



## 1.3 Key figures

### Financial performance (€M)

	2016 <sup>1</sup>	2017	2018	2019	2020	Δ Annual average 2016-2020 (%)
Revenues	29,215	31,263	35,076	36,438	33,145	3.2
Consolidated gross margin	12,916	13,364	15,435	16,263	16,145	5.7
Consolidated Ebitda	7,808	7,319	9,349	10,104	10,010	6.4
Networks (Regulated) Ebitda	4,082	4,228	4,915	5,262	4,778	4.0
Spain	1,603	1,520	1,709	1,711	1,612	0.1
United Kingdom	976	886	919	987	1,000	0.6
United States	1,270	1,334	1,331	1,330	1,087	(3.8)
Brazil	233	489	955	1,234	1,079	46.7
Renewables Ebitda <sup>2</sup>	1,500	1,755	2,446	2,386	2,586	14.6
Spain	497	616	919	736	698	8.8
United Kingdom	267	392	518	525	758	29.8
United States	564	530	573	591	592	1.2
Brazil	25	66	129	125	111	45.4
Mexico	52	53	65	86	93	15.6
International	95	99	242	323	334	36.8
Wholesale and Retail (liberalised) Ebitda <sup>2</sup>	2,247	1,464	2,038	2,469	2,565	3.4
Spain	1,521	779	1,001	1,558	1,469	(0.9)
United Kingdom	294	108	307	110	250	(4.0)
Brazil	(3)	51	92	64	59	--
Mexico	436	525	638	762	790	16.0
International			(26)	(25)	0	--
Other businesses Ebitda	(105)	13	29	28	(1)	66.0
Corporation Ebitda and adjustments	84	(141)	(78)	(41)	84	0.0
Amortisation/depreciation, provisions and other	(3,254)	(4,606)	(3,910)	(4,227)	(4,474)	(8.3)
Operating profit (EBIT)	4,554	2,713	5,439	5,877	5,536	5.0
Financial results	(903)	(937)	(1,156)	(1,300)	(991)	(2.3)
Results from equity-accounted investees - net of taxes	49	(29)	56	(51)	(5)	--
Results from non-current assets	48	279	9	203	513	80.6
Profit before Tax (EBT)	3,748	2,026	4,348	4,729	5,053	7.8
Income tax	(905)	1,397	(959)	(914)	(1,083)	(4.6)
Minority interests	(138)	(366)	(323)	(348)	(341)	(25.4)
Net attributable profit	2,705	2,804	3,014	3,466	3,611	7.5
Total assets	106,706	110,689	113,038	123,025	122,518	3.5
Equity	40,687	42,733	43,977	47,195	47,219	3.8
Gross investments	5,009	6,632	6,173	8,158	9,246	16.6
Funds from Operations (FFO)	6,311	6,479	7,328	8,060	8,193	6.7
Adjusted net financial debt	29,230	32,856	34,149	37,769	35,142	4.7

### Financial ratios

	2016	2017	2018	2019	2020	Δ Annual average 2016-2020 (%)
EBITDA margin (EBITDA/revenues) (%)	26.7	23.4	26.7	27.7	30.2	3.1
Net profit margin (Net Profit/Revenues) (%)	9.3	9.0	8.6	9.4	10.9	4.2
NOE/Gross margin (%)	27.7	31.2	26.9	26.6	26.7	(0.9)
Adjusted net financial debt / EBITDA (multiple)	3.77	4.49	3.653	3.74	3.5	(1.8)
Financial leveraging (%)	42.0	43.5	43.7 <sup>3</sup>	44.7	43.2	0.7
Funds from Operations (FFO)/ Adjusted net financial debt (NFD) (%)	21.5	19.7	21.5 <sup>3</sup>	21.5	23.5	2.2
Retained cash flow (RCF/NFD) (%)	19.1	17.2	20.2 <sup>3</sup>	20.0	21.3	2.8
Return on equity (ROE) (%)	7.3	7.8	8.4 <sup>3</sup>	9.2	9.7	7.4

### Stock market performance

	2016	2017	2018	2019	2020	Δ Annual average 2016-2020 (%)
Stock market capitalisation (€M)	40	40,811	44,898	58,404	74,296	17.0
Number of shares at end of period (millions)	6,362	6,318	6,398	6,362	6,350	(0.0)
Share price (€)	6.23	6.46	7.02	9.18	11.70	17.0
Earnings per share (EPS)	0.42	0.44	0.47	0.53	0.55	7.0
Dividend per share (DPS) <sup>3</sup>	0.286	0.317	0.331	0.356	0.405	9.1
Dividend yield (%)	4.59	4.91	4.72	3.87	3.46	(6.8)
Total dividend (including cash payments) (€M)	1,966	1,996	2,077	2,247	2,517	6.4
Payout ratio (%)	72.7	71.2	68.9	66.0	73.9	0.4
Share price / net earnings per share (PER)	14.66	14.55	14.90	17.15	21.79	10.4

- (1) For purposes of this report, 2016 is not re-stated due to the discontinuation of the engineering business, which only appears as such beginning in 2017.
- (2) In financial years 2017 and following, hydroelectric production activity is classified within the Renewables business.
- (3) Data adjusted due to the effect of potential accumulator derivatives on treasury shares (€50 million at 31/12/2018).

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### Operating performance

	2016	2017	2018	2019	2020	Δ Annual average 2016-2020 (%)
<b>Total Installed Capacity (MW)<sup>1</sup></b>	47,049	48,447	46,694	52,082	55,111	4.0
Net Own Capacity	42,707	43,811	42,058	45,702	47,965	2.9
Third-party Capacity	4,342	4,636	4,636	6,380	7,146	13.3
<b>Net production (GWh)<sup>1</sup></b>	142,466	137,549	145,605	151,714	162,842	3.4
Net Own Output	112,069	105,239	115,134	114,030	123,463	2.5
Net Third-party Output	30,397	32,310	30,471	37,684	39,378	6.7
<b>Distributed energy (GWh)</b>	229,920	230,151	233,409	233,541	224,998	(0.5)
<b>Km. of lines</b>	1,117,444	1,156,611	1,173,672	1,191,513	1,206,783	1.9

### Environmental performance

	2016	2017	2018	2019	2020	Δ Annual average 2016-2020 (%)
<b>Own emission-free installed capacity (%)<sup>2</sup></b>	73	74	77	77	79	2.1
<b>Own emission-free output (%)<sup>2</sup></b>	72	70	74	72	75	0.9
<b>Own specific CO<sub>2</sub> emissions (t/GWh)<sup>4</sup></b>	131	136	112	110	98	(7.0)
<b>Fuel consumption (GJ)</b>	764,386,296	760,201,810	706,835,480	764,408,401	770,867,957	0.2
<b>Environmental investments (€M)</b>	2,262	2,240	2,133	3,712	5,116	22.6
<b>Environmental expenses (€M)</b>	527	513	550	700	671	6.2
<b>Energy produced under certified environmental management systems (%)</b>	82	80	80	83	78	(1.5)
<b>Water use/overall production (m<sup>3</sup>/GWh)</b>	573	597	604	583	434	(6.7)
<b>Direct emissions of CO<sub>2</sub>, Scope 1 (kt)</b>	15,637	15,020	13,328	12,928	13,136	(4.3)
<b>Indirect emissions of CO<sub>2</sub>, Scope 2 (kt)</b>	4,504	3,415	2,544	2,082	2,001	(18.4)
<b>CO<sub>2</sub> avoided due to efficiency initiatives (kt)</b>	16,853	23,460	24,334	21,799	31,300	16.7
<b>SO<sub>2</sub> emissions (t/GWh)</b>	0.047	0.038	0.023	0.011	0.008	(35.5)
<b>NO<sub>x</sub> emissions (t/GWh)<sup>5</sup></b>	0.140	0.113	0.085	0.363 <sup>6</sup>	0.375	27.9

### Social performance

	2016	2017	2018	2019	2020	Δ Annual average 2016-2020 (%)
<b>Consumers (millions)<sup>3</sup></b>						
<b>Electric power</b>	29.0	29.0	29.5	29.8	30.1	1.0
Spain	10.2	10.2	10.1	10.1	10.0	(0.5)
United Kingdom	3.2	3.0	3.0	2.8	2.8	(3.0)
United States	2.2	2.2	2.3	2.3	2.3	0.9
Brazil	13.4	13.6	13.8	14.0	14.3	1.6
IEI	-	-	0.3	0.6	0.7	--
<b>Gas</b>	4.0	4.0	4.1	4.2	4.3	1.8
Spain	0.9	1.0	1.0	1.0	1.1	5.1
United Kingdom	2.1	2.0	2.0	1.9	1.9	(2.3)
United States	1.0	1.0	1.0	1.0	1.0	0.6
IEI	-	-	0.1	0.2	0.3	--
<b>Number of employees</b>	34,082	34,255	34,078	35,374	37,127	2.2
<b>Permanent contracts (%)</b>	98.4	99.4	99.0	99.1	99.6	0.3
<b>Employees with collective bargaining agreement (%)</b>	79.3	77.2	78.9	78.7	77.9	(0.4)
<b>Employee turnover (%)</b>	7.3	7.8	10.7	6.6	6.1	(4.6)
<b>Diversity (men/women)</b>	76/24	77/23	77/23	77/23	77/23	--
<b>Injury rate (IR)<sup>9</sup></b>	1.8	1.8	1.4	1.3	1.2	(9.8)
<b>Hours of training (millions of hours)<sup>6</sup></b>	1.4	1.5	1.6	1.8	2.0	9.6
<b>Hours of training per employee trained (h)<sup>6</sup></b>	45.3	41.8	45.2	54.9	53.4	4.2
<b>Funds for social development (€M)<sup>7</sup></b>	106.7	341.2	243.1	92.4	125.9	4.2
<b>Contributions to society (€M)</b>	57.7	63.0	53.5	52.3	83.8	9.8
<b>Rural electrification programmes (€M)</b>	49.0	278.2	189.6	40.1	42.0	(3.8)
<b>Investments in R&amp;D (€M)</b>	211	246	267	280	293	8.5
<b>General procurement (€M billed)<sup>8</sup></b>	7,508	8,648	7,753	8,717	8,494	3.1
<b>Purchases from local suppliers (%)</b>	84	88	85	89	89	1.5

- (1) All data for Production and Installed Capacity include the power stations in which Iberdrola has a stake, based on its percentage interest.
- (2) Since 2018 subtransmission in the United States and Brazil is recorded as distribution network. Until then it was recorded as transmission network.
- (3) Consumers: for electric power, total number of customers is used where there are areas of electricity distribution and retailing, supply points are used for the other areas. For gas: total number of gas customers is used, except for the United States, where total number of supply points is used.
- (4) Calculated on own production.
- (5) Change in method for calculating NO<sub>x</sub> emissions in Mexico.
- (6) The exceptional situation caused by COVID-19 has significantly reduced face-to-face training. Thanks to a tremendous effort, a large part of training activity has been adapted for delivery by remote means, which has led to a considerable increase in the proportion of on-line training hours.
- (7) Increase in contribution to society in 2020 due to the company's effort in the fight against COVID-19.
- (8) Amount awarded in 2020: €14,071 million.
- (9) Injury rate (IR) = (number of accidents with leave\*1,000,000) / hours worked.

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