

Gleneagles, Scotland



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Diversification

Susan Reilly, Executive Vice President Iberdrola US Martín Múgica, Head of US Wind Business Jamie Wilson, Head of ROW Business Gleneagles, July 3rd 2008

Diversification strategy highlights



Diversification is a key competitive advantage for IBR...

...in terms of geography, taking advantage of different regulatory systems and present in high potential growth markets...

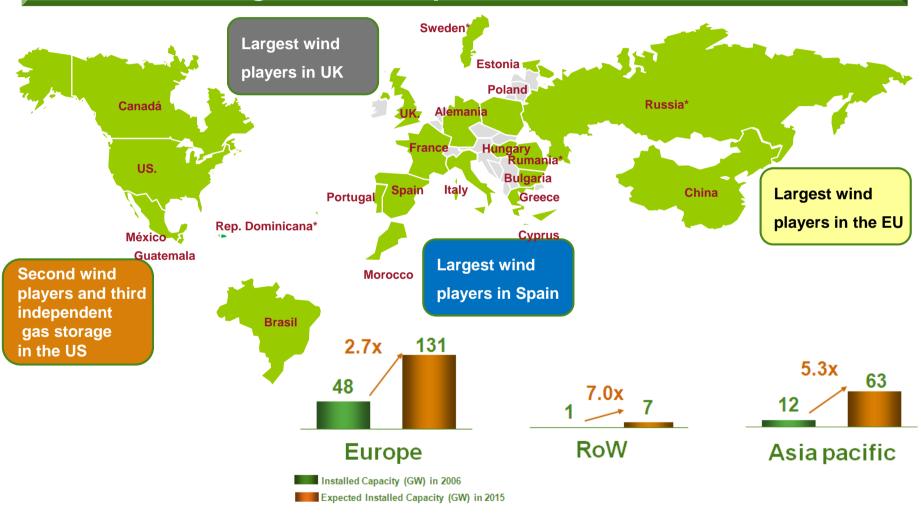
...in terms of technologies, selectively investing in offshore and solar to be prepared for the future...

..and IBR will improve its diversification during the Strategic Plan period

Geographical Diversification



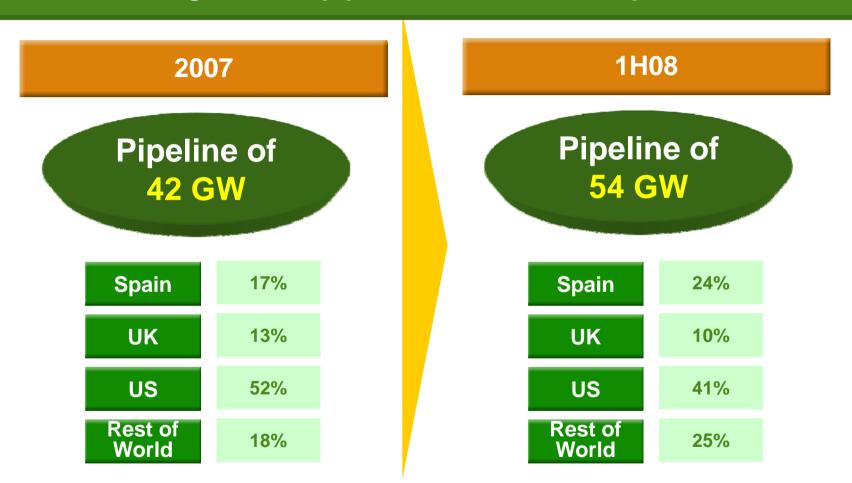
Focused on the diversified and organic growth with 4 main strategic markets... present in 23 countries...



Pipeline



After the agreement, pipeline has increased up to 54 GW...



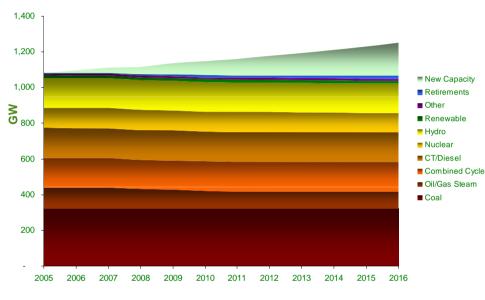
...weight of ROW increases from 18% - 25%

Wind US: Market Growth Expectations



Estimated US Power Generating Capacity*

Projected Wind Capacity for 2016





New capacity additions: 17 GW p.a.

Total capacity grows 1.3% p.a.

New capacity expected: wind and gas



Source: AWEA, BTM, EER, Company estimate

Driven by RPS requirements

5.7 times growth over nine years

DOE affirmed viability of 305 GW by 2030

Wind will be a significant part of US growth

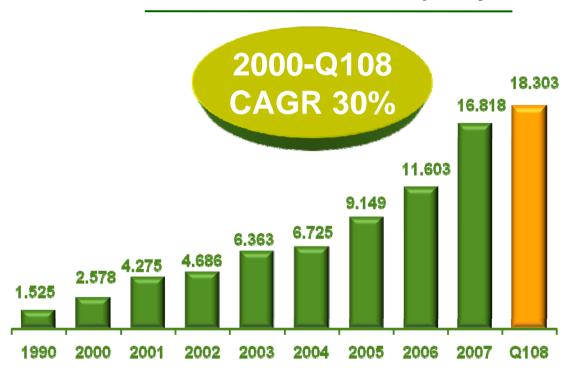
⁸

Wind US: Historical growth



30% CAGR Since 2000

US annual installed capacity



Significant average growth in last five years by 2.4 GW per annum

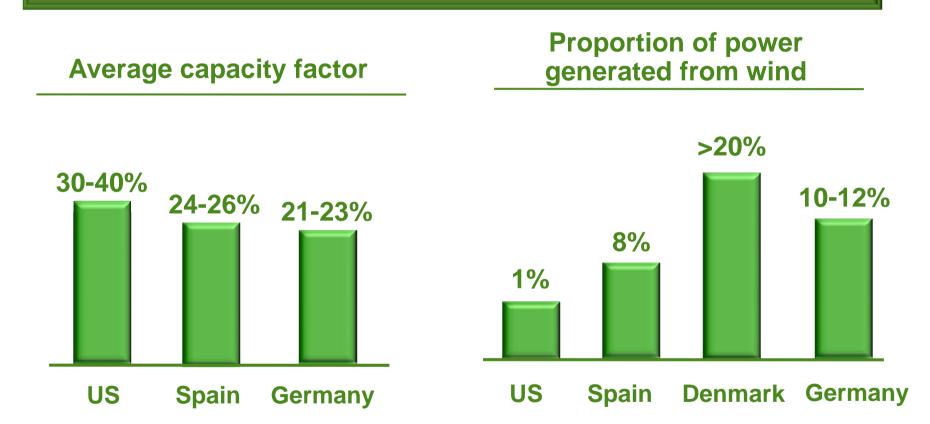
Record growth in 2007, 5.2 GWs placed in service

Plants under construction as of 3/31/08 over 5.7 GW

Wind US: Comparative growth Potential



Growth potential of U.S. market is vast...

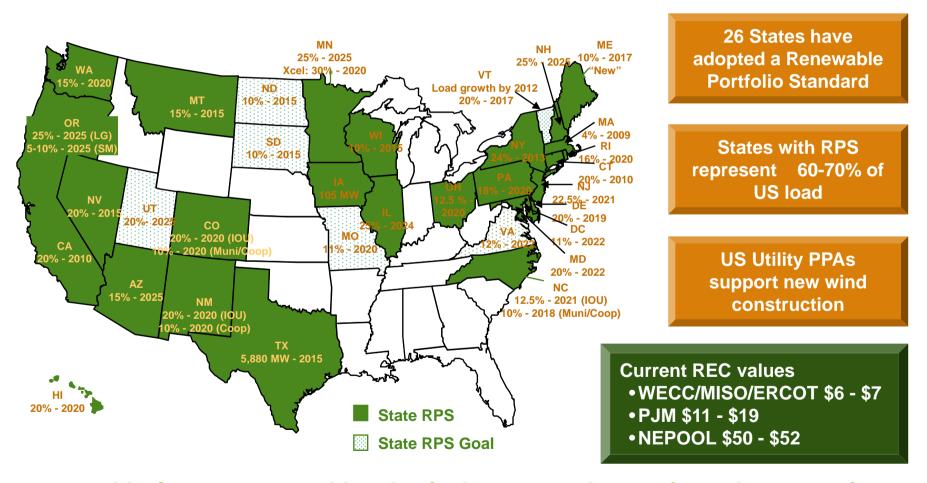


...and Department of Energy study confirmed viability of c. 300 GW of Wind Energy by 2030

Wind US: Renewable Portfolio Standards



... RPS providing clear defined growth targets for US ...

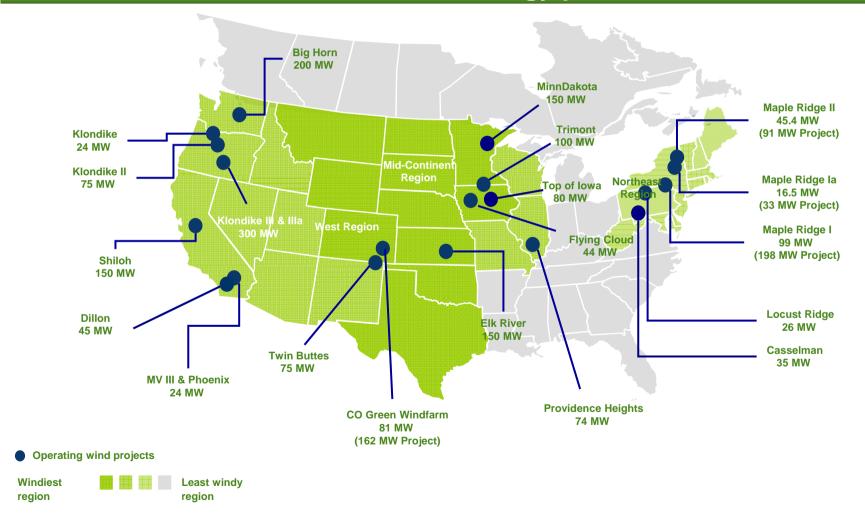


... and being supported by the industry as the preferred supporting mechanism for renewable

Wind US: A Diversified Operating Assets



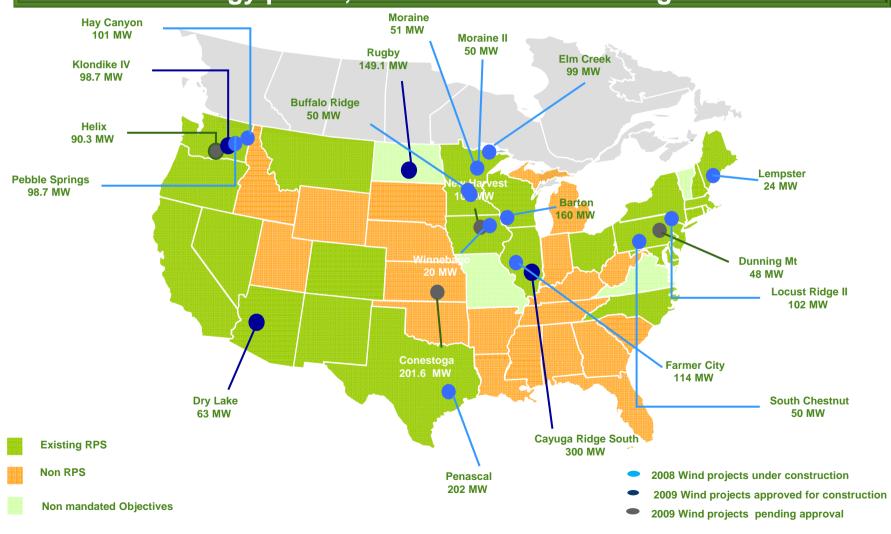
... 1,982 MW as of 1H08, in optimal balance between wind, transmission and energy prices



Wind US: 2008 and 2009 projects well diversified



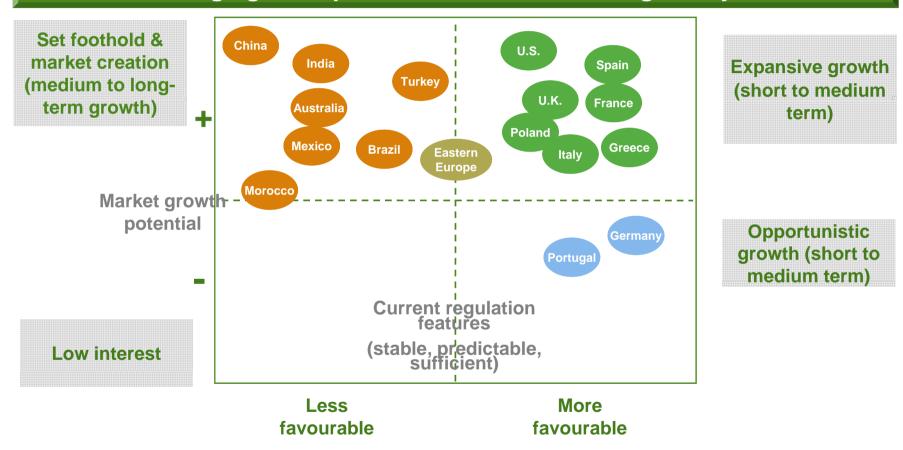
... 2000 MW in optimal balance between wind, transmission and energy prices, and in states with strong RPS



Wind Europe and Others: Targeting countries



Accelerating profitable growth being present in Key Geographies focus on markets with high growth potential and favourable regulatory frameworks

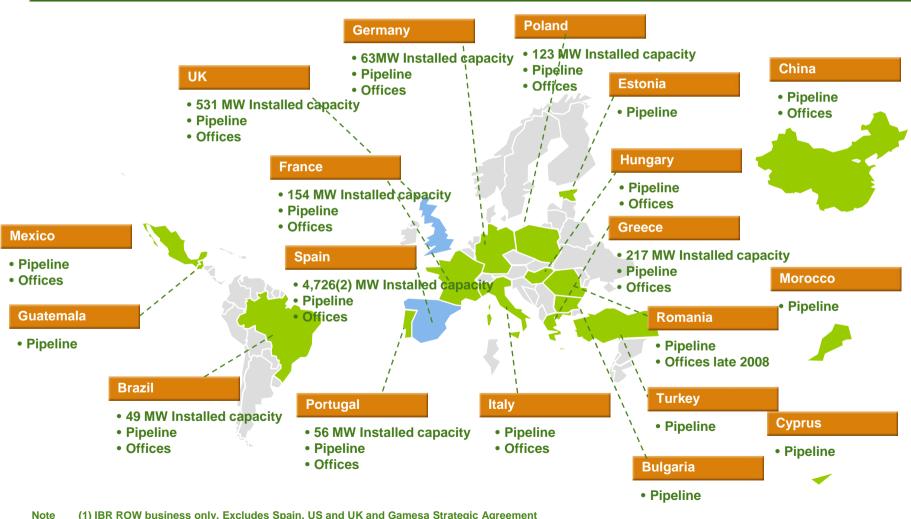


Well positioned to quickly diversify further and capture value as Regulatory and market conditions improve

Wind Europe and Others: Geographical diversification



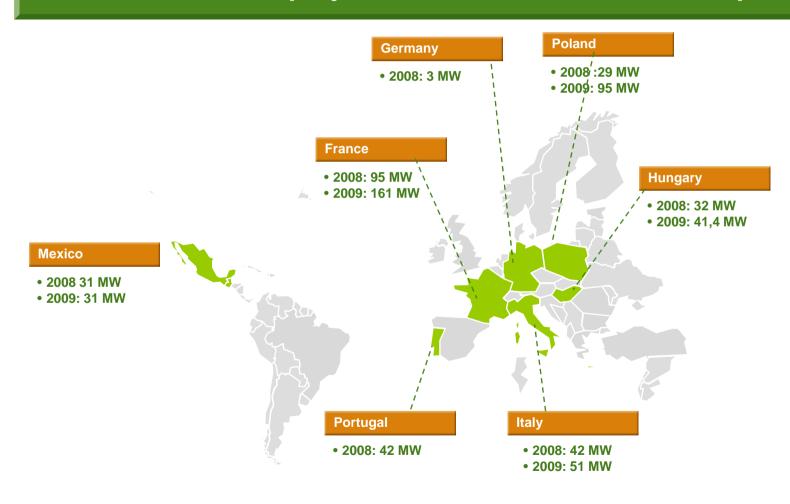
More than 100 locally based staff around the world (1) in order to capture all the growth



Wind Europe and Others: 2008-2009 projects



2008- 2009 projects are well diversified in Europe



Wind Europe and Others: Key Markets – "Now"



Spain Greece(1) Since 2001 4,384 MW installed capacity [#1] in country France Since 2004 217 MW installed capacity [#1] in country UK Poland

- Since 2003
- 531 MW installed capacity
- [#1] in country



- Since 2005.
- 123 MW installed capacity
- [#1] in country

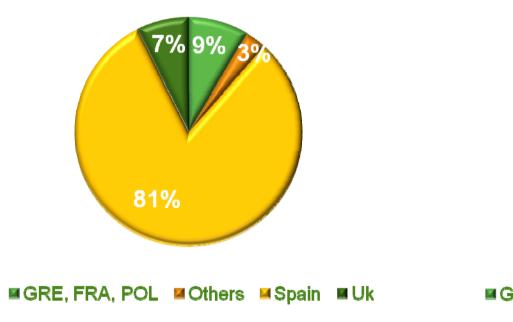
Wind Europe and Others: Key Markets – "Future..."

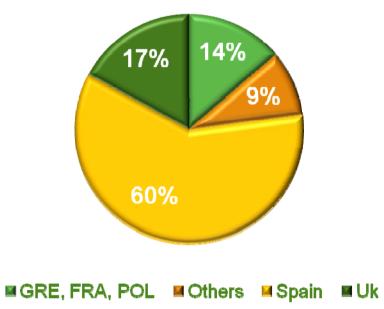


A diversified mix by geography, with an increasing contribution from newer markets

Installed Capacity

Wind Europe and Others 2007 Wind Europe and Others 2012





Transferring successful country "models" to newer markets