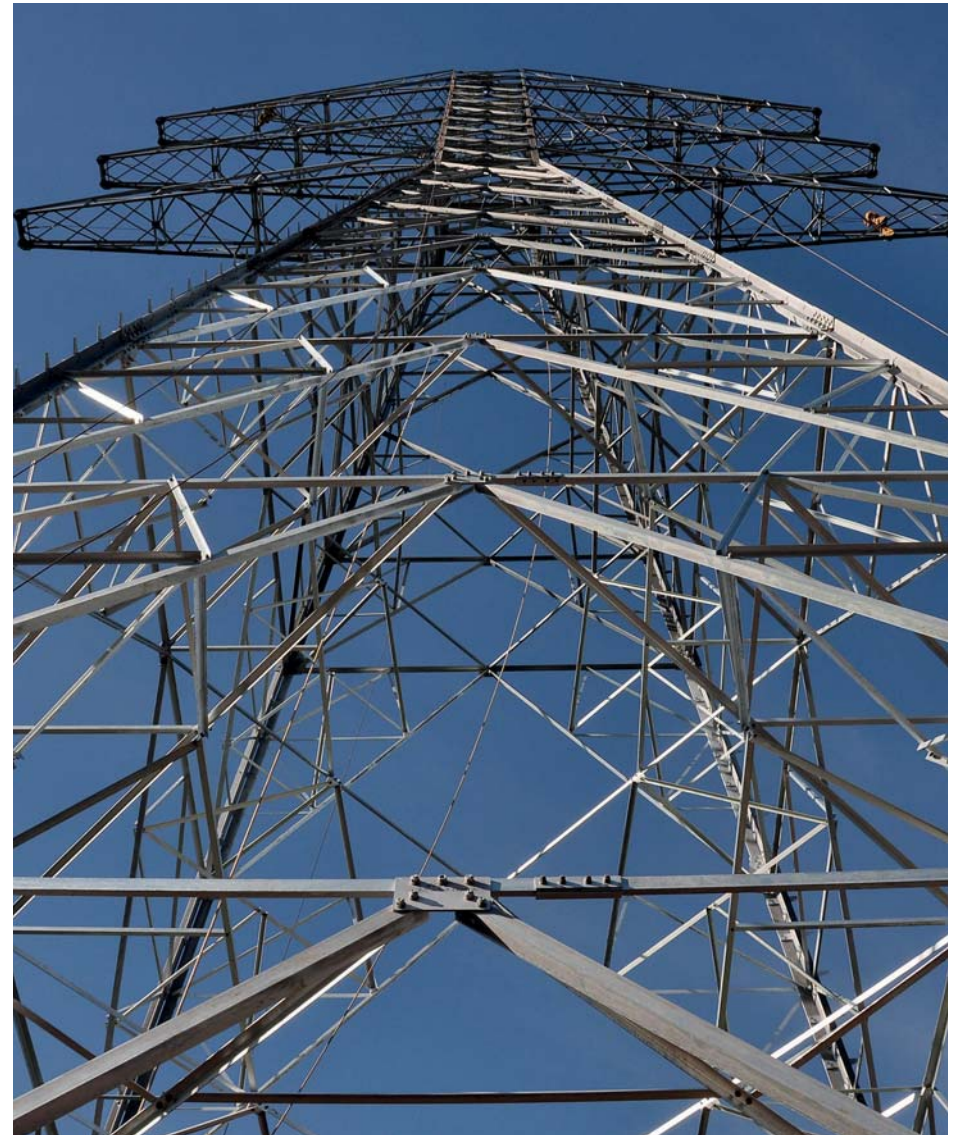
## A new wind farm in the Canary Islands

Supply, installation, start-up and maintenance of the Teguisse I wind farm

Promoted by Insular de Aguas de Lanzarote, a 100% publicly-owned company

9.2  
MW 

Estimated output of  
28,605  
MW/year



ABOUT  
ELECNOR

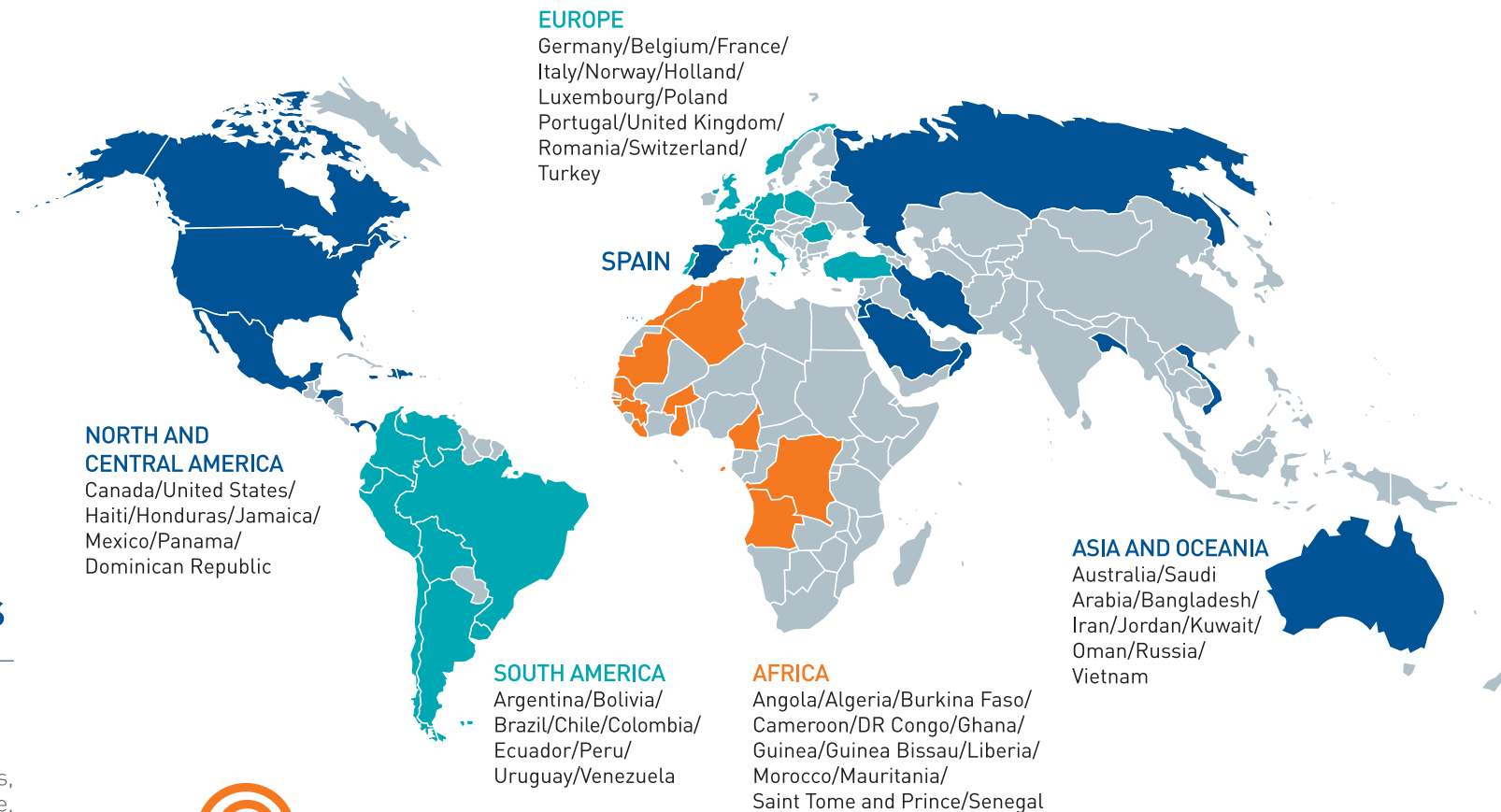
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# About Elecnor

**Elecnor is a global company with sales in 53 countries and two core businesses**

**Infrastructure:** execution of engineering, construction and services projects, with a particular focus on the electricity, power generation, telecommunications and systems, installations, gas, construction, maintenance, environmental and water, railway and space industries.

**Concessions:** operation of services through investment in power transmission systems, wind and solar thermal energy, and other strategic assets.





[www.elecnor.com](http://www.elecnor.com)

