

> Strategic Update 07-12



17th April 2007

Summary



- 1.- Overview
- 2.- Mandatory Planning
- 3.- Enagás Capex Plan 2007-2012
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Overview. Strategy 07-12

Basic Information 2006

Market Cap <sup>(*)</sup>	C4,631 m
Net Debt	C1,779 m

	2006	vs.2005
EBITDA	C564 m	+17.9%
Net Income	C216 m	+13.1%
Capex	C433 m	+20.6%

(\*) Note: As of 16th April 2007, €19.4 per share.

Activities

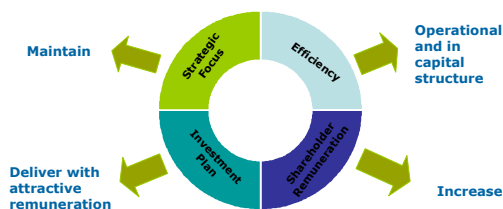
**TRANSPORT**  
4,727 miles (7,609 km) of high pressure pipelines

**STORAGE**  
Two storage facilities  
Operating Volume : 1,700 mill m<sup>3</sup>  
Cap.Extraction/Injection: 12.5/8.4 mill m<sup>3</sup>/d

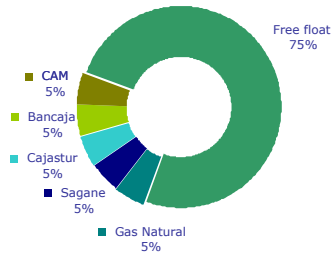
**SISTEM TECHNICAL MANAGER**

**REGASIFICATION**  
Reg. capacity: 4,050,000 m<sup>3</sup>/h  
LNG tanks capacity: 1,287,000 m<sup>3</sup>

Strategy

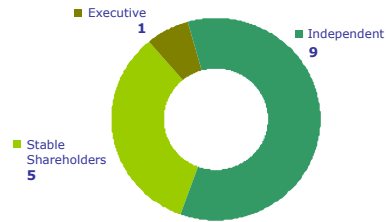


## Shareholder Structure



- ▶ 75% free float: ~€3,400m
- ▶ Government proposal (pending final approval) to set a maximum limit on share ownership of 5% with a limited exercise of voting rights of 1% for parties acting in the gas sector and 3% for the remaining shareholders; this limitation doesn't affect the Spanish State.

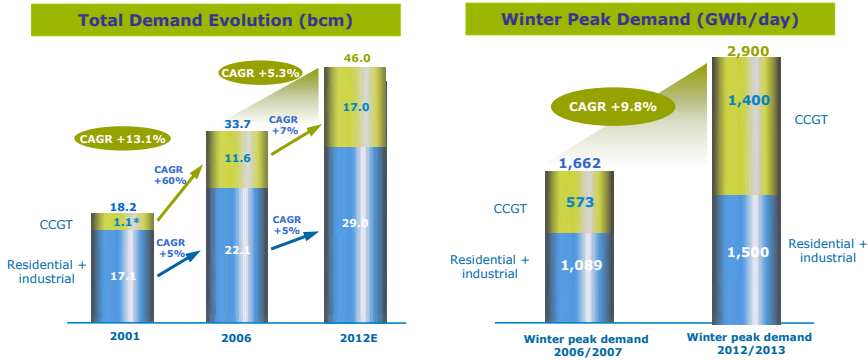
## Board of Directors



- ▶ 5 stable shareholders with Board presence
- ▶ Majority of independents
- ▶ Functioning of Board and Committees is subject to Spanish and international best practices of corporate governance

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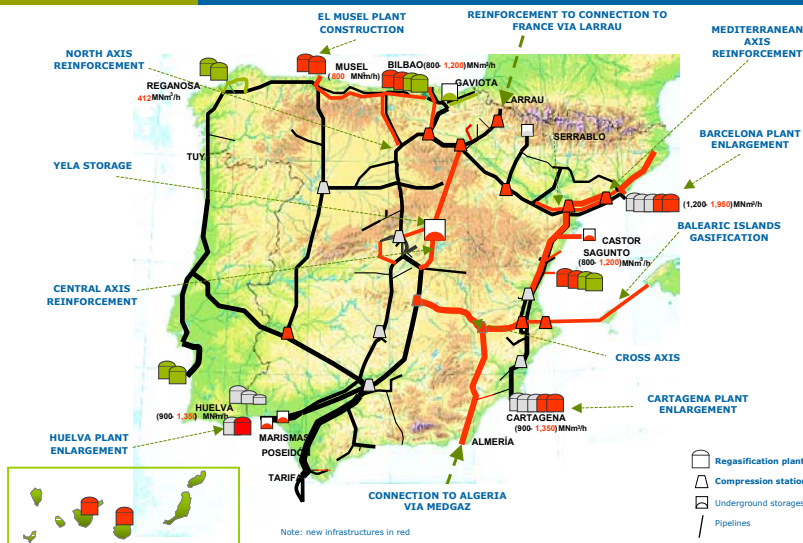
# Mandatory Planning: Demand Evolution



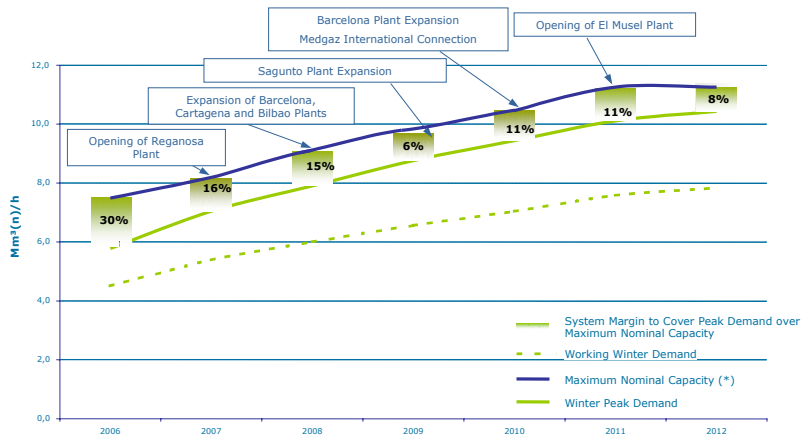
- ▶ 46bcm expected by 2012
- ▶ Compounded Annual Growth Rate declines from 13.1% to 5.3%; lower growth rate but still high
- ▶ CCGT demand estimated by Regulator and REE
- ▶ Constant growth rate in residential+industrial, with potential for improvement with new expected cogeneration regulation
- ▶ Peaks demand increases makes necessary important investments to improve the network:
  - ✓ Transport capacity: satisfy increases in demand
  - ✓ Security of supply: improved meshing of grid and storage capacity
  - ✓ International Connections : more entry points to the system via pipeline and regasification

Note: \*Non-CCGT gas-fired plants.  
Source: Enagás.

# Mandatory Planning: Infrastructures



Essential infrastructures to guarantee the security of gas and electricity supply



(\*) International Connections based on capacity from existing long-term contracts.

Investments will allow around 10% of margin capacity

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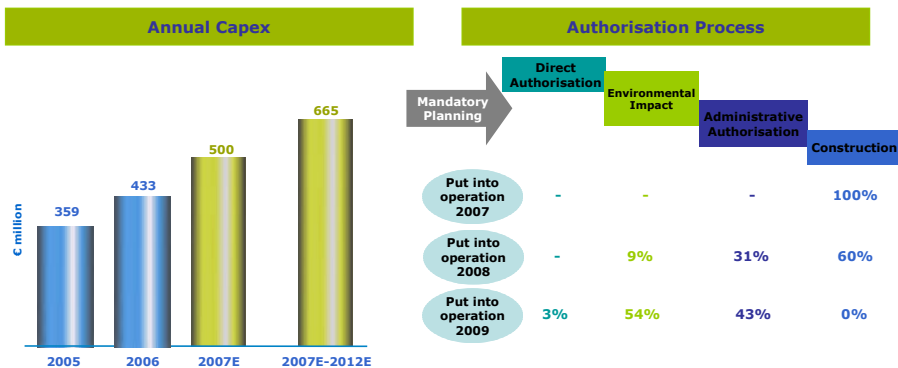
# Enagás Capex Plan 2007-2012



Activity	Infrastructure	2006	2012	+Δ%
<b>Transportation</b> €2,600 m (65%)	Pipelines (Km)	7,609	10,400	+37%
	Compression Stations (kW)	270,000	515,000	+91%
<b>Regasification</b> €1,000 m (25%)	LNG tanks capacity (Mm <sup>3</sup> )	1.3	2.2	+69%
	Reg. capacity (Km <sup>3</sup> /h)	4,050	5,450	+35%
<b>Storage</b> € 400 m (10%)	Extraction (Mm <sup>3</sup> (n)/día)	12.5	27.5	+120%
	Operating Volume (Mm <sup>3</sup> (n))	1,659	2,709	+63%

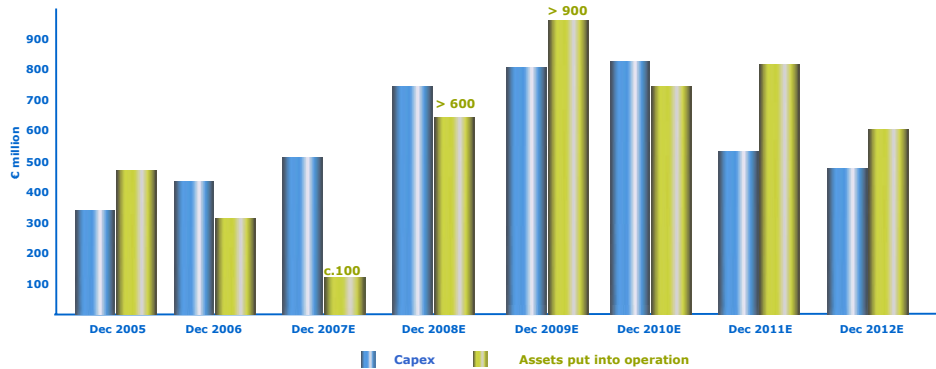
€4bn Investment by Enagás between 2007-2012 to meet Mandatory Plan

# Enagás Capex Plan 2007-2012



- ▶ Feasible investments as focused on only a few large projects (7 pipelines make up 66% of total transportation investments)
- ▶ Since November 2006, investments worth €1,200m have improved their status

High credibility in capex plan due to current status of authorisations



- ▶ Acceleration in the permissions procedure.
- ▶ Recovery of the accumulated delay due to a late Mandatory Planning approval and a delay in the direct authorisation
- ▶ Limited number of assets put into operation during 2007 despite high levels of investment
- ▶ Work-in-progress increase in 2006-2008
- ▶ Strong pace of infrastructure put into operation in 2008-2012

High levels of assets put into operation from 2008

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### New regulatory model

- ▶ Regulator committed to a model which ensures a nominal post-tax return of WACC+ 200/300 bps
- ▶ Since initial publication of regulatory changes there have been several adjustments. The Regulator has proposed the annual update of net values linked with inflation if the target of nominal post-tax return is not reached
- ▶ Spain still needs significant additional capacity for regasification and storage
- ▶ Regulator's commitment to define standards and calculation of WACC during 2007

Regulatory details under adjustment to allow an appropriate profitability

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### Regulatory Model

- ▶ The Regulator has expressed its intention to maintain the regulatory framework for the existing assets
- ▶ Transportation regulation for Enagás, as the end of regulatory life of each asset is determined, can continue indefinitely without future modifications. (14% of assets end their regulatory life in 2010-2012)
- ▶ In a potential eventual modification for future investments, the Regulator has stated a minimum post-tax nominal return of 7%
- ▶ Stable future regulation is key to carry out investments outlined in the Mandatory Planning
- ▶ In any case, there is a fluent and constructive dialogue with the Regulator

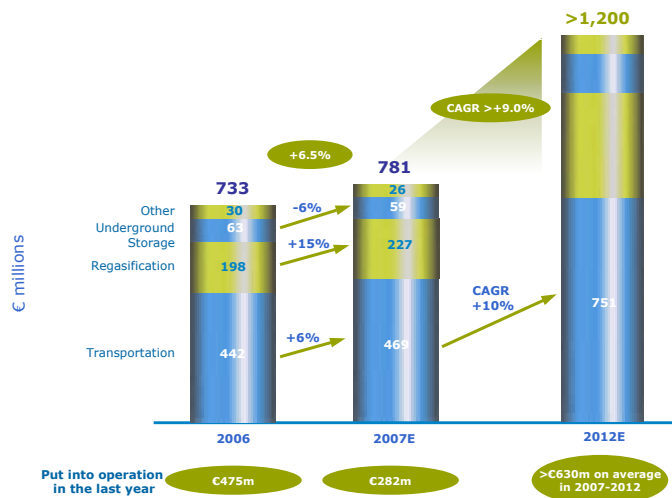
Stability of transportation regulation

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## Regulated Revenues Evolution

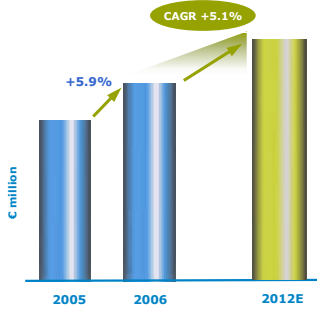


Attractive and sustainable revenue growth in 2007-2012

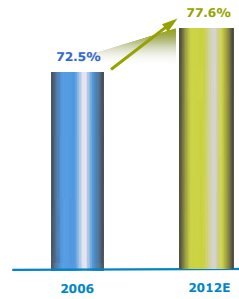
# Operating Expenses Evolution



## Operating Expenses



## EBITDA Margin



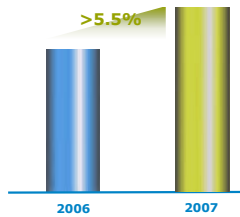
- ▶ Growth of headcount (2.2%) and operating expenses (5.1%) will be limited compared to high growth in asset base and regulated revenues (>9.0%)

Strong focus on efficiency

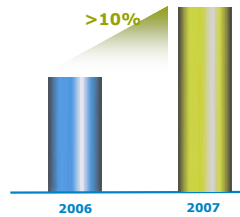
# Financial Targets 2007



## EBITDA



## Net Income



## Capex

>€500 m

## Assets put into operation

~€100 m

## Net Income Evolution



### 2006-2012E Net Income CAGR target



- ▶ The acquisition of third party assets, in case it takes place, would improve net income growth

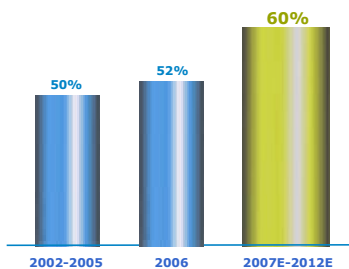
High and sustained net income growth

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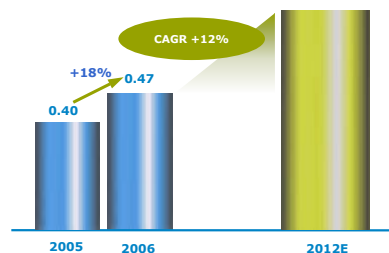
## Dividend Policy



### Dividend Policy (Pay-out)



### DPS (C/share)

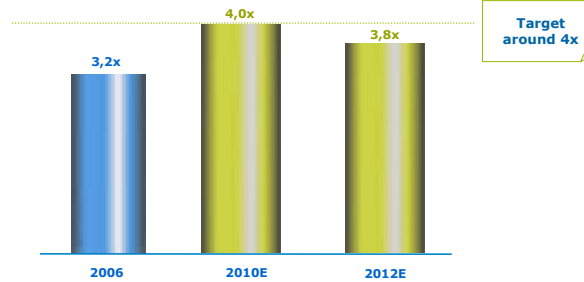


New dividend policy: pay-out increase to 60%

Note: dividend for the year 2006 pending AGM approval.

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### Leverage Evolution (Net debt / EBITDA)



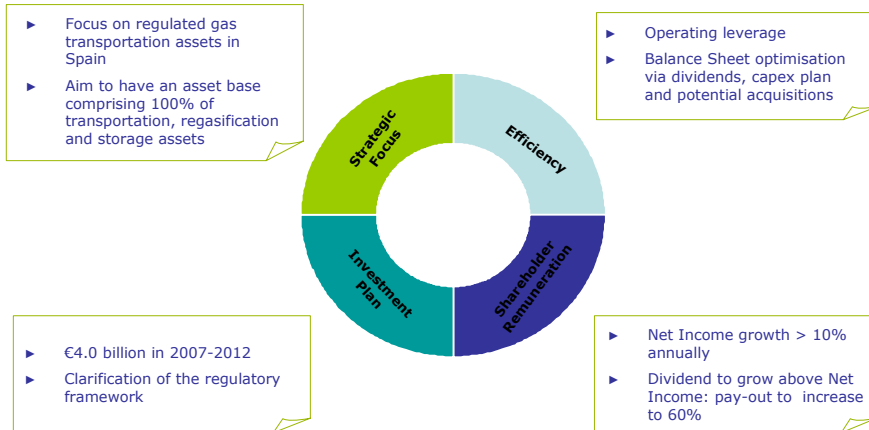
- ▶ Net debt of €1,779m as of December 2006
- ▶ Strong credit ratings (S&P AA-, stable outlook, Moody's A2, positive outlook)
- ▶ Future financing policy:
  - ✓ Optimisation of capital structure
  - ✓ Net Debt/EBITDA target around 4x
  - ✓ Consistent with the current credit ratings.

Solid financial structure still has room for further optimisation

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