

A business with a purpose

VALUE CREATION BUSINESS MODEL

ACCIONA is a world leader in sustainable infrastructure solutions and renewable energy projects. Its services cover the entire value chain including design, construction, operation and maintenance.

The company, with its reported revenues of 5.977 billion euros in 2016 and presence on the five continents, is committed to contributing to the economic and social development of the communities in which it operates.

ACCIONA is at the forefront when it comes to mitigating the effects of climate change, resource scarcity and environmental impacts, as well as dealing with the challenges posed by population growth, economic development and new social needs. It is optimistic about the future as regards its mission to promote sustainable development through its renewable energy and infrastructure businesses, in addition to the other activities that diversify and complement its core businesses.

This long-term growth model efficiently combines tangible and intangible resources to generate a positive impact in terms of business sustainability which, in turn, creates further value in those communities in which the company operates, resulting finally in a sustained return for shareholders over time.

With a highly specialised team, a reputable brand and a focused and sustainable growth strategy, ACCIONA's business structure makes sense in the medium and long term as its core businesses — renewable energies and infrastructure, in a broad sense — are precisely those that are best suited to meeting the needs of government and society.



MISSION

To tackle the challenge of achieving sustainable development in all of our business areas so that the generations of today and tomorrow will have a better life.



VISION

To be leaders in building, developing and managing infrastructure, energy, water and services; and to contribute actively to social well-being, sustainable development and value creation for our stakeholders.



VALUES

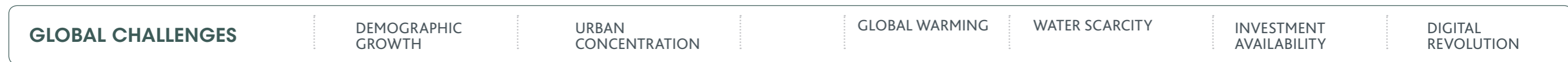
- Honesty
- Leadership
- Excellence
- Environmental concern
- Social responsibility
- Long-term focus
- Financial strength
- Customer focus
- Innovation
- Care for people

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A DIVERSIFIED BUSINESS MODEL THAT SATISFIES CITIZENS' NEEDS

ACCIONA's businesses generate value and tackle the challenges of sustainable development



* ACCIONA ENERGY

100% renewable

- 9 GW OPERATIONAL
- 14 COUNTRIES ON 5 CONTINENTS
- LEADER OF THE TOP 100 GREEN UTILITIES (according to Energy Intelligence)

Focused on the most competitive technologies

- 86% OF THE PORTFOLIO IS WIND AND SOLAR PHOTOVOLTAIC
- >300 ASSETS IN THE MAIN RENEWABLE TECHNOLOGIES



Broad experience

- >20 YEARS IN THE INDUSTRY
- THROUGHOUT THE VALUE CHAIN



Profitable growth

- ~1 GW UNDER CONSTRUCTION AND ~4.5 GW IN THE PIPELINE
- STRATEGIC MARKETS AND NEW MARKETS
- NEW BUSINESS MODELS



ACCIONA INFRASTRUCTURE

CONSTRUCTION

100 years of experience with megaprojects

SPECIALISED IN:

- BRIDGES, ROADS AND SPECIAL STRUCTURES
- RAILWAYS AND TUNNELS
- BRIDGES AND HYDRAULIC WORKS



CONCESSIONS

Development of social and transport infrastructure

6 HOSPITALS
14 ROADS

2 RAILWAYS
2 CANALS AND PORTS



WATER

Managing the entire water cycle

> 75 DESALINATION PLANTS
> 300 WASTE WATER TREATMENT PLANTS
115 WATER TREATMENT PLANTS



INDUSTRIAL

Industrial projects with a strong technology component

- THERMAL, HYDROELECTRIC AND PV POWER GENERATION
- OIL&GAS
- TRANSMISSION GRIDS AND SUBSTATIONS
- INSTALLATIONS



SERVICES

End-to-end services associated with assets in:

- INFRASTRUCTURE
- INDUSTRY
- CITIES



OTHER BUSINESSES

TRASMEDITERRANEA

A shipping company with a century of history

32 ROUTES AND 23 SHIPS carrying over:
2.5 M PASSENGERS AND
5.8 M LINEAR METRES



ACCIONA INMOBILIARIA

> 9,000 homes developed in 25 years

- IN SPAIN, MEXICO, POLAND, PORTUGAL
- UNDER THE PRINCIPLE OF SUSTAINABILITY



BESTINVER

Spain's leading independent asset manager

VALUE INVESTING PHILOSOPHY
5.2 B€ IN ASSETS UNDER MANAGEMENT
AND OVER 41,800 CLIENTS



GRUPO BODEGAS PALACIO 1894

5 wineries in Spain's most prestigious wine-growing areas:

400 ha OF COMPANY-OWNED VINEYARDS
40% OF REVENUE FROM OTHER COUNTRIES
16 M BOTTLES SOLD

