



**COMISIÓN NACIONAL DEL MERCADO DE VALORES**

Paseo de la Castellana, 19  
28046 Madrid

Madrid, 28 de febrero de 2011

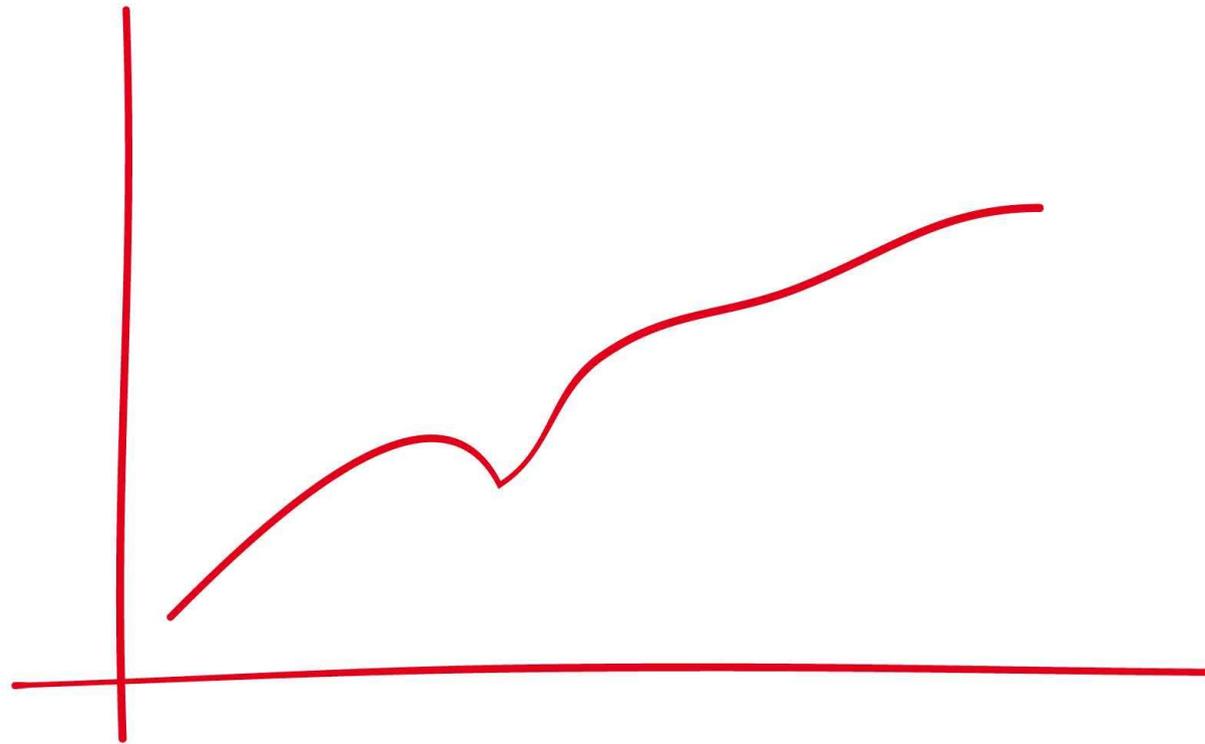
Muy Sres. nuestros:

Como continuación del Hecho Relevante publicado con número de registro de entrada 2011/138629; ACCIONA adjunta presentación en español e inglés que se seguirá en la multiconferencia de hoy a las 12.00pm. La presentación podrá ser seguida vía webcast a través de la Web de ACCIONA ([www.accion.es](http://www.accion.es)).

Atentamente

---

Jorge Vega-Penichet López  
Secretario del Consejo de Administración



**2010 RESULTS**  
**JANUARY - DECEMBER**

28<sup>th</sup> February 2011

# Disclaimer

---

This document has been prepared by ACCIONA, S.A. ("ACCIONA" or the "Company") exclusively for use during the presentation of financial results of the full year 2010 (FY10). Therefore it cannot be disclosed or made public by any person or entity with an aim other than the one expressed above, without the prior written consent of the Company.

The Company does not assume any liability for the content of this document if used for different purposes thereof.

The information and any opinions or statements made in this document have not been verified by independent third parties, nor audited; therefore no express or implied warranty is made as to the impartiality, accuracy, completeness or correctness of the information or the opinions or statements expressed herein.

Neither the Company, its subsidiaries or any entity within ACCIONA Group or subsidiaries, any of its advisors or representatives assume liability of any kind, whether for negligence or any other reason, for any damage or loss arising from any use of this document or its contents.

The information contained in this document on the price at which securities issued by ACCIONA have been bought or sold, or on the performance of those securities, cannot be used to predict the future performance of securities issued by ACCIONA.

Neither this document nor any part of it constitutes a contract, nor may it be used for incorporation into or construction of any contract or agreement.

## IMPORTANT INFORMATION

This document does not constitute an offer or invitation to purchase or subscribe shares, in accordance with the provisions of the Spanish Securities Market Law (Law 24/1988, of July 28, as amended and restated from time to time), Royal Decree-Law 5/2005, of March 11, and/or Royal Decree 1310/2005, of November 4, and its implementing regulations.

In addition, this document does not constitute an offer of purchase, sale or exchange, nor a request for an offer of purchase, sale or exchange of securities, nor a request for any vote or approval in any other jurisdiction.

Particularly, this document does not constitute an offer to purchase, sell or exchange or the solicitation of an offer to purchase, sell or exchange any securities.

## FORWARD-LOOKING STATEMENTS

This document contains forward-looking information and statements about ACCIONA, including financial projections and estimates and their underlying assumptions, statements regarding plans, objectives and expectations with respect to future operations, capital expenditures, synergies, products and services, and statements regarding future performance. Forward-looking statements are statements that are not historical facts and are generally identified by the words "expects", "anticipates", "believes", "intends", "estimates" and similar expressions.

Although ACCIONA believes that the expectations reflected in such forward-looking statements are reasonable, investors and holders of ACCIONA shares are cautioned that forward-looking information and statements are subject to various risks and uncertainties, many of which are difficult to predict and generally beyond the control of ACCIONA, that could cause actual results and developments to differ materially from those expressed in, or implied or projected by, the forward-looking information and statements. These risks and uncertainties include those discussed or identified in the documents sent by ACCIONA to the Comisión Nacional del Mercado de Valores, which are accessible to the public.

Forward-looking statements are not guarantees of future performance. They have not been reviewed by the auditors of ACCIONA. You are cautioned not to place undue reliance on the forward-looking statements, which speak only as of the date they were made. All subsequent oral or written forward-looking statements attributable to ACCIONA or any of its members, directors, officers, employees or any persons acting on its behalf are expressly qualified in their entirety by the cautionary statement above. All forward-looking statements included herein are based on information available to ACCIONA, on the date hereof. Except as required by applicable law, ACCIONA does not undertake any obligation to publicly update or revise any forward-looking statements, whether as a result of new information, future events or otherwise.

# Table of contents

---

1. 2010 Key highlights
2. Financial information by division
3. 2010 financing highlights
4. Conclusions

## 1. 2010 Key highlights

---

## 2010 Key highlights

---

Macro / sovereign debt crisis

Renewables regulation in Spain

Infrastructures austerity program

Spanish power prices performance

ACCIONA

- ✓ EBITDA €1,211m (+16% vs 2009)
- ✓ Reduction of net financial debt to €6,587m (-9% vs 2009)
  - ✓ Total installed capacity of 7,587MW
  - ✓ 19TWh produced (+37% vs 2009)
- ✓ Dividend 2010<sup>1</sup>: €197m → implied yield of 4.4%
- ✓ International backlog represents ~40%

---

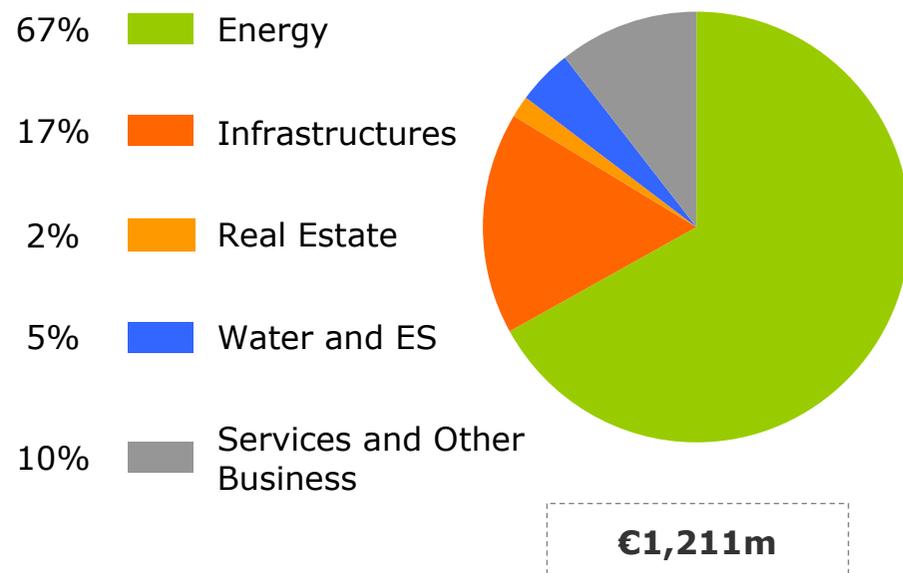
<sup>1</sup> €197m of dividend against results of 2010. Pending approval by the Annual General Meeting.  
Dividend yield calculated with the average price of 2010

# P&L main figures

## Key figures

(€m)	2009	2010	Chg. (%)
Revenues	6,515	6,263	-3.9%
EBITDA	1,043	1,211	+16.1%
Net profit of continued activities	149	167	+11.9%

## EBITDA breakdown<sup>1</sup> 2010 By division



**+16% y-o-y EBITDA increase and net profit up +12%**

<sup>1</sup> EBITDA contribution percentages are calculated before consolidation adjustments

# Net capex by division

## Net Capex breakdown By division

(€m)	Capex FY09	Capex FY10
Energy	1,070	641
Infrastructures	233	214
Real Estate	32	-71
Water & Environment	42	47
Logistic & Transport S.	-4	140
Other Business	4	14
<b>Total</b>	<b>1,377</b>	<b>986</b>

## Key highlights

- Selective criteria applied to investment decisions
  - Core businesses capture most of the Group's capex:
    - Energy: 65%
    - Infrastructures: 22%
    - Water & ES: 5%
- } 92%
- Disposal of Real Estate assets for €115m
  - Exceptional investment of Trasmediterránea in two new vessels

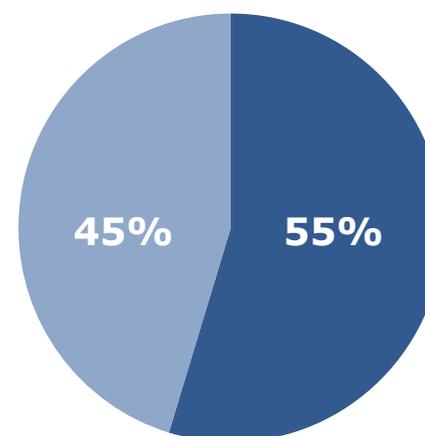
# Debt breakdown by division and nature

## Net debt breakdown By division

(€m)	Net Debt 31-Dec-09	Net Debt 31-Dec-10
Energy	5,499	5,616
Infrastructures	140	-243
Real Estate	1,087	732
Water & Environment	-4	53
Logistic & Transport S.	239	157
Other Business	304	271
<b>Total Net Debt</b>	<b>7,265</b>	<b>6,587</b>

-9%

## Gross debt breakdown By nature



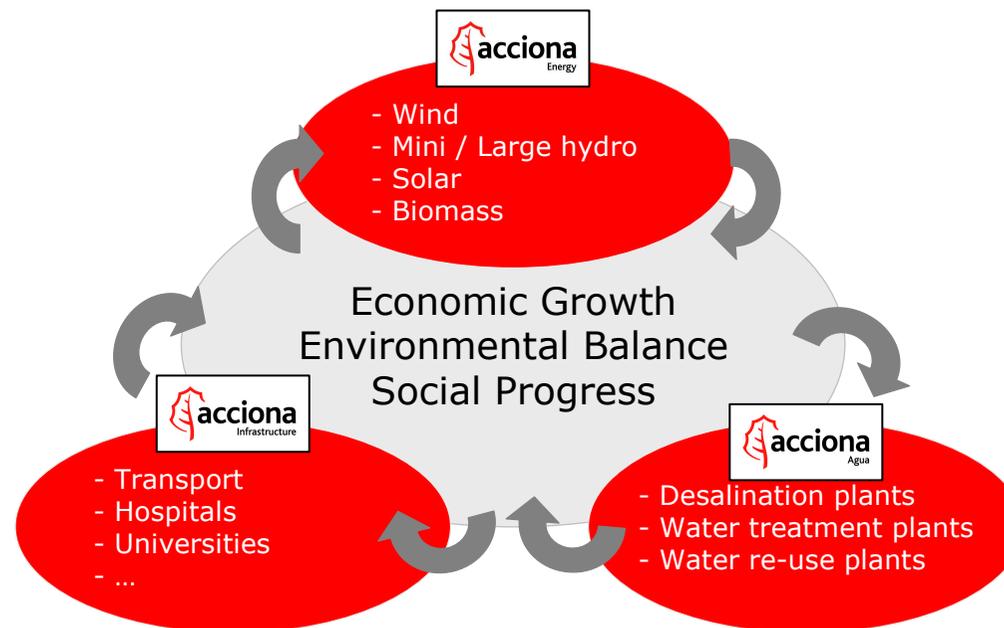
€8,212m

Recourse Non Recourse

**Deleverage**  
Asset rotation, selective investments and WC management

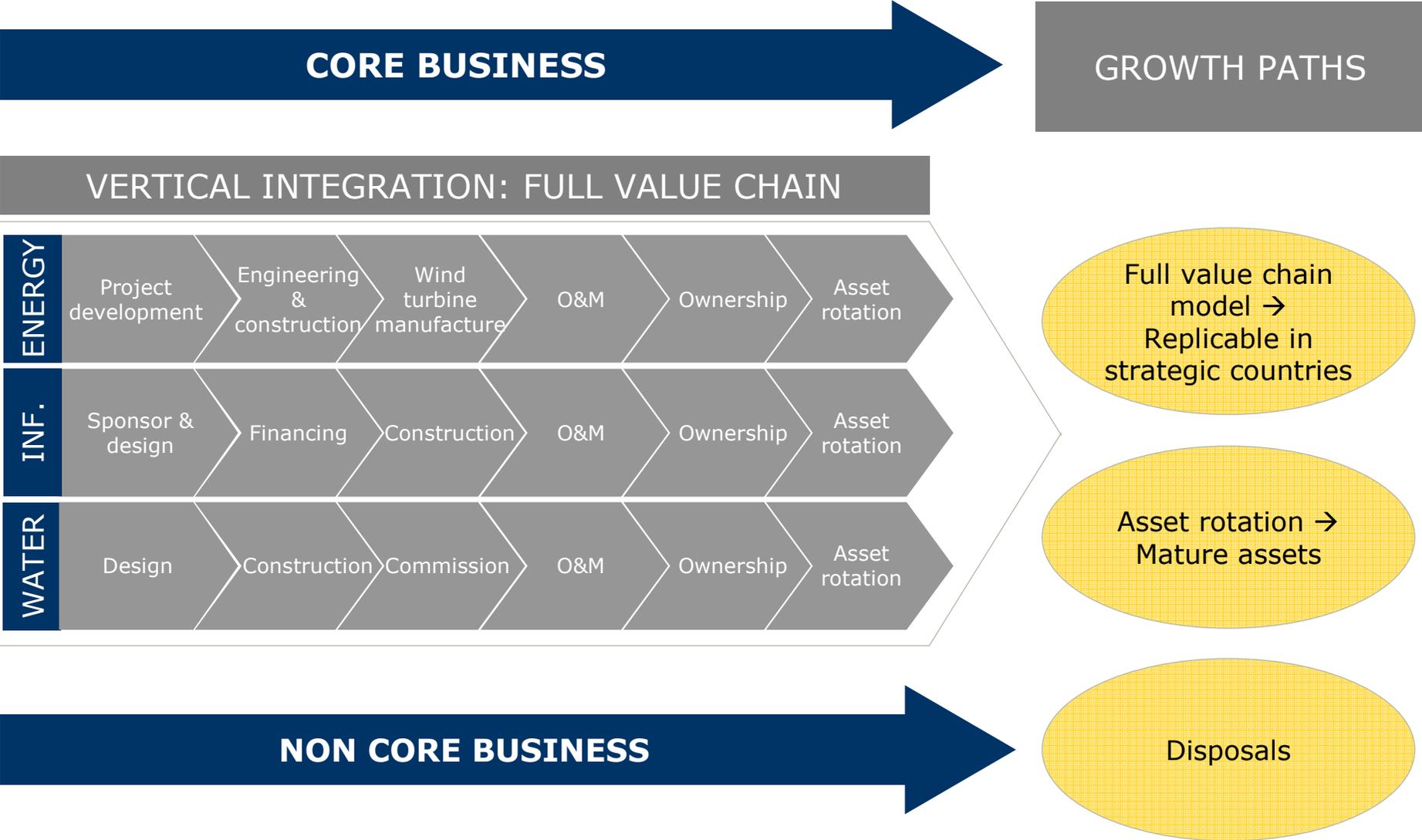
# ACCIONA strategy

ACCIONA is a global developer and provider of renewable energy, transport, social and water infrastructure ...



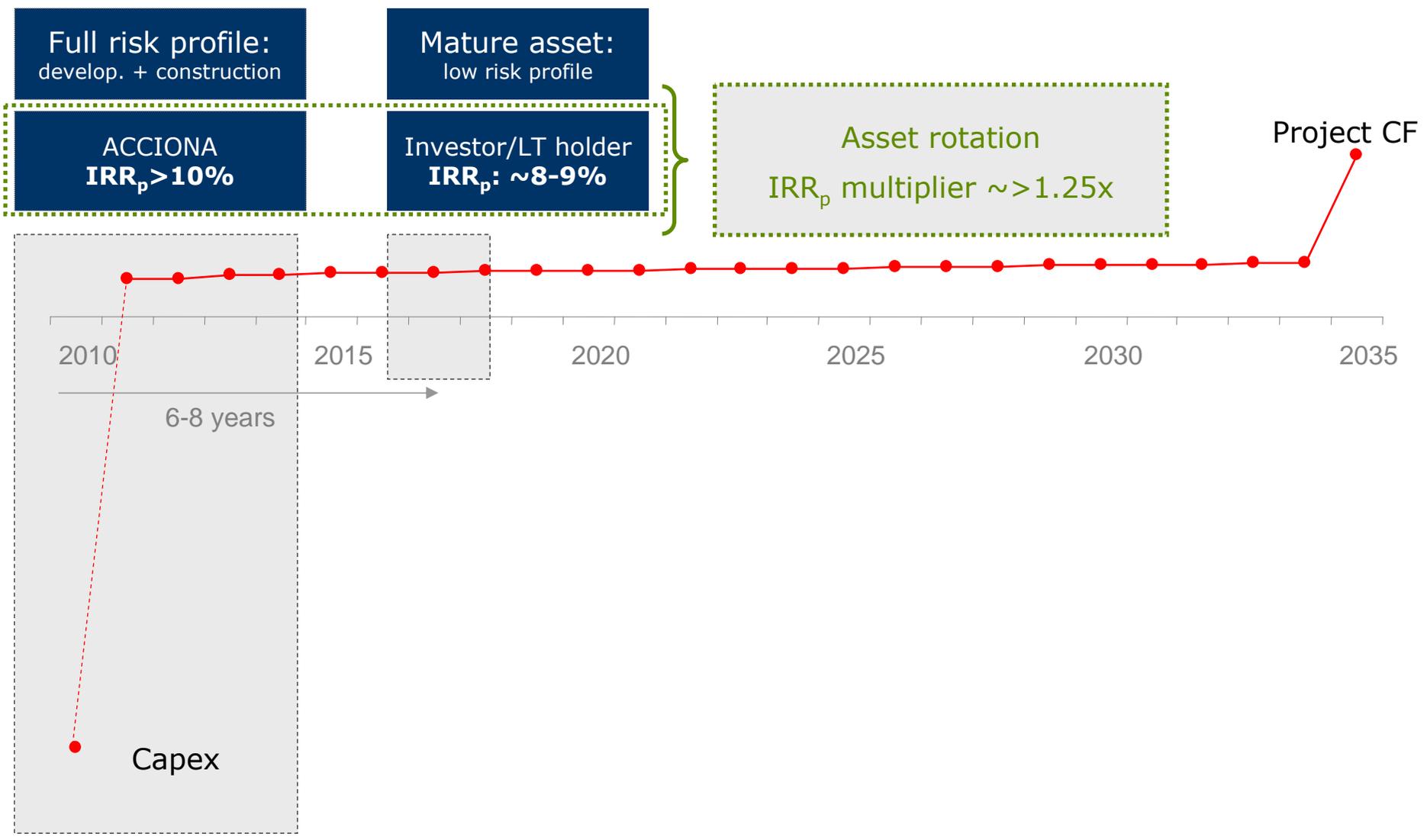
... with development and sustainability at the heart of its corporate strategy

# ACCIONA strategy

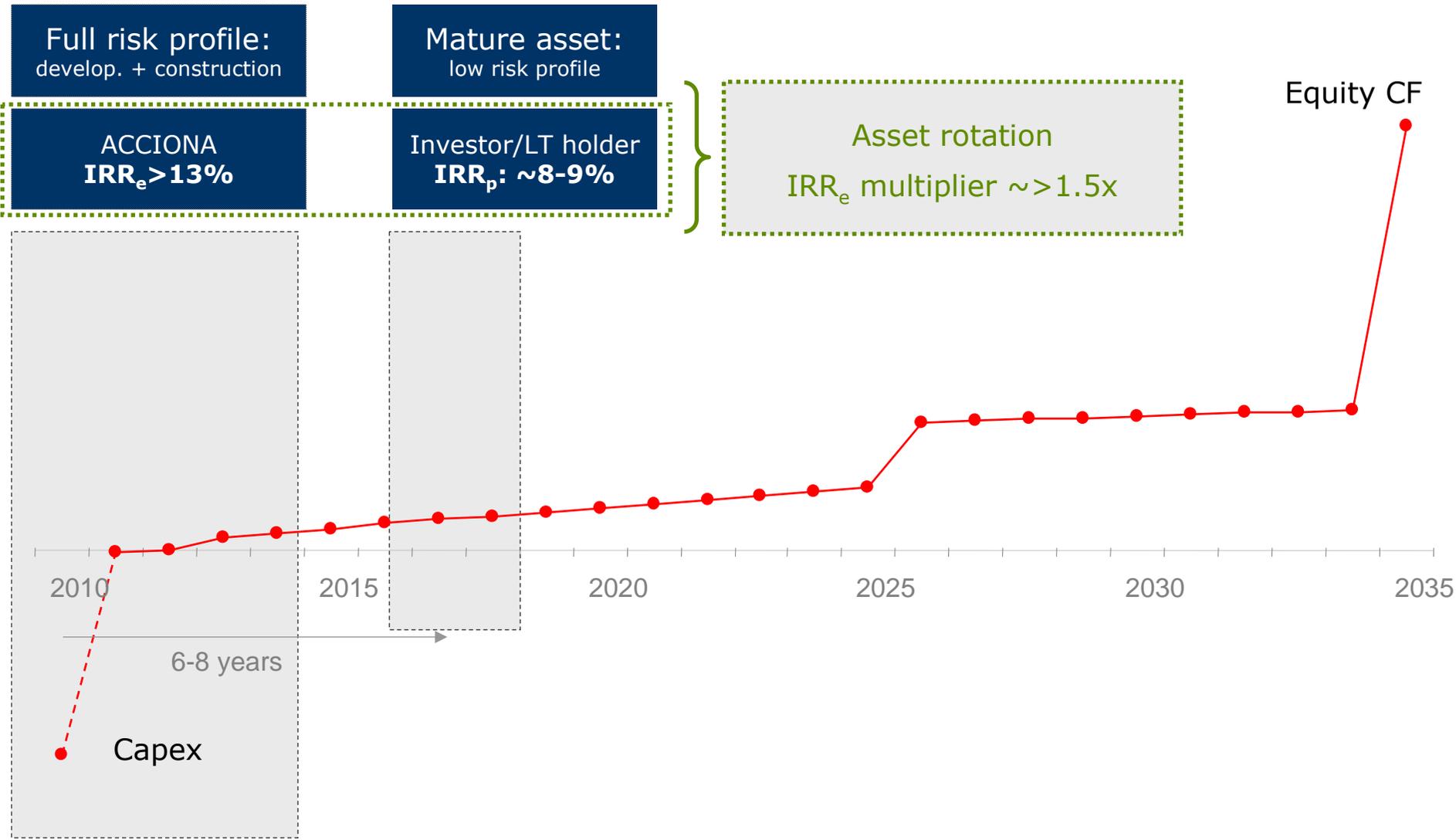


# Full value chain / Asset rotation:

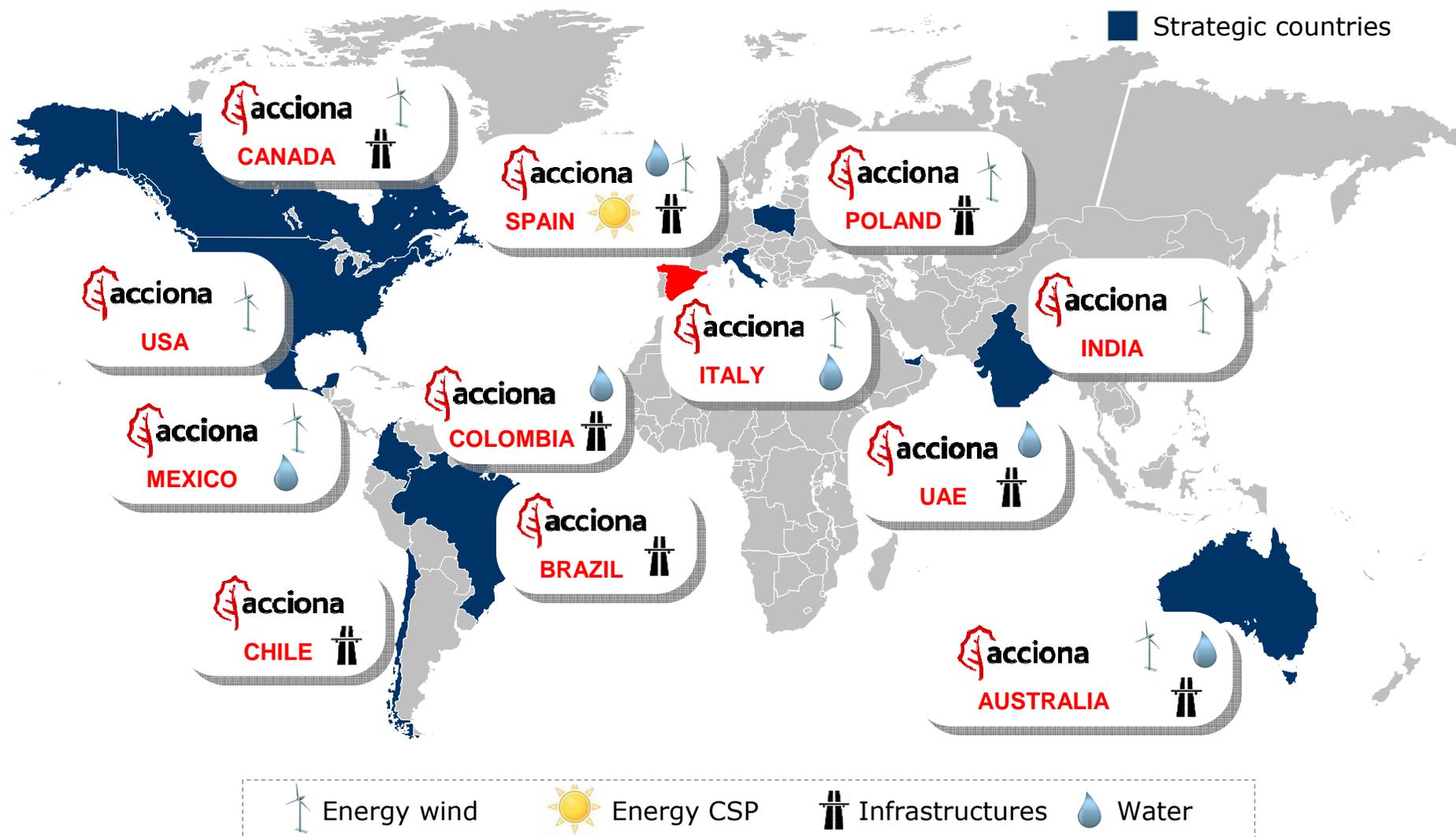
## Illustrative project IRR<sub>p</sub>



# Full value chain / Asset rotation: Illustrative equity IRR<sub>e</sub>



# Value chain model: Global reach



# Asset rotation / Disposals

---

## Asset rotation

Mature assets

Reinvestment in greenfield projects to maximize returns

Demand from institutions and long term holders

Rotation processes on track

## Disposals

Non-core assets

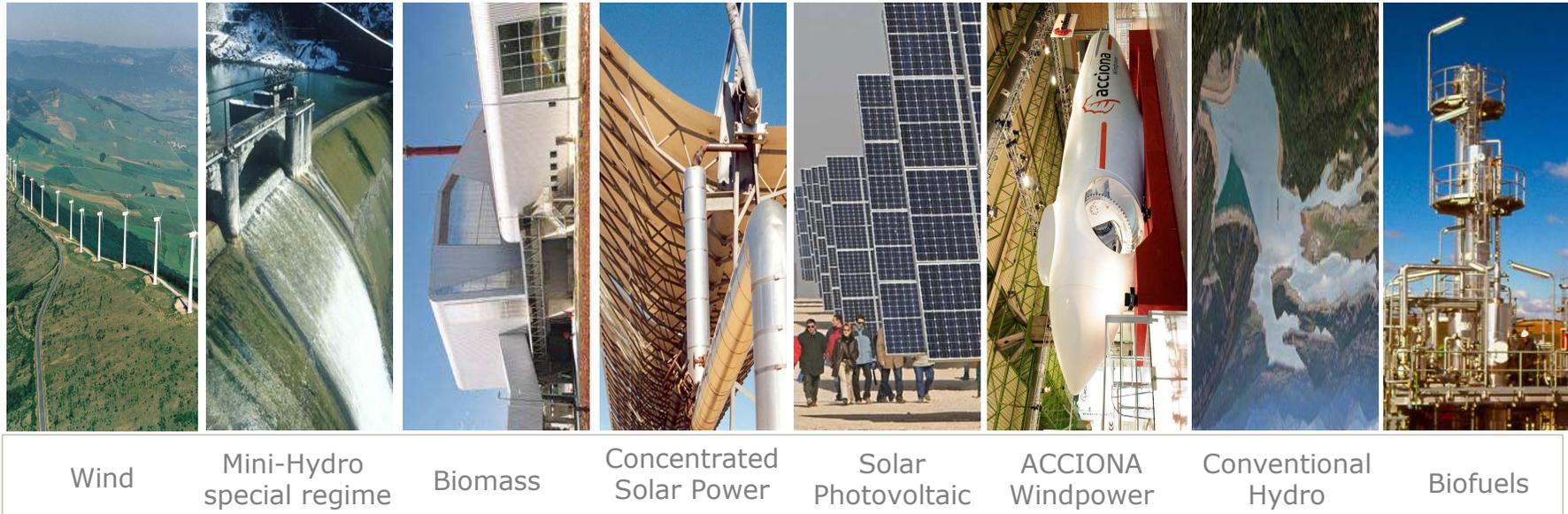
At optimum timing for crystallization of value

## 2. Financial information by division

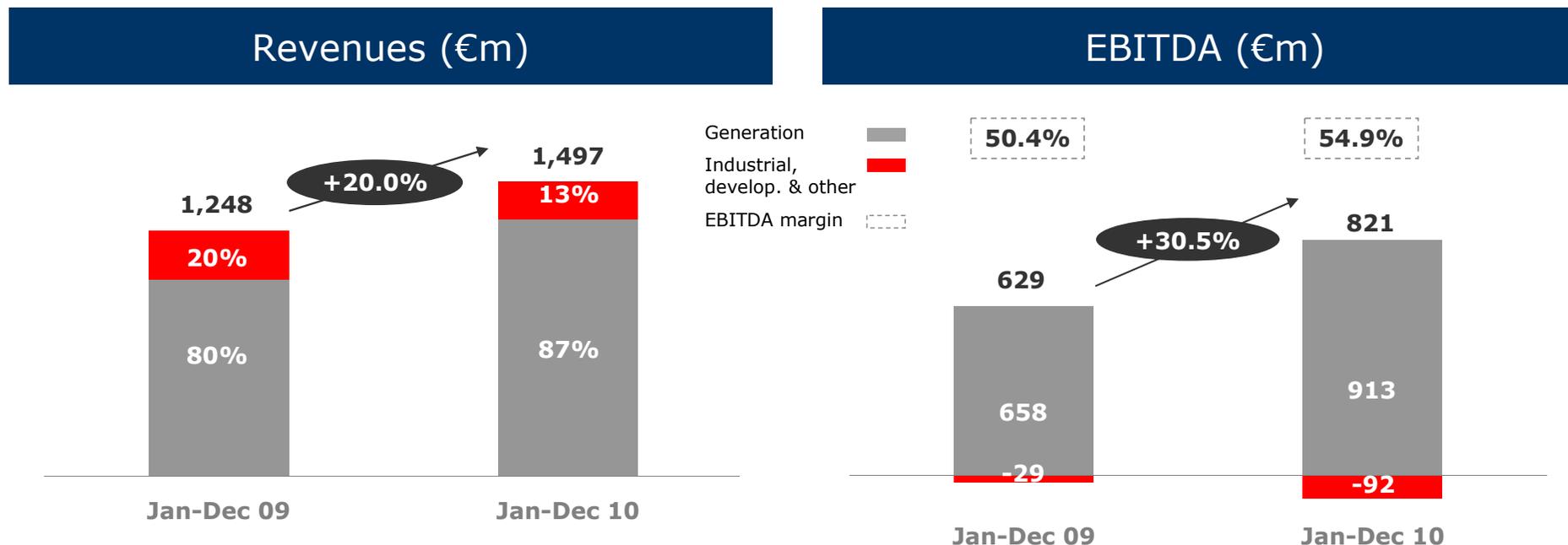
---

# Energy

---



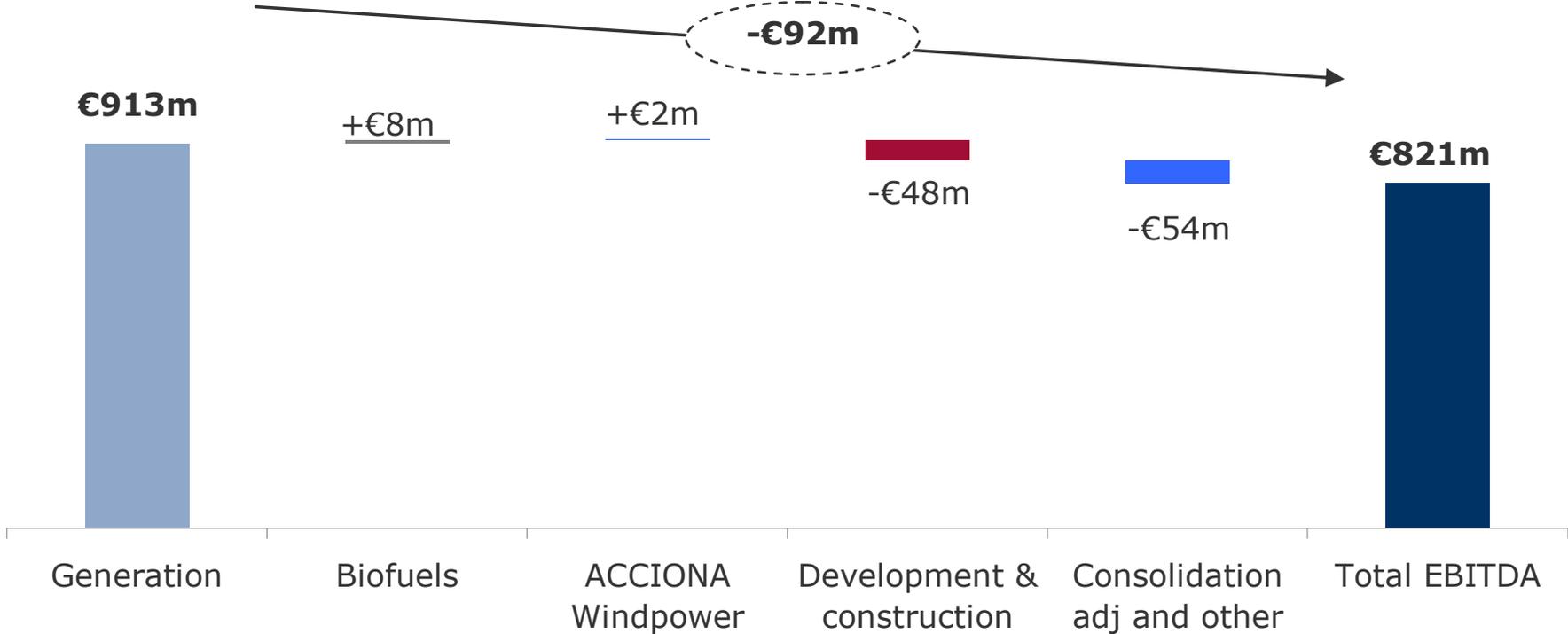
# Energy: Key figures



- Strong performance of generation → +39% increase of attributable production:
  - Installation of 173MW in 2010
  - Full year contribution of 2.6GW of new capacity installed and acquired in 2009
  - Higher Spanish load factors in 2010
  - Strong recovery of pool prices throughout the year
- EBITDA margin up to 55% from 50% boosted by generation margin (70% vs 66%)

# Energy: EBITDA reconciliation

## 2010 Energy EBITDA breakdown (€m)



## Energy: Installed capacity and under construction

### Installed MW @ Dec 2010

MW (Total)	Spain	Internat.	Total
Wind	4,591	1,679	<b>6,270</b>
Conventional Hydro	680	-	<b>680</b>
Hydro special regime	232	-	<b>232</b>
Solar Thermoelectric	150	64	<b>214</b>
Biomass	65	-	<b>65</b>
Solar PV	3	46	<b>49</b>
Cogeneration	77	-	<b>77</b>
<b>TOTAL</b>	<b>5,798</b>	<b>1,789</b>	<b>7,587</b>

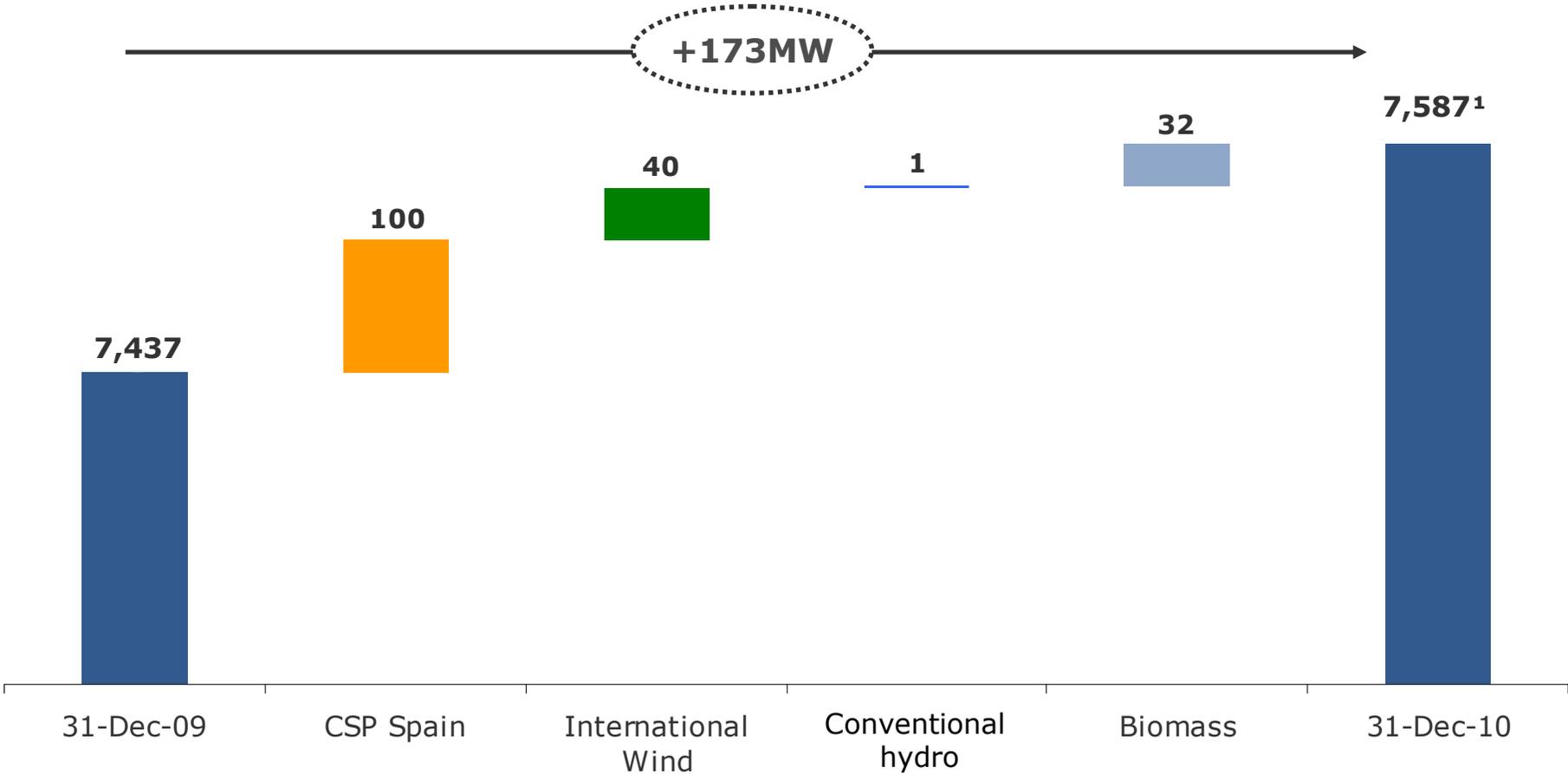
**88% Attributable**

### MW under construction @ Dec 2010

MW (Total)	Spain	Internat.	Total
Wind	35	604	<b>639</b>
Conventional Hydro	-	-	-
Hydro special regime	-	-	-
Solar Thermoelectric	100	-	<b>100</b>
Biomass	-	-	-
Solar PV	-	-	-
Cogeneration	-	-	-
<b>TOTAL</b>	<b>135</b>	<b>604</b>	<b>739</b>

**100% Attributable**

# Energy: 2010 installed capacity

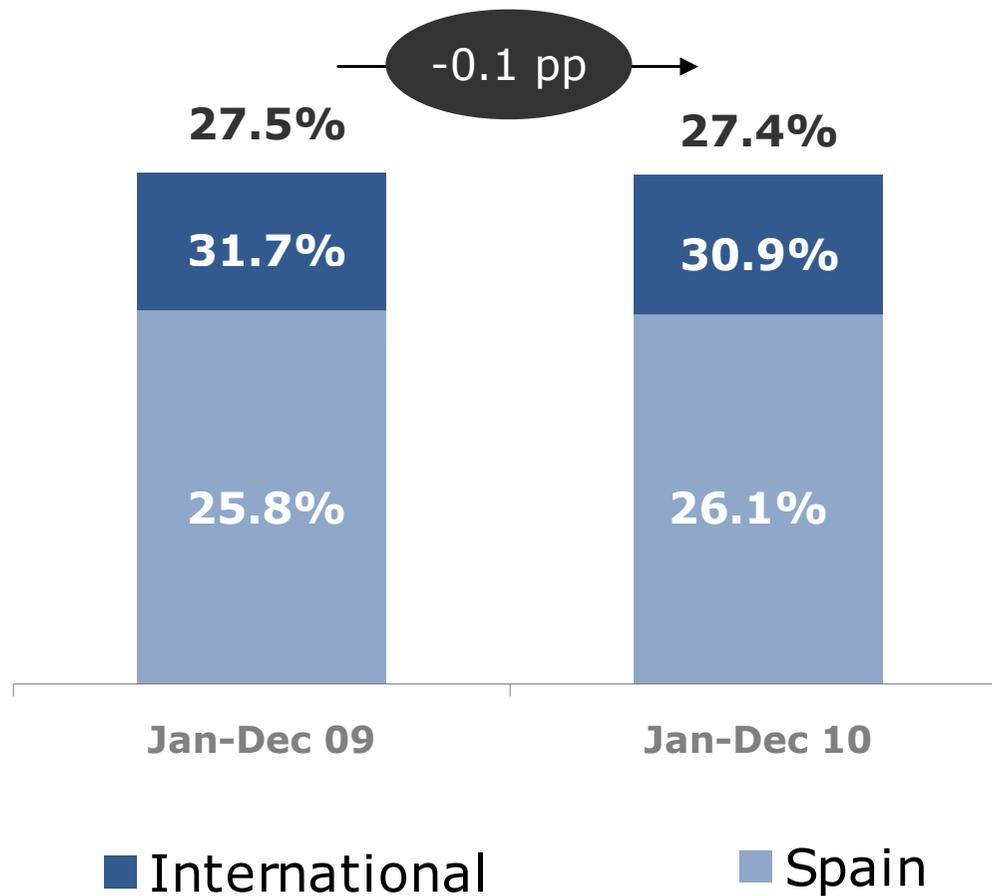


173MW → 420MW wind equivalent

<sup>1</sup> Adjusted by the reduction of 24MW of cogeneration

## Wind load factor

---

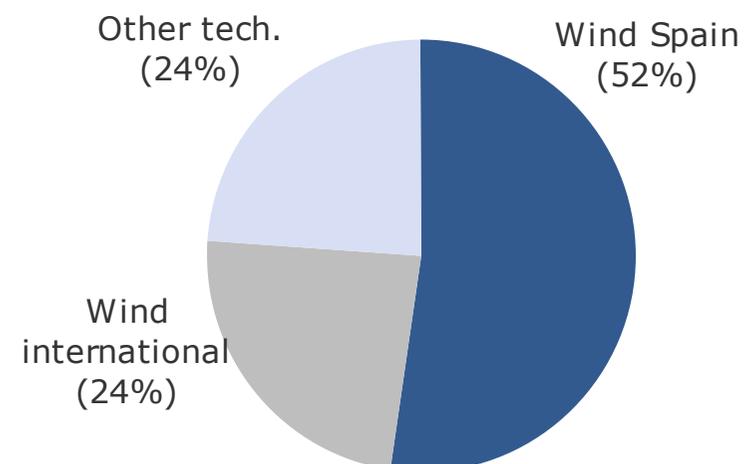


- Load factor remained flat during 2010:
  - 27.5% vs 27.4%
- Lower international load factor offset by increased domestic load factor

# Energy: Production

## Attributable production (GWh)

(Attributable GWh)	Jan-Dec 09	Jan-Dec 10	Chg. (%)
Wind Spain	6,769	8,539	26%
Wind international	2,977	3,901	31%
<b>Total wind</b>	<b>9,746</b>	<b>12,441</b>	<b>28%</b>
Hydro special regime	442	847	92%
Conventional Hydro	595	2,009	238%
Biomass	163	257	58%
Solar PV	82	61	-26%
Solar Thermoelectric	125	215	73%
Cogeneration	600	507	-15%
<b>Total other technologies</b>	<b>2,006</b>	<b>3,895</b>	<b>94%</b>
<b>Total Energy</b>	<b>11,752</b>	<b>16,335</b>	<b>+39%</b>



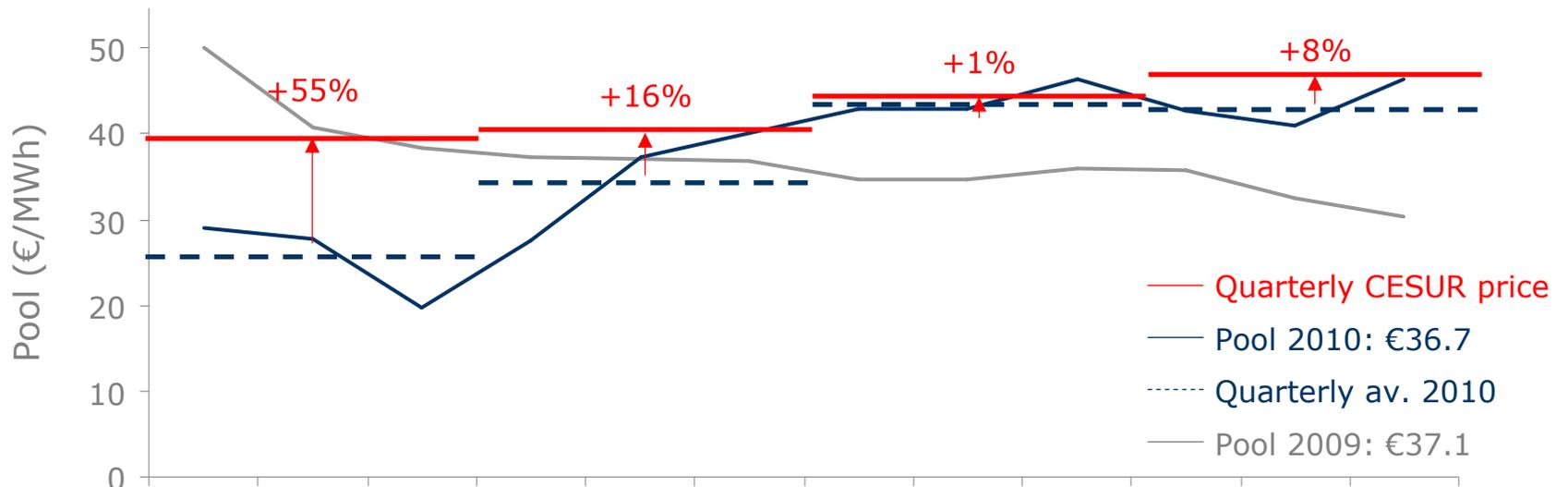
**FY10: 16,335GWh**

**+39%**

Attributable production up by +39% (+4,583GWh)

# Energy: Spanish pool price

Strong pool price recovery throughout the year  
Active hedging strategy through CESUR and bilateral contracts



	1Q 2010	2Q 2010	3Q 2010	4Q 2010
MW <sup>1</sup>	100	229	500	650
GWh	216	500	1,104	1,436
€/MWh	39.4	40.5	44.5	46.9
% Var vs Pool price <sup>2</sup>	55%	16%	1%	8%
% Saleable energy	10%	23%	65%	74%

<sup>1</sup>Assuming load base (100% load factor)

<sup>2</sup>Quarterly average pool price weighted by capacity

# Infrastructures

---



Construction

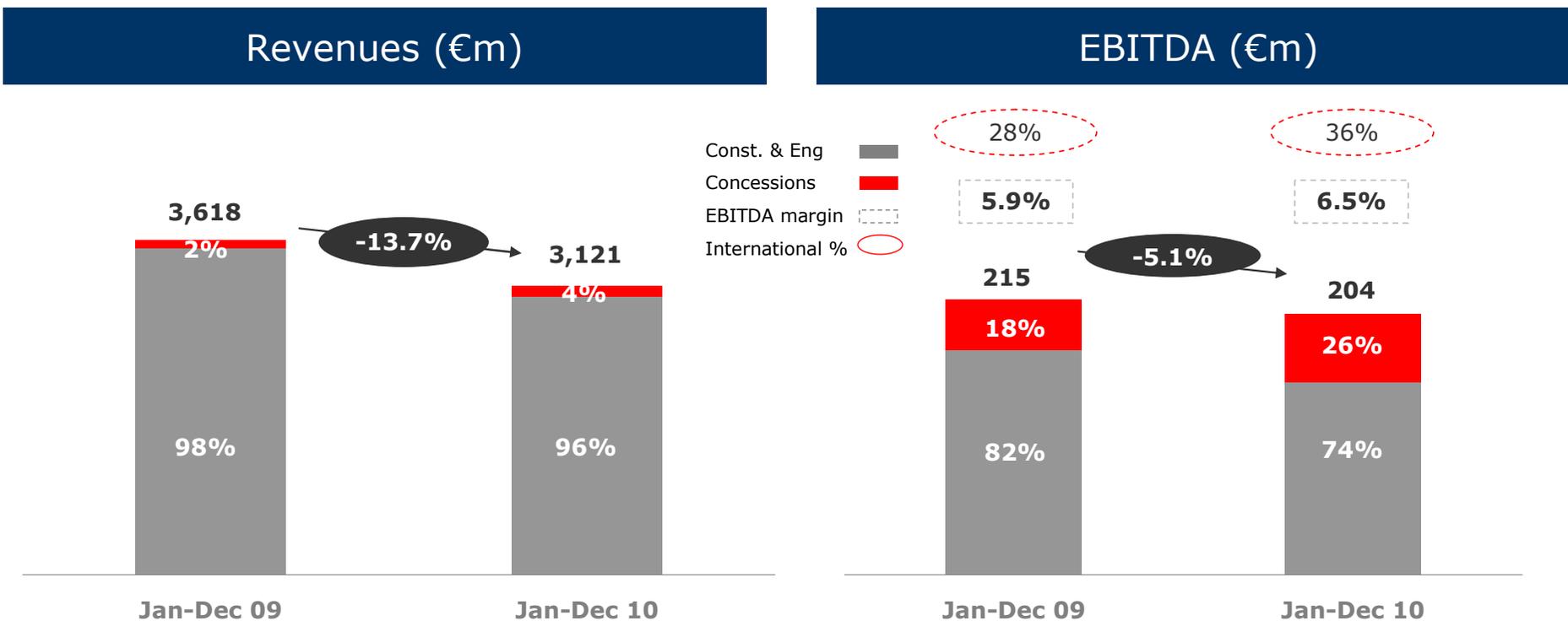


Concessions



Real Estate

# Infrastructures: Key figures



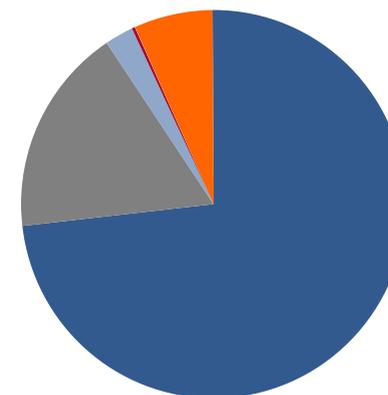
- Slowdown of domestic construction volumes during 2010
- Stable construction margin at 5%
- Strong performance of concessions during 2010 boosting the EBITDA margin to 6.5% from 5.9%

# Infrastructures: Construction backlog December 2010

## Construction backlog (€m)

(€m)	31-Dec-09	31-Dec-10	Chg. Vs (%) 31-Dec-09
Civil works (Spain)	3,802	3,129	-18%
Civil works (Internat.)	1,282	2,176	70%
<b>Total Civil Works</b>	<b>5,084</b>	<b>5,305</b>	<b>4%</b>
Residential (Spain)	79	63	-21%
Residential (Internat.)	17	111	547%
<b>Total Residential</b>	<b>96</b>	<b>174</b>	<b>80%</b>
Non Residential (Spain)	989	882	-11%
Non Residential (Internat.)	452	394	-13%
<b>Non Residential</b>	<b>1,441</b>	<b>1,276</b>	<b>-11%</b>
ANA Development (Spain)	35	1	-98%
ANA Development (Internat.)	35	27	-23%
<b>Total ANA Development</b>	<b>70</b>	<b>28</b>	<b>-60%</b>
<b>Other*</b>	<b>329</b>	<b>475</b>	<b>44%</b>
<b>TOTAL</b>	<b>7,021</b>	<b>7,258</b>	<b>3%</b>

## Construction backlog Dec 2010 By client type



- Civil works 73%
- Non residential 18%
- Residential 2%
- Other\* 7%

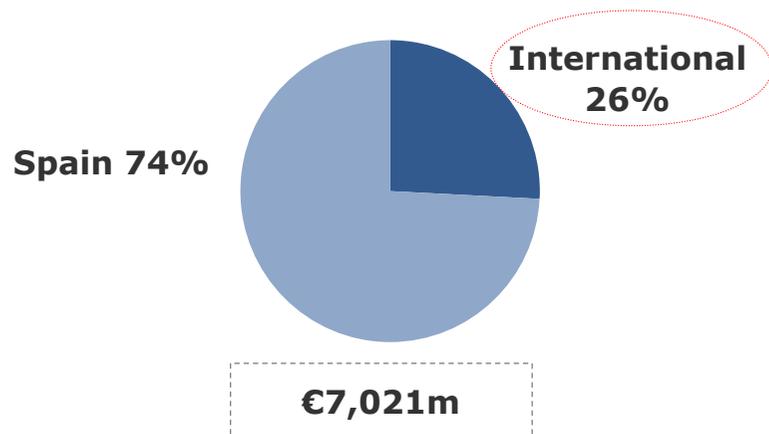
€7,258m

**+4% increase in civil works backlog**  
Domestic market decrease offset by 70% growth of international backlog

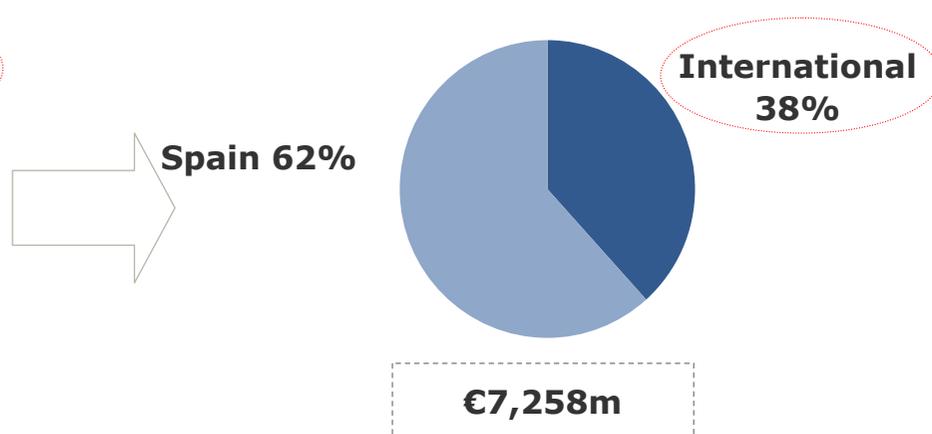
\*Note: Other includes construction auxiliary, engineering and other

# Infrastructures: Construction backlog

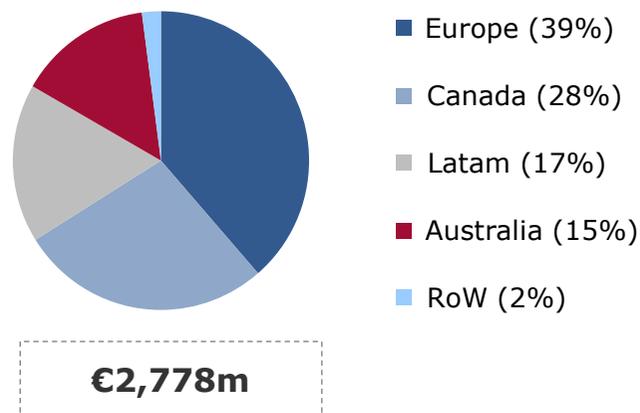
Construction backlog Dec 2009



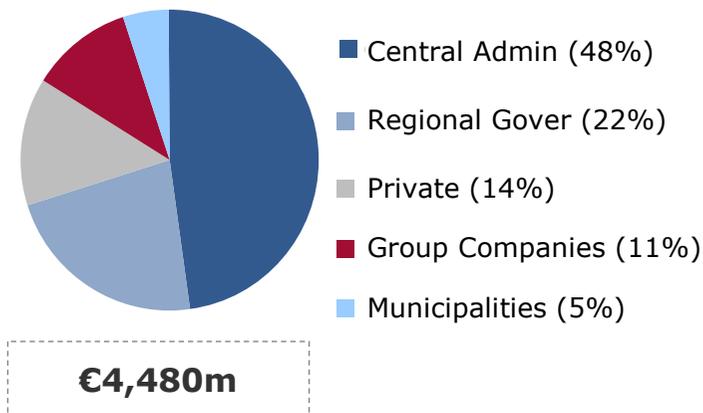
Construction backlog Dec 2010



International backlog Dec 2010  
By geography



Spanish backlog Dec 2010  
By client



# Infrastructures: Concessions



	Road	Rail	Canal	Port	Univer.	Hospital	Total
# of concessions	10	3	1	1	1	5	<b>21</b>
EBITDA 2010 (€m)	37	0	1	0	5	14	<b>53<sup>1</sup></b>
Average life <sup>2</sup> (yrs)	30	30	30	30	20	30	<b>30</b>
Average consumed life <sup>2</sup> (yrs)	5	6	4	5	3	4	<b>5</b>
<b>Book value (€m)</b>	<b>1.077</b>	<b>47</b>	<b>46</b>	<b>15</b>	<b>27</b>	<b>197</b>	<b>1.467<sup>1</sup></b>

Book value as of December 2010: €1,467m  
(€245m equity and €1,222m net debt)

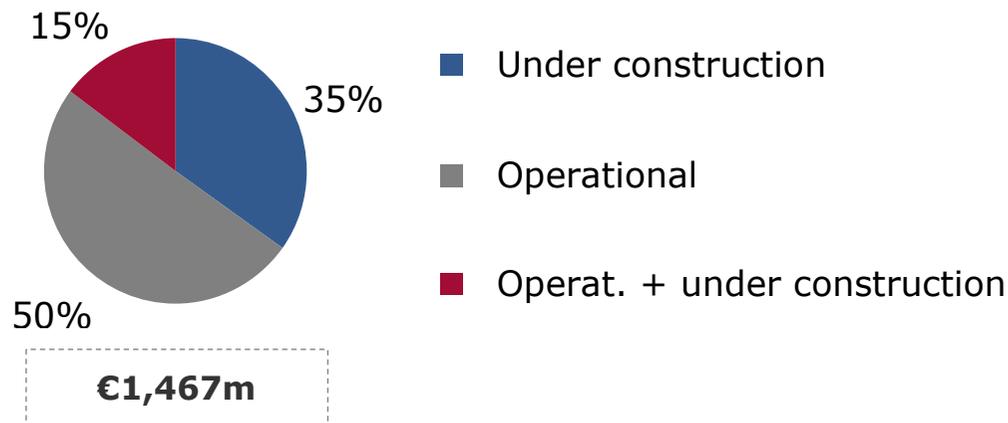
<sup>1</sup> Note: Total EBITDA includes -€3m and total BV includes +€58m from SPV companies

<sup>2</sup> Weighted average by book value (equity + net debt) excluding SPV

# Infrastructures: Concessions

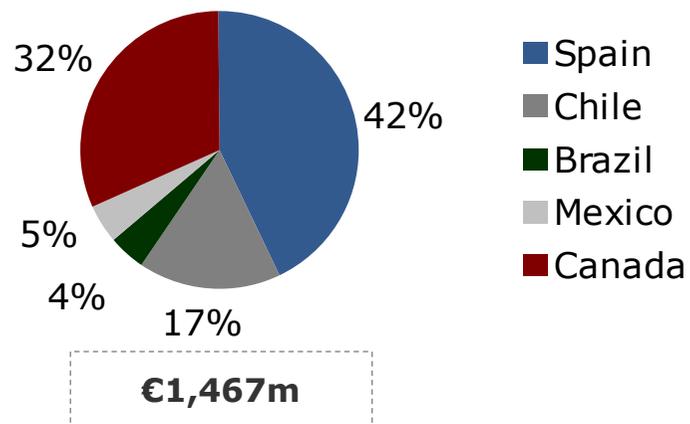
## Book value breakdown

By status



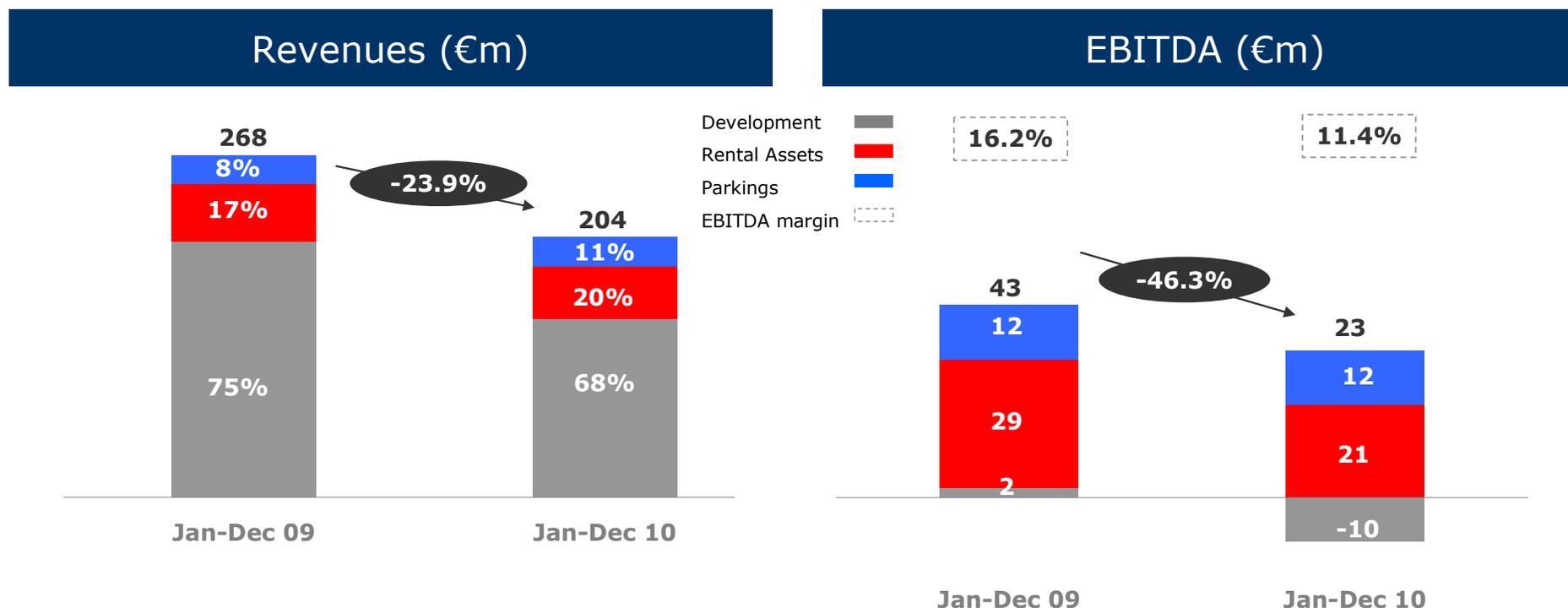
## Book value breakdown

By country



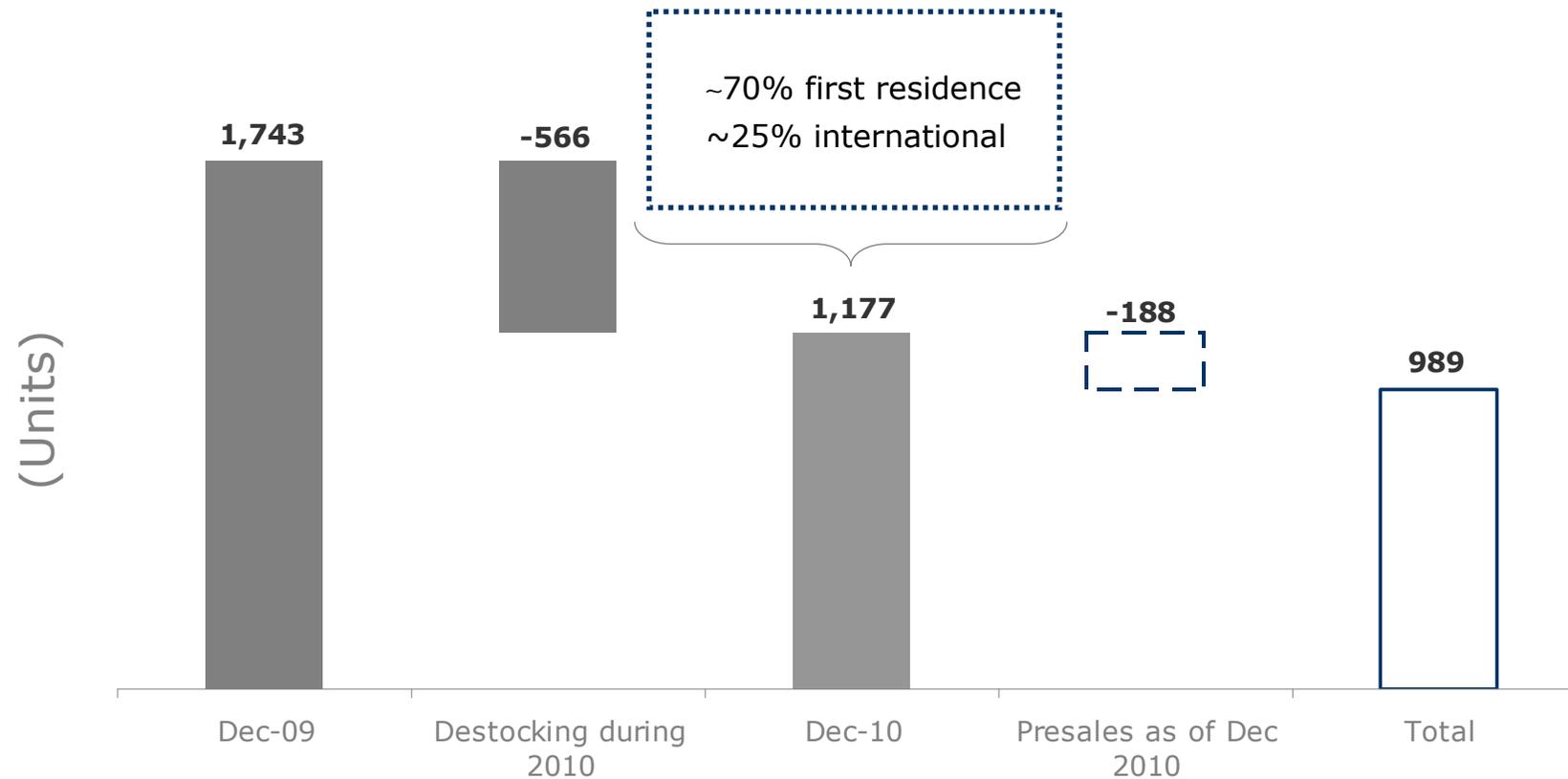
Note: Weighted average by book value (equity + net debt) excluding SPV companies

# Infrastructures: Real Estate



- Destocking in the residential market
- Disposal of rental assets drives revenues and EBITDA reduction
- Resilient parking business performance

# Real Estate: Destocking



Destocking on track  
32% reduction of housing stock during 2010

## Real Estate: Rental asset disposals



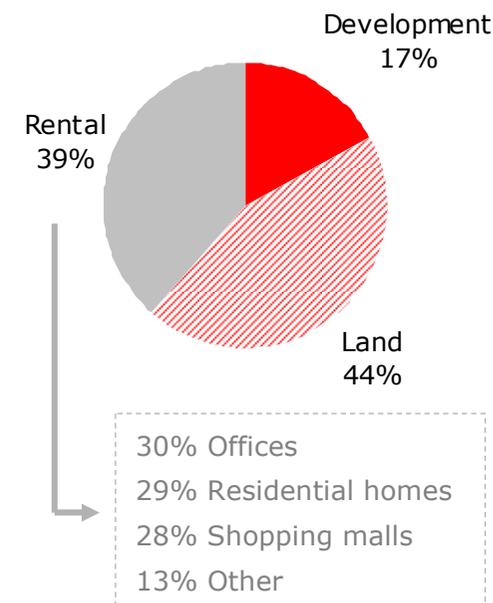
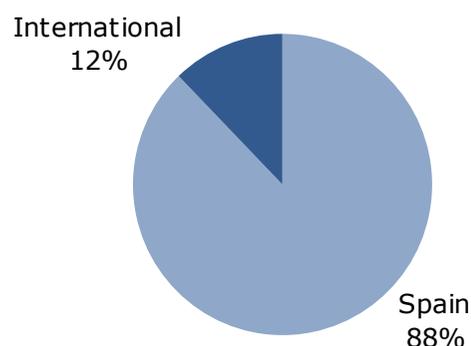
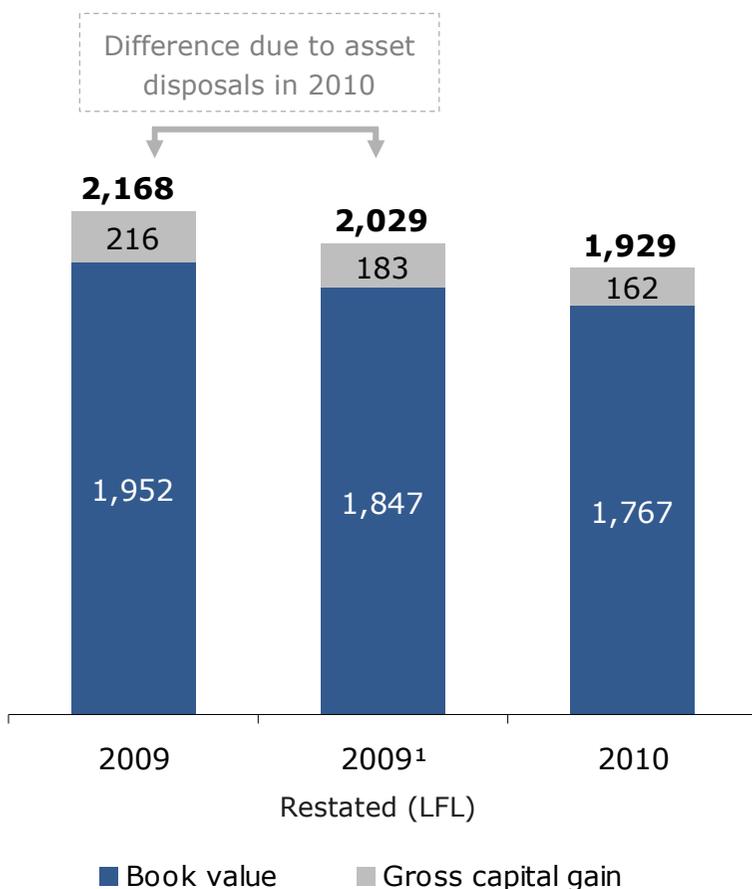
Location	Sq m	Parking spaces	Disposal price (€m)
Polígono Industrial Alcobendas (Madrid's business area)	37,200	325	51.3
Julián Camarillo (Madrid's business area)	17,546	279	45.5
Avenida de Europa 20 Alcobendas (Madrid's business area)	3,485	153	18.4

Assets sold for a total price of €115m → capital gain of €32m in line with independent asset appraisal (GAV 2009)

# Real Estate: 2010 Independent asset appraisal

GAV (€m)	
2009	2010

GAV 2010 breakdown	
By geography	By asset type



**GAV 2010: €1,929m**  
(excludes parking assets)

Note: Independent asset appraisal by CBRE and Aguirre Newman

<sup>1</sup> LFL 2009 restated including the same portfolio of assets as of Dec 2010, i.e. excluding those sold in 2010

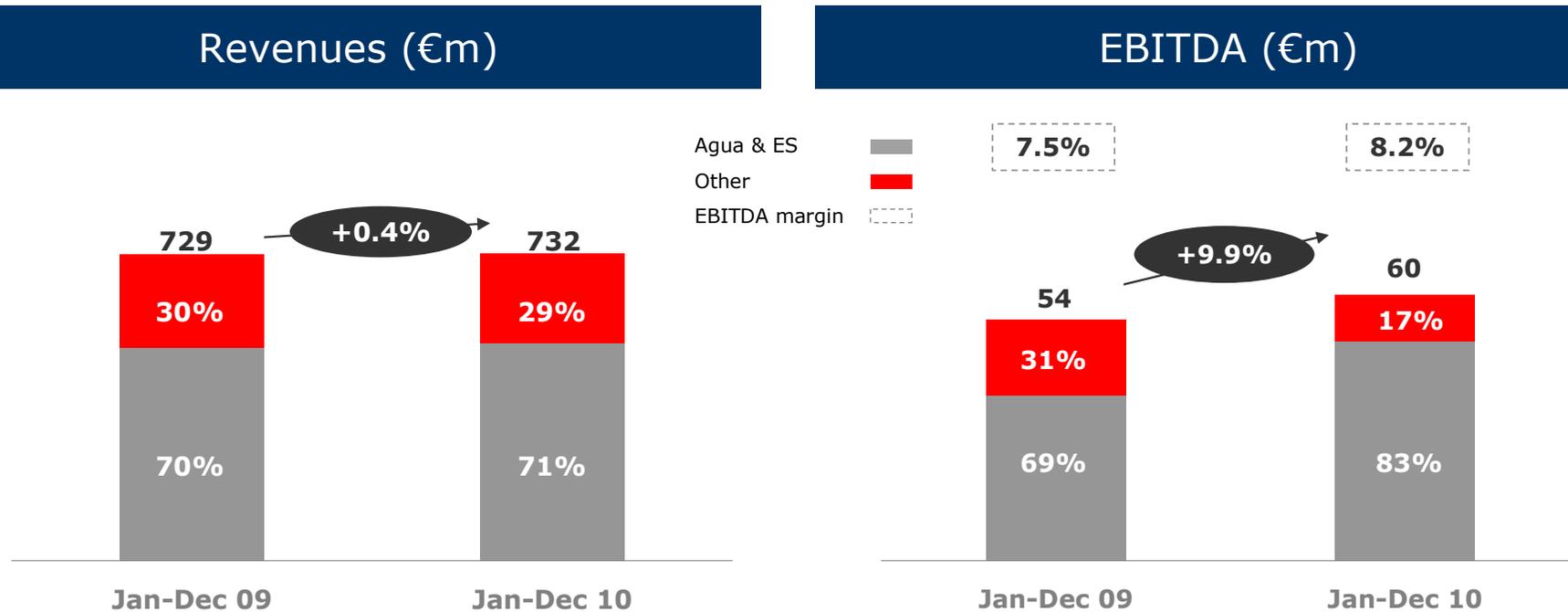
# Water & Environment Services

---

## Water and Environmental Services



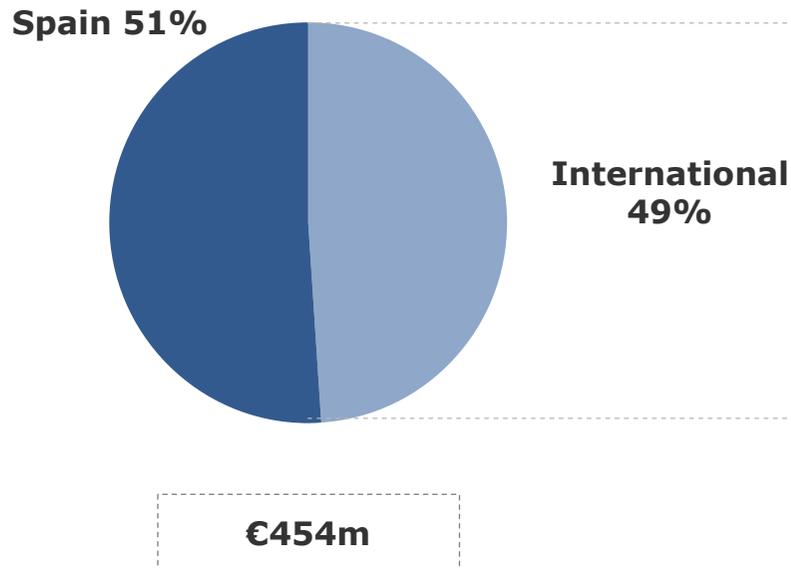
# Water & Environment Services: Key figures



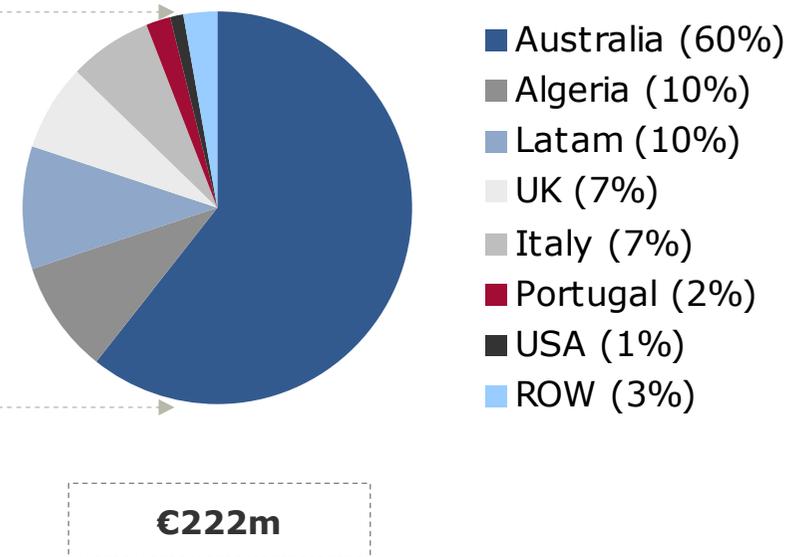
- Strong performance of Water & ES: EBITDA up 33% driven by +48% of water business
- Margin pressure suffered by Facility services

# Water & Environment Services

Agua revenues breakdown  
By geography



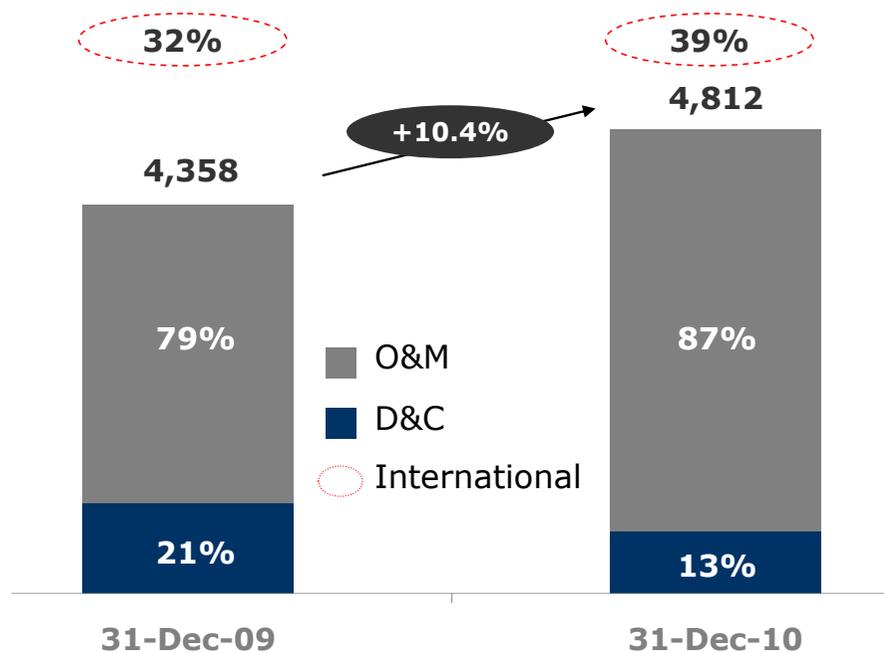
International revenues breakdown  
By geography



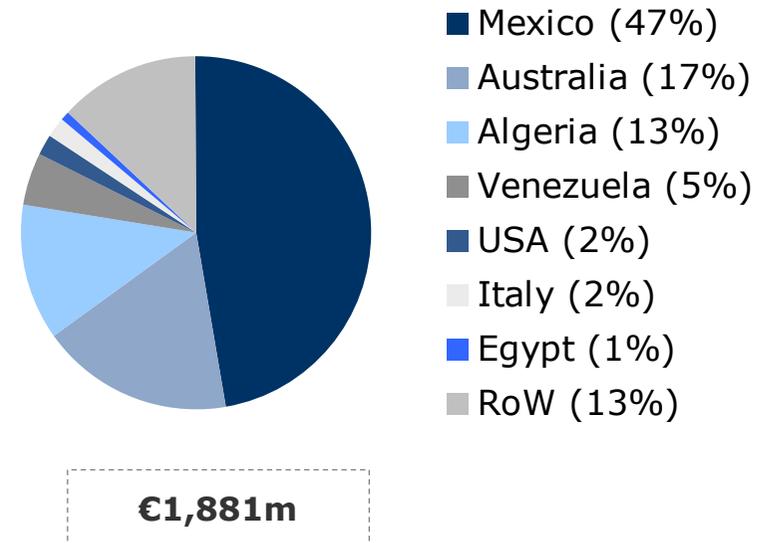
Exceptional results for water division  
+48% EBITDA increase and ~50% of international sales contribution

# Water backlog

**Backlog breakdown (€m)**  
By activity



**Internat. backlog breakdown Dec 2010**  
By geography



- Strengthened international presence:
  - Italy: Management of Sardinia's water treatment
  - Australia: Selected to design, build and operate (during a 35-year concession) a water treatment plant (Mundaring)

# Services and Other Business

---

## Services



Logistic & Transport



Handling and other logistics

## Other Businesses



Asset Manager

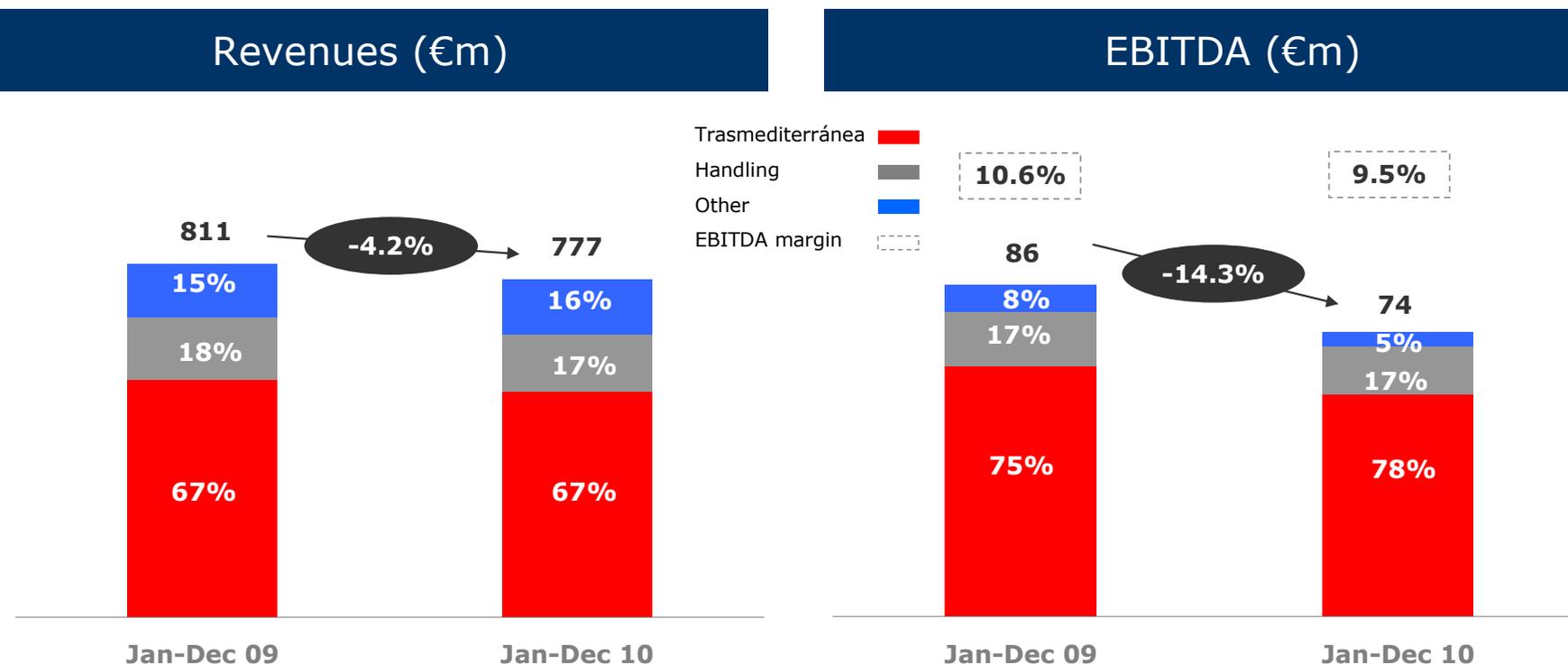


Media (GPD)



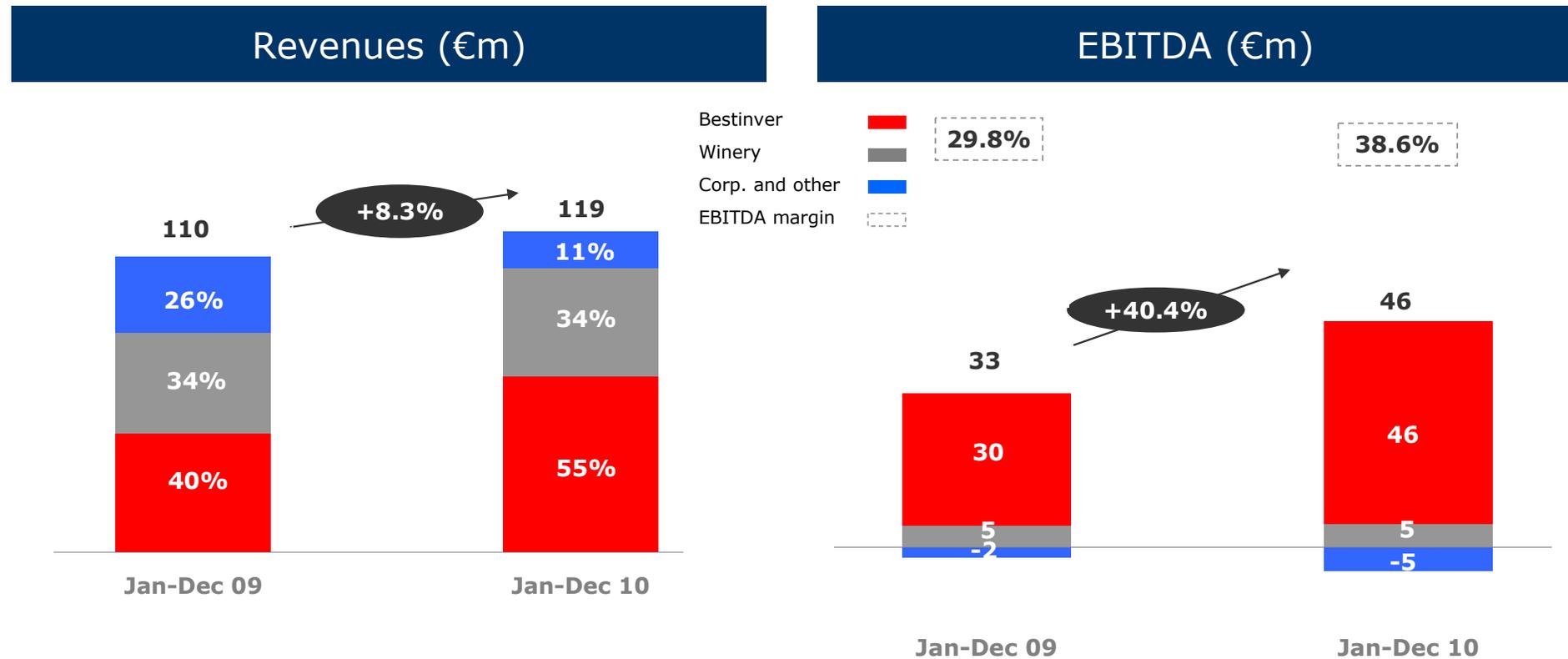
Winery

# Logistic & Transport Services: Key figures



- Trasmediterránea affected by lower passenger volume during the Strait summer operation
- Exceptional acquisition of two new Ro-Ro vessels and divestment of a vessel in laid-up
- Handling business negatively affected by current economic environment

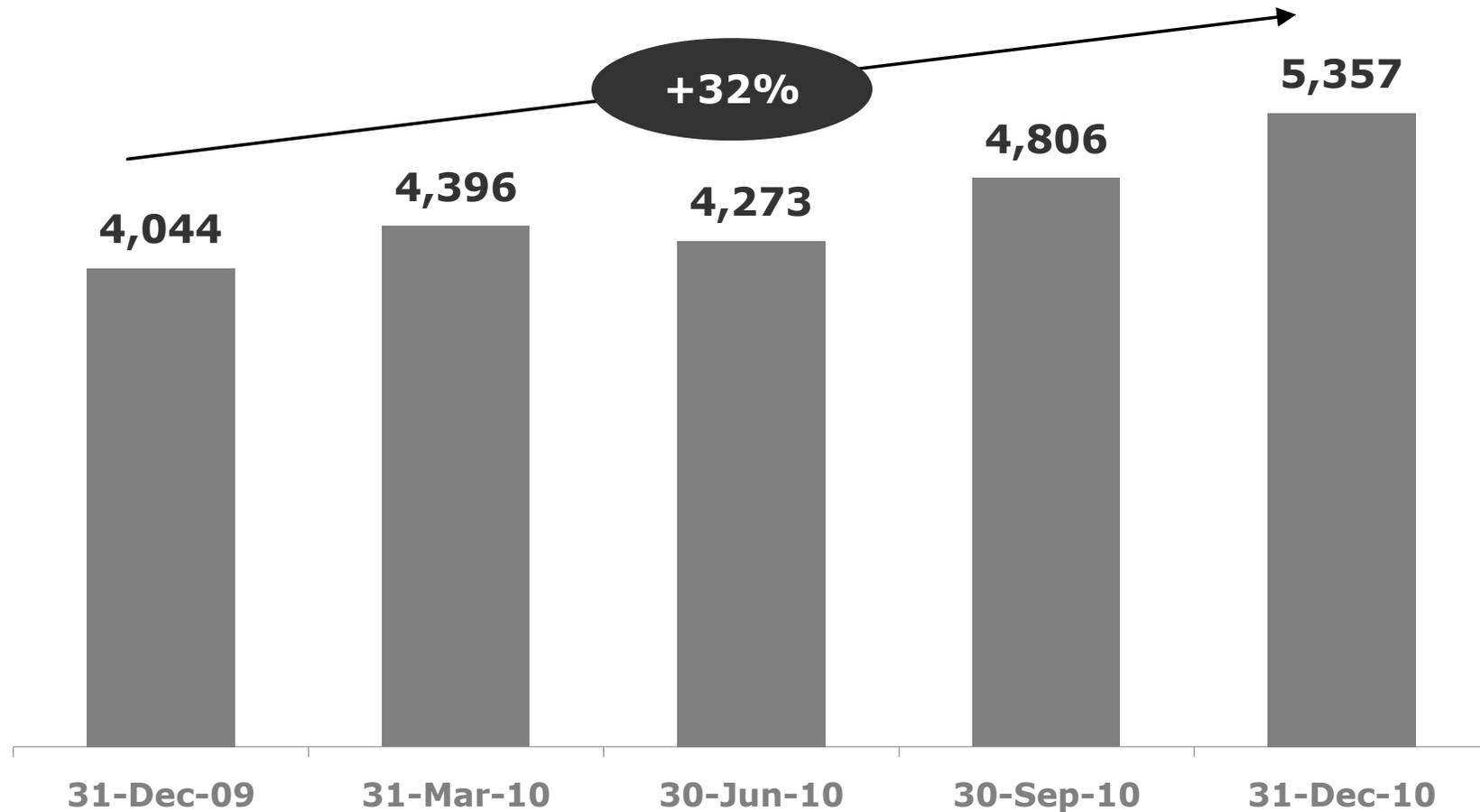
# Other Business: Key figures



- The asset fund manager Bestinver contributed €46m to EBITDA and showed a strong performance in 2010:
  - Revenues up 48%
  - EBITDA up 54%

## Other Business: Bestinver

Evolution of assets under management (€m)



### 3. 2010 Financing highlights

---

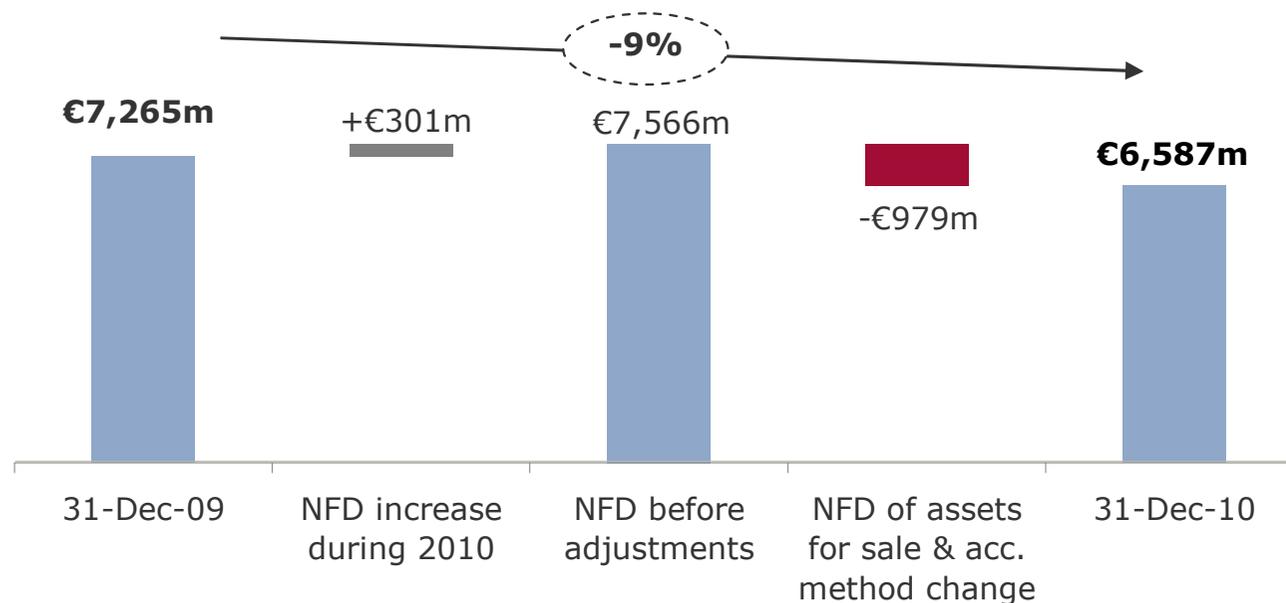
## Assets classified for sale

---

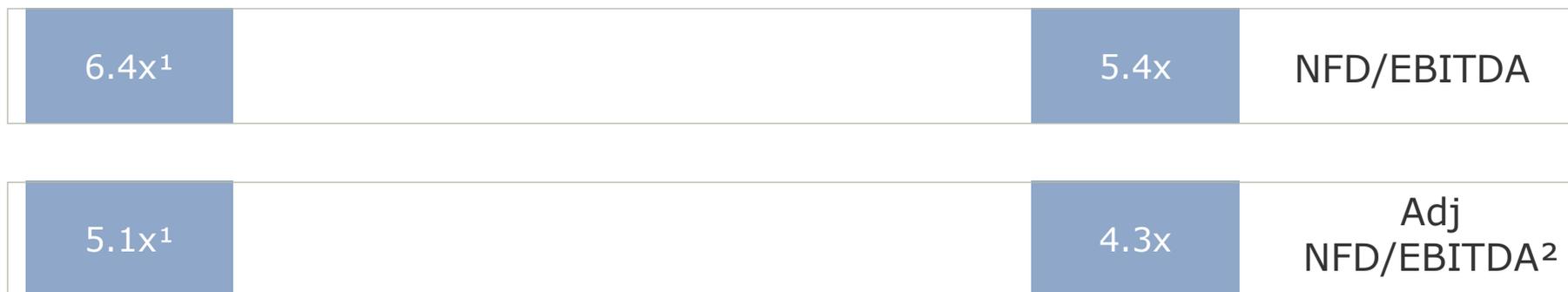
In accordance to IFRS 5, some assets and liabilities have been classified as non-current assets held for sale in the BS of Dec 2010

- Real Estate:
  - A shopping centre
  - Two office buildings
  - The parking assets
  
- Infrastructures: Five concessions
  - Toll road Americo Vespuccio (50%), Chile
  - Toll road Red Vial Litoral Central (50%), Chile
  - Shadow toll road Autovía de los Viñedos (50%), Spain
  - Hospital of León Bajío (100%), Mexico
  - University Politécnica San Luis de Potosí (100%), Mexico

# Net debt performance 2010



Division	€m	%
Energy	5,616	85%
Infrastruct.	-243	-4%
Real Estate	732	11%
Log. & Transp.	157	2%
Water & ES	53	1%
Other	271	4%



<sup>1</sup> 2009PF multiple including full year contribution from the assets acquired in June 2009

<sup>2</sup> Adjusted multiple to exclude net debt not generating EBITDA (€1,375m)

# Debt amortization schedule

## Debt amortization schedule (€m)<sup>1</sup>



As of December 2010 undrawn corporate credit lines amounted to €1,660m

<sup>1</sup>Excludes bilateral credit policies, project bridge financing (mostly energy) and real estate development loans

# Bridge loan refinancing status

---

## Starting point

- €1.5bn bridge loan maturing June 2011
- Raised to fund acquisition of 2,079MW (wind + hydro) free of debt for €2.9bn

## Process timing

- Legal due diligence completed
- Technical due diligence - wind and hydro resource evaluation completed
- MLA group already selected
- Refinancing execution expected by 1Q11

## Refinancing

- Refinancing backed by a smaller asset base:
  - Wind Spain: 1,133MW
  - Mini hydro special regime: 173MW
- Non-recourse debt → Project finance
- Maturity: 18 years

## Additional leverage capacity

- 774MW remain unleveraged providing additional leverage capacity:
  - 680MW of conventional hydro in Spain
  - 94MW of wind in Portugal

Refinancing backed by 1,306MW → 774MW remain unleveraged providing additional leverage capacity

## 4. Conclusions

---

# Conclusions

---

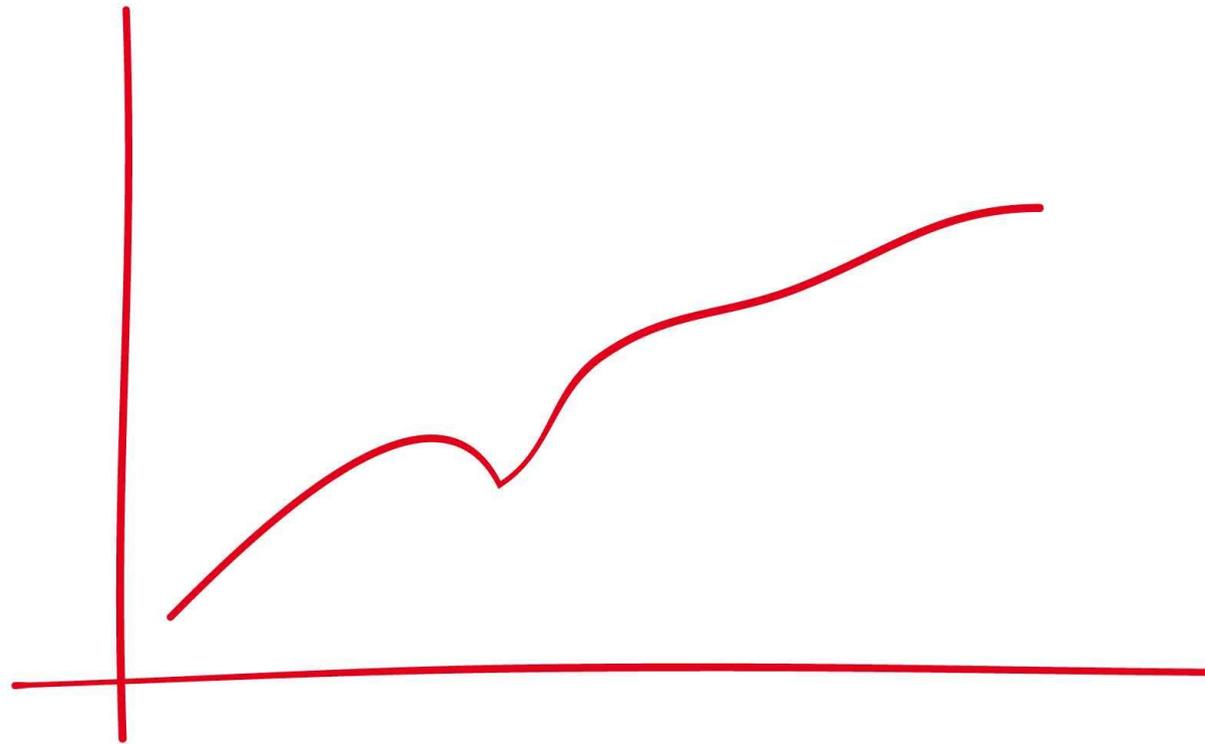
Strong results in a challenging environment

Reduction of NFD and leverage ratios:  
Asset rotation, selective investments and WC management

Successful internationalization:  
International backlog ~40%  
Energy division growth driven by international markets

Refinancing process of €1.5bn bridge loan on track

Strong position to capture future growth and opportunities



**2010 RESULTS**  
**JANUARY - DECEMBER**

28<sup>th</sup> February 2011