

ACCIONA Energy

Leader in renewables

WHO **we are**

ACCIONA Energía:






- **A global operator** in renewable energies with a **unique profile** in the sector
- **The biggest company dedicated to clean energies** not related to conventional utilities
- Oriented towards demonstrating the **technical and economic viability of a sustainable energy system** for the world based on renewables
- **Reference renewable pure player** as a developer, partner or vendor of services worldwide



Demonstrated capacity in the main technologies

Installed capacity in renewable energies

Cumulative data in MW

| |  Wind |  Photovoltaic |  CSP |  Hydro |  Biomass | Total |
|---------------|--|--|--|---|---|---------------|
| Company owned | 7 257 | 389 | 314 | 888 | 61 | 8 909 |
| Customers | 1 875 | 98 | 1 | | | 1 974 |
| Total | 9 132 | 487 | 315 | 888 | 61 | 10 883 |

Data at 09.30.2016.

KEY figures

Sales

€2 719m

EBITDA

€897m

Owned capacity

8 909 MW

Production

20.8 TWh

International presence

20+ countries

Workforce

1 840

Data at 31.12.2016 except sales and EBITDA – at 31.12.2015

Acciona Energy - India

- **World Leading Developer, Constructor, Owner, Operator & Investor of Renewable Energies**
- **Total 164 MW installed in India. 100% owned by Acciona through 3 SPV's.**
- **29.7 MW commissioned in 2008. Average Net CUF ~ 38+% for the last 8 years. Rated as the highest generating CDM project in India by NEF out of > 1200 MW studied by them**
- **56.1 MW commissioned in 2011. Average Net CUF ~ 29+% for the last 5 years**
- **24-7-365 Operation & Maintenance from the world's most experienced company**
- **First 3 MW Machine commissioned as part of the Bannur 78 MW project in Karnataka India using Nordex-Acciona Windpower Wind Generators .**
- **As a long term asset owner, Acciona's focus is on profitability and reliability of returns**
- **Acciona Energy is dedicated to the concept of Social Corporate Responsibility and maintains an impeccable international reputation**

Overview of State Level Issues

- **Power being a Concurrent Subject, alignment of Federal and State Level Goals is the need of the hour. Electricity act needs tweaking to allow for ease of transmission of Renewables generated by private generators across states.**
- **Building Backbone Infrastructure in the States to achieve the Global targets viz. Transmission lines and Substations to be aligned with the broader goals of the Country.**
- **Both Wind and Solar PV needs to co-exist to achieve Renewable targets and both technologies need equal encouragement and Government support.**
- **Clarity on policies Regulators need to formulate Long Term Policies to better plan future capacities and attract funding from abroad. Industry fragmented. Needs to speak in one clear voice.**
- **State Utility health a major concern for investors therefore increasing cost of funding for Renewable projects. Interest rates at present in India too high.**
- **Competitive bidding is here to stay and all stakeholders need to gear up to this environment.**
- **Acquisition of Private and Government land for windfarm projects is a major headache for wind developers. Process of acquiring and converting private land from Agricultural to Non Agricultural needs improvement.**
- **India is not the most attractive county for Renewable investments. India needs to compete aggressively for international funds**