

# ABENGOA

**Innovative Solutions for Sustainability** 

**First Quarter 2010 Earnings Presentation** 



May, 13<sup>th</sup> 2010

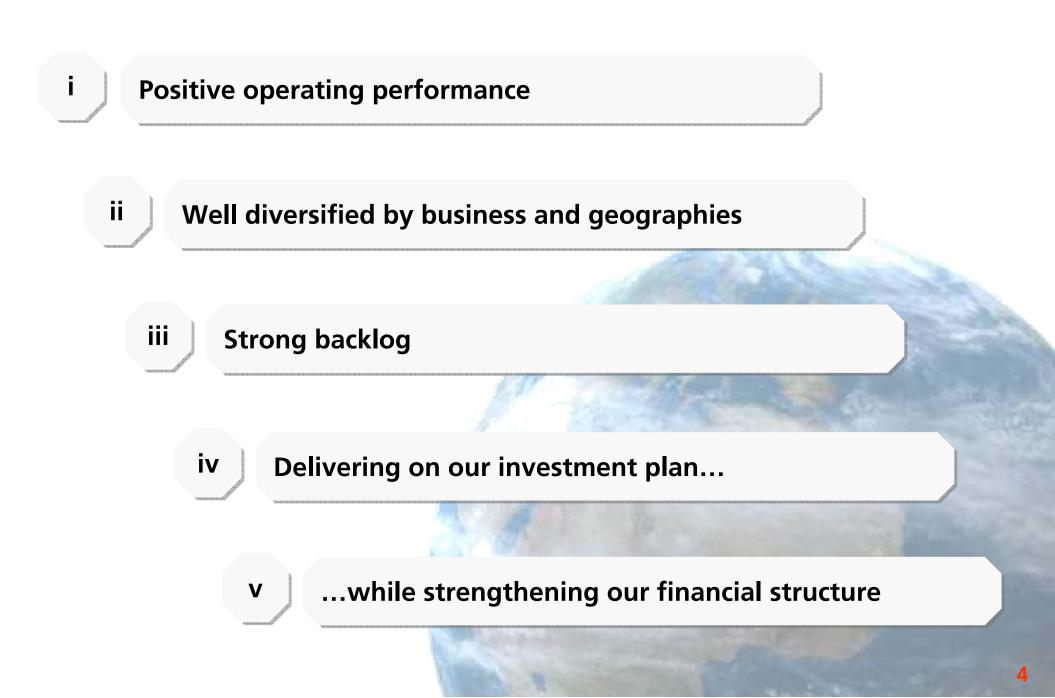
(Non-audited figures)

- 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.
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- Abengoa does not intend, and does not assume any obligations, to update these forward-looking statements.



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Highlights





IFRIC 12

□ Application of the IFRIC 12 <sup>(1)</sup> on Service Concession Arrangements for the first time as from January 1st 2010.

□ IFRIC 12 applies to arrangements in which the grantor:

- ✓ controls or regulates the services provided, to whom and at what price
- controls any significant residual participation in the asset
- □ IFRIC 12 applies to the following businesses and activities:

Business	Projects	Treatment in 2010
Transmission	Brazil and Peru <sup>(2)</sup>	
Generation Cogeneration	Cogeneration Mexico (Pemex)	Cost recognized as intangible asset
Solar	Solnova 1, Solnova 3, Solnova 4 Algeria (Hassi R' Mei) <sup>(2)</sup>	Construction revenues recognized
Desalination	Chennai, Tlemcen, Tenes, Qingdao <sup>(2)</sup>	

- (1) International Financial Reporting Interpretations Committee
- (2) Similar treatment as 2009

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Profitable growth in P&L Main Figures								
			Proforma <sup>(*)</sup>					
M€	Q1 2010	Q1 2009	YoY %	Q1 2009	YoY %			
<b>Sales</b>	1,208	981	+23%	1,061	+14%			
<b>Ebitda</b>	202	176	+15%	191	+6%			
Net Income	54	41	+32%	51	+6%			
🗅 Ebitda Margir	า 16.7%	18.0%		18.0%				
<mark>_</mark> EPS (€)	0.60 €	0.45 €	+32%	0.56 €	+6%			

<sup>(\*)</sup> P&L Q1 2009 has been restated according application IFRIC 12

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M€

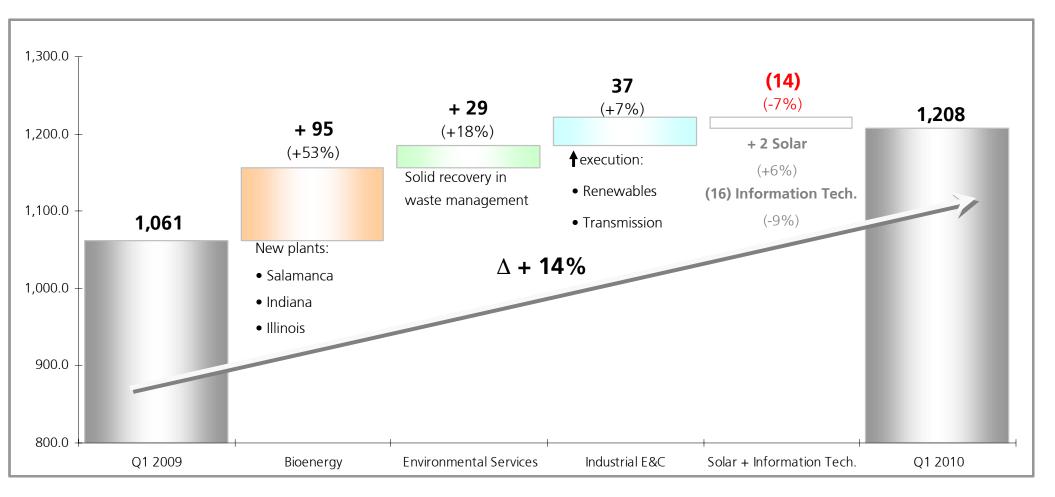
### Proforma

# <u>Q1 2010</u> <u>Q1 2009</u> <u>YoY %</u> <u>Q1 2009</u> <u>YoY %</u>

Sales	1,208	981	+23%	1,061	+14%
Ebitda	202	176	+15%	191	+6%
Depreciation & amortization expense	(53)	(64)	(18%)	(64)	(18%)
Net operating profit	149	112	+34%	127	+18%
Net financial loss	(66)	(58)	+14%	(58)	+14%
Profit before income tax	83	54	+55%	69	+21%
Income tax expense	(21)	(8)	+158%	(12)	+65%
Profit of the year	63	46	+37%	56	+12%
Profit attributable to minority interest	(8)	(5)	+86%	(5)	+67%
Net Income	54	) 41	+32%	51	+6%
Ordinary shares in circulation (thousands	s) 90,470	90,470		90,470	

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# Sales: contribution by Business Unit



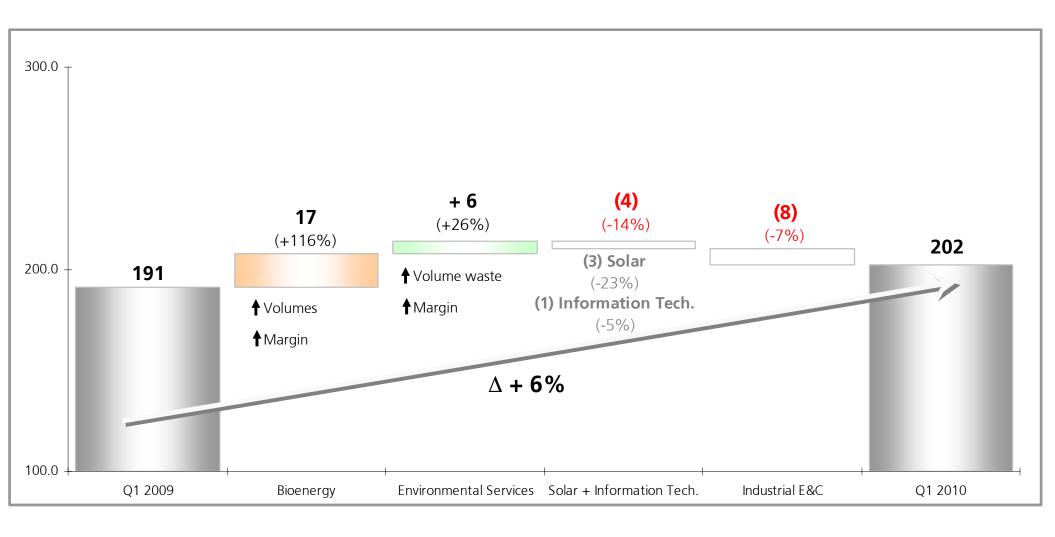
#### XX means figures in million Euros

YY% means year-over-year increase / (decrease)

#### Figures 2009 Proforma

# **Ebitda: contribution by Business Unit**

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#### XX means figures in million Euros

YY% means year-over-year increase / (decrease)

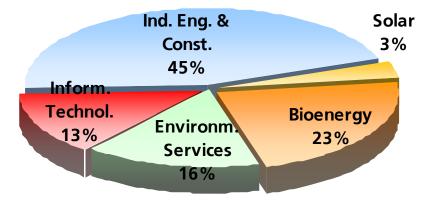
Figures 2009 Proforma

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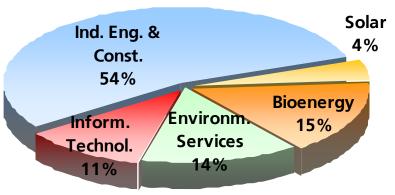
# **Distribution by Business Units**

	Well diversified by business						
	Solar	Bioenergy	Evironm. Services	Inform. Technol.	Industrial E&C	Consolidated	
Sales (M€)	41	274	188	160	545	1,208	
Sales '09	39	179	160	176	508	1,061	
% YoY	+ 6%	+ 53%	+ 18%	(9%)	+ 7%	+ 14%	
Ebitda (M€)	9	31	29	23	110	202	
Ebitda '09	12	14	23	24	118	191	
% YoY	(23%)	+ 116%	+ 26%	(5%)	(7%)	+ 6%	
Ebitda / Cons. Sales	22%	11%	15%	14%	20%	17%	

#### **Sales by Business**



#### **Ebitda by Business**



Figures 2009 Proforma

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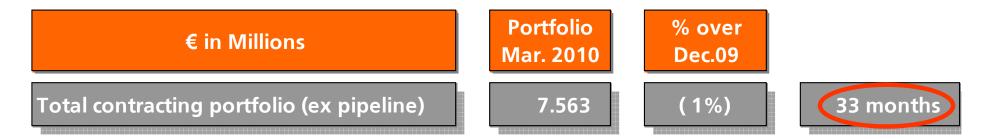
# **International Activity represents 65% of Total Consolidated Sales**

€ in Millions	Q1 2010	%	2009 reformulated	%
US Latin America Europe (ex Spain) Africa Asia y Oceania Spain	182,5 364,7 168,3 42,9 30,3 419,1	15,1% 30,2% 13,9% 3,6% 2,5% 34,7%	576,9 1.159,9 641,5 327,8 144,8 1.798,3	12,4% 24,9% 13,8% 7,1% 3,1% 38,7%
<b>Total Consolidated</b>	1.207,7		4.649,2	
<b>Consolidated Abroad</b>	788,7	65,3%	2.850,9	61,3%
<b>Consolidated Spain</b>	419,1	34,7%	1.798,3	38,7%
<b>Total Consolidated</b>	1.207,7	100,0%	4.649,2	100,0%

More than 24,000 employees over 70 countries



## Order book covers 33 months of sales in contracting activities (\*)



Includes IT and EPC activities in engineering and water infraestructures

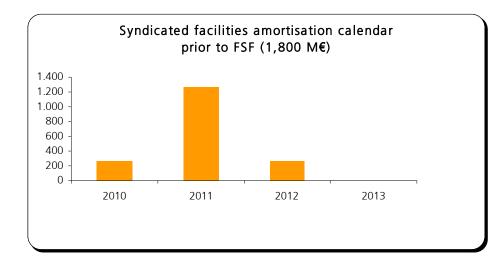
Sales in concession backlog for non recourse activities represents 20,821 M€ in 24 years of average life.

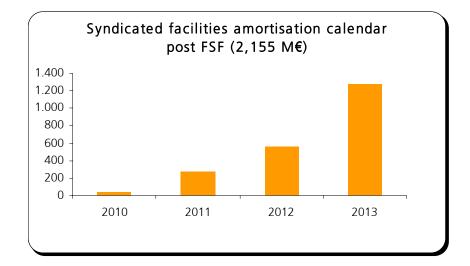
More than €2,4 billions in cash and equivalents						
(€ in Million)	31 Mar.10	YoY %	31 Dec.09			
Fixed assets corporate	3,576	+7%	3,355			
Fixed assets non recourse activities	4,140	+10%	3,767			
Equity	1,421	+12%	1,271			
Cash and equivalents	2,404	+19%	2,028			
Total Assets = Equity & Liabilities	13,609	+9%	12,470			
(€ in Million)	31 Mar.10	31 Dec.09	<b>30 Jun.0</b>			
Net Corporate Debt	1,744	1,257	1,144			
Non-Recourse Debt	3,159	2,933	2,616			
Total Net Debt	4,902	4,191	3,761			
Net Corporate Debt / Corporate Ebitda	a 2,45 x	1,84 x	2,32 x			
Figures 2009 Proforma			14			

Net Debt/Ebitda ratios in line with previous periods					
(€ in Million)	31 Mar.10	31 Dec.09	30 Jun.09		
Net corporate debt					
+ Corporate debt - Cash and equivalent Corporate entities Entities with non-recourse financing	<b>4,147</b> (2,404) (1,713) (691)	3,286 (2,028) (1,292) (736)	2,665 (1,520) (909) (611)		
I. Total net corporate debt	1,744	1,257	1,144		
<ul> <li>+ Σ Annualized Ebitda Corporate entities</li> <li>+ Annualized R&amp;D expense</li> <li>II. Ebitda (corporate)</li> </ul>	660 50 <b>710</b>	634 51 <b>685</b>	450 43 <b>493</b>		
Net corporate debt / Corporate Ebitda	2.45	1.84	2.32		
Non Recourse debt					
Long-term non-recourse financing Short-term non-recourse financing	2,964 195	2,748 185	2,319 297		
Total Non Recourse debt	3,159	2,933	2,616		
Total Net Debt	4,902	4,191	3,761		
Preoperational debt	(2,531)	(2,373)	(1,923)		
Total Net Debt adjusted by preop. debt	2,371	1,818	1,838		

#### Successful extension of syndicated bank facilities via a Forward Start Facility of 1,571 M€

- Extension signed on 22 April 2010
- Higher amount extended than the initial target (102.5% vs. 95% initially expected)
- Participation of 52 national and international financial institutions
- Support of relationship banks confirmed in a difficult credit environment
- Documentation unchanged
- Margins of 275 bps until June 2010 and 300 bps thereafter, as expected



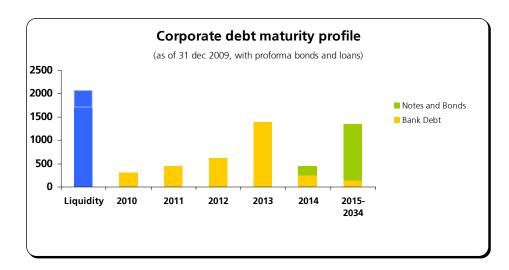


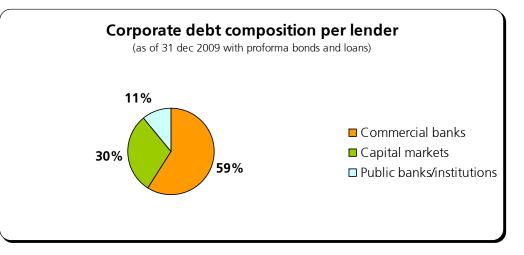
#### Proven access to capital markets in a context of high volatility

- 250 M€ 4.5% senior unsecured convertible notes due in 2017 issued by Abengoa SA in February 2010
- 500 M€ 8.5% senior unsecured notes due in 2016 issued by Abengoa SA in March 2010
- 200 M\$ 5.5% subordinated unsecured convertible notes due in 2015 issued by Telvent GIT in April 2010

#### **Reinforcement of financial structure**

- Average life of corporate debt standing at 4 years
- Additional diversification of funding sources
- Strong corporate liquidity position, enough to cover debt maturities until June 2013, while ensuring funding of committed capex requirements



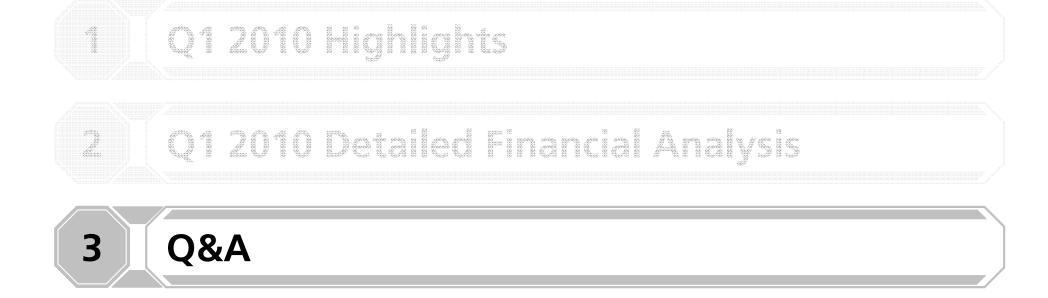


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## **Main Projects in Execution: Timeline**

		( 20	010		2011		20	12
		Q1 10 Q2 10	Q3 10 (	Q4 10 Q1 11	Q2 11 Q3	11 Q4 11 (	Q1 12 Q2 12	Q3 12 Q4 12
	Solnova 1	Start-up	<b>Q2 2010</b>					
Solar	Solnova 3	Start-up	<b>Q2 10</b>					
S	Algeria		S	tart-up <b>Q4 10</b>				
	Solnova 4		S	tart up <b>Q4 10</b>				
rgy	Indiana & Illinois	Start-up (	Q1 10					
Bioenergy	Ethanol Rotterdam	Start-up	<b>Q2 10</b>					
Bio	Cogen. Brazil		Start-up <b>Q</b>	3 2010				
uo	Chennai	Start up	<b>Q2 10</b>					
nati	Tlemcen			Start up	D Q1 11			
esalination	Tenes					📄 Start up <b>Q</b>	4 11	
De	Qingdao	Financial close a	chieved 🤇				Start up	Q2 12
ing	ATE IV - VII	Start-up	o <b>Q2 10 (</b> par	tially in operat	ion)			
Engineering	ATN (Peru)		S	tart up <b>Q4 10</b>				
Engi	Manaus (Amazonas					Start up <b>Q</b>	4 11	
	Norte Brasil (Rio Ma	deira) <	S	tart-up is forese	een by stages t	hroughout <b>201</b> 2	2-13	
Transmission &	Linha Verde (Prema	deira) 🤇			Star	t up <b>Q3 11</b>		Start up
usm	Cogen. México (Pen	nex)						Q4 12
Tra	Chilca (Peru)							Q4 13

This slide shows only projects that are awarded and where financing is committed.

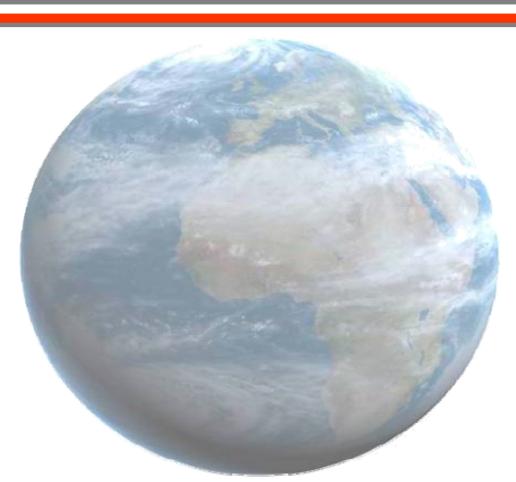




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