



# acciona reports

## ACCIONA SERVICE

Tailored solutions,  
end-to end management,  
and efficiency

## OUR PEOPLE

Your talent  
for a sustainable  
future



## INTERNATIONAL

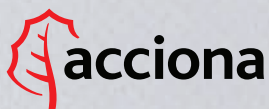
# 10 years in Canada



## WE LAY THE FOUNDATIONS FOR TOMORROW

Each day, spurred by a vocation to reach out internationally, we take on increasingly complex and highly-acclaimed infrastructure projects. The challenges are tough and demanding, but we face them with confidence thanks to our leadership and capacity for innovation and by using cutting-edge materials. Because we are convinced that respect for the environment is a means as well as an end.

INFRASTRUCTURES COMMITTED TO THE FUTURE.



# *Wanderers who are here to stay*

Companies are destined from the outset to embark on a never-ending journey. They never reach their final destination and are always on the road towards new challenges: responding to possible threats, exploring new opportunities, banishing their weaknesses and enhancing their strengths. And all the while upholding an unswerving commitment to remaining in the breach and enduring across time.

To end a financial year is to take the first step towards a new one; one canvas is completed and another stands blank. Yet again.

The search for new horizons leads you to create a new home, thousands of miles away from your place of origin. This is what has happened to ACCIONA in Canada, where we're now into our tenth year of operations, with a consolidated project portfolio that has been earned on the strength of our hallmarks. And the same is set to happen in Brazil, where we are gaining a foothold by opening a new WTG hub manufacturing plant; or in the Middle East, following a good omen that came in the shape of a contract for operating two desalination plants in the Holy City of Mecca.

We've achieved technological milestones, such as a complete family of wind turbine generators, the AW 3000; and that's just the beginning of a new era in which, thanks to our solid offering of technology and services, we're striding forth to conquer a prominent place among the world's WTG manufacturers.

We're in motion, and we're making the very most of our expertise in services to create a new brand that integrates our offering and leaves us well-placed for growth opportunities. We've laid the foundations for the future by building an oceanic platform that will help us to gain further knowledge and understanding of the marine environment and to treat it with greater respect. We're on the move, but never losing sight of sustainability, which is why we've planted trees to offset the carbon emissions produced at our offices and facilities. And our overriding desire to endure takes the shape of an initiative to help out a threatened animal species, namely the Brown Bear.

Making change to help things stay the same. That's the sign of the times and the mission for all of us who, at ACCIONA, aspire to build a better world.

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## No.54

April 2013

Published by:  
Department of Communication  
and Corporate Image  
ACCIONA, S.A.  
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Design and Production:  
MRM Worldwide.  
Legal Deposit:  
M-35.445-1997

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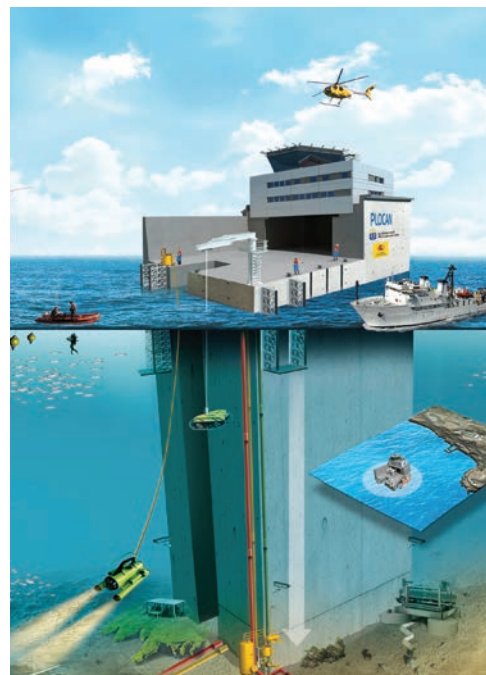
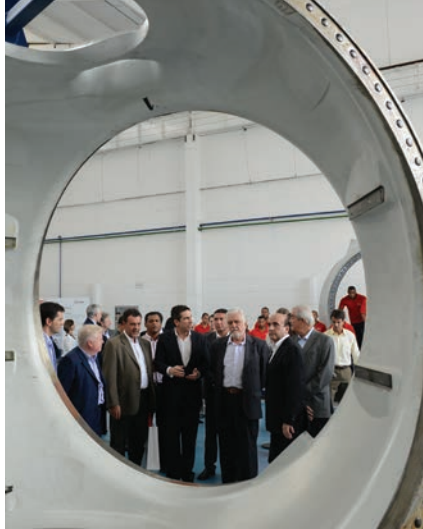
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## ACCIONA posts a 9% rise in EBITDA

**Revenues grew 5.6% in 2012 to 7,016 million euros and EBITDA was 9% higher, at 1,431 million euros.**

**A**CCIONA announced FY2012 results with revenue at 7,016 million euro, a 5.6% increase on 2011, while EBITDA rose by 9%, to 1,431 million euro. Net profit fell 6.3% to 189 million euro. The main EBITDA contribution came from the Energy division (78.5%) followed by the Infrastructure division (11.4%).

Net debt rose 7% to 7,482 million euro, implying a debt-to-equity ratio of 136%. Investment totaled 854 million euros during 2012, a fall of

27.3% on the previous year. ACCIONA Energy invested 440 million euro in 2012, while ACCIONA infrastructure invested 343 million euro, mainly in concessions.

### **ACCIONA Energy**

ACCIONA Energy revenues grew by 27.7% to 2,107 million euro. EBITDA rose by 17.8% in 2012 to 1,125 million euro as a result of the growth in installed capacity (224MW over the past twelve months), and a greater wind load in Spain and abroad, which

#### **INFO ONLINE**

■ <http://www.acciona.com/pressroom>

*ACCIONA's  
total installed  
capacity came  
to 8,437MW at  
year-end*

#### INCOME STATEMENT SUMMARY\*

	2012	2011	CHANGE** (%)
Revenue	7,016	6,646	5.6
EBITDA	1,431	1,312	9
EBIT	646	632	2.3
EBT	245	212	15.2
Attributable Net Profit	189	202	-6.3

#### BALANCE SHEET DATA\*

	31 DEC. 2012	31 DEC. 2011	
Equity	5,508	5,645	
Net debt	7,482	6,991	
Financial gearing	136%	124%	

#### CAPITAL EXPENDITURE\*

	854	1,174	-27.3
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\* Million euro.

\*\* Change.

## Other agreements

- The Board of Directors agreed to propose to the next annual general meeting a cut of 20.4% in the share of 2012 profit allocated to dividends, which implies a reduction of 11.7% in dividends per share.
- In addition, the Board of Directors agreed to cut its remuneration by 10% in 2013.

offset lower hydro activity and lower electricity pool prices in Spain.

Annual production rose to 20,379GWh in 2012. Total installed capacity amounted to 8,437MW at year-end.

#### ACCIONA Infrastructure

ACCIONA Infrastructure's revenues slipped 5.6% in 2012 to 3,326 million euro, reflecting a slowdown in activity in Spain. EBITDA was 163 million euros, a fall of 24.2% over 2011. The concessions business

registered a significant increase in EBITDA (+14.1%).

ACCIONA Infrastructure's backlog at the end of 2012 stood at 6,766 million euro, up 4% on the previous year thanks to the contribution of the division's international business. ACCIONA's international infrastructure backlog now accounts for 52% of the total, compared with 41% at the end of 2011.

#### ACCIONA Agua

The Water and Environment division

saw a 16.9% rise in revenues, which totaled 815 million euros. EBITDA was steady at 54 million euro. ACCIONA Agua saw revenues rise by 22.7% to 506 million euros, and EBITDA was 43 million euros. ACCIONA Agua's backlog more than doubled to 11,326 million euro at the end of 2012, a rise of 137% over 2011, as a result of winning a contract for the operation and maintenance of ATLL, a water company in Catalonia, in northeastern Spain. ■



# Ten outstanding years

Innovation and technology are the credentials with which ACCIONA has set down roots in Canada. The Company has been there for more than ten years now.



**A**CCIONA made its first appearance in Canada in 2002 when ACCIONA Infrastructure won the contract for the Deep Lake Water Cooling System project in Toronto. It consists of the largest air conditioning and cooling solution for office buildings to use 100% sustainable methodology worldwide. Since then, the performance of diverse research and engineering projects has resulted in the opening of offices in Toronto, Vancouver, Montreal and Calgary and the award of unique hospital, highway, bridge and viaduct projects.

#### **ACCIONA Infrastructure**

ACCIONA Infrastructure now operates in the country through three of its main business lines —engineering, construction and concession— and has five public-private projects (PPPs): two hospitals and three highways.

It recently opened to traffic the A-30 motorway in Montreal – for which it was builder, operator and,

through ACCIONA Concessions, concessionaire. The 42km highway includes a tunnel under the Soulanges Canal and two big bridges, one spanning the St Lawrence River, of 1,850 meters, and another over the St Lawrence canal at Beauharnois, of 2,550 meters. The Beauharnois Bridge is the longest incrementally launched bridge ever built in North America and the second-longest in the world, thus marking a milestone for ACCIONA in terms of the technology used. The Technological Center took part in the monitoring of the launch of the box girder bridge, so it could observe the structural behavior.

#### **Non-conventional solution**

The challenge of the project lay in the irregular, unique geometry of the elevation, which is at a steep longitudinal gradient and consists partly of a parabolic curve. If not designed correctly, the bridge's characteristics could lead to large deformations in the deck and

*ACCIONA now  
has offices  
in Montreal,  
Calgary, Toronto  
and Vancouver*

*In figures*



**Capital:** Ottawa  
**Official languages:** English and French  
**Form of government:** Federal parliamentary monarchy  
**Head of State:** Elizabeth II  
**Prime Minister:** Stephen Harper  
**Surface area:** 9,984,670 km<sup>2</sup>  
**Total population:** 33,476,688  
**GDP per capita:** US\$ 43,738  
**Currency:** Canadian dollar  
**Exchange rate:** 1 euro = CD\$ 1.346





Since its first contract in Canada (the Deep Lake Water Cooling System in Toronto, pictured above), ACCIONA has performed big infrastructure projects in the country, such as the large highway in Ontario (left) and the Fort St John Hospital in British Columbia (facing page).

► supporting piers. The novelty of the chosen solution lies in the non-conventional application of metallic bridge thrust, which compensates the high geometric variation and represents a non-standard design solution.

For this project, ACCIONA received two of the most important awards in the concessions sector: in 2008 it received the Gold Award given annually by The Canadian Council for Public-Private Partnership's annual Gold Award, which is the benchmark organization in its sector in Canada, as part of the National Awards for Innovation and Excellence in PPP projects; ACCIONA also received the North America Deal of the Year award for the year's best financial

operation, awarded by the prestigious PPI publication.

### Hospital projects

The Royal Jubilee Hospital in Victoria, British Columbia, awarded in 2008, was the first hospital project carried out in Canada by ACCIONA using the concessions model and the first international contract for ACCIONA Facility Services.

The concessionaire takes on the commitment of designing, building, financing, operating and maintaining, during 30 years, the hospital, which has 500 beds and a surface area of 37,000m<sup>2</sup>, the aim of which is to facilitate the future provision of health care for the population of Victoria.

In 2012, the Fort St John Hospital entered into service in British Columbia. Its installations, with a total surface area of 35,000m<sup>2</sup>, comprise a hospital of 55 beds and a care residence for seniors, with another 123 beds.

ACCIONA has dedicated all its global experience to this hospital, creating a top-class center serving as an example of how a public-private project can contribute social infrastructure and simultaneously integrate innovative and sustainable construction practices, helping to improve the community.

The project was designed to LEED (Leadership in Energy and Environmental Design) Gold certification standards, with the Canada Green Building Council,



## *12,000 local jobs were created in Ontario through the Herb Gray highway*

an independent environmental certification organization in Canada, accrediting compliance with sustainable and eco-efficient criteria in building construction.

### **Highways and roads**

In April 2010, ACCIONA Infrastructure was chosen by Alberta Transportation, the Ministry of Transport for the province of Alberta, to design, construct, finance and maintain the 25 km-long Southeast Stoney Trail motorway, one of the main axes in the Calgary city transport plan. It is due to be finished at the end of 2013. Once the motorway is in service, the Alberta Government will begin its calendar of monthly payments to the concession for the next 30 years.

ACCIONA Infrastructure is also building the Rt Hon Herb Gray Parkway (formerly the Windsor Essex Parkway) in Ontario which will open to traffic in 2014. This is the province's main artery and the biggest road project built in Ontario. An estimated 40% of freight between Canada and the US will pass via this highway, improving border access. The project includes the design, construction, financing and maintenance of 11 kilometers of six-lane motorway and the 7km Highway 3 link road which adds another four lanes. It also has 10 underground tunnels and 20km of recreational areas for leisure and entertainment as well as 120 hectares of parkland. Thanks to this project, ACCIONA is creating 12,000 local jobs. ■





# A multi-faceted renewables operator

Canada is an example of how ACCIONA Energy is present in all the segments of the value chain in the wind power business: from the development of wind farms to their maintenance through its own technology offering.

ACCIONA Energy Division has a big presence in Canada. As an owner of assets, the Company has 181MW of wind power in operation distributed over four wind farms: three with local partners and a fourth with 100% ownership. As a manufacturer of wind turbine generators, it has supplied 45MW for an ACCIONA farm and has contractual commitments to supply turbines for two additional farms for clients totaling 132MW. In one of these, the Company will also provide construction and assembly services for the installation. All this makes Canada a complete showcase for the different business options ACCIONA

Energy Division has in the wind power sector.

## **First wind farm, in 2004**

The Company began its activity in Canada with the installation in 2004 of the 30MW Magrath wind farm in Alberta province, a project in which it has a 33.3% stake along with local partners Suncor and Enbridge. With the same players it went on to build, also in Alberta, the 30MW Chin Chute facility in 2006. In 2007, the Company installed the 76MW wind farm at Ripley in Ontario, half-owned with Suncor, and in 2011 the 45MW Lamèque facility in New Brunswick, owning it outright.



WIND POWER INSTALLATION IN CANADA			
WIND FARMS	PROVINCE	OWNERSHIP	TOTAL CAPACITY (MW)
Magrath	Alberta	ACCIONA Energy (33%)	30
Chin Chute	Alberta	ACCIONA Energy (33%)	30
Ripley	Ontario	ACCIONA Energy (50%)	76
Lamèque	New Brunswick	ACCIONA Energy (100%)	45
OWNERSHIP			181
Hermanville	Prince Edward Island	PEI Energy Corporation	30
A wind farm	Nova Scotia	Nova Scotia partners	102
FOR CLIENTS			132
TOTAL			313

ACCIONA Windpower supplied thirty 1.5MW wind turbine generators for the latter and from here on strengthened its commercial presence in Canada with two new supply contracts, both for 3MW turbines in the country's Atlantic provinces.

The first of these will go to Hermanville wind farm (30MW) on Prince Edward Island, owned by the Prince Edward Island Energy Corporation public company. ACCIONA Windpower will provide

the turbines and perform the operation and maintenance of the installation during 15 years.

The second contract corresponds to a 102MW wind farm in Nova Scotia, owned by local partners. In this wind power facility, as well as supplying thirty-four 3MW units and its operation and maintenance for five years, the Energy division is to carry out the civil engineering work, interior electrical infrastructure and assembly of the wind farm. ■



*ACCIONA Energy has had a strong presence in Canada since 2004 and now has diverse business options*

## A diversified presence

**In five provinces.** The Energy division has operational or awarded projects in five Canadian provinces: Alberta, Ontario, New Brunswick, Prince Edward Island and Nova Scotia.

**From owned farms to supplying customers.** For seven years, the division has made own developments its priority in Canada; since 2012, contracts to supply third parties have entered the equation.

**Different stakeholdings.** One of the four wind farms is 100% owned by ACCIONA Energy, another 50%, with Suncor, and two others of 33%, with Suncor and Enbridge.

**Different services for third parties.** In the case of two wind farms for customers, ACCIONA supplies the wind turbine generators and operations and maintenance services for one of them, and in the second it will carry out the construction and assembly of the installation.

PURIFICACIÓN TORREBLANCA

PRESIDENT OF ACCIONA INFRASTRUCTURE, CANADA

# *“We are spreading our engineering excellence across the world”*

**After over 18 years in ACCIONA, this civil engineer swapped the sweltering heat of Andalusia (southern Spain) for the freezing cold of Canada, and she continues to embark upon large construction projects with the same enthusiasm as her first day in this most exciting of markets.**

## **What is your professional experience of Canada?**

A total challenge. Canada, which was one of ACCIONA's first forays abroad, is a really interesting market due to its legal framework and is a country with considerable natural riches. This is the ideal setting for big and important engineering and infrastructure projects.

## **Do you think Spanish engineering is of the first division?**

It's definitely a top-tier company - and we're among the leaders. We are spreading the excellence of Spanish engineering in general, and ACCIONA's know-how in particular, with pride across the world. Both are increasingly prized.

## **And Canada seems to be the right place to demonstrate this....**

That's right. There are many projects to be undertaken here in which our technology and experience can be applied. Right now, we are constructing the Southeast Stoney Trail highway, one of the axes of the Calgary transport plan. It is to



open at the end of 2013. And then there is the Windsor Essex Parkway in Ontario, 11 kilometers long, scheduled to open in 2014. We are also very alert to the opportunities that are emerging for the near future.

## **It can't be easy to build in such freezing temperatures**

It's another aspect to the challenge. Neither is it easy at 40°C. But in ACCIONA we are used to carrying out our projects with the maximum

quality and effectiveness in more extreme, even adverse, conditions. This, and the years we have been here, means we already know how to work at these temperatures, which are recorded mainly in the east of the country. They are areas which have almost seven months of hard winter compared to Spain, with many days of below-zero temperatures from November to March. For sure, at such temperatures the costs can increase by up to 20% and productivity can



Bridge over the  
St Lawrence River.

fall by the same, but ACCIONA is working to overcome these difficulties little by little.

### Is there a secret to adapting?

There's no secret. Engineering, which is the result of the practical application of a scientific base and of experience, enables us to consider that work in winter and extreme climatic conditions are none other than added variants in the day-to-day life of the constructor. It might seem easy to excavate in frozen ground, but to progress during many months of working in these conditions, we need much more powerful equipment. Taking into account the depth of freezing and the physical characteristics of the material we re-use, activities such as surfacing are out of the question.

On the other hand, in non-extreme situations you can work with concrete by heating it to protect it against low temperatures. So, we are continuously working with our R&D team to improve different technologies.

Technical aspects aside, we have to take into account the human factor. Extreme cold reduces the performance of people and this is translated into increased cost compared to other regions where the climate is not so extreme.

**ACCIONA was the first Spanish company to be awarded a PPP contract in Canada, with the Royal Jubilee Hospital. Is the public-private collaboration model the only solution for carrying out big public work**

### projects in times of crisis?

Of course, it's a good alternative, since the financial sector ensures the profitability of the project and local authorities can allow themselves to improve their infrastructure networks without putting public accounts at risk, and companies get to continue carrying out their activities.

### And does Spain continue to have any notable gaps in its infrastructure?

Rather the opposite. Spanish infrastructure has a high level of quality and we can be proud of it. Logically, 20 years ago, we were a country which was lacking in this respect, but now the situation has changed. Even so, we can't rest on our laurels: we must continue to work, without forgetting the present transport networks need to be maintained and opting, for example, to maximize rail freight transport, improve water infrastructure, and so on. ■

## A LIFETIME IN ACCIONA



**Purificación Torreblanca García** has worked for ACCIONA for 18 years. Born in Diezma, Granada, southern Spain, this civil engineer was named "Engineer of the Year" in Andalusia, Ceuta and Melilla by the Civil Engineers' Professional Association. Now president of ACCIONA Infrastructure in Canada, she was then the Regional Manager of ACCIONA Infrastructure in Andalusia, where

she undertook some of the Group's best-known works in the southern Spanish region. She is convinced that the construction sector will be one of the mainstays in countries emerging from the crisis in the future. She enjoys being with her family and is keen on sports, especially skiing, while reading is another of her passions.

### INFO ONLINE

- [www.acciona.ca](http://www.acciona.ca)
- [twitter.com/ACCIONA\\_CA](https://twitter.com/ACCIONA_CA)





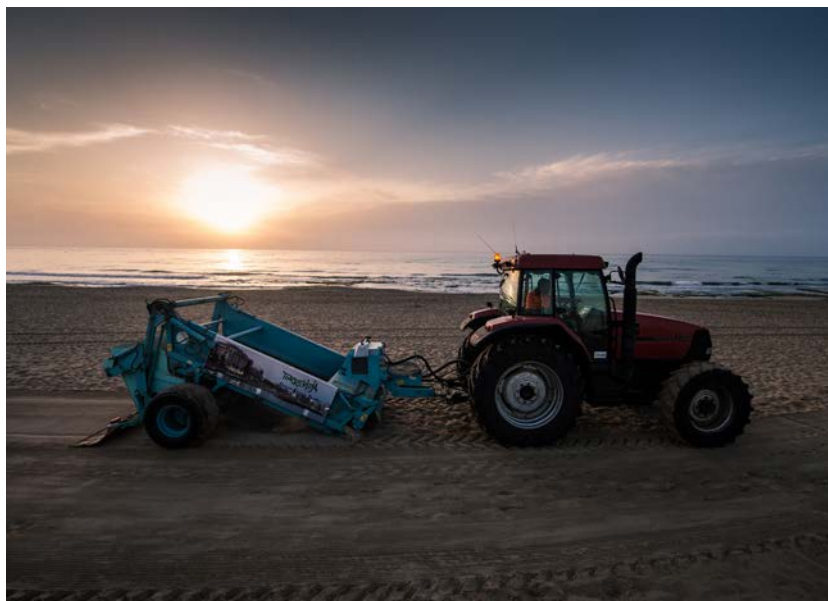
## A la carte services

ACCIONA Service can render any service for both public and private sector alike, with the aim of offering personalized solutions for each client, a full management role and greater efficiencies.

The portfolio of services ACCIONA offers has been brought under a single roof. ACCIONA Service groups together all these activities to provide full solutions for governments, institutions and private companies, through a single contact covering the management the full range of services a client needs. The list includes landscaping and gardening, security, industrial cleaning, maintenance

*Knowing its customers well helps ACCIONA Service adjust its service offering and improve continuously*





## In figures

### ACCIONA SERVICE

- Sales: **598 million euros**
- Ebitda: **30 million euros**
- Employees: **15,000**
- Presence in **three continents, eleven countries:** Spain, Portugal, Belgium, the Netherlands, Germany, the United Kingdom, Italy, Canada, Romania, Mexico and Qatar.
- **Sectors we operate in:** Industrial, Automotive, Food & Agriculture, Pharmaceutical, Health care & Hospitals; Tourism, Energy, Logistics, Public sector.



of renewable energy installations, energy efficiency, waste collection and treatment, event design and organization, and innovation. It all adds up to a complete management made up of different services.

And because it belongs to a large group, ACCIONA Service generates synergies that make it more competitive in the public and private sector service provision markets in and outside Spain.

### Company services

ACCIONA Service offers companies complete solutions that encompass design, management and operation of all non-core businesses, from cleaning to specialized and technical maintenance, event design and organization, restoration, security, environmental services, and handling, etc.

ACCIONA is now one of Spain's major players in providing such ser- ►

## Solutions

- vices, in industries such as food and agriculture, automobile, hotel and catering, fishing and metallurgy, as well as the big service companies (shopping centers, banks and insurers).

The Company provides services in eleven countries (Spain, Portugal, Belgium, the Netherlands, Germany, the United Kingdom, Italy, Canada, Mexico, Romania and Qatar) and continues to advance internationally, strengthening its position in the markets in which it is already present and seeking new opportunities

for business in others, especially in Latin America and the Persian Gulf countries.

### Community services

As well as its offering to private companies, ACCIONA Service offers government administrations specific resources for the public sector, such as those connected with gardening, landscaping and woodland management, urban waste collection and management, road cleaning, environmental consultancy and limited parking zones.



*ACCIONA Service contributes analysis and re-engineering to transfer to the public sector experience gained in the private sphere*





## Levels of service provision

- Facility Management: A system based on efficiency and innovation that permits integrated management of different services.
- Facility Services. Management of a range of activities via a single coordinator.
- Individual Services. Each family of services is performed by specialized divisions.



One of ACCIONA Service's strong points as far as the public sector is concerned is its capacity to transfer the experience it has acquired in the private sector. Under the re-engineering concept, it employs systems that add value through more efficient management.

In this sense, urban management systems such as Smart Cities can contribute the same elements of excellence and quality as in the private world. Engineering of services and the application of best technology are the keys to the success of this model. ■

INFO ONLINE

■ <http://www.acciona.com/pressroom>



RICARDO MOLINA. GENERAL MANAGER,  
ACCIONA SERVICE



*“A critical vision  
leads to value”*



**ACCIONA Service was created to offer the best services to all its clients, with the guarantees only a company with over 40 years' experience can bring. Through a thorough and detailed knowledge of each client, ACCIONA Service tailors each offer to the client's needs and continues to improve.**

*“We intend to transform ACCIONA into a single provider of global solutions”*

**Why was this division created?**

ACCIONA has broad experience in the area of services, operating them for big private clients and government administrations alike. The launch of ACCIONA Service illustrates the Company's clear intention to become a single provider of global solutions.

Where do you begin in offering full services?

With detailed research of the client's needs and dedicating the first phase of a project to assess the management, resources and processes, guaranteeing the quality of the activity carried out for the client. The objectives are always agreed with the client, although part of the success lies in optimizing resources and consolidating an excellent and advanced management model.

**What goals do you set?**

Wide experience of success in re-engineering, optimizing and managing big industrial sites, office networks, operations in

diverse sectors such as food and agriculture, the pharmaceutical industry or hotel and catering, for example. This positions us as one of the few service companies able to tackle effectively and rapidly all the objectives of rationalizing spending, while guaranteeing the quality of the required services.

We want to assume a leadership position in all the regions in which we work or will be operating in the future. Our work systems and professionalism contribute significant value to these companies.

**What does ACCIONA Service give companies?**

In over 40 years offering its services, guaranteeing its clients the best quality standards, and putting the know-how acquired during this time at their disposal, ACCIONA Service is a great ally in achieving readjustments and improvements to services in non-core businesses and their costs.

**And with respect to communities?**

The knowledge acquired with private companies, our analytical capabilities and great flexibility make us at the global level one of the companies with the biggest and best capacity to understand and collaborate with government administrations in their efforts to rationalize spending, while respecting social requirements and maintaining quality in services.

**What is greatest asset ACCIONA Service has?**

Its professional teams, people and their capabilities, the resource of value creation which yields the critical vision of services we develop, making them more efficient, economic and sustainable. ■

*AW3000 wind turbine generators in the Els Escambrons wind farm, in Catalonia (northeastern Spain).*



### AW3000

# AW3000, with the wind in its sails

**ACCIONA Windpower's most powerful wind turbine generator is carving itself a niche in the market on its own merits, with nearly 1,000MW's worth of orders already.**

Over recent months, ACCIONA Windpower (AWP), the Group's wind turbine generator (WTG) design, manufacture and sales subsidiary, has brought into service a number of wind farms equipped with the AW3000 wind turbine generator, the most powerful model ever designed by the Company. Major orders for the AW3000 followed and AWP has leveraged the platform to launch a new model that increases production capacity significantly in low-wind locations; in addition, AWP has embarked on an ambitious

cost-cutting program that will enhance ACCIONA's WTG specialist's competitiveness. 2104 is set to be a key year for these ambitions.

ACCIONA Windpower provided 3MW wind turbine generators for three wind farms that came into service in 2012: Els Escambrons (48MW), La Castellana (12MW) in Spain and Pioneer Grove (6MW) in the United States. In the first four months of 2013 the 9MW Vilobí II wind farm and the 15MW Barasoain Experimental Area, both in Spain, began operations; they

will be followed later on in the year by Poland's Gostyn (33MW) and two experimental wind farms in Spain, namely Vedadillo (9MW) and Villanueva (6MW). All these facilities are ACCIONA-owned.

Another facility that is set to come into operation in 2013 is the 120MW Atlántica wind farm, owned by the Brazilian electrical utility CPFL, with a total 120MW installed capacity.

All in all, between them 2012 and 2013 will have seen the start-up of 258MW of installed capacity worldwide using AW3000 wind



#### ORDERS FULFILLED FOR AW3000 WIND TURBINE GENERATORS

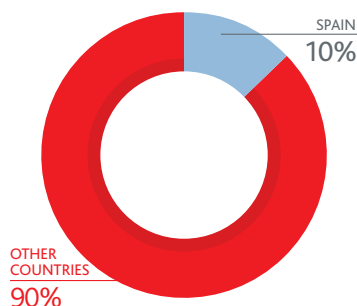
WIND FARMS	REGION/STATE (COUNTRY)	CAPACITY (MW)	N° WTGS
Els Escambrons	Catalonia (N.E. Spain)	48	16
La Castellana	Andalusia (S. Spain)	12	4
Pioneer Grove	Iowa (USA)	6	2
Barasoain (Experimental)	Navarre (N. Spain)	15	5
Vilobí II	Catalonia (N.E. Spain)	9	3
Gostyn	Wielkopolskie (Poland)	33	11
Vedadillo (Experimental)	Navarre (N. Spain)	9	3
Villanueva (Experimental)	Asturias (N. Spain)	6	2
Atlántica	Rio Grande do Sul (Brazil)	120	40
<b>TOTAL</b>		<b>258</b>	<b>86</b>

#### NEW DELIVERY CONTRACTS FOR AW3000 WIND TURBINE GENERATORS

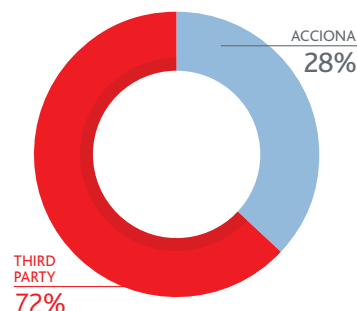
WIND FARMS	REGION/STATE (COUNTRY)	CAPACITY (MW)	N° WTGS
Hermanville	Prince Edward Island (Can.)	30	10
Gouda	Western Cape (S. Africa)	138	46
Five wind farms	Canada, Brazil and Mexico	564	188
<b>TOTAL NEW CONTRACTS (*)</b>		<b>732</b>	<b>244</b>
<b>OVERALL TOTAL</b>		<b>990</b>	<b>330</b>

(\*) Some of the contracts, subject to conditions in April 2013.

#### → AW3000 orders from home and abroad (%)



#### → AW3000 orders by customer type (%)



## New orders from Canada, South Africa and Brazil

Over the past few months, ACCIONA Windpower has signed a number of new delivery contracts for its 3MW wind turbine generator and these are helping AWP to significantly strengthen its position in the market.

In 2012 AWP agreed to deliver 10 WTGs (30MW in all) for the Hermanville wind farm on Prince Edward Island (off Canada's Atlantic coast). The assembly of this PEI Energy Corporation-owned facility is slated for the second half of 2013.

ACCIONA Windpower will also supply 46 WTGs (138MW) for South Africa's Gouda wind farm, a facility owned by an ACCIONA Energy subsidiary set up in that country in conjunction with Aveng, a local group.

In the first quarter of 2013 a contract was signed with three companies in Nova Scotia (Canada) for 34 WTGs (102MW) for a wind farm in the province.

In the same quarter the Company reached a deal for 210MW for two wind farms in Brazil.

In the same period, the Company reached a provisional purchase agreement for 250MW in Mexico.

So far then at end-April 2013, AWP has delivered or has orders for its AW3000 wind turbine generator totalling 990MW.

Of that figure, 90% is for the international market and 72% is for orders from third party customers.





*The earlier model, with a 116-meter rotor, in an experimental wind power facility in Navarre (northern Spain).*

“The ground-breaking new rotor and the AW3000 platform’s proven reliability make for a winning combination” says Patxi Landa, ACCIONA Windpower Global Business Development Manager, who goes on to explain that “it’s a magnificent piece of machinery for low wind conditions. With the new AW 125/3000, ACCIONA offers a range of rotors that deliver maximum production at reduced energy costs in just about any location”.

#### Available as of 2014

In 2013 ACCIONA Windpower will complete the certification process for the new rotor and the new blades will be installed at the end of this year. The new model will be available for distribution as of 2014.

ACCIONA Windpower offers two product lines: the AW3000 wind turbine generator (3MW, with rotor diameters of 100, 109, 116 and 125 meters), and the AW1500 WTG (1.5MW, with rotor diameters of 70, 77 and 82 meters).

Both stand on steel or concrete towers; the latter are available in heights of 100 and 120 meters.

## The latest member of the family: A new model for low wind zones

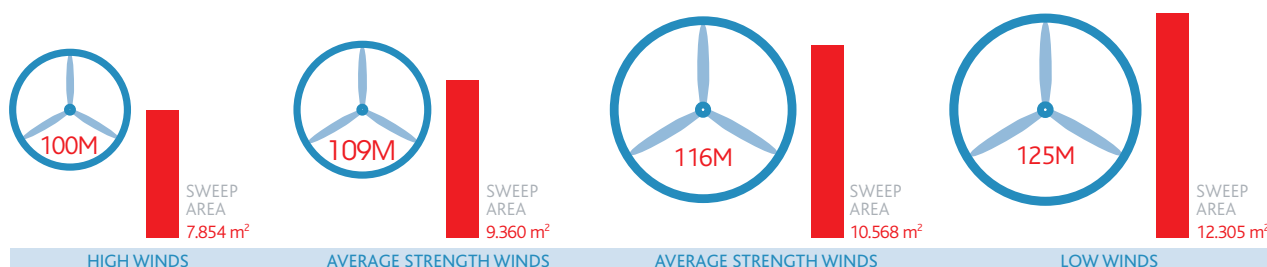
### The AW3000’s 125-meter diameter rotor optimizes energy capture

ACCIONA Windpower has launched a new, 125-meter diameter for its AW3000 wind turbine generator that improves the machine’s performance in moderate wind locations and broadening the Company’s offering in that particular market segment. These features combine with a 120-meter

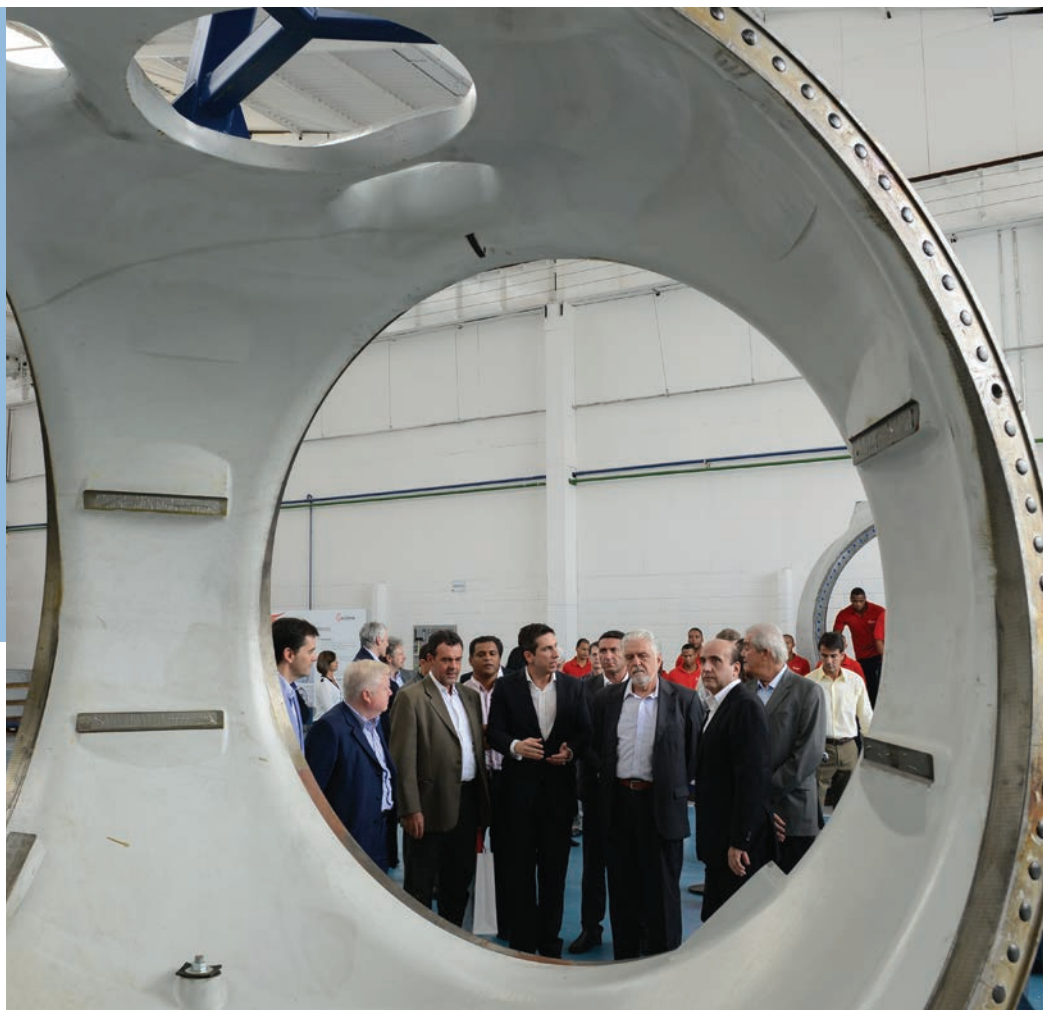
concrete tower, making the AW 125/3000 the best solution for low wind (known in industry jargon as “IEC Class III”).

By capturing wind energy with a blade sweep area of 12,305m<sup>2</sup>, the new turbine delivers a high level of energy production in this kind of locations.

#### → Different rotors for different wind strengths







*The Governor of Bahia, Jaques Wagner declared officially open the ACCIONA Windpower hub manufacturing plant in Brazil, at a ceremony attended by the Director General of the Energy division, Rafael Mateo, other officials and members of the Group's senior management team.*

## Our first manufacturing plant in Brazil to service an emerging market

In March 2013, ACCIONA Windpower opened its first plant in Brazil. The facility is made up of an assembly building for wind turbine generator hubs, i.e. the component that joins the blades to the WTG's drivetrain and passes on to the drivetrain the kinetic energy obtained by the blades.

The plant, located in Simões Filho (Bahía state), will turn out hubs for all ACCIONA Windpower WTGs

installed in Brazil. It has a production capacity of 135 units/year and employs 30 people onsite, as well as a further 180 in component supplier companies

Setting up the Company in Brazil has led to 500 new jobs in local blade- and tower manufacturing outfits. These jobs are at the wind-farm sites themselves where the concrete sections for the WTG towers are made.

This industrial activity, which has generated 700 associated jobs in Brazil, will help make ACCIONA Windpower more competitive in the Brazilian market.

INFO ONLINE

■ [www.acciona-energia.com](http://www.acciona-energia.com)



# The challenge: To treat water in the Holy City of Mecca

ACCIONA Agua has won a 2-year O&M contract, with the possibility of renewal, for the Haddah-1 and Arana-1 wastewater treatment plants (WWTPs) in Saudi Arabia's Mecca province. The plants will service the provincial capital of the same name and offer a combined total capacity of 375,000m<sup>3</sup> /day.

Saudi Arabia is currently engaged in a program that sets out to transform and modernize the country's water sector. The program, backed by the country's state-run water agency, the National Water Company (NWC), is making considerable headway in improving the sector's workings and performance by incorporating leading international O&M players. As ACCIONA Agua's

Middle East Business Development Manager, Jesus Sancho, points out, “this is a key strategic area for ACCIONA Agua, particularly the member countries of the so-called Gulf Co-operation Council (GCC), comprising the United Arab Emirates (UAE), Saudi Arabia, Bahrain, Kuwait, Qatar and Oman. These countries all experienced economic recovery in 2011 and 2012, and that’s led to more project tenders.”

### **Haddah-1 and Arana-1**

The 14 million euro Haddah-1 and Arana-1 contract is ACCIONA’s second in Saudi Arabia in the space of a few months; the first, a Build, Design, Commission contract for a desalination plant with a total

capacity of 100,000m<sup>3</sup>/day in Al Jubail, came in October 2012. As Jesus Sancho explains, “the GCC contracts represent around 10% of our turnover for 2013. However, we’re growing quickly in this part of the world and we’ll need to reach at least 25% of revenue in the short- to medium term.”

In late 2012 ACCIONA Agua won a contract for a seawater desalination plant (total capacity: 136,000 liters/day) in Fujairah, in the UAE. The Haddah-1 and Arana-1 project will be the first to be carried out as part of this program and will involve handling O&M at the two plants, both located on the boundary between the cities of Jeddah and Mecca (the sacred city of Islam), and both in Mecca province. ►

*The Haddah-1 and Arana-1 project is ACCIONA Agua’s first O&M-only contract in the international market*



*The Middle East is a strategic part of the world for ACCIONA Agua, particularly the countries that make up the so-called Gulf Co-operation Council (GCC).*





- Built by the Saudi Arabian construction companies Aziz and Bin Jarallah, the Haddah-1 and Arana-1 plants first came into service in 2011. Until relatively recently the construction companies handled O&M at the plants; in July 2012, however, the NWC issued a tender. The winning bidder was a consortium made up of a local company, Miahona—part of the ACWA holding—and ACCIONA Agua (50% each).

The city of Mecca has a stable population of 1.5 inhabitants which increases considerably with the influx of pilgrims. The city receives an estimated 13 million visitors a year, of which 4-5 million arrive in the month of Ramadan (during the feast

of Haji). This means that local water treatment plants have to cope with greatly varying demands.

### **Efficiency and technology**

In Saudi Arabia water and sanitation is the responsibility of the Ministry of Water and Electricity (MOWE for short); the NWC is part of the Ministry structure and is responsible for the country's water and sanitation services, except desalinated water production.

“The NWC is aware of the country's considerable shortcomings concerning water and sanitation, production, technology, staff training, etc.; so since it was first set up in 2008 it has encouraged public sector participation by turning to private-

*“This contract will enable ACCIONA Agua to display its value-added in terms of efficiency, organization, technology, methodology and training”*





## PROFILES



- **Jesus Sancho** graduated in Aeronautical Engineering from the Polytechnic of Madrid (Spain) and holds a Management Development Program qualification from the IESE business school. ACCIONA Agua's Middle East Business Development Manager has worked in aeronautical companies, and in developing business in the water industry, as well as in wastewater treatment projects and large-scale seawater desalination.



- **Julio Ratia** holds a Chemistry degree from the University of Alicante (Eastern Spain), a Masters' degree in Water Management and Treatment and an MBA from the Murcia School of Business and Administration. He has extensive experience in water management in Asia, the Middle East and LatAm. In 2103 he was named head of the Haddah-1 and Arana-1 project.

sector specialists to help the country move forward", explains Julio Ratia, Agua's Arabia Manager and the man leading the Haddah-1 and Arana-1 project. "This is ACCIONA Agua's first O&M contract in Saudi Arabia and its strategic importance is enormous; it will allow us to deploy all our expertise and experience in an effort to improve the overall functioning of two plants in a very special location: the sacred city of Mecca is of enormous relevance to our customer and to the Islamic world as a whole. This will mean considerable visibility for everything that we bring in the way of value-added: efficiency, organization, applied technology, working method, staff training and so on. Our customer, the NWC, will be

able to see it all and appreciate it and we'll gain their trust. And we'll go on to become the benchmark for future contracts which will come along shortly."

In Saudi Arabia the need to improve and guarantee the water and sanitation services, and the political desire to achieve it align seamlessly. One of the pillars of this strategy is the quest for better technologies and the best and, above all, most reliable specialist operators. ACCIONA Agua fits the bill perfectly and is already operating in this part of the world. ■

INFO ONLINE

■ [www.accion-agua.com](http://www.accion-agua.com)



*Your talent  
for a sustainable  
future*

JUAN ANTONIO NAVEIRA TORRES  
ACCIONA Infrastructure

[yourtalentforasustainablefuture.com](http://yourtalentforasustainablefuture.com)



Sustainability



Innovation



People



Excellence

**DOLORES SARRIÓN, EXECUTIVE DIRECTOR**

**CORPORATE RESOURCES, ACCIONA.**

# *“Our employer brand is designed to attract talent for the development of the international business”*

“Your talent for a sustainable future” is how ACCIONA has positioned itself as an employment, or employer, brand. This is based on the qualities of People, Sustainability, Innovation and Excellence.

## **What is “Your talent for a sustainable future”?**

It is our positioning as an employer brand. An employer brand is the way in which a company presents itself to people internally and externally. Externally, the brand facilitates talent attraction, which is particularly useful in those countries in which we have significant recruitment needs. ACCIONA already has a strong employer brand in Spain based on the Company’s reputation. Outside Spain, however, we need

to convey what the experience of working in ACCIONA means and which qualities define us.

The employer brand also has an internal dimension, centered on sharing and reinforcing our qualities, essential for guaranteeing involvement and particularly valuable in incorporating new people.

Talent attracts talent: our professionals are the best advert for attracting new talent. For this, we need to transmit our corporate identity as an employer. ▶



## THE QUALITIES OF OUR ORGANIZATION



Excellence

We are rigorous, demanding and dedicated to our work: we believe in perseverance while distinguishing ourselves via the tireless quest for excellence in our work.



Sustainability

We approach sustainability from the social, environmental and business viewpoint, seeking to grow while promoting progress in the communities in which we perform our activities.



People

We promote development and growth that underpins equal opportunities, because we believe in diversification of businesses, cultures and markets to bring us new approaches and help us perform our work better, establishing lasting relationships with our stakeholders.



Innovation

We are inquisitive, enterprising and nonconformist. This means we are ever open to new ideas, seeking solutions to global problems in water, renewable energy and infrastructure; and we believe in innovation as a lever of growth and progress.

*Talent attracts more talent: our professionals are a magnet for drawing gifted people to the Company*

### ► How does our employer brand contribute to the business?

The brand allows us to attract more quality candidates when we offer an interesting post: this is necessary in countries where we have to recruit heavily and communicate our experience, expertise and qualities as a company to the professionals applying for the jobs.

The brand, meanwhile, combined with our recruitment sources (employment channel, ads, presentations in areas close to works, etc.), enables us to shorten the selection procedures and cut costs.

Our international staff already makes up 40% of the whole workforce. And, in recent years, we have added over 3,000 employees outside Spain (mainly in countries such as Brazil and Chile). We also now have around 380 professionals that have transferred to other countries.

Brazil, Chile, Mexico, Australia

and Italy were, in 2012, the first countries to use “Your talent for a sustainable future” and, since the first quarter of 2013, we are now in all the places in which we operate, and the campaign is managed according to the needs of each country.

### Which qualities define ACCIONA the employer?

The Company offers a working environment oriented towards excellence and innovation, with the possibility of joining the top professionals in their activity sectors on first-class projects which contribute to sustainable development.

People, Sustainability, Innovation and Excellence make us stand out from the rest.

Beyond the technical expertise, we share the same approach and focus, giving ACCIONA a competitive advantage.



## What is the visual identity of the Company's employer brand?

The campaign has been shaped since the start by the Marketing and Human Resources teams through a process of analysis to identify the strengths that make us unique and which we want to maximize.

We express all this through an image aligned to the corporate visual identity, with staff as

the main actors. All the people appearing in our employer brand information materials and resources work for ACCIONA. These are people working in the different divisions and businesses, and who have volunteered the use of their images to illustrate who we are. We want to use this interview to offer our thanks to all of them for cooperating with "Your talent for a sustainable future". ■

### INFO ONLINE

- <http://employmentchannel.acciona.com/>
- <https://twitter.com/Accionajobs>
- <http://www.acciona.com/human-resources>



## The actors in the campaign

All the people appearing in this campaign are ACCIONA employees – professionals who have voluntarily offered to allow us to use their images and take part in the Company's employer brand communication action. The above meeting of our 'actors' took place in March this year. Pictured from left to right are: Juan José García (ACCIONA Agua), Juan Antonio Naveira (ACCIONA Infrastructure), Marina Aturiac (ACCIONA Energy), Dolores Sarrión (ACCIONA), Federico Vázquez (Hijos de Antonio Barceló), Carolina Morón (ACCIONA Energy) and Fallou Ndiaye (ACCIONA Urban and Environmental Services). More professionals, not in this photo, also participated in the campaign and contributed to the success of "Your talent for a sustainable future".

# The future lies beneath the waves

ACCIONA Infrastructure is building the Oceanic Platform of the Canary Islands (Spanish acronym PLOCAN), its main marine scientific and technology infrastructure. The Platform is set to become a testing ground for Spanish and international projects and aims primarily at optimizing marine resources.

**T**his cutting-edge structure is a showcase of innovation, not only for its installations but also its workings and services. When completed, it will house workshops, labs, a communications center, a range of instruments, and an underwater testing tank. This seabound scientific platform will be carrying out two projects commissioned by the European Commission scheduled to get under way in summer of 2014.

## Activities

The Oceanic Platform will be the setting for a long and varied list of activities, such as tests and trials involving renewable energies, second-generation aquaculture

(marine farming), underwater mining and the overall utilization and management of ocean-bed resources, as well as serving as an oceanic observatory.

## A versatile infrastructure

PLOCAN concentrates and operates in the same place a number of elements that are usually designed and built independently, such as a marine observatory; a vehicle, machinery and marine instruments depot, and a test-bench.

It will provide support for activities aimed at leveraging the ocean's potential for energy resources and developing so-called "Blue Growth", a long-term strategy aimed at developing

aquaculture, biotechnology, renewable energy and other marine resources. PLOCAN will be permanently anchored 1.3km off the coast of the Canary Isles (a Spanish archipelago located off the northwest coast of continental Africa) and in 30m-deep waters, between the "Las Terrazas" shopping mall and the Las Palmas-Teide water treatment plant.

## No ordinary construction

A reinforced concrete structure will be built underwater to support the platform. Up to as many as one hundred people will be involved at times in this part of the construction phase, as well as external suppliers, such as electromechanical ►





Infographic by Fernando Montecruz. Courtesy of PLOCAN. This is an artist's impression for illustration purposes only.





Partial view of the Platform. Infographic: ACCIONA Infrastructure.

- components suppliers, ports specialists and local auxiliary industry players. PLOCAN being a singular structure, its construction will be a multi-stage process, and highly-qualified personnel will be needed to build and position the concrete caisson.

The project has been carried out entirely by ACCIONA Engineering with

a highly-qualified multidisciplinary team that is certain to carry out this ground-breaking initiative successfully and in record time

#### Safety first

The Ocean Platform is equipped with maritime traffic alert and detection systems, radio and satellite communications

equipment, 24/7 video-camera security and a heliport for emergency evacuation. PLOCAN has been designed to stand up to the harshest conditions and is capable of generating its own electricity for up to two weeks thanks to diesel generators (995 liters each) and two auxiliary fuel tanks each with a capacity of 25,000 liters.

## 12 months

### Execution

Three months to draw up the project and 12 for execution, once the proper legal authorization has been obtained.

## 20 years

### Service life

Twenty years to carry out a long list of technological tests and trials and to leverage their economic potential.

## 37.95 meters

### Dimensions

The platform's structural element that supports the rest of the installations is a reinforced concrete caisson (37.95 long; 32.03m wide; and 31.50m high).



## Public Procurement of Innovation

At a time when budget restrictions abound, there is a vital need for public contracts for innovative products and services to raise quality and efficiency standards in public services. This is where Public Procurement of Innovation comes into its own as a means of stepping up governments' role in driving business innovation.

Current EU directives on procurement take a flexible approach and allow contracting authorities to use tenders as a way of favoring innovation, thus encouraging industry to seek out new, cutting-edge solutions.

### COMPETITIVE ENGAGEMENT

In Spain, Public Procurement of Innovation was introduced in 2007 and is regulated by Law 30/2007 on Public Sector Contracts and established

a contracting procedure known as "Competitive Engagement" for special cases. Applying this concept, the contracting authority initiates an engagement process with the selected candidates aimed at coming to one or several solutions that satisfy their needs and on which the selected candidates will base their offers. In short, the bidders are required to bring to the table ideas and solutions that are then debated with the contracting authorities.

The PLOCAN project was awarded to the Company using the Competitive Engagement process and is among the very few Public Procurement of Innovation operations that have been carried out in Spain so far. For further information, please go to [www.idi.mineco.gob.es/portal/site/MICINN/](http://www.idi.mineco.gob.es/portal/site/MICINN/)

In all, the Oceanic Platform of the Canary Islands has agreed or is currently conducting projects with 108 organizations, of which 58 are international and 52% are businesses.

#### INFO ONLINE

- [www.acciona-infrastructure.com](http://www.acciona-infrastructure.com)
- [www.plocan.eu](http://www.plocan.eu)

*ACCIONA  
Engineering has  
deployed a highly  
qualified team that  
is certain to  
achieve success*

## 22 million

### The budget

A budget of 22 million euro. 10,346,000 euro will be spent on construction work. The rest, on staffing and equipment.

## 2,500 m<sup>2</sup>

### Floor space

Total working floor space comes to 2,500 m<sup>2</sup>. The platform has capacity for 40 people for 8-12 hours a day, or 15 people for at least 10 consecutive days, and is completely self-sufficient.

## 20 metric tons

### The platform

The platform is accessed via a jetty with a system of cranes (with a reach of up to 9m and capable of handling up to 20 metric tons of load at a time).



## One click, one tree

ACCIONA has planted more than 3,000 fruit trees in Spain's Cantabria mountain range to help provide nutrition for an endangered animal species, the Brown Bear, as the final stage of a campaign aimed at promoting sustainable mobility among the Company's employees.

**A**CCIONA employees were invited to take part in an in-house online survey on carbon emissions. In exchange, the Company pledged to plant a tree for each participant. The idea behind this initiative, organized as part of the Company's Sustainable Mobility Plan, was to raise employee awareness on the greenhouse gases (GHG)

they generate as a result of their daily commutes. The response was excellent: more than 3,000 employees used the special online emissions calculator and, along the way, discovered new ecological models for getting about from one place to another, as well as contributing to the next step of the project: planting the trees as promised.

### **Brown bears**

To make the initiative even more environment-friendly, a protected space was chosen\* on the border between the regions of Cantabria and Palencia, in northern and central Spain, in an effort to benefit an eco-system that provides the natural habitat for a unique and iconic species in Spain, the Brown



Bear, which is under threat of extinction.

This area is currently a breeding ground for just 30 brown bears and their cubs: Food tends to be scarce, which made it all the more important to plant fruit trees there. ACCIONA joined forces with Spain's Brown Bear Foundation and set about planting cherry and apple trees and whitebeams. A local forestry cooperative did the planting work, which meant that the project also contributed to local development.

This project has its sights set on the long-term, so it is overseeing and monitoring not only the plantation itself, but also its effects on the brown bear population. It is hoped to have quantifiable results over the next few years to check progress.

### **Sustainable mobility**

The project's benefits do not stop at biodiversity and environmental awareness; as part of ACCIONA's Sustainable Mobility Plan, its challenge is to achieve a 15% reduction in carbon emissions generated by its employees' and logistics chain's mobility activities by the year 2015. ■



Part of Spain's "Red Natura 2000" Special Protection Areas network. The Fuentes Carrionas and Fuente Cobre Natural Park- Palencia Mountains.

INFO ONLINE

■ <http://tv.acciona.com>



*ACCIONA has  
planted 3,000  
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acknowledgement  
of its employees'  
commitment to  
sustainability*

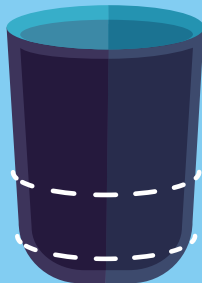
## // This magazine avoids carbon emission

True to ACCIONA's commitment to the principles of sustainability and social wellbeing that guide its corporate strategy, our Corporate Brand and Global Marketing Department has avoided 6,689kg of carbon emissions to the environment by reducing the print run of the "ACCIONA Reports" magazine by 40%.

The carbon avoided by this action will be measured in terms of the non-extraction of raw materials and the non-production, distribution, use and eventual disposal of the magazines.



## THE PLANET'S WATER IN FIGURES



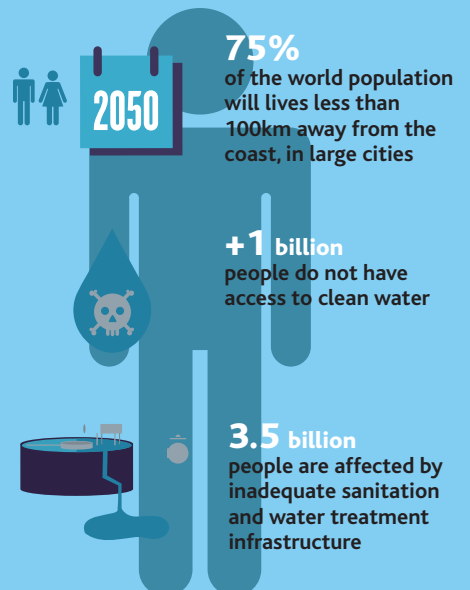
**69%** is in glaciers and perpetual snows



**30%** runs underground



**0.3%** is to be found in lakes and rivers and is fit for human consumption





## // Davos 2013, taking the planet's temperature

The World Economic Forum (WEF) is an independent international organization based in Geneva (Switzerland) that brings together political and business leaders and major scientific figures from a variety of cultural backgrounds to discuss the main challenges facing the planet

Some 2,500 participants and 1,400 organizations from the four corners of the globe gather for the six-day event, split into a number of sessions, and focus on the global threats that we can expect in the next few years. This year the theme was "Resilient Dynamism", referring to the planet's capacity to adapt to and recover from each of the 50 risks identified in the WEF's "Global Risks Report". The 2013 edition of the Report does not put forward solutions for climate change, but it does take a hard look at carbon and water, two of ACCIONA's main concerns, as part of the five main global risks.



During the session "Powering Future Growth", ACCIONA Chairman & CEO José Manuel Entrecanales, along with the EU's Energy Commissioner Günther Oettinger, India's Minister of State for Energy Jyotiraditya M. Scindia, and leading representatives of the energy business community, discussed economies' capacity for delivering secure, affordable and sustainable energy, capable of driving future growth. Two main challenges were highlighted: the need for resources to satisfy the growing demands of the middle class over the next twenty years, and the colossal business potential. In general terms, the demand for infrastructure will reach somewhere around 60 trillion dollars from here to 2035.

In addition, the representatives of the Global Compact LEAD celebrated their second anniversary. This 54-member group of leading businesses of the 7,200 that make up the UN Global Compact (ACCIONA is one of them) met in Davos with UN Secretary Ban Ki-moon. At the meeting was ACCIONA Energy President Carmen Becerril with a brief to strengthen the private sector's position on the new post-2015 global development agenda. This agenda sets out to replace the existing Millennium Development Goals (MDGs), which expire in 2015, with new objectives referred to as Sustainable Development Goals (SDGs), which will focus primarily on climate change, water, energy and access to food.

INFO ONLINE

■ <http://www.accionacom/sustainability>

### THREATS TO THE ENVIRONMENT



**50%**  
of the planet's wetlands  
disappeared last century



**3,500**  
Animal species are in danger  
of extinction



**30%**  
of the world's fish and  
amphibians are endangered



**25%**  
of river eco-systems risk  
disappearing



Only the higher areas  
of rivers remain  
pollution-free

### ACCIONA's response in 2012

**+75** desalination plants in the world



**2.1** million m<sup>3</sup>/day

**+300** water treatment plants



**11.4** million m<sup>3</sup>/day



**Benefits**

**+70 m**

**Inhabitants**



# News round-up...

- ACCIONA is awarded a contract to manage the **water supply for Zafra** (Badajoz, southwest Spain); the Company will manage the city's drinking water and wastewater treatment for the next four years.



- ACCIONA is among the winners of Spain's **Emprendedores & Empleo (E&E) Awards**, in the Innovation in Human Resources category for ACCIONA Corporate University's Technical Training Schools.
- ACCIONA and more than 100 other international companies signs the Carbon Price Communiqué, **calling on political leaders** to focus their efforts on setting up a clear tariffs framework for carbon emissions.

- ACCIONA Agua appeals to the Catalanian High Courts against the Catalanian regional government's Contractual Resources authority's decision to exclude ACCIONA from the call for tender for the **Ter-Llobregat upstream water service**.

- ACCIONA ranked among the world's 100 most sustainable corporations. In the latest ranking (2013) ACCIONA climbed further up the table, settling at 29th spot.

- ACCIONA leads the makeSense R&D project, part of the **EU's 7th Framework Program**, which sets out to reduce the costs of installing sensor networks and make it easier to control buildings and machinery remotely and automatically.

- ACCIONA is awarded two lots the northern section of the **Rodoanel Mario Covas, a major bypass roadway in Sao Paulo, Brazil**. The project is worth more than R\$1.4 billion (about US\$700m).



## DECEMBER



- ACCIONA is awarded the electrical **energy supply contract for the installations of the Madrid's water authority, Canal de Isabel II**, for 2013. The contract involves an estimated consumption of 467kWh with a turnover of 56 million euro.

## JANUARY

- ACCIONA joins the Spanish Ministry of Health, Social Services and Equality's **public awareness campaign on gender violence**.

- ACCIONA Energy commissions the 30MW **Jelinak wind farm**, its first in Croatia. Construction began in March 2012. The facility will produce 81 million kWh a year, enough to service more than 30,000 Croatian households, and will avoid 77,841 metric tons of carbon emissions.

## FEBRUARY



- The @ACCIONA official account hits the **13,000 follower mark on Twitter**. The Company has been on social networking sites for the past three years through several @ACCIONA accounts, @ACCIONA\_En (English language) and @ACCIONAJobs (employment).



- The quality wines produced by Bodegas Hijos de Antonio Barceló, part of the ACCIONA Group, are featured yet again in the most reputable guides to Spanish wines. **The winery's best brands score** more than 90 points in the 2013 editions of the guides.

- ACCIONA continues to take part in the FTSE4Good, an index for investors looking for businesses that meet the highest international sustainability standards and contribute towards the worldwide development of social responsibility. **ACCIONA became a component of FTSE4Good** in March 2011 and has remained there uninterruptedly despite ever-increasing membership standards regarding social, environmental and corporate governance issues.



- A further 1,700 households in Peru's Cajamarca region will have access to electrical energy powered by domestic PV solar units in 2013 thanks to a **cooperation and financing agreement** between ACCIONA Microenergía Perú and the Inter-American Development Bank.


## MARCH

- At the FITUR trade fair, ACCIONA Trasmediterranea renewed its tourism accords with the Spanish city of Melilla. It also signed an agreement with INTERBUS to carry out an **intermodal coach/ferry passenger service** that will facilitate travel and combine complementary routes for both companies.

- ACCIONA is among the top **25 companies in the SMIWizness Social Media Sustainability Index**; the index brings together the businesses that best communicate their sustainability practices in social media.



- **ACCIONA's 3rd Facebook Event** marking World Water Day was a roaring success. Numerous participants used this novel initiative to find out more about the water challenge and what ACCIONA is doing to help overcome it.



## SOLUTIONS DON'T ALWAYS DROP OUT OF THE SKY

We are working to ensure that water shortages cease to be a problem.

And we do this as world leaders in water treatment, by developing, building and operating drinking water, sewage and desalination plants. Because it's necessary to be present not just on the five continents but also in the five oceans.

TRANSPARENT SOLUTIONS TO WATER PROBLEMS.

