



Press Release

FERSA INCREASES ITS TURNOVER BY 4% AND ACHIEVES AN EBITDA OF €31.9 MILLION (+6.6%)

The new management team has focused its efforts on reducing the corporate debt, cost cutting, optimising current capacities and the growth plan for the next few years

The company plans to write off its corporate debt in 2013

Barcelona, 28 February 2013. - Fersa Energías Renovables has increased its billing by 4% compared with 2011, achieving a turnover of €44.6 million in 2012, which implies an EBITDA of €31.9 million, 6.6% up on last year. In turn, the company's operating expenses, before depreciation, were €13.7 million, which means a reduction of 5% compared with last year. Due to this upward trend, Fersa has eliminated practically all its operating losses in 2012, from €6,000,000 in 2011 to €476,000 at the end of 2012.

Fersa changed part of its management team last year, appointing Mr. Francesc Homs as its new President and Mr. Enrique Fdez-Cardellach as the company's new Chief Executive Officer. The work of Fersa's governance team is aimed at reducing the corporate debt, selecting the portfolio to be developed, selecting the assets to be realised, cutting the company's management costs, optimising the installed capacities and laying the foundations for the growth plan, as the President notified to the shareholders at the Ordinary General Shareholders' Meeting held last June.

2012 was characterised by a situation that depended on the amendments made to the regulatory framework of the renewable energy sector in Spain, which, in the case of Fersa, affected 54% of its total production. The suspension of tariffs for new projects in February 2012, a 7% tax on the billing of energy in December 2012, valid from the beginning of 2013, and the elimination of premiums retroactive to January 2013, are the main factors that, along with the portfolio reorganisation of the wind farms in development outside Spain, resulted in the company recording an impairment of its assets for a total net amount of €69,000,000. The profits in the financial year were therefore affected by this circumstance with losses being recorded for an equivalent amount. After this adjustment, Fersa recorded provisions for its whole portfolio being developed in Spain while waiting for a more favourable regulatory framework, focussing its strategy on expansion abroad.

The funds obtained from the committed sale of the Kisielice farm in Poland, which is planned to take place in March 2013, will be used to reimburse the corporate and financial debt and in this way make progress in achieving the target of repaying the whole debt in 2013.

The President of Fersa explains that *"the company has made a realistic analysis when dealing with the current market situation. Fersa's management team has laid the foundations to achieve the target of providing value to its shareholders"*.

In order to achieve this goal, the strategic lines determined for 2013 are as follows:

- To pay off the corporate debt in this financial year so that at the end of the year the only debts will be those related to the subsidiaries holding the projects in operation and with no appeal to Fersa.
- To continue the company's policy of improving the efficiency of the wind farms in operation and austerity in the expenses, sharing the adjustments in the regulatory framework in Spain with its suppliers.
- To develop the current portfolio of wind farms abroad, using financing to build the Postolin farm of 34 MW in Poland (100% Fersa), for which a subsidy had been obtained from the European Union for €10,000,000, and taking part in developing the Toabre farm of 102 MW in Panama (30% Fersa).
- To study alternatives to include at least an additional 50 MW in operations abroad.