



2018 Results

## Main milestones in 2018



Consolidated Net Profit

EUR **74.3** million

(+4.3%)



Corporate Net Debt

EUR **138** million

(-38%)



EBITDA

**338.6** millones de euros

(+3.7%)



Consolidated Sales

**2,273** million

### Internationalisation



Sales in international market

**57%**



Order book in international market

**80%**



# Summary

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Key figures

Net profit

EBITDA

Debt

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Backlog

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Key projects won in the year

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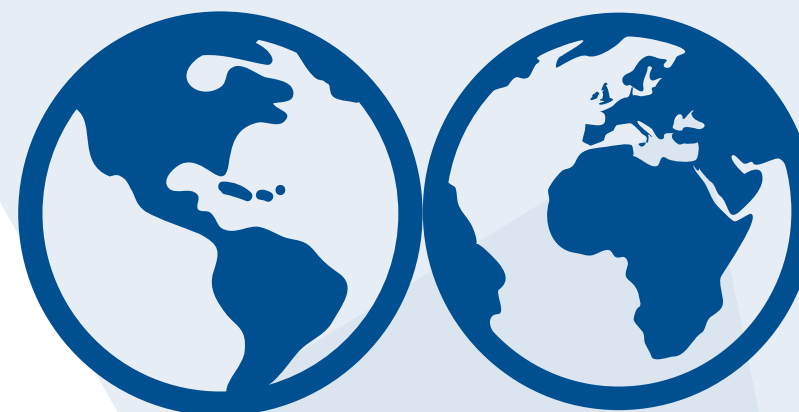
Other key projects completed or in progress

**27**

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# Key figures



# Net profit up 4.3% to EUR 74.3 million



## Infrastructure

- Profit increased by 4.5%, to more than EUR 65 million
- Revenues reached EUR 2,096 million

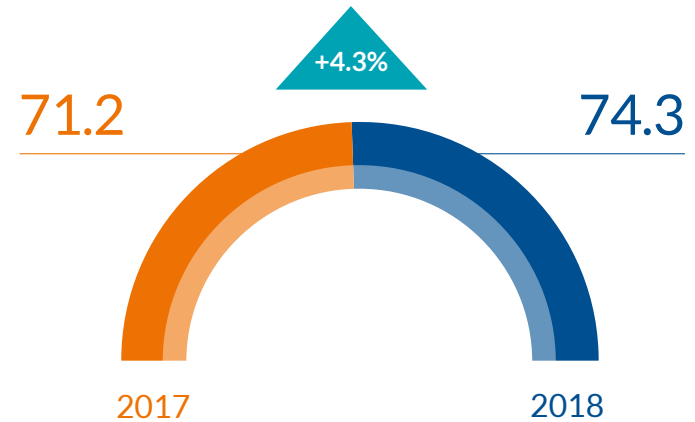


## Concessions

- Profit increased by 5.7% to EUR 25.4 million
- Revenues exceeded EUR 222 million

## Net profit

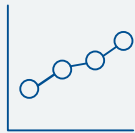
In EUR million



Cost control and containment policy

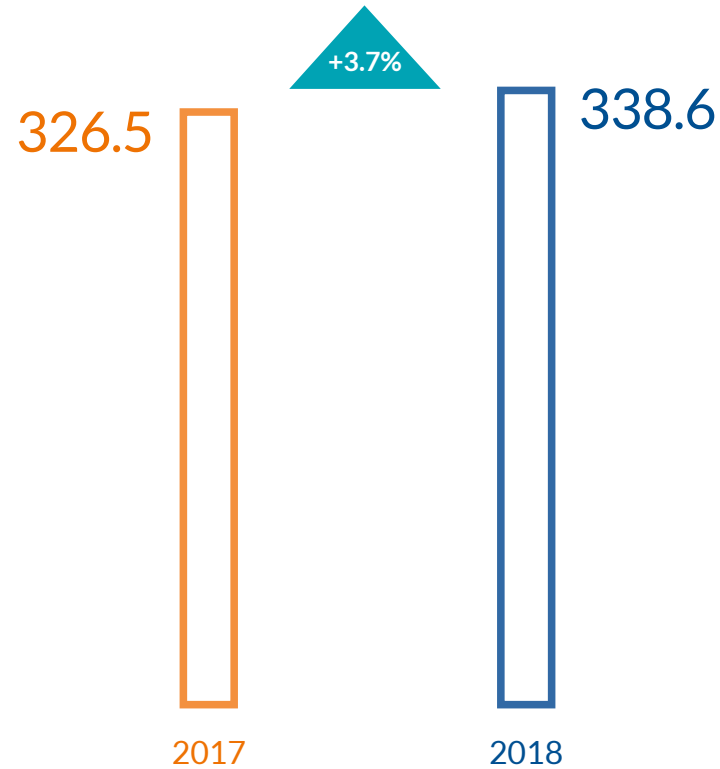
Digitisation Project to improve business process efficiency

EBITDA was up by **3.7%** to **EUR 338.6 million**



## EBITDA

In EUR million



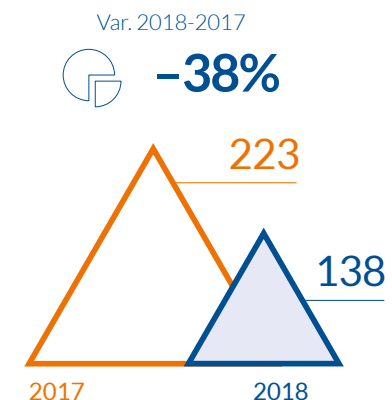
EBITDA was calculated based on the Operating Income plus the allocations for amortisation and provisions, stripping out the impact of the application of IFRIC 12 relating to Service Concession Arrangements on the transmission lines operated by the Group in Brazil.

# Corporate net debt dropped by 38%



In EUR million

	2017	2018
<b>Corporate Net Debt</b>	<b>223</b>	<b>138</b>
EBITDA	327	338
EBITDA with recourse	148	122
EBITDA without recourse	179	216
Debt/EBITDA ratio with recourse + project div.	1.31	0.95
<b>Consolidated net financial debt</b>	<b>1,268</b>	<b>1,280</b>
With recourse	223	138
Without recourse	1,045	1,142
EBITDA	327	338
Consolidated net financial debt/EBITDA Ratio	3.88	3.78



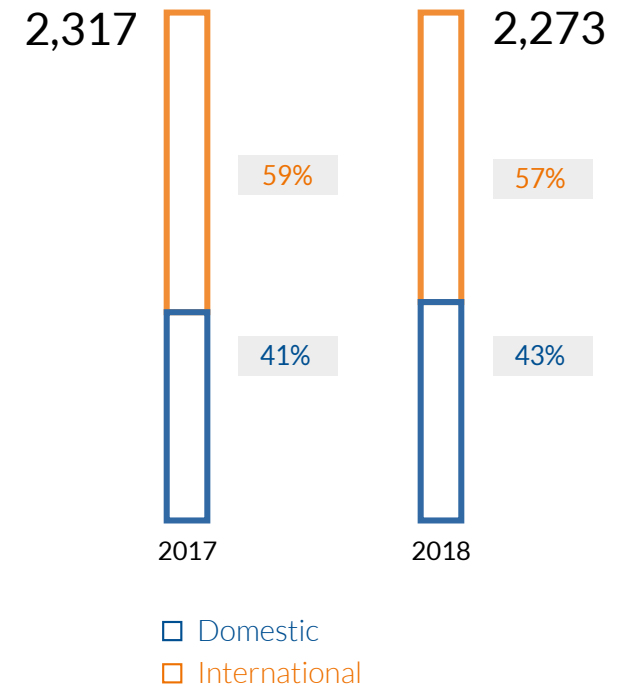
# Sales exceeded EUR 2,273 million



- Favourable performance in the **domestic infrastructure market** in the activities of electricity, power generation and telecommunications.
- The result of the transmission construction projects in **Brazil**.
- The turnkey construction of two solar PV farms in **Australia**.
- The completion of the construction of a solar PV plant in **Chile**.
- Elecnor's good year in the **United States**.
- The progress made in renewable energies, with the fourth wind farm that the company has started up in **Jordan**, the third in **Chile**, the second in **Mauritania** and the first in **Panama**.
- In the **Concessions** business, the improvement of results is helped by the entry into operation of new transmission lines in Brazil and Chile, and the improved management of wind production sales in the international market.

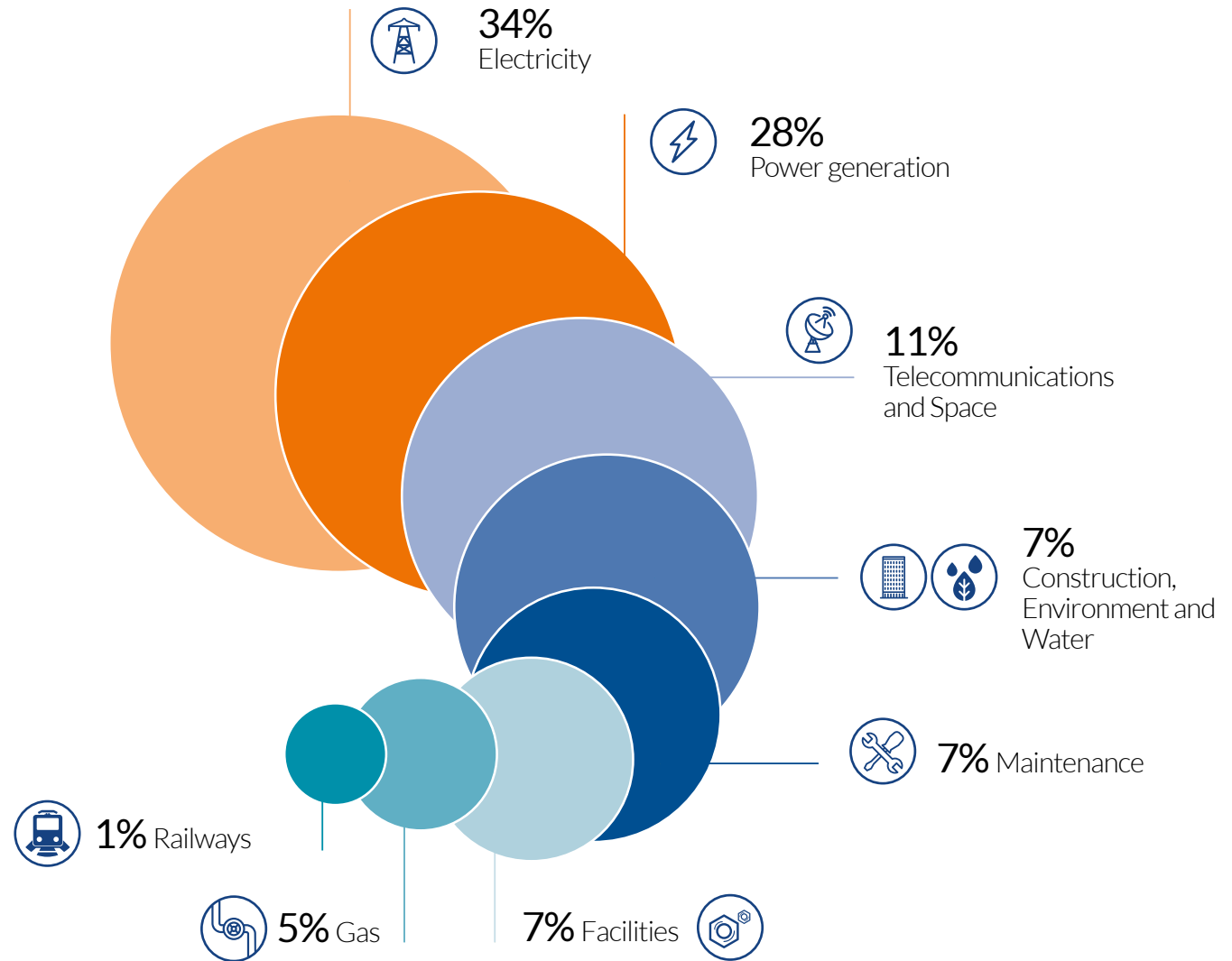
## Sales

In EUR million





The diversification of activities as a strategic focus to offer a **global service**



The backlog amounts to **EUR 2,229 million**

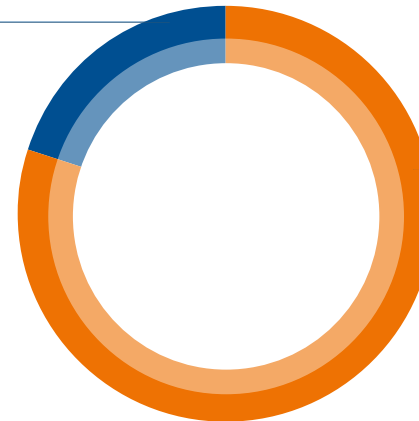


## Backlog

Var. 2018-2017



20%  
Domestic



80%  
International

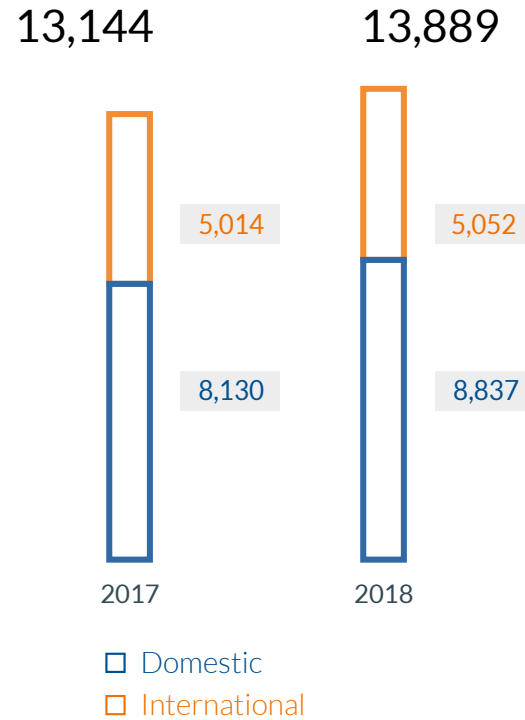
# A professional team of more than **13,000** people

People are the key asset of Elecnor, which bases its strategy on values such as talent, transparency, and teamwork in the safest possible conditions.

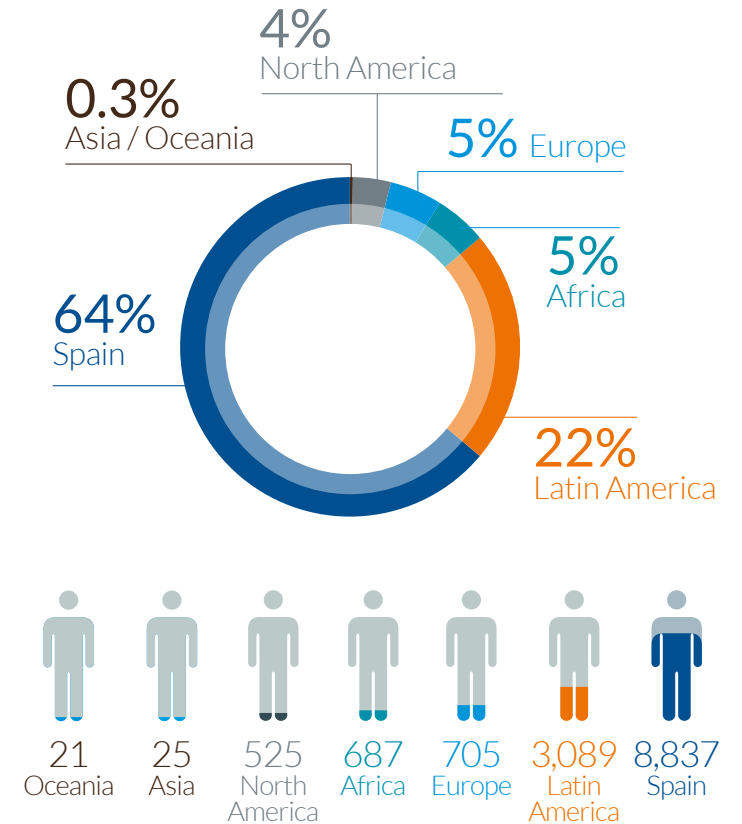
There was an **8.7% growth** in the creation of jobs in the domestic market, mainly in the infrastructure and telecommunications activities.



## Employees by market



## Employees by geographical area





# Share price trend



## Share price trend

- Elecnor's shares ended the year at **EUR 13.20 per share**, down 0.68% drop compared with 2017 and outperforming the Ibex-35, which saw a 14.97% drop.
- The cash trading volume totalled **EUR 53.9 million**.
- Market cap came to **EUR 1,148.4 million**.
- The dividend yield stood at **2.6%**.



	2017	2018
<b>Closing share price (EUR)</b>	<b>13.29</b>	<b>13.20</b>
Trading volume (million shares)	9.5	4.3
Cash trading volume (EUR million)	109	53.9
Number of shares (millions)	87	87
Market cap (EUR million)	1,156.2	1,148.4
PER	16.2	15.5
Dividend yield	3.1%	2.6%



# Main corporate operations





## Novation of **Syndicated Financing Contract**

The Novation agreement extends the maturity period by two years up to July 2024.

Elecnor has decided on a voluntary early amortisation of EUR 100 million of the Loan Tranche, consistent with its strategy of progressive financial deleveraging, which has been possible thanks to meeting its cash generation target.

Financing goes on to have a limit of EUR 400 million, distributed between a Loan Tranche of 200 million and a Credit Tranche of 200 million.



## Multicurrency note facility on the Alternative Fixed-Income Market (**MARF**) up to EUR 300 million

This programme will make it possible for Elecnor to have funding in EUR and USD, with terms of up to 24 months, optimising the financing costs of the working capital.

The exchange value in Euros of the outstanding issuances may not exceed the limit of 300 million.

With this Programme, Elecnor has an alternative funding source to bank funding, with advantageous costs compared to the latter.

The objective is to continue boosting its projects in the areas of engineering, development and construction of infrastructures, renewable energy, and new technologies, both in Spain and in international markets.



## Issuance of project **bonds in Brazil** for the amount of 565 million Brazilian Reais

Elecnor has agreed on a project bond issuance through its Brazilian investee company Celeo Redes Transmissão de Energia S.A.

This issuance is aimed at its transmission lines in Brazil.

The bond issuance accrues interest rates equivalent to the return on the Interbank Deposit Certificates plus a differential of 0.75% per year.



## Acquisition of two transmission lines concessions of the Isolux Group in Brazil

For this purchase, Celeo Redes Brasil has paid out EUR 46.65 million.

The operation consists in the sale by Isolux Energía e Participações S.A. of the 33.3% and 100% stakes that it had in the concession companies Jaurú Transmissora de Energia S.A. and Cachoeira Paulista Transmissora de Energia S.A., respectively.

This purchase strengthens Elecnor Group's positioning in Brazil, where it operates more than 4,130 km of transmission lines and 5,275 MVA of power transformation capacity located in 9 States in Brazil, together with a portfolio of projects of 606 km of lines and 5,100 MVA of power transformation capacity to be built over the next 5 years.



## Funding of a portfolio of energy efficiency projects

Agreement signed between Elecnor and the SUSI Energy Efficiency Fund for the value of EUR 14 million.

This funding system covers public lighting projects in Castilla-La Mancha, Castilla y León, Madrid, Galicia and Asturias.



## Loan in "Project Financing" mode for EUR 55 million

The Elecnor Group, through its subsidiaries Galicia Vento, S.L. and Aerogeneradores del Sur, S.L., formalised a loan in "Project Financing" mode for EUR 55 million.

The loan will mature in financial year 2024, a fact that gives value to the Spanish wind farms of these subsidiaries, given that they had already repaid their original funding.





## Signing of the **funding** of the São Fernando I wind farm in Brazil

In December, the funding of the São Fernando I project, a wind farm 100% owned by Enerfin, was signed with Banco do Nordeste do Brasil (BNB).

It will have a term of 20 years and a limit of R\$ 266,874,000, which is estimated to begin becoming available in June 2019.



## Closure of the **funding** for six photovoltaic projects in Brazil

As regards the photovoltaic projects of São João do Piauí, funding has been closed with Banco do Nordeste de Brasil (BNB).

The amount of this funding, which amounts to 404.9 million Brazilian Reals, will begin to become available by mid-2019 and will be fully amortised in December 2038.



## Award of AENOR's **UNE-ISO 37001** Standard Certification

Elecnor thus becomes the first company in its industry in Spain to obtain the certification in this standard, and one of the first companies to do so both at domestic and international level.

The UNE-ISO 37001 standards represents the world's most modern and demanding expression of anti-bribery systems and the application of Compliance protocols in general.

Obtaining this certification is a further step for Elecnor in its commitment to continue strengthening and consolidating its ethical commitment in all scopes of its activity.



## Certification of the Compliance System in standard **UNE 19601**

During 2018, Elecnor worked on obtaining the Certification of the alignment of the Group's Compliance System with the requirements of standard UNE 19601 "Criminal Compliance Management System", a national standard based on the requirements of standard UNE-ISO 37001.

UNE 19601 is the main reference in Spain to design and integrate criminal risk prevention systems and is based on the highest international standards in this area.

At the beginning 2019, Elecnor obtained the certification in this standard.



## Elecnor, **Signatory Partner** of the United Nations Global Compact

Elecnor strengthens the alignment of its corporate strategy with the Sustainable Development Goals (SDG).

Elecnor's infrastructure, energy, water or environment projects link up with some global challenges posed by the SDG, such as climate change and the reduction in the energy gap.

This milestone recognises the Group's commitment to the permanent improvement of its management practices and procedures, positioning the organisation as a benchmark in its field.



# Key projects won in the year



## Concessions



### A new **transmission line in Brazil** for EUR 254 million



The project, awarded to Celeo Redes, includes the construction and operation of a double circuit 240 km long 230 kV transmission line, and three substations that together add up to 900 MVA in power transformation capacity.



Turnkey contract (EPC)  
Construction carried out by Elecnor



230 kV

Execution term  
60 months



### Two new **transmission projects in Chile** with an investment of USD 466 million



Award through the Celeo Redes Chile España and Celeo Redes consortium.

Construction, operation and maintenance of two new projects corresponding to Chile's Zonal Transmission System.

The first project involves the construction of two new substations and a 110 km long, double circuit, 220 kV power transmission line. This project will improve the area's Regional power transmission system.

The second award includes the construction of a 360 km transmission line.

The construction of both projects will be carried out by Elecnor.

## Concessions



### Six PV power plants in Brazil



Project awarded to Celeo Redes Brasil by the Agencia Nacional de Energía Eléctrica (ANEEL).

In addition to the sale of the 6 solar PV projects, the project includes an evacuation substation and a 500 kV connection line.



Turnkey contract (EPC)  
Construction carried out by Elecnor



Power capacity  
**179.8**  
MW



These will provide electricity to  
**190,000**  
homes



### Two new wind farms in Brazil



Enerfin, Elecnor's wind power subsidiary, signed two 20-year energy sale and purchase agreements in Brazil for two new wind farms in the state of Rio Grande do Norte.

It will entail the construction of Enerfin's first wind power projects in that area of the country.

Soon a further 23 MW will be added to this area with a project for selling energy on the open market.



Power capacity  
**142** MW



### A new wind farm in Australia



Enerfin has purchased 50% of the Woolsthorpe 73 MW wind farm, located in the state of Victoria.

Elecnor's wind power subsidiary is developing the farm together with Ironstone Capital.

This project was awarded a 15 year PPA in the tender called by Snowy Hydro.

Construction is expected to start over the course of 2019.



Power  
**73** MW



## Infrastructure



### Wind farm in Chile, 10 MW



Elecnor has been won the construction of a wind farm in the Region of Magallanes and the Chilean Antarctic.

The project includes the installation of three 69 m high 3.45 MW wind turbines, which together will add a little over 10 MW to the Regional Electrical System.



Turnkey contract (EPC)



Power capacity  
**10**  
MW



Investment close to USD  
**22**  
million



### A new contract in Cameroon



Project for strengthening and stabilising the high voltage network in the city of Yaoundé for the Ministry of Water and Energy of Cameroon (MINEE).

It consists in the construction of two substations, the extension of four existing substations and the construction of 2 high voltage lines in the capital Yaoundé.

The contract has a duration of 24 months, and will employ more than 200 people.



Turnkey contract (EPC)



Full amount of EUR  
**45**  
million



### The second wind farm in Mauritania



Elecnor will carry out the engineering, construction and start-up of the wind farm in Boulenouar, which also includes a substation and the medium voltage line.

Furthermore, a second contract was formed for the operation and maintenance services for 11 years.



Turnkey contract (EPC)



Power capacity  
**100**  
MW



Budget EUR  
**122**  
million

## Infrastructure

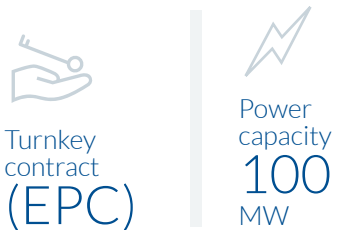


The fourth **wind farm in Jordan**



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

The project includes the construction of a 120 MVA substation.



The first **wind farm in Panama**



Elecnor will carry out all of the engineering, supply, construction and start-up of the Toabré wind farm.

The contract also includes 2 substations, one for evacuation and the other for interconnection to the domestic network, and a 230 kV transmission line with an extension of 27 km.

It is the first wind farm built by Elecnor in Panama.



## Infrastructure



### A hydroelectric power plant in Cameroon



The project is designed taking into account the electromechanical assembly of seven units of 60 MW generation units, the evacuation substation and the rest of the ancillary systems (BOP).

The Nachtigal plant is the largest hydroelectric plant in Cameroon.



Power capacity  
**420**  
MW



Full amount of EUR  
**70**  
million



### Restoration of electrical installations in Puerto Rico and Florida



Elecnor Hawkeye, Elecnor's US subsidiary, formed part of the utilities that restored the electricity infrastructure of these areas following the effects of severe hurricanes.

The company deployed numerous resources to recover the electrical infrastructures in a short space of time.

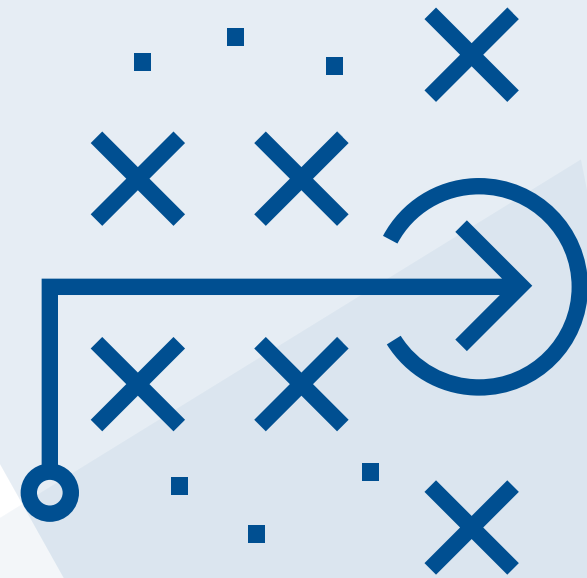


Turnover in the US in 2018:  
EUR **204** million





# Other key projects completed or in progress



## Other key projects completed or in progress



### Domestic

Framework contracts with large electricity operators	Across the national territory
Deployment and maintenance of fixed (FTTH) and mobile (4G) networks	Across the national territory
Maintenance and facilities at airports	Across the national territory
Electrification of different sections of the AVE	Across the national territory
Replacement of street lighting in Santander	Cantabria
Renovation of Barcelona's main municipal market	Catalonia
Teguise I wind farm	Canary Islands
Upgrade of the Malpica wind farm	Galicia

### International

Laúca hydroelectric power plant	Angola
BOP and water treatment plant at the Bellara steelworks	Algeria
Bungala Solar: the country's largest solar PV farm	Australia
Two solar PV plants	Bolivia
Xingú-Tapajós transmission project	Brazil
Commercial operation of the Cantareira electricity concession	Brazil
Solar PV plant of Til Til	Chile
Nueva Diego de Almagro transmission system	Chile
Commercial operation of the Chate electricity concession	Chile
Al Rajef wind farm	Jordan
Empalme II combined cycle plant	Mexico
Two biomass plants	Portugal
Substation associated to the Inga I and Inga II hydroelectric power plants	D. R. Congo
Larimar II Wind Farm	Dominican R.



This is  **elecnor**

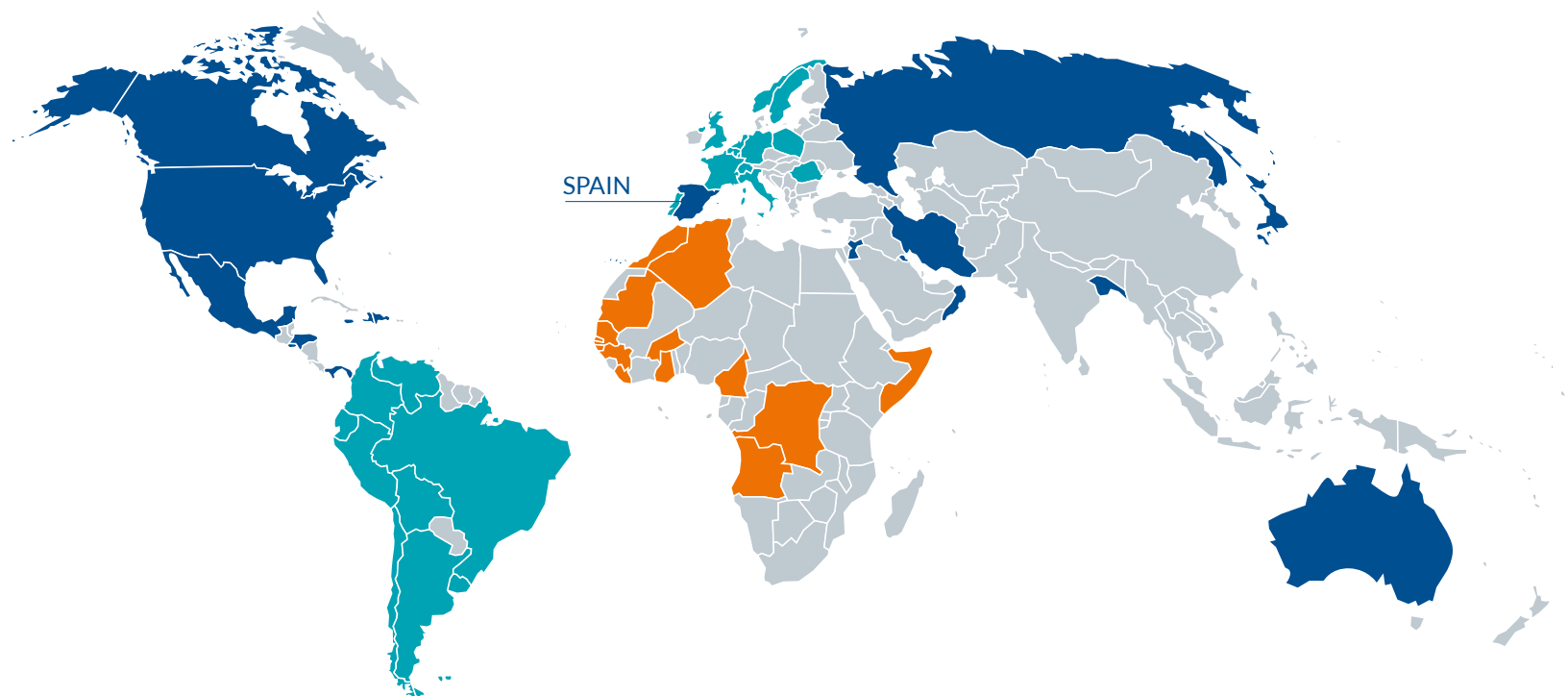
Elecnor is a global company with sales in **55 countries** and two core businesses

**Infrastructure:**

execution of engineering, construction and services projects, with a particular focus on the electricity, power generation, telecommunications and systems, facilities, 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.



**NORTH AND CENTRAL AMERICA**

Canada/Dominican Republic/ El Salvador/Haiti/Honduras/ Jamaica/Mexico/Panama/ United States

**SOUTH AMERICA**

Argentina/Bolivia/Brazil/Chile/ Colombia/Ecuador/Peru/ Uruguay/Venezuela

**EUROPE**

Andorra/Belgium/ France/Germany/ Italy/Luxembourg/ Netherlands/Norway/ Poland/Portugal/ Romania/Sweden/ Switzerland/United Kingdom

**AFRICA**

Algeria/Angola/Burkina Faso/ Cameroon/DR Congo/Gambia/ Ghana/Guinea/Guinea Bissau/ Liberia/Mauritania/Morocco/ Senegal/Somalia

**ASIA AND OCEANIA**

Australia/Bangladesh/Iran/ Japan/Jordan/Kuwait/ Oman/Russia



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