Innovative solutions for sustainability

### **Investors Relations 2009**





With biomass ... we produce ecological biofuels and animal feed



With the sun ... we produce

photovoltaic electric energy

thermoelectric and

With waste ... we produce new materials through recycling, and we treat and desalinate water



With information technologies ... we manage business and operational processes in a secure and efficient way



and operate conventional and renewable energy power plants, power transmission systems and



With the development of social and cultural policies ... we contribute to economic progress, social equity and the nservation of the environment in inities where Abengoa is present



industrial infrastructures

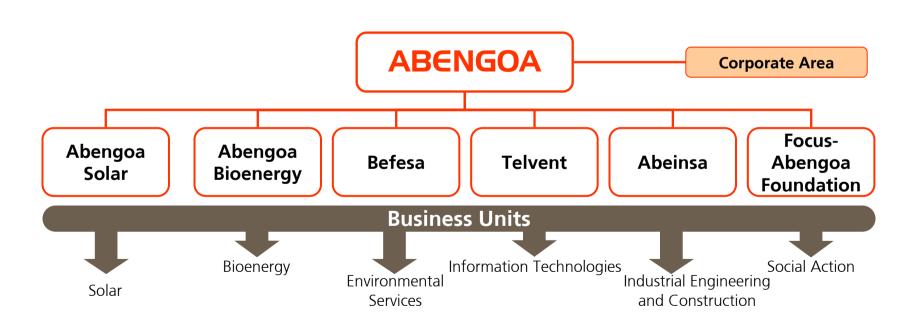
- This presentation contains forward-looking statements and information relating to Abengoa that are based on the beliefs of its management as well as assumptions made and information currently available to Abengoa.
- Such statements reflect the current views of Abengoa with respect to future events and are subject to risks, uncertainties and assumptions.
- Many factors could cause the actual results, performance or achievements of Abengoa to be materially different from any future results, performance or achievements that may be expressed or implied by such forward-looking statements, including, among others, changes in general economic, political, governmental and business conditions globally and in the countries in which Abengoa does business, changes in interest rates, changes in inflation rates, changes in prices, changes in business strategy and various other factors.
- Should one or more of these risks or uncertainties materialize, or should underlying assumptions prove incorrect, actual results may vary materially from those described herein as anticipated, believed, estimated, expected or targeted.
- Abengoa does not intend, and does not assume any obligations, to update these forward-looking statements.

- 1 About Abengoa
  - Solar
  - Bioenergy
  - **Environmental Services**
  - Information Technologies
  - Industrial Engineering and Construction
- 2 Update on key projects and management
- 3 Annex: 1H '09 results

# **About Abengoa**



Abengoa is a technology company that applies innovative solutions for sustainability in the infrastructure, environmental and energy sectors.



# About Abengoa Our Businesses

#### **ABENGOA SOLAR**

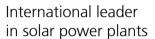
#### **ABENGOA BIOENERGY**

#### **BEFESA**

#### **TELVENT**

#### **ABEINSA**







Only bioethanol producer on the three key geographies

34.3%



International leader on industrial waste treatment, as well as in the water management field



International leader in IT for the energy, traffic, transport and environmental sectors

8.4%



Leader in Spain an Latin America in engineering and construction projects and transmission concessions

29.3%

		Sales 2008* (M€)						
65.0	830.1	873.4	696.9	1303.8				
1.7%	22.0%	23.2%	18.5%	34.6%				
	Ebitda 2008* (M€) 202.5							
9.2	90.7	157.8	81.0	(includes internal eliminations for 33.8 M€)				
1.7%	16.7%	29.1%	15.0%	37.4%				
	Opera	ating Cash Flow 2008*	(M€)					
40.6	111.6	157.8	81.0	236.3				
6.5%	17.8%	25.1%	12.9%	37.7%				
	Tangible 8	& Intangible Assets 1H	′09* (M€)					
855	1,983	766	485	1,698				

13.2%

14.8%

<sup>\*</sup> These figures show Telvent as a continuing activity

We have a balanced a portfolio of business, and the markets in which we operate, associated with sustainability, will continue to grow in most geographical locations

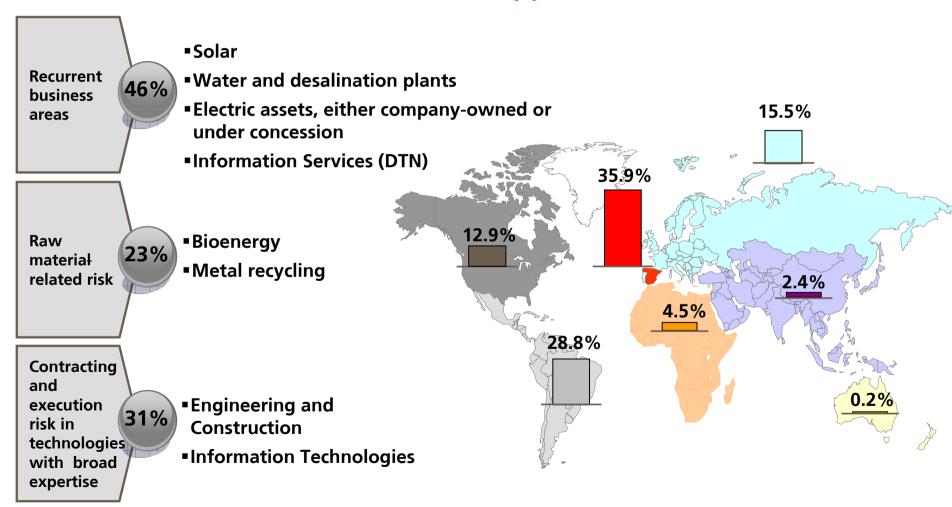
#### **Future Options** Growth **Cash-Flow Generation** Solar (new technologies) Bioenergy (2<sup>nd</sup> generation) Solar Hydrogen Bioenergy (1st generation) Engineering and construction **Emission management** Water Transmission lines Energy efficiency Environmental services in new Environmental services (zinc, New renewable energies geographical areas aluminum and salt recycling) Information technologies in new Information technologies geographies and verticals

#### We seek to:

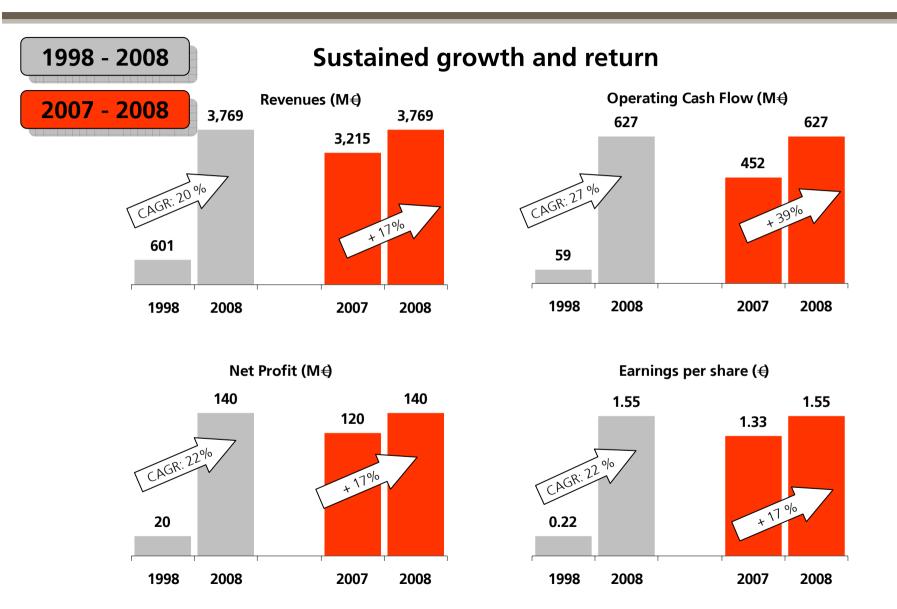
- Create three leaders in business areas associated with sustainability:
  - Abengoa Solar and Abengoa Bioenergy in renewable energies
  - Befesa in recycling and water
  - Transmission concessions

- Develop two critical providers in the area of sustainability:
  - Abeinsa in energy infrastructure
  - Telvent in IT (Information Technologies) and IS (Information Services)

Abengoa combines business areas and geographies with a low degree of correlation risk, which enables us to maintain a low volatility profile







### Order book covers 19 months of sales in contracting activities

Business Units	Portfolio Sep. 2009	% over Dec.08	
Industrial Engineering & Construction (*)	4.083	+ 30%	21 months
Environmental Services (**)	399	- 26%	14 months
Information Technologies	1.068	+ 81%	17 months
Total contracting portfolio (ex pipeline)	5.550	+ 30%	19 months

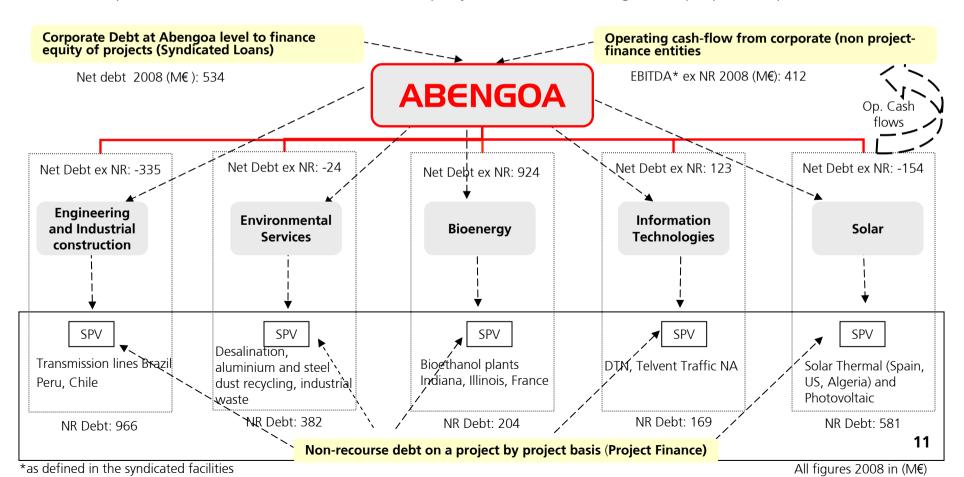
<sup>(\*)</sup> Contracting activities. 30-years concessional activity in Transmission lines is not included.

Sales in concession backlog for non recourse activities represents 20.866 M€ in 24 years of average life.

<sup>(\*\*)</sup> Concessional activities are not included. Environmental Services figure reflects Befesa Agua execution.

### Current financing model has served to finance growth in an ordered manner.

- Use of two sources of financing to ensure availability of sufficient funds to meet financial commitments:
  - Non-recourse debt (NR): used to finance significant investments. Capex commitments are subject to availability of long-term funding.
  - Corporate debt (ex NR): to finance the company's investments and general purpose requirements.



### Cash and debt distribution per division (2008)











(M€)	Solar	Bio	Env. Serv.	Inf. Techn.	Eng. Constr.	Total
Gross corporate debt*	109	1.348	160	236	751	2.604
Gross non-recourse debt (NR)	581	204	382	169	966	2.302
Cash and cash equivalents**	263	424	184	113	1.086	2.070
Total net debt	427	1.128	358	292	631	2.836
Total net debt ex NR	-154	924	-24	123	-335	534

<sup>\*</sup>Gross corporate debt adjusted by other liabilities with financial cost

<sup>\*\*</sup> Cash and cash equivalents adjusted by restricted cash

### **Long Term Corporate Debt**

- 200 M€ senior unsecured convertible notes due in 2014 issued by Abengoa SA
- Abengoa SA credit facilities:
  - 3 X 600 M€ syndicated facilities due in 2011 and 2012
  - 150 M€ bilateral loan with ICO (Spanish Agency, guaranteed by the Kingdom of Spain) due in 2013-2017 (straight amortization) to finance foreign investment programs
  - 109 M€ bilateral loan with European Investment Bank due on 2014 to finance R&D&I
  - 176 M€ bilateral credit facilities
- Abengoa can comfortably manage its Capex Plan keeping its net debt ex NR/<sub>Ebitda ex NR</sub> below 3x:

#### Covenant: Net Debt ex NR / EBITDA ex NR\* (only financial covenant in Corporate facilities)

Figures in M€	1H07	2007	1H08 (LTM)	2008	1H09 (LTM)	2009 (E)	2010 (E)
Net Debt ex NR	260	354	964	534	1,144		
EBITDA ex NR	244	303	412	412	493		
Covenant	3,50x	3,50x	3,25x	3,25x	3,00x	3,00x	3,00x
Actual	1,06x	1,17x	2,34x	1,30x	2,32	1,50-2,00x	In line with past years

<sup>\*</sup>as defined in the syndicated credit facilities

Equity value of NR activities of 1.8 bn€ well exceeds the 1.1 bn€ figures of corporate Net Debt



### **Long Term Corporate Debt: Other Financial Ratios**

#### Total Net Debt to Ebitda:

Figures in M€	2008	LTM 2009
Net Debt	2.836	3.761
Ebitda	541	578
Covenant	5,24	6,51
Preoperational Net Debt (*)	-1.481	-1.923
Net debt adjusted for preoperational net debt	1.355	1.838
Ebitda adjusted for margin on work done for fixed assets (**)	627	714
Covenant adjusted	2,16	2,57

#### Interest cover:

	2007	2008 1H 0	8- 1H 09
Ebitda ex NR / Net Interest Expense (ex Preoperational Debt) ex NR	4,3	5,7	7,0

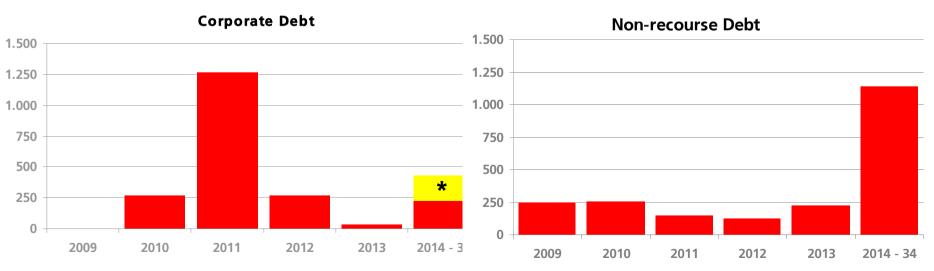
<sup>\*</sup> Total net debt drawn related to projects under construction

<sup>14</sup> 

#### **Amortization Calendar**

- No refinancing risk exists for 77% of Total Net Debt (NR Debt)
- Adequate repayment profile:
  - Repayment instalments follow project cash-flow generation profile.
  - Flexible repayment mechanisms (minimum and target amortisation, cash sweep...)
- Minimum risk in expected cash-flows:
  - Projects developed under a concession scheme or fixed-tariff take-or-pay agreement
  - Allows for higher levels while keeping strong credit profile.

### **Expected Amortization Calendar:**



\*200 M€ convertible bond

Maturities Include bridge loans for transmission lines in Brasil (long-term with BNDES): 135 M€ in 2009 and 125 M€ in 2010

#### **Financial Priorities for 2H09-1H10:**

- Convertible bond issue √:
  - Proven success to access capital markets avoids relying solely on bank debt
- Ongoing discussions regarding extension of bank debt maturity 2011.
  - No significant refinancing needs until 2011
- Protect liquidity:
  - Reduce to minimum non-committed/non-funded capex
  - Cost reduction plan in place (general expenses, etc.)
  - Analyze potential partial divestments (Telvent) and partnerships
- Seek growth without new capital: partnership in Brazil (Eletrobras), Mexico (Pemex GE)
- Profit from our leading market position to continue raising non-recourse Debt in a selective manner:
  - Transmission in Brazil
  - Solar in Spain
- Preferential access to institutional non-recourse debt: BNDES Brazil, Banobras Mexico, DoE US and local public banks in Algeria, India and China).

# **About Abengoa**



Solar

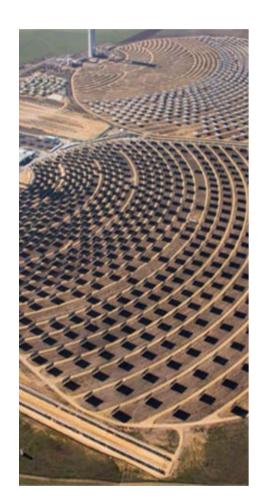


### **ABENGOA SOLAR**

With the sun ... we produce thermoelectric and photovoltaic electric energy

Leaders in solar energy, with a plan for developing thousands of megawatts of clean energy in the coming years

- The world's largest plant under development, located in the U.S. (Solana, 280 MW).
- The largest solar platform under construction (300 MW) in Spain.
- The world's first and second commercial Concentrating Solar Power (CSP) tower in operations (PS10, 11 MW and PS20, 20MW).
- Construction in Algeria of the world's first hybrid technology plant (ISCC, 150 MW).
- Multi-technology development strategy (CSP: tower and parabolic trough, and photovoltaics: conventional silicon, Thin Film, CPV).
- Leaders in R&D, participating in several projects with the US DoE, and with European Union and Spanish programs



### Backup - Glossary of technologies -

### **CSP** - Trough



**Operating principle:** Parabolic troughs are used to track the sun and concentrate sunlight on to the thermally efficient receiver tubes placed in the trough focal line. In these tubes, a thermal transfer fluid is circulated, such as synthetic thermal oil. This oil is then pumped through a series of heat exchangers to produce steam. The steam is converted to electrical energy in a conventional steam turbine generator.

#### **Characteristics:**

- The most mature solar technology
- Energy could be stored (molten salt)

**CSP - Tower** 



**Operating principle:** A circular array of heliostats (2 axis tracking mirror) is used to concentrate sunlight to a central receiver mounted on the top of a tower. A heat transfer medium in this receiver absorbs the highly concentrated radiation and coverts it into thermal energy to be used by a turbine.

#### **Characteristics:**

- High temperatures → High yields
- High temperature tower under development will lead to best efficiency and costs

### **Hybrid (ISCC)**

### **Integrated Solar Combined Cycle**



### Backup - Glossary of technologies -

**Operating principle:** An integrated plant consists of a conventional combined cycle, a solar collector field, and a solar steam generator.

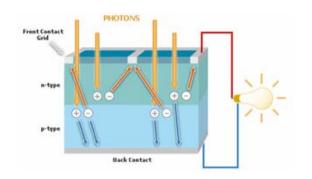
During sunny periods, feedwater is converted to saturated steam in the solar steam generator. The increased steam flow-rate provides an increased in the output of the steam cycle.

#### **Characteristics:**

- Solar energy can be converted to electric energy at a higher efficiency.
- An integrated plant does not suffer the thermal inefficiencies associated with the daily startup and shutdown of the steam turbine.

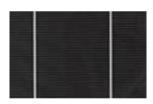
#### **Photovoltaic**

### Backup - Glossary of technologies -



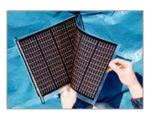
**Operation principle:** When certain materials, called semiconductors, are exposed to solar rays, electrons from the valence band are excited to the conduction band. The physical structure of the semiconductor creates an electric field which sets the electrons path, thus generating direct electric current.

### **Types**



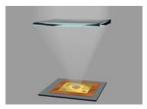
#### Silicon

- Medium efficiency
- Medium cost



#### Thin Film

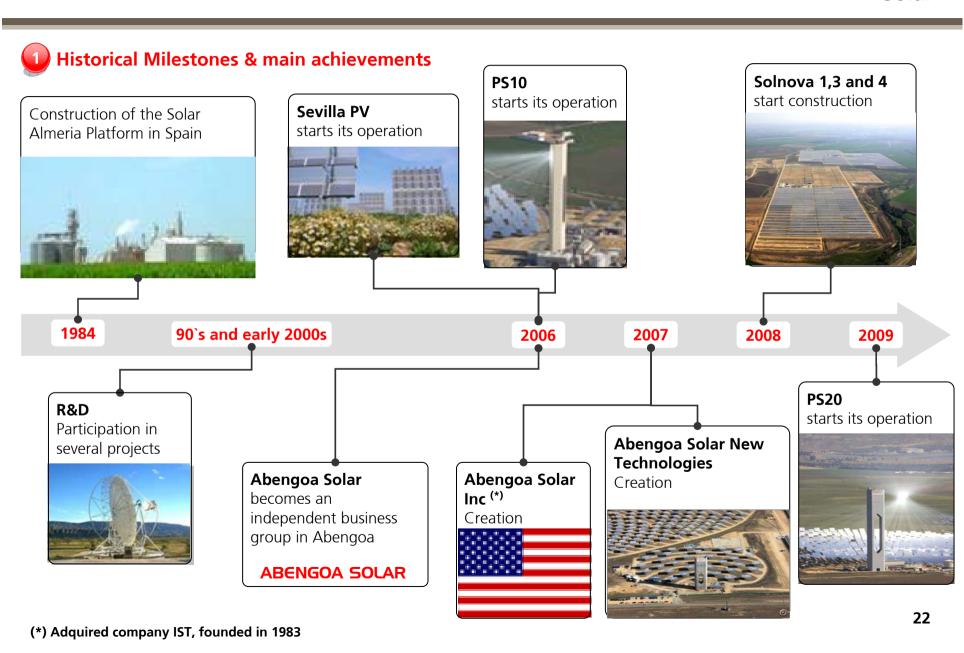
- Low efficiency
- Low cost



#### Concentration

- High efficiency
- High cost

## **About Abengoa**Solar



### Geographical footprint





### **Regulatory framework**

### **Key considerations**

- Many countries consider solar as one of the technologies with greatest potential for the future and therefore have built regulatory models to promote solar
- So far the European model (Feed in tariff) has proven to be more effective





### **Regulatory models**



#### PPA + RPS + Incentives

- Power Purchase Agreement (PPA) has to be signed with local utility
- Renewable Standard Porfolio (RPS): Obligation on electricity supply companies to produce a specified fraction of their electricity from renewable energy sources with solar carve outs in some cases
- **Government incentives:** Tax Credit + Grants + Loan guarantee





#### Feed in tariff

• Utilities obliged to purchase the electricity coming from solar at any time and at a certain tariff or premium over the pool price







'Ad hoc" projects

• Tenders, specific grants, etc.

Algeria, Egypt, Abu

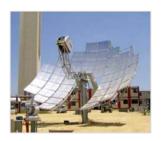




**Integrated along the value chain**, from R&D to Development, including manufacturing of some key proprietary technologies, providing an important differentiation factor against competition



**Unique multi-technology approach**, both CSP and PV, applying the best technology for each situation considered



**Leading Research and Development efforts**, to develop own technologies thanks to a distinctive team of internationally recognized experts, in collaboration with top research institutions and technology sponsors (NREL, DoE, Spain Ciemat, DLR, ...). Funds awarded by DoE, EU and Spanish gov.



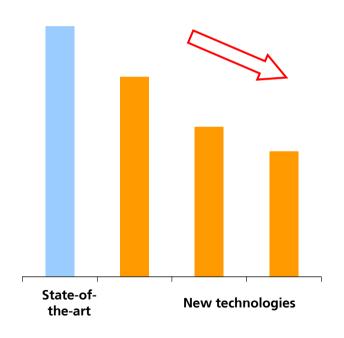
**Global presence**, with dedicated development teams covering all relevant geographies

# **About Abengoa**Solar



**Key competitive advantages** 

We can reduce cost dramatically trough R&D investment...





## **5** Strategic goals



#### **Core Business**



### Growth



### **Future options**

- Operate existing plants:
  - CSP: PS10 & PS20
  - PV: 5 plants
- Complete construction of 150 MW in trough technology in Spain (already financed)
- Finalize ISCC projects in North Africa (150 MW, 470 MW)

- Build and operate several new plants (trough, tower and PV) in Spain
- Build Solana (280 MW) in Arizona. Applied for FLG
- Further development in US (CSP & PV)
- Secure first international projects

- Develop potential future markets:
  - North Africa / Middle East
  - Asia/Australia
  - Southern Europe
- Desertec: founding member

- Leverage and improve existing technologies:
  - Saturated steam towers
  - Oil trough
  - Structures and trackers

- Test superheated towers
- Develop new storage systems
- Test new fluids for trough

- Develop 3G CSP technologies
- Develop certain PV technologies



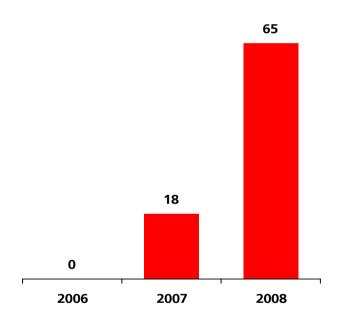
6 Key figures (current development, as of July 2009)

		MW Early	MW Land & Connection	MW Key permits	MW Construction	MW Operation	MW Total	
	■ Spain	n.d.	200	400	150	31	781	
CSP	• US	n.d.	-	280	-		280	
	<ul> <li>International</li> </ul>	n.d.	-	-	150	_	150	
	Spain	n.d.	20	17		12	49	
2				1 /		۱Z		
	<ul><li>International</li></ul>	n.d.	10		-		10	

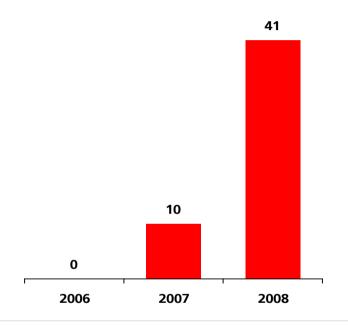
1.270 n.d.: not disclosed







### Operating Cash Flow (M€)



#### **Operational magnitudes**

- 43 MWs in operation in CSP and PV plants
- 300 MW Solar Complex under construction in Spain
- Thousand of MWs in development, mainly in Spain and the US
- 6.615 tons of CO<sub>2</sub> saved each year
- Over 340 employees in 8 offices

# **About Abengoa**



Bioenergy



### **ABENGOA BIOENERGY**

With biomass ... we produce ecological biofuels and animal feed

## Leaders in the development of second-generation technologies for obtaining bioethanol from biomass

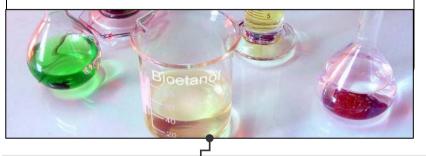
- A global leader, and the only bioethanol producer with a presence in the three key geographical locations: U.S., Europe and Brazil.
- Capacity totaling almost 1,700 Ml of bioethanol under operation using diverse raw materials.
- 1,150 ML under construction in Europe and the U.S.
- Cogenerations in European plants for exporting over 320 GWh in 2008.
- Two x70 MW cogenerations under construction at the Brazilian plants.
- An ambitious research program: with research grants from the DoE (87.5 M€) and the European Union (33.5 M€).





#### **Historical Milestones & main achievements**

- Abengoa identifies the need for a renewable alternative for transport sector energy needs
- Construction of the two largest facilities in Europe
- Acquisition of High Plains Corporation in the U.S.



 Joint venture with Cepsa (Total) for ETBE facility and 200 kt/year biodiesel plant

Start upSalamanca Plant. 200
 Ml/year (53 Mgal / year)

- Expansion of plants (York, Colwich, Portales and Galicia)
- More than 265 MI (70 Mgal) of ethanol exports to Europe
- R&D award by the U.S. DOE (2,2 MUSD + 35,5 MUSD)
- R&D award by the European Commission (4.5 M€)



1995- 2001

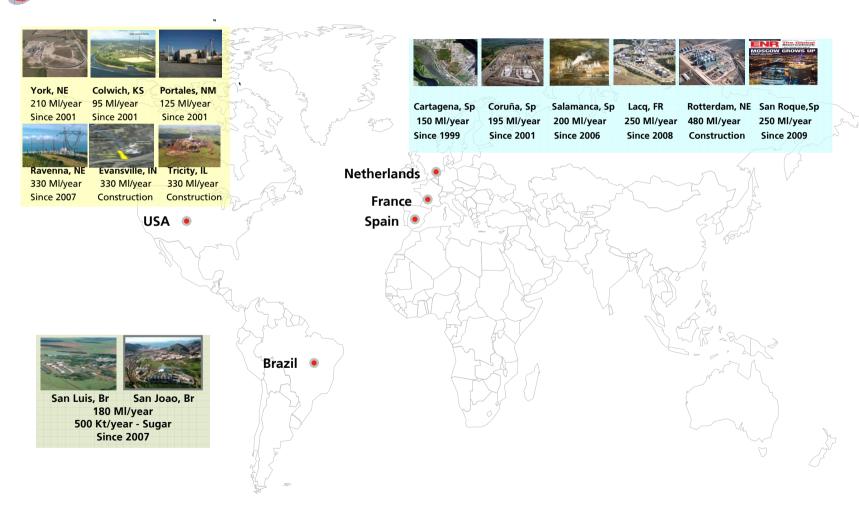
2002- 2006

2007- 2008

- Acquisition Dedini Agro
- 76 MUSD award from DOE for a ethanol commercial facility from lignocellulosic biomass
- Start wRavenna Plant 330 Ml/year
- 31,2 M€ award from Spanish Ministry of Industry to design and develop new ethanol production technologies
- Start construction of : Netherland, Indiana, Illinois and San Roque
- Prince Philip Award for Business Excellence in the category of Renewable Energies and Energy Efficiency
- York pilot plant reception and first ethanol production from biomass

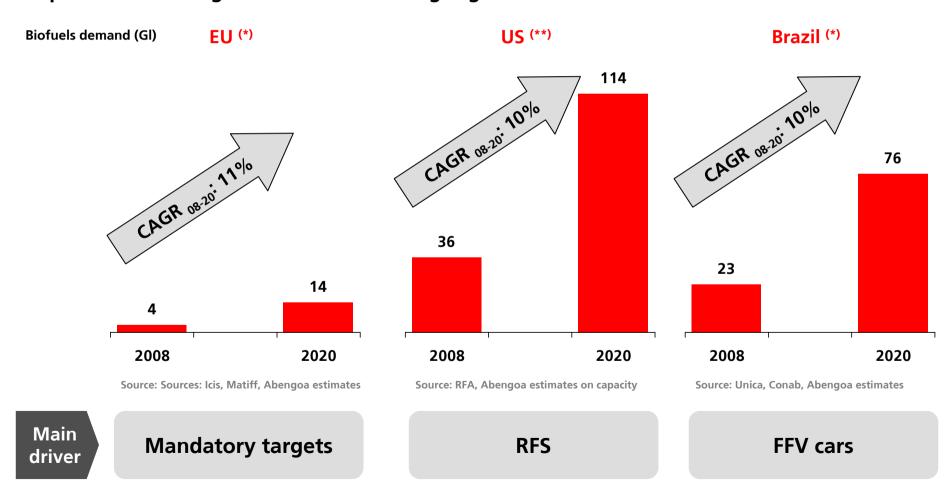


### 2 Geographical footprint





### **Expected demand growth due to existing regulation**





2008 2010 2011 (2014?) Partial tax break (2008 - 2010). Segregation not clearly defined Denatured ethanol allowed

#### Sweden

Total tax break 500 €/m3 Jan. 04 – Dec. 2010. e5 massive introduction

#### **Netherlands**

Total tax break 500 €/m3 Jan. 04 – Dec. 2010. e5 massive introduction Denatured ethanol allowed

#### **Poland**

**Total tax break (yearly revised)** 410 €/m3 until 2010. Draft law pending on final approval by EU

#### Spain

5%

370€/m3 detax (yearly revised). New OM: 2008 1,9% e.c. indicative, 3,4% by 2009 & 5,83% by 2010 mandated. Segregated 5,75%



10% ec - 7% 1G, 3% 2G

### Italy

**Mandatory Targets:** 



Mandatory target of 1% ec by 2006, plus an addittional 1% each year up to 2010

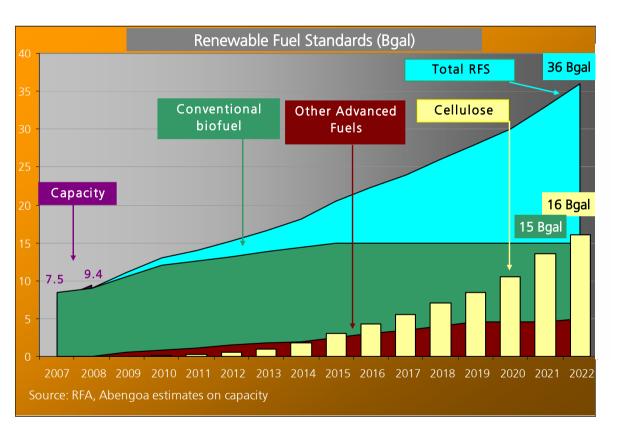
### Germany

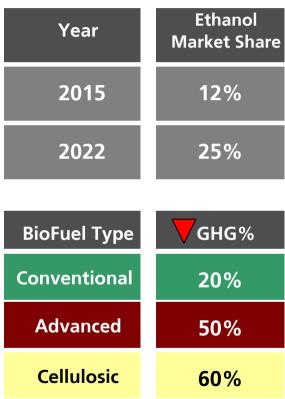
**Mandatory Targets:** 



1,2% ec mandatory by 2007 increasing 0,8% yearly until 2010. Segregation. No tax break. 35

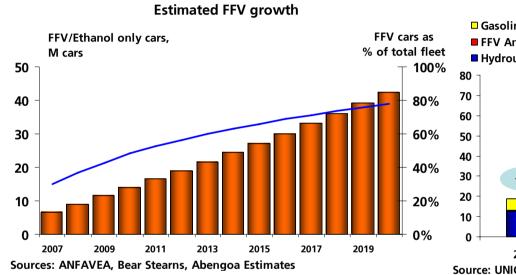
### **3** Market overview (USA)

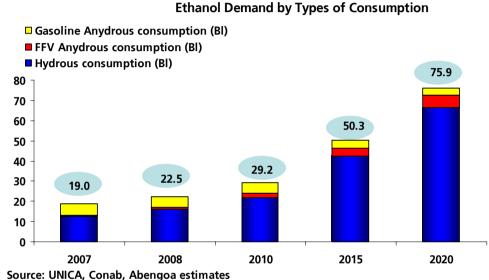




Mandate ensures demand would be sufficient to offset ethanol capacity expansion in years to come, increasing ethanol prices







Assumptions:
3% annual new car growth through 2020
85% FFV as % of new cars
2% retirement rate

FFV using ethanol 65% of time (25% gasohol) 200 liter a month/ a car ethanol consumption 140 liter a month/ a car gasohol consumption Gasoline cars using 100% gasohol 25% ethanol in gasohol

14% CAGR of FFV cars from 2007-2020 will make ethanol demand jump 2.6x by 2015, 4x by 2020!





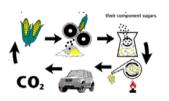
The only bioethanol producer with a **presence in the three key geographical locations**: U.S., Europe and Brazil.



An ambitious **research program to develop 2G bioethanol** with research grants from the DoE (87.5 M€) and the European Union (33.5 M€).

2G Eth

Leader in second generation bioethanol



Life cycle analysis advantage: cogen, R&D



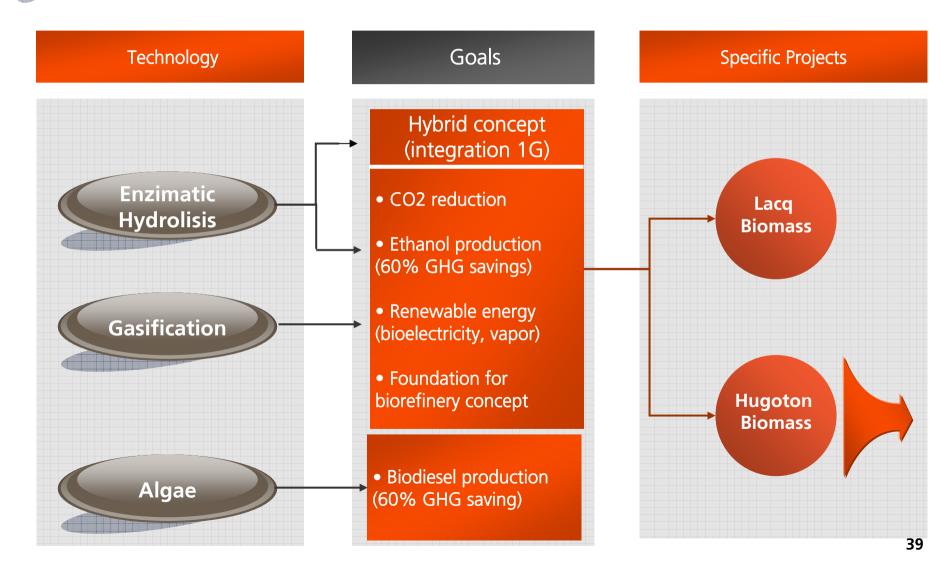
**Track record in Europe as a pioneer:** recognized technology and solid relationships, LT contracts



Fundamental analysis and industrial knowledge for selection of assets



**Key competitive advantages (R&D projects deployment)** 



### About Abengoa Bioenergy

# **ABENGOA**



**Key competitive advantages (R&D projects deployment)** 

### **Leading 2nd generation**



### **Biomass Plant Hugoton (KS, US)**

- Capacity: 16 Mgal/year biomass, cogeneration 75MW
- Raw material: Corn Stover, Wheat Straw, Switch Grass
- Technology: Enzymatic Hydrolysis (glucose & xylose)
- Objective : Production at a gasoline competitive cost
- Start upOperations: 2012 estimated

### Biomass Demonstration Plant in BCL (Salamanca, Spain)





- Capacity: 1.3 Mgal/year
- Raw material: Wheat and Barley Straw
- Technology: Enzymatic Hydrolysis (glucose)
- Objective : Demonstrate biomass to ethanol process technology at commercial scale
- Start up Operations: 2008

### Biomass Pilot Plant in York (NE, US)



- Capacity: 0.02 Mgal/year
- Raw material : Corn stover
- Technology: Enzymatic Hydrolysis (glucose & xylose)
- Objective : Competitive process with grain ethanol
- Start up Oper. : 2007

# **5** Strategic goals



#### **Core Business**

- First generation assets in
- Develop sustainable raw material procurement strategy

**Europe, US and Brazil** 

### H2

#### Growth

- Deployment of hybrid biomass concept (Hughoton plant)
- Deployment of biobased chemical products

No further investments in 1G ethanol

### Н3

### **Future options**

- Deployment stand alone biomass concept
- Deployment of biomass concept through third parties assets
- Vertically integrated consulting services to third parties
- Licensing biomass technology and biobased chemical products concept design to third parties

- Hybrid biomass concept design on EH and G&C
- Biobased chemical products concept design
- Refined hybrid biomass concept design on EH and G&C
- Refined biobased chemical products design
- Solar & Hydrogen biomass ethanol integration

### Backup - 1G and 2G -

### **Cereal Crops**

	Starch		
Grain	Cellulosics		
	Feed		
Ctorrow / Ctrorr	Cellulosics		
Stover / Straw	Fiber		

### **Sugar Crops**

Sugar	Sugar		
	Cellulosics		
Dagassa	Cellulosics		
Bagasse	Fiber		

### **Energy Crops**

	Cellulosics
Biomass	Food
	Fiber

### Conventional fermentation technology (1G) uses...

Starch To produce ethanol

Feed To produce DDGS

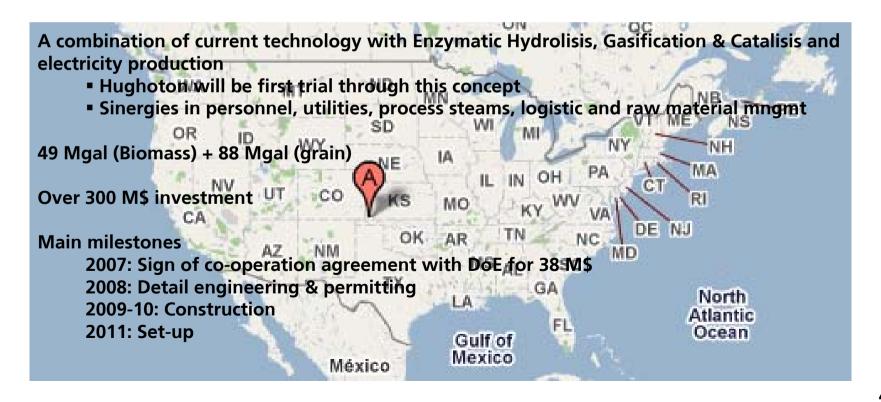
### Cellulosic technologies (2G) can use in addition...

CellulosicsTo produce ethanolFiberSeparate fiber

& produce several chemical products, gasoline and diesel (FT process), etc

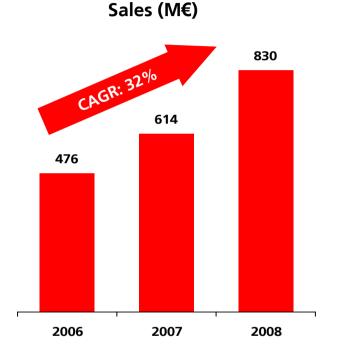
### **Backup – Hughoton project -**



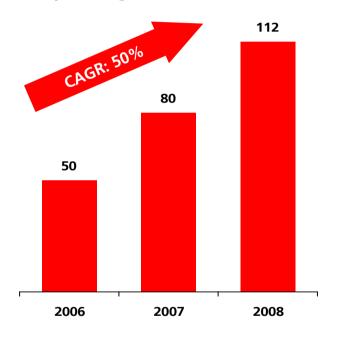


### **6** Key figures





### Operating Cash Flow (M€)



### **Operational magnitudes**

- Capacity to produce 450 Mgal per year (1703 Ml per year) of bioethanol
- Technological investment in 2008: over 21 M€
- Greenhouse gas reduction: 4.74 Mt CO<sub>2</sub>
- Over 6600 employees

# **About Abengoa**



# Environmental Services



# **About Abengoa Environmental Services**

# **ABENGOA**

### **BEFESA**

With waste ... we produce new materials through recycling, and we treat and desalinate water

# Leaders in industrial waste treatment, as well as water generation and management

- European leaders in the recycling of steel mill dust (more than 690,000 t treated).
- European leaders in aluminum waste recycling with secondary aluminum production totaling 128,000 t.
- Leaders in Spain in water treatment and desalination, and key players in the international market.
- Leaders on the Iberian Peninsula in comprehensive industrial waste management (1,291,000 t treated) and industrial cleaning.
- Capability to desalinate more than one million cubic meters of water per day (equivalent to the supply for 4.5 M people).
- Leaders in hydraulic infrastructure construction and urban and industrial water treatment in Spain.



# **About Abengoa Environmental Services**



### **Historical Milestones & main achievements**

Water infrastructure and environmental services activities carried out by Abengoa



Steel Dust Recycling leader in Europe: Acquisition of BUS



US market entry: Acquisition of NSR, water engineering company, based in Texas Completion of desalination plants in China, India and Algeria

Up gade of Befesa Zinc Production facilities in Erandio (Spain)



1970s, 80s and 90s

2000

2006

2007

2008

2009

Abengoa acquires Befesa to develop its Environmental Services Business



Integration of Aluminum Waste Recycling business with Alcasa



New R&D Centre in Seville European leader of salt slag recycling: acquisition of plants in Germany



### Geographical footprint





### **Key competitive advantages**



**Steel and salt slag waste recycling.** European leaders in steel waste recycling and salt slag waste recycling. Close relationship with customers (steel producers)



**Great capabilities in desalination.** In-house capabilities for design, engineering, construction, operation and maintenance of water desalination plants. 6th company in the world (total desalination capacity) and 3rd in reverse osmosis.



**International geographical presence in water.** Presence in the main growing markets in water desalination: Asia Pacific, Northern Africa and US.



**Latin America.** Through local companies in Argentina, Chile, Mexico and Peru, Befesa has a leading position in the industrial waste recycling sectors, benefiting from the increase in the environmental regulatory pressures.



**R&D.** Leverage of R&D investments to support and defend current business as well as developing future options to grow.





#### **Core Business**

- Aluminium waste recycling in Spain
- Salt slags treatment in Spain and UK
- Steel residues recycling in Europe
- Dangerous industrial waste in Spain and Portugal
- Desalination: EPC y concessions in Spain
- EPC en India y Algeria
- Water infrastructures in Spain



#### Growth

- Salt slags treatment in Spain and Europe
- Steel residues recycling in Europe (new capacities)
- Non-dangerous industrial waste in Spain and Portugal
- Industrial cleaning in EU
- Desalination: concessions in India and Algeria
- Water infrastructures:
   Iberoamerica, Africa and Asia



### **Future options**

- Aluminium waste recycling in new geographies
- Salt slags treatment in US
- Steel residues recycling in US and Asia
- New technologies in residues treatment: thermal valorisation
- Residues treatment in new markets: EU y Northern Africa
- Desalination: China, US and Persian Gulf
- Water infrastructures: other developing countries
- R&D: second generation desalination, new technologies development

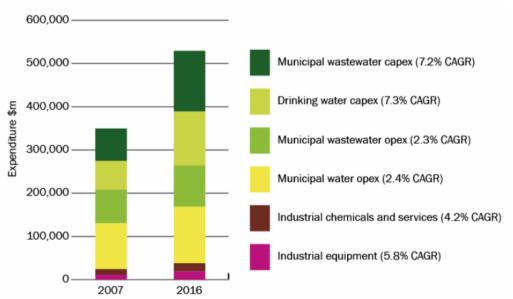


### **Backup – Water Infrastructure Market -**

Over 520B\$ will be invested in the global water market by 2016

CAGR: 5%

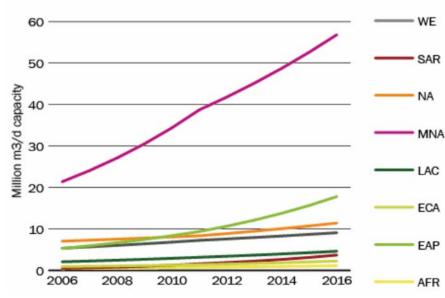
#### 1.1 Global water market growth



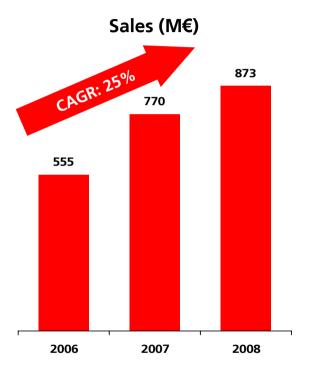
The global desalination market will grow a 10% annual average during the next 10 years

**CAGR: 10%** 

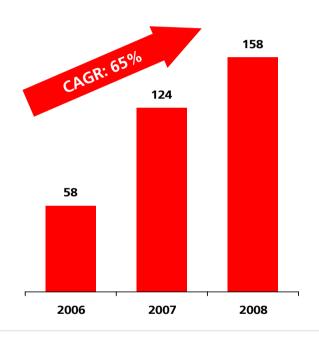
#### 5.10 Desalination market growth



# **5** Key figures



### Operating Cash Flow (M€)



### **Operational magnitudes**

- Water desalination capacity: 1,3 millions of m³/ day
- 2,5 t of waste treated per year
- One of the global leaders in water desalination with plants in Argelia, China and India
- Over 2,400 employees in 20 countries



### 5 Highlights (Desalination plants portfolio)

Plant	Location	Type of contract	Date	m3/day
Carboneras	Spain	EPC	2002	120.000
Almería	Spain	EPC + O&M 15 years	2002	50.000
Atabal	Spain	EPC	2004	165.000
Cartagena	Spain	EPC, Finance + O&M	2006	65.000
Bajo Almanzora	Spain	EPC + O&M 15 years	2009	60.000
Chennai	India	BOT: Concession 25 years	2009	100.000
Skikda	Algeria	BOT: Concession 25 years	2009	100.000
Beni Saf	Algeria	EPC	2009	200.000
DepurBaix	Spain	EPC	2010	57.000
Hounaine	Algeria	BOT: Concession 25 years	2010	200.000
Quingdao	China	BOT: Concession 25 years	2011	100.000
Tenés	Algeria	BOT: Concession 25 years	2011	200.000

# **About Abengoa**



# Information Technologies



### **TELVENT**

With information technologies ... we manage business and operational processes in a secure and efficient way

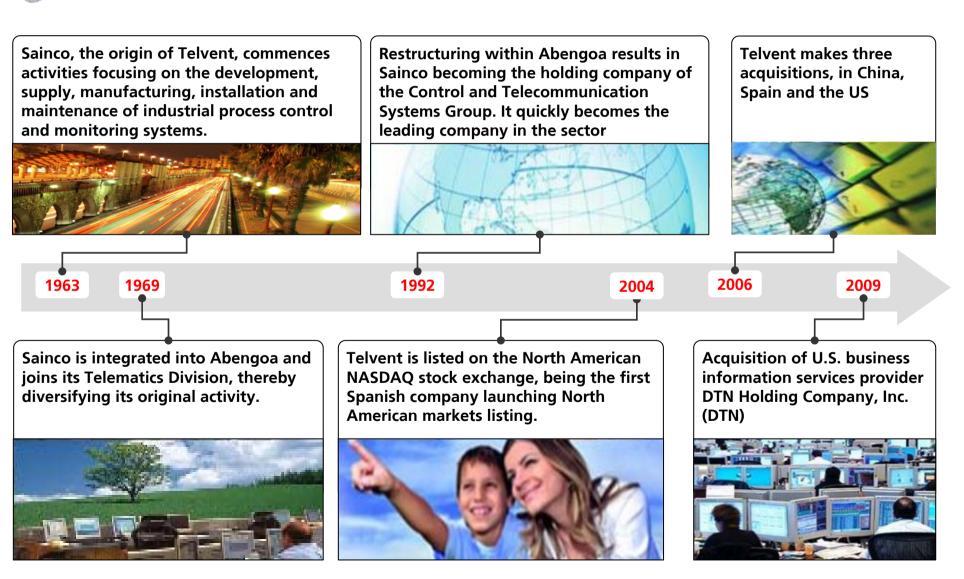
# Leaders in the development of information technologies for a sustainable and secure world

- Leaders in energy administration through the management of 60% of the hydrocarbons in North and South America.
- Leaders in traffic management, monitoring 9,000 intersections used by 195 M people each day and the movements of 2,500 M travelers on trains, subways and buses.
- Leaders in the environmental sector through water administration for more than 45 M people.
- Leaders in innovation, issuing 8 M electronic national identity cards, enabling the identification of 30 M Europeans for telematic access to Public Administration.
- Leaders in added-value agricultural services, providing critical information to more than 600 k producers.

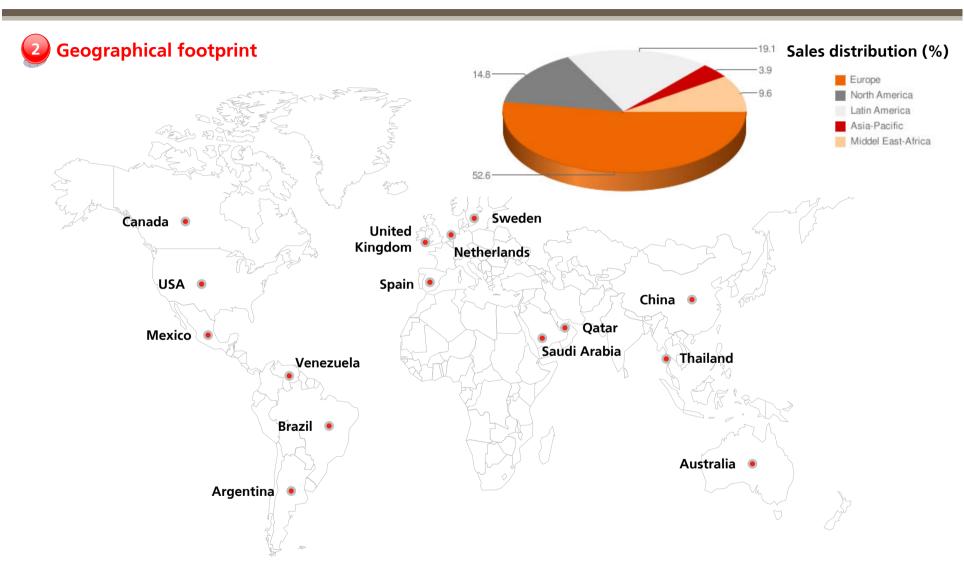




#### **Historical Milestones & main achievements**



# **About Abengoa** Information Technologies



# **3** Key competitive advantages



Telvent is a **leading IT company** that aims through technology and information to help the world's sustainability and security



Focused on **attractive core industries and geographies** in Energy, Transportation, Environment, Public Administrations and now also Agriculture



With **high growth** and profitability achieving 25% revenue and 28% net income CAGR 2004-2008



Firm commitment to **Innovation**: +90 M€ in 2008-2010

Significant R&D efforts in **Smart Grid** 



### **Key competitive advantages (Smart Grid)**

### It is the Right Time for Smart Grid



"a new smart grid ... will save us money, protect our power sources from blackout or attack, and deliver clean, alternative forms of energy ..." Barak Obama, US President

"The modernization of the nation's electricity grid system has to be an integral part of this." Steven Chu, US Secretary of Energy

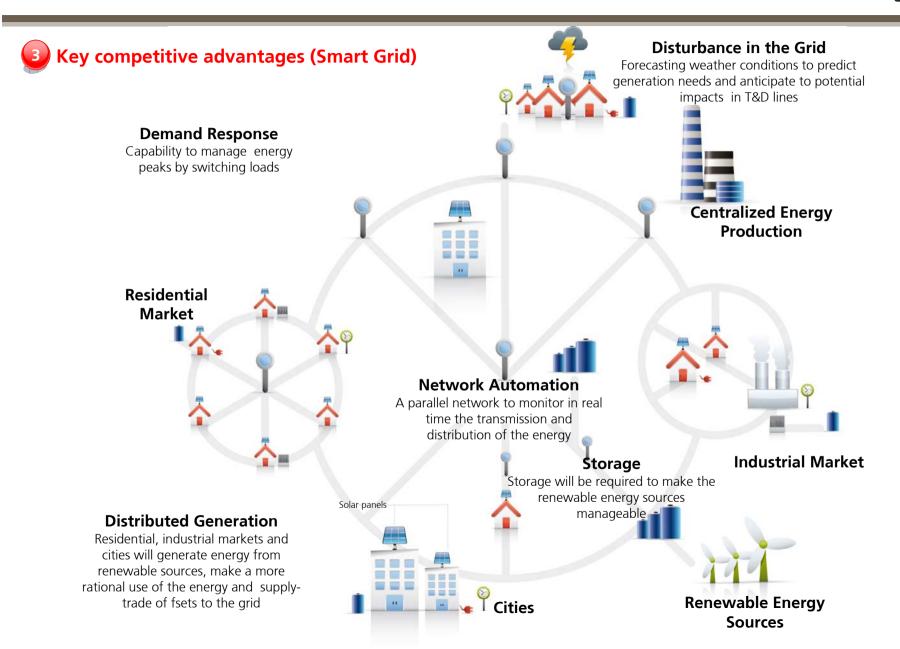


- Improved energy delivery efficiency by users and utilities
- Increased intelligence of the grid to improve reliability
- Addressing consumer choices and participation in advanced grid operations
- Reduced operating, maintenance and capital costs for utilities



"you are literally going to see an energy revolution." Ken Salazar, Secretary of the U.S. Department of the Interior

### **About Abengoa** Information Technologies







#### **Core Business**



#### Growth



### **Future options**

- Ongoing improvements to core platforms and solutions
- Leverage new business applications and services to deepen relationships
- Continued focus on improving margins in existing businesses

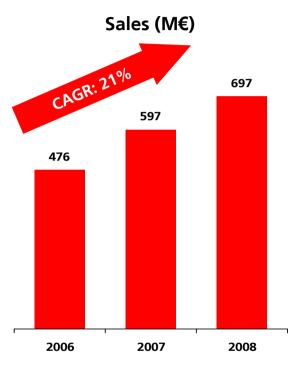
- Expand energy and transport with information services
- Grow vertical business with global services capabilities
- Capitalize on new R&D initiatives including Smart Grid,
   Tolling, Water Management
- Deepen Energy and Transportation presence in Middle East, and Asia
- Grow Agriculture via trading portals and expansion to LA
  - Incorporate weather forecast as additional layer of core applications



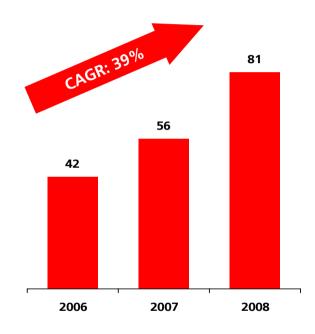








### Operating Cash Flow (M€)



### **Operational magnitudes**

- Manage more than 60% of the total hydrocarbon movements in North America and Latin America pipelines.
- Transport and distribute more than 140.000 GWh, providing electricity to over 80 million people.
- Provide traffic information via web and phone to 56 million of people per month.
- Ensure the safe and efficient departure and arrival of more than 700 million passengers per year in over 150 airports in all the world.

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# **About Abengoa**



Industrial Engineering and Construction



### **ABEINSA**

With engineering ... we build and operate conventional and renewable energy power plants, power transmission systems and industrial infrastructures

# Leader in Spain and Latin America in engineering and industrial construction projects

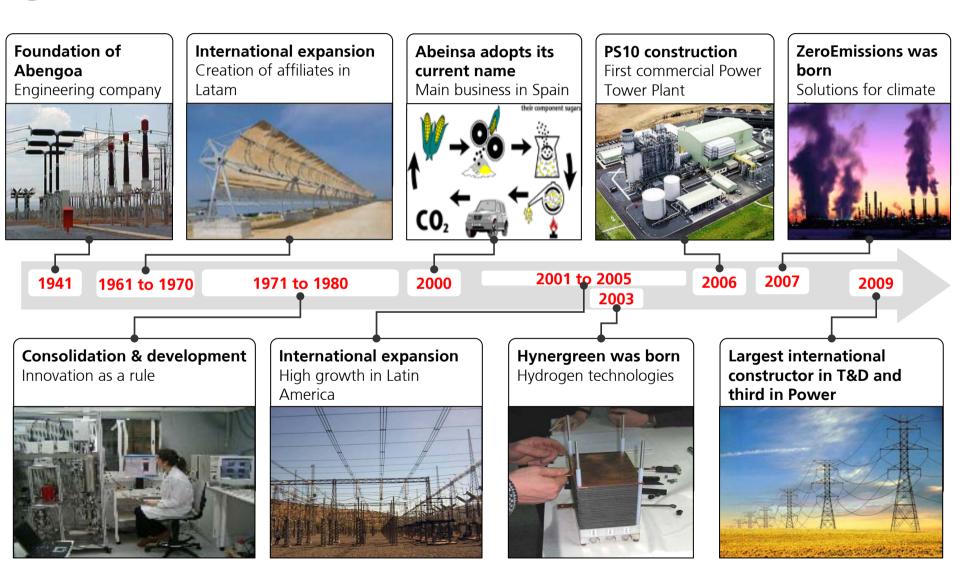
- Top international transmission and distribution build, ranked third in energy infrastructure (Engineering News-Record, ENR 2008).
- Leaders in designing and building efficient installations and power lines.
- Latam Transmission Concessions:
  - Operation: 4.040 Km.
  - Construction: 1.130 Km.
  - Development: 4.450 Km.
- Pioneers in the design and construction of renewable power stations, as well as the development of sustainable businesses with high technological potential worldwide.
- Leaders in hydrogen technology, with groundbreaking R&D&i projects in the area of fuel cell-based generation of clean energy.



# **About Abengoa Industrial Engineering and Construction**



### **Historical Milestones & main achievements**



### Geographical footprint





### **Geographical footprint (Global Leader in Transmission)**

# Top 25 international contractors in Power 1. Grupo ACS 2. Iberdrola Ingeniería y Construcción 3. Abeinsa 4. Bouygues 5. China National Machinery Indus. Corp.









# **About Abengoa** Industrial Engineering and Construction

### Geographical footprint (One of the largest HV Transmission operators in LatAm)

Country	Project	Kms	Reference Investment EUR MM	Abengoa Stake	Abengoa Investment EUR MM	Concession Contract Type	Operator	Status (Operational Start Date)
Perú	Redesur	431	50,4	24%	12,0	BOT	MEM	Operating mar-01
	ATN	670	215,8	100%	215,8	BOT	MEM	Construction nov-10
Total Perú		1.101	266,2		227,8			
Chile	Araucana	54	5,8	20%	1,2	ВОО	Pangue	Operating nov-96
	Abenor	100	6,5	20%	1,3	BOO	Electroandina	Operating ene-96
	Huepil	141	27,3	20%	5,5	BOO	Endesa	Operating jun-03
	Palmucho	10	6,5	100%	6,5	BOO	Endesa	Operating nov-07
Total Chile		305	46,0		14,4			
Brasil	Expansión	575	122,3	25%	30,6	BOT	ANEEL	Operating dic-02
	NTE	386	128,8	50%	64,4	BOT	ANEEL	Operating ene-04
	ETIM	212	64,0	25%	16,0	BOT	ANEEL	Operating jul-04
	STE	389	73,4	50%	37	BOT	ANEEL	Operating jul-04
	ATE	370	187,1	100%	187	BOT	ANEEL	Operating oct-05
	ATE II	937	365,5	100%	365	BOT	ANEEL	Operating dic-06
	ATE III	459	210,1	100%	210	BOT	ANEEL	Operating may-08
	Sao Mateus	85	64,7	100%	65	BOT	ANEEL	Construction ene-10
	Londrina	132	53,2	100%	53	BOT	ANEEL	Construction ene-10
	Campos Novos	131	52,5	100%	53	BOT	ANEEL	Construction ene-10
	Foz Iguazú	115	31,7	100%	32	BOT	ANEEL	Construction ago-09
	Manaus	535	539,6	50,5%	272,5	BOT	ANEEL	Construction Oct 11
	Rio Madeira - Lote A	17,3	179,9	51,0%	91,7	BOT	ANEEL	Construction Feb 12
	Rio Madeira - Lote C		510,3	51,0%	260,3	BOT	ANEEL	Construction Feb 12
	Rio Madeira - Lote G	2.375	719,4	51,0%	366,9	BOT	ANEEL	Construction Feb 13
	Premadeira - Lote C	987	157,6	26,0%	41,0	BOT	ANEEL	Preferred Bidder
	Premadeira - Lote D	487	93,5	26,0%	24,3	BOT	ANEEL	Preferred Bidder
Total Brasil		8.192	3.553,5		2.169			
Total LT		9.598	3.865,7		2.411			

Km in construction

Contract signature pending

Note: as of August 2009



### **Key competitive advantages**



Strong performance during last years and good expectations for the future. Current project backlog: over 9000 million €



**Transmission and Distribution.** Largest international contractor in Transmission and Distribution. Abeins a covers the full range of activities: design, engineering, construction, O&M and ownership.



**Great capabilities in Power.** In-house capabilities for design, engineering, construction, operation and maintenance of power plants



**Unique capabilities in solar thermal (CSP):** Pioneer in Tower and Hybrid concepts



**Geographical diversification.** Currently 57% of total sales coming from international projects (60% of employees)



**Latin America.** Through local companies in Argentina, Brazil, Chile, Mexico, Peru and Uruguay, Abeinsa has a leading position in the construction, energy and infrastructure sectors.



**R&D.** Development of new high - potential projects in our incubator, "Abeinsa New Horizons"





#### **Core Business**

- EPC of transmission lines in Europe and Latin America
- EPC of bioethanol plants
- Electrical and mechanical installations
- Energy plants
- Telecommunications
- Ancillary manufacturing





#### Growth

- Concession of transmission lines in Latin America
- EPC of solar power tower plants
- EPC of water plants
- New concessions: singular building, hospitals, etc.
- GEIs emissions management



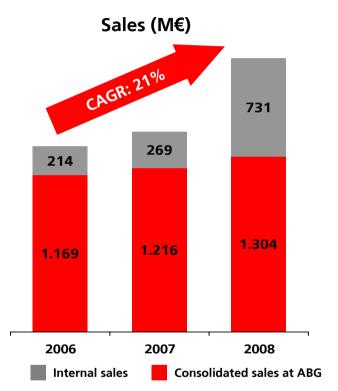


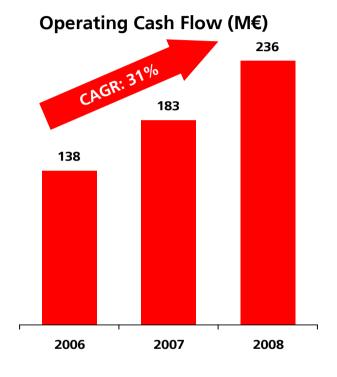
### **Future options**

- EPC and concession of transmission lines in new geographies
- Hydrogen
- New Renewable energies
- Carbon capture and sequestration
- Energy efficiency









### **Operational magnitudes**

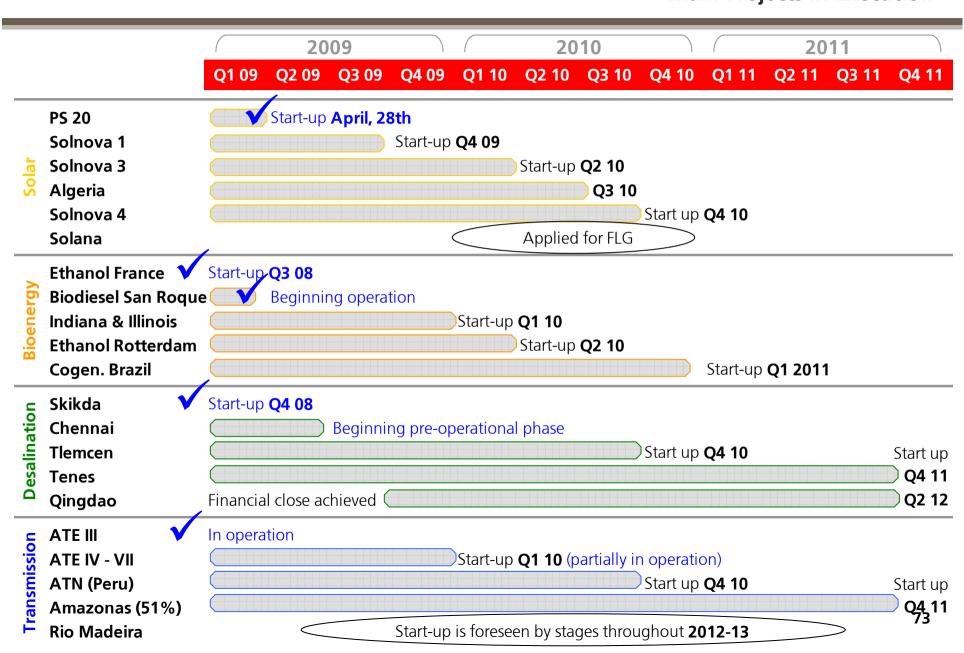
- Concessions of transmission lines: over 9.500 Km
- Biofuels plants built by Abeinsa are able to produce over 2,500,000 tons of bioethanol
- Unique EPC capabilities in CSP solar plants: 30 MW in operation; 150 MW under construction
- Over 9,200 employees in more than 30 countries

# **Update on key projects**





## **Update on key projects Main Projects in Execution**



### Annex: 1H '09 results

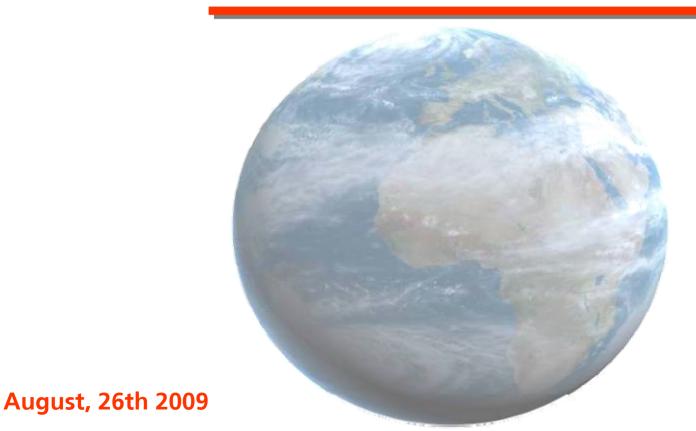




## **ABENGOA**

**Innovative Solutions for Sustainability** 

First Half 2009 Earnings Presentation



#### **Forward-Looking Statement**

- This presentation contains forward-looking statements and information relating to Abengoa that are based on the beliefs of its management as well as assumptions made and information currently available to Abengoa.
- Such statements reflect the current views of Abengoa with respect to future events and are subject to risks, uncertainties and assumptions.
- Many factors could cause the actual results, performance or achievements of Abengoa to be materially different from any future results, performance or achievements that may be expressed or implied by such forward-looking statements, including, among others, changes in general economic, political, governmental and business conditions globally and in the countries in which Abengoa does business, changes in interest rates, changes in inflation rates, changes in prices, changes in business strategy and various other factors.
- Should one or more of these risks or uncertainties materialize, or should underlying assumptions prove incorrect, actual results may vary materially from those described herein as anticipated, believed, estimated, expected or targeted.
- Abengoa does not intend, and does not assume any obligations, to update these forward-looking statements.

- 1 H1 2009 Highlights
- 2 H1 2009 Detailed Financial Analysis
- 3 Q&A

i Positive operating performance in core business

ii Well diversified by business and geographies

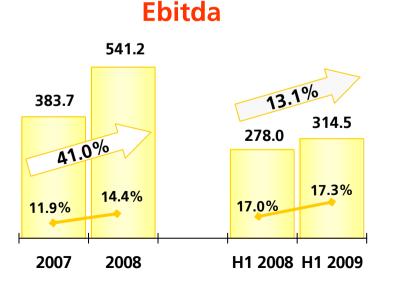
iii Ongoing investment plan, supported by a solid financial structure

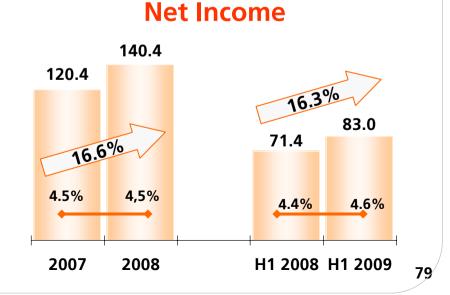
H1 2009: Main Figures

**Innovative Solutions for Sustainability** 



# Operating Cash Flow Improved Operating Performance 627.2 452.4 21.8% 399.5 312.6 19.2% 22.0% H1 2008 H1 2009





#### **Profitable growth in P&L Main Figures**

(€ in Million)	H1 2009	YoY %	H1 2008
Sales	1,814	+11%	1,632
Operating Cash Flow	399	+28%	313
Ebitda	315	+13%	278
■ Net Income	83	+16%	71
Ebitda Margin	17.3%		17.0%
□ EPS	0.92 €	+16%	0.79 €

#### Higher growth excluding one-off items at Env. Services and IT

(€ in Million)	H1 2009 <sup>(*)</sup>	YoY %	H1 2008 (**)
Sales	1,814	+11%	1,632
Operating Cash Flow	383	+40%	273
Ebitda	298	+25%	238
■ Net Income	71	+31%	55
Ebitda Margin	16.4%		14.6%
□ EPS	0.79 €	+31%	0.60 €

<sup>(\*)</sup> Excluding the sale of a minority stake in Telvent (Ebitda 16.5 M€).

<sup>(\*\*)</sup> Excluding the effect of land divestment at Befesa (Ebitda 40.0 M€).

H1 2009: Highlights (Balance Sheet)

#### Growth in fixed assets with 877 M€ of investments is adequately financed

(€ in Million)	30 Jun.09	YoY %	31 Dec.08 (*)
□ Fixed assets	3,056	+20%	2,552
Fixed assets in projects	2,741	+20%	2,292
Equity	919	+46%	627
Total Assets = Equity & Liabilities	10,302	+5%	9,795

<sup>(\*)</sup> Pro-forma FY 2008 figures, in order to show Telvent as a continuing activity.

(€ in Million)	30 Jun.09	30 Jun.08	
Net Debt ex Non-Recourse	1,144	964	
Non-Recourse Debt	2,616	1,719	
□ Total Net Debt	3,761	2,683	
■ Net Debt / Ebitda ex N/R	2,32 x	2,34 x	

- 1 H1 2009 Highlights
- 2 H1 2009 Detailed Financial Analysis
- 3 Q&A

Earnings per share (€)

**YoY** % (€ in Million) H1 2009 H1 2008 Sales 1,814 1,632 399 +28% **Operating Cash Flow** 313 **Ebitda** +13% 315 278 Depreciation & amortization expense (108)(80)+35% +4% Net operating profit 207 198 Net financial loss +1% (91)(90)Profit before income tax +7% 116 108 (13%)(22)(25)Income tax expense +14% Profit of the year 94 82 (4%)Profit attributable to minority interest (11)(11)Attributable to the parent company 83 Ordinary shares in circulation (thousands) 90,470 90,470

0.92 €

0.79€

+16%



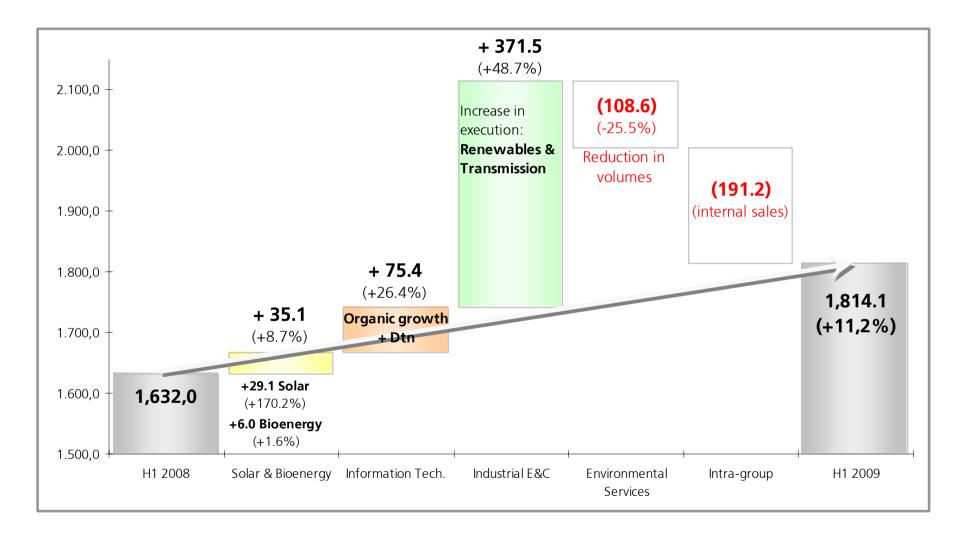
ABENGOA First Half 2009
Earnings Presentation
Innovative Solutions for Sustainability

(€ in Million)	H1 09 (*)	H1 08 (**)	YoY %
Sales	1,814	1,632	+11%
Operating Cash Flow	383	273	+40%
Ebitda	298	238	+25%
Depreciation & amortization expense	(108)	(66)	+64%
Net operating profit	190	172	+10%
Net financial loss	(91)	(90)	+1%
Profit before income tax	99	82	+21%
Income tax expense	(17)	(18)	(6%)
Profit of the year	82	64	+29%
Profit attributable to minority interest	(11)	(9)	+16%
Attributable to the parent company	71	55	+31%
Ordinary shares in circulation (thousands) Earnings per share (€)	90,470 0.79 €	90,470 0.60 <b>€</b>	+31%

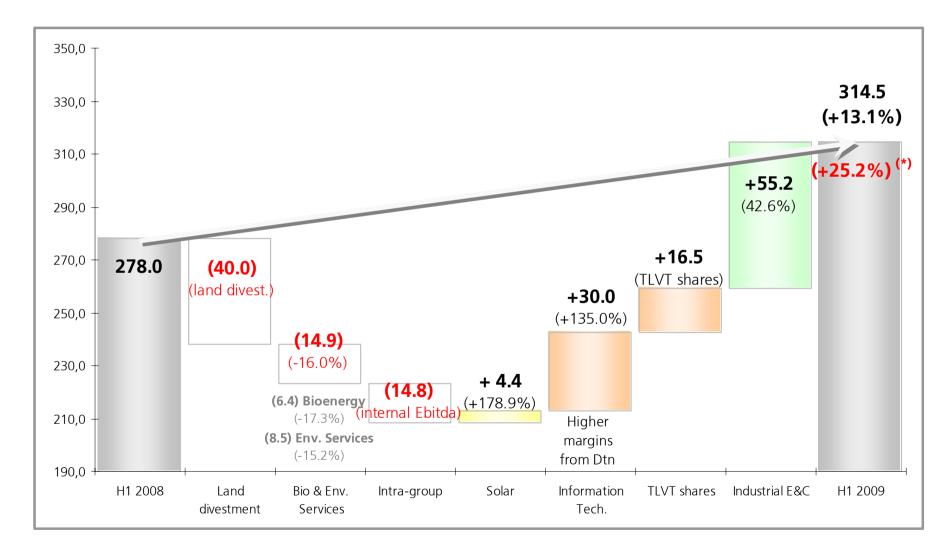
<sup>(\*)</sup> Excluding the sale of TLVT shares

<sup>(\*\*)</sup> Excluding the effect of land divestment at Befesa

#### **Sales: Contribution by Business Unit**



#### **Ebitda: Contribution by Business Unit**



<sup>(\*)</sup> Excluding the effect associated with the land divestment at Befesa and the sale of a minority stake in Telvent.

#### **Intragroup Activities**

- Intragroup activities fully eliminated at Consolidated P&L...
  - ...but relevant for cash-flow generation perspective.
- Eliminated Net Profit is recovered over the life of the project as a lower depreciation charge.
- □ Elimination of 436.2 M€ of sales and 24.5 M€ of Ebitda in Engineering for works done to Solar and Bioenergy

M€	Solar <sup>(1)</sup>	Bioenergy (2)	Environm. Services	Inform. Technol.	Industrial E&C	Aggregated	Eliminations (3)	Consolidated
Consolidated Sales	46.1	390.8	317.2	361.4	1,134.7	2,250.2	(436.2)	1,814.1
YoY (%)	170%	2%	-26%	26%	49%	20%		11%
Operating Cash Flow	34.0	64.0	47.8	68.8	184.8	399.5		399.5
YoY (%)	<b>174</b> %	23%	-50%	209%	43%	28%		28%
Op. CF / Cons. Sales	74%	16%	15%	19%	16%	18%		22%
Ebitda	6.9	30.7	47.8	68.8	184.8	339.0	(24.5)	314.5
YoY (%)	179%	-17%	-50%	209%	43%	18%		13%
Ebitda / Cons. Sales	15%	8%	15%	19%	16%	15%		17%

<sup>&</sup>lt;sup>(1)</sup> Solar Sales (34.3 M€) and Ebitda (27.1 M€) eliminated within the segment and correspond to development costs, design and technology services.

<sup>(2)</sup> Bioenergy Sales and Ebitda (33.3 M€) eliminated within the segment and correspond to development costs, design and technology services

<sup>(3)</sup> Eliminations in Industrial E&C for works done to Solar and Bioenergy plants

#### Net Debt/Ebitda ratios in line with previous periods

(€ in Million)	30 Jun.09	31 Dec.08	30 Jun.08
Net debt ex non-recourse			
<ul> <li>+ Long-term debt with credit institutions</li> <li>+ Short-term debt with credit institutions</li> <li>+ Leasing &amp; other adjustments</li> <li>- Cash and equivalent</li> <li>Corporate entities cash and equivalent</li> <li>Entities with non-recourse financing</li> </ul>	2,342 266 57 (1,520) (909) (611)	2,321 241 57 (2,089) (1,278) (812)	2,286 184 269 (1,775) n/a n/a
I. Total net debt (ex non-recourse)	1,144	530	964
+ $\Sigma$ Annualized Ebitda Corporate entities + Annualized R&D expense	450 43	370 42	368 44
II. Ebitda (ex non-recourse)	493	412	412
Net debt / Ebitda ex non-recourse	2.32	1.29	2.34
Non Recourse debt			
Long-term non-recourse financing Short-term non-recourse financing Total Non Recourse debt	2,319 297 2,616	1,883 249 2,133	1,488 230 1,719

Strong investment effort financed through operating cash-flow, new debt already secured and strong cash position

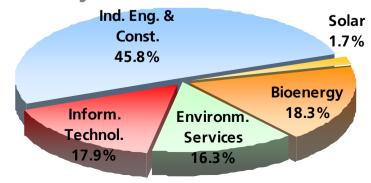
(€ in Million)	H1 2009	H1 2008
I. Consolidated after-tax profit  Non-monetary adjustments to the profit	<b>94</b> 86	<b>82</b> 96
II. Cash generated by operations III. Variations in working capital	180 (26)	179 (23)
A. Net Cash Flows from Operating Activities	154	156
Investments Dispposals	(877) 76	(711) 83
B. Net Cash Flows from Investment Activities	(800)	(628)
C. Net Cash Flows from Finance Activities	293	(137)
Net Increase/Decrease of Cash and Equivalents	(353)	(610)
Cash and equivalent at the beginning of the year  Cash in Banks at the Close of the Period	1,399 <b>1,046</b>	1,698 1,088

#### **Distribution by Business Units**

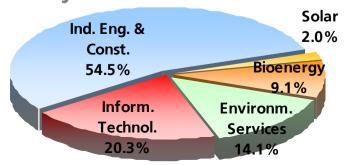
#### Well diversified by business ...

€ in Million	Solar	Bioenergy	Evironm. Services	Inform. Technol.	Industrial E&C	Aggregated	Eliminations	Consolidated
Sales	46.1	390.8	317.2	361.4	1,134.7	2,250.2	(436.2)	1,814.1
Sales 08	17.1	384.8	425.9	286.0	763.2	1,876.9	(245.0)	1,632.0
% YoY	+ 170%	+ 2%	(26%)	+ 26%	+ 49%	+ 20%	+ 78%	+ 11%
Ebitda	6.9	30.7	47.8	68.8	184.8	339.0	(24.5)	314.5
Ebitda 08	2.5	37.1	96.3	22.3	129.6	287.7	(9.7)	278.0
% YoY	+ 179%	(17%)	(50%)	+ 209%	+ 43%	+ 18%	+ 152%	+ 13%
Pro forma % YoY	-	-	(15%)	+ 135%	-	-	-	+ 25%

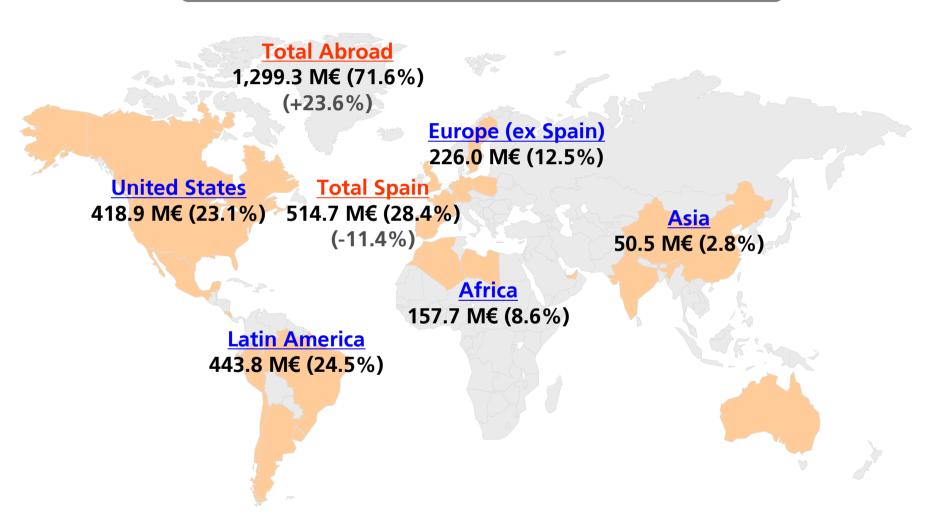
#### **Sales by Business**



#### **Ebitda by Business**

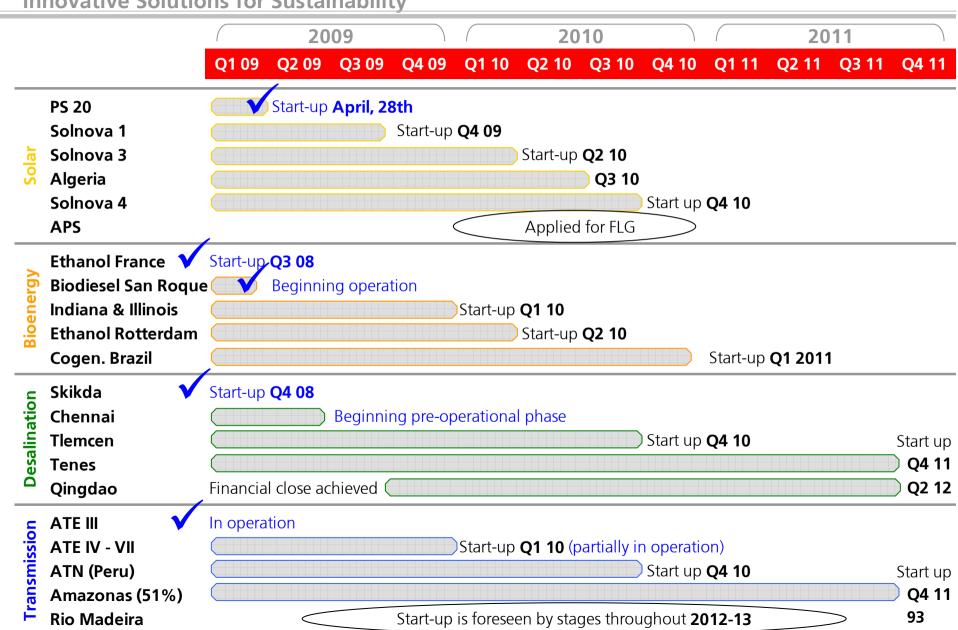


#### ... and geographies





#### **Main Projects in Execution: Timeline**



#### Order book covers close to 20 months of sales in contracting activities

Business Units	Portfolio Jun. 2009	% over Dec.08	
Industrial Engineering & Construction (*)	3,799	+ 20%	20 months
Environmental Services (**)	450	- 16%	19 months
Information Technologies	888	+ 58%	14 months
Total contracting portfolio (ex pipeline)	5,137	+ 21%	19 months

<sup>(\*)</sup> Contracting activities. 30 years concessional activity in Transmission lines is not included.

<sup>(\*\*)</sup> Concessional activities are not included. Environmental Services figure reflects Befesa Agua execution.

- 1 H1 2009 Highlights
- 2 H1 2009 Detailed Financial Analysis

3 Q&A



# **ABENGOA**

**Innovative Solutions for Sustainability** 

First Half 2009 Earnings Presentation

