







#### **ECONOMIC RECOVERY**

#### The foundations of sustainable growth

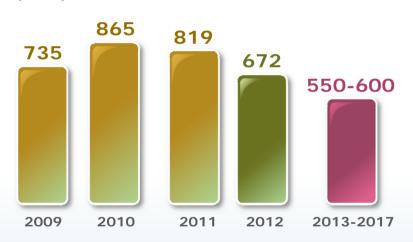
- 1 Company rationalisation: Increasing competitiveness.
- ? Rebalancing the current account balance.
- 3 Structural reform: employment, financial and public sector.
- 4 Excellent infrastructure network and basic equipment.



#### **IMPROVEMENT OF TRANSMISSION GRID**

#### **Annual investment**

(€mn)



## Enhanced grid in service in 2012

- ♦ 860 km of new lines.
- ♦ 188 new positions.
- ♦ 4,820 MVA increase in transformer capacity.
- Mainland-Balearics link.

Transport grid more interconnected and integrated with increased service quality.



#### IMPROVED GRID ON THE ISLANDS

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# Asset improvement plan

- ◆ Facilities renovation and upgrade programme (MAR project).
- Bringing up to the company's quality standards.

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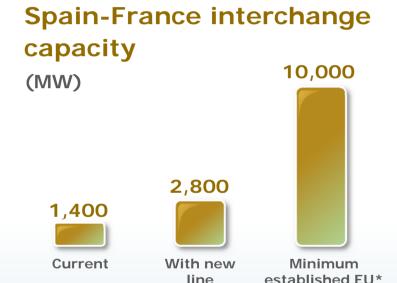
◆ Improved service quality in 2011 and 2012.

# High capex

- Need for structural development of the grid.
- **♦** €125-150 million per year investment (2013-2017).
- Main project: Mallorca-Ibiza interconnection.



#### INTERNATIONAL INTERCONNECTIONS



## **New interconnection** with France

- Doubling of current interchange capacity.
- ◆ Increasing security of supply for the Iberian system.

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 Increased support for integration of renewables.

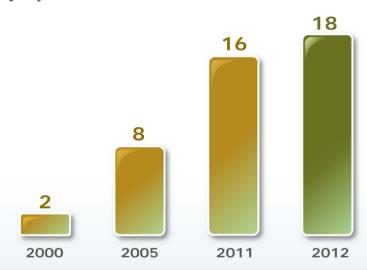
Outlook to 2020: Study of a new interconnection from the Basque Country through the Bay of Biscay.

<sup>\* 10%</sup> of installed capacity.



#### INTEGRATION OF RENEWABLE ENERGY

## Wind generation/demand (%)



#### Other renewable energy data

- ◆ For the 4th consecutive year almost a third of demand (32 % in 2012) met by renewables.
- ♦ 64 % record coverage of instantaneous demand with wind energy (24/09/2012).
- ◆ 17,056 MW: a new record for instantaneous wind production (06/02/2013).



A world-class centre for integration of renewable energy.



#### 2012: A CHALLENGING YEAR

#### Regulation

- ◆ One year delay in collection of remuneration for assets commissioned.
- ♦ €45 million cut in revenues.
- A change to the index for updating revenues: core CPI at constant tax rates.

#### Capex

- Ending of accelerated depreciation.
- Paralysation of new investment authorisations until approval of a new Infrastructure Plan.

#### **Bolivia**

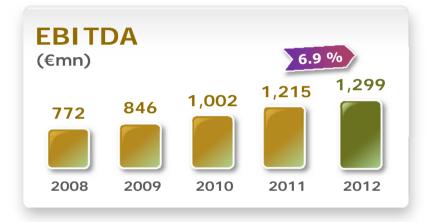
- ◆ Nationalisation of Transportadora de Electricidad, S.A. (TDE) in May 2012.
- Claim for fair compensation.



#### **KEY CONSOLIDATED DATA**

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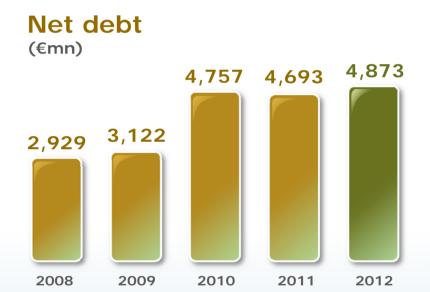








#### FINANCIAL STRENGTH



	2011	2012
Leverage	72 %	71 %
Average cost	3.7 %	3.8 %
Net debt/EBITDA	3.9 x	3.8 x

#### **Credit rating:**

One notch above Spain's rating.

BBB Standard & Poor's Baa2 Moody's

Our financial strength forms a solid foundation for pursuit of our future business objectives.



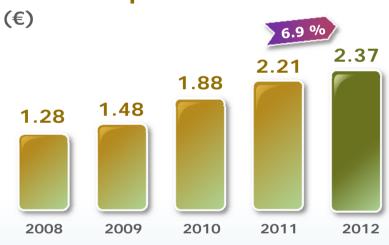
#### SHAREHOLDER RETURNS

Stock market performance 2012 (%)

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Dividend per share



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**Pay-out: 65 %** 



#### CORPORATE RESPONSIBILITY AND GOOD GOVERNANCE

#### **Highlights**

Equal opportunities at work

- ♦ Over the last 5 years: 28 % more women in the workforce, and 50 % more female managers.
- 36 % of Board members are women.

# Committed to the environment

#### Climate change strategy

- ◆ Greater integration of renewable energy.
- ◆ Control of pollutant emissions → Offsetting emissions with the REE Forest.

#### **Preserving biodiversity**

- Protection of habitats and species.
- Working with local authorities to fight fires.
- ◆ Fostering projects that protect biodiversity.



#### CORPORATE RESPONSIBILITY AND GOOD GOVERNANCE

#### New corporate governance practices implemented

Counterweight measures/separation of functions of the chief executive and Chairman.

◆ Creation of the Coordinating Independent Director.

Reinforcing the independence of Board committees.

- Committees made up of external directors (majority independent).
- Chaired by independent directors.

Increased transparency in Board compensation.

- ◆ New compensation structure for 2013.
- ♦ 5 % reduction compared to 2012 compensation. Frozen since 2007.

100 % compliance with the Unified Good Governance Code.



#### STRATEGIC OBJECTIVES

#### Main challenges

- ◆ To achieve optimum electrification of the country.
- ◆ To continue developing the grid (Peninsula and islands).
- ◆ To continue boosting international interconnections.
- **◆** To foster energy storage in the electricity sector.
- ◆ To promote the development of smart grids and the super-grid.
- ◆ To boost energy-efficiency measures.

Key factors for more efficient and sustainable future energy supplies.



#### 2013-2017 FINANCIAL OBJECTIVES

- Profit: 6-8 % compound average growth over the period.
- ◆ Dividend: increase in line with profits (Pay-out 65 %).
- **♦ Capex: €550-600 million per year.**

We will continue to focus on creating value and providing a safe, efficient and sustainable electricity supply for the country.