Innovative Solutions for Sustainability



## **ABENGOA**

First Half 2010 Earnings Presentation

(Non-audited figures)

### **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.

### **Agenda**

1

### **H1 2010 Business Description**

2

H1 2010 Financial Analysis

3

QSA

Positive operating performance

II. Well diversified by business and geographies

III. Strong backlog

IV. Delivering on our investment plan...

V. ...while strengthening our financial structure

H1 2010: Highlights (P&L)

### **Strong growth in Sales and Ebitda...**

€ in Millions	H1 2010	YoY %	YoY % (2)
Sales	2,789	+37%	+37%
Ebitda	421	+18%	+24%
	and re	ecord back	log

€ in Millions	H1 2010	% o/Mar.10
Backlog	8,918	+18%

<sup>&</sup>lt;sup>(1)</sup> P&L H1 2009 has been restated according application IFRIC 12

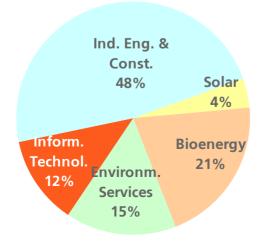
<sup>(2)</sup> Excluding in H1 2009 sale of a minority stake in Telvent (+€16.5 M in Ebitda and +€11.6 M in Net Income)

### **Distribution by Business Unit**

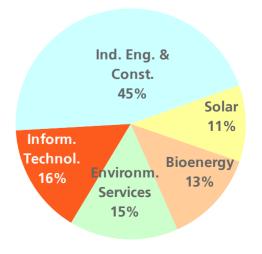
### Well diversified by business ...

€ in Millions	Solar	Bioenergy	Environm. Services	Information Technol.	Engineering	Consolidated
Sales	117	573	422	346	1,331	2,789
Sales '09	96	391	317	361	876	2,041
% YoY	+21%	+47%	+33%	(4%)	+52%	+37%
Ebitda	46	56	63	66	190	421
Ebitda '09	34	31	48	69	175	356
% YoY	+33%	+81%	+33%	(4%)	+9%	+18%
Ebitda / Cons. Sales	39%	10%	15%	19%	14%	15%

### Sales by BU



### **Ebitda by BU**

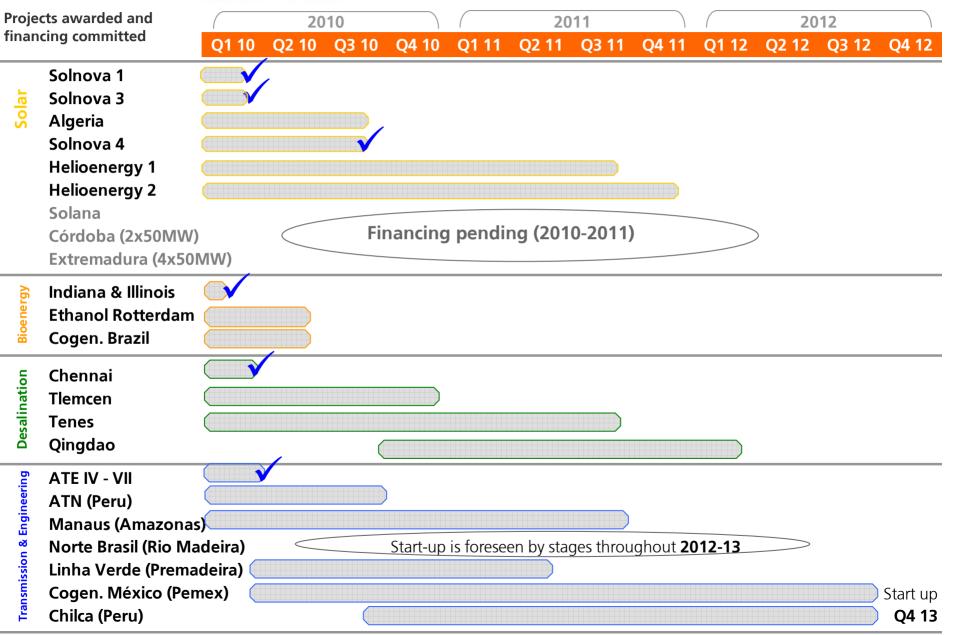


### ...and geographies

### **International Activity represents 68% of Total Consolidated Sales**

€ in Millions	H1 2010	%	H1 2009 restated	%
US Latin America Europe (ex Spain)	365 896 405	13% 32% 15%	419 444 226	21% 22% 11%
Africa Asia & Oceania Spain	105 121 897	4% 4% 32%	158 53 742	8% 3% 36%
Total	2,789	32 70	2,041	3070
International	1,892	68%	1,299	64%

### Timeline Main Projects in Execution



#### Two new 50 MW parabolic trough plants in operation

#### Sales H1'10 (€ in Million)



#### Ebitda H1'10 (€ In Million)



#### Fixed Assets H1'10 (€ in Million)



#### Other H1'10 (Capacity)

- Operational
   Construction and preconstruction:
- Advanced development: 2,314 MW

- Two 50MW parabolic trough plants (Solnova 1 and 3) were brought into operation at the Solúcar Platform.
- 343 MW in operation by year end 2010.
- In August, start up of Solnova 4 (50 MW parabolic trough)
- Plants under construction in Spain:
  - Two 50 MW parabolic trough plants in Ecija
  - 50 MW parabolic trough plant in Extremadura
- Plants under construction abroad:
  - 150 MW plant in Algeria with ISCC technology
  - Largest solar plant in Middle East, Shams-1 (100 MW)
- Plants under development in US:
  - Preliminary approval of a loan guarantee for €1,450 M for Solana plant (280 MW)
  - Advances on the development of Mojave Solar Project (250 MW). PPA signed with California's Pacific Gas and Electric Company (PG&E).

#### Increase in volume and margin in tough market conditions

#### Sales H1'10 (€ in Million)



#### Ebitda H1'10 (€ in Million)



#### Fixed Assets H1'10 (€ in Million)



#### Other H1'10 (Ethanol Capacity)

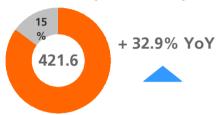
- EU 795 Ml/yearUS 1,410 Ml /year
- Brazil 120 Ml/year

- Start of operations in H1 2010:
  - Illinois plant in US, 333 Ml/year (88 Mgal/year)
  - Indiana plant in US, 333 Ml/year (88 Mgal/year)
- Start up in Q3 2010:
  - Rotterdam plant in the Netherlands, of 480 Ml/year.
  - 2 x 70 MW cogeneration facilities at the company bioethanol plants in Brazil.
- No further investments in 1st generation
- R&D:
  - Encouraging process results in our pilot 2nd generation plant at Salamanca, Spain.
  - Development of first commercial cellulosic ethanol plant (2nd generation) at Hugoton, Kansas, on going.

### **Environmental Services**

#### **Higher industrial waste volume treated**

#### Sales H1'10 (€ in Million)



#### Ebitda H1'10 (€ in Million)



#### Fixed Assets H1'10 (€ in Million)



#### Other H1'10 (Capacity)

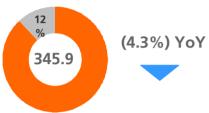
- Desalination: 400.000 m3/day
- Waste management 2.5 Mt/year capacity:

- Strong recovery in the volume of recycling
- Construction completed:
  - Chennai desalination plant (India). 100,000 m3/day
- Desalination plants in construction:
  - Tenes (Algeria): 200,000 m3/day
  - Tlemcem-Honaine (Algeria): 200,000 m3/day
  - Qingdao (China): 100,000 m3/day
- In July, Befesa was awarded the largest desalination plant in Tunisia (50,000 m3/day)

### **Information Technologies**

#### Solid results and margin expansion

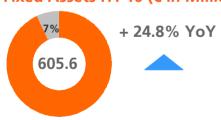
#### Sales H1'10 (€ in Million)



#### Ebitda H1'10 (€ in Million)



#### Fixed Assets H1'10 (€ in Million)



- Vattenfall project in Energy: agreement for the O&M pf 600k smart meters.
- Organic growth in Europe (including Spain), US and Latin America.
- Transportation: first signs of recovery in US; Spain remains weak.
- Resilient Agriculture business.
- Record Backlog: €1.0 billion

#### **Strong growth in sales**

#### Revenues H1'10 (€ in Million)



#### Ebitda H1′10 (€ in Million)



#### Fixed Assets H1'10 (€ in Million)



#### Other H1'10 (Transmission concesions)

- Operational 4,199 kmConstruction 4,618 km
- Development (awarded) 872 km

Split Sales and Ebitda:

Sales (€ in Millions)		YoY	
Engineering	1,243.5	53.4%	
Transmission	87.3	34.1%	
Ebitda (€ in Millions)			Margin
Engineering	116.6	(6.1%)	9.4%
Transmission	73.6	45.5%	84.3%

- Engineering: Significant growth in turnover due to the progress in:
  - Cogeneration Plant in Mexico (300 MW)
  - Transmission lines in Brazil & Peru
  - Solar plants in Spain, Algeria, Morocco & Abu Dhabi (Shams-1)
- Record backlog: €7,4 billions.
- Ain Beni Mathar (Morocco), ISCC 470 MW plant completed
- New transmission projects in Brazil (ATE IV-VII) in operation.
- New significant contracts:
  - Chilca (Peru): 500 kw transmission line (872 km).
  - Largest solar plant in the Middle East: Shams-1 (100 MW).
  - Contracts awarded in Abu Dhabi (€40 M) & Saudi Arabia
     (€49 M)

H1 2010 Business Description

H1 2010 Financial Analysis

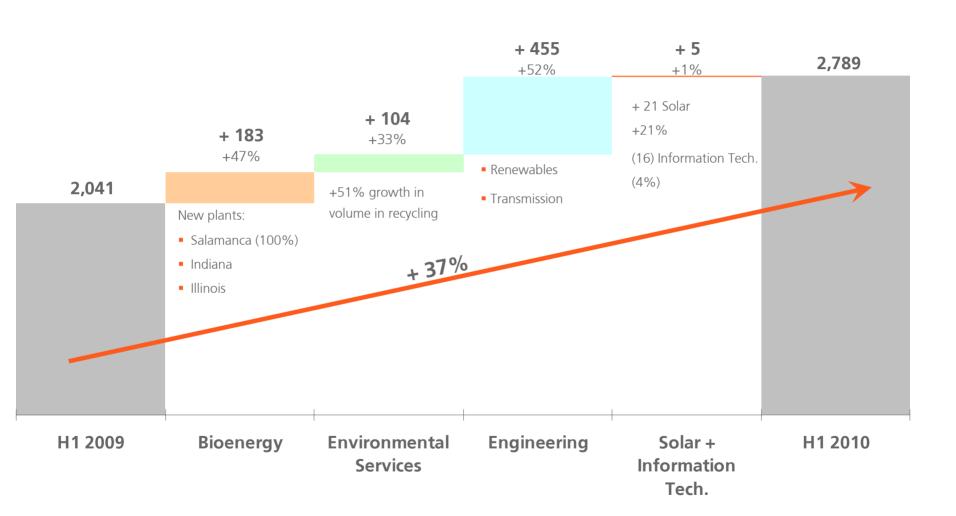
Q&A

€ in Millions	H1 2010	H1 09 <sup>(1)</sup>	YoY %	YoY % <sup>(2)</sup>
Sales	2,789	2,041	+37%	+37%
Ebitda	421	356	+18%	+24%
Depreciation & amortization expense	(148)	(108)	+36%	+36%
Net operating profit	273	248	+10%	+18%
Net financial loss	(103)	(91)	+14%	+14%
Profit before income tax	170	157	+8%	+21%
Income tax expense	(34)	(34)	(1%)	+15%
Profit of the year	136	123	+11%	+22%
Profit attributable to minority interest	(35)	(12)	+198%	+198%
Net Income	100	111	(9%)	+1%
Ordinary shares in circulation (thousands)	90,470	90,470		

<sup>&</sup>lt;sup>(1)</sup> P&L H1 2009 has been restated according application IFRIC 12

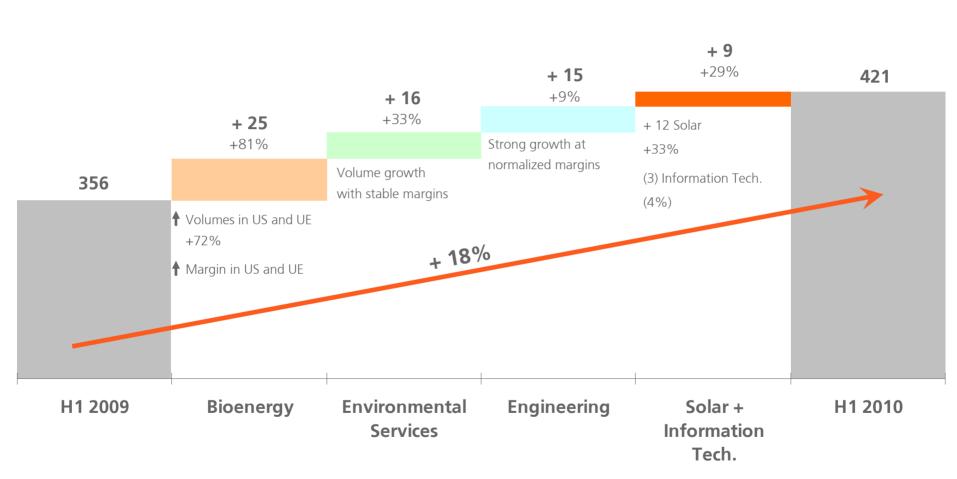
<sup>(2)</sup> Excluding in H1 2009 sale of a minority stake in Telvent (+€16.5 M in Ebitda and +€11.6 M in Net Income)

### Sales: contribution by BU



#### XX means figures in million Euros

### Ebitda: contribution by BU



#### XX means figures in million Euros

Order book covers 30 months (1) of sales in contracting activities

€ in Millions

Total contracting portfolio (ex pipeline) (2)

Portfolio Jun. 2010

8,918

% over Mar. 10

+ 18%

30 months

Over €31 billions of sales in concessions activities in 24 years of average life

Sales backlog in concession

31,784

<sup>&</sup>lt;sup>(1)</sup> Assuming the same execution of H1 2010.

### More than €2.8 billions in cash and equivalents

€ in Millions	30 Jun. 10	YoY %	31 Dec. 09
Fixed assets corporate	4,005	+19%	3,355
Fixed assets non recourse activities	4,703	+25%	3,767
Cash and short term financial investments (mostly public debt, repos and deposits)	2,805	+38%	2,028
Total assets = Equity & Liabilities	15,257	+22%	12,470
€ in Millions	30 Jun. 10	YoY %	31 Dec. 09
Equity	1,753	+38%	1,271
Non-Recourse Debt	3,430	+17%	2,933
Corporate Debt	4,541	+38%	3,286
Total shareholder's equity and liabilities	15,257	+22%	12,470

### **Net Debt Analysis & Covenant**

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

(€ in Million)	30 Jun.10	31 Mar.10	31 Dec.09	30 Jun.09
Net corporate debt				
+ Corporate debt - Cash and equivalent Corporate entities Entities with non-recourse financing	4,541 (2,805) (2,014) (791)	4,147 (2,404) (1,713) (691)	3,286 (2,028) (1,292) (736)	2,665 (1,520) (909) (611)
I. Total net corporate debt	1,736	1,744	1,257	1,144
+ LTM Ebitda Corporate entities + LTM R&D expense  II. Ebitda (corporate)	650 58 707	660 50 710	634 51 685	450 43 493
Net corporate debt / Corporate Ebitda	2.45	2.45	1.84	2.32

### **Net Debt Analysis & Covenant**

# Total Net Debt/Ebitda ratio below 3x when adjusted by preoperational debt

(€ in Million)	30 Jun.10	31 Mar.10	31 Dec.09	30 Jun.09
I. Total net corporate debt	1,736	1,744	1,257	1,144
i. Total fiet corporate debt	1,730	1,/44	1,237	1,144
II. Total Non Recourse debt	3,430	3,159	2,933	2,616
Total Net Debt (I+II)	5,166	4,902	4,191	3,761
Total Ebitda (LTM)	897	843	833	578
Net Debt / Ebitda (LTM)	5.76	5.81	5.03	6.51
Preoperational debt <sup>(1)</sup>	(2,517)	(2,531)	(2,373)	(1,923)
Total Net Debt adjusted by preop. debt	2,649	2,371	1,818	1,838
Net Debt (adjusted) / Ebitda (LTM)	2.95	2.81	2.18	3.18

<sup>(1)</sup> Net debt drawn in projects under construction LTM: Last Twelve Months

€1.9 billion of financing flows, together with strong operating cash-flow, allow to invest €1.1 billion and increase cash position in €853 M

(€ in Millions)	H1 10	H1 09	Var 10-09
I. Consolidated after-tax profit  Non-monetary adjustments to the profit	<b>136</b> 79	<b>123</b> 57	<b>11%</b> 38%
II. Cash generated by operations III. Variations in working capital	215 84	180 (26)	<b>20%</b> -
A. Net Cash Flows from Operating Activities	299	154	94%
Investments Disposals	(1,105) 132	(877) 76	26% 73%
B. Net Cash Flows from Investment Activities	(973)	(800)	22%
Income from loans and borrowings Repayment of loans and borrowings and others	1,939 (412)	333 (40)	483% 935%
C. Net Cash Flows from Finance Activities	1,527	293	421%
Net Increase/Decrease of Cash and Equivalents	853	(353)	342%
Cash and equivalent at the beginning of the year	1,546	1,399	11%
Cash in Banks at the Close of the Period	2,400	1,046	130%

### Record-high cash balance while accomplishing our investment program:

- Positive cash-flow generation from operations due to disciplined focus on cash generation.
- Investment of €1.1 billion into projects with secured financing, in transmission, solar and bioenergy.
- Financing flows of €1.9 billions due to successful fund raising strategy:
  - Recent corporate funding raised in 2010:
    - Successful extension of syndicated bank facilities via a Forward Start Facility of €1.5 billions including €354 M of new facility.
    - Signature of a €247 M facility with Swedish Export Credit Agency to finance supply contracts for transmission lines in Brazil, 10.5 year average.
    - €500 M bond due 2016.
    - €250 M convertible bond due 2017.
    - Telvent's \$ 200 M convertible bond due 2015, which repaid, among others, its non-recourse financing in DTN

- **II.** Recent non-recourse financing raised in 2010:
  - Helioenergy I, II (50%): €320 M signed with a pool of national and international commercial banks for the construction of 2x50 MW plants in Seville
  - Chilca (100%): \$190 M bridge loan signed for a transmission line in Peru
  - Cogeneration Pemex (60%): 7 year \$450 M term loan with commercial banks and Banobras
  - PPP in Texcoco, Mexico (50%): 750 MXP (€45 M) Ioan
  - Closing for long term financing with BNDES for ATE V, VI, VII transmission lines in Brazil
- III. Partnerships signed in 2010:
  - E.O.N.: 50% of the equity investment in Helioenergy I, II
  - GE: 40% of the equity investment in a 300 MW cogeneration plant for Pemex
  - Total: 20% of the equity investment in a 100 MW solar plant for Masdar in Abu
     Dhabi
- IV. Ratings to be published in Q3 2010

Positive operating performance

II. Well diversified by business and geographies

III. Strong backlog

IV. Delivering on our investment plan...

V. ...while strengthening our financial structure

H1 2010 Highlights

H1 2010 Detailed Financial Analysis

Q&A

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**Appendix** 

Corporate ("ex Non-Recourse") Activities

 Ebitda at Corporate entities ("Corporate Ebitda") grows 44% based on solid drivers and large backlog

LTM Corporate Ebitda (€ in Millions)	LTM Jun.10	LTM Jun.09
Solar	47	44
% of total	7	10
Bioenergy	166	123
% of total	25	27
<b>Environmental Services</b>	40	20
% of total	6	5
Information Technologies	170	95
% of total	26	21
Industrial Engineering and Construction	227	167
% of total	35	37
Total Corporate Ebitda	650	450
Plus R&D costs	58	43
Total Corporate Ebitda <sup>(*)</sup>	707	493

<sup>(\*)</sup> Syndicated facilities defines Corporate Ebitda as Ebitda excluding N/R+ R&D costs

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