ACCIONA

A world leader in Infrastructure and Renewable Energy

ACCIONA GROUP

BUSINESS UNITS

ACCIONA Energy

RENEWABLE ENERGY
ACCIONA Energy is the world's leading energy company focusing solely on renewables, with 10,000MW installed in 20 countries.

ACCIONA Infrastructure

CONSTRUCTION
ACCIONA Construction has cutting-edge technology to develop and deploy the most advanced construction materials and the most sustainable construction methods.

WATER
ACCIONA Agua delivers water services to a total 70 million people in 20 countries across the globe.

INDUSTRIAL
ACCIONA Industrial has 60 years of experience in the design, construction and supervision of industrial energy projects in a variety of technologies such as solar, hydroelectric, oil & gas, biomass, and fossil fuels.

SERVICES
An integrated ancillary services offering ranks high among ACCIONA's priorities in its efforts to help businesses and institutions to free-up resources, reduce overheads, make their work processes more efficient and reliable and raise their quality levels.

ACCIONA IN FIGURES

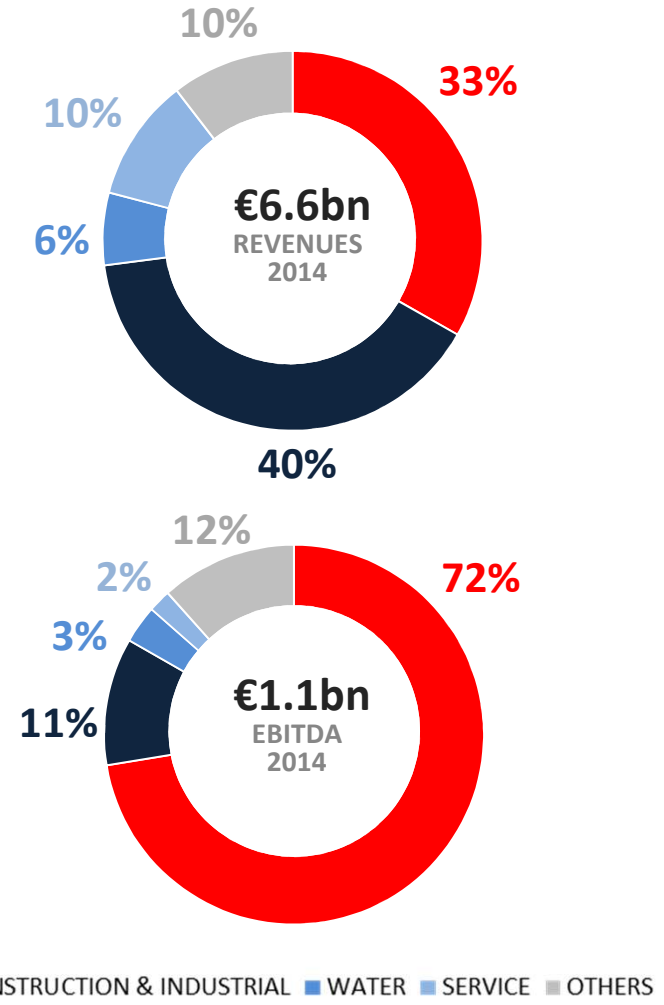
A SUSTAINABLE BUSINESS MODEL

+30,000 employees

Present in more than **30** countries, on all **5** continents

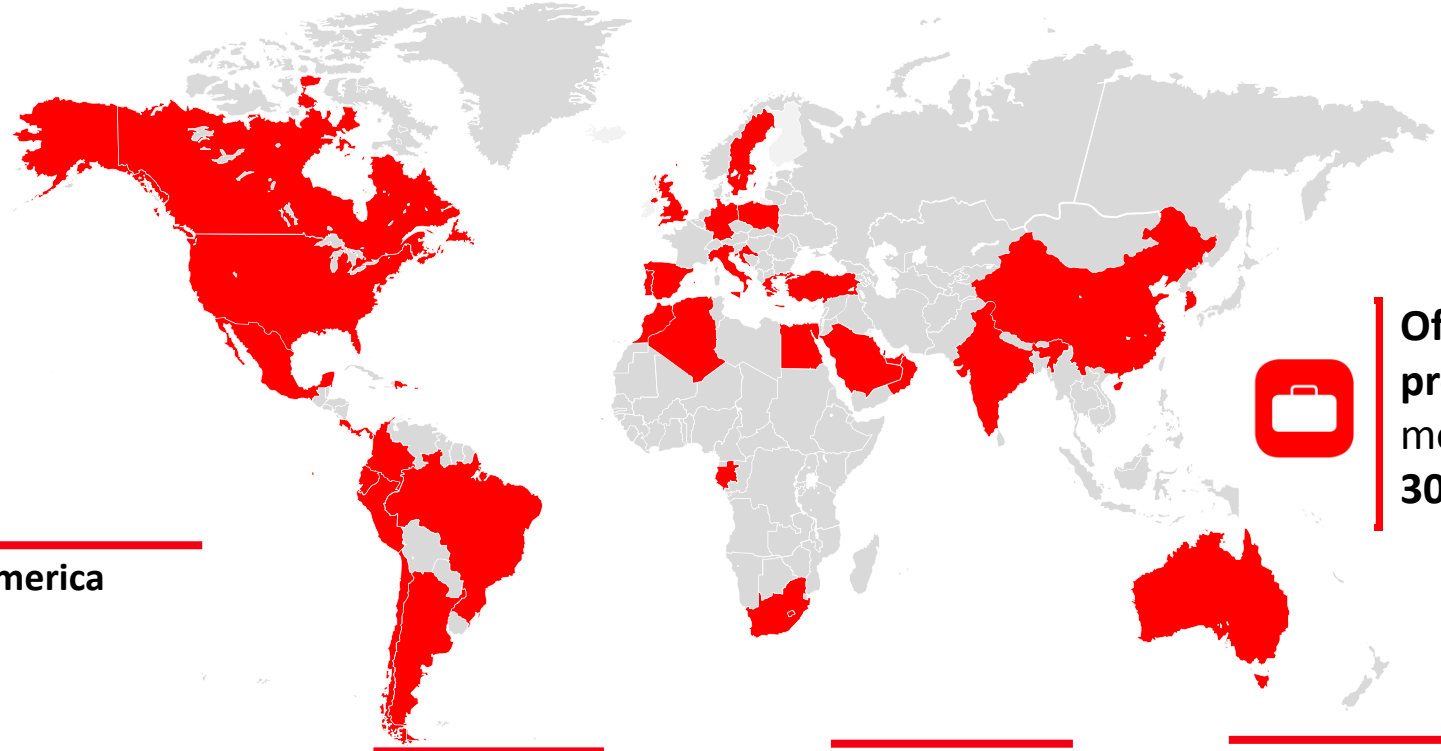
+100 years of history

60% family-held



ACCIONA in the World

INTERNATIONAL EXPERTISE



Offices and projects in more than **30 countries**

North America

- Canada
- USA
- Mexico

Latin America

- Brazil
- Chile
- Colombia
- Peru
- Panama
- Dominican Rep.
- Costa Rica
- Ecuador
- Trinidad & Tobago
- Argentina

Europe

- Spain
- Poland
- Italy
- Portugal
- Sweden
- United Kingdom
- Greece
- Germany
- Croatia
- Turkey

Middle East & Africa

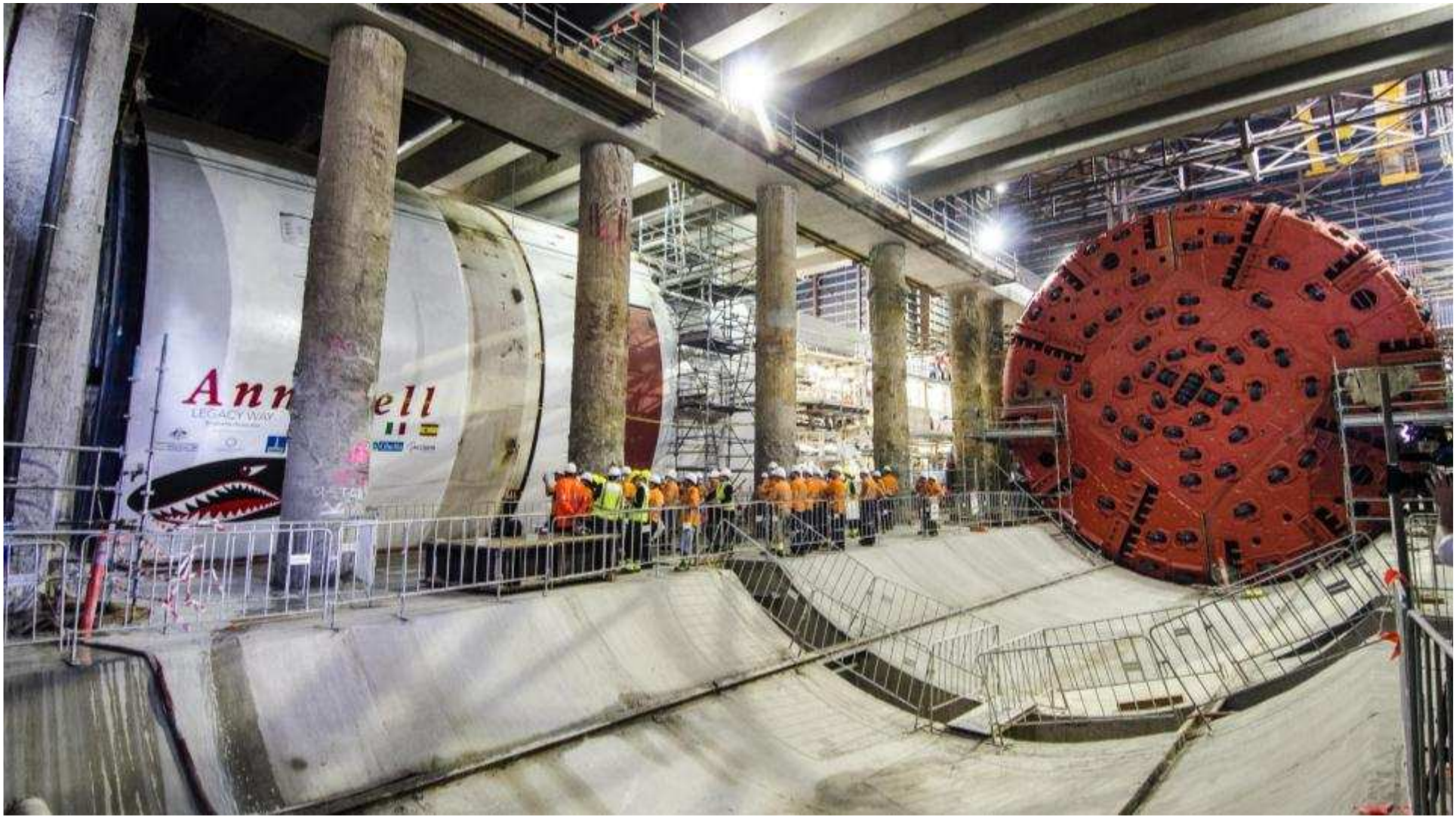
- UAE
- Morocco
- South Africa
- Saudi Arabia
- Algeria
- Egypt
- Gabon
- Cape Verde
- Oman

Asia & Oceania

- Australia
- India
- China
- South Korea

ACCIONA Infrastructure

A LEADER IN CONSTRUCTION, WATER, INDUSTRIAL AND SERVICES



ACCIONA Infrastructure

BUSINESS LINES

ACCIONA Construction

ROADS, BRIDGES AND SPECIAL STRUCTURES

A7

~€5.7 bn in contracted projects between 2008 and 2014

+ 1,700 km of roads built in past decade

+ 600 bridges, which have won international awards and world records

A5

"Arganzuela II" Footbridge, Spain

Beauharnois Bridge, Canada

Ting-Kau Bridge, China

Ruta 160, Chile

Diapositiva 7

A5 sugiero que las cifras sean en billion, not thousand million
el € va al principio
ACCIONA; 12/03/2015

A7 sugiero cambiar cifras a billion
ACCIONA; 12/03/2015

ACCIONA Construction

RAILWAYS AND TUNNELS

~€2.5 bn in projects contracted between 2008 and 2014

+2,700 km of High Speed Railways

+160 executed tunnels

+50 km in railway double track viaducts

Experience of +100 years in the construction of **+100 km** of metro

Legacy Way,
Australia

Nodo di Bologna,
Italy

Nudo de La Encina,
Spain

Pajares Tunnel,
Spain

ACCIONA Construction

PORTS AND HYDRAULIC PROJECTS

~€2.2 bn in contracted projects between 2008 and 2014

+60 ports

First offshore gas terminal in the world
(LNG Algeciras)

Largest dam in western Europe
(Alqueva Dam)

Ferrol Port,
Spain

Deep Lake Water,
Canada

Alqueva Dam,
Portugal

Dry Dock of Veracruz,
Mexico

ACCIONA Concessions

MANAGEMENT CAPABILITY IN PPP's

An accumulated **experience of 36 concessions**

Currently managing 22 projects in Spain, Canada, Mexico, Chile, Australia and Brazil.

Transport infrastructure: roads, tunnels, railways, ports and irrigation.

Social infrastructure: Hospitals and universities

Sidney LRT

Infanta Sofía Hospital, Madrid

Rodovia Federal BR393, Río de Janeiro

A-30 Highway, Montreal

ACCIONA Industrial

INDUSTRIAL

Engineering projects and EPC projects

Design and supervision of installations, **studies, technical assistance** in construction and **project management** through EPC

Civil, industrial and environmental engineering + **architectural** fields

Sectors of activity:

Solar CSP & PV Power Plants, Hydro Power Plants, Oil & Gas / LNG Terminals, Biomass and WtE Plants, Fossil-Fuel Power Plants, E&M Installations, Transport, Building and Architecture, Hydraulic, Ports and coasts, Industry & Energy, Environment, Geology & Geotechnics

Huelva LNG Terminal
Andalusia, Spain

Ouarzazate I CSP 160 MW
Morocco

ACCIONA Agua

GLOBAL SOLUTIONS FOR THE FULL WATER CYCLE

70 million people served.
More than 75 desalination projects around the world

Great capacity for the full water cycle management: **desalination, water treatment, drinking water treatment, operation and maintenance**

Desalination Plant of Sanvac Port, Adelaide Australia

Beckton Desalination Plant, London, UK

Atotonilco Waste Water Treatment Plant, México D.F.

Pedra Majore Drinking Water Treatment Plant, Cerdeña

ACCIONA Service

FULL RANGE OF SERVICES

~16,900 employees in 9 countries

+ 2,000 customers

ACCIONA covers three levels of service to clients both public and private

- **Individual Services**
- **Facility Services** (multi - services)
- **Facility Management** (management of the full range of services)

Presence in a wide range of sectors: Manufacturing, automotive, agribusiness and pharmaceuticals , health, tourism, energy, logistics and public administration.

Handling services in Frankfurt airport

Management of Infanta Sofía hospital, Madrid

Maintenance of Retiro park, Madrid

Industrial cleaning of Nissan factory, Barcelona

ACCIONA Energy

A WORLD LEADER IN RENEWABLES

ACCIONA Energy

RENEWABLE TECHNOLOGIES

- **A global company**: We are present in more than **20 countries around the world**.
- **Exclusive focus on renewables**: ACCIONA Energy is one of the world's largest independent renewable energy businesses.
- **Present across the entire value chain**: Proven reliability and customized solutions.
- **Clean power producer:** our energy production covers the needs of **6 million homes.**
- **A renewable energy pioneer with the longest experience**: **20 years** in a sector with many new actors.
- **+10.000 MW** in operation, both company-owned and third-party

Major presence in **five technologies (MW)**

	Wind	Photovoltaic	CSP	Hydro	Biomass	Total
Company owned	7,087	143	314	888	61	8,493
Customers	1,487	91	1			1,579
Total	8,574	234	315	888	61	10,072

ACCIONA Energy

WIND

7,087 MW installed
owned in 15 countries

200+ operational wind farms
with 6,000+ wind turbines

Over 17 TWh of production
annual average

€9.5 billion
accumulated investment

Krobai I Windfarm - Poland
33MW)

Oaxaca Wind energy Complex - México
(306MW)

Punta Palmeras Windfarm – Chile
(45MW)

Cathedral Rocks Windfarm - Australia
(66MW)

ACCIONA Energy

PHOTOVOLTAIC

Proven track-record in large-scale PV plants. Both for the company and for customers

46-MWp operational PV plant in Portugal, jointly with Mitsubishi Corp

94.3-MWp operational PV plant in S. Africa jointly with Aveng Group

24 MWp built in Australia for FRV

48 MWp awarded in Chile by third parties

Moura - Polrtugal
46MW)

Royalla – Australia
(24MW)

Shishen – South Africa
(45MW)

ACCIONA Energy

CSP

314 MW operational in 6 plants
5 in Spain and 1 in the USA

€1,400 m invested

650 GWh average annual output
equivalent to 170,000 homes

Strategic alliance with Mitsubishi Corp.
(15% stake in 4 Spanish plants)

Nevada Solar One – U.S.A.
64MW)

Majadas – Spain
(50MW)

Palma del Río II –Spain
(50MW)

Orellana – Spain
(50MW)

ACCIONA Energy

HYDROELECTRIC

888 MW installed
all 100% owned by the company

79 operational plants

Diverse technologies:
Run-of-the-river, with pond, reversible with pumping

2,000 GWh annual average production
equivalent to over 700,000 homes

IP dam – Spain
(89MW)

Biescas II – Spain
(61MW)

Eriste – Spain
(88MW)

Lanuza- Spain
(53MW)

ACCIONA Energy

BIOMASS

61 MW owned in service in 3 plants

Pioneers in southern Europe
Plant at Sangüesa, since 2002

400,000 t of raw material a year
Grassy, wood, and energy crops

400+ GWh of production per year

Source of local development in rural areas. Over 300 jobs with the operational plants

Sanguesa plant – Spain
(30MW)

Miajadas – Spain
(15MW)

Briviesca – Spain
(16MW)

ACCIONA Energy A2

WIND TURBINE MANUFACTURING

Reliable and robust machines
based on +15 years' experience
in O&M and knowledge
of 10 third-party technologies

3.0 and 1.5 MW platforms
with 98% of overall availability

Towers with hub height 60-137.5 m
made from steel or concrete

Over 6 GW sold in 18 countries

Nacelle assembly plant - Spain

Blade assembly plant– Spain

Nacellee assembly plant – Brazil

Generator assembly plant- U.S.A.

Diapositiva 21

A2 SHOULD THE HEADLINE BE ACCIONA WINDPOWER?
ACCIONA; 12/03/2015

ACCIONA IN AUSTRALIA

A STRATEGIC MARKET

ACCIONA AUSTRALIA IN FIGURES

+1.600* direct & indirect jobs created

Offices in: Melbourne, Adelaide, Brisbane and Sydney

Present since **2002**

With Renewable Energy, Water and Infrastructure projects

INFRASTRUCTURE

A$**5.7** billion

Projects awarded to ACCIONA during 2014

A$**5.5** billion

Projects currently under tender by ACCIONA

RENEWABLE ENERGY

A$**650** million

Invested in Australia since 2002

304.5 MW

Meeting the energy needs of 205.000 Australian households

* Subcontractors not included

ACCIONA AUSTRALIA

A STRATEGIC MARKET FOR ACCIONA

COMMITMENT

Our business

Australia was the first international market where ACCIONA established all three main business lines: **Construction**, **Water** and **Energy.**

Continuous growth

In 2014, Australia was ACCIONA's top growth market in terms of awarded contracts.

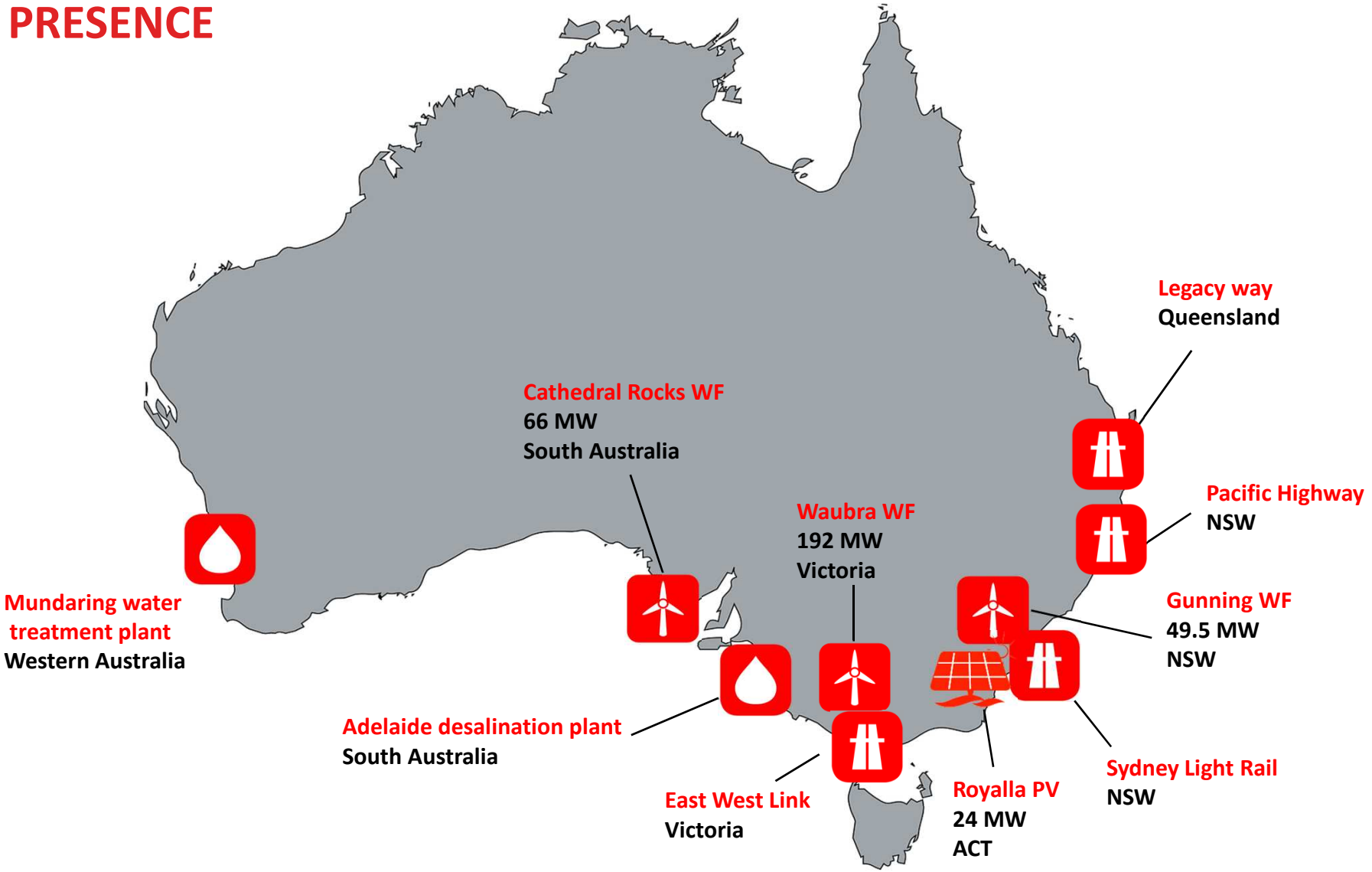
Sustainability

Until 2011, Australia was ACCIONA's second largest market in renewable energy projects, including wind and photovoltaic installations.

A8

ACCIONA AUSTRALIA

PRESENCE

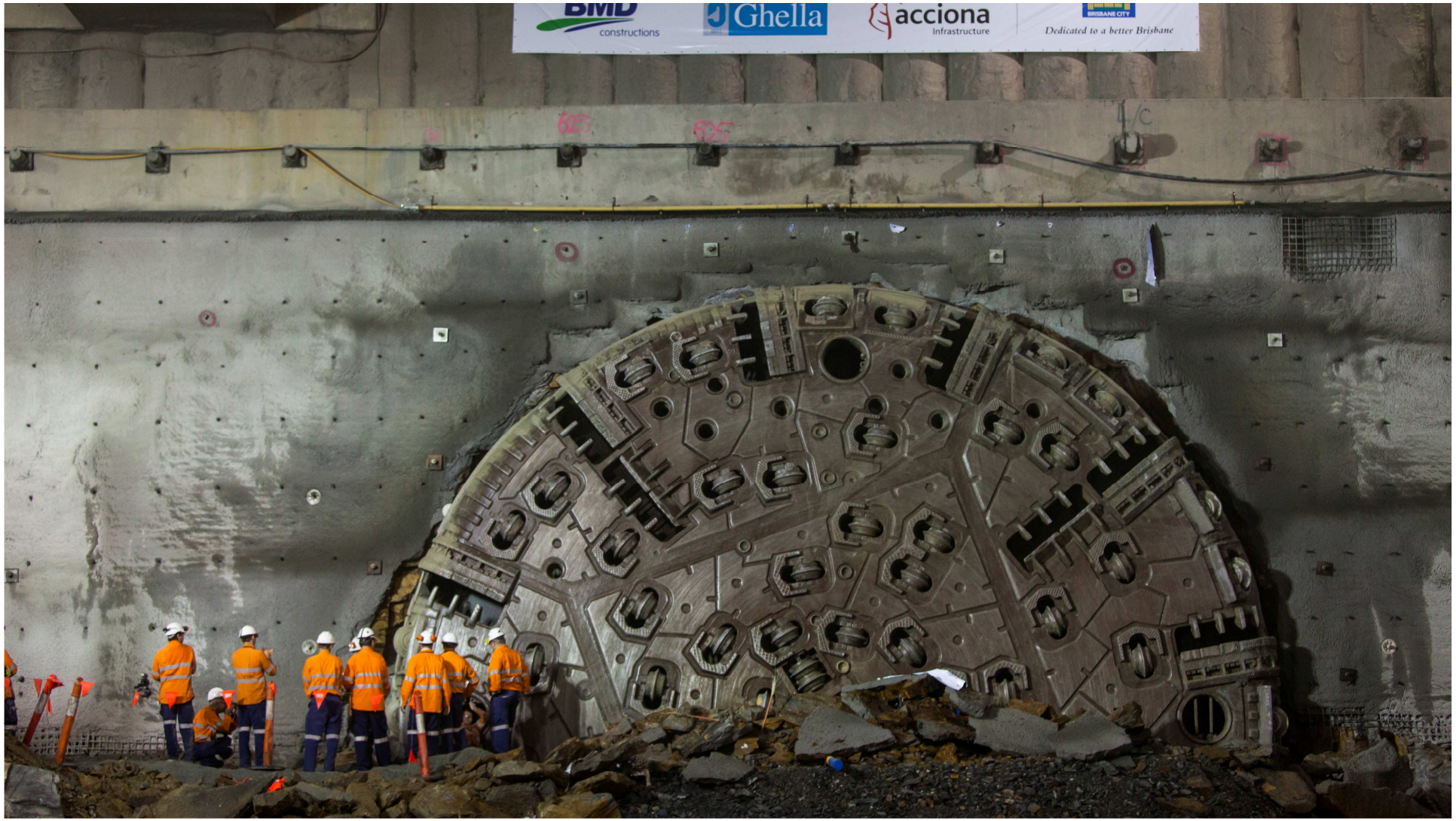


Diapositiva 25

A8 Creo que hay una carretera más en Queensland
ACCIONA; 12/03/2015

ACCIONA IN AUSTRALIA

INFRASTRUCTURE



ACCIONA INFRASTRUCTURE AUSTRALIA

THE AUSTRALIAN MARKET

INFRASTRUCTURE PLAN

A$50 billion

Australian Government's decision to invest A$50 billion in infrastructure will boost competitiveness

WHAT ACCIONA OFFERS

Expertise

- **100** years of experience
- One of the first Spanish groups to **go global**
- **Technological leadership** (e.g. Legacy Way project)
- **Access to international financial capital** and experience in structuring PPPs, with big cost savings in major projects
- **Sustainable approach** to minimize impacts

Global firm, Local partners

- Working with **local partners** for better delivery
- **Developing subcontractor partnerships** with small and medium sized Australian companies
- Wealth generation: Over 1.600* local jobs created

* Not counting subcontractor job creation

ACCIONA INFRASTRUCTURE

AUSTRALIAN PROJECTS

Legacy Way Tunnel, Queensland

- **A$1.5 billion** contract for the design, construction and 10 years O&M contract of a 4.6Km underground toll road in Brisbane. Includes two 4 Km twin tunnels and civil works with peak labor of 1,000 workers. Project status: final stages of construction.
- Broke daily, weekly and monthly **WORLD RECORDS for tunneling speeds:** 48m excavated in one day, 239.9m in one week and 818.89m in one month (30 days). First tunnel excavated in six and a half months as a result of machinery and logistics innovation.
- ACCOLADES: **Brisbane Lord Mayor's 2012 Award** for business innovation and **Major Tunneling Project of the year 2013**.

ACCIONA INFRASTRUCTURE

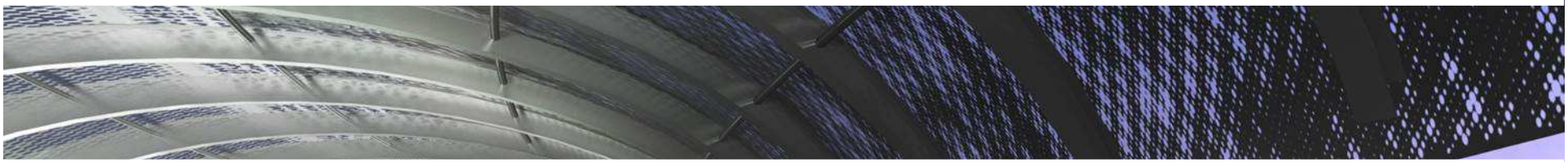
AUSTRALIAN PROJECTS

Pacific Highway upgrade.

- The project includes the design and construction of a **19.5km section** of Australia's busiest highway
- It includes the construction **of new bridge over the Nambucca** river at Macksville, new **twin bridges over Warrell Creek**, **and two new grade separated interchanges**.

ACCIONA INFRASTRUCTURE

AUSTRALIAN PROJECTS



East-West Link, Melbourne - Suspended

- **A$5.3 billion**
- **6.6 km eastern section, including twin 4.4km three-lane tunnels**
- **Would directly employ 3.700 people**

ACCIONA INFRASTRUCTURE

AUSTRALIAN PROJECTS

Sydney Light Rail, Sidney.

- PPP project valued in **A$2.1 billion**
- **49 months duration** commencing February 2015
- Design, construction and integration of the civil works of the **12 km** Light Rail route
- **19 stops**

ACCIONA INFRASTRUCTURE

AUSTRALIAN PROJECTS

Seawater Desalination Facility, Adelaide.

- Capacity: **300,000 m3/d**.
- Part of Water Proofing Adelaide Government Plan, guaranteeing **50% of Adelaide's water needs on its own**.
- Design, Construction, Operation and Maintenance (20 years).
- ACCOLADES: **Desalination Plant of the Year 2013** awarded by Global Water Intelligence, and **South Australia Infrastructure Innovation** award given by the Australian Water Association.

ACCIONA INFRASTRUCTURE

AUSTRALIAN PROJECTS

Drinking Water Treatment Plant, Mundaring.

- Capacity: **165,000 m3/d**
- Design, Construction, Operation and Maintenance (**30 years**)
- It provides service to an estimated population of **100.000 people in Western Australia**.
- It will be a major source of water supply in the **Goldfields and Agricultural Water Supply Scheme**.

ACCIONA IN AUSTRALIA

AUSTRALIAN ENERGY

ACCIONA ENERGY AUSTRALIA

THE AUSTRALIAN MARKET

Renewable Energy Target

- ACCIONA expects government to uphold election pledge to maintain the **RET**
- **Policy stability** is essential to maintain investment in energy infrastructure.
- **Household electricity bills will be lower** in the long run according to Australian Government's economic modeling.

HOW RENEWABLES CAN HELP AUSTRALIA

The virtues of renewables

- Replace **ageing coal-fired plants** and cutting emissions
  - 30% of Australian coal-fired plants are over 40 years old (65% by 2030).
- **Stabilization of electricity price** by decreasing dependence on fossil fuels.
- **Gas has priced itself out of the market**.
  - 50GW of gas fired plants have been shut down in Europe due to high running costs.
- The long term vision of the energy sector in Australia must forcibly **include renewables** and must encourage **stepping away from fossil fuels**
  - Current RET forecast: **73%** of energy coming from intensive fossil fuel generation by **2020**. Australia government proposes to increase that figure to **80%** - against world's current trend.
- Australia's current emission reduction target (**5% by 2020**) in comparison to other developed economies will inevitably force the country to **lag behind**.

ACCIONA ENERGY

AUSTRALIAN PROJECTS

Cathedral Rocks, South Australia

- Capacity: **66 MW** (50% JV) and production equivalent to **35,000 home's** yearly power needs
- CO2 avoided: **150,000 tones/year**
- Operational since 2007
- Project value: **A$160 million**

ACCIONA ENERGY

AUSTRALIAN PROJECTS

Waubra Wind Farm, Victoria

- Capacity: **192MW** (100% AE) and production equivalent to **110,000 home's** yearly power needs
- CO2 avoided: **650,000 tones/year**
- Operational since 2009
- Project value: **A$450 million**

ACCIONA ENERGY

AUSTRALIAN PROJECTS

Gunning Wind Farm, New South Wales

- Capacity: **46.5 MW** (100% AE) and production equivalent to **25,500 home´s** yearly power needs
- CO2 avoided: **157,000 tones/year**
- Operational since 2011
- Project value: **A$147 million**

ACCIONA ENERGY

AUSTRALIAN PROJECTS

Royalla Photovoltaic Plant. Australia Capital Territory

- Capacity: **24 MW** and production equivalent to **4,500 home's** yearly power needs
- EPC contract for FRV
- CO2 avoided: **37,000 tones/year**
- Operational since 2014
- **Largest operating solar PV plant in Australia**