

**Innovative Solutions for Sustainability** 

First nine months 2009 Earnings Presentation



(Non-audited figures

November, 4th 2009

### Forward-Looking Statemen

- 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 9m 2009 Highlights

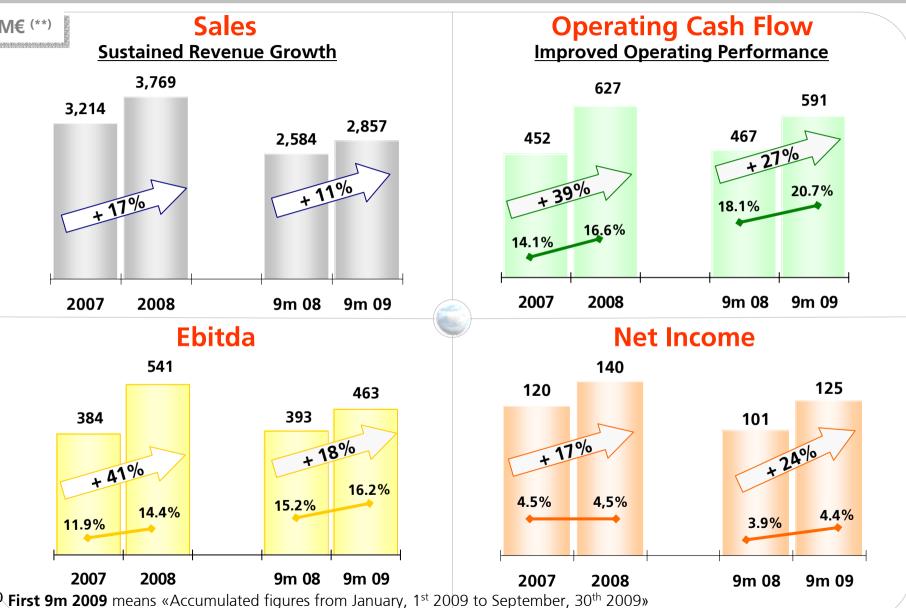


ii Well diversified by business and geographies

iii Delivering on our investment plan



## 9m 2009: Main Figure



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

| M€                  | 9m 2009 | YoY % | 9m 2008 |
|---------------------|---------|-------|---------|
| Sales               | 2,857   | +11%  | 2,584   |
| Operating Cash Flow | 591     | +27%  | 467     |
| Ebitda              | 463     | +18%  | 393     |
| ■ Net Income        | 125     | +24%  | 101     |
| Ebitda Margin       | 16.2%   |       | 15.2%   |
| EPS (€)             | 1.38 €  | +24%  | 1.11 €  |

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

| M€                  | 9m 2009 <sup>(*)</sup> | YoY % | 9m 2008 (**) |
|---------------------|------------------------|-------|--------------|
| Sales               | 2,857                  | +11%  | 2,584        |
| Operating Cash Flow | 575                    | +35%  | 427          |
| Ebitda              | 446                    | +26%  | 353          |
| ■ Net Income        | 113                    | +35%  | 84           |
| Ebitda Margin       | 15.6%                  |       | 13.7%        |
| EPS (€)             | 1.25 €                 | +35%  | 0.93 €       |

<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€).

9m 2009 Detailed Financial Analysis

| novative Solutions for Sustainability      |                |                |       |
|--|----------------|----------------|-------|
| M€   | <u>9m 2009</u> | <u>9m 2008</u> | YoY % |
| Sales                                      | 2,857          | 2,584          | +11%  |
| Operating Cash Flow                        | 591            | 467            | +27%  |
| Ebitda                                     | 463            | 393            | +18%  |
| Depreciation & amortization expense        | (153)          | (120)          | +27%  |
| Net operating profit                       | 310            | 273            | +13%  |
| Net financial loss                         | (112)          | (144)          | (22%) |
| Profit before income tax                   | 197            | 129            | +53%  |
| Income tax expense                         | (54)           | (13)           | +310% |
| Profit of the year                         | 143            | 116            | +24%  |
| Profit attributable to minority interest   | (19)           | (15)           | +22%  |
| Attributable to the parent company         | 125            | 101            | +24%  |
| Ordinary shares in circulation (thousands) | 90,470         | 90,470         |       |
| Earnings per share (€)                     | 1.38€          | 1.11€          | +24%  |

BEINGUA Earnings Presentation novative Solutions for Sustainability

Pro forma P&L Accoun

| M€                  | 9m 09 17 | 9m 08' | <u>YOY %</u> |
|---------------------|----------|--------|--------------|
| Sales               | 2,857    | 2,584  | +11%         |
| Operating Cash Flow | 575      | 427    | +35%         |
| Ebitda              | 446      | 353    | +26%         |

(153)293 (112)

132

(19)

113

90,470

1.25€

(49)

247 (144)(6)97 (13)

90,470

0.93€

(106)

+19%

+736% +36% +39% +35%

+44%

(22%)

+35%

- Depreciation & amortization expense
- Net operating profit Net financial loss

Profit attributable to minority interest

Attributable to the parent company

Ordinary shares in circulation (thousands)

**Profit before income tax** 

Income tax expense

Profit of the year

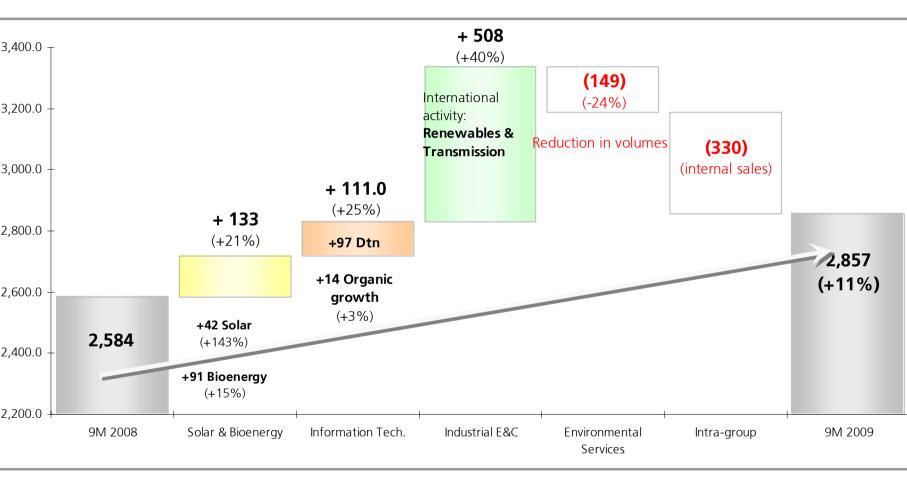
Earnings per share (€)

(\*\*) Excluding the effect of land divestment at Befesa

(\*) Excluding the sale of TLVT shares



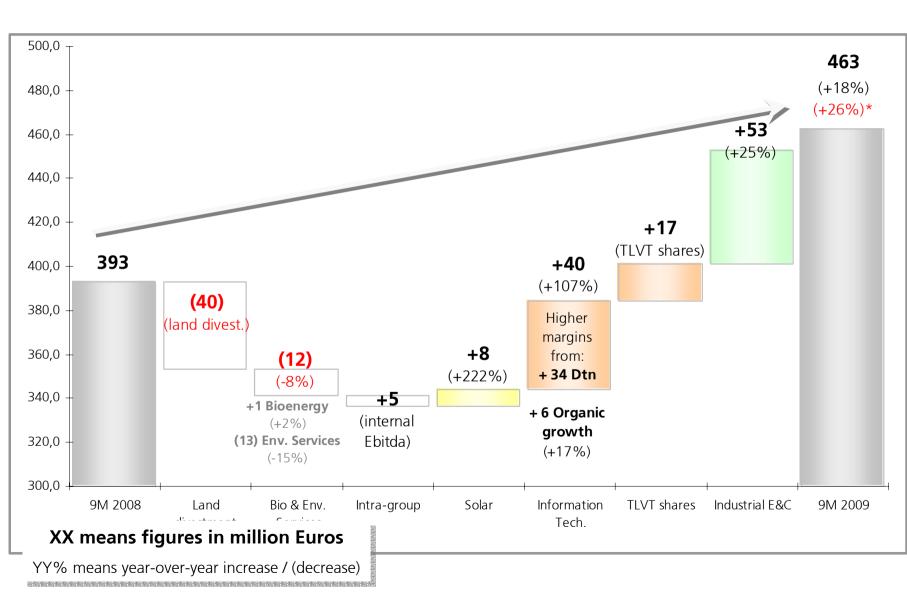
# Sales: contribution by Business Uni



#### XX means figures in million Euros

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

## Ebitda: contribution by Business Uni



| M€                              | 9m 2009 | YoY % | 9m 2008 |
|---------------------------------|---------|-------|---------|
| i. Ebitda Corporate Entities    | 403     | +26%  | 320     |
| ii. Ebitda Non/Recourse         | 188     | +45%  | 130     |
| iii. Eliminations               | (129)   | +126% | (57)    |
| Total Ebitda (i) + (ii) + (iii) | 463     | +18%  | 393     |

bitda at Corporate Entities (excluding Non-Recourse activities) grows at 26% in the period.

perating Cash Flow (M€)

ioglass Solar), design and technology services.

p. CF / Cons. Sales

oitda / Cons. Sales

oY (%)

oY (%)

bitda (M€)

## Intragroup activitie

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 744.3 M€ of sales and 35.1 M€ of Ebitda in Engineering for works done to Solar and Bioenergy

| 9)                   |               |                       |                     |                   |            |                  |            |
|----------------------|---------------|-----------------------|---------------------|-------------------|------------|------------------|------------|
| Solar <sup>(1)</sup> | Bioenergy (2) | Environm.<br>Services | Inform.<br>Technol. | Industrial<br>E&C | Aggregated | Eliminations (3) | Consolidat |
|                      |               |                       |                     |                   |            |                  |            |

|                        | Solar <sup>(1)</sup> | Bioenergy (2) | Environm.<br>Services | Inform.<br>Technol. | Industrial<br>E&C | Aggregated | Eliminations (3) | Consolida |
|------------------------|----------------------|---------------|-----------------------|---------------------|-------------------|------------|------------------|-----------|
| onsolidated Sales (M€) | 71                   | 704           | 481                   | 552                 | 1 793             | 3 602      | (744)            | 2.8       |

|                        | Solar '' | Bioenergy '-' | Services | Technol. | E&C   | Aggregated | (3)   | Consolidate |
|------------------------|----------|---------------|----------|----------|-------|------------|-------|-------------|
| onsolidated Sales (M€) | 71       | 704           | 481      | 552      | 1,793 | 3,602      | (744) | 2,85        |

| onsolidated Sales (M€) | 71   | 704 | 481  | 552 | 1,793 | 3,602 | (744) | 2,85 |
|------------------------|------|-----|------|-----|-------|-------|-------|------|
| oY (%)                 | 150% | 15% | -24% | 26% | 27%   | 195%  | . ,   | 119  |

**72** 

**-42%** 

15%

72

**-42%** 

15%

<sup>(1)</sup> Solar Sales (75.7 M€) and Ebitda (42.8 M€) eliminated within the segment and correspond to development costs, solar equipment sales

94

149%

17%

94

149%

17%

261

8%

15%

261

8%

15%

**591** 

16%

498

352%

14%

330%

110

46%

16%

59

1%

8%

<sup>(2)</sup> Bioenergy Sales and Ebitda (50.9 M€) eliminated within the segment and correspond to development costs, design and technology services (3) Eliminations in Industrial E&C for works done to Solar and Bioenergy plants

54

169%

76%

12

236%

16%

**59** 

27

219

46

189

169

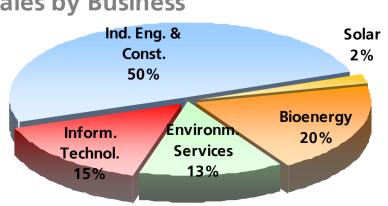
(35)

### **Distribution by Business Unit**

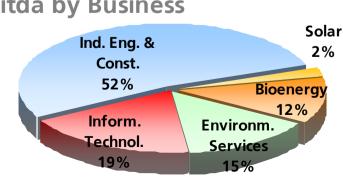
### Well diversified by business ...

|               | Solar  | Bioenergy | Evironm.<br>Services | Inform.<br>Technol. | Industrial<br>E&C | Aggregated | Eliminations | Consolidate |
|---------------|--------|-----------|----------------------|---------------------|-------------------|------------|--------------|-------------|
| ales (M€)     | 71     | 704       | 481                  | 552                 | 1,793             | 3,602      | (744)        | 2,857       |
| Sales '08     | 29     | 613       | 630                  | 441                 | 1,285             | 2,998      | (414)        | 2,584       |
| % YoY         | + 143% | + 15%     | (24%)                | + 25%               | + 40%             | + 20%      | + 80%        | + 11%       |
| oitda (M€)    | 12     | 59        | 72                   | 94                  | 261               | 498        | (35)         | 463         |
| Ebitda '08    | 4      | 58        | 125                  | 38                  | 209               | 433        | (40)         | 393         |
| % YoY         | + 222% | + 2%      | (42%)                | + 151%              | + 25%             | + 15%      | (12%)        | + 18%       |
| o forma % YoY | -      | -         | (15%)                | + 107%              | -                 | -          | -            | + 26%       |

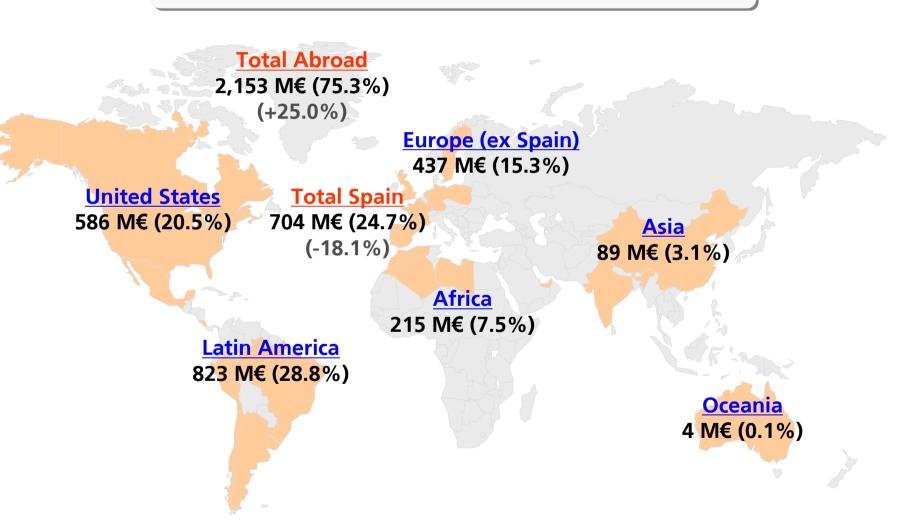
### **Sales by Business**



#### **Ebitda by Business**



#### ... and geographies



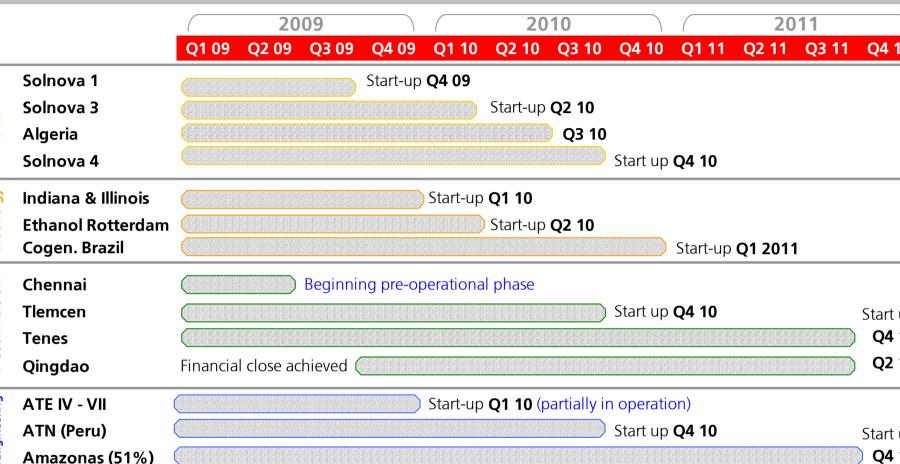
# REALITION Earnings Presentation novative Solutions for Sustainability

Rio Madeira

**Premadeira** 

Cogen. México (Pemex)

# Main Projects in Execution: Timelin



Start-up is foreseen by stages throughout 2012-13

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

Preferred bidder

**Q4** 

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

| Business Units                            | Portfolio<br>Sep. 2009 | % over<br>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 |

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.

3 Q&A



# **ABENGOA**

**Innovative Solutions for Sustainability** 

First Nine Months 2009 Earnings Presentation



November, 4th 2009