



## Press release

Sales grow by 4.4% due to the pull of the foreign market

# Elecnor earns 2.9% more during the first semester with net results of 52.7 million

- **The portfolio of contracts awaiting execution increases by 20% on the first semester of 2011 and reaches 1,817 million euros, with particular vigour in the international markets**

Madrid, 26 July 2012.- On closing the first semester of 2012, Elecnor obtained a **consolidated net profit of 52.7 million euros**, representing a **2.9% increase** on the same period in 2011.

The factors that explain this advance include the greater contribution of the subsidiary companies that operate in the **wind energy market** and the **electrical transmission line** concessionary companies in **Brazil**, the improved margins in the projects executed by the mother company (above all abroad) and the maintenance of the **contention policy and control of general expenses**.

### Turnover

Moreover, **consolidated sales at the end of the quarter rose to 850.5 million euros, a figure that is 4.4% higher than the 814.3 million** recorded the year before. As part of this general favourable behaviour, the foreign market is worthy of a mention, which grew by 6.7%, as opposed to an increase of 3.4% nationally. In this way, the participation of the foreign markets in the sales of the Group account for 33.2% of the total, while the Spanish participation is 66.8%.

There are three main reasons for the advances in sales: the greater business volume of the **companies that operate in the foreign market**: the greater contribution of the **wind energy companies** and the practical completion of the construction of **three solar thermal energy projects** in which Elecnor participates in our country, one in Badajoz and two in Alcázar de San Juan (Ciudad Real).



## Contract portfolio

In relation to the **contract portfolio pending execution**, their evolution from the start of the financial year 2012 has been favourable with an **overall growth of 20%** on the same period in 2011, resulting in **1,817 million euros** as of 30 June. Under these circumstances, most activity was seen in foreign markets, with the portfolio growing 27.2%, reaching 1,022 million. The Spanish market grew by 11.8%, up to 795 million euros.

## Outlook for 2012

After recording the data for the semester, Elecnor maintains its outlook for 2012 **of reaching similar turnover and results figures as those of 2011**, although the impact that the new **regulatory framework of the electrical system** that the government intends to introduce will have to be assessed.

## About Elecnor

Elecnor develops infrastructure, renewable energy and new technology projects. It employs 12,000 people and is present in more than 30 countries.

### More information:

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