



H1 2019 - January-June Results presentation

30th July 2019

2 | Disclaimer



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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

- Operationally, H1 marked by:
 - Weak hydro generation output in Spain
 - EPC business – SLR settlement comfortably offsets lower volumes in Large Construction Projects and back-end loaded ramp-up of new water contracts
 - Energy – over 1GW of assets under construction and reinforcing our 7.5GW pipeline
 - Robust EPC backlog – very successful period in terms of new awards underpinning future results
- Strong underlying bottom line growth
- Net debt stays flat relative to Q1 2019
- Sydney Light Rail (SLR) global settlement and monetisation of ATLL litigation rights – major milestones for ACCIONA
 - Positive outcomes achieved in complex/challenging situations
 - Significant reduction in uncertainty and risk

4 | ACCIONA: Key figures

	H1 2019 (€m)	% Chg. vs H1 2018
Revenues	3,570	+1.3%
EBITDA	659	+6.6%
EBITDA <i>like-for-like</i>	623	+16.6%
EBT – ex. corp. transactions	256	+57.2%
Attributable net profit	155	-16.5%
Attributable net profit – ex. corp. transactions	155	+54.4%

	H1 2019 (€m)	H1 2018 (€m)
Total Net Investment ⁽¹⁾	701	513
Net Financial Debt ⁽²⁾	4,738	4,612

(1) Total Net Investment includes investments in Property Development inventories. In H1 2018 it also included amounts reflecting the share buyback programme

(2) Including IFRS16 liability, Net Debt amounted to €4,951m

5 | Group: Investment by division

Total Investment breakdown

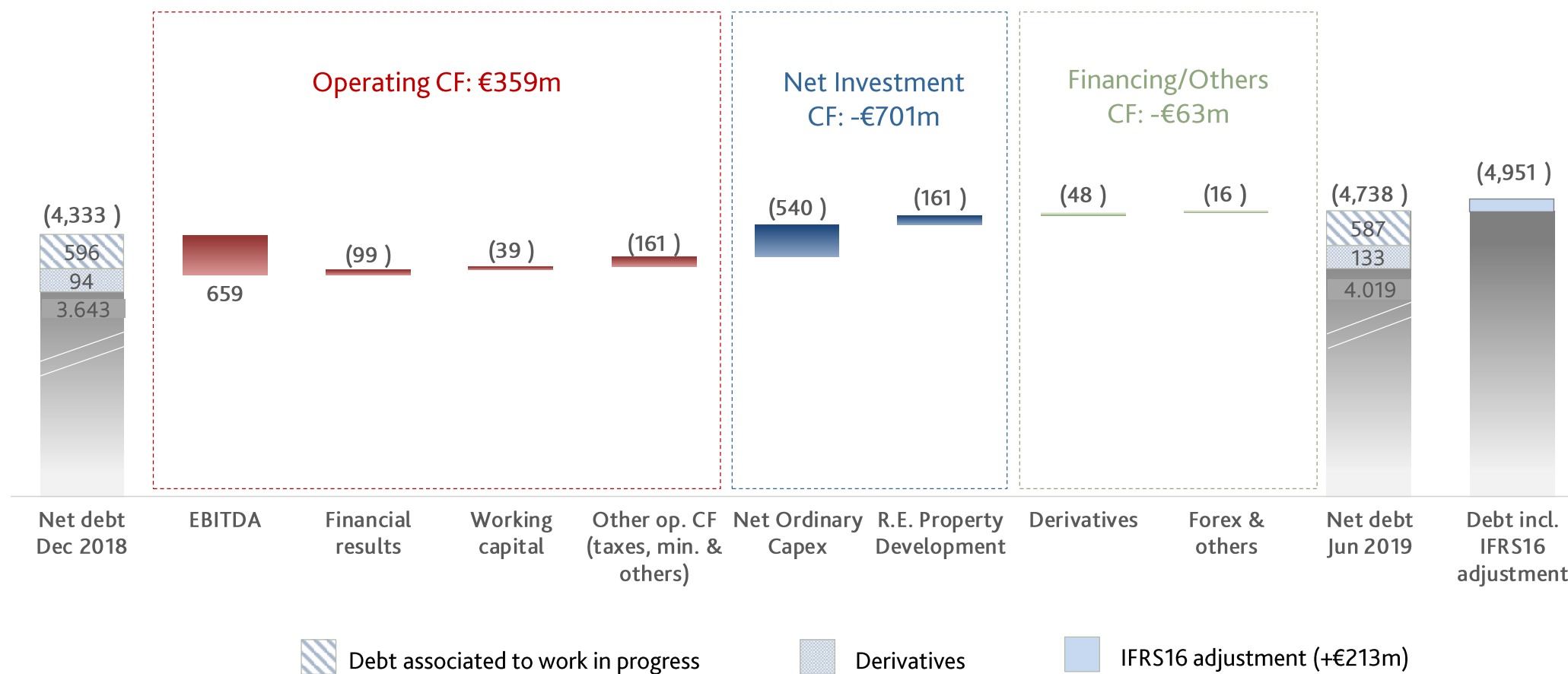
(Million Euro)	Jan-Jun 19	Jan-Jun 18
Energy Infrastructure	196	225
Civil, Social & Water Infrastructure	350	74
Construction & Industrial	26	16
Concessions	288	-3
Water	6	22
Service	30	39
Other Activities	-6	32
Net Ordinary Capex	540	331
R.E. Property Development	161	58
Share buy-back	0	125
Total Net Investment	701	513

Key highlights

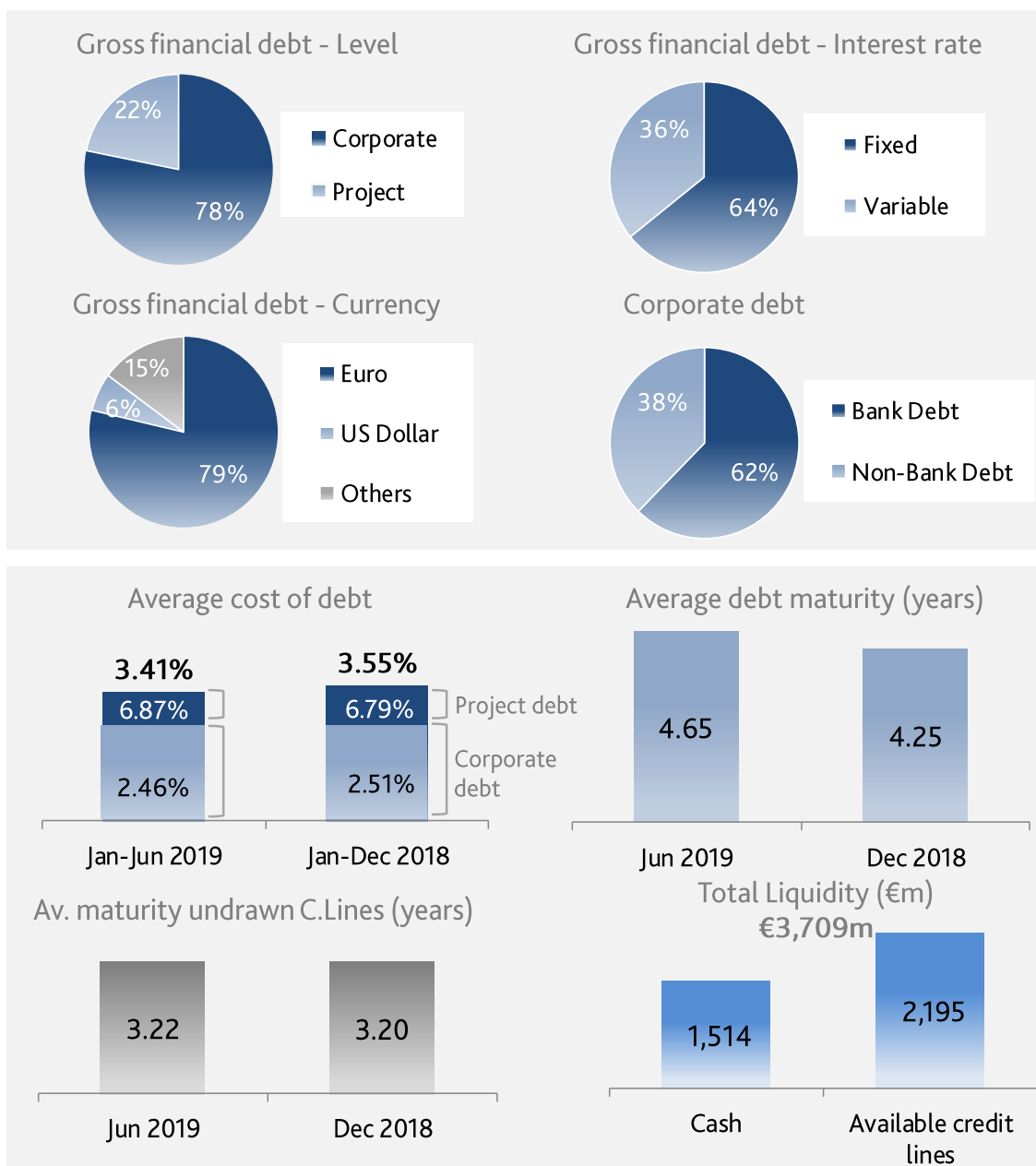
- Energy investment mainly related to:
 - Windfarms: Palmas Altas y La Chalupa (USA), Santa Cruz (Mexico), San Gabriel (Chile) and Mortlake (Australia)
 - PV facilities: Almeyda (Chile) and final equity contribution for Puerto Libertad (Mexico)
- The investment in the Infrastructure division during the period includes €281m in the Sydney Light Rail concession after reaching a global settlement with the client with respect to this project
- Property Development includes the one-off acquisition of landmark “Mesena” development project in Madrid
- Vast majority of capex represents discretionary growth investments

6 | Group: Net debt evolution

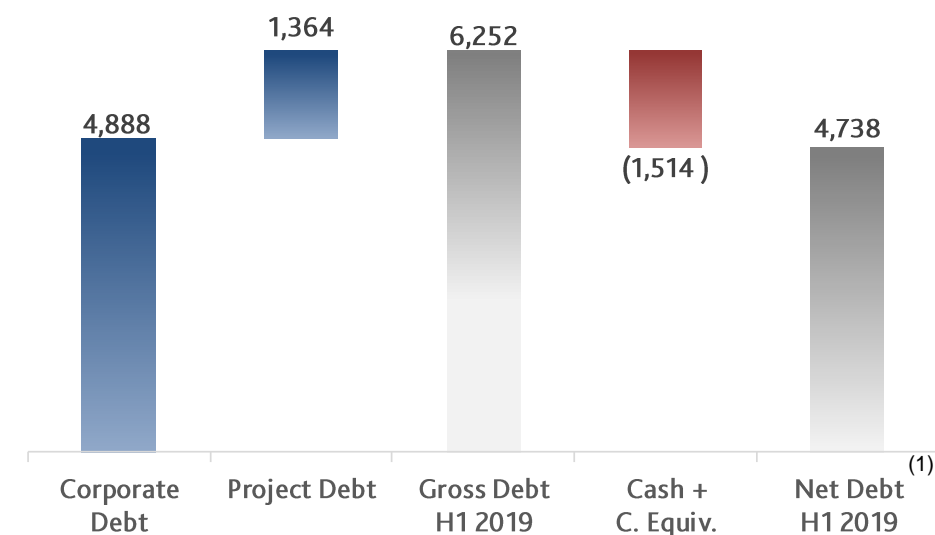
Net debt reconciliation H1 2019 (€m)



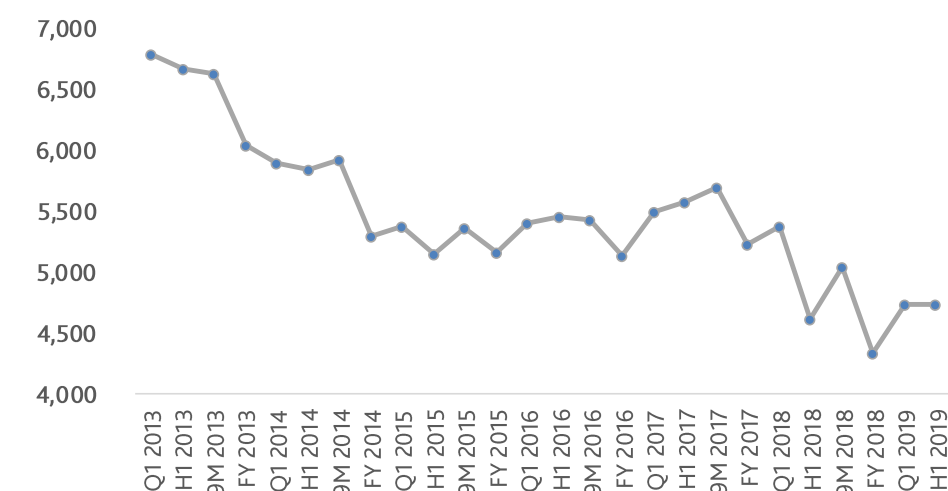
7 | Group: Net financial debt & liquidity overview



Net financial debt breakdown by nature (€m)



Net financial debt Evolution (€m)



⁽¹⁾ For FY 2019 Net Debt / EBITDA ratio calculation purposes, we will adjust the numerator by including the balance sheet IFRS 16 liability (€213m as of H1 2019)

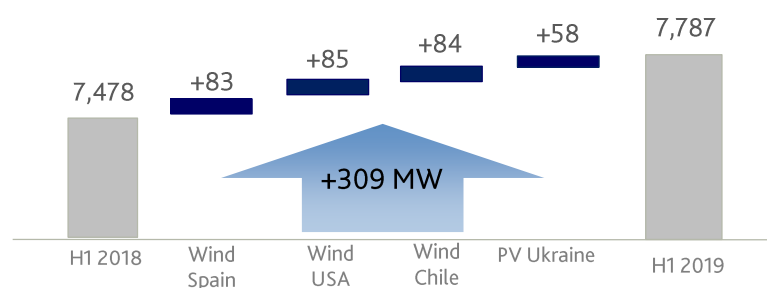
8 | Energy business



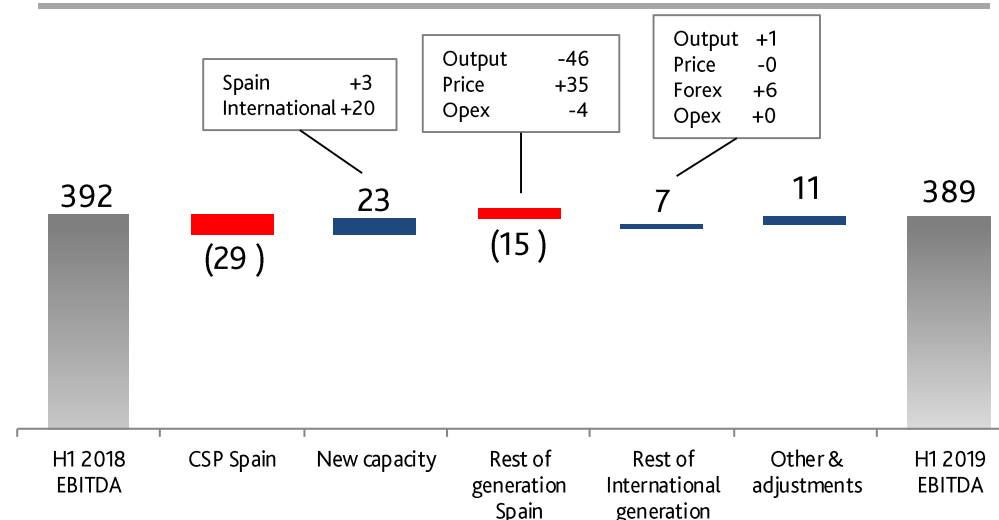
Key figures

(Million Euro)	Jan-Jun 19	Jan-Jun 18	Chg.	Chg. (%)
Generation Spain	410	465	-55	-11.8%
Generation International	330	272	58	21.2%
Other & Adjustments	296	286	9	3.2%
Revenues	1,035	1,023	12	1.2%
Generation Spain	213	254	-41	-16.3%
Generation International	207	180	27	15.2%
Other & Adjustments	-32	-43	11	25.7%
EBITDA	389	392	-3	-0.8%
<i>Generation Margin (%)</i>	<i>56.8%</i>	<i>59.0%</i>		

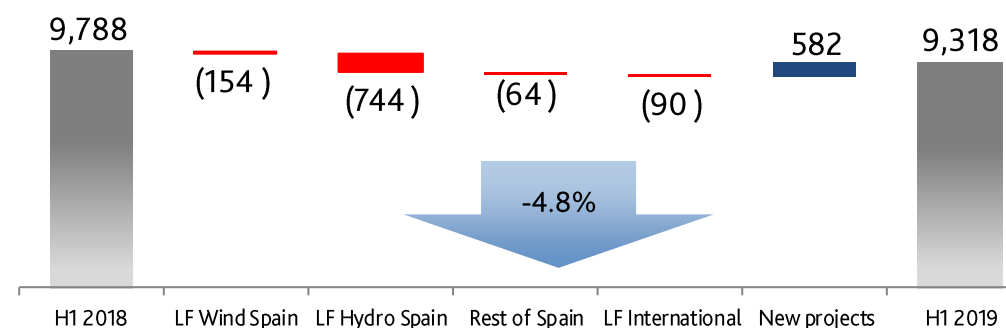
Consolidated capacity variation (MW)



EBITDA evolution (€m)



Consolidated production (GWh)



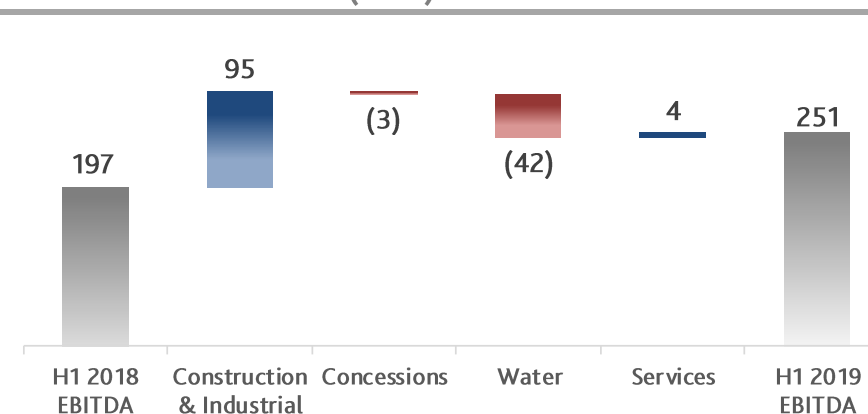
Flattish headline EBITDA affected by the disposal of CSP (€29m contribution in H1 2018).
 Like-for-like EBITDA growth of 4.8% driven by contribution from new assets and higher achieved prices in Spain that compensate the weak hydro production

9 | Infrastructure business

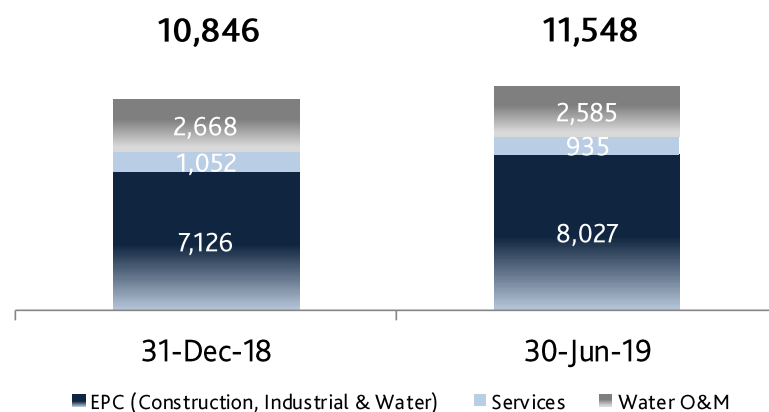
Key figures

(Million Euro)	Jan-Jun 19	Jan-Jun 18	Chg.	Chg. (%)
Revenues	2,465	2,329	136	5.8%
EBITDA	251	197	54	27.5%
Margin (%)	10.2%	8.5%		

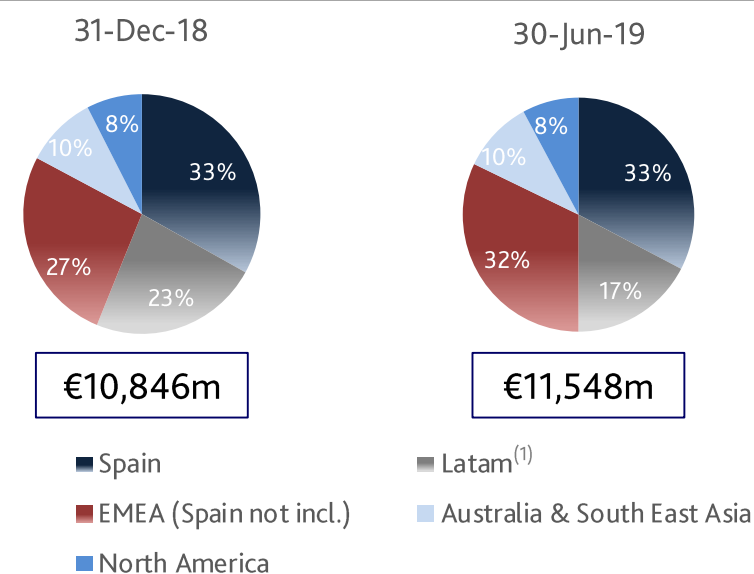
EBITDA evolution (€m)



Backlog by activity (€m)



Backlog by country



(1) Mexico included in Latam

10 | Infrastructure business

Key figures by business line

(Million Euro)	Jan-Jun 19	Jan-Jun 18	Chg.	Chg. (%)
<u>Construction & Industrial</u>				
Revenues	1,759	1,624	135	8.3%
EBITDA	201	106	95	90.2%
Margin (%)	11.5%	6.5%		
<u>Concessions</u>				
Revenues	40	56	-15	-27.9%
EBITDA	21	24	-3	-13.2%
Margin (%)	52.8%	43.9%		
<u>Water</u>				
Revenues	289	304	-15	-4.9%
EBITDA	13	56	-42	-75.9%
Margin (%)	4.7%	18.3%		
<u>Services</u>				
Revenues	390	359	31	8.5%
EBITDA	15	11	4	38.2%
Margin (%)	3.9%	3.1%		

Key highlights by business line

- **Construction & Industrial:** positive impact of Sydney Light Rail settlement more than compensates for the lower volume in large higher-margin International projects
- **Concessions:** decrease in Revenues and EBITDA is mainly explained by the sale of Rodovia do Aço last year
- **Water:** results affected by the early termination of the ATLL concession from 1 March 2019, as well as from the slower start of new water projects recently awarded (Middle East mainly)
- **Services:** Revenues and EBITDA growth with increased contribution of Facility Services

11 | Property Development

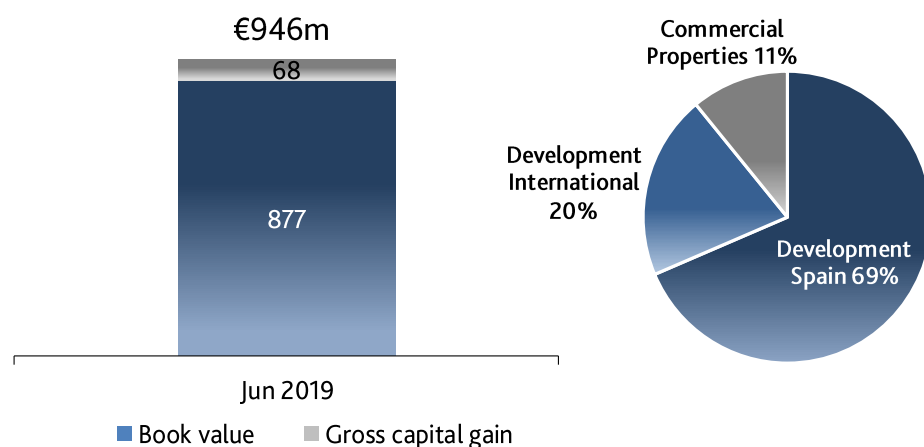
Key figures

(Million Euro)	Jan-Jun 19	Jan-Jun 18	Chg.	Chg. (%)
Revenues	56	15	41	281.5%
EBITDA	-9	-4	-5	-125.9%
Margin (%)	-16.4%	-27.7%		

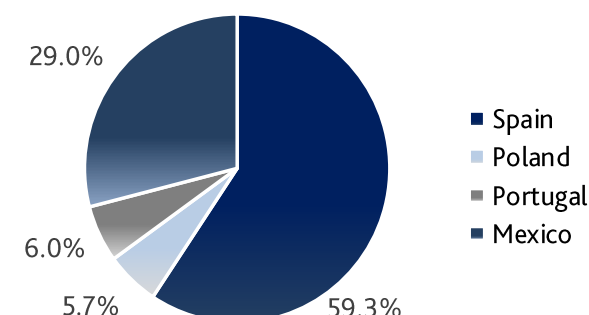
Key highlights

- Revenues increase due to the delivery of 279 residential units during the semester, although margin reflected in Q4 2018 due to appraisal valuations at year-end for these projects
- At the end of the period, the company had around 1,500 residential units on the market, corresponding to 24 new developments and product ready-to-deliver in Spain, Mexico and Poland
- The company has a stock of land ready-to-build in the short and medium term to develop approximately 4,500 residential units (including those already on the market)

GAV breakdown – estimated as of June 2019



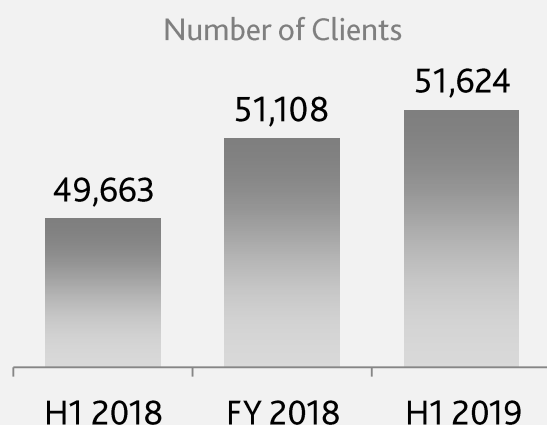
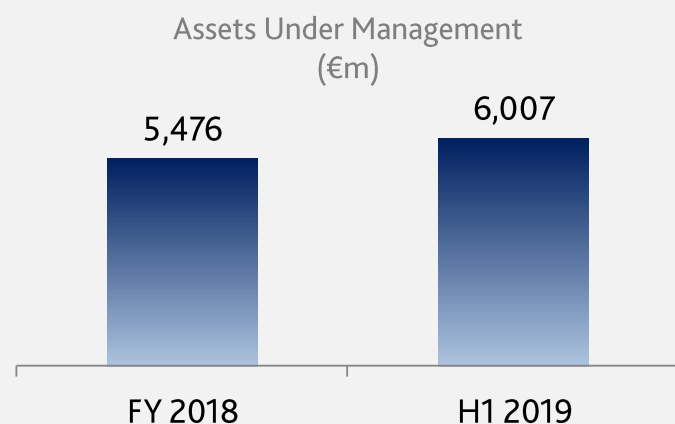
Stock of land ready-to-build short/medium term⁽¹⁾



⁽¹⁾ Based on forecast unit prices

Key figures

(Million Euro)	Jan-Jun 19	Jan-Jun 18	Chg.	Chg. (%)
Revenues	48	52	-4	-7.0%
EBITDA	31	34	-3	-9.3%
Margin (%)	64.2%	65.9%		



Key Highlights

- Slightly lower contribution from Bestinver on slightly lower average AUMs (€5,978m vs €6,251m in H1 2018)
- AUMs stood at €6,007m as of end of June 2019 (relative to €5,476m as of December 2018) on the back of net inflows and performance
- Acquisition of Fidentiis – reinforcing Bestinver's position as leading independent financial services firm in Spain:
 - Fidentiis is one of the most renowned equity franchises in the Spanish market, operating also in Portugal and Italy
 - Strategy – maintain focus on asset management and expansion of Bestinver's range of services with equity analysis and brokerage, capital markets and mergers & acquisitions
 - Increasing Bestinver's talent pool
 - Enhancing institutional client base
 - This transaction is subject to the approval of CNMV, and is expected to be completed by the end of 2019

13 | Closing remarks

Energy - higher achieved prices in Spain and new operating assets broadly offset EBITDA impact of sale of CSP and low hydro output. 1GW of assets under construction

Infrastructure - Sydney settlement drives operating result. Strong growth in backlog

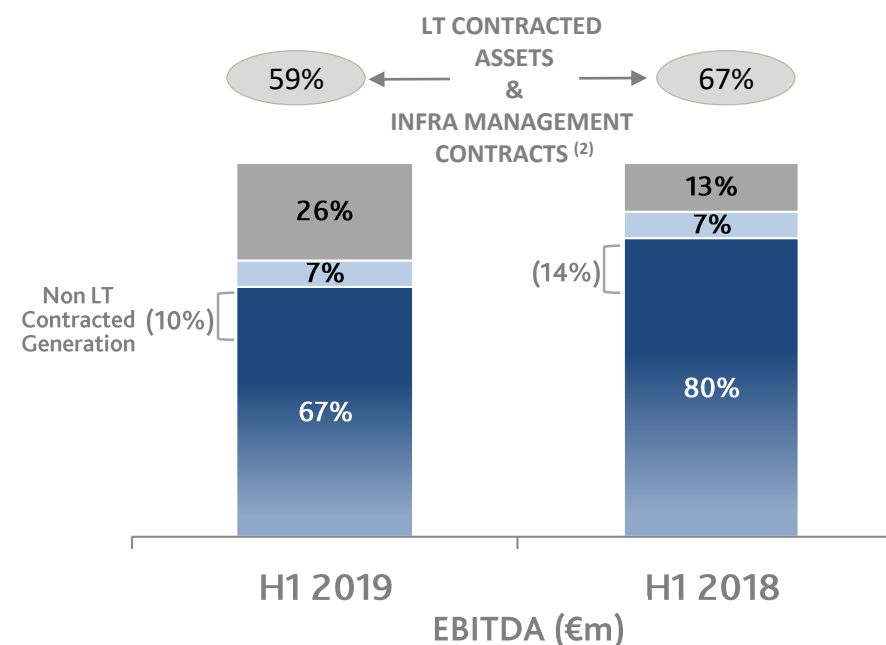
Resolution of Sydney Light Rail and ATLL as major positive developments for ACCIONA

On track to deliver full year guidance

Appendix

15 | ACCIONA: EBITDA by type of activity

(Million Euro)	Jan-Jun 2019	Jan-Jun 2018
Renewable Generation	420	434
Infrastructure Concessions - Trans., Social & Water	41	81
Long-term Asset Business	461	516
Infrastructure Services	17	12
Financial Services	31	34
Services Business	48	46
Greenfield Infrastructure - EPC	199	109
Renewable Energy Development	-11	-21
Property Development	-9	-4
Greenfield Development Business	179	84
Corporate & other	-29	-27
Total ACCIONA	659	618
LT asset business as % of total EBITDA ⁽¹⁾	67%	80%
LT contracted assets & infra.mngt.contracts as % of total EBITDA ⁽¹⁾⁽²⁾	59%	67%



⁽¹⁾ Percentages are calculated on EBITDA before consolidation adjustments, corporate costs & others

⁽²⁾ Renewable Generation excluding Non LT Contracted + Infrastructure Concessions + Infrastructure Services

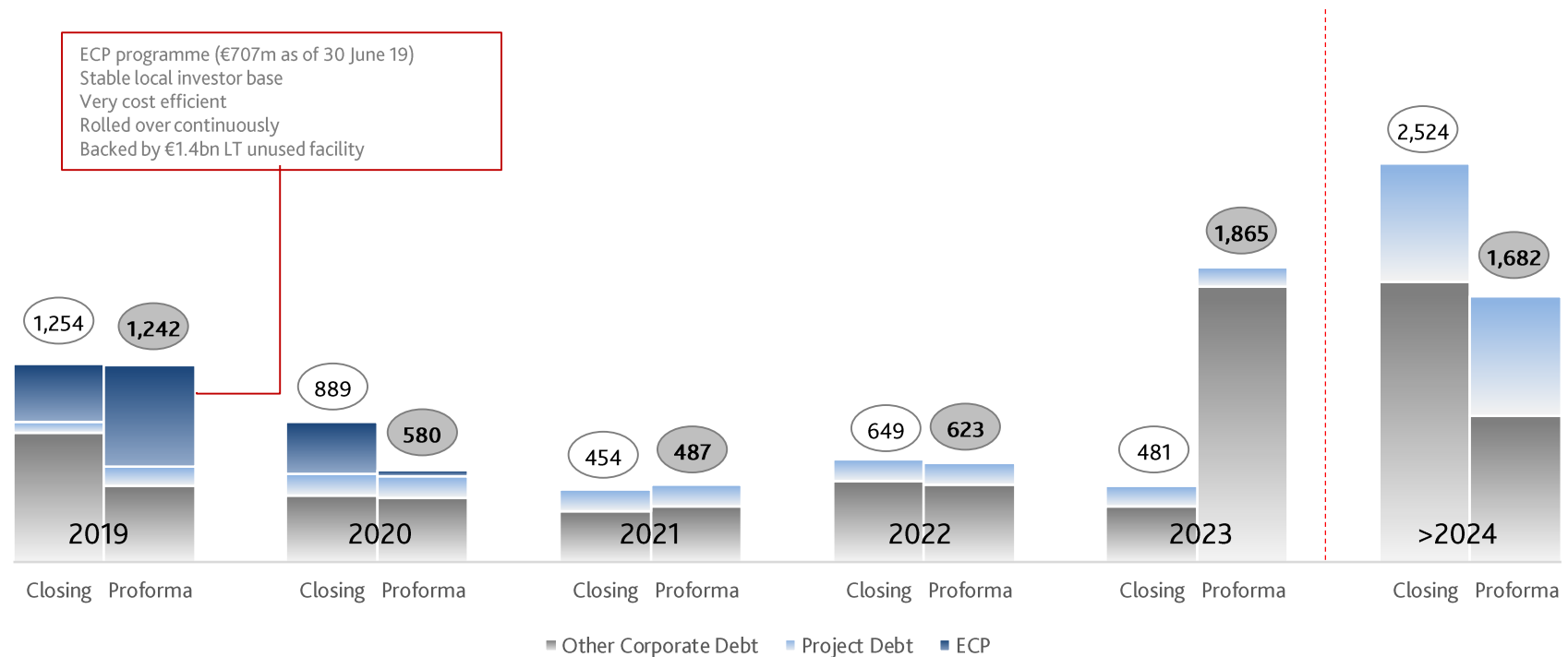
16 | ACCIONA: Perimeter and IFRS16 effects

Total Group (€m)	H1 2019	H1 2018	Chg. (€m)
Revenues	3,570	3,525	44
CSP	0	43	-43
Rodovia	0	15	-15
ATLL	22	81	-59
Trasmediterránea	0	160	-160
Total perimeter variations	22	299	-277
IFRS16	0	0	0
Revenues (like for like)	3,548	3,226	321

Total Group (€m)	H1 2019	H1 2018	Chg. (€m)
EBITDA	659	618	41
CSP	0	29	-29
Rodovia	0	5	-5
ATLL	10	46	-35
Trasmediterránea	0	4	-4
Total perimeter variations	10	84	-73
IFRS16	25	0	25
EBITDA (like for like)	623	534	89

17 | ACCIONA: Debt maturity breakdown

Gross debt maturities (€m) – H1 2019 Proforma for €675m ESG syndicated loan



18 | Energy: Installed capacity

MW	Installed MW			
	Total	Consolidated	Eq accounted	Net
Spain	5,681	4,456	593	5,036
Wind	4,740	3,516	593	4,098
Hydro	876	876	0	876
Solar PV	3	3	0	3
Biomass	61	61	0	59
Internacional	4,170	3,331	358	2,793
Wind	3,071	2,869	48	2,111
CSP	64	64	0	43
Solar PV	1,035	398	310	639
Total	9,851	7,787	952	7,829



19 | Energy: Equity-accounted generation capacity

	H1 2019 (proportional figures)				
30-Jun-19	MW	GWh	EBITDA	NFD	Average COD ⁽¹⁾
Wind Spain	593	716	32	113	2005
Wind International	48	63	4	-2	2005
Australia	32	42	3	-1	2005
Hungary	12	15	1	-1	2006
USA	4	6	0	0	2003
Solar PV	310	83	14	68	2017
Total equity accounted	952	862	51	179	

(1) Average COD weighted per MW














20 | Energy: H1 2019 installations and WIP

MW added and under construction

Technology	Country	Asset name	% ANA stake	Total MW	Consol. MW	Net MW	MW added YTD	MW const. Jun 2019	MW start Const. 2019	Expected COD	Details
Wind	Chile	San Gabriel	100%	183	183	183	84	99	-	Q2 2020	PPA with Discoms + Private PPA
Wind	USA	Palmas Altas	100%	145	145	145	85	60	-	Q3 2019	Financial hedge + PTC + Merchant
PV	Chile	Almeyda	100%	62	62	62	-	62	-	Q1 2020	Private PPA
PV	Chile	Usya	100%	64	64	64	-	-	64	Q3 2020	Private PPA
Wind	Chile	Tolpán	100%	84	84	84	-	84	-	Q3 2020	PPA with Discoms + Private PPA
Wind	Mexico	Santa Cruz	100%	138	138	138	-	-	138	Q4 2020	Merchant
Wind	Mexico	San Carlos	100%	198	198	198	-	-	198	2021	Merchant
Wind	Australia	Mortlake	100%	158	158	158	-	158	-	Q4 2020	PPA with State of Victoria
PV	Ukraine	Gudzovka	75%	26	26	20	-	26	-	Q2 2020	FIT
PV	Ukraine	Arcyz	75%	18	18	14	-	18	-	Q2 2020	FIT
Wind	USA	Chalupa	100%	198	198	198	-	-	198	Q4 2020	Financial hedge + PTC + Merchant
Total				1,274	1,274	1,263	169	507	598		
Consolidated							169	496	598		
Net							169	496	598		

21 | Energy: Wind drivers by country

Wind prices⁽¹⁾ (€/MWh) and Load factors (%)

		H1 2019		H1 2018		Chg. (%)
		Av. price (€/MWh)	LF (%)	Av. price (€/MWh)	LF (%)	Av. price (€/MWh)
	Spain Average	74.7	26.3%	66.6	27.8%	12.2%
	<i>Spain - Regulated⁽²⁾</i>	<i>86.0</i>		<i>77.1</i>		
	<i>Spain - Not regulated</i>	<i>52.0</i>		<i>44.4</i>		
	Canada	57.8	31.4%	56.5	32.8%	2.2%
	USA ⁽³⁾	27.3	34.6%	27.6	40.3%	-1.2%
	India	52.9	21.9%	52.8	20.7%	0.3%
	Mexico	63.3	37.6%	65.7	36.2%	-3.7%
	Costa Rica	99.7	66.8%	94.8	68.7%	5.2%
	Australia	68.9	30.5%	59.1	34.8%	16.6%
	Poland	87.0	31.1%	67.8	26.7%	28.3%
	Croatia	109.0	35.8%	107.4	33.5%	1.5%
	Portugal	109.4	28.3%	108.9	26.5%	0.5%
	Italy	130.5	20.8%	136.4	18.3%	-4.3%
	Chile	103.2	23.0%	91.8	26.4%	12.5%
	South Africa	79.7	28.8%	82.1	31.6%	-2.9%






⁽¹⁾ Prices for consolidated MWs

⁽²⁾ Prices include regulatory incentive and any adjustments due to the application of the banding mechanism

⁽³⁾ 216MW located in the US additionally receive a "normalized" PTC of \$24/MWh

22 | Energy: Other technologies drivers by country

Other technologies (€/MWh) and Load factors (%)

		H1 2019		H1 2018		Chg. (%)
		Av. price (€/MWh)	LF (%)	Av. price (€/MWh)	LF (%)	Av. price (€/MWh)
Hydro						
	Spain	57.7	23.8%	54.6	43.2%	5.6%
Biomass						
	Spain	149.4	81.0%	147.1	75.1%	1.6%
Solar Thermoelectric						
	USA	176.2	20.2%	162.7	22.0%	8.3%
Solar PV						
	South Africa	159.1	25.2%	164.1	23.4%	-3.1%
	Chile	67.0	19.6%	78.7	15.3%	-14.8%

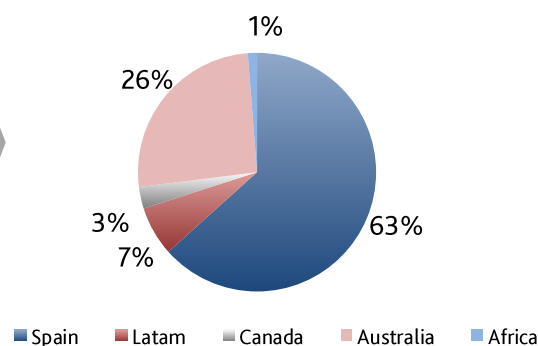
23 | Infrastructure: Concessions



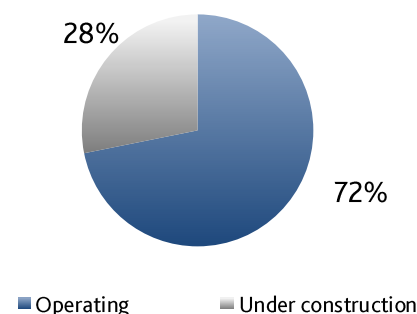

	Road	Rail	Canal	Port	Hospital	Water	TOTAL
# of concessions	7	2	1	1	5	52	68
Proportional EBITDA H1 2019 (€m)	29	3	1	0	16	27	71
Consolidated EBITDA H1 2019 (€m)	19	0	0	0	7	13	35
Average life (yrs)	30	21	30	30	28	26	27
Average consumed life (yrs)	11	5	13	14	8	12	9
Invested capital ¹ (€m)	513	360	77	18	346	266	1.601

By region

Invested capital
(€1,601m)



By degree of construction

	Equity	Net debt
Infrastruc.	529	806 ²
Water	134	133 ³
Total	663	939

Note: For construction concessions EBITDA and invested capital include -€5m and €22m 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 concessions accounted by the equity method (€588m)

⁽³⁾ Debt figure includes net debt from water concessions accounted by the equity method (€94m)



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