



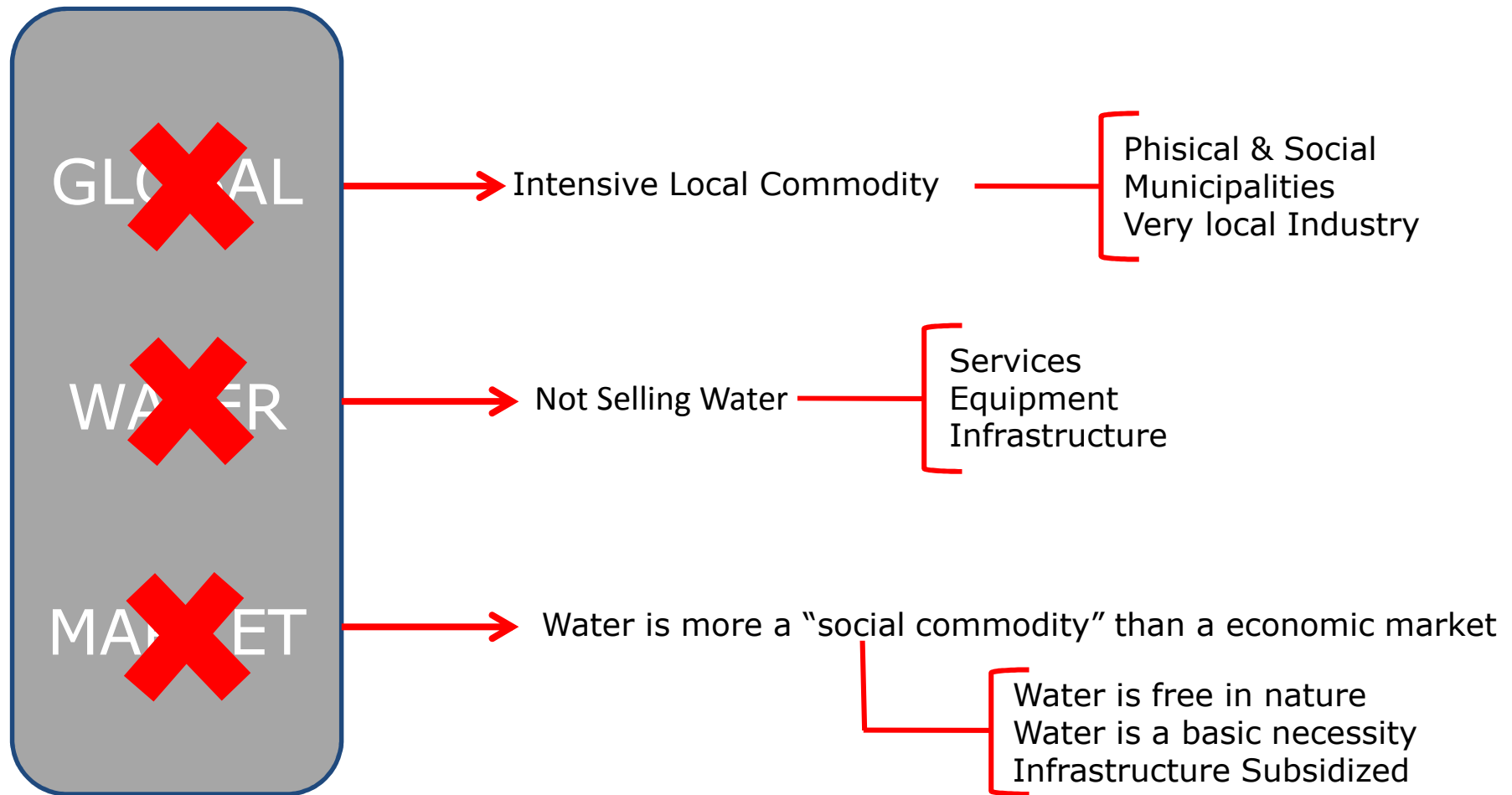
January 2013

1 Global Water Market

2 ACCIONA Agua Today

3 ACCIONA Agua Tomorrow





Where is the business?



SCARCITY

- **More than 40% of Population. today lives in areas with water stress.**
- **Water is not “free”.**
- **Population rises.**
- **Water for Resources (food, mining, oil & gas) rises.**

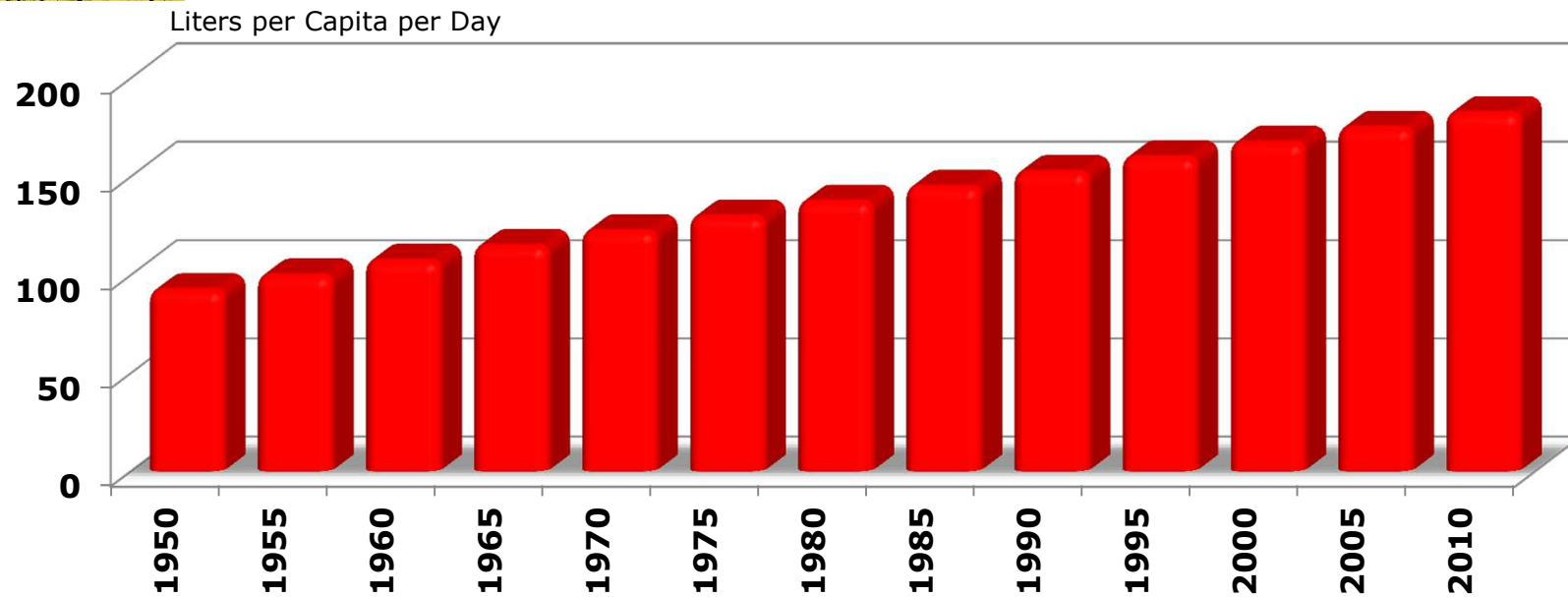


URBANISATION

- **More than 50% of Population today lives in cities.**
- **Environmental impacts**
- **Health issues**
- **Quality of life issues**

Water Demand

SCARCITY



Population 2012:
7,000 M



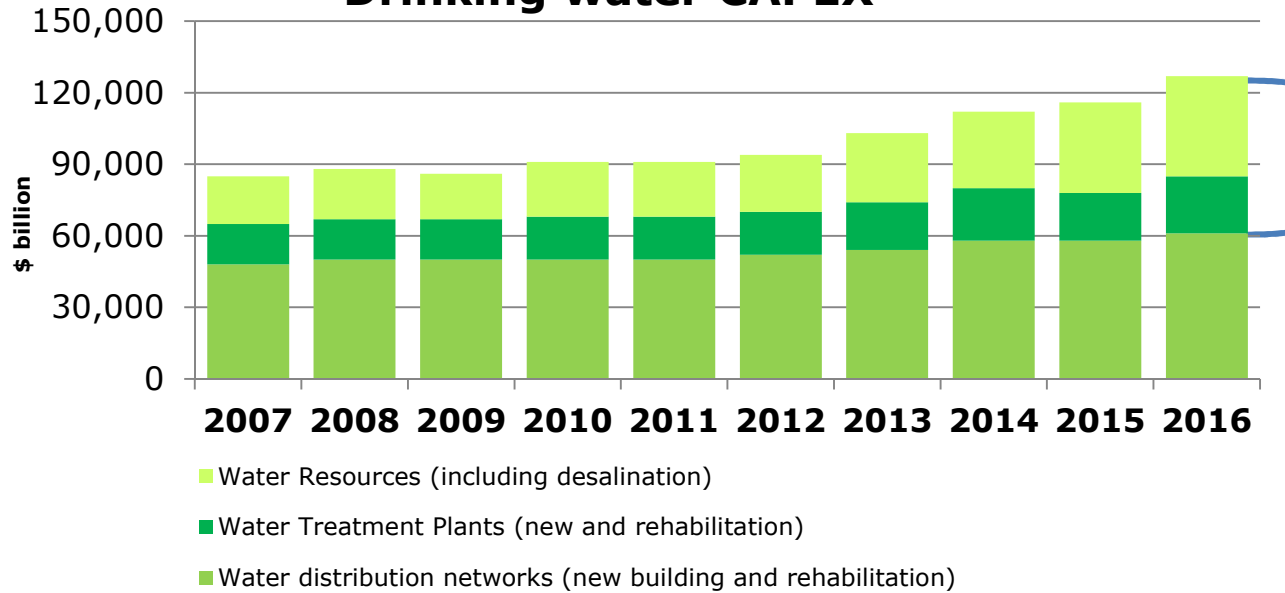
Population 2050:
9,000 M

Source: Global Water Intelligence

SCARCITY



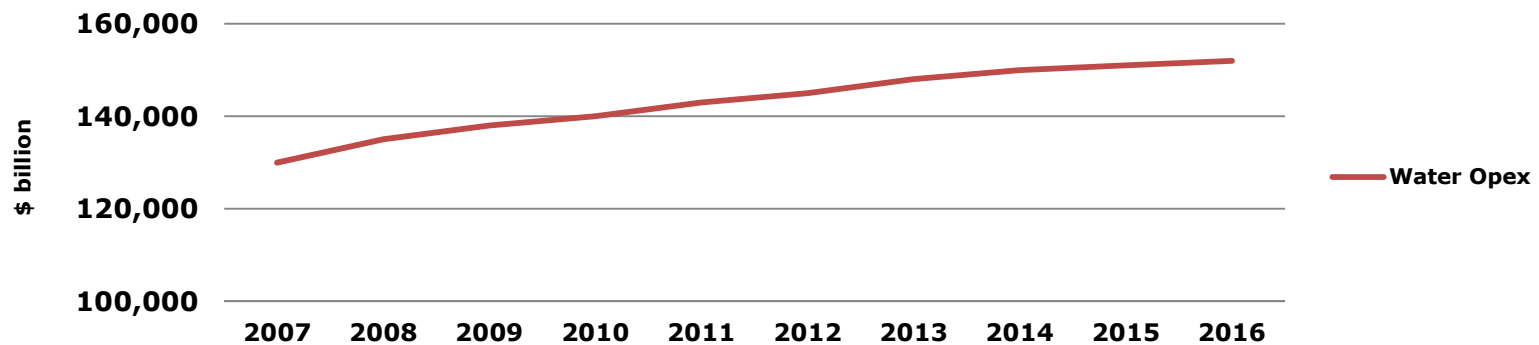
Drinking water CAPEX



High Value & Technology Business



Water OPEX



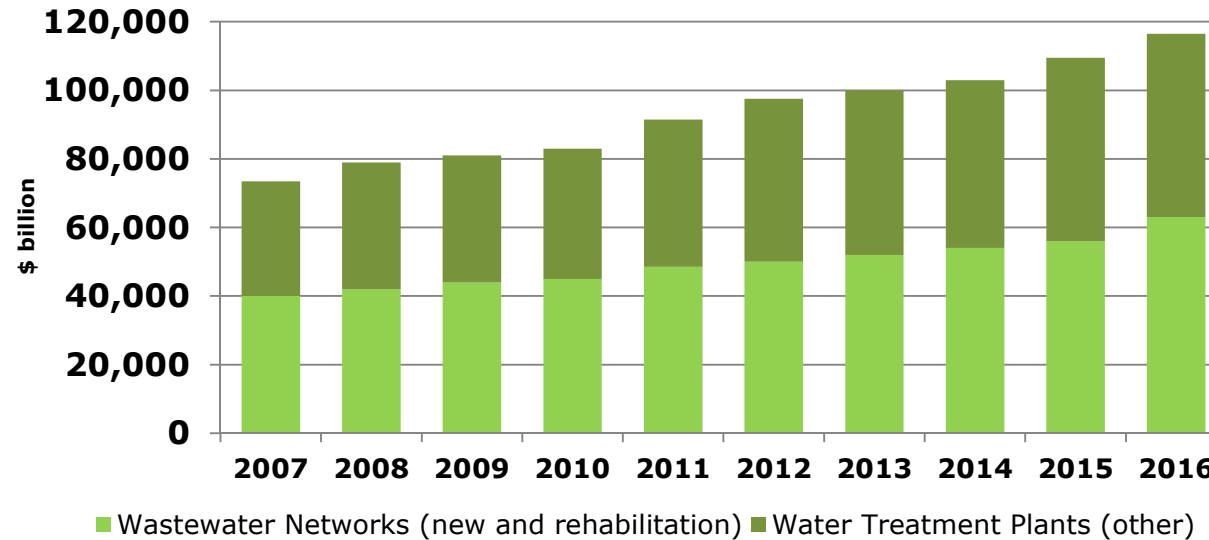
Source: Global Water Intelligence



URBANISATION



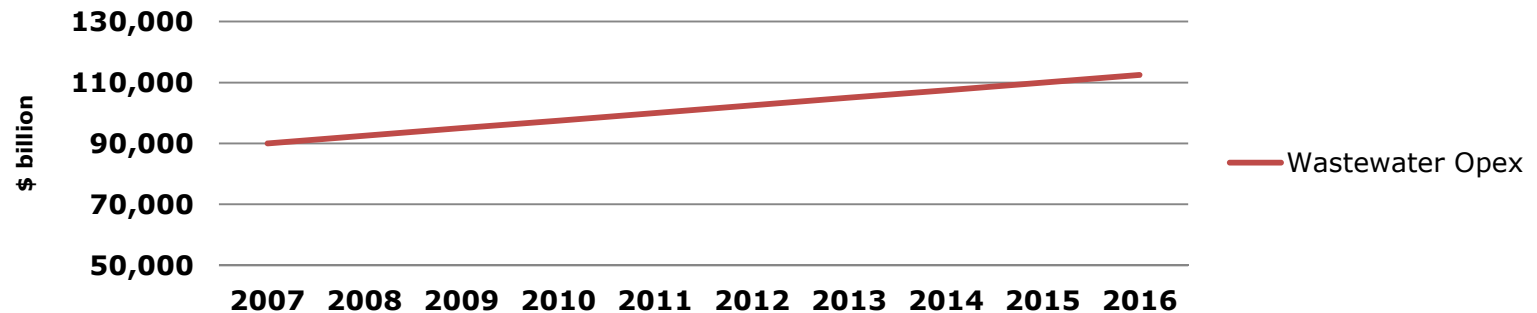
Wastewater CAPEX



High Value & Technology Business



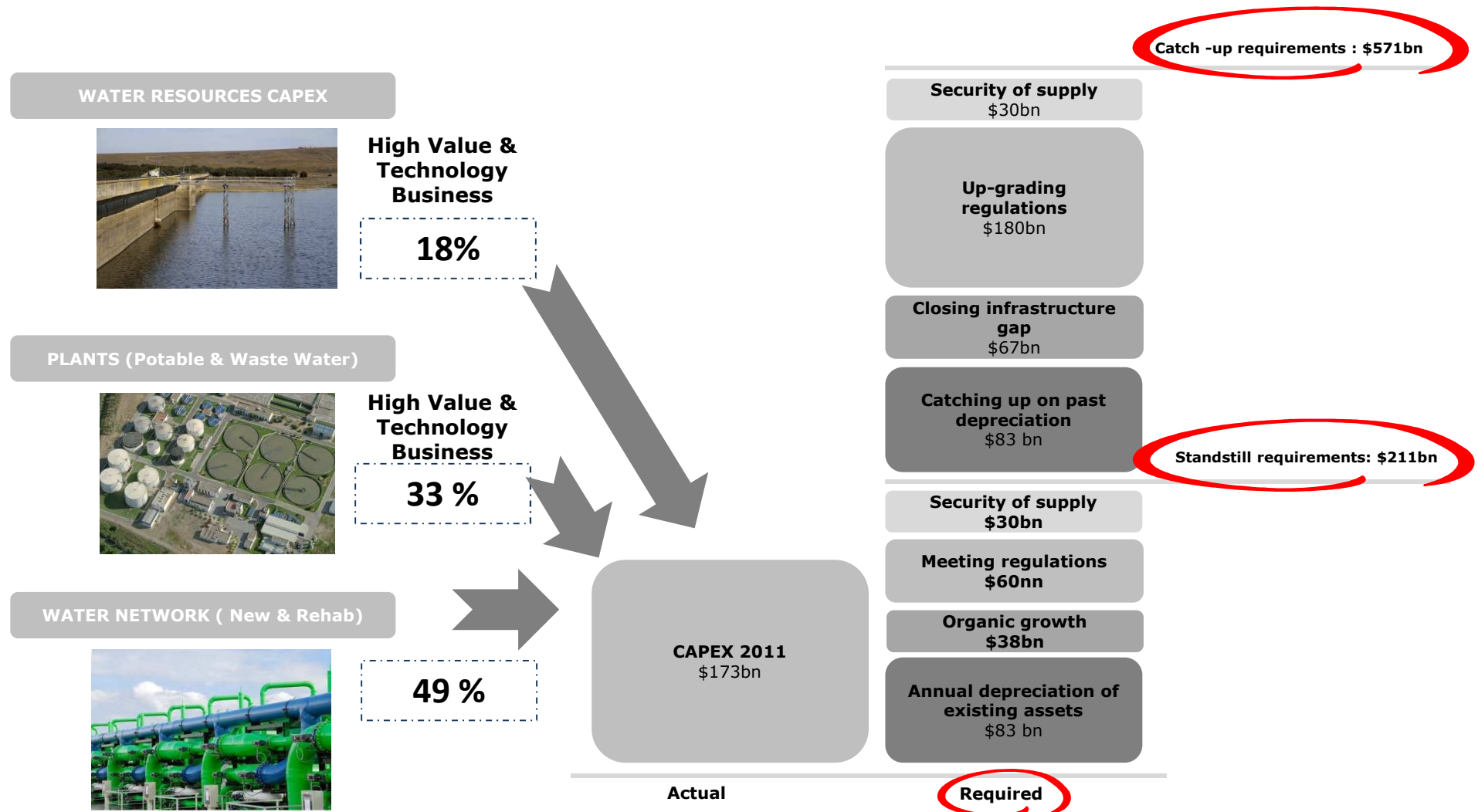
Wastewater Opex



Source: Global Water Intelligence

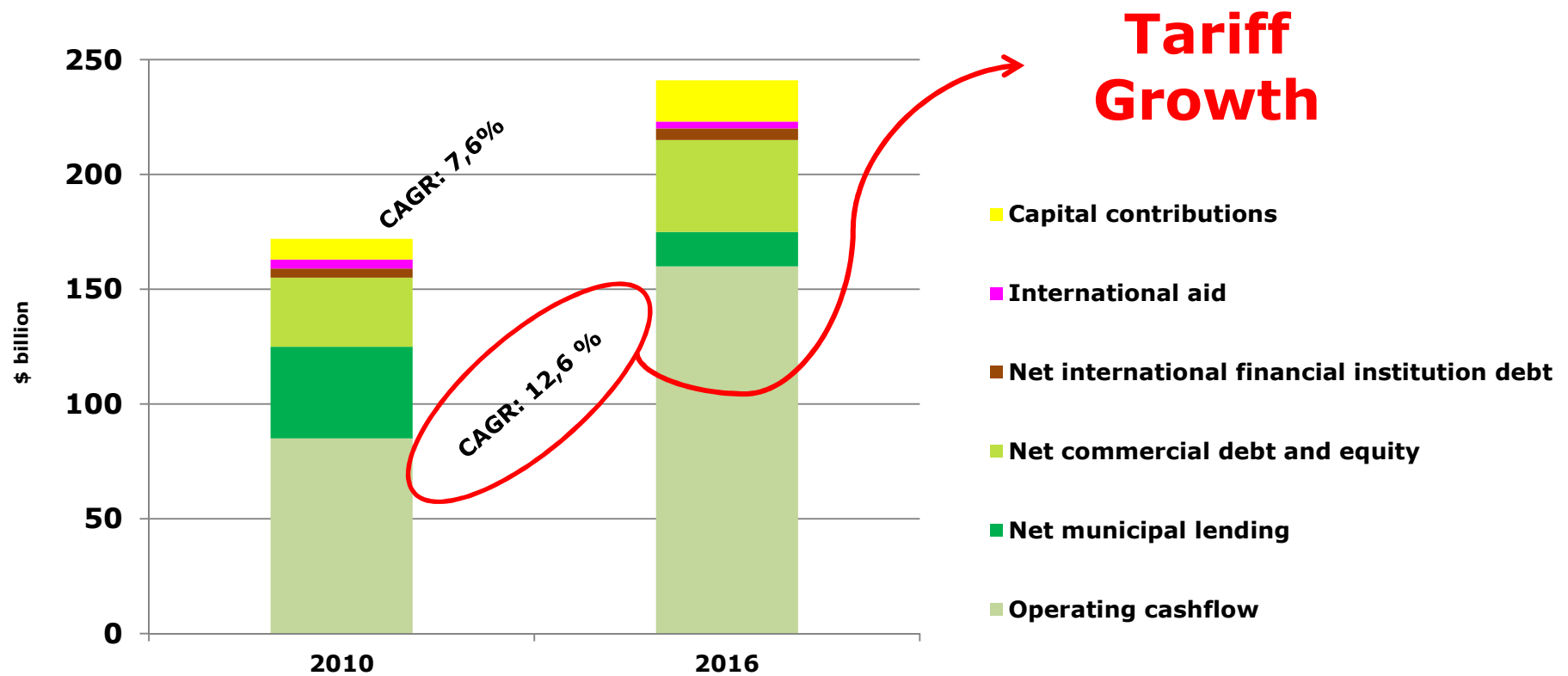


The Investment GAP



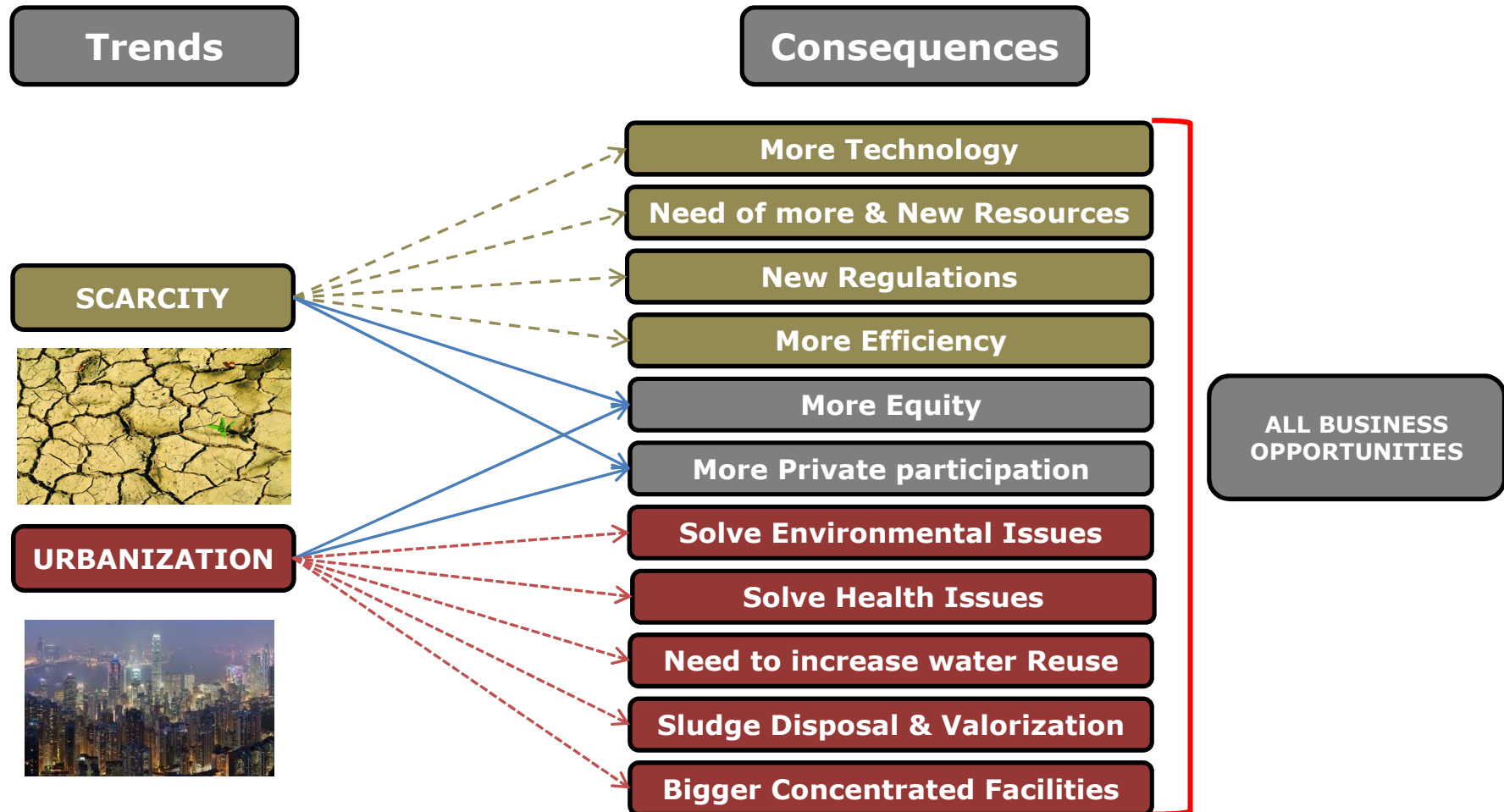
Source: Global Water Intelligence

Water Infrastructure CAPEX (M€)



Source: Global Water Intelligence

The business is here



ACCIONA AGUA TODAY

2

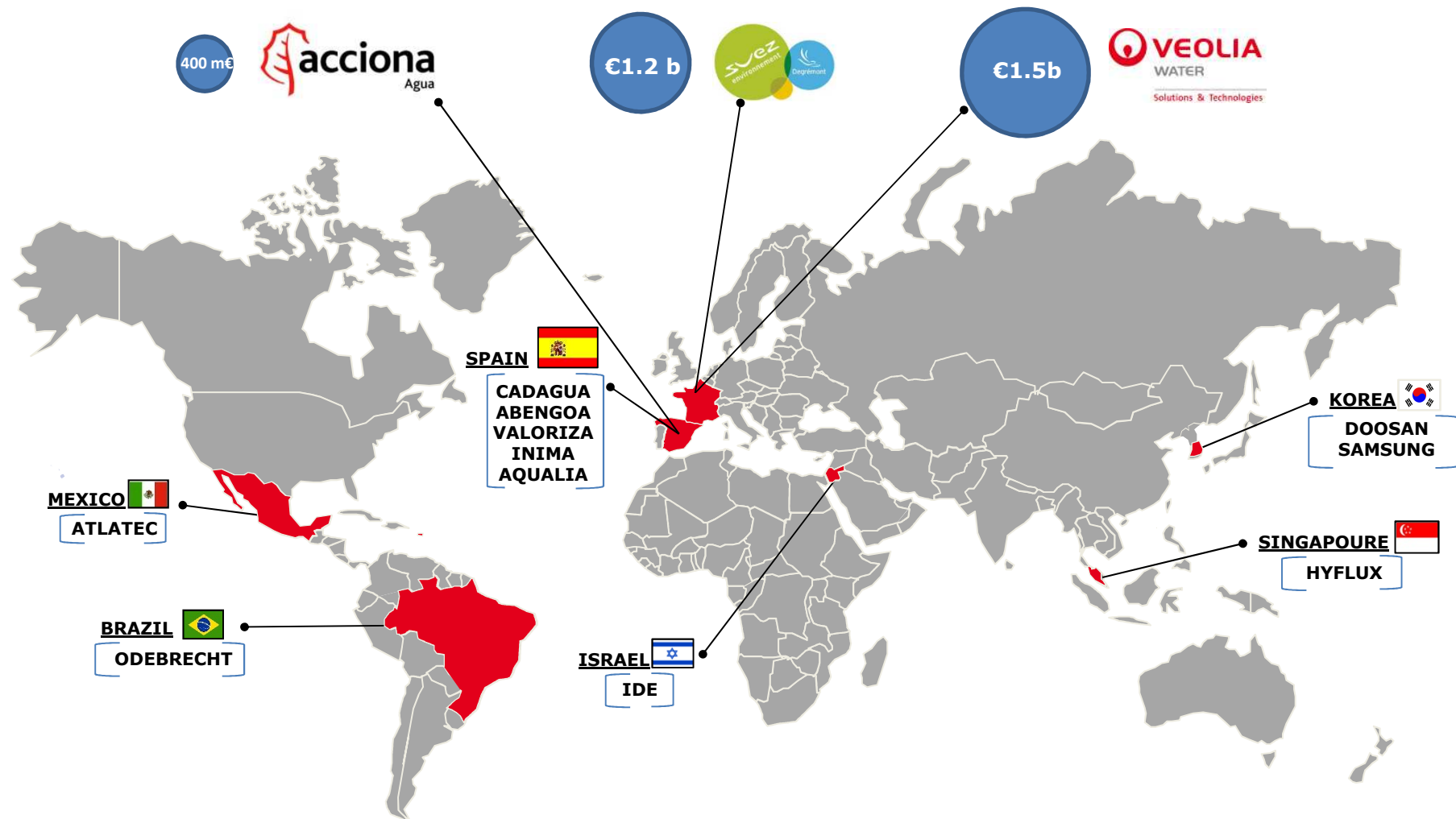


Our global visibility and position

- **Desalination: Worldwide leader**
 - 70 References
 - 2 million m³/d.
- **Conventional Drinking & Wastewater: Top 3**
 - 400 references
 - The largest WWTP in the world
- **Operation & Maintenance:**
 - International Player in 2-3 years.
 - More than 100 conventional plants operating
- **Water Concessions**
 - Spanish Player

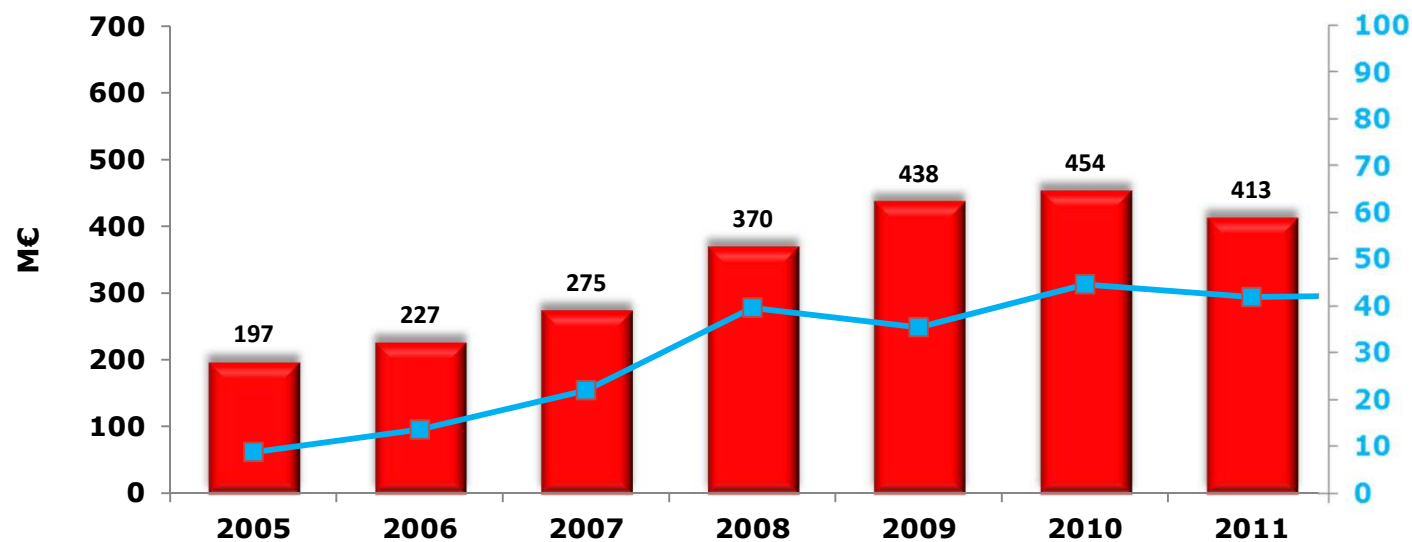


International market: Competitors (D&C + O&M)

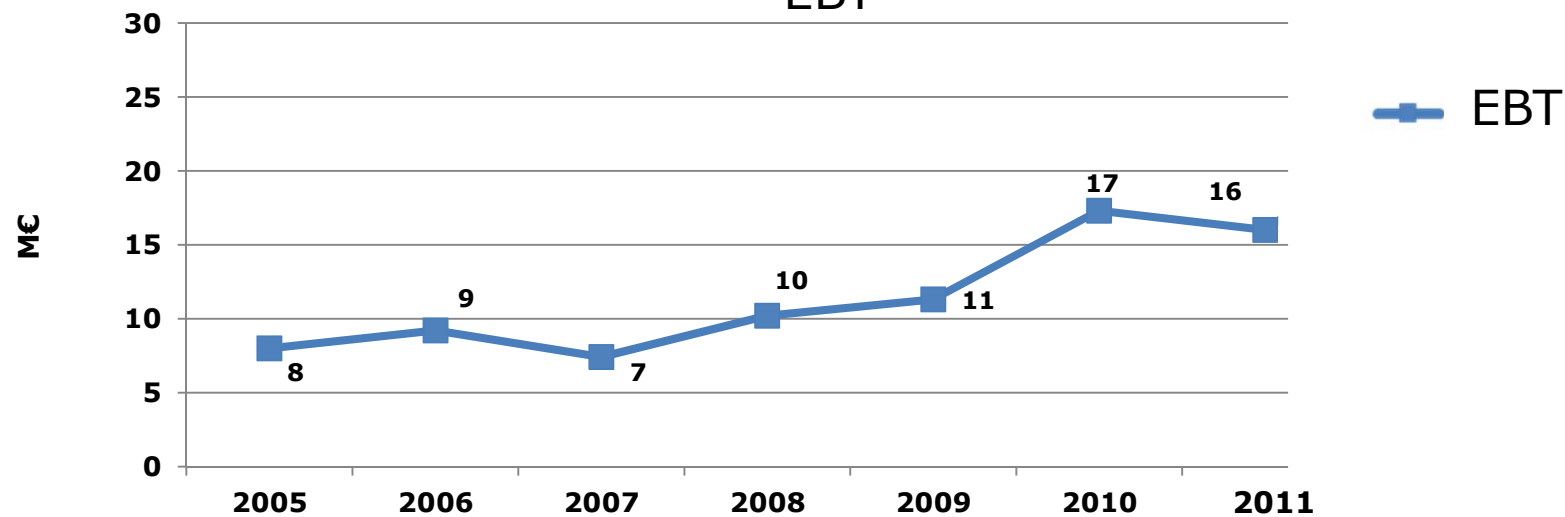


Turnover - EBT - EBITDA

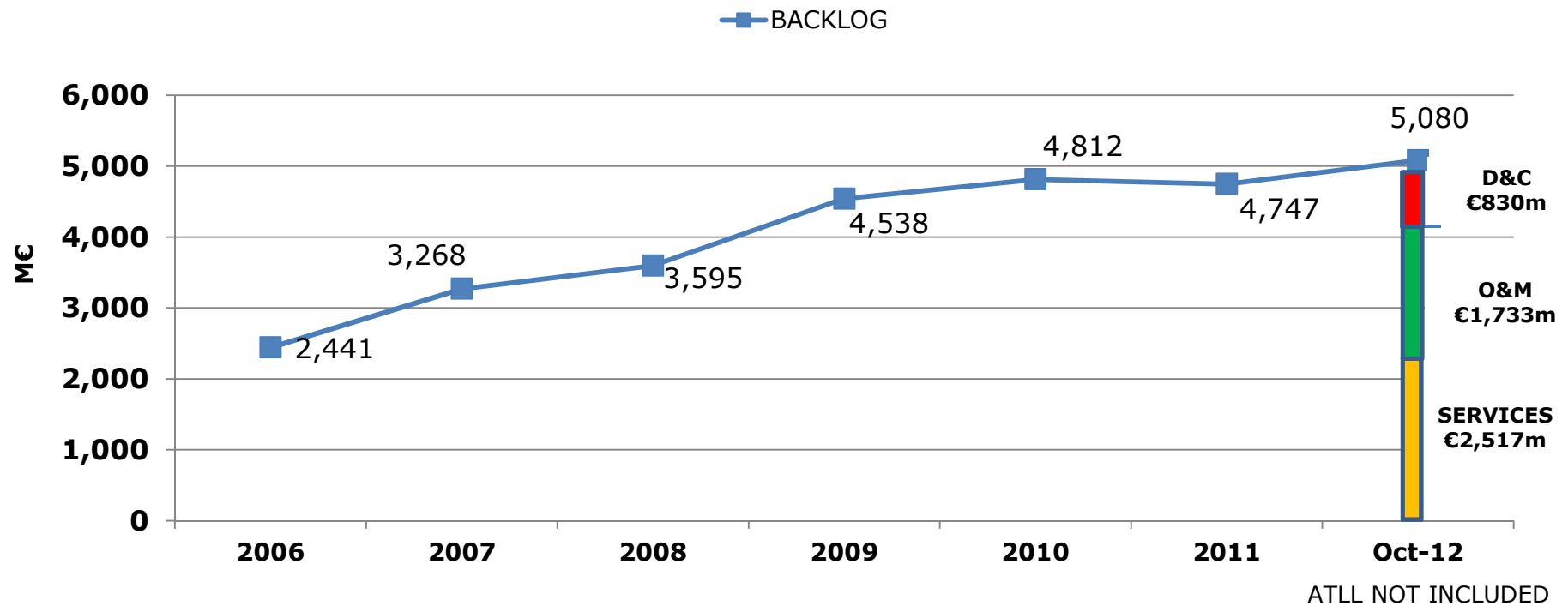
TURNOVER & EBITDA



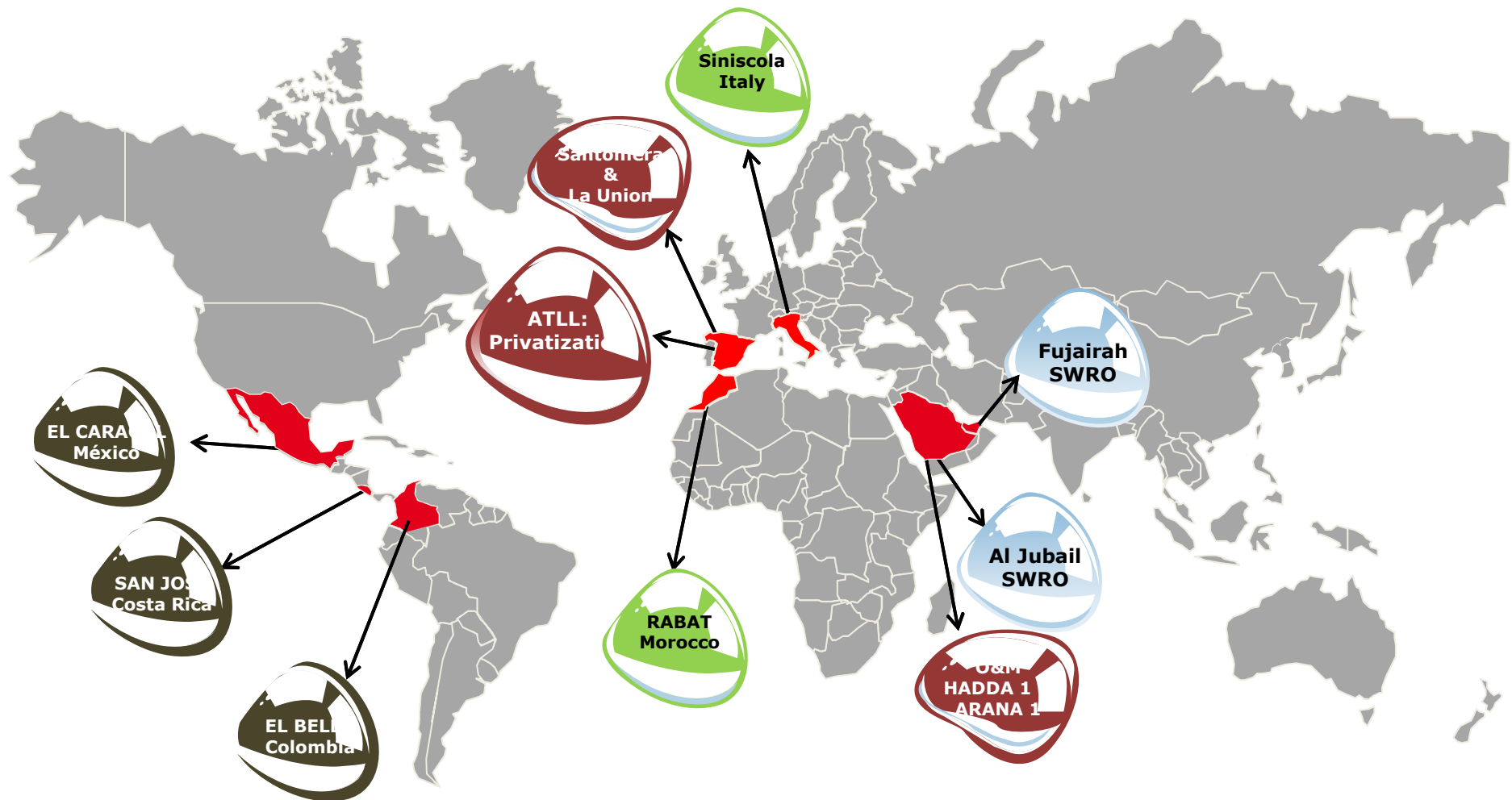
EBT



ACCIONA Agua Backlog



2012 New Contracts



**WASTEWATER
TREATMENT PLANT**



**SERVICES/O&M/
PRIVATIZATION**



**DRINKING WATER
TREATMENT PLANTS**



**DESALINATIONS
PLANTS**

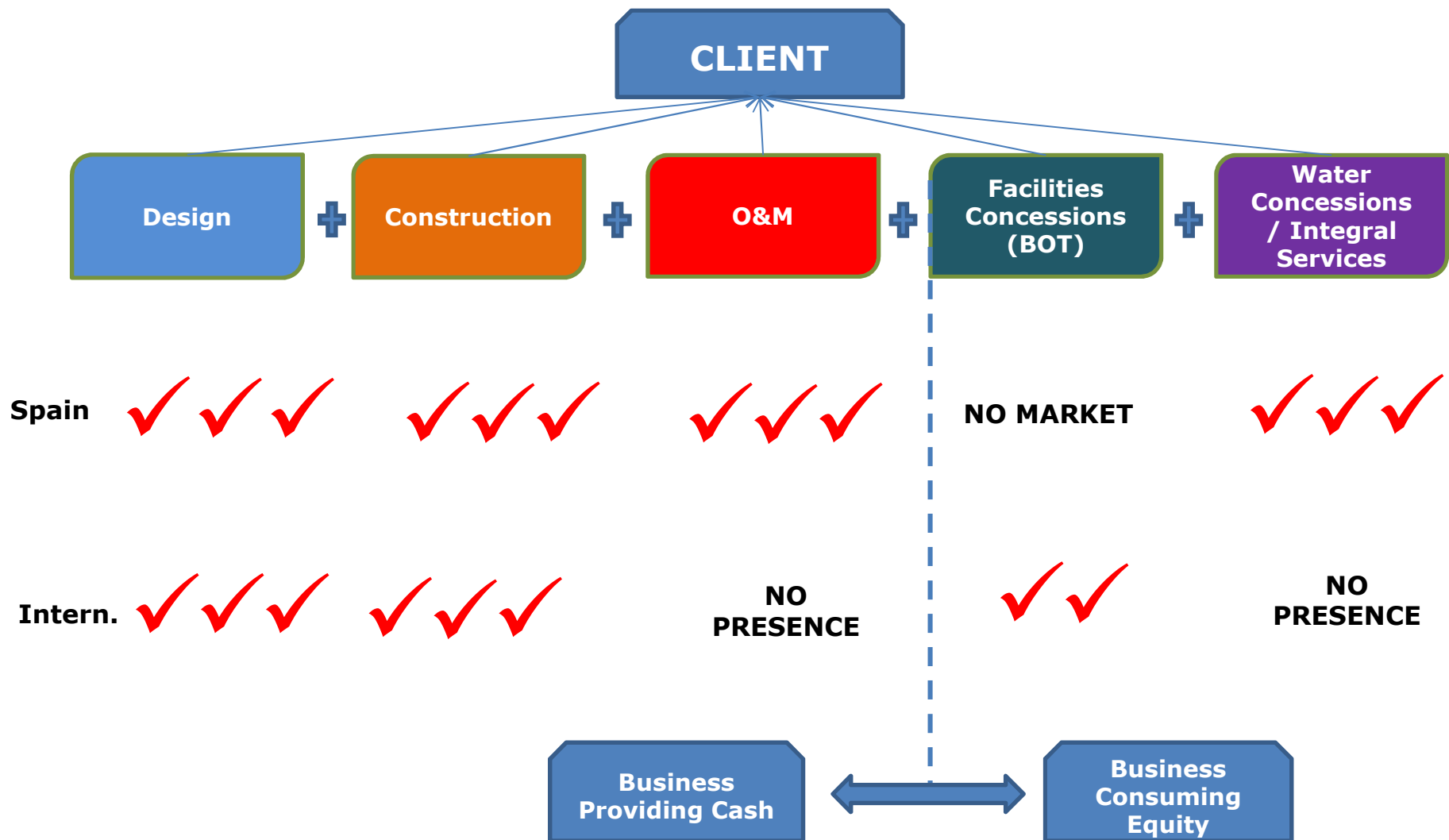


50 Years Concessions

Capacity: 211 hm³
(equivalent to 300 Olympic
Swimming pools/day)

**POPULATION: 5 million
(over 7.6 million) and 116
municipalities**

Total Solution Provider

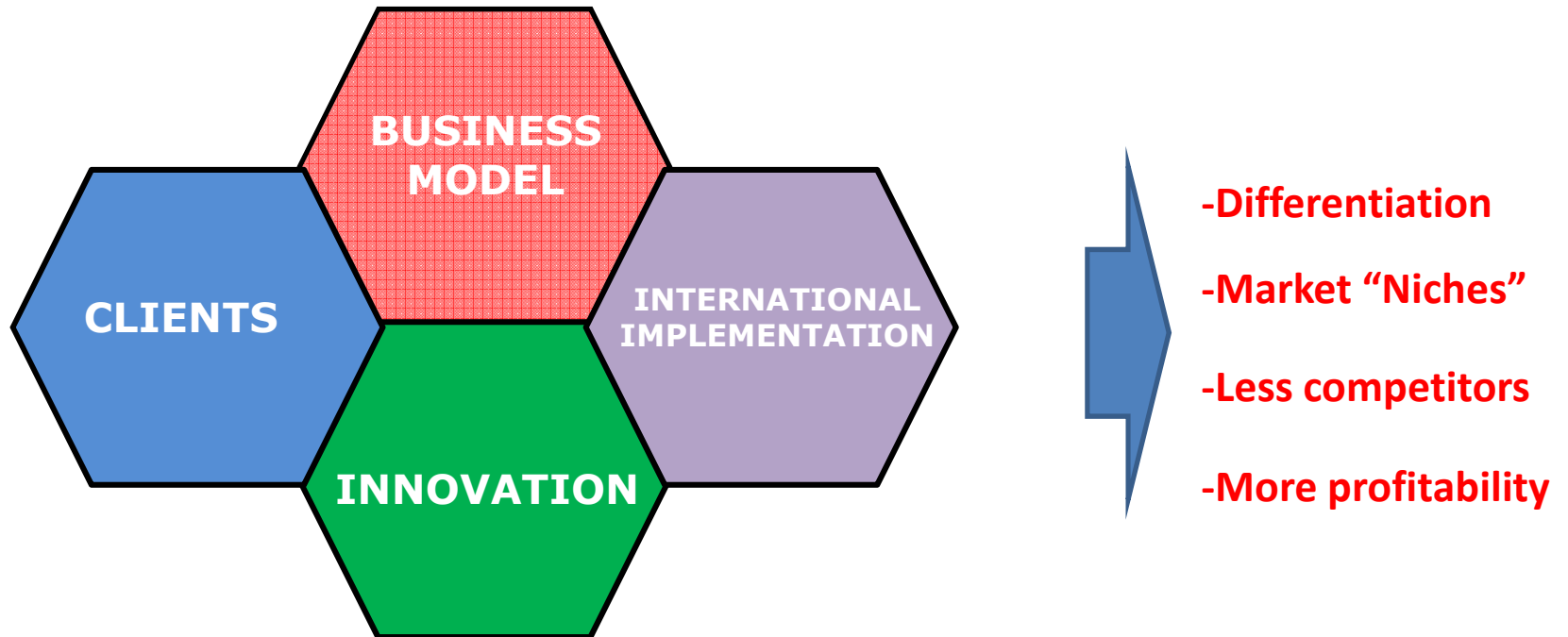


ACCIONA AGUA TOMORROW

3



Looking for more profitability



Business Model

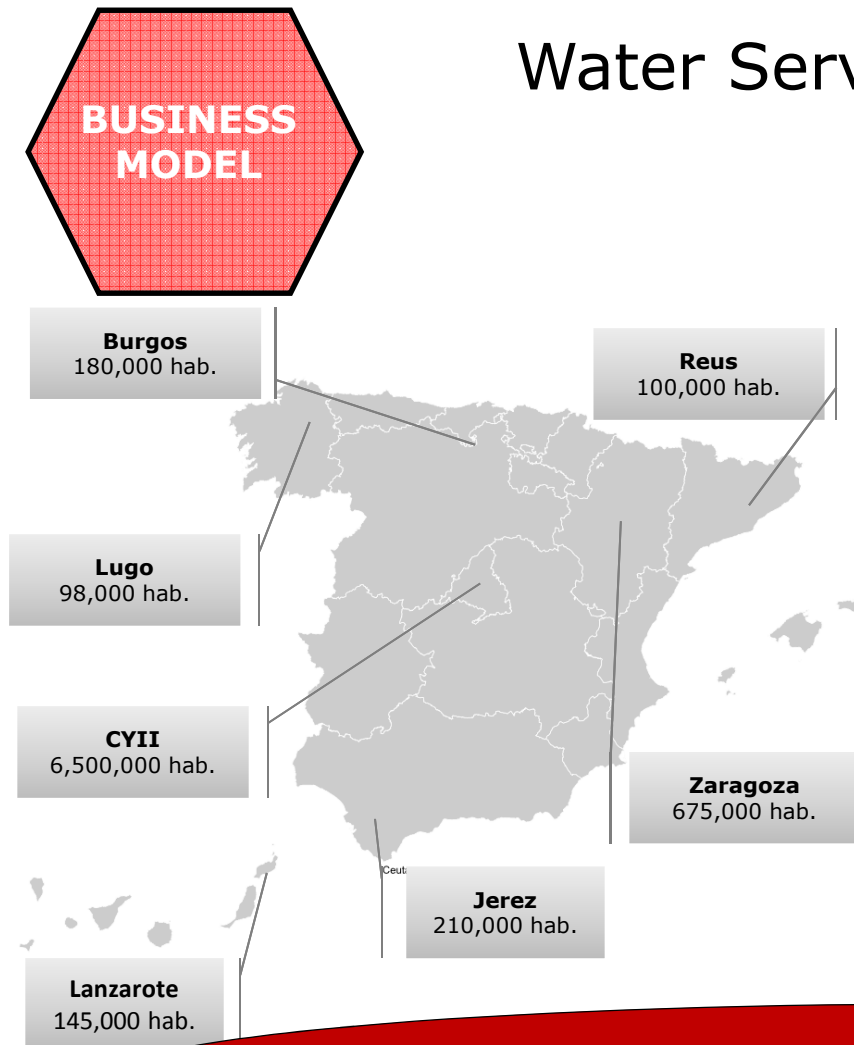
BUSINESS MODEL

Water Price in Spain is “still” very low



Business Model

Water Services in Spain



Important activity expected for water services in Spain

- Privatisation forecast: from 50% to 60%/70%
- Regional WW & Sanitation plans to come up as concessions (i.e. Castilla La Mancha)
- Private investment needs for 2013-14 in the range of **EUR 1,500M**

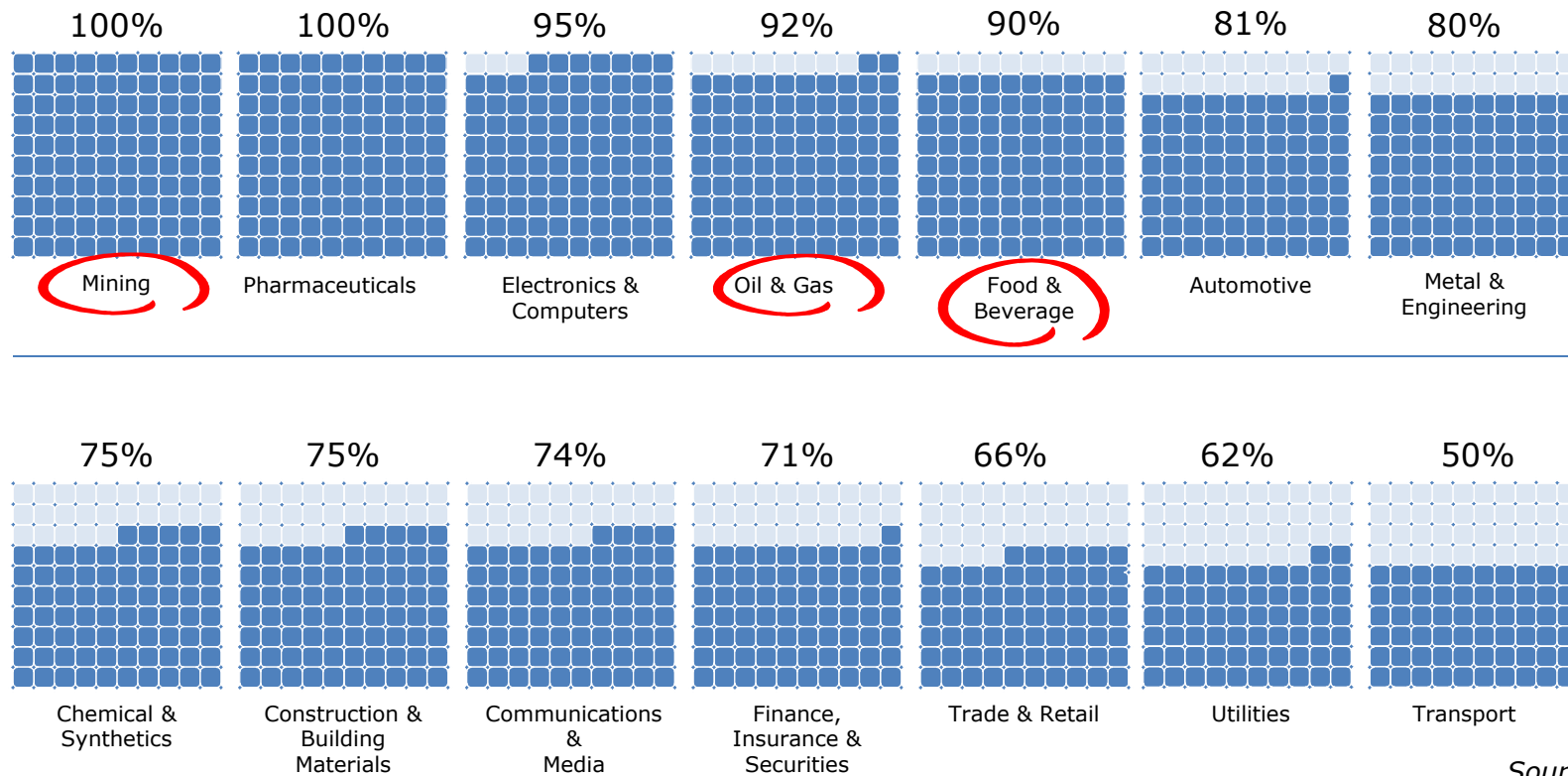
Mid to High ROIs

Need to attract investors to Spain !!!

Clients



250 Largest companies addressing water issues in their CR reports

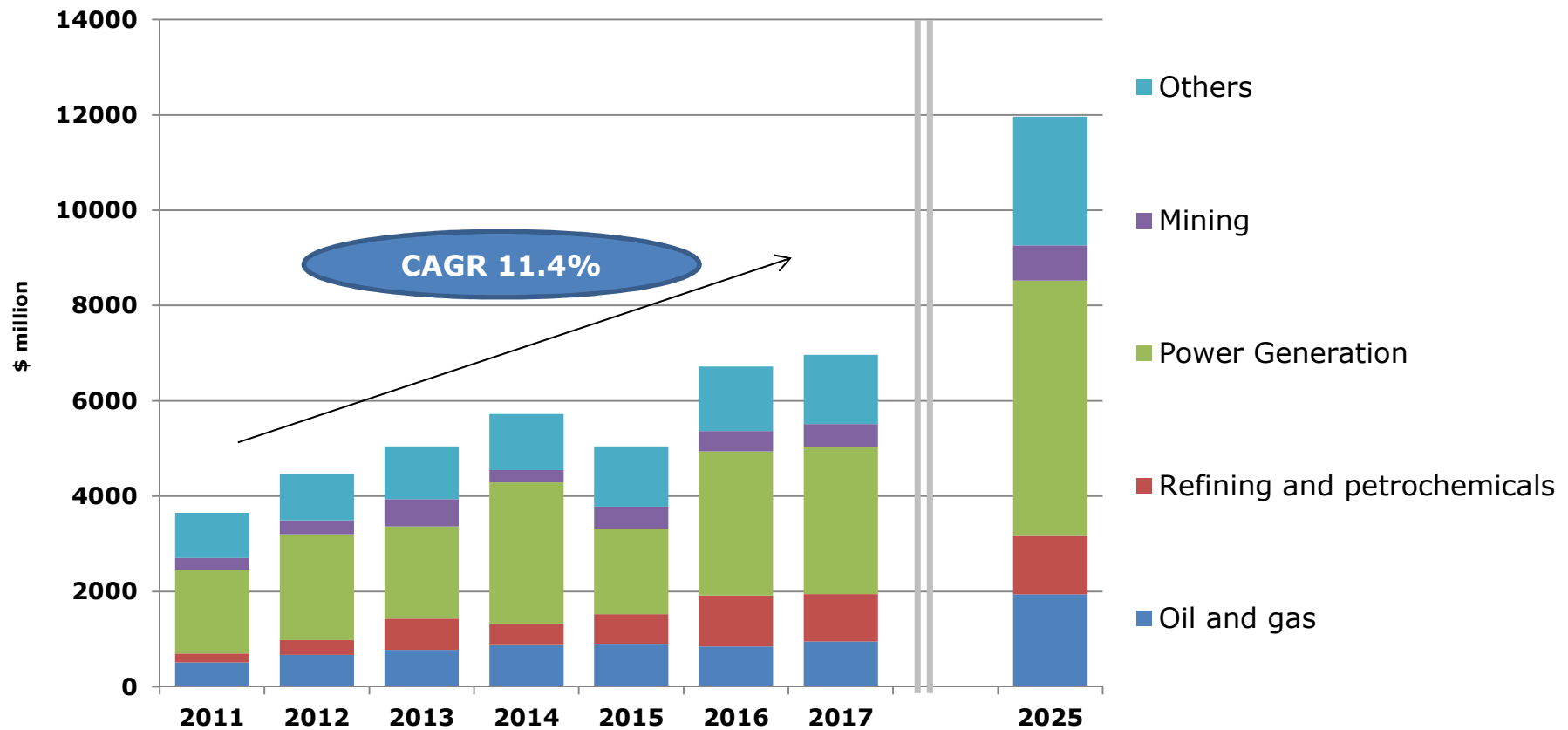


Source: KPMG

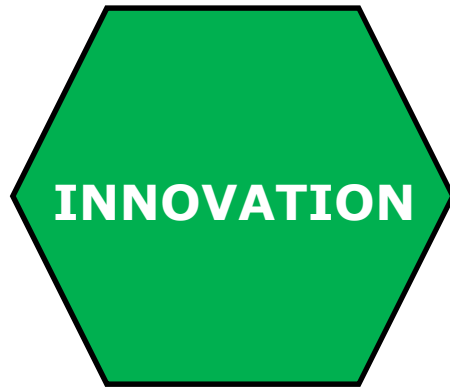
Clients



Water Business: Industrial Segment



Innovation

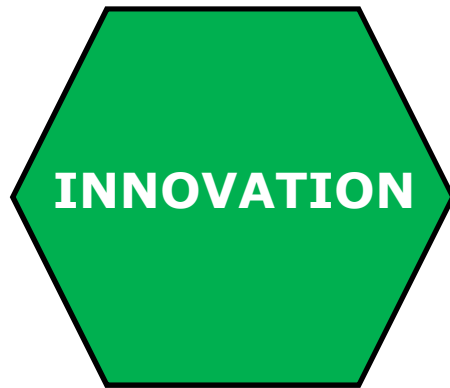


R+D+I mission: two obsessions...

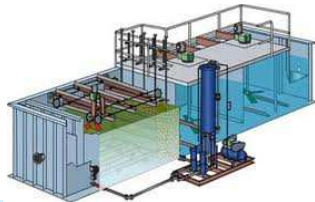
1. Business Support
2. Thinking Ahead

Innovation

Business Support



**SWRO Torrevieja
2005**



**SWRO Fujairah
2011**



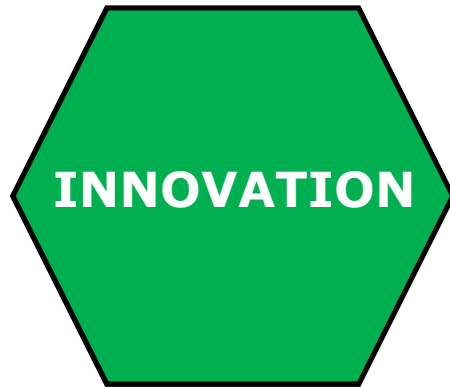
**SWRO Al Jubail
2012**



Future Bids

**Own Technology
35 % CAPEX Saving**

Innovation

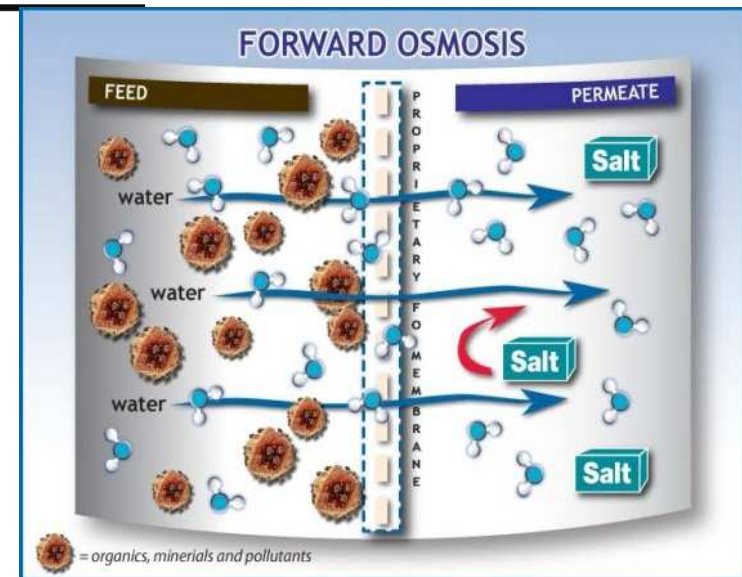


Thinking Ahead: 5 or more years

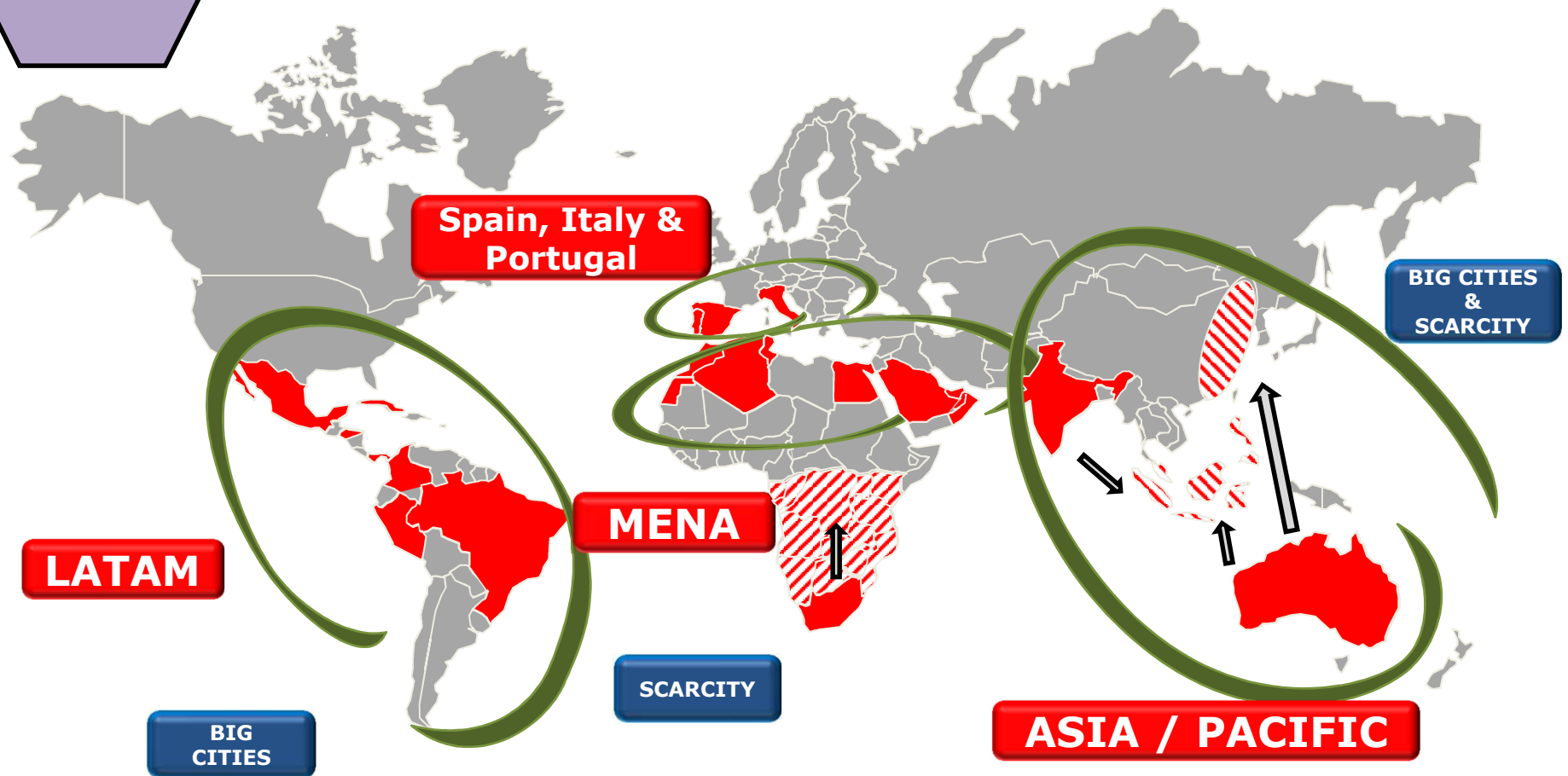
New Technologies

Forward Osmosis

- Technology based on the natural osmosis
- It uses a salt which precipitates or evaporates as the temperature of the water increases
- It takes advantage of residual heat as well as solar energy



INTERNATIONAL
IMPLEMENTATION





Thank
You





January 2013