
COMPANY PROFILE

ACCIONA is a global company with a business model based on sustainability. Its aim is to respond to society's main needs through the provision of renewable energy, infrastructure, water and services.

ACCIONA integrates sustainability as a driver of change and progress...

With its commitment to sustainable development at the core of its businesses, ACCIONA as an organisation is capable of providing solutions to the critical needs of society and generating value beyond shareholders' earnings. ACCIONA bases its strategy on the three basic pillars of sustainability: environmental protection, social progress and economic growth.

The company is progressing with this business model thanks to its 32,835 professionals and to its sales of EUR 5.977 billion and EBITDA of EUR 1.192 billion in 2016.

ACCIONA is one of the top Spanish IBEX 35 companies with great experience in renewable energies, infrastructures, water and services. It is thanks to this experience that it is present in more than 40 countries.



MISSION

To be the leader in the creation, promotion and management of renewable energies, infrastructure, water and services, contributions to social well-being, sustainable development and the creation of value for stakeholders.



VISION

To achieve sustainable development in its areas of activity for the good of society, both in the present and in the future.



VALUES

Honesty, social responsibility, leadership, long-term focus, innovation, financial soundness, care for people, customer orientation, concern for the environment.

In 2016, 42 % of ACCIONA's overall sales and 72 % of its EBITDA were based on businesses included in the **Green Economy** (as defined by the UNEP)

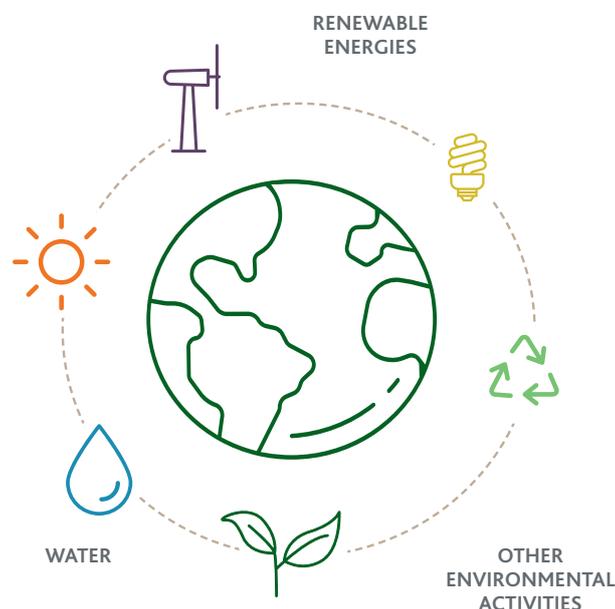
In its persistent efforts to generate progress in the geographical areas in which it operates, last year ACCIONA launched its Sustainability Master Plan 2020. Through this Plan, the company takes on its leadership role in economic, social and environmental transformations.

One of ACCIONA's biggest commitments in this area is the fight against climate change. During the climate summit in Paris, the company announced its own target of becoming a carbon neutral organisation in 2016 by reducing emissions and offsetting those that are unavoidable through emission reduction credits (ERCs).

ACCIONA's different businesses provide value to the so-called Green Economy, defined by the United Nations Environment Programme (UNEP) as one "that results in improved human well-being and social equity, whilst significantly reducing environmental risks and ecological scarcities."

In 2016, 42 % of ACCIONA's overall sales and 72 % of its EBITDA came from activities related to renewable energies, water and other environmental activities. These results will be reinforced by planned investments in renewable energies through 2020, which will amount to at least 2.5 billion dollars.

ACCIONA, GREEN ECONOMY LEADER



...with forward-looking businesses...



ENERGY

ACCIONA Energy is a unique global operator in the renewable energy industry, with a distinguished presence in more than 15 countries on five continents. Special focus is on emerging countries needing sustainable solutions to drive their development.

It works exclusively with renewable energies, and its business activity stands out in five of them: wind, photovoltaic, thermo-solar, hydraulic and biomass. It produces emission-free clean energy for close to six million homes.

2016

Revenue	€1.796 billion
EBITDA	€740 million
Total capacity	8,913 MW
Total output	20,830 GWh



INFRASTRUCTURE

Construction



ACCIONA Construction is at the forefront in R&D&I, and it is among a select number of global construction companies using the most advanced construction techniques. This activity encompasses all aspects of construction

through its three specialised business units (bridges, highways and special structures; railways and tunnels; and ports and other hydraulic works), as well as the Engineering department and other businesses.

2016

Revenue	€2.157 billion
EBITDA	€122 million
Project portfolio	€8.140 billion

** Construction figures include the Industrial and Engineering businesses.*

Concessions



ACCIONA Concessions is a world leader in private infrastructure development, both in terms of the number of projects delivered and in revenues.

The company has a track record of more than 40 concessions throughout its history, based on a globally-minded team that is fully adapted to local needs and peculiarities.

2016

Number of projects	€110 million
EBITDA	€52 million
Project portfolio	€1.377 billion

Water



ACCIONA Agua leads the field in the water treatment industry. Its activity focuses on serving communities, and ranges from water collection to purification, including desalination, treatment and return to the environment.

It also manages integral services covering all the stages of water treatment until it is suitable for human consumption. It supplies water to the population and processes urban and industrial waste water, directly billing the end users.

2016

Revenue	€708 million
EBITDA	€119 million
Water managed	772 hm ³



INFRASTRUCTURE

Services



ACCIONA Service provides a broad range of integral service solutions to its customers. Thanks to its know-how, acquired through over 50 years' experience in performing and managing services, it has positioned itself as a preferred service partner of major domestic and international companies.

ACCIONA Service's tremendous flexibility enables it to offer customers a single business model that can handle everything from contracting a single service to the possibility of running entire non-core business Facility Management operations.

2016

Revenue	€677 million
EBITDA	€28 million
Employees	15,873

Industrial



ACCIONA Industrial, a specialist in industrial projects with high technological content, encompasses three business areas in which it leads the field: thermal generation, Oil & Gas and hydroelectric generation.

The Industrial business area involves all aspects of industrial processes, from engineering to procuring equipment, building of facilities and their subsequent operation and maintenance.

2016

Employees	195
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** Industrial's economic figures are included in the data for Construction.*



OTHER BUSINESSES

These include the businesses of **Trasmediterranea**, Spain's number one shipping company and one of Europe's biggest passenger and cargo shipping companies; **ACCIONA Inmobiliaria**, which has more than 20 years' experience and is one of the top housing developers; **Bestinver**, a financial services firm, including fund management and stock brokerage; and **Grupo Bodegas Palacio 1894**, a centennial cellar that has centres in five of Spain's most prestigious wine-growing regions, as well as other participations.

Number of vehicles	575,991
Number of passengers	2,508,535
Housing inventory (units)	849
Assets Under Management (Bestinver)	€5.222 billion

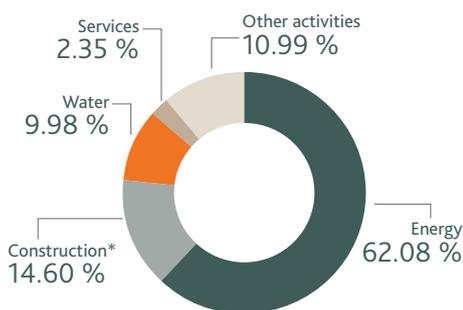
Revenue	€668 million
Trasmediterranea	€431 million
Inmobiliaria	€105 million
Bestinver	€85 million
Grupo Bodegas Palacio 1894	€41 million
Corporate and others	€7 million
EBITDA	€131 million

...and public- and private-sector customers

PRODUCTS AND SERVICES	CUSTOMERS: PUBLIC, PRIVATE (B2B AND B2C)
Energy: sale of renewable energy, renewable technology EPC contracts and O&M renewable technology plants.	550 corporate customers (industrial, institutional, tertiary sector); 2,600 supply points (4.8 TWh). Public customers , such as the Mexican Federal Electricity Commission or South Africa's Eskom. Private B2B customers: investors such as Blackstone, Cemex, Nova Scotia Power, Engie and solar farm owners.
Infrastructure	
Construction: civil engineering, building, infrastructure maintenance.	109 customers: 69 % public and 31 % private B2B. 350,000 users of the infrastructure maintenance service (Spain).
Concessions: social infrastructures and transport infrastructures.	16 customers: 100 % public.
Water: management of water services, automation and control, construction and O&M of drinking water, waste water treatment and desalination plants.	Public customers: municipalities, public companies, utility companies. Private B2B customers: private companies and 432,000 subscribers. ■ 15.3 million users of water supply services in 180 municipalities in Spain and Peru. ■ 31 million beneficiaries of drinking water treatment services. ■ 55 million beneficiaries of waste water treatment services. ■ 15 million beneficiaries of desalination services.
Services: handling, cleaning, maintenance, forwarding, gardening, waste collection and treatment, etc.	Public customers , who account for 11 % of billing. Private sector B2B customers , who account for 89 % of billing.
Industrial: EPC projects, O&M industrial plants, electric and HVAC facilities.	EPC and O&M industrial plants (96 % billing): 1 public customer and 4 private customers. Electric and HVAC facilities (4 % billing): 2 private customers and 2 public customers.
Bestinver: financial asset management services through investment and pension funds, SICAVs. This activity is complemented by stock brokerage services.	42,374 investors.
Grupo Bodegas Palacio 1984: production and marketing of wines.	Public customers: two public companies in Canada, 350 customers. Private B2B customers: superstores, HORECA, export. B2C customers: more than 3,000 direct consumers.
ACCIONA Inmobiliaria: real estate development, asset lease management.	Private B2C customers: residential assets for sale (69.3 % of billing), asset management (12.2 %), residential assets for lease (14.4 %), student halls of residence and hotels (4.1 %).
Trasmediterranea: passenger and cargo shipping.	Private B2B customers , e.g. travel agencies. B2C customers: 3 million passengers and 1,143 cargo shipping customers.

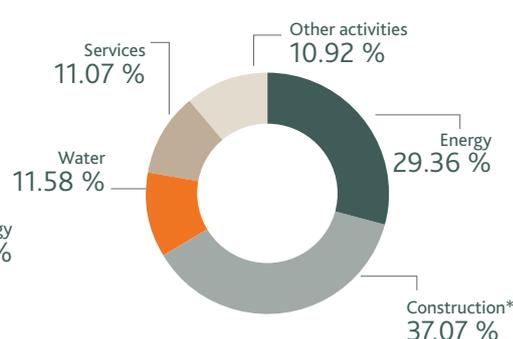
Key figures in 2016

Contribution to EBITDA by business line
(% total)



* Includes Concessions and Industrial.

Revenue by business line
(% of the total)



* Includes Concessions and Industrial.

Revenue by geographic area

