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#### **Conference-call/Webcast:**

#### 23 April 2013 09:00 CET

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### **HIGHLIGHTS**

- ✓ When comparing results it is important to bear in mind that the income statement for the first quarter of 2013 included the contribution of the Quintero LNG plant, which is equity consolidated, and the first quarter of the Altamira facility, which is proportionately consolidated. Results for the first quarter of 2012 did not include these contributions.
- ✓ Net profit rose 9.6% in the first quarter to €95Mn, in line with the Company's target for the quarter. Earnings growth from the second quarter will be smaller as a result of the contribution of the Altamira, Quintero and Yela facilities in the second half of 2012 and the average cost of debt, in line with the budgeted target for 2013.
- ✓ EBITDA for the quarter was €234.3Mn, 9.4% higher year-on-year, while EBIT at 31 March 2013 totalled €152.7Mn, up 9.4%, in line with the forecast.
- ✓ Investment amounted to €308.3Mn and assets put into operation totalled €268.1Mn. The acquisition of a 90% stake in Naturgas Transporte for €245Mn is included in both figures, though this investment was not included in the income statement.
- ✓ Net debt at 31 March stood at €3.69Bn, implying a leverage ratio of 63.6%.
- ✓ The Company's liquidity at 31 March amounted to €2.41Bn.
- ✓ The General Shareholders' Meeting will be held tomorrow, 24 April, at second call. Resolutions on the agenda inlude the distribution of a gross final dividend of €0.684 per share. Approval of the resolution would entail payment of a gross dividend of €1.113 per share against 2012 profit, an increase of 12.1% on the previous year and implying a 70% payout.
- Demand for gas transmitted in the quarter was 111,441 GWh, 10.7% lower than the figure recorded in 2012. Conventional demand in the three months fell by 1%, although it was 0.7% higher year-onyear corrected for the number of working days and temperature.

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# **KEY FIGURES**

## Key figures: January - March (unaudited)

Income statement

	January-March		
(€ Mn)	2013	2012	% Chg
Regulated revenue	289.2	270.7	6.8%
EBITDA	234.3	214.2	9.4%
EBIT	152.7	139.6	9.4%
Net profit	95.0	86.7	9.6%

#### **Balance sheet and financial ratios**

	January-March		
	2013	2012	
Total assets (€ Mn)	8,311	7,923	
Net debt (€ Mn)	3,694	3,414	
Equity (€ Mn)	2,112	1,954	
Net debt/total assets (%)	44.4%	43.1%	
Net debt/(net debt + equity) (%)	63.6%	63.6%	

#### **Other metrics**

	January-March		
(€ Mn)	2013	2012	% Chg
Investment	308.4	163.3	88.9%
Assets put into operation	268.1	26.7	904.1%



## EARNINGS PERFORMANCE

When comparing these results it is important to note that the first quarter of 2013 included the contribution of the Quintero LNG plant, which is equity consolidated, and the first quarter of the Altamira facility, which is proportionately consolidated. The Company's results for the first quarter of 2012 did not include these contributions.

**Net profit** totalled **€95Mn** in the first quarter of 2013, 9.6% higher than the  $\in$ 86.7Mn reported for the first quarter of 2012. The annual target for net profit growth in 2013 is 5.5%.

Net Finance Expense ( $\leq 19.8$ Mn) rose slightly year-on-year, mainly as a result of higher debt compared with the first quarter of 2012.

At 31 March, **net debt** stood at **€3.69Bn**, compared with €3.41Bn at 31 March 2012.

The depreciation and amortisation charge for the quarter was  $\in$ 81.6Mn, 9.3% higher than in the first quarter of 2012, due to the growth in asset volumes over the last year. **EBIT** totalled **€152.7Mn** in the period, up **9.4%** year-on-year.

**EBITDA** rose from €214.2Mn to €234.3Mn at 31 March 2013, up 9.4%.

**Regulated revenue** grew **6.8%** compared with the first quarter of 2012, boosted by the addition of new assets put into operation.

The Company reported **total revenue** for the quarter of  $\in$  311.9Mn, **12.5% higher than in the first quarter of 2012.** 

EPS in the period was €0.39

## INVESTMENT AND ASSETS PUT INTO OPERATION

In the first quarter of 2013 the value of **assets put into operation** totalled

**€268.1Mn**, while **investment** totalled **€308.4Mn**.

Both figures include €245Mn stemming from the acquisition of a 90% stake in Naturgas Transporte, a transaction finalised on 15 February 2013.

This investment volume and the value of assets put into operation are in line with the Company's annual targets of  $\leq$ 650Mn and  $\leq$ 550Mn respectively.

## FINANCIAL STRUCTURE

The Company's **net debt** at 31 March 2013 totalled **€3.69Bn**, higher than the totals of **€3.59Bn** and **€3.41Bn** reported at the end of 2012 and at 31 March 2012, respectively.

The **leverage ratio** (net debt / net debt + equity) at the end of the first quarter of 2013 was **63.6%**, almost unchanged from year-end 2012.

The percentage of **fixed-rate debt** at 31 March stood at **80%**, completely in line with the strategic target set by the Company as the optimum structure for its debt. The **average maturity period is 6.3 years.** 

**Net cash flow** at 31 March totalled **€266.4Mn** and was largely used to finance investments.

**Net finance expense**, including capitalised borrowing costs ( $\in 2.6$ Mn), amounted to **\in 19.8Mn**, compared with financial income of  $\in 15.4$ Mn at the end of March 2012, including capitalised borrowing costs ( $\in 5$ Mn).

In terms of untapped available financing, the Company had **liquidity** of  $\notin$ 2.41Bn at 31 March 2013.



## **OPERATING HIGHLIGHTS**

## **Demand**

**Demand for gas transmitted** as of 31 March 2013 totalled 111,441 GWh, **down 10.7%** from the first quarter of 2012.

This figure includes 8,284 GWh in exports made through international connections and 3,698 GWh in tanker loading operations.

Conventional demand stood at 85,055 GWh, a slight 1.0% year-on-year decline. Corrected for the number of working days and temperature, demand grew 0.7%.

Gas demand for electricity generation in conventional and combined cycle thermal plants fell by 43.3% year-on-year in the first quarter.

(GWh)	1Q 2013	1Q 2012	% Chg
Conventional demand	85,055	85,901	-1.0%
Electricity generation	14,075		
Exports and others	8,284	9,373	-11.6%
Ship loading	3,698	4,388	-15.7%
Gas for operation and heels	329	359	-8.4%
Total gas demand transported	111,441	124,829	-10.7%

## **SUMMARY OF SIGNIFICANT EVENTS 1Q2013**

#### **Appointments**

On 21 January 2013, Enagás announced the appointment of **Mr. Jesús David Álvarez Mezquíriz** as a member of the Appointments, Remuneration and Corporate Responsibility Committee, as a result of which this Committee is now composed entirely of Independent Directors.

# Completion of the acquisition of 90% Naturgas Energía Transporte

Enagás, via its subsidiary Enagás Transporte S.A.U, has completed the acquisition of 90% of Naturgas Energía Transporte, as announced in July 2012, for the sum of €245Mn following certain modifications during negotiations. This company will be renamed Enagás Transporte del Norte.



# **CONSOLIDATED INCOME STATEMENT**

€ Mn (unaudited)	1Q 2013	1Q 2012	% Chg
Revenue from regulated activities Other operating revenue	289.2 22.7	270.7 6.6	6.8% 244.4%
Total revenue	311.9	277.3	12.5%
Personnel expenses Other operating expenses	-18.8 -58.8	-18.9 -44.2	-0.5% 33.1%
EBITDA	234.3	214.2	9.4%
Depreciation/amortisation charge	-81.6	-74.6	9.4%
Operating profit (EBIT)	152.7	139.6	9.4%
Net finance expense	-19.8	-15.4	28.6%
Profit before tax	132.9	124.2	7.0%
Income tax Results from equity accounted subsidiaries	-39.1 1.2	-37.5 0.0	4.2% -
Net profit for the period	95.0	86.7	9.6%



# **CONSOLIDATED BALANCE SHEET**

€ Mn (unaudited)	31-Mar 2013	31-Dec 2012
Intangible assets, property, plant and equipment Investments accounted for using the equity method Non-current investments in group companies and associates Other non-current financial investments Deferred tax assets	5,966.2 160.8 18.2 8.9 48.1	5,753.8 152.3 15.7 14.1 42.0
Non-current assets	6,202.2	5,977.9
Inventories Receivables Other current financial assets Other current assets Cash and cash equivalents	15.0 594.5 2.8 2.4 1,494.0	13.8 607.5 2.2 2.4 1,479.6
Current assets	2,108.7	2,105.6
TOTAL ASSETS	8,310.9	8,083.4
Capital Reserves Profit for the period attributable to equity holders of the parent Interim dividend capitalised	358.1 1,658.7 95.0 0.0	358.1 1,379.4 379.5 -102.2
Capital and reserves	2,111.8	2,014.9
Hedges Exchange differences	-7.2 1.3	-13.7 3.6
Changes in fair value recognised in equity	-5.8	-10.1
Minority interests	12.8	0.0
Equity Debentures and other marketable securities Non-current financial liabilities Non-current liabilities Deferred tax liabilities Provisions Other non-current liabilities	<b>2,118.8</b> 1,872.5 2,341.2 14.7 420.3 175.9 74.0	<b>2,004.8</b> 1,818.4 2,700.4 19.4 422.0 175.39 74.5
Non-current liabilities	4,898.6	5,210.2
Debentures and other marketable securities Current financial liabilities Current liabilities payable Trade and other payables	359.6 609.2 309.9 14.8	270.6 286.9 293.4 17.5
Current liabilities	1,293.5	868.4
EQUITY AND LIABILITIES	8,310.9	8,083.4



# **CONSOLIDATED CASH FLOW STATEMENT**

€ Mn (unaudited)	Jan-Mar 2013	Jan-Mar 2012
(A) CONSOLIDATED PROFIT BEFORE TAX	134.0	124.2
Adjustments to profit (1) Depreciation of PP&E	<b>96.2</b> 81.6	<b>90.1</b> 74.6
Other adjustments to profit	14.6	15.5
Changes in working capital (2)	26.5	-125.8
Inventories	-1.1	-9.0
Trade and other receivables	13.0	-59.8
Other current assets	-1.9 16.5	-0.1 -57.0
Trade and other payables	16.5	-57.0
Other cash flows from operating activities (3)	9.6	28.6
Interest paid	-12.5	-21.7
Interest collected	6.6	5.3
Income tax received /(paid)	15.4	45.0
(B) NET CASH FLOWS FROM OPERATING ACTIVITIES (A+1+2+3)	266.4	117.1
Capital expenditure (4)	-280.4	-83.1
Group companies and associates	-249.3	-3.5
Intangible assets, PP&E and investment property	-30.7	-79.5
Other financial assets	-0.4	0.0
Proceeds from disposals (5)	0.0	3.8
Group companies and associates	0.0	0.0
Intangible assets, PP&E and investment property	0.0	0.3
Other financial assets	0.0	3.5
(C) NET CASH FLOWS USED IN INVESTING ACTIVITIES (4+5)	-280.4	-79.3
Proceeds from/(payments on) financial liabilities (6)	28.4	77.1
Issuance	512.3	879.2
Repayment	-483.9	-802.1
Dividends paid (7)	0.0	0.0
(D) NET CASH FLOWS FROM FINANCING ACTIVITIES (6+7)	28.4	77.1
(E) TOTAL NET CASH FLOWS (B+C+D)	14.4	114.9
Cash and cash equivalents - opening balance (8)	1,479.6	1,427.3
CASH AND CASH EQUIVALENTS - CLOSING BALANCE (E+8)	1,494.0	1,542.2
Cash and bank deposits	112.2	23.6
Other financial assets	1,381.8	1,518.6



# **APPENDIX I: COMPANY ASSETS**

Enagás' Gas System Assets 31/03/2013			
REGASIFICATION ASSETS	Units	m <sup>3</sup> or m <sup>3</sup> /h	
LNG tankers (number and capacity)	18	2,037,000	
Nominal regasification capacity		4,650,000	
Tank loaders	9		
TRANSPORT ASSETS	Units	Km	
Km. of operational gas pipeline		10,126	
Compressor stations	18		
Gas regulation and metering stations	484		
UNDERGROUND STORAGE ASSETS	Units	Mm <sup>3</sup> /day	
No. of storage facilities	3		
Max. injection		18.9	
Max. output		27.4	

Note: Enagás holds a 40% stake in the BBG regasification plant, which currently has two 150,000 m<sup>3</sup> LNG storage tanks and a nominal regasification capacity of 800,000 m<sup>3</sup>(n)/h. Enagás also holds a 40% stake in the Altamira regasification plant in Mexico and a 20% stake in the Quintero LNG regasification plant in Chile





# **APPENDIX II: RELATED-PARTY TRANSACTIONS**

#### **Introduction**

Every quarter since 2003, Enagás, S.A. has disclosed information on its dealings with related parties. Since Spanish Ministerial Order EHA/3050/2004 of 15 September came into effect, the format for these disclosures has changed to accommodate the new rules.

Key points to note regarding related party disclosures:

a) Any related party transactions of material size and which exceed volumes handled in the normal business of Enagás, S.A. are approved by the Company's Board of Directors, following a report by the Appointments, Remuneration and Corporate Responsibility Committee.

b) Under Ministerial Order EHA/3050/2004, there is no need to disclose transactions that form part of the Company's ordinary course of business, are carried out on an arm's length basis or are immaterial in size. Therefore, given the scale of Enagás, S.A.'s financial statements, any transactions whose cumulative volume is less than  $\in$ 3Mn are not disclosed, although the Company may still on occasion decide to disclose transactions that fall below this threshold.

c) Unless otherwise stated, transactions refer to contracts signed before the period referred to. Where figures refer to new relationships deriving from contracts agreed or commitments undertaken during the year, this is explicitly stated.

d) It is not necessary to disclose transactions between companies or entities belonging to the same consolidated group, provided that these are eliminated in the process of drawing up the consolidated financial statements and the subject matter and terms thereof form part of the company's ordinary trading activities.

#### **<u>1. Transactions between Enagás, S.A. and companies over which</u> <u>Enagás, S.A. exercises significant influence</u>**

#### • Transactions with Altamira LNG CV

Provision of services: Enagás, S.A. has received revenues of  $\in$ 117,000 from this company for holding services.

#### • Transactions with Gasoducto de Morelos SAPI de CV

A participation loan granted to Gasoducto de Morelos SAPI de CV by Enagás, S.A. in 2012 for the amount of 20.2Mn, equivalent to 15.68Mn, maturing in 2031. The terms governing interest, fees, expenses and guarantees are all on an arm's length basis.

Additionally, Enagás, S.A., contributed a total of \$16.76Mn, equivalent to €12.87Mn million, to Gasoducto de Morelos SAPI de CV as advances for future capital increases.

#### • Transactions with Enagás Internacional, S.L.U.-

Provision of services: Enagás, S.A. has received revenues of €261,000 from this company for holding services.

#### • Transactions with Enagás Transporte, S.A.U.

Provision of services: Enagás, S.A. has received revenues of €29,513,000 from this company for holding services.



#### • Transactions with Enagás GTS, S.A.U.

Provision of services: Enagás, S.A. has received revenues of €4,598,000 and incurred expenses of €338,000 related to services with this company.

#### • Transactions with Bahía de Bizkaia Gas, S.L.

Enagás holds a guarantee line with BBG for a maximum amount of €10Mn. Provision of services: Enagás, S.A. has received revenues of €365,000 from this company for engineering services.

#### • Transactions with Compañía Transportista de Gas Canarias, S.A.-

Provision of services: Enagás, S.A. has received revenues of  $\in$  23,000 from this company for holding services.

# 2. Transactions between Enagás Transporte, S.A.U and companies over which it exercises significant influence

#### • Transactions with Gasoducto Al-Andalus S.A.

Enagás Transporte S.A.U. has granted this company a loan amounting to €3,896,0000 at 31 March 2013. The terms governing interest, fees, expenses and guarantees are all on an arm's length basis.

Provision of services: Enagás, S.A. has received revenues of €3,122,000 and incurred expenses of €4,395,000 related to services with this company.

#### • Transactions with Enagás Transporte del Norte, S.A.U.

Enagás Transporte, S.A.U granted this company a €129,654,000 loan on 15 February 2013. In addition, on 1 March 2013 Enagás Transporte, S.A.U extended a €2,271,000 loan to Enagás Transporte del Norte, S.A., the balance of which stood at €271,000 at 31 March 2013.

The terms governing interest, fees, expenses and guarantees are all on an arm's length basis.

#### • Transactions with Gasoducto de Extremadura, S.A.

Provision of services: Enagás Transporte, S.A. has received revenues of €1,836,000 and incurred expenses of €2,309,000 related to services with this company.

#### 3. Transactions between Enagás, S.A. and companies over which Enagás, S.A. exercises significant influence: Sociedad Promotora Bilbao Gas Hub, S.L., Palencia 3 investigación, desarrollo y explotación, S.L., GNL Quintero, S.A.

No transactions were carried out.

# 4. Transactions between Enagás, S.A. and companies exercising significant influence over it:

#### • Transactions with Kutxa Bank, S.A

Enagás, S.A. has a  $\in$ 25Mn credit line with Kutxa Bank and a bank guarantee facility of  $\in$ 6Mn. The terms governing interest, fees and commissions, expenses and guarantees in all financial agreements with Kutxa Bank are on an arm's length basis.



# 5. Transactions with directors, managers and their immediate relatives (Article 4.1, paragraph b, of Ministerial Order EHA/3050/2004)

Attendance fees paid to the members of the Board of Directors totalled  $\leq 237,000$  at 31 March 2013. Remuneration paid to the Company's senior management in the first quarter of 2013 amounted to  $\leq 2,024,000$ .

# <u>6. Transactions between Enagás, S.A. and companies in which directors and managers exercise significant influence. (Article 4.1, paragraph d of Ministerial Order EHA 3050/2004)</u>

#### • Transactions with Banco Sabadell

Banco Sabadell and Enagás Transporte S.A.U have arranged:

1. An agreement under which the bank will broker a loan for  ${\it loan}$  for corresponding to tranche C of the  ${\it lan}$  loan granted by the European Investment Bank .

- 2. A €6Mn bank guarantee line.
- 3. A €150Mn loan maturing in 2015.
- 4. A €50Mn interest-rate swap (IRS), maturing in 2015

Enagás, S.A. also has a €6Mn credit line

The terms governing interest, fees and commissions, expenses and guarantees in all financial agreements with Banco Sabadell are arranged on an arm's length basis.

#### • Transactions with Eulen S.A.

Provision of services: Enagás Transporte, S.A. has received no revenues and incurred expenses of  $\in$  324,000 related to this company.

# 7. Transactions between Enagás Transporte S.A.U and companies in which directors and managers exercise significant influence

#### • Transactions with Eulen S.A.

Provision of services: Enagás Transporte, S.A.U. has received no revenues and incurred expenses of €75,000 related to this company.

## 1Q13 Results



# APPENDIX III: CORPORATE RESPONSIBILITY AND SUSTAINABILITY

## Indexes, certifications and assessment agencies



Enagás has been a member of the United Nations Global Compact since 2003. Since 2011 the Progress Report has met all the criteria for the GC Advanced level.



FTSE4Good

Enagás' membership of the Dow Jones Sustainability World Index (DJSI) was confirmed in 2012. It has been a member of this index since 2008.

Enagás has been a member of the

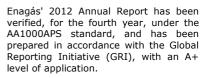
FTSE4Good index since 2006.





In 2012, Enagás' management model was awarded the EFQM 500+ European Seal of Excellence

As a standard-bearer in corporate social reporting, in 2011 Enagás adhered to the International Integrated Reporting Committee's (IIRC) initiative. The IIRC supports the preparation of a single integrated corporate report and shares its knowledge and best practices in this regard.





Enagás has been a member of the Ethibel Pioneer & Excellence index since 2009.



X A

GRI REPORT

AA1000

In 2012, Enagás renewed its certification as a Family-Responsible Company first granted to it in 2007. Enagás maintains its "B+" rating.



Enagás has been a member of the STOXX ESG Leaders index since 2011.

Enagás was recognised as one of the

100 most sustainable companies in

the world in 2012, a world leader in

the utilities sector and the leading Spanish company in this field

according to the Global 100 index.



In 2012, Enagás renewed the Equality at Work Seal it first obtained in 2010. Enagás was recognised for its equal opportunities and treatment policy, receiving the seal from the Ministry for Health, Social Policy and Equality.

In 2012, Enagás was assessed for the

third year running as being one of the

Top Employers Spain, and was also

found to be one of the best companies

to work for.



Vigeo

Enagás is the only Spanish company to form part of the Vigeo World 120 index.



Enagás has secured ISO 9001:2008 certification for technical system (TSM) and third party network access (TPA) management processes, as well as its information systems management and infrastructure development systems.



Oekom upheld its B Prime rating of Enagás, granted in 2010.



Since 2011, Enagás has held SSAE 16 certification for its "System capacity management and viability analysis" and "System security of supply/technical management of underground storage" procedures.

CARBON DISCLOSURE PROJECT

Enagás improved its ranking in the CDP Iberia 125 Report in 2012, achieving 85 points for Disclosure and maintaining a B for Performance.



# **APPENDIX IV: Contact data**

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