



# **Enagas** **1Q 2012 Results**

**24 April 2012**

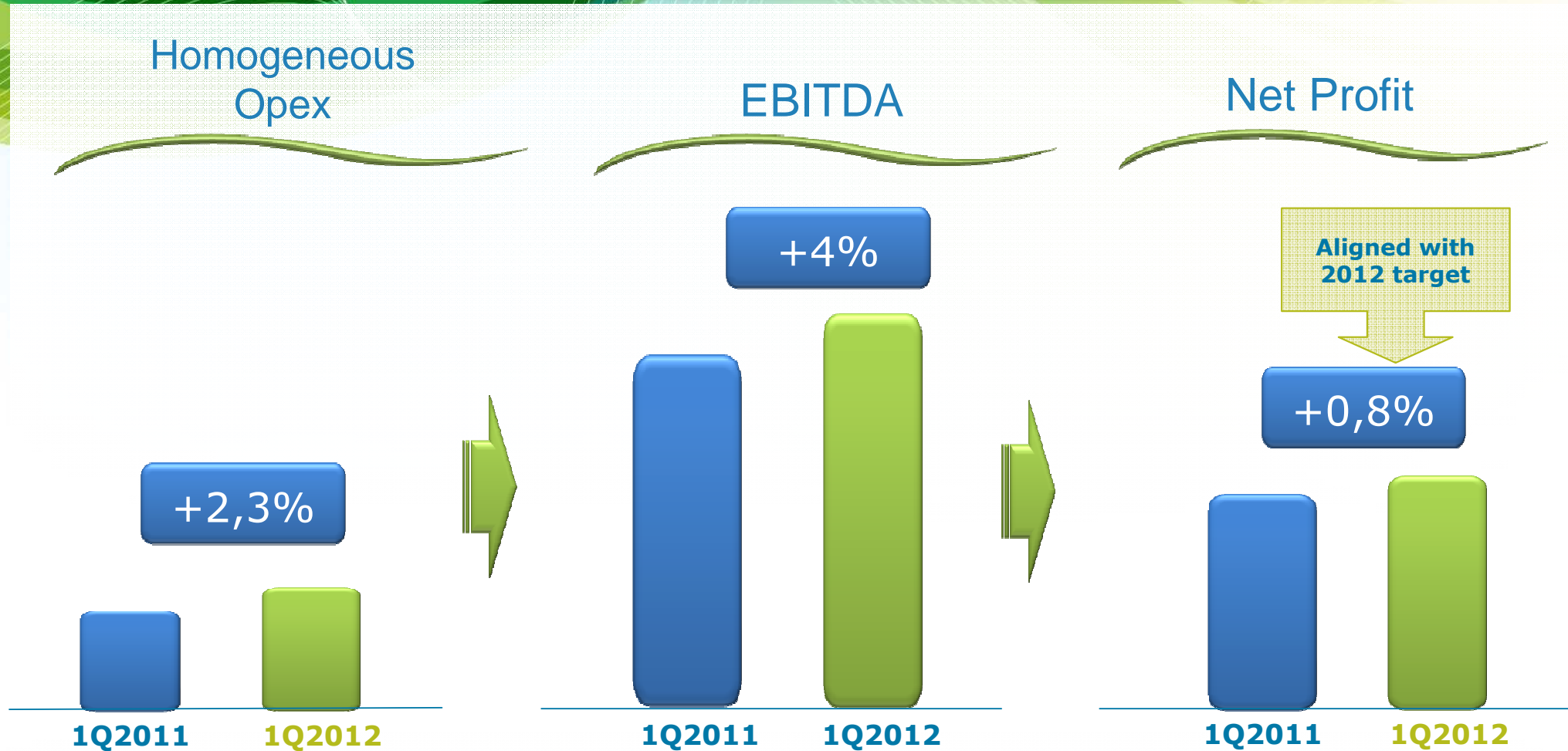
# Key figures



(€mill)	Jan-Mar 2011	Jan-Mar 2012	%12vs11
<b>Total revenues</b>	256.6	<b>277.3</b>	<b>+8.0%</b>
<b>EBITDA</b>	205.9	<b>214.2</b>	<b>+4.0%</b>
<b>EBIT</b>	138.7	<b>139.6</b>	<b>+0.7%</b>
<b>Net profit</b>	86.0	<b>86.7</b>	<b>+0.8%</b>
<b>Investments</b>	130.0	<b>163.3</b>	
<b>Assets put into operation</b>	165.0	<b>26.7</b>	
<b>Net Debt</b>	3,178.6	<b>3,413.8</b>	
<b>Leverage</b>	65.2%	<b>63.6%</b>	
<b>Transported gas demand (GWh)</b>	122,995	<b>124,688</b>	<b>+1.4%</b>

Note: The Gaviota underground storage was not accounted in 1Q2011  
 1Q2012 does not include the proportional consolidation of 40% Altamira Plant (will be included quarterly in arrears)  
 Capex figure includes the accounting effect of the provision for dismantling regasification plants amounting €78.8 mill

# Operating efficiency



In a complex environment the Company continues to strengthen its efficiency plan

# Capex & Assets put into operation



Capex 1Q 2012

**€163.3M**



Assets put into operation  
1Q2012

**€26.7M**



In the right track to achieve 2012 targets

# 2012 Targets



EBITDA	+8%
Net Profit	Flat
<i>Pay-Out</i>	70%
Dividend	+8%

Efficiency and cost control are key factors for 2012

# 2012 investments targets



Capex

**€550M**



Assets put into operation

**€750M**



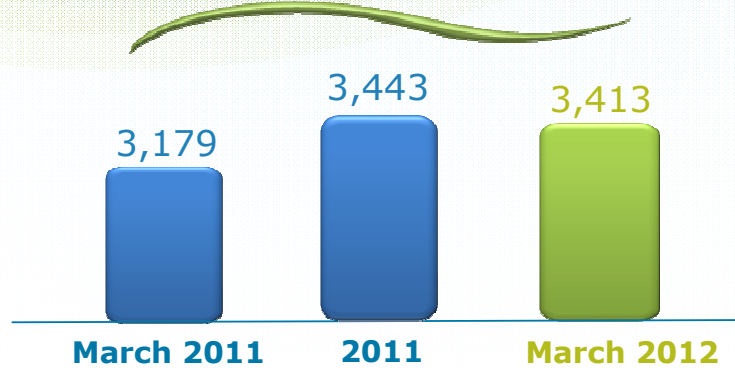
Key investments to guarantee the safety of the gas and energy systems

Note: In 2012 investment and new assets put into operation targets include possible "core business" acquisitions

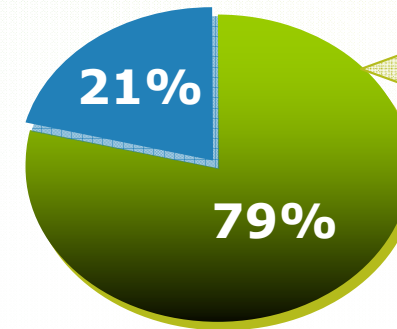
# Financial structure and liquidity



### Net Debt (mill€)



### Debt structure



New interest-rate coverage applicable to €200mill

■ Fix    ■ Variable

### Liquidity

**€2,459M**

# Financial highlights 1Q 2012



Renewals and refinancing  
1Q 2012

~ €600 mill

New facilities

~ €625 mill

New ECP issues

~ €200 mill



**The financial activity carried out in 1Q represented 85% of the planned refinancing in the whole year 2012**

Enagás expects to refinance the €500m Bond during the months of May/June. This transaction will cover comfortably the future financing needs of the company and at the same time it will improve the debt structure



# Government measures in relation to the power and gas tariff deficit



**The adjustments set in the Royal Decree 13/2012 have been directed to reduce the temporary gas tariff deficit**



**The main adjustments are affordable for Enagás: Change in the amortization period for new UGS and the freezing of the Musel regasification plant (receiving the financial remuneration for the invested capex)**



**The adjustments made and the increased tolls are on track to eliminate the temporary gas tariff deficit and reinforce the long term regulatory stability**

## Accelerated amortization removal

- ▶ No retroactive effect, so the tax incentive in the years 2009, 2010 and 2011 has not been affected
  - ▶ Very small impact in the 2012 P&L by a slight increase in financial expenses
- ▶ For the years 2013 and 2014, the Strategic Plan did not include the effect of accelerated amortization. In any case the effect is not significant

## Limiting the deduction of net financial expenses (30% EBITDA)

- ▶ No effect for Enagás to be well below this figure

## Lower limits for deductions in quota (R&D)

- ▶ No effect for Enagás as the deductions for the Company are well below these limits

Following the Government's actions in relation to the gas tariff deficit and taxation it is not necessary to make adjustments in the estimates of the Company

# 2010-2014 Capex plan



**The Company has provided to the market ahead of the most feasible investment scenarios**

**Part of the investments paralised by the Royal Decree Law had been already anticipated by Enagás (for example, the extension of the Gaviota underground storage)**

**In addition, the RDL confirms the "temporary suspension" of other investments worth around €300 mill**

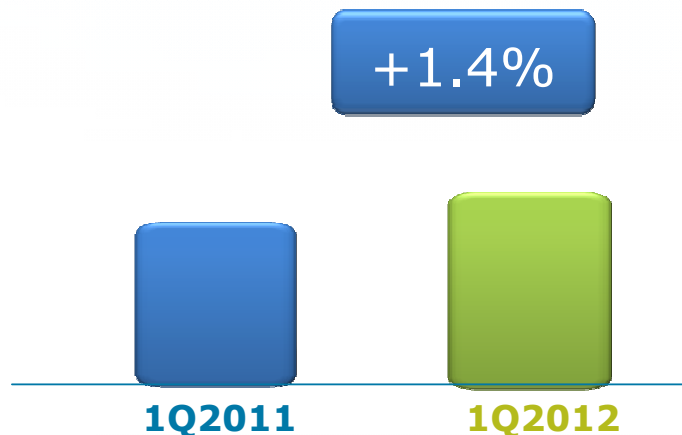
**The RDL confirms the approval of the investments linked to international connections and the development of the Canary Islands regasification plants**

**The investments and acquisitions carried out plus the organic investments expected in 2012, 2013 and 2014 and the possible additional acquisitions core business being analyzed, will likely amount to figures around  $\pm 10\%$  of the investment targets set for the period 2010-2014**

# Natural gas demand



## Transported gas demand



## 2012 gas demand forecast (conventional+power generation)



Total transported gas demand' growth 2012e will be around +3.6%

## Conventional demand record in February 2012 (30,730 GWh)

Note: Total transported gas demand includes I.C. Exportations, GME to REN transfers, and ship loading

# 1Q 2012 Conclusions



- ▶ **Efficiency and cost control are key factors for 2012**
- ▶ **1Q 2012 results, aligned with 2012 budget, are in the right track to achieve 2012 targets (EBITDA +8%, Dividend +8%, *Pay-Out* 70%)**
- ▶ **New financing raised in 1Q represented 85% of the planned refinancing in 2012**
- ▶ **Investments and assets put into operation reached in 1Q are in the path to achieve 2012 targets (€550 mill y €650mill respectively)**
- ▶ **Enagás is profiting from its business know-how to continue considering core business acquisitions subject to strict financial and strategic discipline**
- ▶ **Government adjustments, and the increased tolls, are on track to eliminate the temporary gas tariff deficit and reinforce the long term regulatory stability**



Conference call-Webcast  
1Q 2012 Results  
[www.enagas.es](http://www.enagas.es)  
+34.91.709.93.30  
investors@enagas.es

