



ABENGOA

Water: Large Growth Global Opportunities



Completing
Transformation →

9th Annual Analyst and Investor Day

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Abengoa Water CEO

New York City & London, April 7 & 9, 2015

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1

The water market



2

Abengoa's value propositions



3

Main Takeaways



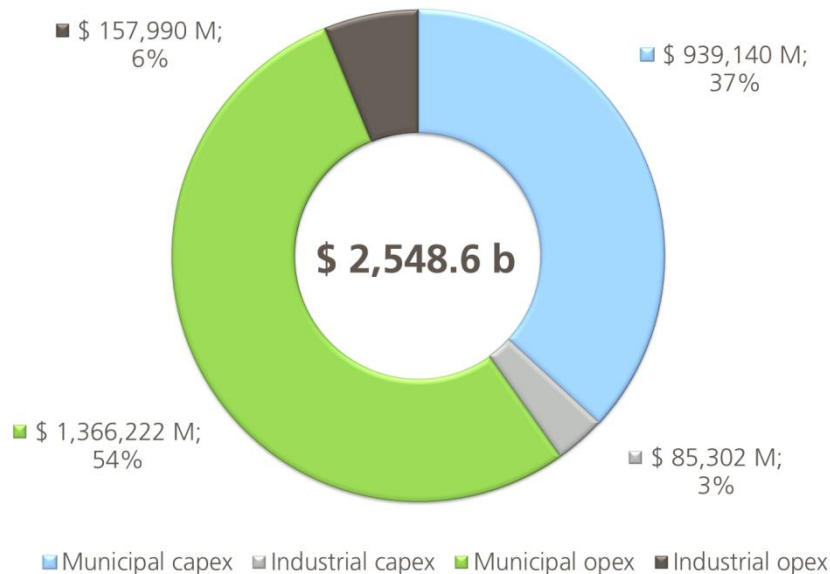
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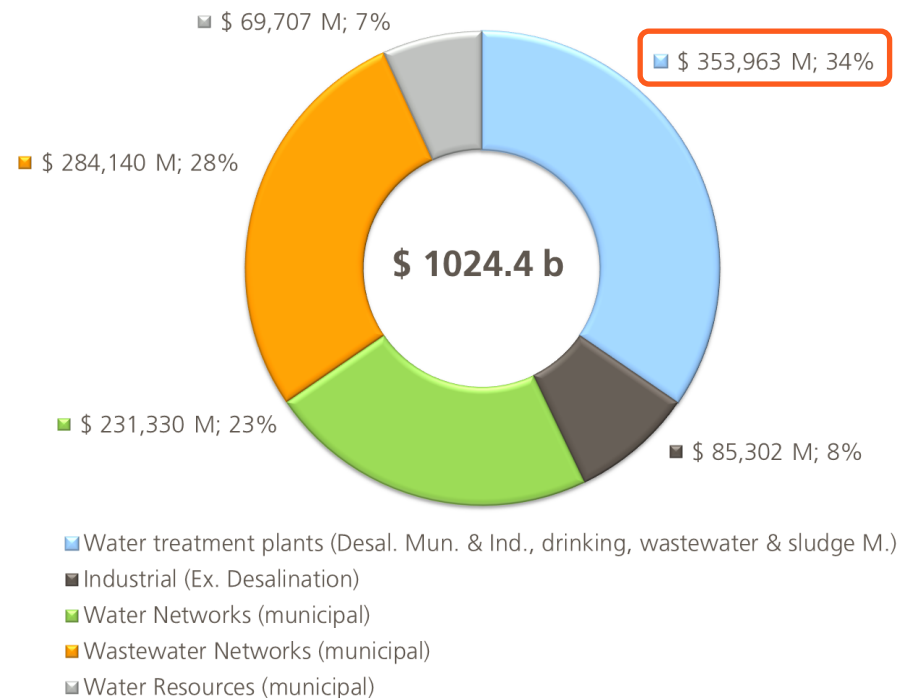
The Water Market

The water market (2015-2018)

Cumulative global water market
(2015-2018)

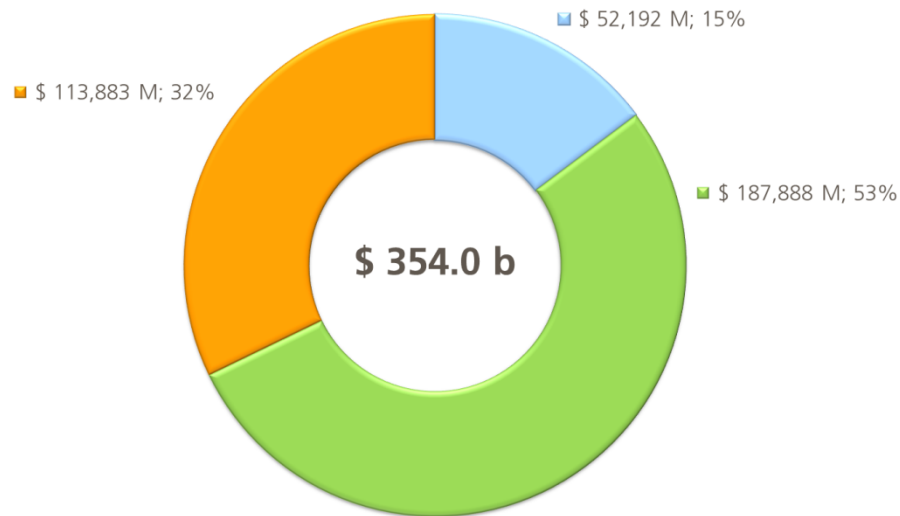


Cumulative CAPEX water market
(2015-2018)



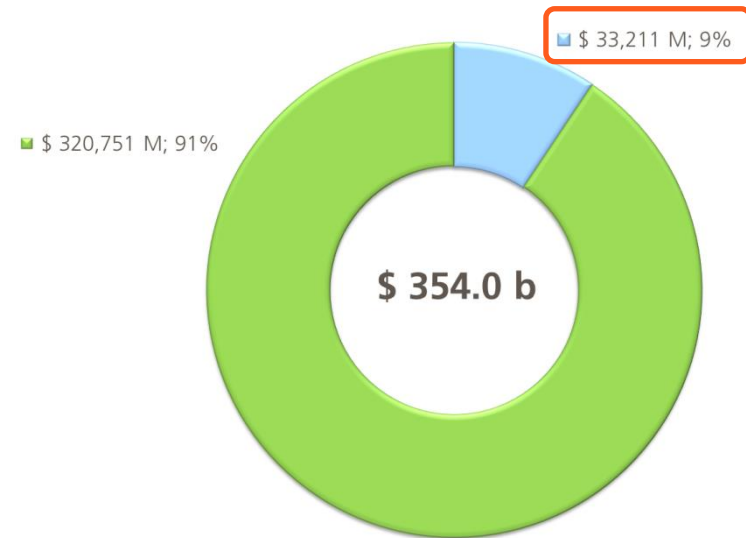
The water market (2015-2018)

Cumulative water treatment facilities
CAPEX market
(2015-2018)



■ Desalination (municipal + industrial) ■ Wastewater Treatment Plants & sludge M.
■ Water Treatment Plants

Cumulative water treatment facilities
CAPEX market
(2015-2018)



■ BOT & IWP forecast ■ EPC & DBO forecast

Global water challenges

Increasing water scarcity problems

- Increasing water demand
- Uneven population distribution
- Climate change
- Rapidly growing cities



Increasing water quality problems

- The use of pesticides, fertilizers and chemicals in agriculture
- Over exploitation of underground water
- Emerging pollutants



2

Abengoa's value propositions

Abengoa in the water market

Abengoa in the water market is a technology-driven, global water company that provides integral solutions for municipal and industrial clients.

- Abengoa develops **integral solutions** through combining its capacity for project finance, design, build and operation & maintenance.
- Abengoa offers **turnkey projects** leveraging its know-how, experience, and technology
- Abengoa provides **services of operation & maintenance** for municipal & industrial clients

R & D

Development

Finance

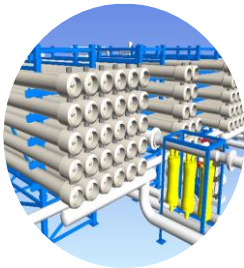
Design

Procurement

Construction

O & M

Technical
Consulting



Abengoa's markets



Municipal water



Desalination



Water treatment



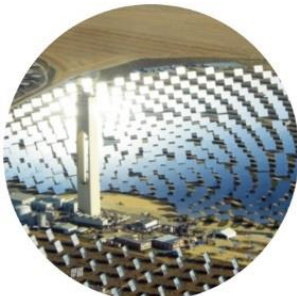
Wastewater treatment



Reuse



Industrial water



Power



Refining



Mining



Oil & gas

Abengoa's solutions



Municipal
water

Desalination

Water treatment

Wastewater treatment

Water reuse

Others municipal (disinfection...)



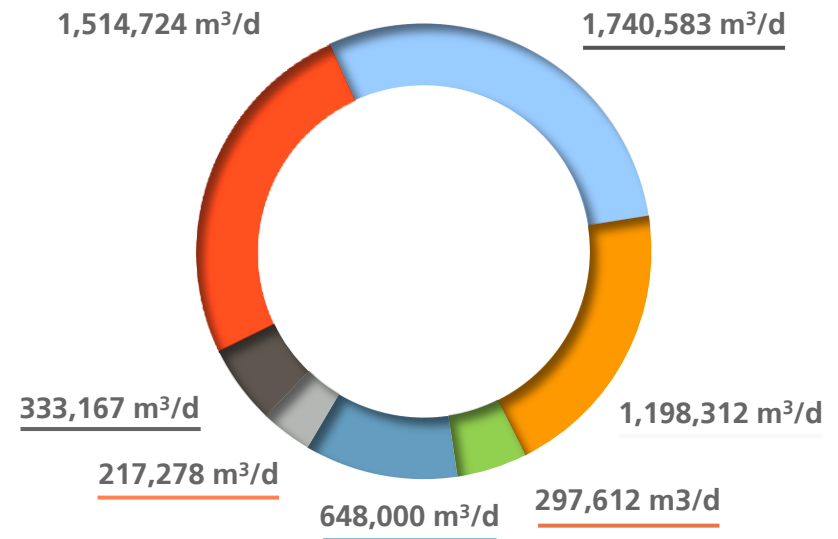
Industrial
water

Process water

Wastewater treatment

BOT/PPP model

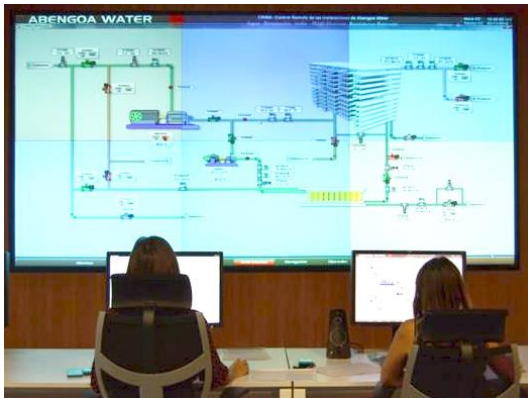
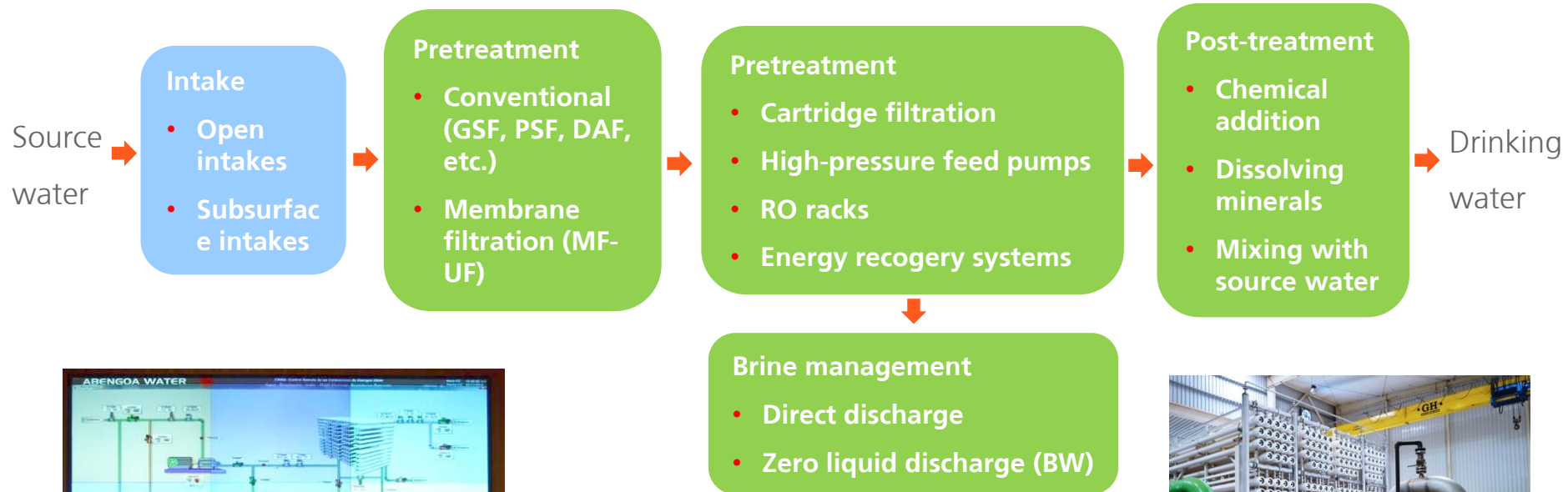
Capacity



Total: 4,947,040 m³/d

Technology & innovation

Desalination



Abengoa's water infrastructures control room

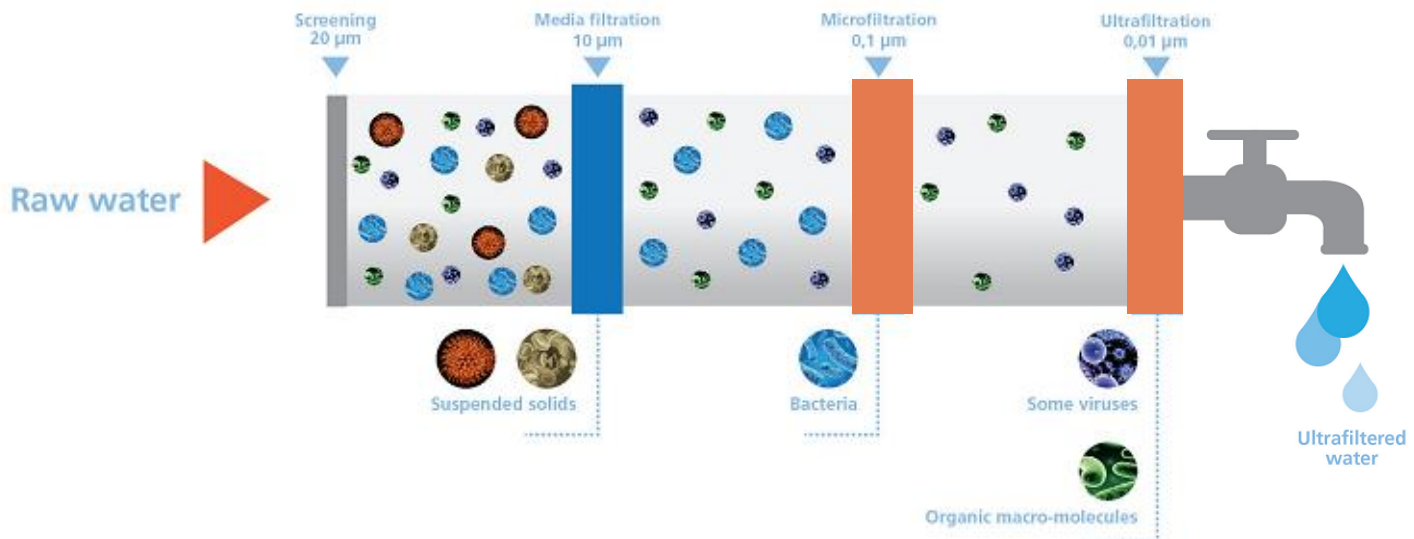
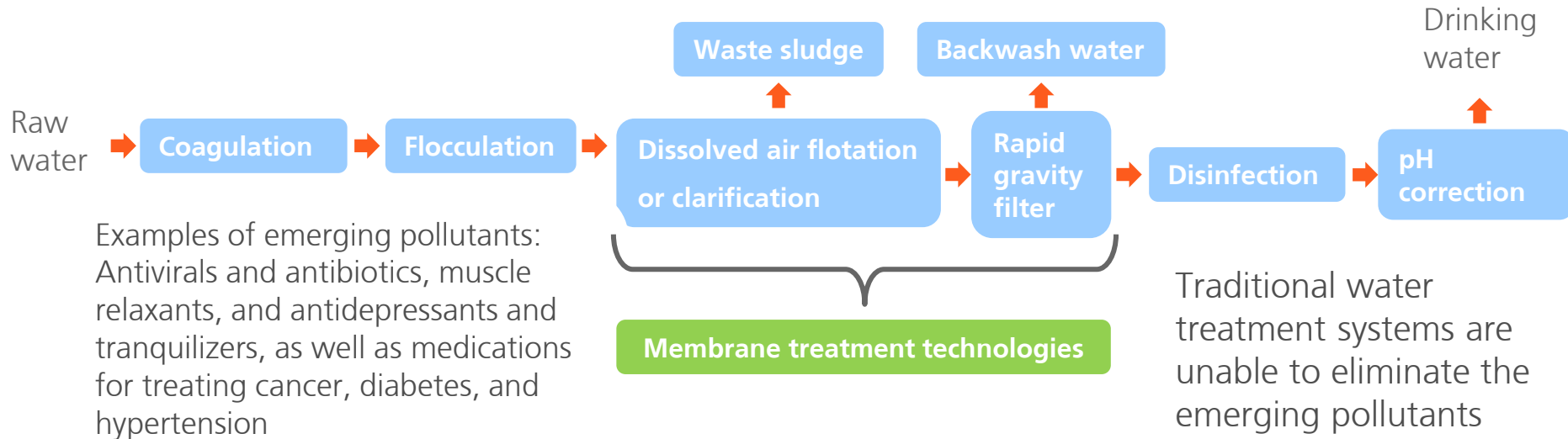


UF membrane racks in Qindao desalination plant

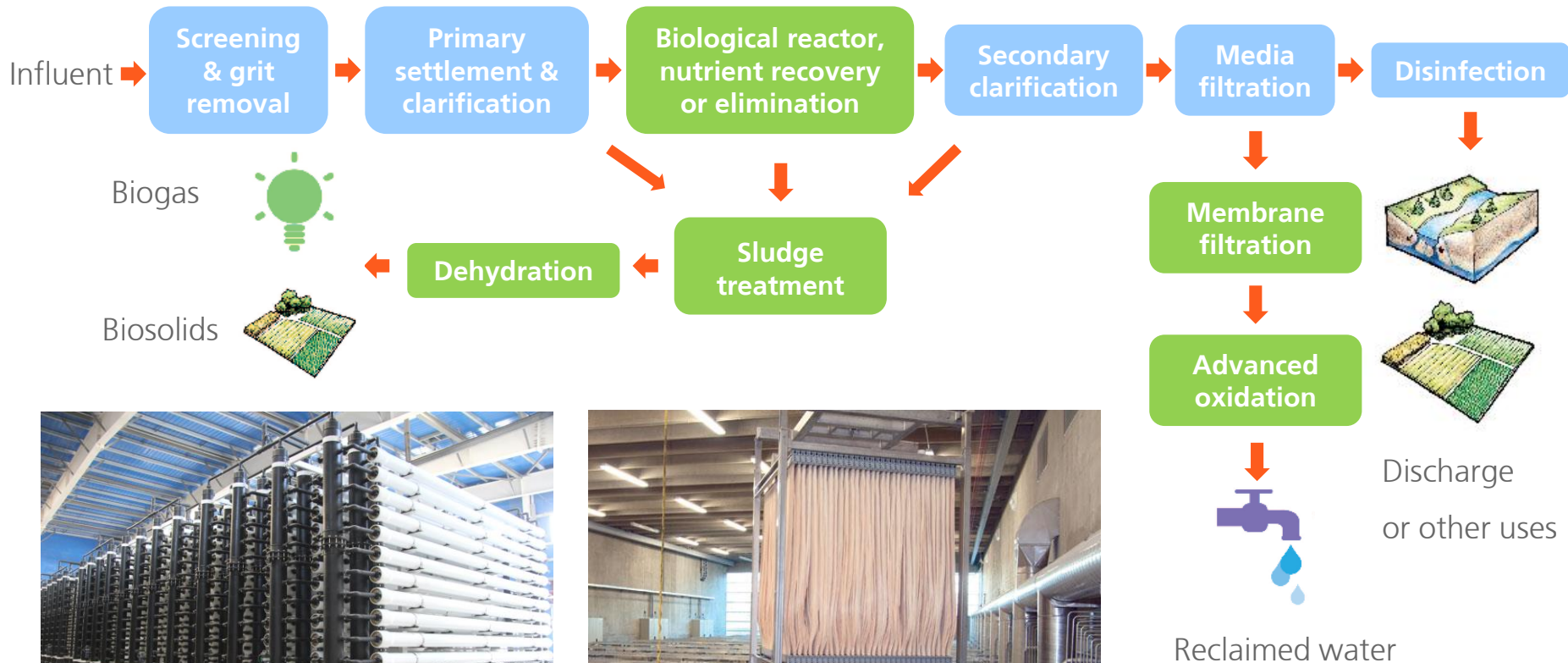


Ghana desalination plant

Water treatment for drinking water



Wastewater treatment & reuse



Qinghe tertiary treatment plant



Worker installing hollow fiber membranes in MBR

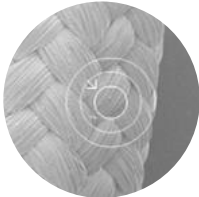
R&D+i programs

Abengoa Water develops its own R&D+i plan which is based on 3 main programs:



Desalination

To produce alternative water resources at a competitive price



Membranes

To develop solutions and proprietary technology for advanced filtration



Water treatment & reuse

To develop solutions for wastewater treatment allowing its reuse



Pilot plant for study of selective precipitation



Multimembrane demonstration plant

3

Main Takeaways

- 1 Abengoa offers integral solutions for both municipal and industrial clients providing technology and high value services
- 2 In Abengoa we believe in R&D+i as a key element to differentiate ourselves and remain competitive
- 3 We also believe that the BOT/PPP model offers an alternative to traditional EPC model for solving water challenges
- 4 Abengoa will keep on working to solve water scarcity and water quality problems, contributing to the development of local communities in which it operates, with a pipeline of more than \$ 3.1 billion in BOT/PPP projects and \$ 16.6 billion in EPC projects





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Thank you

April 7 & 9, 2015