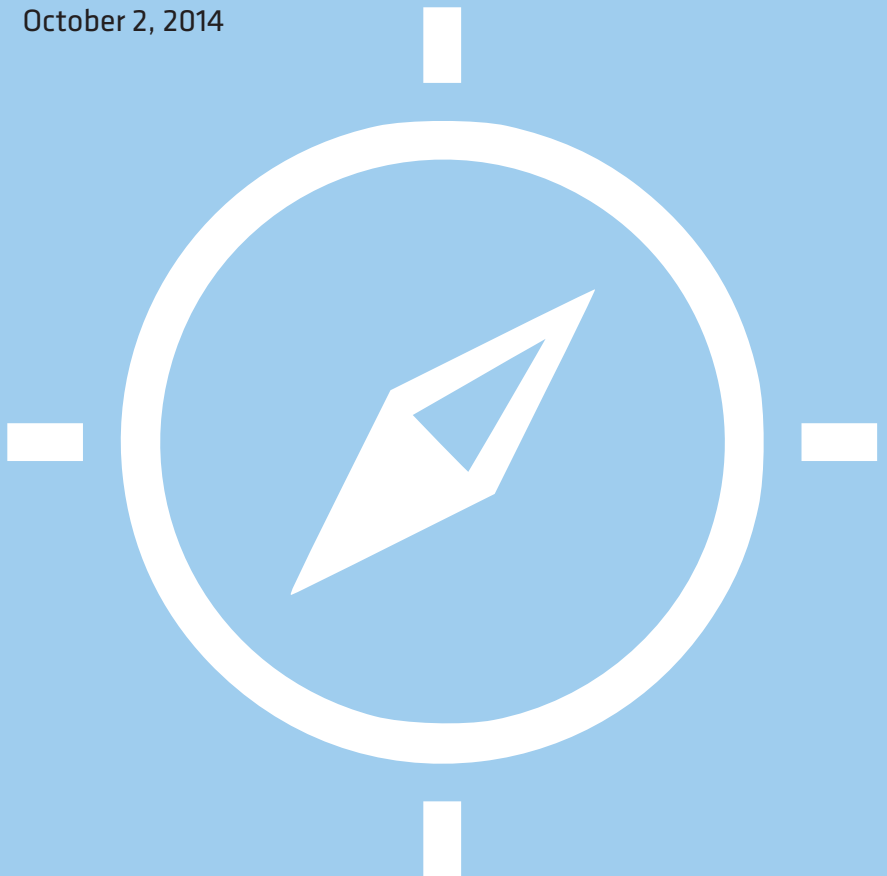




RED
ELÉCTRICA
CORPORACIÓN

Business Development POLICY

October 2, 2014





Object

Establish the principles and guidelines applicable for the identification, analysis, decision-making, implementation, management and integration of those activities or investments resulting in business development. These principles and guidelines shall lead to the fulfilment of the strategies and objectives of the Red Eléctrica Group.

Scope of application

Red Eléctrica Group.

Basic principles and guidelines

- Apply the principles of excellence adopted by the Red Eléctrica Group and incorporate and promote best practices in the management of those activities or investments resulting in business development.
- Ensure consistency of business development with the Strategic Plan of the Red Eléctrica Group, ensuring compliance with the strategic objectives.
- Promote those business development opportunities that ensure the generation of sustainable value and contribute to the growth of the Red Eléctrica Group, while maintaining capital structure at appropriate levels.
- Adopt a proactive attitude in the search, identification and analysis of different investment alternatives and opportunities.
- Prioritize the development of business in the scope of the Group's activities.
- Ensure the technical, operational, economic and financial viability of the business development opportunities in the decision-making process.
- Identify and measure the risks associated with each opportunity in accordance with the most rigorous assessments, and establish, as far as possible, mitigation measures for such risks.
- Achieve an appropriate profitability, considering the specific risk and business characteristics applicable in each case.
- Maximize the use of capabilities, knowledge and resources of the Red Eléctrica Group to generate competitive advantage and optimize development processes.
- Foster the establishment of strategic partnerships or alliances with other agents that enhance and complement the capabilities of the Red Eléctrica Group.
- Ensure compliance with applicable laws and the regulations and best practices of the Group in the business development processes.



- Promote participation in the management of new businesses, regardless of the size of the shareholding or the amount of control determined in each case.
- Establish management, control and monitoring procedures for new business development opportunities that enable expected profitability, minimising associated risks and ensuring that new businesses integrate into the culture of the Red Eléctrica Group and respect corporate values.

This s was approved by the Management Committee on October 2, 2014.