

# 2008 Earnings Presentation

24 February, 2009



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- Such statements reflect the current views of Abengoa with respect to future events and are subject to risks, uncertainties and assumptions.
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- Abengoa does not intend, and does not assume any obligations, to update these forward-looking statements.

## Agenda

1. 2008 Highlights 
2. 2008 Detailed Financial Analysis
3. Abengoa: Our Business Plan
4. Q&A

### 2008: Profitable Growth continues

1

**Growth in Sales, Operating cash-flow, Ebitda and Net Profit**

2

**Well balanced and diversified portfolio...**

**...and well diversified by geography**

3

**Project pipeline execution ensured,...**

**...no significant refinancing needs until 2011**



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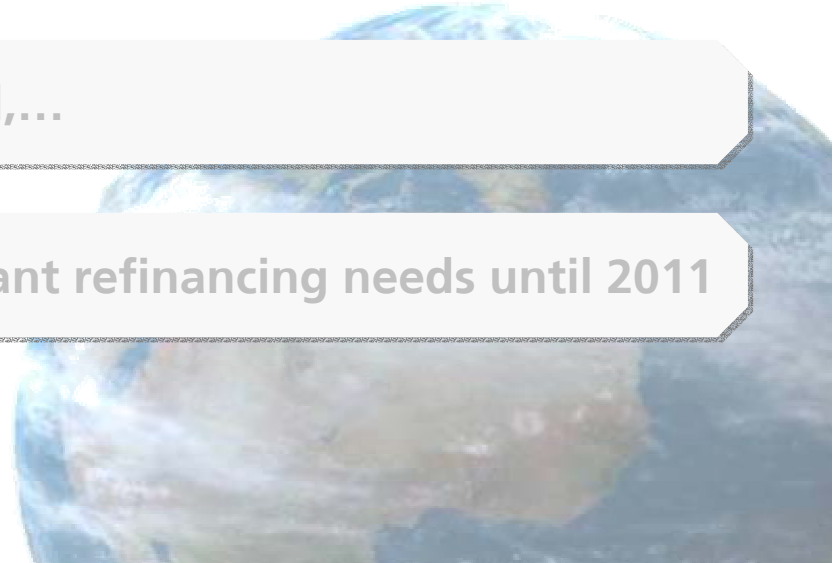
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### Profitable growth in P&L Main Figures

(€ in Million)

	<u>2008</u>	<u>YoY %</u>	<u>2007</u>
□ Sales	<b>3,115</b>	<b>+ 17.3</b>	<b>2,656</b>
Sales pro forma (*)	3,769	+ 17.3	3,214
□ Operating Cash Flow	<b>545</b>	<b>+ 39.3</b>	<b>392</b>
Operating Cash Flow pro forma (*)	627	+ 38.7	452
□ Ebitda	<b>459</b>	<b>+ 42.2</b>	<b>323</b>
Ebitda pro forma (*)	541	+ 41.0	384
□ Net Income	<b>140</b>	<b>+ 16.6</b>	<b>120</b>
<hr/>			
□ Ebitda margin	<b>14.7%</b>		<b>12.2%</b>
Ebitda margin pro forma (*)	14.4%		11.9%
□ EPS	<b>1.55 €</b>	<b>+ 16.6</b>	<b>1.33 €</b>

(\*) In accordance with the terms and requirements of IFRS 5, Telvent is considered as a discontinued activity. Pro forma figures show Telvent as a continuing activity.

### Balance Sheet

(€ in Million)

	<u>2008</u>	<u>2007</u>
❑ <b>Investments</b>	<b>1,746</b>	<b>1,301</b>
❑ <b>Net Debt ex Non-Recourse</b>	<b>486</b>	<b>234</b>
Net Debt pro forma <sup>(*)</sup>		285
❑ <b>Non-Recourse Debt</b>	<b>2,133</b>	<b>1,689</b>
Non-Recourse Debt pro forma <sup>(*)</sup>		1,672
❑ <b>Total Net Debt</b>	<b>2,619</b>	<b>1,923</b>
Total Net Debt pro forma <sup>(*)</sup>		1,957

<sup>(\*)</sup> In accordance with the terms and requirements of IFRS 5, Telvent is considered in 2008 figures as a discontinued activity. 2007 pro forma figures show Telvent as a discontinued activity for making consistent comparisons with 2008.



<b>P&amp;L Account (€ in Million)</b>	<b>2008</b>	<b>2007</b>	<b>Var (%)</b>
<b>Revenue</b>	3,114.5	2,655.8	+ 17.3%
Operating Cash Flow <sup>(*)</sup>	545.3	391.5	+ 39.3%
<b>Ebitda</b>	459.3	322.9	+ 42.2%
Depreciation and amortization expense	(163.2)	(89.6)	+ 82.2%
<b>Net operating profit</b>	296.1	233.4	+ 26.9%
Interest expense	(246.6)	(162.4)	
Other financial results (net)	(47.2)	34.7	
Net financial loss	(293.9)	(127.7)	
Participation in associated companies	9.4	4.2	
<b>Profit before income tax</b>	11.7	109.9	- 89.4%
Income tax expense	115.2	(10.1)	n.a.
<b>Profit for the year from continuing operations</b>	126.9	99.9	+ 27.0%
<b>Profit for the year from discontinued operations</b>	38.9	36.0	+ 8.3%
Profit attributable to minority interest	(25.4)	(15.4)	+ 64.6%
<b>Profit for the year attributable to the parent company</b>	140.4	120.4	+ 16.6%
Number of ordinary shares in circulation (thousands)	90,470	90,470	
Earnings per share (€)	1.55 €	1.33 €	+ 16.6%

<sup>(\*)</sup> Operating Cash Flow: Earnings before interest, tax, depreciation and amortization, adjusted by profit eliminated from intra-group activities.

- In order to understand pretax profit evolution, the following **cash/non-cash** items must be considered:

(€ in Million)	<u>2008</u>	<u>2007</u>	<u>Var (%)</u>
<b>Profit before income tax</b>	<b>11.7</b>	<b>109.9</b>	<b>- 89.4%</b> Cash effect
Non-cash provision for risks	(58.1)	(48.7)	non-cash
Stock compensation plans	(16.6)	(9.7)	non-cash
R&D effort	(44.5)	(21.0)	cash
BRL/USD Fx option profit	56.3	-	cash
Non-cash Fx provision (USD debt in Brazil)	(90.0)	18.2	non-cash
Non-cash provision for derivatives	(64.9)	(3.1)	non-cash
Other Income (DAEX)	68.4	-	non-cash
Profit from discontinued activities	46.5	40.2	non-cash
Contribution from new projects	(45.3)	(13.6)	cash/non-cash
<b>Total Adjustments</b>	<b>(148.2)</b>	<b>(37.7)</b>	
<b>Pro forma profit before income tax</b>	<b>159.9</b>	<b>147.6</b>	<b>+ 8.3%</b>

- Pro forma Profit before tax reached 159.9 M€, which means an 8.3% increase over the last year figure (147.6 M€).

- ❑ 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 689.7 M€ of sales and 33.8 M€ of Ebitda in Engineering for works done to Solar and Bioenergy

M€	Solar <sup>(1)</sup>	Bioenergy <sup>(2)</sup>	Environm. Services	Inform. Technol.	Industrial E&C	Aggregated	Eliminations <sup>(3)</sup>	Continued Activities	Interrupted Activities	Consolidated
<b>Consolidated Sales</b>	<b>65.0</b>	<b>830.1</b>	<b>873.4</b>	<b>696.9</b>	<b>1,993.5</b>	<b>4,458.9</b>	<b>(689.7)</b>	<b>3,769.2</b>	<b>(654.7)</b>	<b>3,114.5</b>
YoY (%)	267%	35%	13%	17%	29%	26%		17%		17%
<b>Operating Cash Flow</b>	<b>40.6</b>	<b>111.6</b>	<b>157.8</b>	<b>81.0</b>	<b>236.3</b>	<b>627.2</b>		<b>627.2</b>	<b>(81.9)</b>	<b>627.2</b>
YoY (%)	326%	40%	27%	45%	29%	39%		39%	35%	39%
Op. CF / Cons. Sales	62%	13%	18%	12%	12%	14%		17%		20%
<b>Ebitda</b>	<b>9.2</b>	<b>90.7</b>	<b>157.8</b>	<b>81.0</b>	<b>236.3</b>	<b>575.0</b>	<b>(33.8)</b>	<b>541.2</b>	<b>(81.9)</b>	<b>459.3</b>
YoY (%)	-9%	67%	27%	45%	29%	35%		41%		42%
Ebitda / Cons. Sales	14%	11%	18%	12%	12%	13%		14%		15%

<sup>(1)</sup> Solar Sales (80.8 M€) and Ebitda (31.4 M€) eliminated within the segment and correspond to development costs, design and technology services.

<sup>(2)</sup> Bioenergy Sales (21.8 M€) and Ebitda (20.9 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

## Balance Sheet (€ in Million)

	2008	2007	Var (%)
Intangible assets	1,056.9	1,227.0	- 13.9%
Fixed assets in projects	2,249.8	1,638.1	+ 37.3%
Equity	627.5	797.5	- 21.3%
Non-recourse financing	2,132.7	1,689.2	+ 26.3%
<b>Total Assets = Total Equity &amp; Liabilities</b>	<b>9,794.6</b>	<b>8,110.2</b>	<b>+ 20.8%</b>

Net debt ex non-recourse	2008	2007	Var (%)
Long-term debt with credit institutions	2,262.9	2,346.3	- 3.6%
Short-term debt with credit institutions	218.9	182.4	+ 20.1%
Financial investments	(661.7)	(596.4)	+ 10.9%
Treasury	(1,333.7)	(1,697.9)	- 21.4%
<b>Total net debt ex non-recourse</b>	<b>486.4</b>	<b>234.3</b>	<b>+ 107.6%</b>
Pro forma total net debt ex non-recourse (*)		285.2	+ 70.6%

Project Financing	2008	2007	Var (%)
Long-term non-recourse financing	1,883.4	1,186.0	+ 58.8%
Short-term non-recourse financing	249.3	503.2	- 50.5%
<b>Total Project Financing</b>	<b>2,132.7</b>	<b>1,689.2</b>	<b>+ 26.3%</b>
Pro forma total Project Financing (*)		1,672.2	+ 27.5%
<b>Total Net Debt</b>	<b>2,619.1</b>	<b>1,923.5</b>	<b>+ 36.2%</b>
Pro forma total net debt (*)		1,957.3	+ 33.8%

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## Cash-Flow Statement (€ in Million)

	2008	2007	Var (%)
Cash generated by operations	229.9	313.1	
Variations in working capital	475.2	148.1	
<b>A. Net cash flow from operating activities</b>	<b>705.1</b>	<b>461.2</b>	<b>+ 52.9%</b>
Investments	(1,745.8)	(1,300.6)	
Disinvestments	167.8	136.2	
<b>B. Net cash flow from investment activities</b>	<b>(1,577.9)</b>	<b>(1,164.4)</b>	<b>+ 35.5%</b>
<b>C. Net cash flow from finance activities</b>	<b>547.7</b>	<b>1,373.1</b>	<b>- 60.1%</b>
<b>Net increase/decrease of Cash and equivalents</b>	<b>(325.2)</b>	<b>669.9</b>	<b>- 148.5%</b>
Cash or equivalent at the beginning of the year	1,697.9	1,028.0	
Cash or equivalent (discontinued activities)	(39.0)		
<b>Cash in Banks at the close of the year</b>	<b>1,333.7</b>	<b>1,697.9</b>	<b>- 21.4%</b>

- ❑ **Active and disciplined working capital management allows continuous improvement**
- ❑ **Well defined investment plan funded from operating activities new project debt and existing cash balances.**

## 2008: Profitable Growth continues

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Growth in Sales, Operating cash-flow, Ebitda and Net Profit

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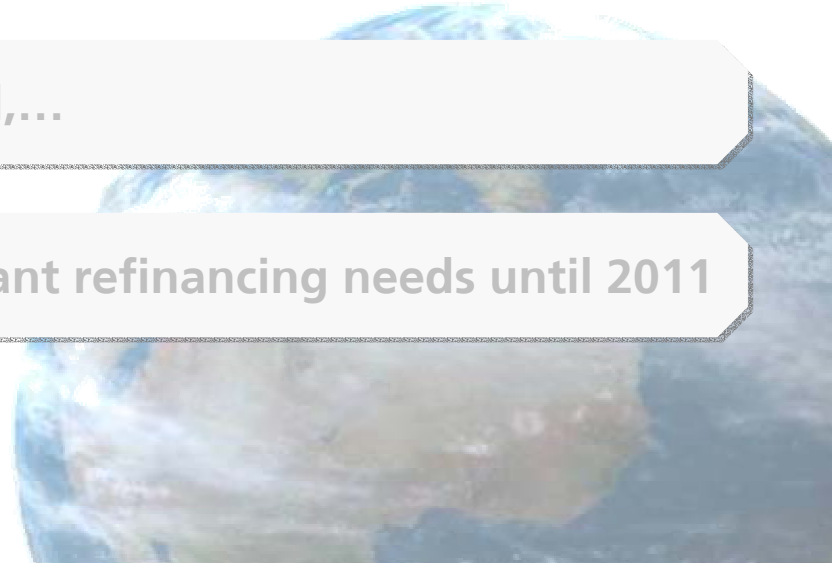
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**...and well diversified by geography**

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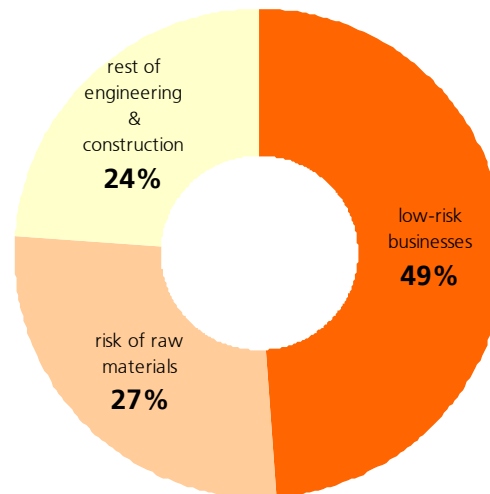
Project pipeline execution ensured,...

...no significant refinancing needs until 2011

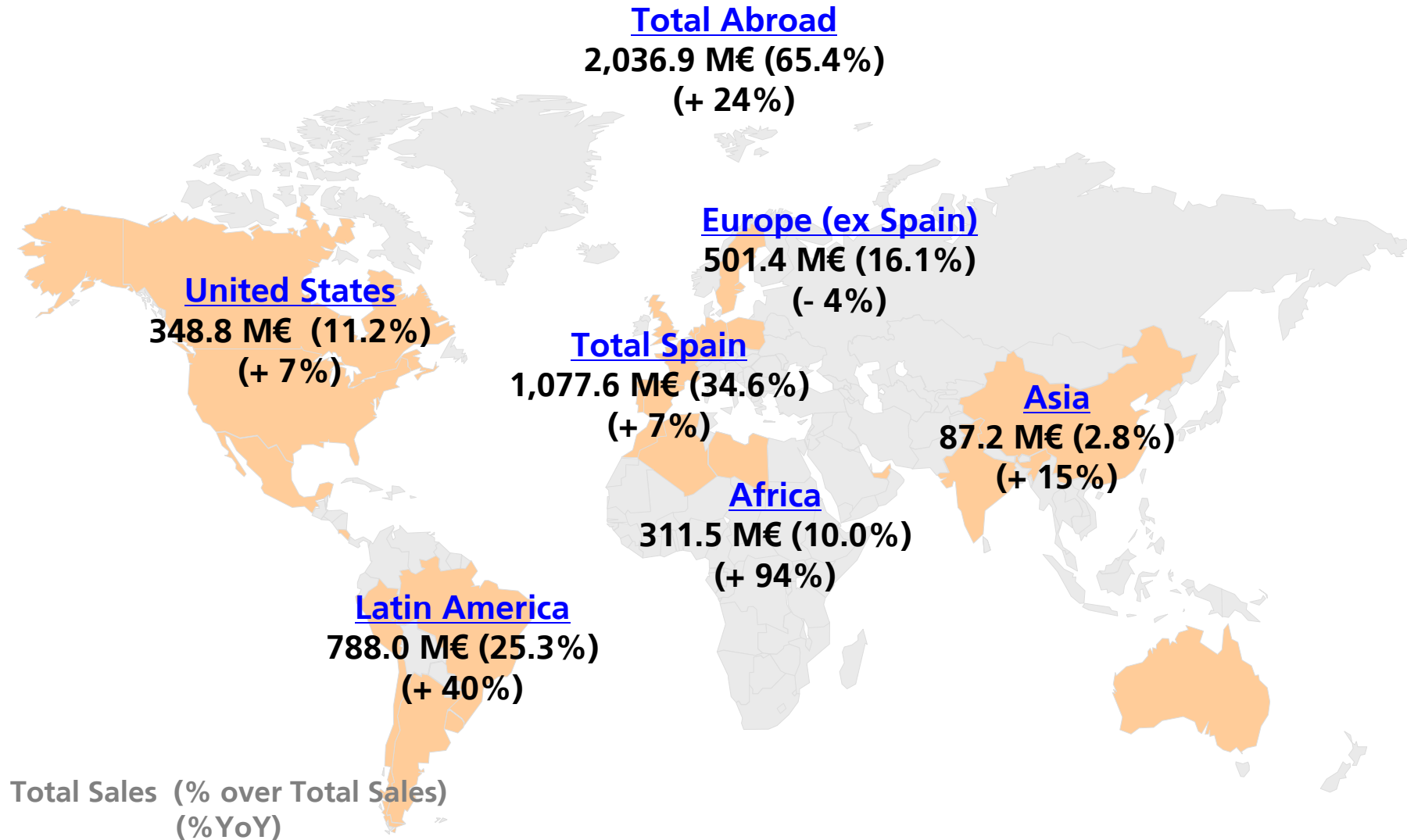


## Abengoa maintains its profile of growth and cash flow generation with a low level of volatility:

- ❑ A highly diversified portfolio enables us to maintain a profile of growth and cash flow generation with a low level of volatility:
  - ✓ 49% of gross cash flow coming from recurrent, low-risk businesses: solar, water & desalination plants and electrical assets; no demand-risk through thirty years visibility.
  - ✓ 27% from businesses involving risk in terms of the price of raw materials: bioenergy and some metal recycling businesses.
  - ✓ 24% from rest of engineering and construction businesses.



International Activity represents 65.4% of total Sales



A global organization with more than 21,000 employees over 70 countries



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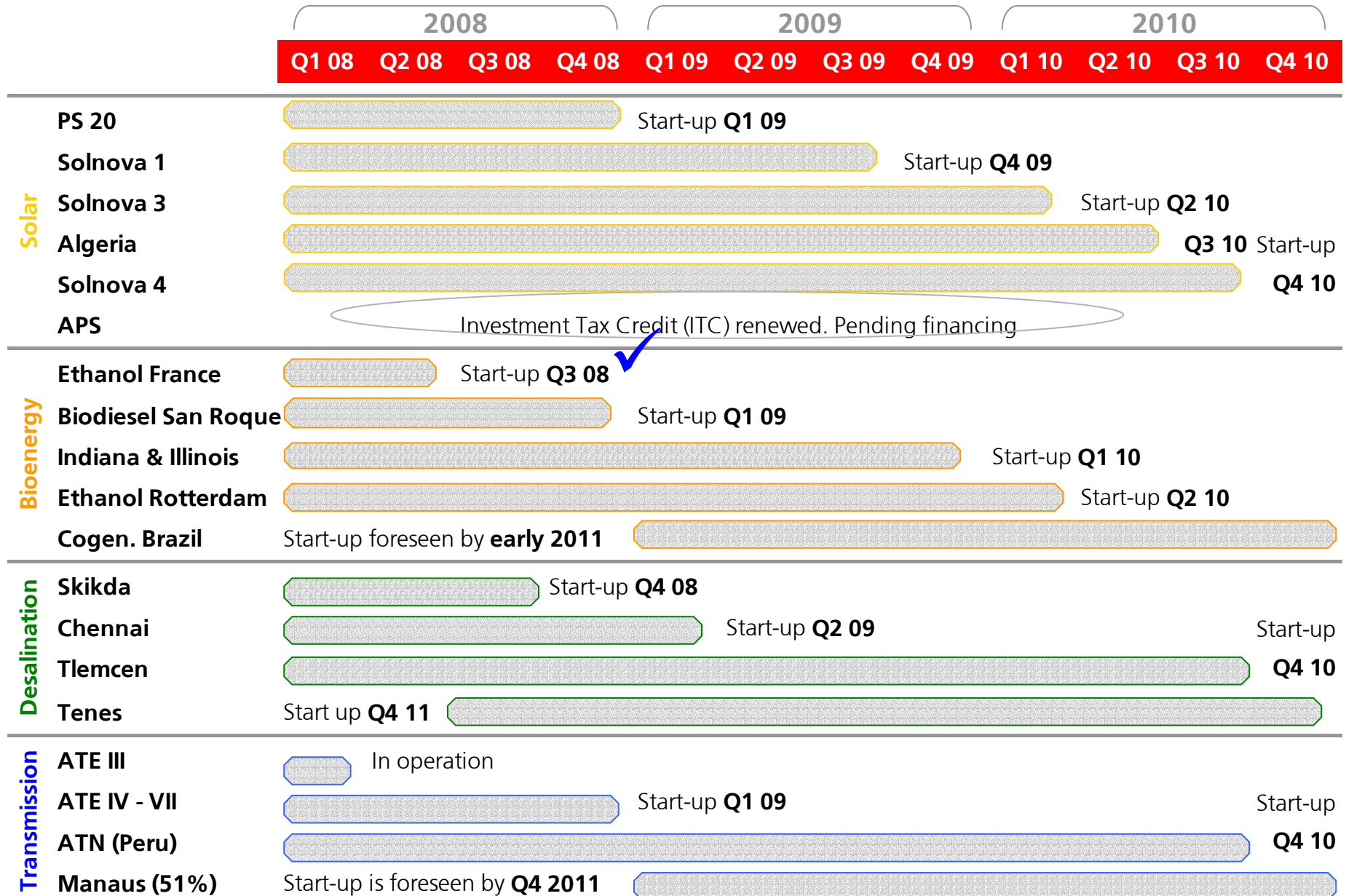
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		Capex (All figures in M€)
<b>Solar</b>		<b>1.198</b>
PS 20	20 MW	Financed
Solnova 1	50 MW	Financed
Solnova 3	50 MW	Financed
Algeria(51%)	150 MW	Financed
Solnova 4	50 MW	Financed
<b>Bioenergy</b>		<b>1.167</b>
Ethanol France (64%)		Financed
Indiana & Illinois		Financed
Ethanol Rotterdam		Internal
Biodiesel San Roque		Internal
Cogen Brazil (BNDES)		
<b>Desalination</b>		<b>447</b>
Skikda (34%)		Financed
Chennai (25%)		Financed
Tlemcen (51%)		Financed
Tenes (51%)		Committed ✓ Signed Jan '09
<b>Transmission</b>		<b>1.130</b>
ATE III		Financed
ATE IV - VII		Financed (bridge) + committed BNDES ✓
Manaus (51%)		In process: Bridge + BNDES ✓
ATN (Peru)		Mandated
<b>Total capex</b>		<b>3.943</b>

### Project pipeline execution ensured (2008-2010):

- pending BNDES approval for Cogeneration.
- pending BNDES approval for Transmission (ATEIV and Manaus) with Bridge financing in place.
- ATN (Transmission) with commercial banks in Perú.

## Financial Priorities for 2009

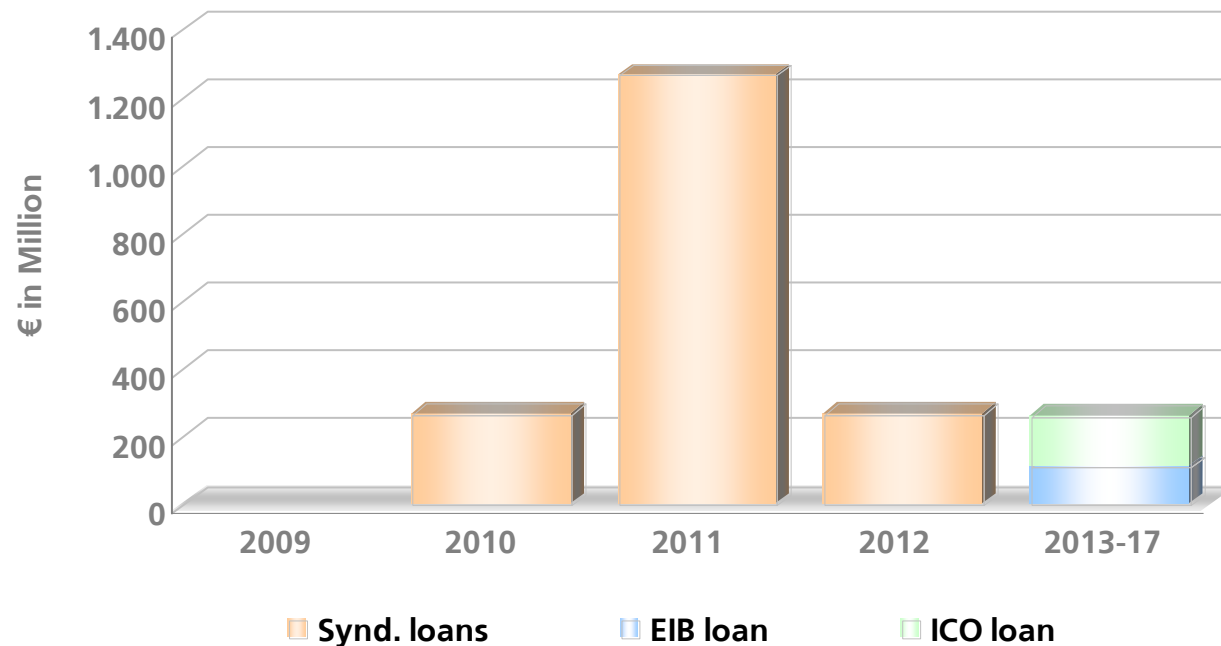
- ❑ **Protect liquidity in a very tough financial environment:**
  - ❑ **Reduce to minimum non-committed/non-funded capex**
  - ❑ **Cost reduction plan in place (general expenses, etc.)**
  - ❑ **Analyze potential partial divestments and partnerships**
- ❑ **Seek growth without new capital**
- ❑ **Profit from our leading market position to continue raising non-recourse Debt in a selective manner:**
  - ❑ **Transmission in Brazil**
  - ❑ **Solar in Spain**
- ❑ **New funding sources from "Green" stimulus package: Solar and 2G bioethanol.**

## Financial Priorities for 2009


- ❑ Extend, whenever possible, Corporate Debt maturities.
- ❑ No significant refinancing needs until 2011.

### ✓ Expected Amortization Calendar:

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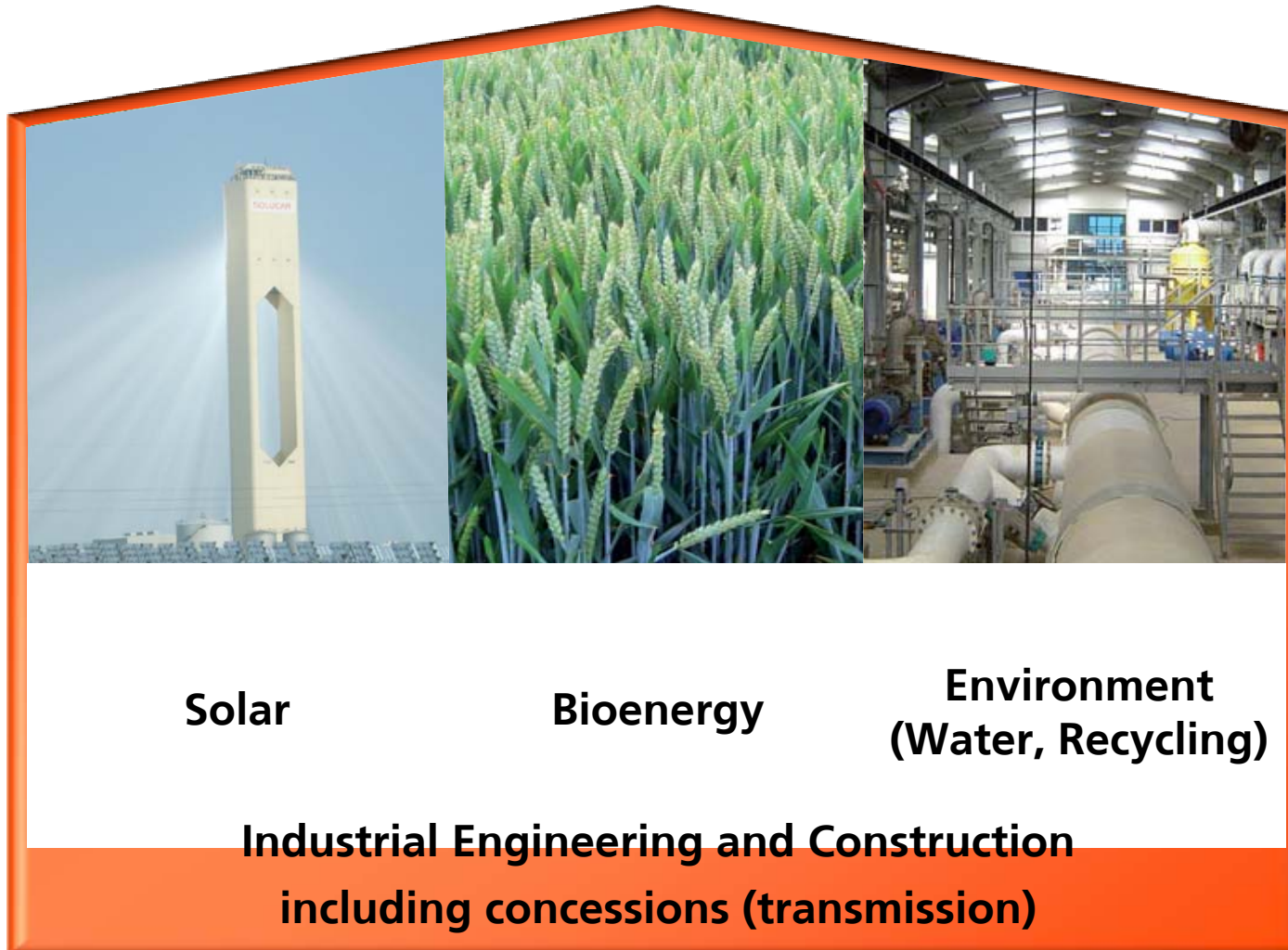
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# ABENGOA



## Abengoa: Our Business Plan



**Solar**

**Bioenergy**

**Environment  
(Water, Recycling)**

**Industrial Engineering and Construction  
including concessions (transmission)**



Estimated percentage of Gross Cash Flow <sup>[1]</sup>	FY 2008	Mid Term
➤ <b>Solar</b>	<b>7%</b>	<b>15%</b>
➤ <b>Bioenergy</b>	<b>21%</b>	<b>30%</b>
➤ <b>Environmental</b>	<b>29%</b>	<b>20%</b>
➤ <b>Industrial Engineering</b>	<b>43%</b>	<b>35%</b>
❑ <b>Transmission Concessions</b>	<b>24%</b>	<b>20%</b>
❑ <b>Projects</b>	<b>19%</b>	<b>15%</b>
<b>Total</b>	<b>100%</b>	<b>100%</b>

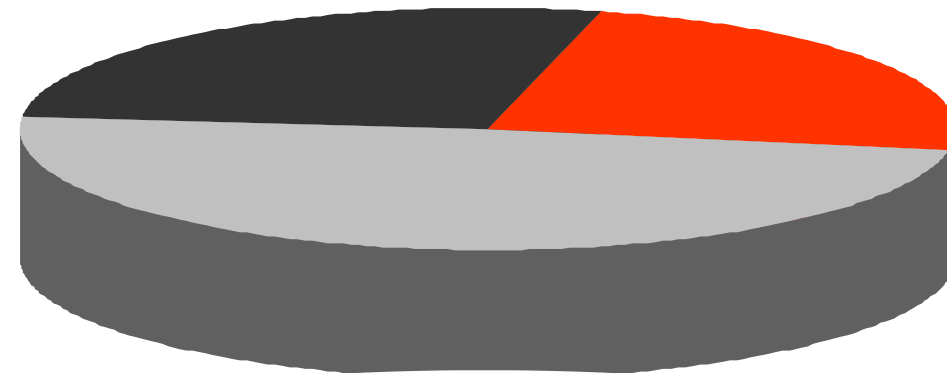
[1] Gross Cash Flows: Earnings before interest, tax, depreciation and amortization, adjusted by the works flows done for own fixed assets.

Estimated percentage of Revenues	FY 2008	Mid Term
➤ Spain	35%	25%
➤ Rest of Europe	16%	20%
➤ U.S.A.	11%	30%
➤ Latin America	25%	15%
➤ Africa and Asia	13%	10%
<b>Total</b>	<b>100%</b>	<b>100%</b>



Gross Cash Flows<sup>[1]</sup> 2008

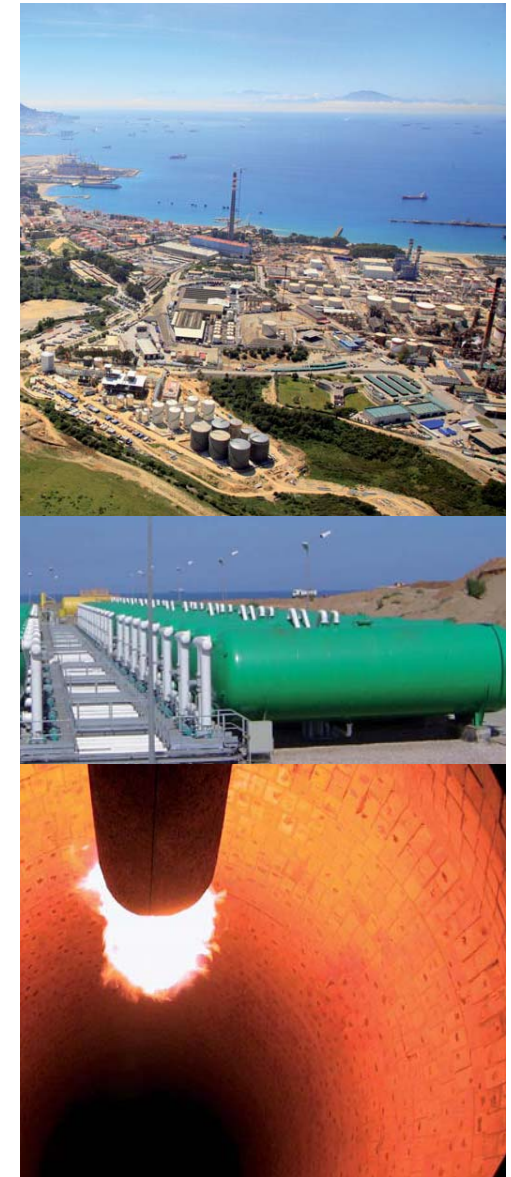
■ Commodity risk; 27%      ■ Construction projects; 24%



■ Concessions and Recurrent  
Businesses; 49%

[1] Gross Cash Flows: Earnings before interest, tax, depreciation and amortization, adjusted by the works flows done for own fixed assets.

- 1.- High growth markets supported by clear drivers and strong regulation
- 2.- Leading global position in our key markets with clear competitive advantages
- 3.- Strong growth through projects already financed and under execution; strong projects pipeline to be executed when fully financed



### Solar

- Next big thing in renewables
- Regulation in place in many geographies
- Costs decreasing steadily

### Bioenergy

- Strong demand for clean and local sources of fuel
- Strong regulatory support in key markets
- 2<sup>nd</sup> generation

### Water

- Need for clean water in many geographies
- Costs decreasing as technology improves

### Recycling

- More demanding regulation in most geographies

### Industrial engineering and construction

- Strong pipeline (internal and external)
- Need to build power generation and transmission globally

### E.U.

- European directive approved by Parliament (2020 20%)
- Feed-in tariffs in many European markets for PV and CSP

### U.S.A.

- RPS in most states. Potential FRS in 2009
- ITC until 2016

### Other

- Initiatives in several markets
- Feed-in tariff in some geographies

### Solar

- Only company building with the three key CSP technologies (trough, tower, hybrid)
- Leader in R&D for second generation technologies

### Bioenergy

- Only company with leading position in terms of volume, commercial reach and operational expertise in three key geographies (U.S.A., Brazil and Europe)
- Leader in second generation R&D (cellulosic ethanol, algae)

### Water

- One of the five global leaders in desalination

### Recycling

- Leader in Europe in zinc and aluminum recycling

### Industrial engineering and construction

- Ranked by ENR as the third largest international power contractor
- One of the largest transmission operators in Latin America



▪ Cénit, Spain



▪ Five DoE projects, U.S.A.







▪ Cénit, Spain



▪ DoE project, U.S.A.





- Own construction and operational capabilities (solar, bioenergy, transmission and desalination)



	Operation	Construction	Development
➤ Solar	23 MW	170 MW + 150 MW hybrid	900 MW
➤ Bioenergy	1,600 ML/year	1,050 ML/year	800 ML/year
➤ Water (desalination)	550 m <sup>3</sup> /day	650 m <sup>3</sup> /day	100 m <sup>3</sup> /day
➤ Transmission lines	4,450 km	1,000 km	3,050 km

➤ Priority today: cash

➤ Start projects only when fully financed

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