

Gleneagles, Scotland



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Gas Business: Value

Terry Hudgens, CEO of Iberdrola Renovables U.S.

Ralph Currey, Head of Energy Management Business

Gleneagles, July 3rd 2008

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Overview

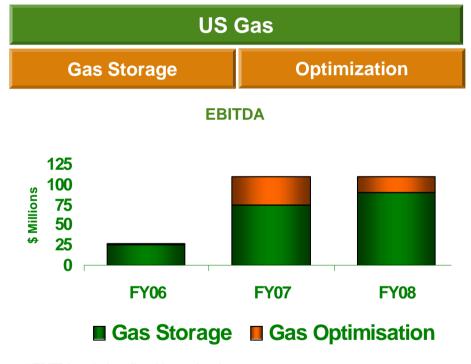


A collection of high quality assets and strong capabilities...

...record of value creation and growth...

...strong market fundamentals...

...experienced management team...



^{*} EBITDA excludes allocable overheads

... with excellent growth prospects

Overview



Storage capacity has grown by 0.38 Bcm per year since 2004...



..robust pipeline will allowed continued growth, due to...

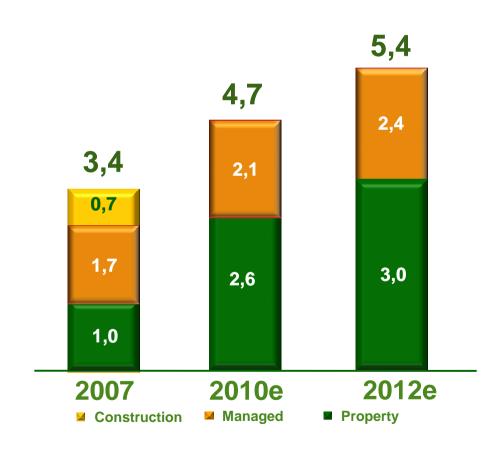
..high barriers of entry, based on...

..specialized technical requirements...

...construction expertise...

..unique business model...

US Gas Storage Growth Targets



...in order to double the storage capacity by 2011

Overview: Key Economic Drivers



Per MM BTU

Owned storage (Reservoir) 1.4 bcm in operation

 Revenue – Low Cycle
 : \$1.80 – 2.30

 O&M costs
 : \$0.30 - 0.30

EBITDA : \$1.50 - 2.00

Contracted storage
(Reservoir)
1.3 bcm third party in operation

Revenue – Low Cycle : \$1.50 – 2.30

Lease payments : \$0.70 - 0.90

EBITDA : \$0.80 - 1.60

Inventory carry costs : \$0.15 - 0.25

Revenue – High Cycle : \$2.60 - 3.50

EBITDA : \$2.30 - 3.20

Development Cost : \$13.00 – 18.00

New build (Salt Storage)
0.9 bcm construction /
permitting
Further [1.2] bcm pipeline

US storage highly attractive with recent transaction multiples 600-700 million \$/bcm

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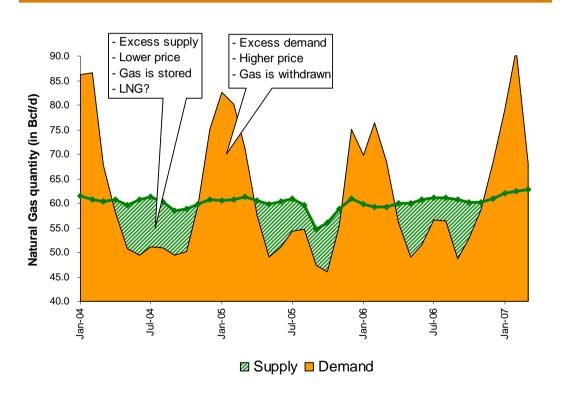
Conclusions

US Gas Storage: Functionality



Is needed to balance demand and supply...

US Natural gas demand & supply



Demand & supply drivers

Demand varies on weather...

~40% Diff between winter summer consumption...

Gas-fired power generation consumption spikes in winter ...

Pipeline scheduling flexibility decreasing

Supply lacks flexibility...

Production is generally stable...

But can be disrupted by weather...

Increasing demand/value for storage

... Natural gas demand in Winter is significantly higher than Spring

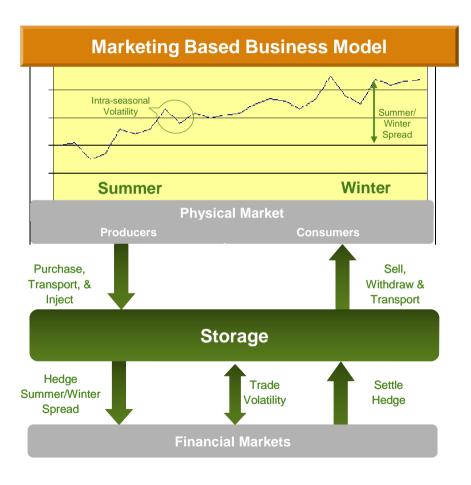
Source: EIA

Note: Supply represents the sum of U.S. domestic production, pipeline imports from Mexico & Canada as well as LNG imports

US Gas Storage: Profitability



Storage Earnings Model depends on seasonal spreads and volatility



Key Features

- Leverage seasonal gas inventory
- Exploit seasonal and short-term pricing differentials

Contract Storage Monetization Strategies

- Lock in <u>intrinsic</u> value by hedging summer/winter gas prices
- Capture <u>extrinsic</u> value by exploiting market conditions that develop during year

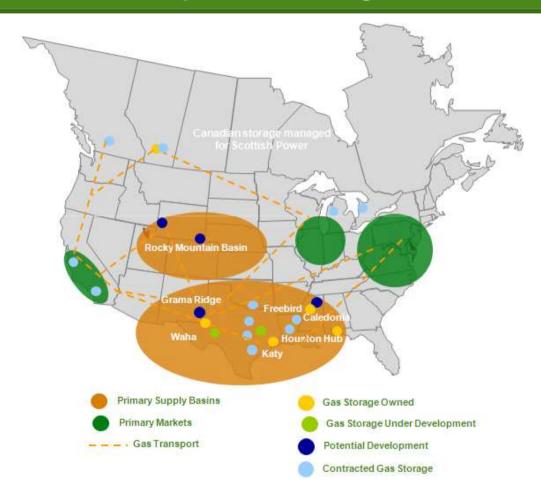
Business Advantages

- Strategically located, flexible storage sites
- Secured low cost structure
- Embedded risk management culture
- Do not go long or short gas
 - However, EBITDA is subject to volatility

US Gas Storage: Assets



IBR is the #3 independent storage owner in US...

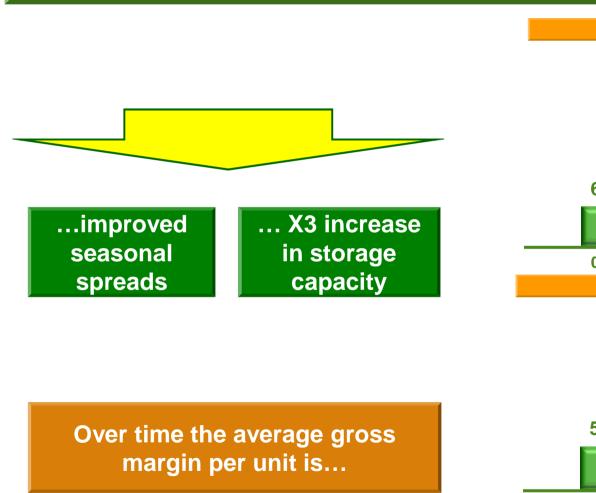


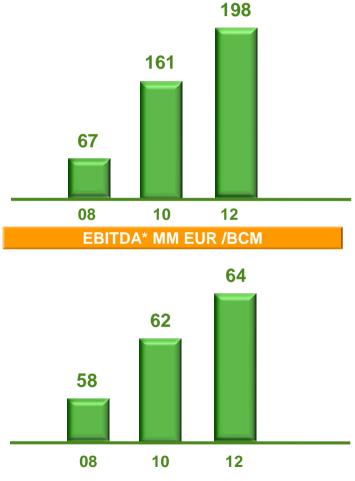
... and ready to provide services to high value markets

IBR US Gas Storage: Results



Increase of 130 MM Eur in Gas storage EBITDA





EBITDA* MM EUR

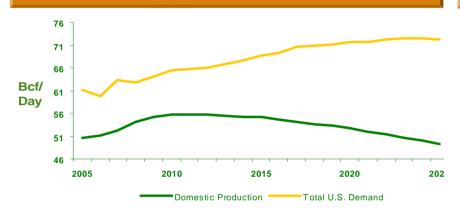
^{*} Excluding overhead costs

US Gas Storage: Value



Gas market fundamentals support storage value ...

U.S. Supply / Demand Forecast



Source: WoodMackenzie December 2007

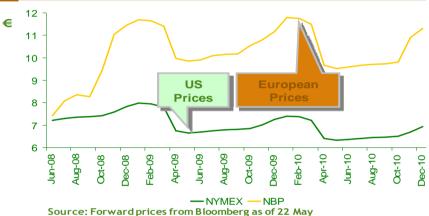
Long-term supply lags increasing demand, with growing imbalance...



Increasing long-haul gas, geopolitical risks, drives high gas prices and volatility ...



Potential for increased summer/winter spread



.. Shortfall met by Canadian imports and LNG

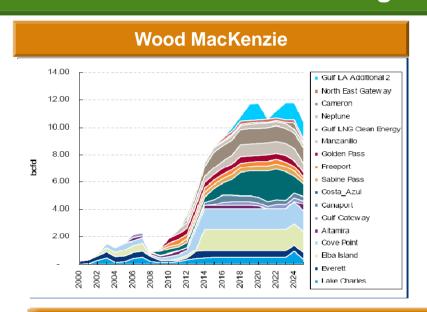
.. Should lead to US spreads growing to resemble Europe

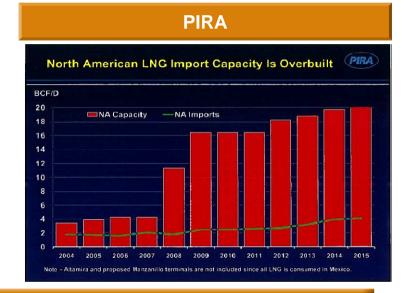
...convergence with Europe provides great upside for asset values

US Gas Storage: Value



Reasonable Minds Disagree on US LNG Import Growth...





... Analysts disagree at the amount of LNG needed in NA in the Medium Term ...

...Wood MacKenzie estimates large amounts of LNG in NA, greater than 8Bcf/d by 2015...

...PIRA estimates approximately 4Bcf/d by 2015...

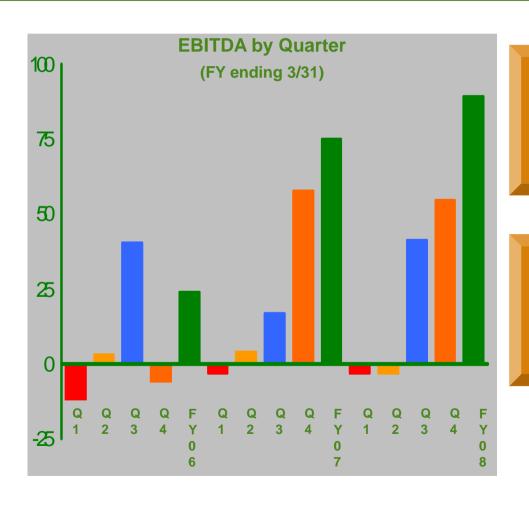
..NA has the regas capacity, storage, and pipeline capacity handle large amounts of LNG...

...Expect erratic deliveries of LNG, leading to high volatility and therefore, profit and value

US Gas Storage: Seasonality



Seasonality of Earnings follows the cycle of injections/extractions....



Typically 100% of contribution is earned in winter months (Oct – Mar)

Quarterly contribution has varied significantly over last three years

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US Gas Optimization



Enhancing Asset Values through Transport and Marketing

Gas Optimization is...

...Connecting assets to high value markets

Performance Optimization

Balancing hourly, daily and long-term positions

Gas Transportation
Contracts

Rights on 50 pipelines to transport 466,000 Mcf/day of gas to highest price markets

Gas Marketing and Trading

Exploiting our knowledge of regional markets and transportation grid

Risk Management

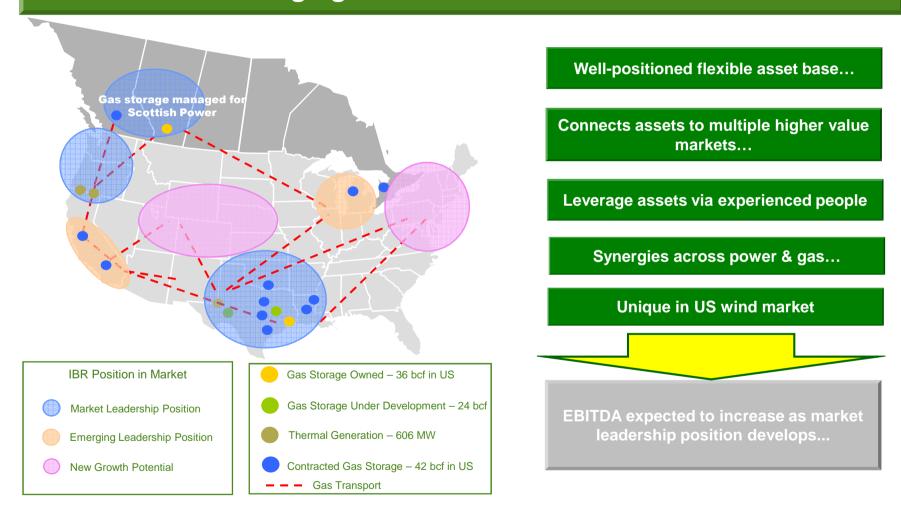
Embedded risk and credit management culture

...adding EUR 18 million EBITDA in 2008

US Gas Optimization: Footprint



Leveraging Value Across Gas & Power...



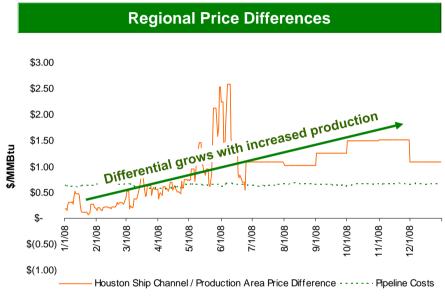
...Profit Potential Expands as Asset Base Increases

US Gas Optimization: Example



The ETF Pipeline connects Production Area Gas to Houston...





Key Features of ETF Contract

- Multi-year contract allows transport of 130,000 MMbtu/d of gas from constrained Texas production to Houston
 - Pay fixed demand payment plus variable charges
- Allows IBR to leverage market knowledge to exploit pricing differences between markets
- Pricing differentials often substantial

Typical Transaction

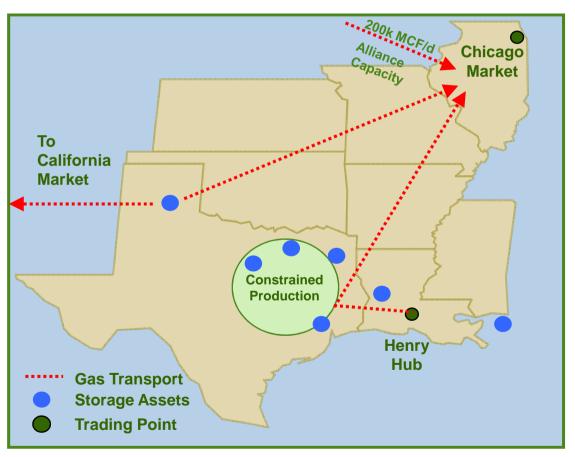
- Production Gas at \$10.00, HSC is \$10.80/MMBtu
- IBR buys 130,000 MMBtu of gas at \$10.00 and contracts for forward sale at HSC for \$10.80, \$0.65 pipeline charges
- (\$10.80 \$10.00 \$0.65) X 130,000 = \$19,500 per day
- Sample of a simple, repeatable expansion strategy

US Gas Optimization: Expansion



Growth Potential Demonstrated by Mid-continent Expansion...

Starts with strong seasonal markets: Chicago in Winter, Texas/California in Summer...



Add strategically located gas storage

Connect by transport to multiple higher value markets

Profit potential enhanced by end-use peaking transactions and strategic producer relationships

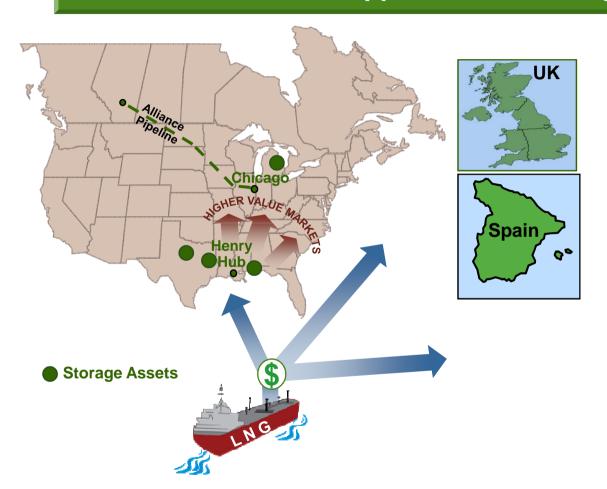
Value proposition enhanced by constrained production

Simple, repeatable expansion strategy with demonstrated record

US Gas Optimization: LNG



Worldwide Growth Opportunities Through LNG Optimization...



Company has an excellent reputation in the LNG market with supply contracts from most LNG-producing countries

Combined with mature energy management footprint in the UK and United States creates ability to profit from global energy price volatility

Our strong US position allows us to profit from LNG by exploiting our storage, transport, and marketing relationships

US is a building block for a global gas business

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Well Positioned for Future Growth...

Record of good earnings enhancement across power and gas

North American footprint is difficult to duplicate today

Experienced group of energy professionals

Earnings potential expands as assets base grows

Enhances the competitiveness of our wind business

Building Block for Iberdrola's International Gas Business