

# ACCIONA International, expanding steadily

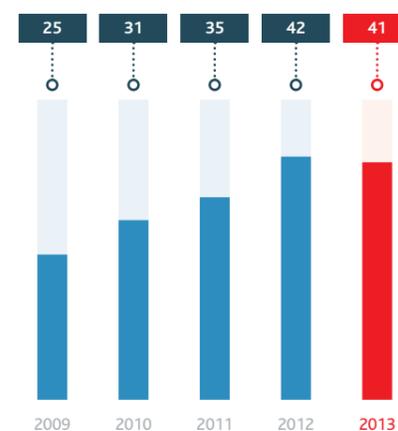
ACCIONA's presence outside Spain accounted for 41% of total turnover in 2013. The adverse conditions in Spain confirmed that global expansion was the most appropriate strategy. ACCIONA's achievements were recognized with several awards.

ACCIONA consolidated its presence in Latin American markets by winning important projects in Energy, Water and Services

In 2013, ACCIONA remained committed to international growth, having strengthened its presence on the five continents.

ACCIONA maintained its international presence in 2013, and international turnover accounted for 41% of the Company's total.

→ International turnover (%)



Although international sales slowed slightly, the Company remains committed to global expansion, a strategy which is proving successful, given the adverse conditions in Spain.

In 2013, revenues from international markets continued to grow as a percentage of the total. This trend is attributable to the long-term implementation of a strategic plan in the countries where the Company operates.

The outlook for Latin America remains favorable, auguring stability for most countries in the region, particularly those that are strategic markets for the Company. ACCIONA strengthened its presence in those markets in 2013, after being awarded major projects in Infrastructure, Energy, Water and Services. These include a contract to build the east line of the Fortaleza metro and a wind energy manufacturing plant in Brazil; a hydroelectric plant in Mexico; and a second wind farm and two photovoltaic plants in Chile, among others. ACCIONA strengthened its presence in countries that it entered in 2012, such as Peru and Ecuador.

ACCIONA maintained its presence in the Asia-Pacific region, where its key countries maintained profiles of strong growth and stability. ACCIONA has strengthened its position in India and Australia, with new contracts in Energy and also in Infrastructure (Australia).

In 2013, the US continued to represent ACCIONA's largest investment in renewable energies outside Spain. The Company strengthened its foothold in Canada with new contracts in Infrastructure and Energy.

The Company continues to expand its strategic presence in the Middle East and North Africa as part of its internationalization policy. For example, it was awarded a contract in Egypt to build what will be the largest drinking water treatment plant in Africa. ACCIONA strengthened its presence in the region with several water projects in Saudi Arabia and the United Arab Emirates and new services contracts in Qatar and Oman.

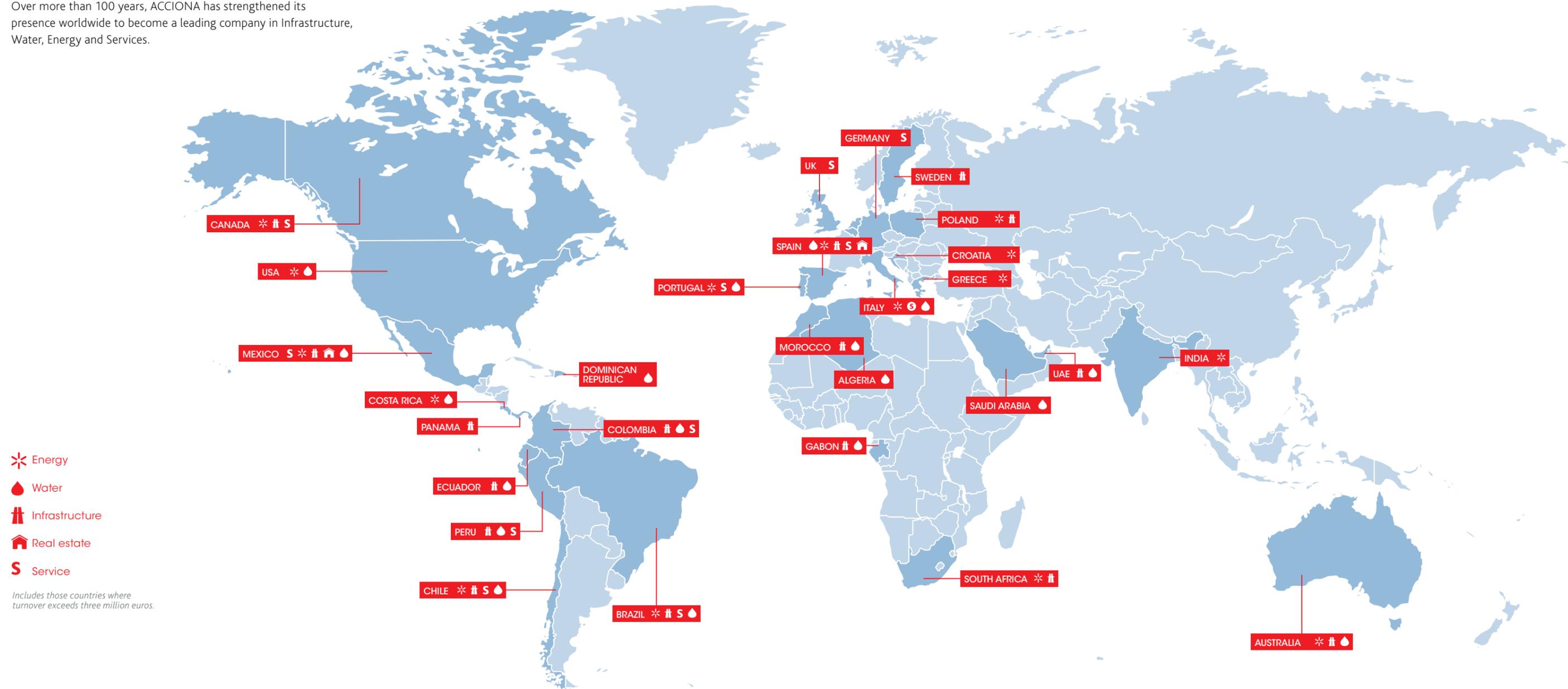
Elsewhere in Africa, ACCIONA maintained its presence in the Infrastructure, Water and Energy segments. The Company remains a leader in Sub-Saharan African countries such as South Africa and Gabon. It strengthened its presence in the latter with a number of Infrastructure and Water projects, including the contract to build the country's largest drinking water treatment plant.

European countries affected by the crisis began to stabilize in 2013, and the Company commissioned wind farms in Croatia and Poland, obtained a large services contract at Frankfurt Airport, and maintains a strong presence in strategic countries such as Italy, where it has several water projects under way, and in Poland, where it operates via subsidiary Mostostal Warszawa, one of the country's leading construction companies.

As in previous years, ACCIONA received several leading awards in 2013 in recognition of its values and performance. The Legacy Way tunnel in Brisbane, Australia was named major tunnelling project of the year by New Civil Engineer and Ground Engineering; the A-30 highway in Montreal received the Armature 2013 award (its third distinction), in recognition of the excellent materials used in construction; two wind farms in Mexico received the Deal of the Year award from *Project Finance Magazine*; and ACCIONA was named best international water company for the third consecutive year by Global Water Intelligence.

## ACCIONA around the world

The map below reflects the Company's internationalization. Over more than 100 years, ACCIONA has strengthened its presence worldwide to become a leading company in Infrastructure, Water, Energy and Services.



-  Energy
-  Water
-  Infrastructure
-  Real estate
-  Service

*Includes those countries where turnover exceeds three million euros.*