

INFRASTRUCTURES—RENEWABLES—CONCESSIONS—NEW TECHNOLOGIES

Elecnor is one of Spain's leading groups in engineering, construction and development of projects related to infrastructure, renewable energy and new technology. The company has more than 10,000 employees and currently operates in over 20 countries. Its main markets are Central America, South America, Africa and the Middle East.

Since 1958

Elecnor began operating in the electrical industry in 1958. Over the course of its history, the company has engaged in strategic sectorial and geographical diversification.

The company was involved in the business structure that launched the first Spanish boom in the 1960s. It then took part in many of the sectors and activities that played a leading role in Spanish economic development. The following notable territorial, sectorial and organisational

milestones have featured throughout Elecnor's history.

1958–1969

Early stages

- Elecnor was incorporated on 6 June 1958
- Growth and consolidation on the electrical installation and facilities market
- Domestic expansion
- Beginning of international expansion

1970–1979

Growth

- Initial activities alongside Telefónica in telecommunications infrastructure
- International expansion begins with the company entering the Latin American market: subsidiaries are opened in Brazil and Ecuador

1980–1989

Consolidation

- The Ivoiror Project in Côte d'Ivoire, first turnkey project
- Expansion un Africa and Central America
- Consolidation within the Telecommunications and Railway sectors
- Entry to the Gas and Automation and Control sectors
- First contracts with Renfe

1990 – 2000 International expansion

- Strong international presence and expansion into new markets
- Start of activity in the environmental sector
- Promotion of investment projects
- Enerfín creation to participate as a developer and investor in wind projects

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2000–2010

Renewables and concessions

- A benchmark in renewable energy
- Ambitious wind and solar power projects, both on the domestic and international markets
- Strong development in concessions
- Electric power transmission systems in Brazil, Mexico, Chile and Venezuela
- An environmental project in Aragon in the water purification sector

Today

The main features which define Elecnor's current identity are:

- A company which is listed on the **Spanish Stock Exchange Continuous Market**.
- **10,000 highly qualified professionals** who are always receiving new training and skills.

- An established presence in over **20 countries**.
- **Four large business areas:** Infrastructures, Renewables, Concessions, and New Technologies.
- 2010 consolidated turnover of **1,762,500,000 euros**.
- The company made a net profit of **126.6 million euros** in 2010, a 30.4% increase on 2009.
- The integration of Environmental Management, Quality and Occupational Risk Prevention policies.

Business areas

Elecnor is involved in four business areas.

Elecnor Infrastructures is a leader in infrastructure projects within electrical, gas, telecommunications, installations, maintenance, construction, environmental, water and railway industries. This division

handles various specialised brands such as Hidroambiente, Ehis, Adhorna, Teytel and Audeca.



Elecnor Renewables promotes, develops and runs projects related to clean energy. It is mainly involved in two large areas: the wind energy sector, through its subsidiary Enerfín; and the solar energy industry, via its subsidiary Atersa.

Elecnor Concessions is engaged in the company's growing concessions market, which is particularly pronounced in the

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electric power transmission systems and environmental fields.

Lastly, **Elecnor Deimos** is the group's technology area which is divided into five business areas: remote sensing, aerospace and defence, automation and control, systems and networks, and technological infrastructures.

Throughout the world

As well as diversifying its business areas, Elecnor has also been involved in an international expansion process which has opened doors to new markets throughout the whole world. Such globalisation has led to an established presence in over **20 countries**, with particular influence in Latin America, French- and Portuguese-speaking Africa, as well as in some Asian countries.



Future prospects

The 2011–2013 **Strategic Plan** includes ambitious objectives:

- Accumulated growth of 37% in consolidated sales turnover to reach 2.418 billion euros by the end of 2013.
- Accumulated growth of the consolidated net profit: 55%, reaching 160 million euros by the end of 2013.

In addition, company investment for this three-year period is expected to reach 2.8 billion euros, of which 700 million are directly attributable to the company through capital contributions in projects that will be financed under a project finance model.

