

ACS

4 October 2013

## New Issue Pricing Term Sheet

EUR 721.1 million **Guaranteed Secured Exchangeable Bonds due 2018** Exchangeable for existing shares of Iberdrola ACS Actividades Finance B.V. (the "Issuer"), a wholly-owned subsidiary of ACS incorporated under the Issuer: laws of The Netherlands, with its corporate seat at Amsterdam, The Netherlands. **Guarantor:** ACS, Actividades de Construcción y Servicios, S.A. (the "Guarantor" or "ACS"), a "sociedad anónima" incorporated under the laws of the Kingdom of Spain. Funding Statement, S.A., a wholly-owned subsidiary of ACS being a "sociedad anónima" incorporated under **Pledgor:** the laws of the Kingdom of Spain (the "Pledgor"). Securities Offered: Guaranteed secured bonds (the "Bonds") exchangeable for the Shares. **Underlying Shares:** Existing fully paid ordinary shares of Iberdrola of €0.75 nominal value each (the 'Shares') listed on the Spanish Stock Exchanges. (ISIN ES0144580Y14 / Bloomberg IBE SM / Reuters IBE.MC) **Exchange Property:** The initial Exchange Property will initially comprise 125,000,000 Shares. The Exchange Property will be subject to adjustments as provided in the Terms and Conditions of the Bonds. Status of the Bonds: The Bonds will constitute a direct, unconditional and unsubordinated obligations of the Issuer and will rank pari passu without any preference or priority amongst themselves. The Bonds shall be secured to the extent and in the manner provided in Security below. Status of the Guarantee: The Guarantee will constitute direct, unconditional and unsubordinated obligation of the Guarantor. The Guarantee shall be secured to the extent and in the manner provided in Security below. The Pledgor will grant a Spanish law first ranking pledge (the "Pledge") over the Secured Property and the Security: Cash Account in favour of the Trustee for the benefit of itself and the Bondholders. The Pledgor will initially transfer a number of Shares corresponding to the number of Shares comprising the initial Exchange Property (the "Pledged Property") to the credit of the securities account (the "Securities Account") opened in the name of the Pledgor. The Pledge Agreement and the enforcement of the Pledge are each subject to Spanish law. As at the date of this document, there is no case law in Spain as regards the enforcement of a pledge in a bond issue and, in particular, enforcement pursuant to the provisions of Royal Decree Law 5/2005, of 11 March 2005, on urgent measures to promote productivity (RDL 5/2005), which implemented in Spain the EU Directive 2002/47/EC of the European Parliament and of the Council of 6 June 2002 on financial collateral arrangements. Rating of the Issuer/Bond: None. **Issue Size:** EUR 721.1 million. EUR 100,000. **Principal Amount: Issue Price:** 100% of the Principal Amount. **Redemption Price:** 100% of the Principal Amount. Coupon: 2.625% per annum (Act/Act), payable quarterly in arrear on 22 January, 22 April, 22 July and 22 October of each year, commencing on 22 January 2014.

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## **MATIXIS** Deutsche Bank $\blacksquare$ HSBC

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SOCIETE GENERALE Corporate & Investment Banking

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Exchange Premium:	35% above the Reference Price.
Reference Price:	EUR 4.2732, being the volume-weighted average price (the " <b>VWAP</b> ") of the Iberdrola Shares on the Spanish Stock Exchanges, between the launch and the pricing.
Initial Exchange Price:	EUR 5.7688.
Maturity:	22 October 2018 (5 years).
Launch and Pricing Date:	Expected on 4 October 2013.
Closing Date:	Expected on 22 October 2013.
Exchange Rights:	Unless previously redeemed, each Bond will be exchangeable during the Exercise Period into a pro rata share of the Exchange Property. Exchange Rights will be settled, at the option of the Issuer, (i) through delivery of a pro rata share of the Exchange Property or (ii) in cash through the operation of the Cash Settlement provision described below or (iii) a combination thereof.
Exchange Period:	The period commencing on 22 October 2013, and ending on (i) the close of business on the twentieth day prior to the Final Maturity Date or (ii) if the Bonds have been called for redemption prior to the Maturity Date, the fourteenth day preceding the relevant redemption date.
Issuer Call:	Subject to a minimum of 30 and a maximum of 60 calendar days' prior notice:
	Possible for all, but not some only, outstanding Bonds, at any time on or after 12 November 2016 (3 years and 21 days), at Principal Amount plus accrued interest from the immediately preceding interest payment date to the date set for redemption, if the pro rata share of the Exchange Property in respect of a Bond on each of not less than 20 trading days in any period of 30 consecutive trading days ending not earlier than the 7th calendar day prior to the date of publication of the early redemption notice, exceeds on such trading day 130% of the Principal Amount of a Bond.
Clean-up Call	Possible for all, but not some only, outstanding Bonds, at any time, at Principal Amount plus accrued interest from the immediately preceding interest payment date (or, as the case may be, the Closing Date) to the date set for redemption, if 15% or less of the number of Bonds initially issued remain outstanding.
Open Market Purchases:	The Issuer, the Guarantor and/or any Subsidiary of the Guarantor may at any time purchase Bonds in the open market or otherwise at any price.
Share Redemption Option:	Upon redemption on the Optional Put Date, the Issuer may, subject to certain conditions, with respect to all of the Bonds to be redeemed on such date elect to make in respect of each Bond (i) a cash payment equal to the Redemption Price or (ii) deliver a percentage between 0% (exclusive) and 100% (inclusive) of the relevant pro rata share of the Exchange Property (the " <b>Relevant Percentage</b> ") then in effect and to pay (a) a cash amount per Bond equal to the difference, if positive, between (y) the Redemption Price and (z) 100% of the product of the Cash Alternative Amount (as defined below) and the Relevant Percentage, and (b) accrued but unpaid interest.
	Upon redemption on the Maturity Date or on the Change of Control Put Date, the Issuer may, subject to certain conditions, with respect to all of the Bonds to be redeemed on such date elect to make in respect of each Bond (i) a cash payment equal to the Redemption Price or (ii) deliver a percentage between 0% (exclusive) and 100% (inclusive) of the relevant pro rata share of the Exchange Property (the " <b>Relevant Percentage</b> ") then in effect and to pay (a) a cash amount per Bond equal to the difference, if positive, between (y) the Redemption Price and (z) 99% of the product of the Cash Alternative Amount (as defined below) and the Relevant Percentage, and (b) accrued but unpaid interest.
	To exercise its Share Redemption Option, the Issuer shall give a notice to such effect to the Trustee and to the Bondholders not more than 60 nor less than 45 days prior to the Final Maturity Date, or not less than 45 days prior to the Optional Put Date or the Change of Control Put Date, as the case may be.
Issuer's Cash Alternative Election:	Upon Exchange, the Issuer has the right to elect to (i) deliver the relevant pro rata share of the Exchange Property, or (ii) pay the Cash Alternative Amount in lieu of delivering the Exchange Property, or (iii) a combination thereof. In order to elect to pay the Cash Alternative Amount in lieu of delivering all or some of the Exchange Property the Issuer shall deliver notice of such election to the exchanging Bondholder by the 4 <sup>th</sup> business day in Madrid after the relevant Exchange Date (the " <b>Cash Election Exercise Date</b> ").
	The "Exchange Date" in respect of a Bond shall be the Madrid business day immediately following the

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	notice thereof to the Trustee and to the Bondholders in accordance with a "Change of Control Notice" (as defined in the Terms and Conditions).
Take-Over Protection:	The Pledgor shall have absolute discretion to accept or reject any Offer (as defined in the Terms and Conditions) for any equity shares comprised in the Exchange Property (" <b>Equity Shares</b> "), provided that the Pledgor will not accept such Offer
	(i) prior to the date falling 5 trading days prior to the final acceptance date in respect thereof, and
	(ii) unless the value of the consideration offered for the Equity Shares pursuant to the Offer or, where there is any alternative consideration, unless the value of the consideration accepted by the Pledgor, is equal to or greater than the value of such Equity Shares.
	If the Pledgor accepts any Offer for Equity Shares or if the Equity Shares are subject to compulsory acquisition as a result of such Offer then, with effect from the settlement of such offer, the Exchange Property will consist, in whole or in part, of the consideration received for the Equity Shares acquired under the Offer.
	In the event of an Offer for Equity Shares which consists wholly or partly of cash, a market standard premium compensation amount will be payable to Bondholders upon exercise of their Exchange Rights, calculated pursuant to a standard K-square formula.
Form:	Registered form.
Negative Pledge:	None.
Cross-Default:	Yes, subject to a EUR 25 million threshold for the Issuer, the Pledgor, ACS and its Material Subsidiaries.
Events of Default:	Yes, in respect of the Issuer, the Pledgor, ACS and its Material Subsidiaries subject to customary threshold and grace periods, as set out in detail in the Terms and Conditions.
Tax Call / Gross-up:	The Issuer and the Guarantor believe that Law 13/1985 applies for Spanish tax purposes to the Issue of the Bonds. Should that not be the case, in the event of taxation or withholding in Spain there is no Gross-up /Tax call.
Governing Law:	English law, save that the Security will be governed by Spanish law.
Listing:	Application will be made by the Issuer to include the Bonds for trading on the open market (Freiverkehr) of the Frankfurt Stock Exchange.
Selling Restrictions:	Institutional private placement. No public offering in any jurisdiction.
	US (not Rule 144A eligible / Reg S only (Cat.1) / TEFRA Rules do not apply). No sales to US, Canada, Australia or Japan.
	Customary EEA / UK selling restrictions will apply.
Clearing Systems:	Euroclear / Clearstream.
Security Codes:	ISIN: XS0951366136.
	Common Code: 095136613.
Lock-Up:	From pricing until 90 days after the Closing Date for the Issuer, the Pledgor, ACS and its subsidiaries.
Use of proceeds:	The funds obtained as a result of the Issue will be allocated to partially unwind the Natixis equity swap and to finance ACS's ordinary activities.
Global Coordinator:	Natixis.
Joint-Bookrunners:	Natixis, Deutsche Bank, HSBC, Mediobanca – Banca di Credito Finanziario S.p.A., Banco Santander, and Société Générale Corporate & Investment Banking.
Stabilisation:	FCA/ICMA, Natixis will be the Stabilisation Manager.
Trustee:	Citibank, N.A.
Principal Paying, Transfer & Exchange Agent:	Société Générale Bank & Trust, S.A

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Calculation Agent: Settlement Agent: Conv-Ex Advisors Limited. Natixis.

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## DISCLAIMER

Important - your attention is drawn to the disclaimers below, and any purchase of the Bonds will be deemed to be made in acceptance and acknowledgement by you of the terms of such disclaimers and the final terms and conditions in respect of the Bonds which all purchasers are deemed to have reviewed and found satisfactory, prior to closing. Please request a copy of the terms and conditions if you have not received them.

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IN CONNECTION WITH THE OFFERING OF THE BONDS, THE JOINT BOOKRUNNERS AND ANY OF THEIR RESPECTIVE AFFILIATES ACTING AS AN INVESTOR FOR THEIR OWN ACCOUNT MAY TAKE UP SECURITIES AND IN THAT CAPACITY MAY RETAIN,

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PURCHASE OR SELL FOR THEIR OWN ACCOUNT SUCH SECURITIES AND ANY SECURITIES OF THE ISSUER, THE GUARANTOR, THE PLEDGOR, IBERDROLA OR RELATED INVESTMENTS, AND MAY OFFER OR SELL SUCH SECURITIES OR OTHER INVESTMENTS OTHERWISE THAN IN CONNECTION WITH THE OFFERING OF THE BONDS.

EACH PROSPECTIVE INVESTOR SHOULD PROCEED ON THE ASSUMPTION THAT IT MUST BEAR THE ECONOMIC RISK OF AN INVESTMENT IN THE SECURITIES FOR AN INDEFINITE PERIOD. NONE OF THE ISSUER, THE GUARANTOR, THE PLEDGOR OR THE JOINT BOOKRUNNERSMAKE ANY REPRESENTATION AS TO (I) THE SUITABILITY OF THE SECURITIES FOR ANY PARTICULAR INVESTOR, (II) THE APPROPRIATE ACCOUNTING TREATMENT AND POTENTIAL TAX CONSEQUENCES OF INVESTING IN THE SECURITIES OR (III) THE FUTURE PERFORMANCE OF THE SECURITIES EITHER IN ABSOLUTE TERMS OR RELATIVE TO COMPETING INVESTMENTS.

IN CONNECTION WITH THE OFFERING, THE JOINT BOOKRUNNERSOR THEIR RESPECTIVE AFFILIATES MAY, FOR THEIR OWN ACCOUNT, ENTER INTO ASSET SWAPS, CREDIT DERIVATIVES OR OTHER DERIVATIVE TRANSACTIONS RELATING TO THE SECURITIES AND/OR THE SHARES AT THE SAME TIME AS THE OFFER AND SALE OF THE SECURITIES OR IN SECONDARY MARKET TRANSACTIONS. THE JOINT BOOKRUNNERSOR ANY OF THEIR RESPECTIVE AFFILIATES MAY FROM TIME TO TIME HOLD LONG OR SHORT POSITIONS IN OR BUY AND SELL SUCH SECURITIES OR DERIVATIVES OR THE UNDERLYING SHARES. NO DISCLOSURE WILL BE MADE OF ANY SUCH POSITIONS. THE JOINT BOOKRUNNERSARE ACTING ON BEHALF OF THE ISSUER, THE PLEDGOR AND THE GUARANTOR AND NO ONE ELSE IN CONNECTION WITH THE SECURITIES AND WILL NOT BE RESPONSIBLE TO ANY OTHER PERSON FOR PROVIDING THE PROTECTIONS AFFORDED TO CLIENTS OF THE JOINT BOOKRUNNERSOR FOR PROVIDING ADVICE IN RELATION TO THE SECURITIES. THE JOINT BOOKRUNNERSAND THEIR SUBSIDIARIES AND AFFILIATES MAY PERFORM SERVICES FOR OR SOLICIT BUSINESS FROM THE ISSUER AND/OR MEMBERS OF THE GUARANTOR'S GROUP, MAY MAKE MARKETS IN THE SECURITIES OF SUCH PERSONS AND/OR HAVE A POSITION OR EFFECT TRANSACTIONS IN SUCH SECURITIES.

ANY ALLOCATION OF THE BONDS DESCRIBED IN THIS TERM SHEET IS MADE EXPRESSLY SUBJECT TO THE CONDITION THAT ANY OFFERING OF THE BONDS COMPLETES AND THAT THE BONDS ARE ISSUED. IN PARTICULAR, IT SHOULD BE NOTED THAT ANY SUCH OFFERING AND FORMAL DOCUMENTATION RELATING THERETO WILL BE SUBJECT TO CONDITIONS PRECEDENT AND TERMINATION EVENTS, INCLUDING THOSE WHICH ARE CUSTOMARY FOR SUCH AN OFFERING. ANY SUCH OFFERING WILL NOT COMPLETE UNLESS SUCH CONDITIONS PRECEDENT ARE FULFILLED AND ANY SUCH TERMINATION EVENTS HAVE NOT TAKEN PLACE OR THE FAILURE TO FULFIL SUCH A CONDITION PRECEDENT OR THE OCCURRENCE OF A TERMINATION EVENT HAS BEEN WAIVED, IF APPLICABLE. THE JOINT BOOKRUNNERSRESERVE THE RIGHT TO EXERCISE OR REFRAIN FROM EXERCISING THEIR RIGHTS IN RELATION TO THE FULFILMENT OR OTHERWISE OF ANY SUCH CONDITION PRECEDENT OR THE OCCURRENCE OF ANY TERMINATION EVENT IN SUCH MANNER AS THEY MAY DETERMINE IN THEIR ABSOLUTE DISCRETION.

NO ACTION HAS BEEN TAKEN BY THE ISSUER, THE GUARANTOR, THE PLEDGOR OR THE JOINT BOOKRUNNERSOR ANY OF THEIR RESPECTIVE AFFILIATES THAT WOULD PERMIT AN OFFERING OF THE SECURITIES OR POSSESSION OR DISTRIBUTION OF THIS DOCUMENT OR ANY OFFERING OR PUBLICITY MATERIAL RELATING TO SUCH SECURITIES IN ANY JURISDICTION WHERE ACTION FOR THAT PURPOSE IS REQUIRED. PERSONS INTO WHOSE POSSESSION THIS DOCUMENT COMES ARE REQUIRED BY THE ISSUER, THE GUARANTOR, THE PLEDGOR AND THE JOINT BOOKRUNNERSTO INFORM THEMSELVES ABOUT AND TO OBSERVE ANY SUCH RESTRICTIONS.

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A PROSPECTUS IS NOT REQUIRED TO BE PUBLISHED IN CONNECTION WITH THE OFFERING PURSUANT TO THE PROSPECTUS DIRECTIVE.

IN ADDITION, IN THE UNITED KINGDOM, THIS DOCUMENT IS BEING DISTRIBUTED ONLY TO, AND IS DIRECTED ONLY AT, SOPHISTICATED INVESTORS (I) WHO HAVE PROFESSIONAL EXPERIENCE IN MATTERS RELATING TO INVESTMENTS FALLING WITHIN ARTICLE 19(5) OF THE FINANCIAL SERVICES AND MARKETS ACT 2000 (FINANCIAL PROMOTION) ORDER 2005, AS AMENDED (THE "ORDER") AND QUALIFIED INVESTORS FALLING WITHIN ARTICLE 49(2)(A) TO (D) OF THE ORDER, AND (II) TO WHOM IT MAY OTHERWISE LAWFULLY BE COMMUNICATED (ALL SUCH PERSONS TOGETHER BEING REFERRED TO AS "RELEVANT PERSONS"). THIS DOCUMENT MUST NOT BE ACTED ON OR RELIED ON (I) IN THE UNITED KINGDOM, BY PERSONS WHO ARE NOT RELEVANT PERSONS, AND (II) IN ANY MEMBER STATE OF THE EUROPEAN ECONOMIC AREA OTHER THAN THE UNITED KINGDOM, BY PERSONS WHO ARE NOT QUALIFIED INVESTORS. ANY INVESTMENT OR INVESTMENT ACTIVITY TO WHICH THIS COMMUNICATION RELATES IS AVAILABLE ONLY TO QUALIFIED INVESTORS IN THE EEA (OTHER THAN THE UK) AND RELEVANT PERSONS IN THE UK AND WILL BE ENGAGED IN ONLY WITH RELEVANT PERSONS.

IN THE CASE OF ANY SECURITIES BEING OFFERED TO YOU AS A FINANCIAL INTERMEDIARY AS THAT TERM IS USED IN ARTICLE 3(2) OF THE PROSPECTUS DIRECTIVE, YOU WILL ALSO BE DEEMED TO HAVE REPRESENTED AND AGREED THAT THE SECURITIES

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ACQUIRED BY YOU IN THE OFFERING HAVE NOT BEEN ACQUIRED ON BEHALF OF PERSONS IN THE EEA OTHER THAN QUALIFIED INVESTORS OR PERSONS IN THE UK AND OTHER MEMBER STATES (WHERE EQUIVALENT LEGISLATION EXISTS) FOR WHOM YOU HAVE AUTHORITY TO MAKE DECISIONS ON A WHOLLY DISCRETIONARY BASIS, NOR HAVE THE SECURITIES BEEN ACQUIRED WITH A VIEW TO THEIR OFFER OR RESALE IN THE EEA WHERE THIS WOULD RESULT IN A REQUIREMENT FOR PUBLICATION BY THE ISSUER, THE GUARANTOR, THE PLEDGOR THE JOINT BOOKRUNNERS OR ANY OTHER PERSON OF A PROSPECTUS PURSUANT TO ARTICLE 3 OF THE PROSPECTUS DIRECTIVE.

THE ISSUER, THE GUARANTOR, THE PLEDGOR AND THE JOINT BOOKRUNNERS WILL RELY UPON THE TRUTH AND ACCURACY OF THE FOREGOING REPRESENTATIONS, ACKNOWLEDGEMENTS, AND AGREEMENTS. NOTWITHSTANDING THE ABOVE, A PERSON WHO IS NOT A QUALIFIED INVESTOR AND WHO HAS NOTIFIED THE JOINT BOOKRUNNERSOF SUCH FACT IN WRITING MAY, WITH THE WRITTEN CONSENT OF THE JOINTBOOKRUNNNERS, BE PERMITTED TO PURCHASE SECURITIES.

IN CONNECTION WITH THE ISSUE OF THE BONDS, THE STABILISING MANAGER (OR PERSONS ACTING ON BEHALF OF THE STABILISING MANAGER) MAY OVER-ALLOT BONDS OR EFFECT TRANSACTIONS WITH A VIEW TO SUPPORTING THE MARKET PRICE OF THE BONDS AT A LEVEL HIGHER THAN THAT WHICH MIGHT OTHERWISE PREVAIL. HOWEVER, THERE IS NO ASSURANCE THAT THE STABILISING MANAGER (OR PERSONS ACTING ON BEHALF OF THE STABILISING MANAGER) WILL UNDERTAKE STABILISATION ACTION. ANY STABILISATION ACTION MAY BEGIN ON OR AFTER THE DATE ON WHICH ADEQUATE PUBLIC DISCLOSURE OF THE FINAL TERMS OF THE OFFER OF THE BONDS IS MADE AND, IF BEGUN, MAY BE ENDED AT ANY TIME, BUT IT MUST END NO LATER THAN THE EARLIER OF 30 DAYS AFTER THE ISSUE DATE OF THE BONDS AND 60 DAYS AFTER THE DATE OF THE ALLOTMENT OF THE BONDS. ANY STABILISATION ACTION OR OVER-ALLOTMENT MUST BE CONDUCTED BY THE STABILISING MANAGER (OR PERSON(S) ACTING ON BEHALF OF THE STABILISING MANAGER) IN ACCORDANCE WITH ALL APPLICABLE LAWS AND RULES.

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