



## ABENGOA

### Mexico: 260 B\$ Investment Plan



Completing  
Transformation 

9th Annual Analyst and Investor Day

**Marcos Ramirez**

Chairman Abengoa Mexico

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Mexican Market Outlook



2

Abengoa's Positioning



3

Main Takeaways



1



## Mexican market outlook

## Business opportunities as of 260 US\$bn for Abengoa



+ 4.5 GW

10  
Cogener.  
plants

+ 60

Industr.  
Plants for  
PR

+ 10,000  
km

Gas  
pipelines



+ 42.5  
GW

CC, WP,  
SP, TE,  
..

+ 21,000  
km

PT with  
69-400 kV



Clean Water

23 US\$bn

Irrigation

7 US\$bn



Energy generation - 2026

60 US\$bn



Industrial plants - 2026

60 US\$bn



Power transmissions & Substations -  
2026

38 US\$bn



Gas and refined products pipelines,  
Gas Processing & Storage - 2018

23 US\$bn



Telecom

42 US\$bn

Railways

5 US\$bn



PPP Buildings

2 US\$bn

## Mexico's energy infrastructure requires the full involvement of companies such as Abengoa

### Large Power generation plants



- ✓ **CC Noreste** (1 GW)
- ✓ **CC Topolobampo II** (820 MW)
- ✓ **CC Empalme I y II** (1,430 MW)
- ✓ **Cogeneración** de Pemex: Salina Cruz (690 MW), Minatitlán (690 MW), Cangrejera (135 MW), Morelos (135 MW)

### Large T&D projects



- ✓ Fase 1 y 2 de LT 2nda TA y Sureste III, IV y V (1,165 km)
- ✓ LT RTA al CC Empalme (454 km)
- ✓ LT Huasteca-Monterrey (422 km)

### Gas and refined products Pipelines, Processing & Storage



- ✓ **CFE and Cenagas gas pipelines:** Submarino, Tuxpan-Tula, La Laguna-Centro
- ✓ Propane, Naphtha and NG in Trans-Isthmus pipelines project

### Public-Private partnerships available with Pemex and CFE



- ✓ Large Power generation plants (+40 GW)
- ✓ Large Power transmission lines (21,000 km)

2

## Abengoa's positioning

## Growth, differentiation and value creation through an outstanding realization in complex projects and technology leadership

### Project Developer

### Capacity in Mexico

1	Iberdrola	3,972 MW
2	Mistui	2,470 MW
3	Gas Natural	2,300 MW
✓ 4	Abengoa	2,025 MW
5	Intergen	1,225 MW

Abengoa is leader in power transmission lines and distribution projects with over 7,000 km in reference

## Strong Backlog, technological development and high quality work realization

Backlog

**2 BUSD**

Turnkey Projects and  
Conventional EPC  
Products

Pipeline

**131 BUSD**

Growth Pipeline



### Strong Project References in Mexico

1,150 employees of Abengoa companies in Mexico, within 13 subsidiaries

34 -year active participation in Mexican energy & Infras market



**Conventional energy**

9 projects / 3.9 GW (1.6 GW under development)



**Renewable energy**

5 projects / 532 MW (230 MW under development)



**Industrial plants**

11 projects with Pemex (PR, PGPB, PEP): Sistemas y Mantenimiento de los CPG de Nuevo Pemex, Ciudad Pemex, Beristain, Refineria Madero



**Power Transmissions - Substations**

6,478 km of LT from 13.8 kV until 400 kV  
4,717 MVA - 834 MVar's – 309 feeders of SE



**PPP Buildings – O&M**

Project of Centro Cultural Mexiquense Bicentenario



**Water**

Concession of Zapotillo aqueduct

**We currently have 6 assets in operation and under construction**

**Cogeneration plant ACT -  
Nuevo Pemex**

**Power Generation – 300  
MW**

**Investment: US\$ 640 Mn  
Concession: 20 years**



**North III Combined  
Cycle**

**Power Generation –  
925 MW**

**Investment: US\$ 1,550 Mn  
Concession: 25 years**

**Power Generation  
Complex of Abengoa in  
Tabasco**

**Efficient Cogeneration  
Plant A3T with 230 MW  
capacity.**

**Combined Cycle ACC4T,  
with 680 MW capacity.**

**Investment: US\$ 1,825 Mn  
Concession: 20 years**

**ABENGOA**

**Zapotillo Aqueduct  
-Water Distribution-**

**Investment: US\$ 566 Mn  
Concession: 25 years**



**Centro Cultural  
Mexiquense Bicentenario  
-Building Operation-**

**Investment: US\$ 65 Mn  
Concession: 21 years**

**A broad range of capabilities that add value to our customers**

**ABENGOA**

**Financial capacities:** long term agreements with International banks and investment capacity



**Company with International references** in its respective business areas



**Proven track record in a wide range of sectors :** development, design, Construction and operation



**Close relationships with Mexican institutions** such as Pemex, CFE, SENER and CRE



**Land rights negotiations, approval of construction and environmental licenses**



**Execution capabilities all across Mexico** with special concern for safety



**Proven development capabilities in Public-Private concession model**



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## Main takeaways

1

In the previous years, Abengoa has been performing the restructuration necessary for preparing and triumphing in the MeMo

2

Abengoa has proven the Mexican industry that it offers reliability in projects development and its investment ambitions in Mexico

3

Considering a conservative 4% market share for Abengoa in the market, the upcoming booking would reach +10 US\$bn by 2026

4

Several sectors are still under regulatory framework definition which slows down the development of projects under the new regime



# ABENGOA

Thank you

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