Outlook 2018 - 2022 Update

London

26 february / 2019

Ignacio Galán Chairman & CEO





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Strategic Overview



A new energy context

#1 Industry Trends

#2 Energy Transition



#3 Iberdrola's Approach

#Business Units

#Strategic Pillars







#1 Industry Trends

The World faces the need for...

1

...Decarbonisation

Climate change and air pollution lead to severe impacts on ecosystems, infrastructure and social systems

+30% emissions to 2040 under current policies scenario¹

2

...More Energy

Population growth, increased urbanisation and extension of power supply

+30% energy demand by 2040 (NPS)1

3

...Optimised Processes

Increased competitiveness and complexity requires enhanced efficiency and an agile culture

Global corporate spending on energy R&D USD 88 Bn (2017)²

4

...A New Customer Approach

A more informed and pro-active customer with new habits and behaviour and smarter tools

Internet of Things devices worldwide to grow from ~27 Bn in 2017 to 125 Bn in 2030³

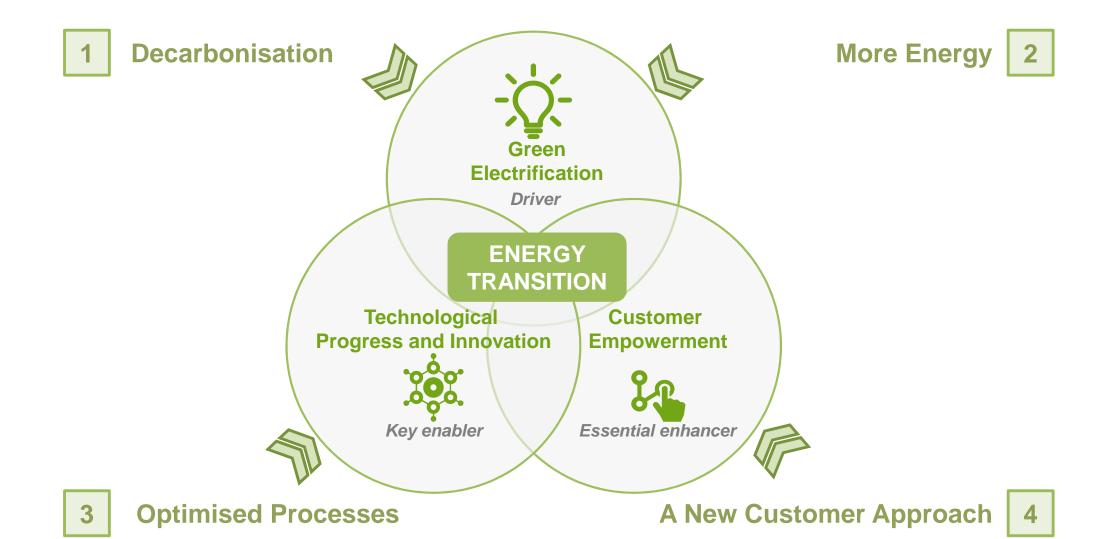
...requiring a new and sustainable model



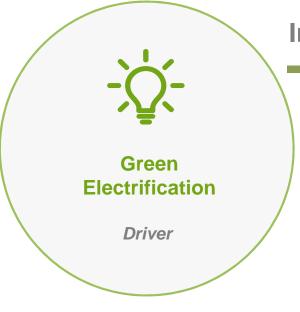
¹ IAE: WEO 2018, New Policies Scenario (NPS)

² IAE: World Energy Investment 2018

A clean, reliable and smart model







Increased GREEN ELECTRIFICATION based on...

...more and better ENERGY POLICIES

...enhanced PRIVATE INITIATIVES

...sophisticated GREEN FINANCING tools (i.e. TFCD)

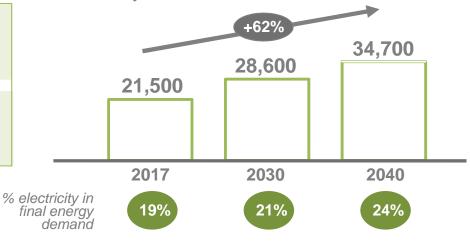
...stronger PUBLIC AWARENESS

...improved AUDITING & TRACEABILITY mechanisms

Renewable generation growth: +164%, Total electricity demand increase: +62%¹ 2040 USD 16,300 Bn investments in Renewables & Networks¹

World electrification¹

Electricity demand, TWh



...to support the upcoming global electricity demand growth





Technological Progress and Innovation

Key enabler

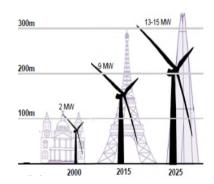
TECHNOLOGICAL PROGRESS & INNOVATION allow...

...a continuous COST REDUCTION in green technologies

...developing enhanced CAPABILITIES

...reaching improved ACCESIBILITY

Wind turbine size

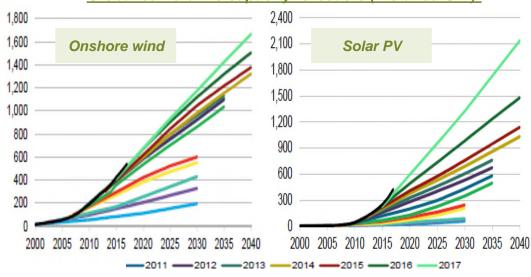


Solar PV evolution

Bi-facial PV solar panels:

up to 25% yield

Global cumulative capacity forecasts (installed GW)1



...estimates to be consistently exceeded and recalculated





Essential enhancer

Empowerment

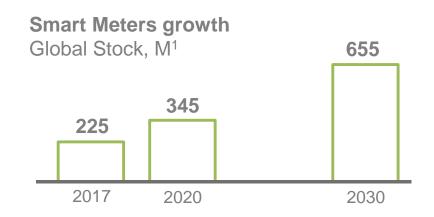
CUSTOMER EMPOWERMENT focused on...

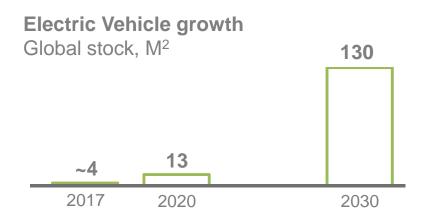
...new PRODUCTS & SERVICES

...evolved RESPONSIBLE CONSUMPTION habits

...increased CUSTOMISED energy demand

...a growing PROSUMER approach





...making forecasts to be exceeded in the future



#3 Iberdrola's Approach

The Energy Transition is an opportunity Iberdrola is ready to continue seizing in all its businesses

More and smarter Cleaner clean generation supply More and smarter storage A more reliable More and smarter system networks More and smarter **Smarter** customer solutions appliances



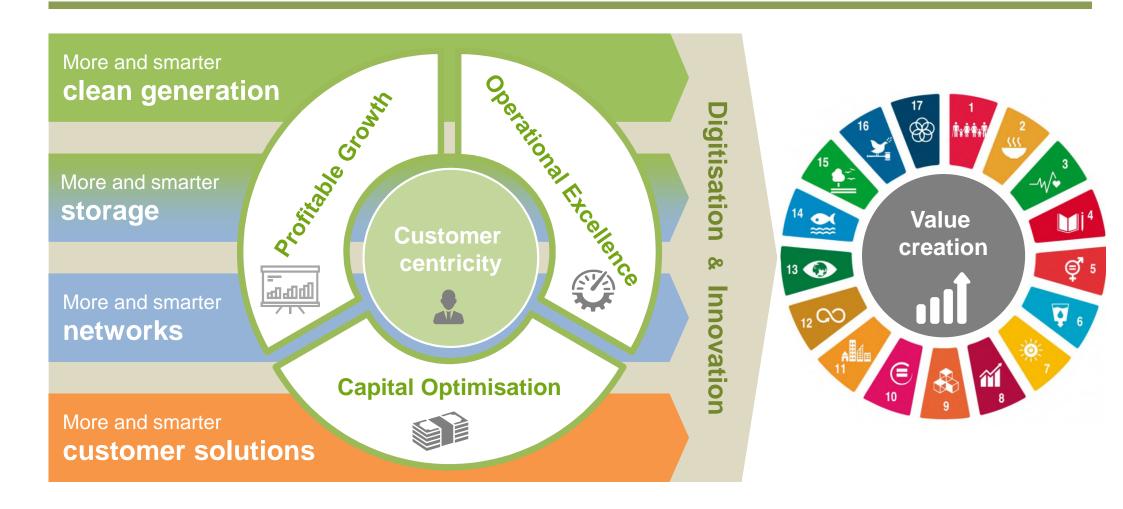
Technological Progress and Innovation

Customer Empowerment



#3 Iberdrola's Approach

Our strategic pillars, combined with digitisation and innovation...



...will continue delivering sustained value creation for all our stakeholders



Outlook 2018-2022 Update



2018 Delivery

Accelerating the delivery of the 2018-2022 plan: ahead of the initial schedule

7.5% Growth in Net Profit to EUR 3,014 M ✓

EUR 9,349 M EBITDA (+27.7%) <u></u>

EFFICIENCY improvement (>10%) ✓

EUR 5,320 M INVESTMENTS \checkmark

7.7% growth in shareholder remuneration¹

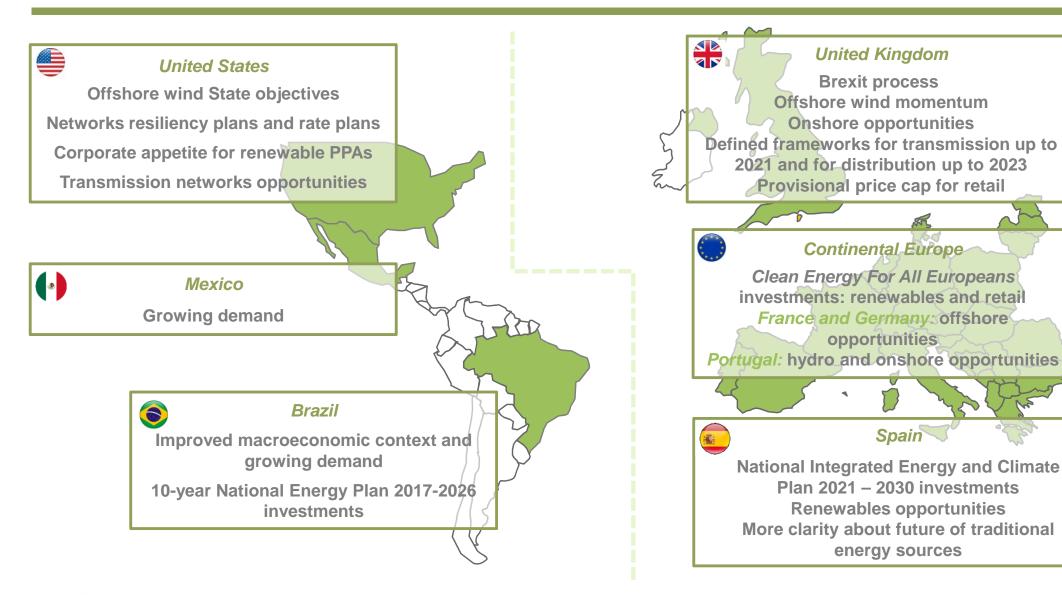






Context update

New opportunities and challenges arise in the current context

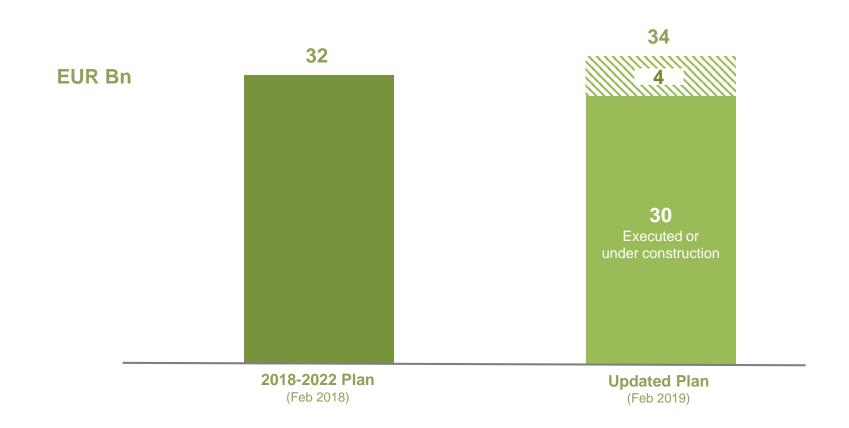




Investments 2018 – 2022



Accelerating investments to reach EUR 34 Bn, with EUR 30 Bn already executed or under construction

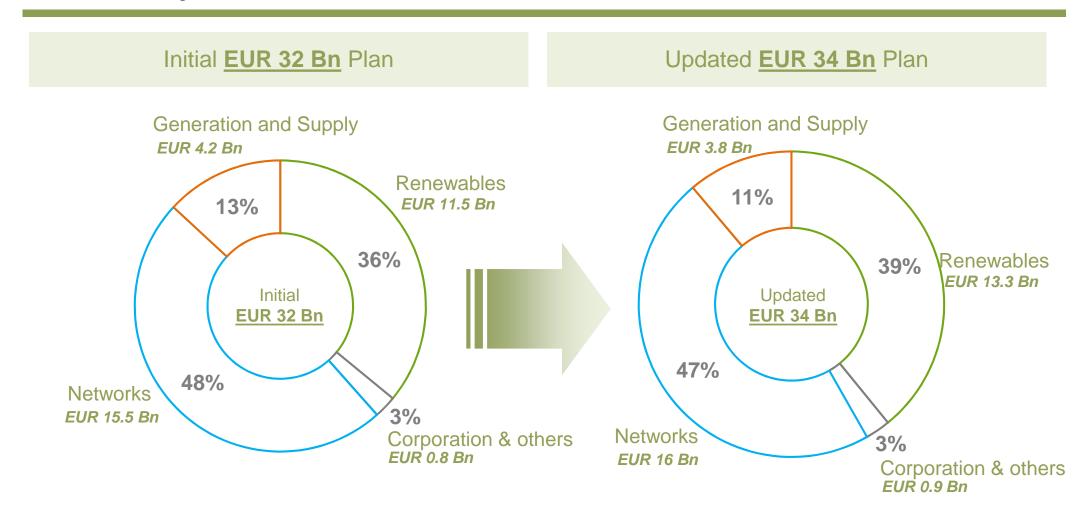




Investments 2018 – 2022: investments by business



Increasing the investments in regulated or long-term contracted activities, up to 86%...



...due to new opportunities in Renewables or Networks in most of geographies



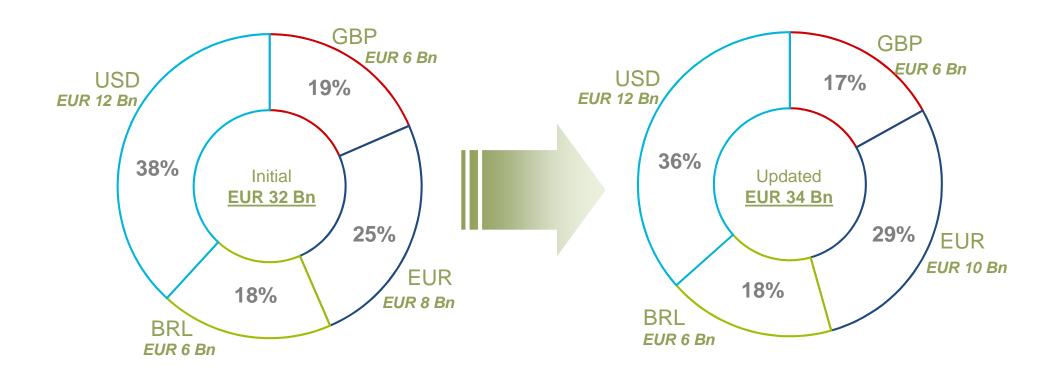
Investments 2018 – 2022: investments by currency



Maintaining currency diversification...



Updated **EUR 34 Bn** Plan



...with a slight increase in the Euro share and decrease of British Pounds



Investments 2018 – 2022: Networks assets



98% of EUR 16 Bn investments in networks in progress, based on existing regulatory schemes, increasing networks assets by 34%...

Networks investments driven by regulatory schemes



- Distribution New York & Connecticut: up to 2019
 - Distribution Maine: up to fourth quarter 2020*
 - Transmission Maine and Connecticut: FERC regulated
 - NECEC transmission: COD December 2022
 - Gas Connecticut: up to 2020 (SCG) and up to 2021 (CNG)
 - Gas Massachusetts: up to 2021



- Sao Paulo: up to 2019
- Pernambuco: up to 2021
- Bahía: up to 2023
- Rio Grande do Norte: up to 2023
- Transmission lines: from 2018 to 2048

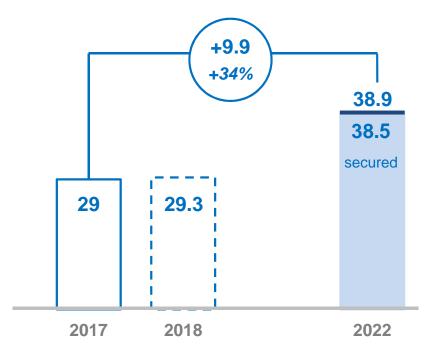


- Transmission RIIO T1: up to 2021
- Distribution RIIO ED1: up to 2023



Distribution: up to 2020

Total Regulated Networks Assets (EUR Bn)



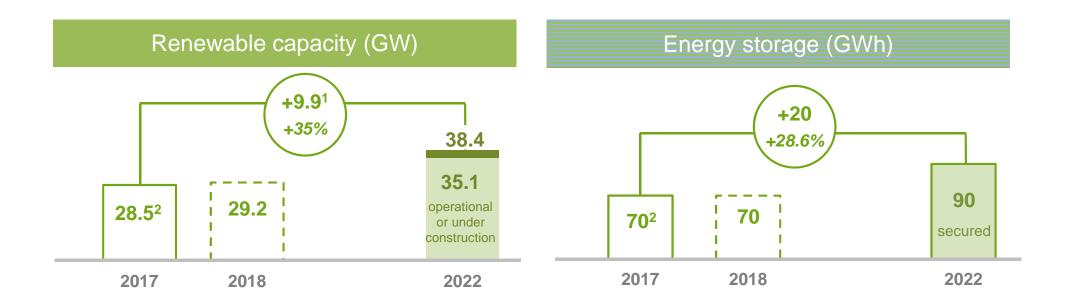
...with capital in progress mostly in the US and the UK, to reach EUR 3.7 Bn by the end of 2022 (vs EUR 2.1 Bn by the end of 2017)



Investments 2018 – 2022: Renewable capacity

Profitable Growth

EUR 13.3 Bn of renewable investments: 70% executed or under construction to add +6.6 GW of capacity and +20 GWh of energy storage...



...and remaining 30% for +3.3 GW identified projects in Spain, the UK and the US during the plan. EUR 5.3 Bn capital in progress end of 2022

² Excluding pumped-hydro divestment in the UK (566 MW)



¹ Including 670 MW of Belo Monte which consolidate through equity

Investments 2018 – 2022: Contracted generation capacity



Also in contracted generation, 100% of the EUR 3.8 Bn investments in progress...



...representing +3.5 GW by 2022



Investments 2018 – 2022: Generation capacity



As a result, over 13 GW in progress will raise installed capacity by 39% during the plan...

Commissioning date									
Capacity in progress (MW)		2018	- 2019	2020		2021	2022	New capacity 2018 - 2022	Additional Projects
	Offshore		490	224		400	400	1,514	+3.3 GW to be
Renewables	Onshore	3	,049 326 155	263 202 66			471	2,548	
Rene	Solar PV	2	10 227 274	117				628	operational by 2022
	Hydro	•)	612	306		998		1,916	
	mbined Cycle & generation	2,	,729	779				3,508	
		5,	871	1,973		1,398	871	10,113	13,413

...and capital in progress, mainly from offshore wind and hydro projects, to reach EUR 5.3 Bn by the end of 2022 (vs EUR 5.1 Bn by the end of 2017)



Capital Optimisation



EUR 3.5 Bn of capital optimisation through asset rotation



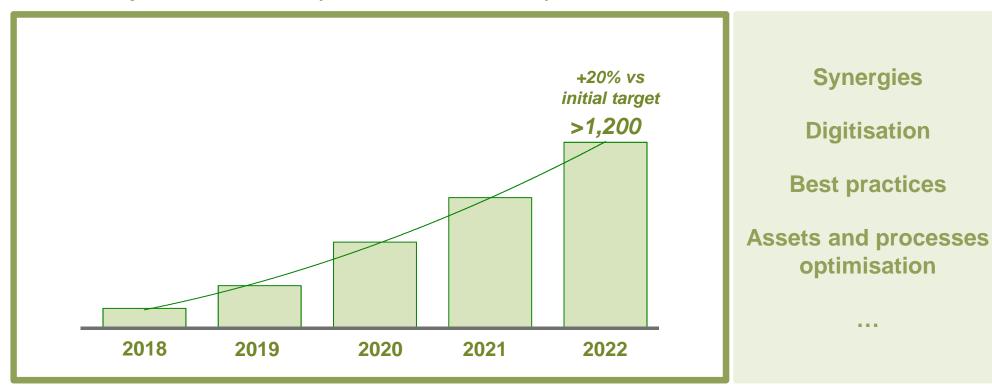


Operational Excellence



Measures executed and in progress will lead to an improvement of the initial target to over EUR 1,200 M...

2018-2022 plan efficiencies (accumulated EUR M)



...of operational efficiencies during the period (EUR ~350 M in 2022)



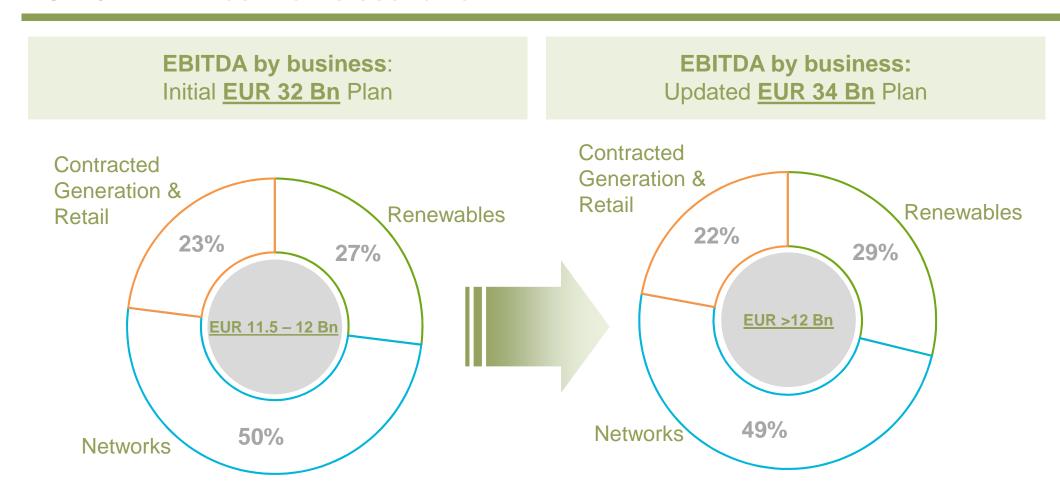
Updated plan results exceed the upper limits of the previous plan...

	Initial Plan (February 2018)	Updated Plan (February 2019)		
Investments	EUR 32 Bn	EUR 34 Bn		
EBITDA	EUR 11.5 - 12 Bn	EUR >12 Bn		
Net Profit	EUR 3.5 - 3.7 Bn	EUR 3.7 - 3.9 Bn		
Dividend	EUR 0.4/share	Floor EUR 0.4/share		

...becoming the new floor figures



Improved estimated results by 2022 with EBITDA over EUR 12 Bn in the EUR 34 Bn investments scenario

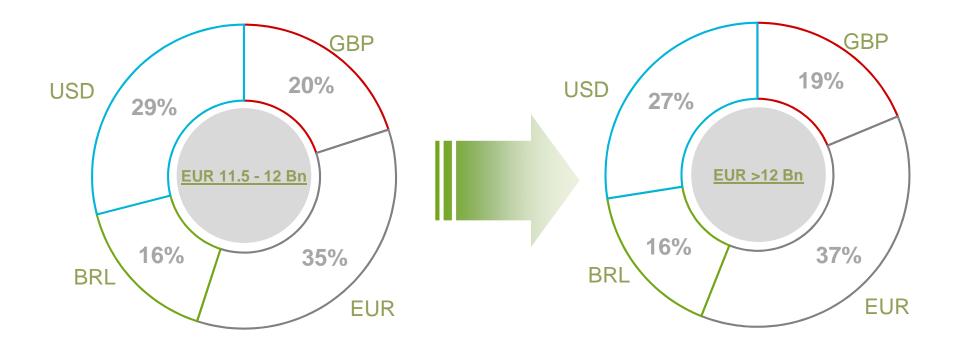


With renewables and networks share to increase up to circa 80%



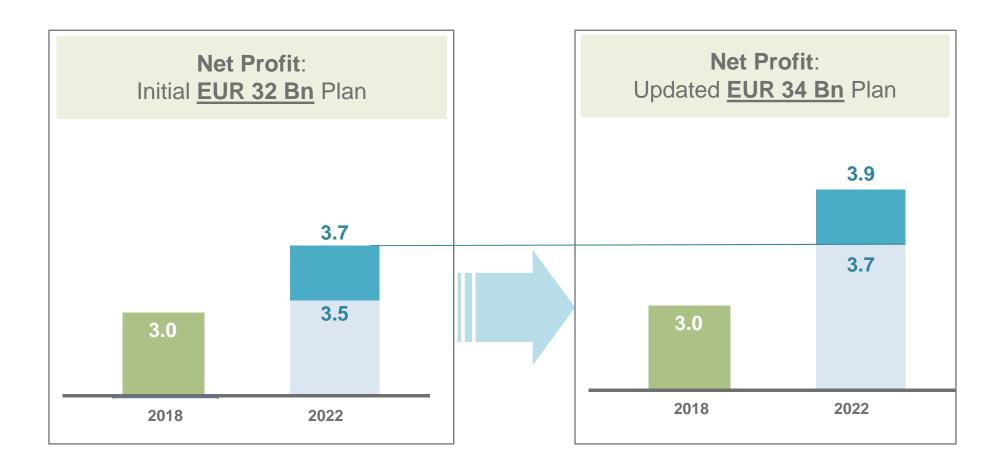
By currency, EBITDA distribution remains balanced

EBITDA by currency: Initial <u>EUR 32 Bn</u> Plan EBITDA by currency: Updated <u>EUR 34 Bn</u> Plan





Net Profit by 2022 between EUR 3.7 - 3.9 Bn
Upper part of the range becomes the lower part of the new range...

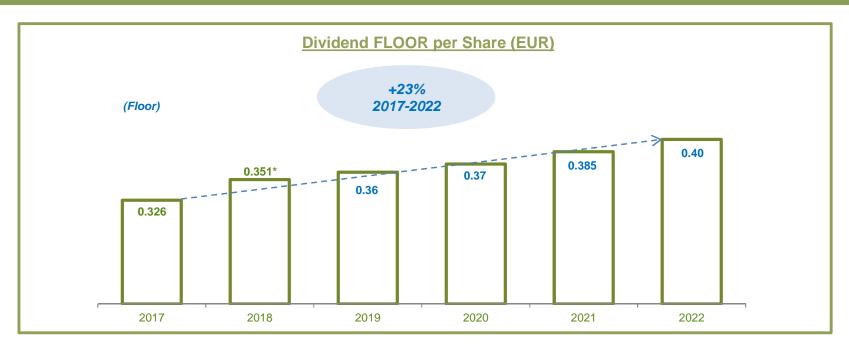


...with a Net Profit increase of up to 30% vs 2018



Sustainable shareholder remuneration

Growing dividend in line with results...



...with a growing floor, maintaining the shareholder remuneration policy:

Pay-out between 65% and 75%...

...maintaining optionality with the "Iberdrola Retribución Flexible" program...

... and the current number of shares at 6,240 million

^{*}Subject to approval at the Annual Shareholder Meeting 2019 (ASM)



Sustainable growth



Our social dividend, based on the SDGs, will create value for our stakeholders



Contributing to all SDGs

- Health and Safety
- •Innovation, digitisation and quality for our customers
- Contribution to the well-being of our communities
- Good governance, transparency and commitment with stakeholders
- Training and development for our employees
- Promotion of Corporate Social Responsibility in the supply chain

WITH FOCUS ON:

 Action against climate change and protection of biodiversity

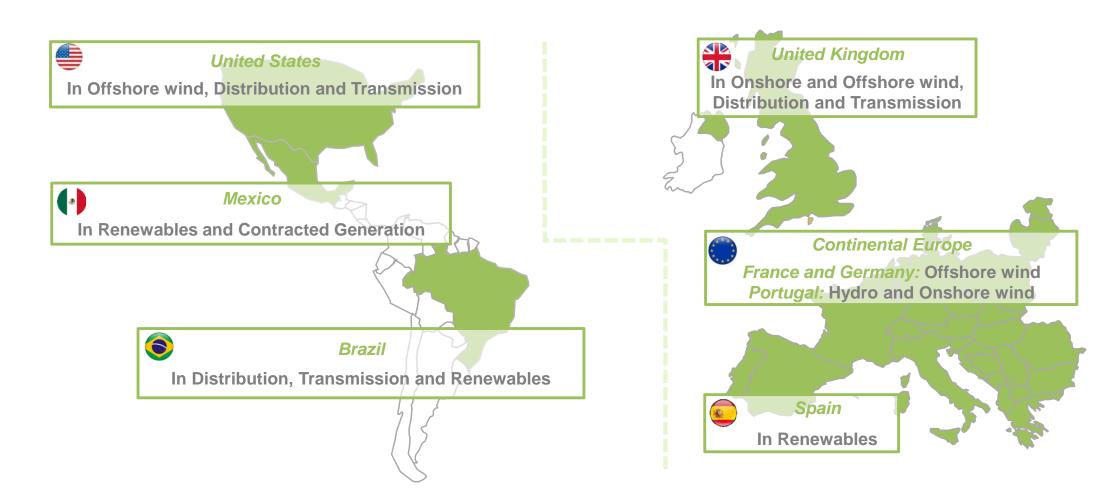






Additional growth opportunities: post 2022

Accelerating growth during the plan and beyond



With over EUR 9.0 Bn of capital in progress by the end of 2022



Additional growth opportunities in Spain

In the context of the National Integrated Energy and Climate Plan 2021–30...

Plan aligned with EU energy and climate policies

74% renewable generation share by 2030: adding 64 GW of renewable capacity (Solar: 37 GW, Wind: 27 GW) and 6 GW of storage

Retirement of 4 GW of nuclear capacity by 2030 and all by 2035

Retirement of 6 GW of coal capacity by 2025 and all by 2030

5 million Electric Vehicles by 2030 (16% of the fleet) and only zero-emission vehicles sales from 2040

Electrification of the economy

...coherent with the full decarbonisation of the Spanish economy by 2050, with a 21% reduction of CO_2 emissions by 2030 (vs 1990)



Additional growth opportunities in Spain: solar PV and onshore wind

Iberdrola to continue leading the energy transition...

...maintaining our leadership in renewables...

...replacing coal and nuclear with renewable output...

...generating enough energy to supply our customers







...with over 30 projects in all regions to add +3 GW by 2022...

...and additional pipeline to reach at least +10 GW in operation by 2030



Additional growth opportunities: offshore wind in Europe and the US

Increasing our current installed capacity in the UK and Germany to reach >2GW by 2022, with additional +1 GW secured post 2022...

	Pending Targets	Total Iberdrola Capacity by 2022	Iberdrola Capacity post 2022	Additional Pipeline
United Kingdom	16,000 MW	909 MW		
Germany	5,100 MW	I I 350 MW I	486 MW	3,500 MW
France	2,000 MW	 	496 MW	
Massachusetts	2,400 MW	800 MW		
New York	9,000 MW	Bids delivered		
Rhode Island	600 MW	Bids delivered		4,200 MW
New Jersey	3,500 MW	Bids to be delivered		
Connecticut	2,000 MW	-		l ¦
North Carolina	-	 - 		
Virginia	2,000 MW	 		2,500 MW
Maryland	~1,500 MW			L
	~45 GW	>2 GW	~1 GW	>10 GW
	Germany France Massachusetts New York Rhode Island New Jersey Connecticut North Carolina Virginia	United Kingdom 16,000 MW Germany 5,100 MW France 2,000 MW Massachusetts 2,400 MW New York 9,000 MW Rhode Island 600 MW New Jersey 3,500 MW Connecticut 2,000 MW North Carolina - Virginia 2,000 MW Maryland ~1,500 MW	United Kingdom 16,000 MW Germany 5,100 MW France 2,000 MW Massachusetts 2,400 MW New York 9,000 MW Bids delivered Rhode Island 600 MW Bids to be delivered New Jersey 2,000 MW Connecticut 2,000 MW - North Carolina - Virginia 2,000 MW - Maryland Capacity by 2022 Capacity by 2022 Capacity by 2022 Solve Subject of Capacity by 2022 Solve Subject of Capacity by 2022 Capacity by 2022 Solve Subject of Capacity by 2024 Solve Subject of Capacity	United Kingdom 16,000 MW 909 MW Germany 5,100 MW 350 MW 486 MW France 2,000 MW 800 MW New York 9,000 MW Bids delivered Rhode Island 600 MW Bids delivered New Jersey 3,500 MW Bids to be delivered Connecticut 2,000 MW - North Carolina - Virginia 2,000 MW - Maryland ~1,500 MW - Maryland - Capacity by 2022 Capacity post 2022 Capacity post 2022 Capacity post 2022 Above 100 MW 486 MW Bids delivered Bids delivered - - - - - - - - - - - - -



...and a >10GW pipeline for further opportunities



Conclusions

Accelerating growth, transforming initial caps in updated floors...

Initial Plan (February 2018)

Investments



EUR 32 Bn

Results



2022 EBITDA EUR 11.5 - 12 Bn

2022 Net Profit EUR 3.5 - 3.7 Bn

Dividend policy



Growing in line with results (pay-out 65%-75%) reaching EUR 0.4/share in 2022

Financing



2022 FFO/Net Debt 24%

Updated Plan (February 2019)

EUR 34 Bn

2022 **EBITDA EUR >12 Bn**

2022 **Net Profit EUR 3.7 - 3.9 Bn**

(c. +30% vs 2018)

Growing in line with results (pay-out 65%-75%) reaching Floor EUR 0.4/share in 2022

2022 **FFO/Net Debt >24%**

...with additional organic growth opportunities driven by financial strength



Outlook 2018 - 2022 Update

London

26 February

José Sáinz Armada

Chief Financial & Resources Officer



Financial Management



Plan Hypothesis

2018 Financial performance

Financial strategy 2019-2022

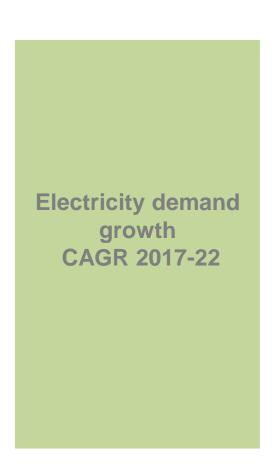


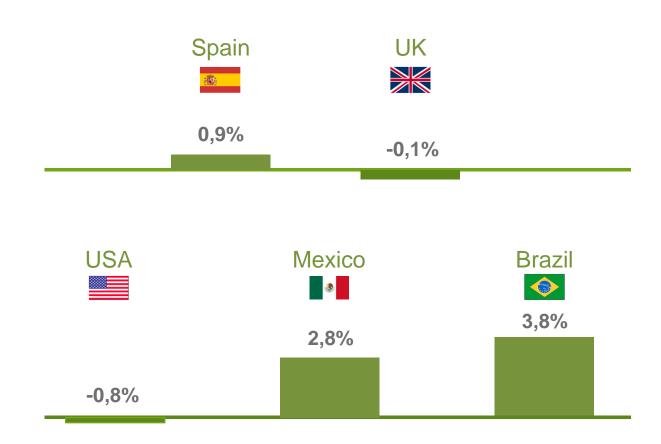
Plan Hypothesis



Outlook 2022 update: Demand

Flat demand in Spain, UK and USA and more growth in Mexico and Brazil

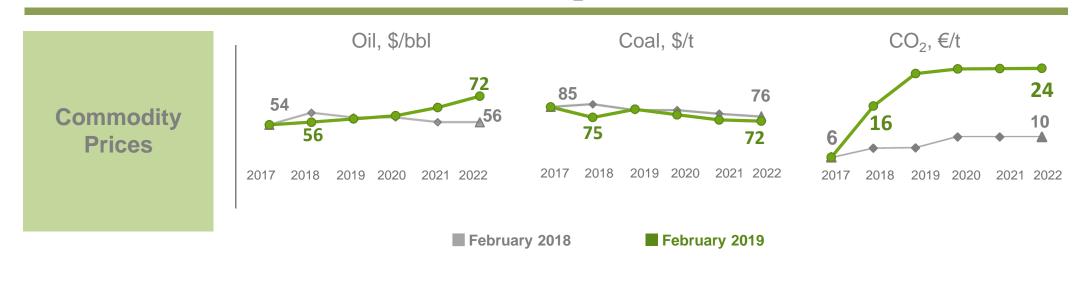




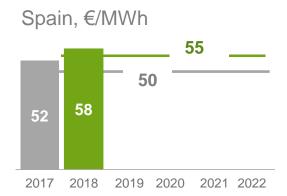


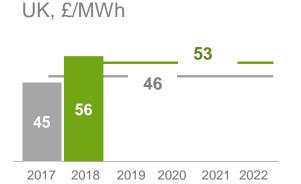
Outlook 2022 update: Prices hypothesis

Price increase derived from a higher CO₂ cost









Prices derived from market quotations and estimates from analysts (PIRA, WoodMac, Aurora, CERA-IHS)



Macro hypothesis for 2019-2022

Modest increase in interest rates in US and Brazil, and higher in the Eurozone and UK as monetary policies normalize

New forecast slightly lower than last years' in the long part of the curve and similar in the short part Forecasts based on market consensus

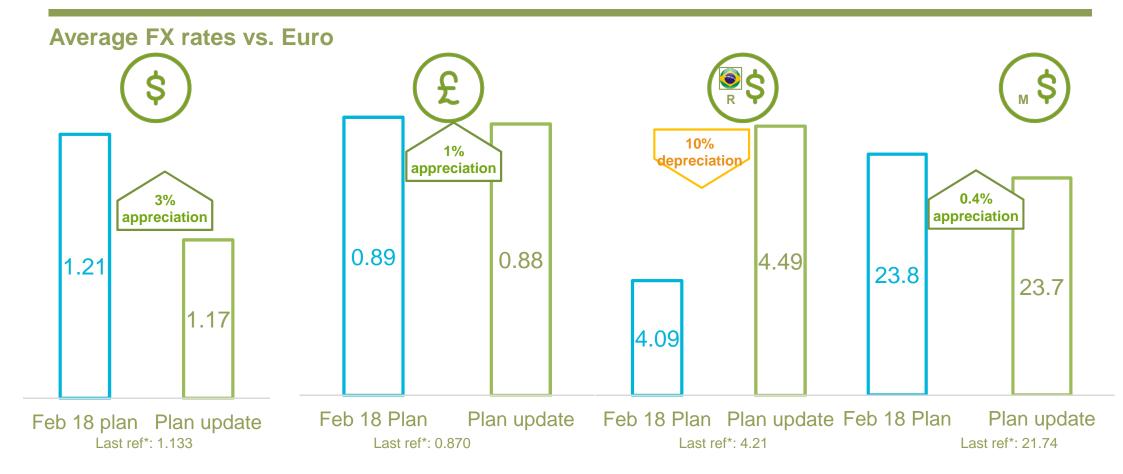
	Interest rates						
	Average 2019-22		(Feb,20 th)		2022 End of year		New financing
	3M	10Y ¹	3M	10Y ¹	3M	10Y ¹	_ average spreads
€	0.63%	1.30%	-0.31%	0.34%	1.25%	1.73%	0.88% Swap 7 years
\$	2.86%	3.00%	2.64%	2.64%	2.85%	3.00%	1.25% Treas. 10 years
£	1.78%	2.11%	0.87%	1.17%	2.30%	2.30%	1.46% Treas. 10 years
(R)	7.38% 1/ Swap 7 years for	- or EUR, Treasury 10 yea	6.50% rs for USD and GBP	-	7.50%		115% CDI 5 years

Interest rates estimates slightly below last year Plan, partially offset by slightly higher spreads



Macro hypothesis for 2019-2022

Plan update assumes no change in average FX rates, appreciation of \$ and £ compensates BRL depreciation FX estimates up to 2022 assumes 2019 forward levels versus EUR



2019 Net Profit mostly hedged

Old plan refers to the Revision of the Strategic Plan in February 2018 while New Plan refers to Long Term forecast January 2019 (5 years average) * February 20th 2019



Impact of new accounting standard for leases

Iberdrola criteria for IFRS16 in line with current accounting standard definition

New IFRS 16 standard from 2019

- Main differences with respect to previous standards are:
 - Leases net present value considered as debt
 - Leases costs removed from External Services (EBITDA) to increase depreciation & financial costs

Iberdrola Accounting criteria

- Accounting standards definition for Leases is the same under US GAAP and IFRS
- In the US the "big-four" audit firms & companies apply the US GAAP criteria: land lease definition fulfilled by those agreements that grant the exclusive use of the land during the term of the contract
- Iberdrola also applies this criteria. Lease definition under IFRS is the same as under US GAAP
- Criteria pending to be ratified by IASB



Impact of new accounting standard for leases

Main impact of new accounting criteria for IFRS16

IFRS 16 impacts 2019 onwards

Balance Sheet

Net Debt: +EUR 0.4 Bn

P&L

EBITDA: +EUR 68 M

Net Profit: ~ 0

Cash Flow

FFO: +EUR 50 M

RCF: +EUR 50 M

Net Debt / EBITDA

FFO / Net Debt

RCF / Net Debt

Impact

~ **+ 0.02**

~ - 0.1 p.p.

~ - 0.1 p.p.

Increase in Net Debt ~EUR 0.4 Bn and reduction in FFO/Net Debt ratio by ~0.1 p.p.



2018 Financial performance



Increase in fixed-rate structure in 2018 to 78% to take advantage of low interest rates and reduce volatility in financial expenses

As December **Including forwards** 2018 swaps Floating Floating IRS Fw start already signed: 22% 35% 1,250 M in 2019 900 M in 2020 1.300 M in 2019 550 M in 2020 Fixed Fixed 65% 78% 400 M in 2019 380 M in 2020

Fixed rate structure of 65% excluding forward swaps



2018 Financing activity

EUR 6.8 Bn of new financing and EUR 7.4 Bn credit lines renegotiated, diversifying markets at very competitive levels, continuing with green/sustainable strategy (65%)

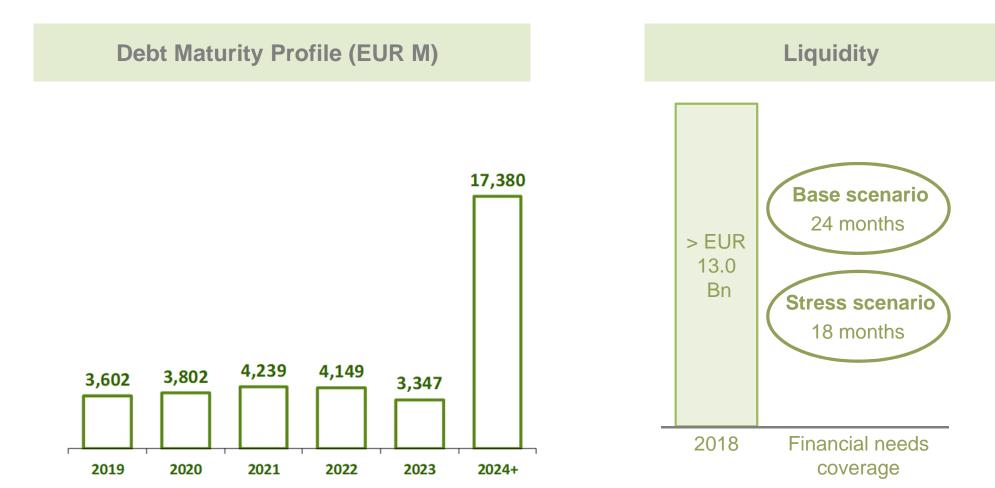


World leading private company in green bonds



2018 Financial activity

A comfortable debt maturity profile and sufficient liquidity to fulfill Rating Agencies requirements





2018 net debt financial cost 15 b.p. better than Plan



Competitive financing conditions achieved during the year



Excluding IFRS9 change of criteria, 2018 cost of debt would have been 10 b.p. lower





EUR 1.2 Bn of divestments already achieved in 2018

2018 Divestments: EUR 1.2 Bn

Other non core Spain EUR 0.3 Bn

US Gas Business EUR 0.2 Bn

UK Conventional
Generation EUR 0.7 Bn



Reducing 2018 Net Debt

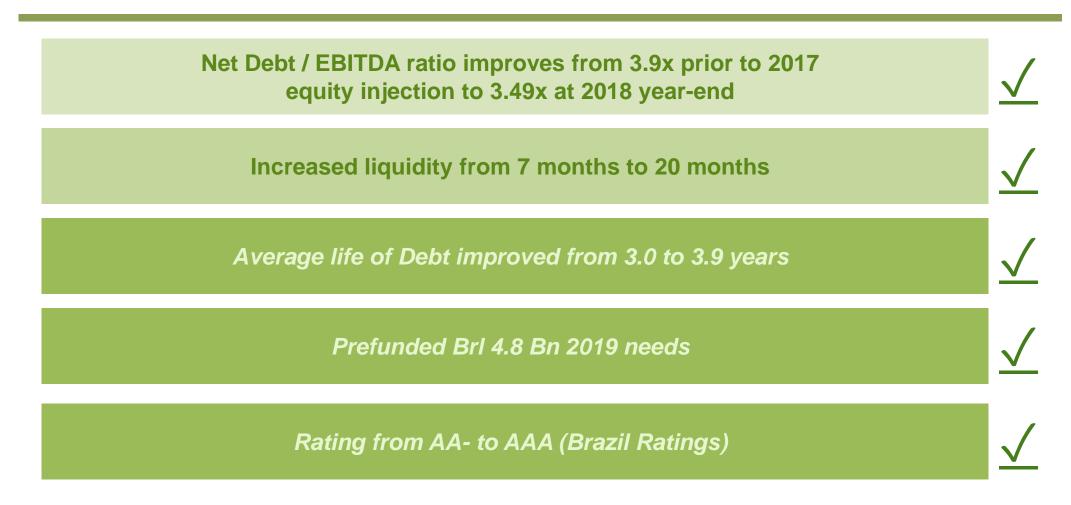


Positive impact on ratios due to their low / negative earnings contribution





During 2018, we have improved significantly the financial profile of NEO



As a consequence, NEO reduced new financing credit spreads on CDI from 125% to 115% on average (around 65 bp at current CDI)



Financial strategy for the 2019-2022 period



Financial Management Strategy for 2019-2022

Main financial guidelines for 2019-2022 period

Financing growth Capex ...

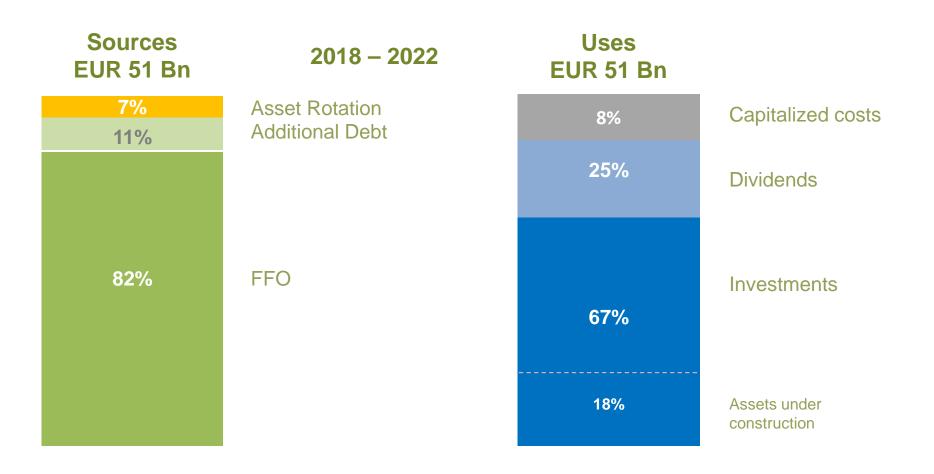
...maintaining a strong financial position ...

... permitting a growing and sustainable dividend policy



Sources and uses of funds

EUR 51 Bn of funds, 82% coming from FFO, allows an increasing and sustainable dividend policy up to EUR 12.5 Bn remuneration on top of EUR 34 Bn of investments

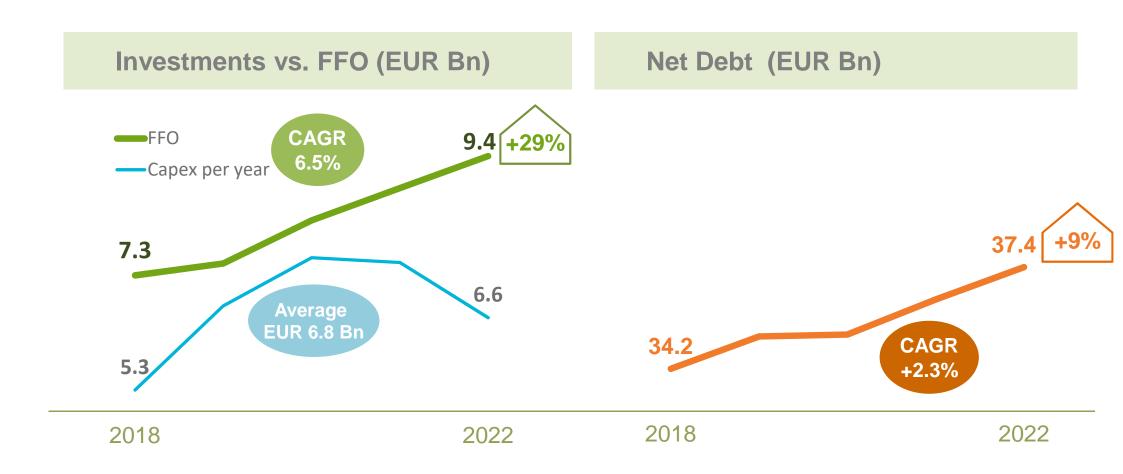


Out of Eur 34 Bn, >EUR 9 Bn assets under construction at the end of the plan



Outlook: FFO, Capex and Net Debt

Average investments will increase 5%, to an average of EUR 6.8 Bn vs. 2018 Plan FFO grows 29% vs. 2018 to EUR 9.4 Bn while Net Debt increases 9% to over 37 Bn





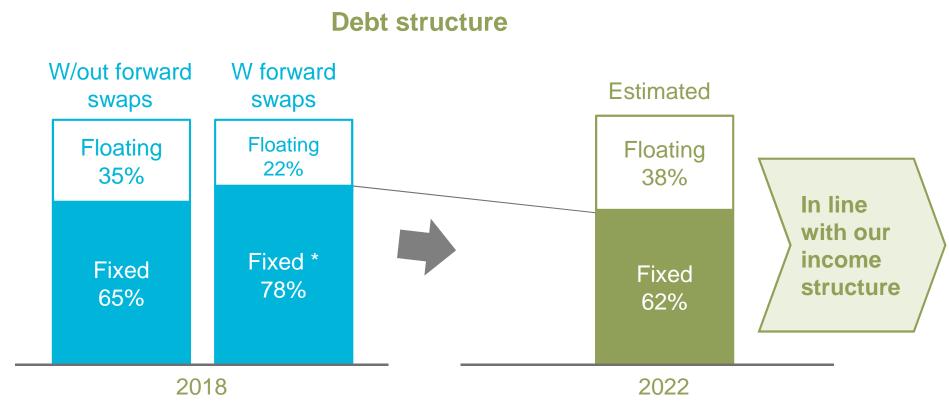
Financial ratios will improve throughout the Plan ...



... allowing for further organic investment growth in 2021 and 2022 as they exceed our 22% FFO / Net Debt target



High fixed rate structure anticipating possible rate hikes in the future



^{*} Forward swaps: EUR 4.6 Bn

Demanding investment plan requires financial costs to be under control fixing a greater percentage of our debt portfolio



Debt structure by currency

- Duration of regulatory cycles: on average ~5.5 years
- Average debt
 maturity of 6 years
 guarantees re pricing of debt to
 regulatory changes
 to reflect new
 interest rate
 environment



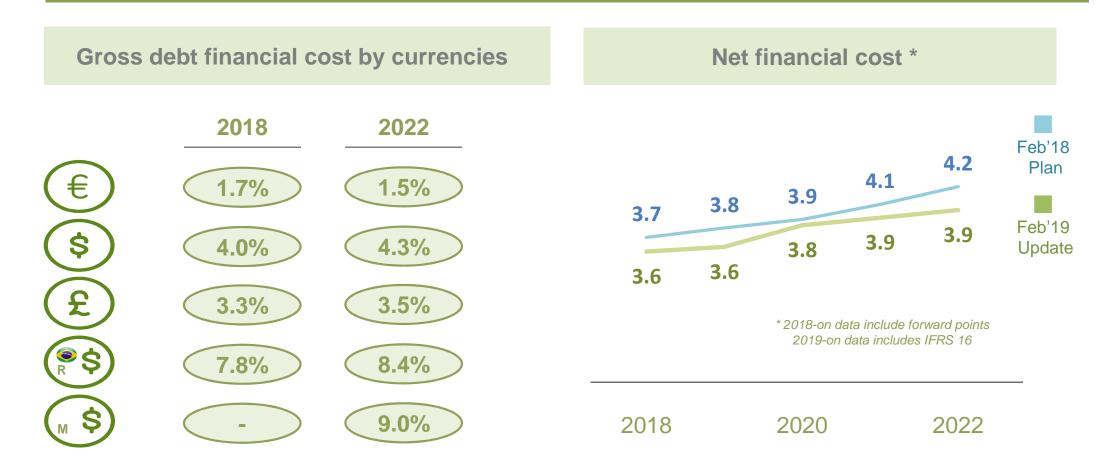
^{*} Over net debt 2018/2022 average



^{**} Not including Forward IRS

Cost of Debt

Average cost of net debt will remain below 4% despite larger investments in BRL and US\$

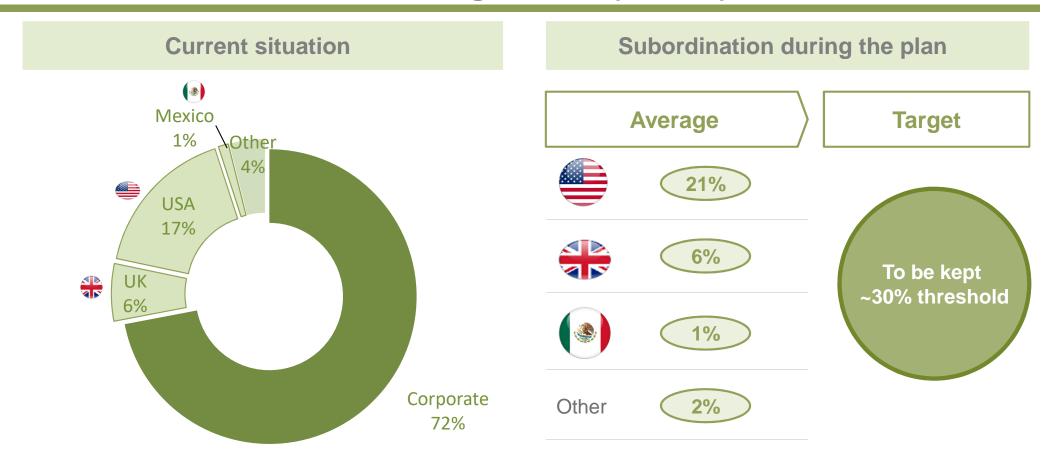


On average 0.20 p.p below Plan'18



Structural subordination

Financial model designed to follow current structural subordination guidance (ex Neo)



Our model gives us flexibility to optimize non-holding company level debt based on country situation and regulatory requirements

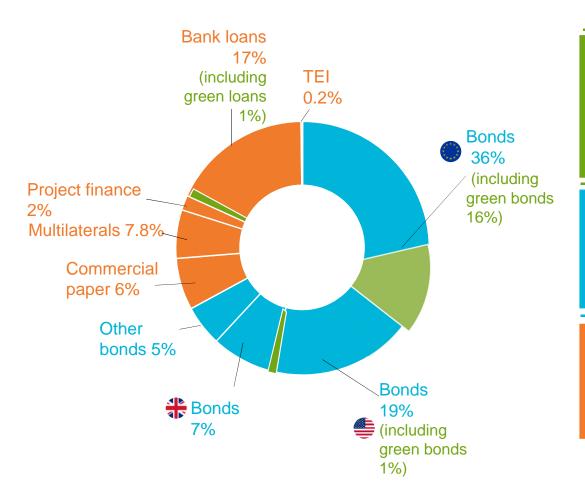


Debt structure per markets

Strong diversification in sources of finance, with low bank risk Access to many markets

Maintaining leadership in sustainable / green markets

Current debt structure by market



During the plan

Green financing

- Consolidating green financing strategy:
 - The leading private company
 - New green financing to be done in Brazil

Bond market

- Eurobond will be our main source of financing
- Main source of financing in all countries

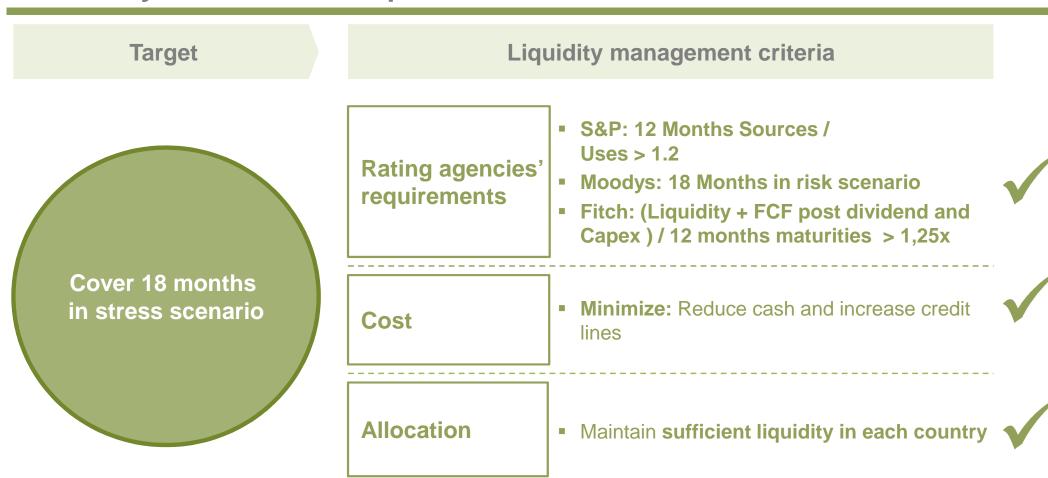
Multilateral lenders & TEI

- Iberdrola considered strategic partner (EIB, BNB, BNDES...)
- Taking advantage of Tax Credits in the US



Liquidity

Active liquidity management, keeping ~ EUR 12-14 Bn, with ability to increase if required



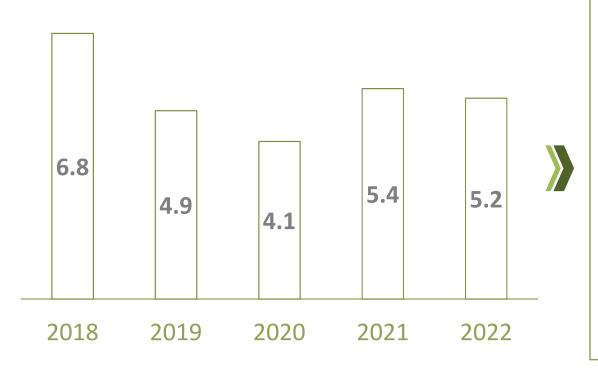
Neoenergia has its own liquidity policy that requires covering 12 months of financing needs



Financing Policy

Moderate financial needs over the period ...

Financial needs (EUR Bn)

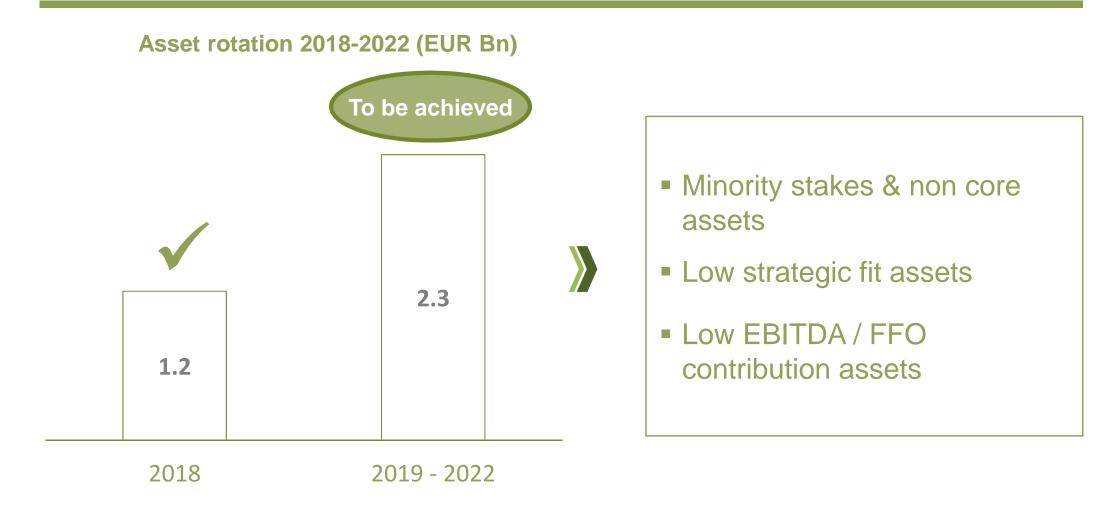


- 2018 financing higher than required due to pre funding of 2019 NEO financing needs
- Moderate financial needs thanks to a comfortable debt maturity profile and strong generation of funds
- In 2019/2022 period, the main source of financing will be Holding but USA and Brazil will access financing markets too

Financed mainly from the Holding



... considering EUR 3.5 Bn of divestments over 2018-2022

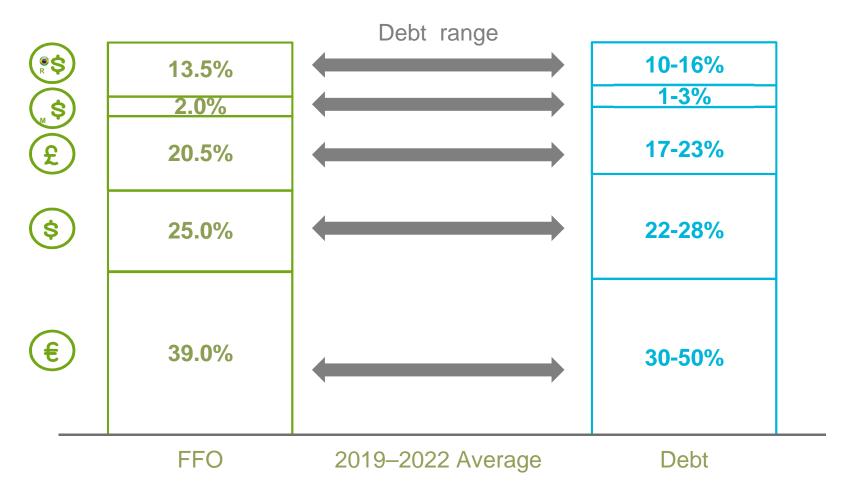


Flexible approach depending on investment opportunities



Structural FX hedge is taken by having the debt in the same currency and similar % as the funds from operations

Minimize FFO / Net Debt ratio volatility

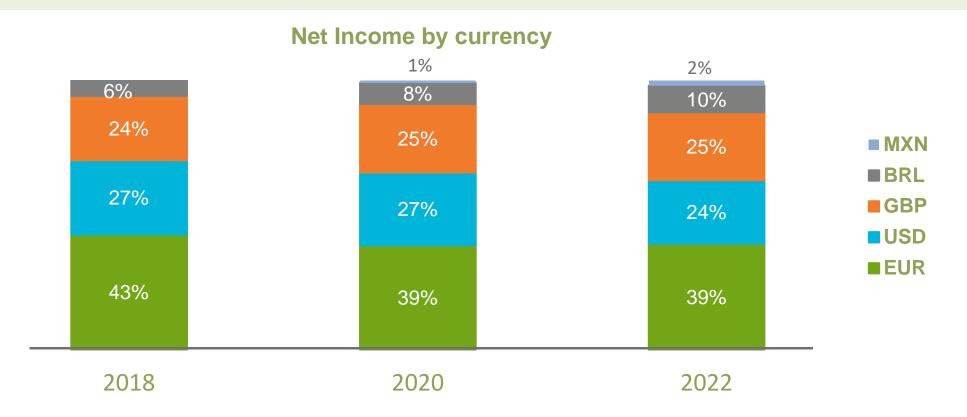




FX risk management: yearly

FX risk in the Profit & Loss account is minimized through derivatives

Hedging Net Income FX exposure in currencies against the Euro



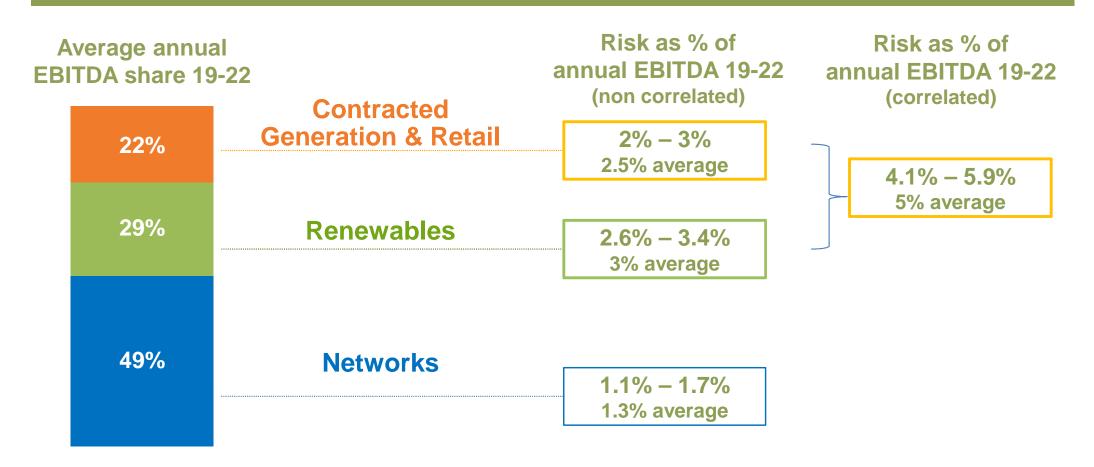
Almost 100% of the 2019 risk position already hedged: USD, GBP and BRL



Business risk- Average 2019-2022

80% of average annual EBITDA comes from Renewables & Networks Businesses with ~4.3% EBITDA at risk in an adverse scenario

Total correlated Business risks is ~6%



Non measurable political & macro risk could also impact the Plan



Brexit

Hard Brexit would have no direct immediate material impact on 19-22 Plan update, except for currency translation, hedged for 2019



Increases in FX will impact in future translation of results, although 2019 already hedged



Interest rate and CPI increases naturally hedged through different regulatory mechanisms: RAV in Networks, CFDs in Offshore and costs in SVT cap

Key equipment and materials purchased ahead to mitigate risk to avoid potential import custom delays



No material impact of tariffs expected on East Anglia 1 but additional administration burden



Other areas analyzed with no material impacts (HR, GDPR, Insurance, commodity trading procurement...)



Indirect impact would be related to macroeconomics



Cybersecurity

Ensuring the protection of assets, systems and information across the entire Group Global Comprehensive Cybersecurity Program based on risk management approach with standard rules deployed in all countries and businesses

Reinforced security measures for critical infrastructures and personal data protection





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