



# 2011 Results 2011-2015 Business Plan

**28 February 2012** 



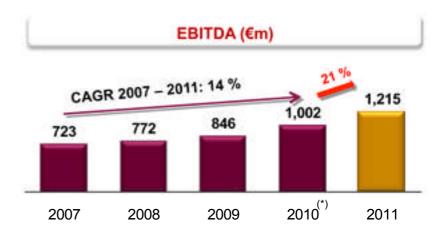
## Red Eléctrica's Achievements in 2011

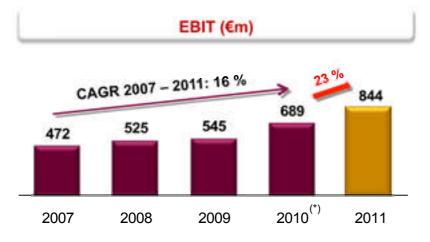
- Financial and operating results exceeded our targets
- Integration of assets acquired in 2010 progressing
- Capex in line with strategic objectives
- Record in the number of assets put into operation (more than 1,700km circuit)
   including the mainland to Baleares connection
- Bridge loan and 2012 maturities refinanced in the long term
- Consolidation of pay-out level in 65%

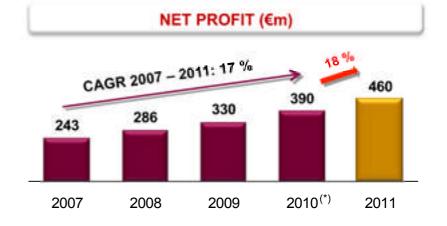


## **Results Summary**



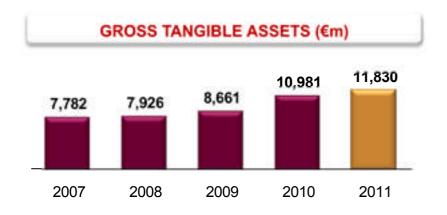


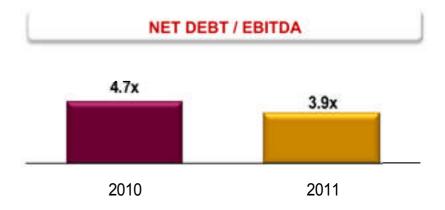


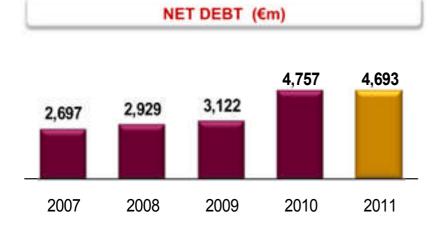




## **Financial Strength**







# 2010 2011 Leverage (D/D+E) 74 % 72 % Average Cost of Debt 3.2 % 3.7 % EBITDA / Interests 7.7 x 6.8 x

OTHER PARAMETERS



## **Key Strategic Initiatives**

PLAN AND INTEGRATION OF ASSETS ACQUIRED



OPERATING EXCELLENCE

INTEGRATION OF RENEWABLE ENERGY

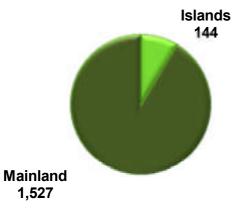
OPERATING EFFICIENCY & FINANCIAL STRENGTH



## 2012 Regulated Revenues

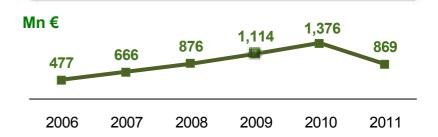


#### Mn€

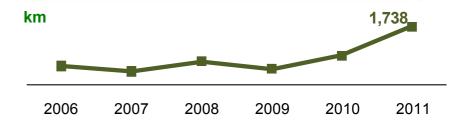


Source: Orden IET/3586/2011, 30 December in which access tolls are defined from 1 January 2012.

#### ASSETS UNDER CONSTRUCTION



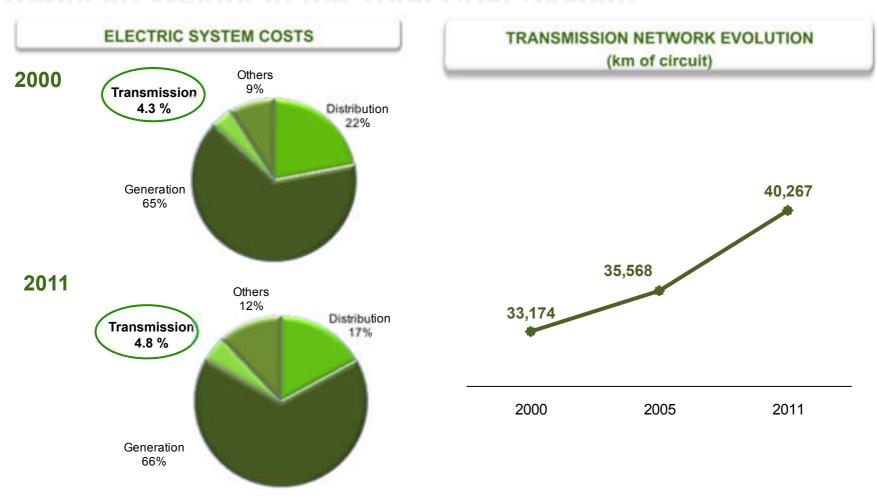




- High level of assets put into operation in 2011
- >12% growth in regulated revenues



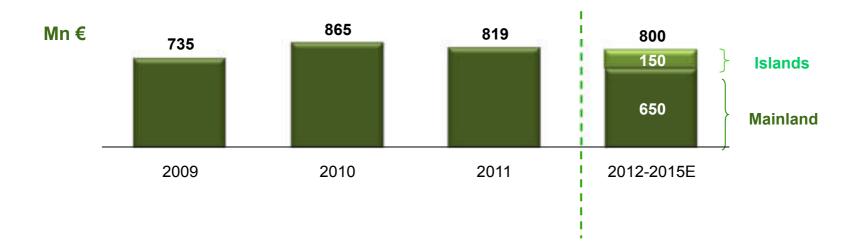




Electricity transmission regulated revenues have remained constant with a reduce weight over the last decade



## **Investments for 2011 and Coming years**



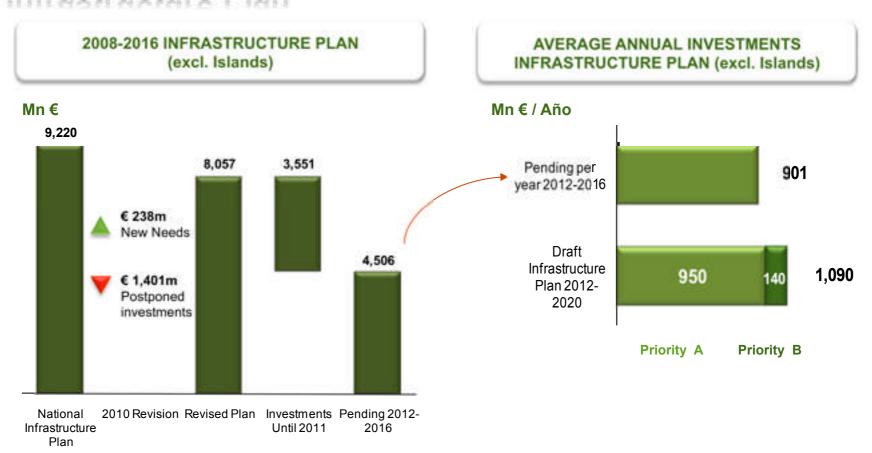
- Singular projects: East Spain France interconnection (€239m between 2012-2014), Spain -Portugal interconnection (€27m between 2012-2014)<sup>(1)</sup>, Islands interconnections<sup>(2)</sup> (€334m between 2012-2015)
- After the islands acquisition, investment levels in those systems will be €150m / year

<sup>(1)</sup> Andalucia - Algarve 2013 and Galicia - Oporto 2014.

<sup>(2)</sup>Interconnections: Mallorca – Ibiza, Ibiza – Formentera, Mallorca – Menorca and Fuerteventura – Lanzarote.



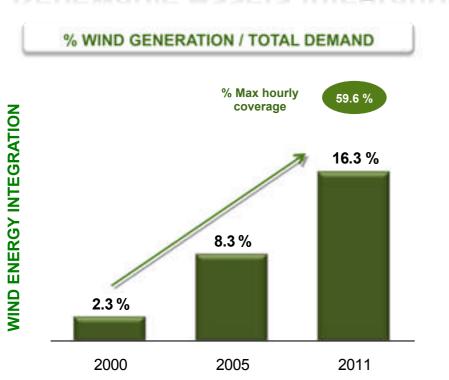
## Infrastructure Plan

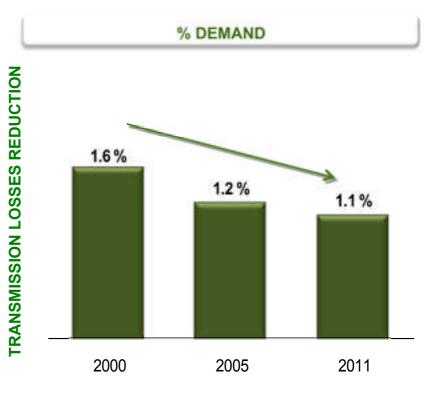


- 2008-2016 Plan revised to lower levels in November 2010 due to changes in the environment
- 2012-2020 Infrastructure Plan under revision and pending approval. Framework for investments from 2016 onwards



## Renewable Assets Integration



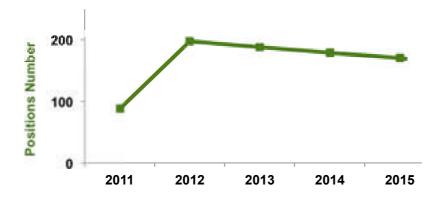


- Pre assigned power pending to put in operation: 2,412MW wind; 1,469MW solar thermoelectric; 592MW photovoltaic
- 2020 European objectives remain in place



## Integration of Assets Acquired in 2010

#### ADAPTATION PLAN



- Implementation finalised in Islands: 13 working centres; 80 employees
- 100% of facilities acquired to be remotely controlled
- Start of adaptation of facilities to the Company's quality standards: extended at 6%



## **Operating Efficiency**

2011 EBITDA

Margin

- 2011 EBITDA Margin improvement, reaching 74% of revenues
- Economies of scale due to a higher volume of assets in 2010
- Purchasing improvement of goods and services
- Structure costs restrained and progress in the information systems development

Improvement
Objective Met

2012-2015

**EBITDA** 

Margin

- Lower margin 2012 due to integration costs
- Margin recovery in the following years
- Continued improvements in operating efficiency will compensate assets integration

Consolidation of 2011 levels



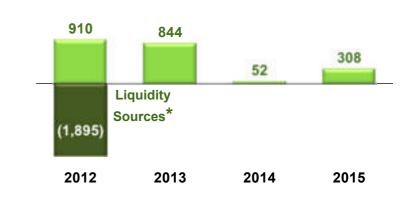
## Refinancing and Debt Maturity

#### MAIN REFINANCINGS

### DEBT MATURITY SCHEDULE

#### Mn€

Instrument	Eurobond	Eurobond	Eurobond	Eurobond
Date	September 2010	February 2011	April 2011	February 2012
Size	€500m	€600m	€300m	€250m
Maturity	October 2016	February 2018	April 2020	April 2020
Yield	3.6%	4.8%	4.9%	4.5%



- Conservative financial policy, providing long term refinancings with attractive terms
- Strong liquidity position allows to face upcoming maturities in the following years

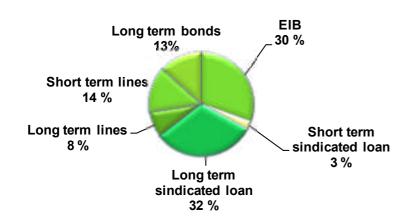
<sup>\*</sup> Liquidity as of 31 December of 2012, adding the €250m bond issued 13 February of 2012.



## **Liquidity Sources and Rating**

#### LIQUIDITY SOURCES

#### S&P AND MOODY'S RATING EVOLUTION



		Red Eléctrica	Kingdom of Spain
2007	S&P	AA-	AAA
	Moody's	A2	Aaa
2012	S&P	A+	А
	Moody's	A2	A3

- Red Eléctrica maintains a positive credit rating. Today the company has a credit rating higher than the Kingdom of Spain (by Standard & Poor's and Moody's)
- The Company's financial strength has allowed to issue debt in the market at a lower cost than the Spanish treasury



## **2012-2015 Objectives**

Net Income	<b>CAGR</b> ≥ 12%	
Dividend	Growth in line with net income (payout 65%)	
Investment	€800m / year	







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## Presentation available in:

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