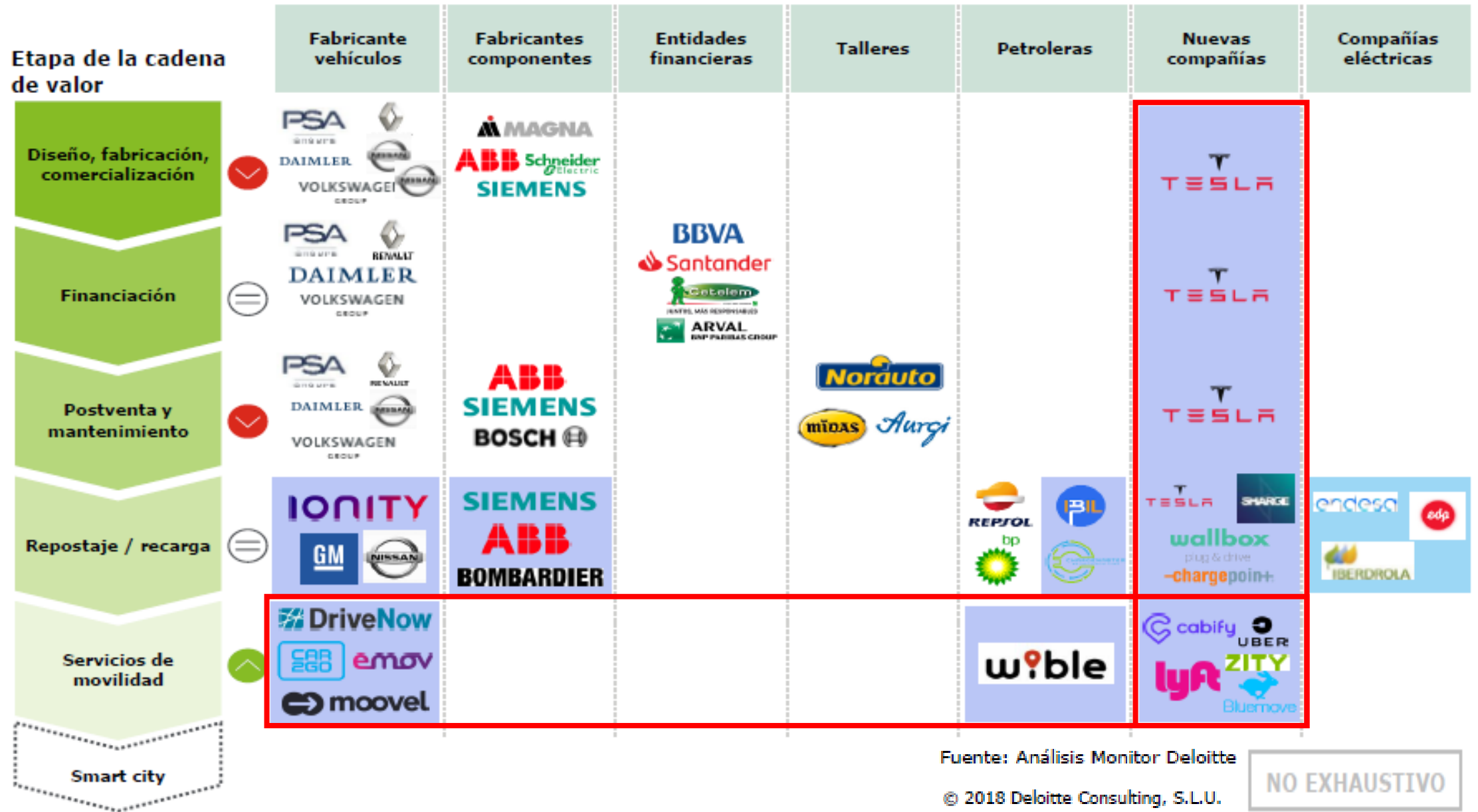
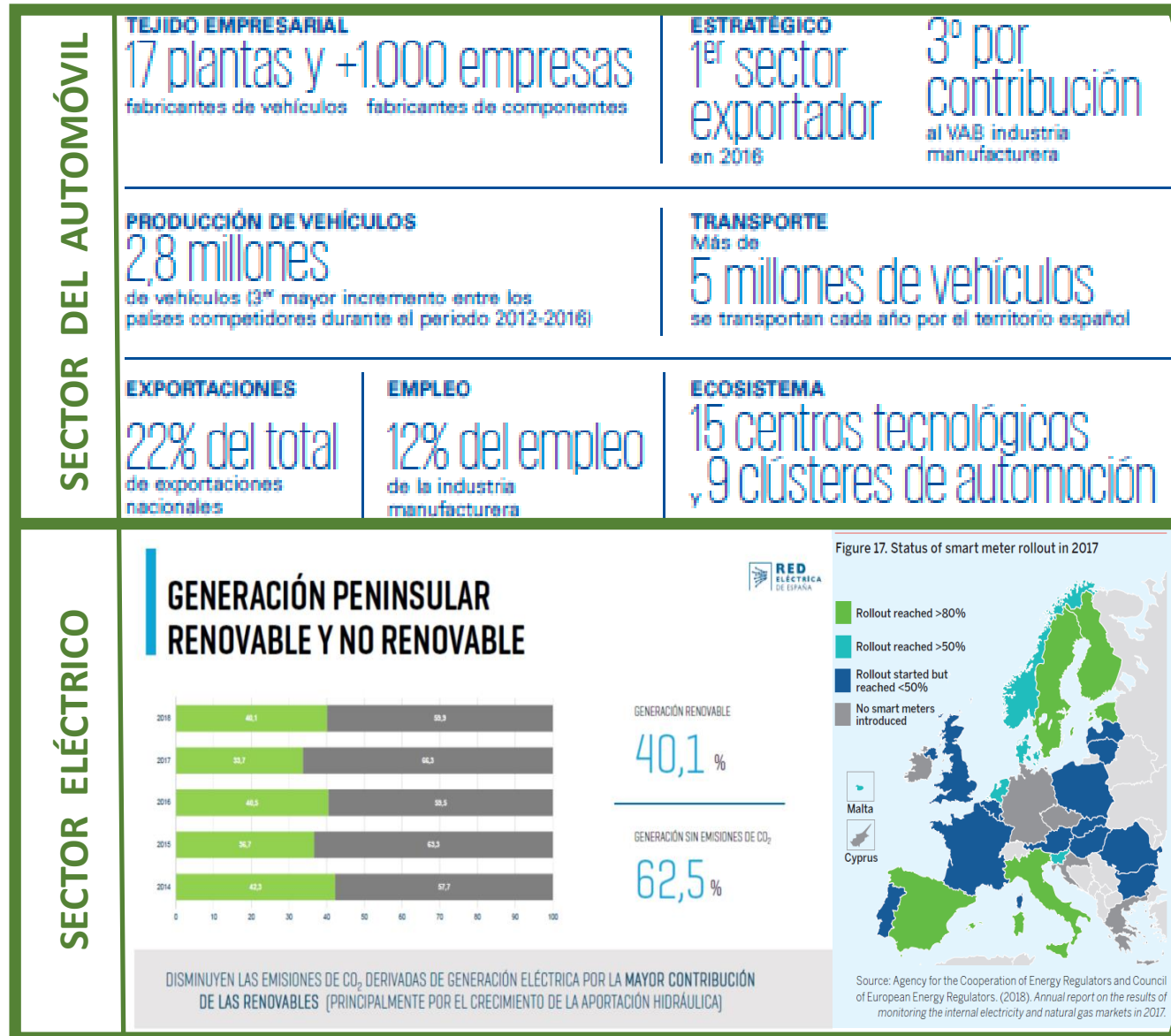


LOS ACTORES **de la revolución eléctrica** **en la automoción**

Actores en la cadena de valor



Ventajas competitivas



Papel de IBERDROLA

Enfoque integral: Catálogo Smart



Smart Energy Services

- Assistance and maintenance services for electricity and gas. Billing services and payment
 - Electrical & gas emergencies
 - Protection for white goods & air-conditioning
 - Household appliance protection
 - Payment protection insurance / fixed payment / e-billing



Smart Solar

Residential and SME	Integrated solutions: personalized analysis, PV + storage, installation, maintenance, financing, insurance and digital management
I&C	PV on-site or utility scale solutions with PPA



Smart Home

- Control from your mobile phone the different devices related to energy
 - Smart thermostat
 - Smart lighting
 - Consumption monitor



Smart Mobility

Private Charging Solutions	Integrated solutions: Smart Charging + Green tariff + Maintenance
Public Charging Solutions	Public facilities + digital solutions
Industry Charging Solutions	Smart charging for fleets, employees and customers + digital solutions

Enfoque global: Fuerte base de clientes

Thousand contracts	
Spain	16,456
Spain liberalised	12,968
Electricity	6,658
Gas	1,026
Smart solutions	5,284
Spain Last resort tariff	3,488
International	734
Portugal	630
France	2,5
Italy	101
Germany	0.5
UK	6,403
Electricity	3,013
Gas	2,011
Smart Solutions	167
Smart Meters	1,213
Mexico	2
Brazil	109
Electricity	0.6
Smart Solutions	108
TOTAL	23,705

El reto de la infraestructura



25.000 puntos de recarga

65%
Hogares



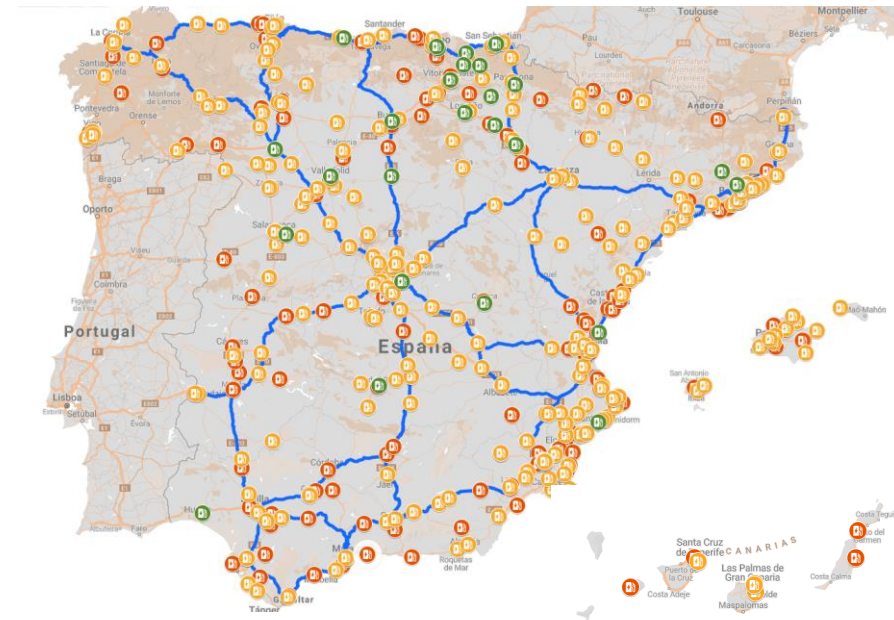
15%
Publica



20%
Empresas



hasta **2021** para ofrecer al cliente una **solución integral** para la recarga del vehículo eléctrico



en 2019

720 PR operativos : 430 PR rápida y 290 PR normal