









Ali Qureshi

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IBERDROLA

Engineering & Construction

IBERDROLA INTERNATIONAL:

- Spain, UK, USA, Brazil, Mexico – 40 countries.
- Over 31,000 employees. Over 31m customers.
- Global investment of €11.2 bn - 2015-2016.
- Renewable energy – world's NO 1* -
our most important growth area.
- Most innovative utility company in Spain,
4th in Europe. (EC R&D Scoreboard)



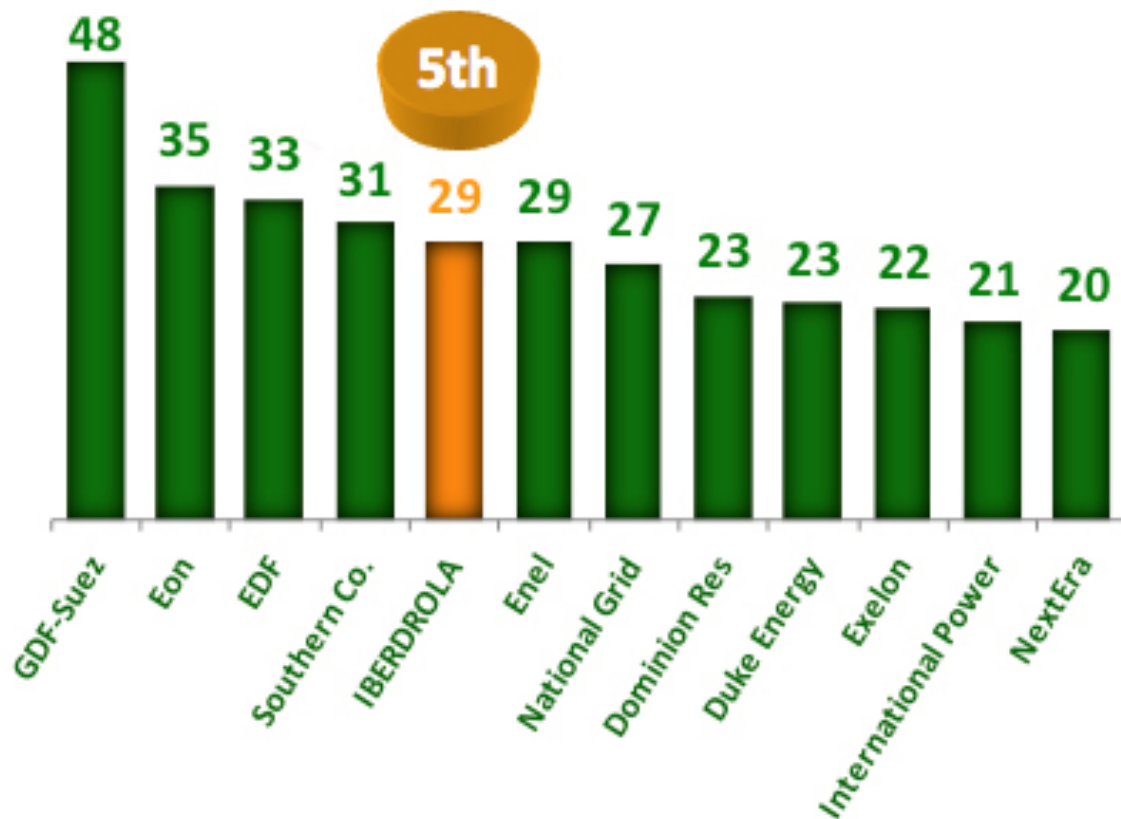
• Energy Digital

IBERDROLA IN THE UK





From the 19th largest utility
to one of the 5 largest utilities worldwide...



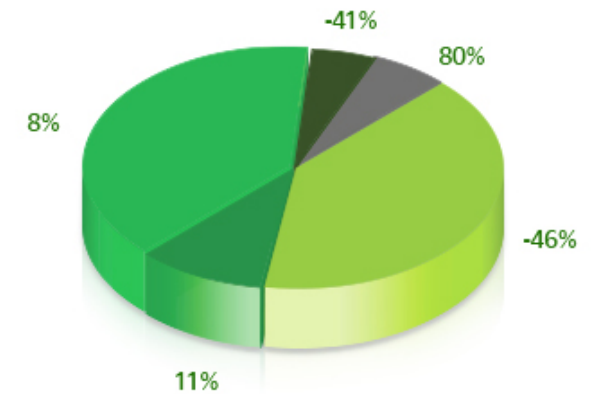
Market Cap* (Eur Billion)

(*) Data as of 31 of Dec 2011

...and the third largest fully investor-owned

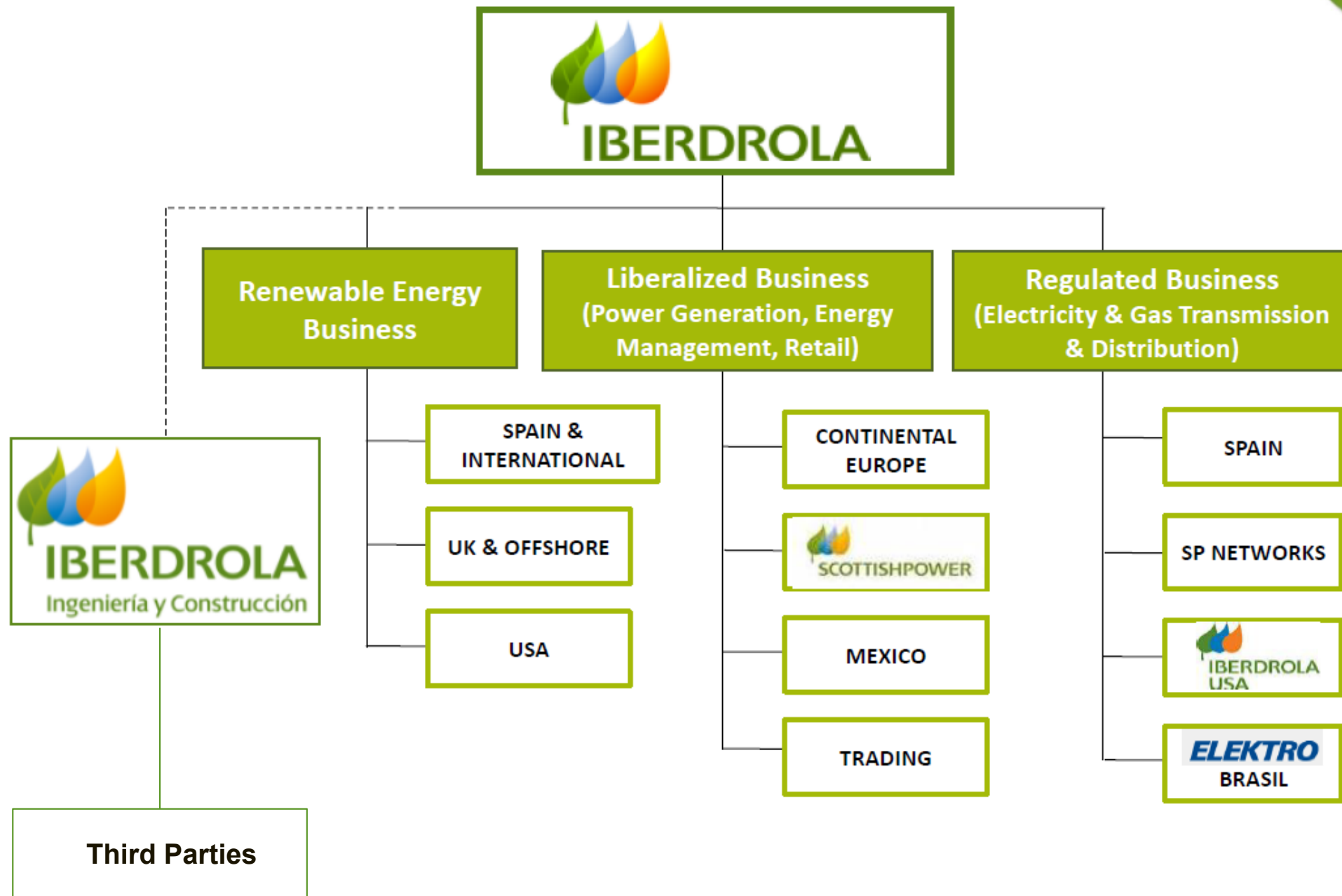


Iberdrola Green Energy in the UK



The largest operator of wind power in the world

Iberdrola Group activities



Iberdrola Group activities



**Renewable Energy
Business**

**Liberalized Business
(Power Generation, Energy
Management, Retail)**

**Regulated Business
(Electricity & Gas Transmission
& Distribution)**

SPAIN &
INTERNATIONAL

UK & OFFSHORE

USA

CONTINENTAL
EUROPE



MEXICO

TRADING

SPAIN

SP NETWORKS



ELEKTRO
BRASIL



Third Parties

Iberdrola Group activities



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Business**

**Liberalized Business
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Third Parties

Why we are here today



UK: investing billions in power infrastructure over next two decades.





What does IEC do?

- Engineering and Construction for Iberdrola

Internal – New build, refurbishment of existing generation plant and our own electricity networks in Manchester and Central Scotland





What does IEC do?

- Bid for contracts for third parties

**Scottish projects of particular Interest.
Usually under an EPC model
Thermal Generation, Renewables, Nuclear,
Networks.**





What does IEC do?

- Need for International technical know how and workforce due to ageing and declining workforce in Engineering.





Opportunities:

- Great variety in thermal, renewable and decommissioning Engineering Services
- Component supply for power stations
- Consortium partners





Challenges:

Regulatory – Health and Safety, Security approvals

Contractual – Relatively formal approach

Timeframes – Long lead times in planning and construction





- Think about what you are offering
- **Use your contacts and networks**
- Take advantage of English speaking Spanish workforce
- **Attend Exhibitions**
- Create partnerships with local companies
- **Join the large Tier 1 contractors' procurement databases**
- Research open tenders
- **Use low cost travel to visit UK**
- Set up a limited company
- **Set up a web page in English and use Social Media**
- Use your regional and national institutions



Thank you

