

# ABENGOA



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## Financial Restructuring Status Update

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20<sup>th</sup> March, 2019

## Forward Looking Statements

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- The information and opinion, contained in this presentation are provided as at the date of this presentation and are subject to verification, completion and change without notice.

# Agenda



1 Achieved since Restructuring Announcement

2 Restructuring Transaction Update

3 10-Year Viability Plan

4 Next Steps & Main Takeaways



1

## Achieved since Restructuring Announcement

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### Growing E&C Business

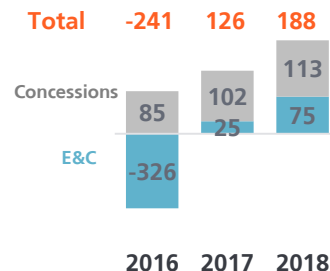
- **New bookings over €2,700m since 2017**, since March 2017
- **Current backlog of approximately €1.8bn**, from €1.4bn end of 2017
- Pipeline of identified opportunities of €28 billion:
  - E&C for third parties accounts for 90% of projects
- **General expenses reduction of more than 80%** since 2015, in a socially responsible manner

### Other liquidity enhancing initiatives

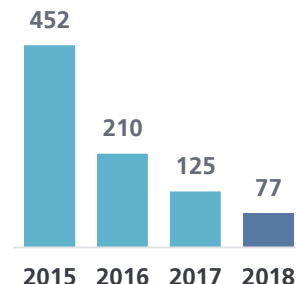
- **Progress in the asset disposal plan:** Atlantica Yield, Norte III cogeneration plant, European bioenergy business, transmission lines in Brazil and other smaller (Ashalim solar plant, Concecutex, Hospital del Tajo, Buhaira etc)
- **Financial close of solar plant Cerro Dominador** in Atacama (Chile)
- **Local debt restructuring:** completed in Peru and Uruguay, well advanced in Chile

(1) Pro-forma for non-recurrent financial advisors expenses (€55m in 2016 and €52m in 2017 and €28m in 2018).

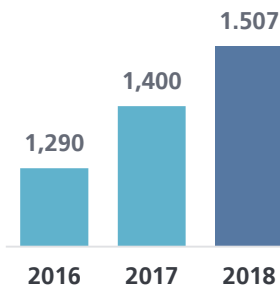
### EBITDA (€m)<sup>(1)</sup>



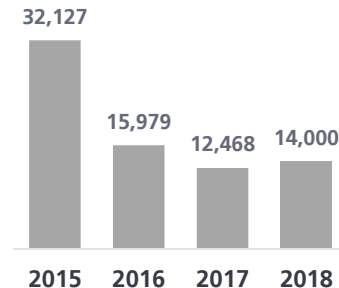
### General expenses (€m)



### Bookings (€m)



### Employees



- **Restructuring Agreement agreed and signed** by main NM2 and SOM creditors
  - Accession period open for remaining creditors up until March 29<sup>th</sup> 2019
  - 92% of NM2, 79% of SOM and 11% of JOM already committed through their accession to the Lock-Up Agreement in January
- **Well advanced negotiations to secure new bonding lines**
  - Bonding lines about to be committed
  - CESCE (Compañía Española de Seguros de Crédito a la Exportación), the Spanish ECA and credit insurance Agency, has agreed to cover 50% of €125m
- **A3T cogeneration plant already completed and in operation**
  - Plant delivering electricity to customers since December 2018
  - Approximately 85% of capacity contracted through long-term PPAs





# 2

## Restructuring Transaction Update

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### 3 challenges to be addressed

### Proposed solutions

#### Liquidity

1

#### Refinancing<sup>(1)</sup>

- €97m<sup>(2)</sup> new liquidity through issuance of a convertible bond
- **Allocation of debt to A3T:**
  - Remaining New Money 1<sup>(3)</sup>
  - 45% of New Money 2
  - Interim financing
  - To be repaid with project-level financing
- **Recognition of Convertible Bond** with a 9% PIK interest
- **Share of 50% of potential upside** in eventual onward sale

#### Bonding lines

2

#### Additional Bonding Lines <sup>(1)</sup>

- **New bonding lines for €140m**
  - €15m exclusively for projects in Spain
  - CESCE<sup>(4)</sup> has agreed to cover 50% of the remaining €125m
- Add-on to the current line of €323m which is fully utilized
- Required to continue growing E&C business

#### Capital structure

3

#### Deleveraging Proposal<sup>(1)</sup>

- Restructuring of financial debt through swap for new mandatory convertibles
- **Significant reduction of financial debt in the medium term**
- **Respecting the relative seniority** of the different claims
- **Post-conversion balance sheet consistent with Abengoa's E&C business** going forward

(1) Subject to consent from New Money 1&2, New Bonding and Old Money creditors.

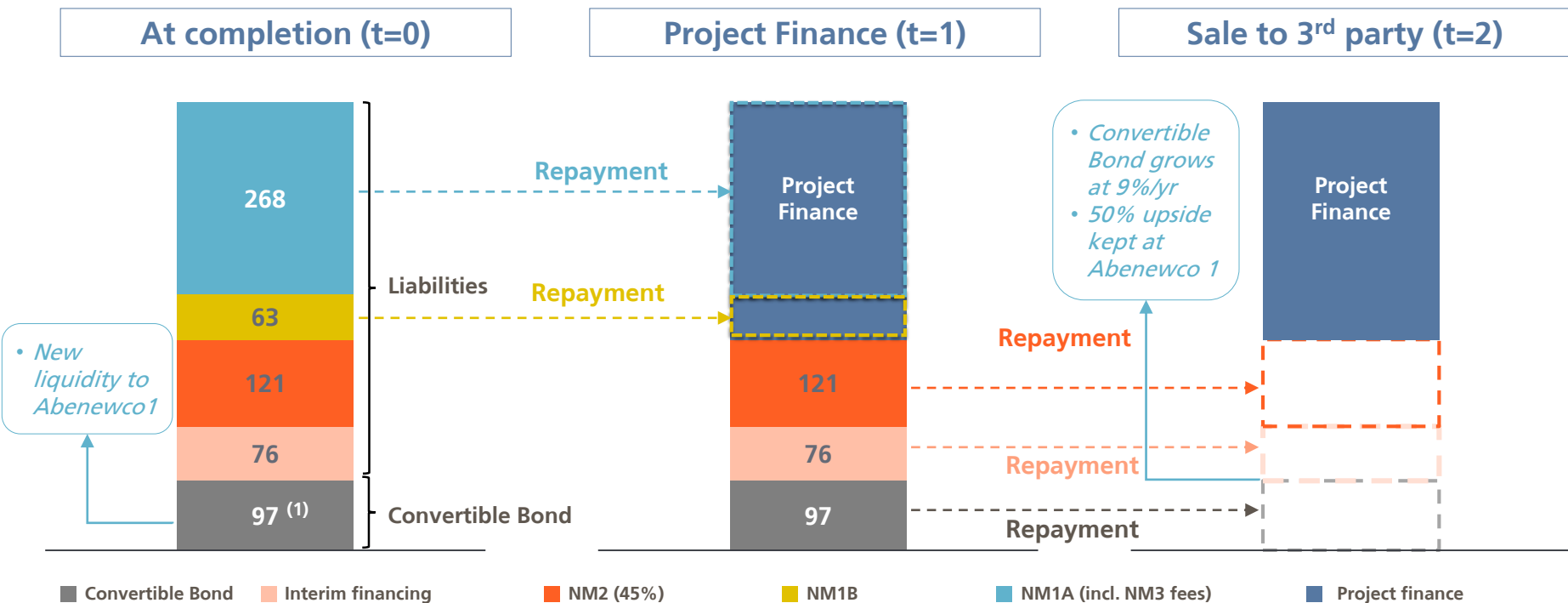
(2) Max. Issue Size subject to adjustment for the NM1/3 Increased Amount and the Holdback Amount, at the bondholder's discretion.

(3) Including NM3 fees.

(4) Compañía Española de Seguros de Crédito a la Exportación, the Spanish ECA and credit insurance agency.



## New liquidity and elimination of uncertainty around sale of A3T



Note: Amounts outstanding as of 29<sup>th</sup> March 2019, including crystallization of 5% back-end fees for NM and structuring and extension fees for the interim financing.

(1) Assumes bondholder elects (i) not to adjust the Maximum Issue Size for the NM1/3 Increased Amount, and (ii) to issue the Released Holdback Amount that is fully dedicated to repay NM1B (which is shown net of this amount of €35m)

## Transaction Highlights

## Main terms of the restructuring proposal

Facility	Terms	Cost	Current Nominal	Final @ ABG	Final @ A3T
NM1/3	<ul style="list-style-type: none"> <li>Highest seniority New Money tranche guaranteed by stake A3T</li> <li>Proceeds obtained from A3T project finance refinancing will be utilized for repayment of NM1, disappearing from Abengoa's capital structure</li> <li>Includes NM3 amortization fees</li> </ul>	Unchanged 5% cash + 9% PIK	NM 1A €264m + NM 1B €63m <sup>(1)</sup> + NM3 €4m	-	NM 1A €264m + NM 1B €63m <sup>(1)</sup> + NM3 €4m
New Bonding	<ul style="list-style-type: none"> <li>New bonding requirements are derived from E&amp;C requirements</li> <li>50% of €125m agreed to be covered by CESCE plus €15m of bonding in Spain</li> <li>New Reinstated Debt<sup>(2)</sup> assigned to bonding contributors for 0.1x new bonding (€14m). Maturity in December 2021</li> </ul>	Annual fee 4.5% If (i) a satisfactory Old Money Restructuring is achieved and (ii) the leverage ratio is below the following thresholds, the risk fee will be reduced as follows: - If leverage < 4.0x: 3.5% p.a. - If leverage < 3.0x: 2.5% p.a.	-	€140m + New Debt (€14m)	-
NM II	<b>Roll-over A3T</b> <ul style="list-style-type: none"> <li>45% roll-over in A3T to be repaid with refinancing and sale of A3T</li> <li>Maturity in March 2021</li> </ul>	3.0% PIK + 3.0% PIYC		-	€121m
	<b>In AB1</b> <ul style="list-style-type: none"> <li>55% remaining in Abenewco 1 + Mandatory Convertible into Abenewco 1 for 18% of the capital. Maturity in March 2021</li> <li>New Reinstated Debt<sup>(2)</sup> for 0.1x roll-over amount (€15m). Maturity in December 2021</li> </ul>	3.0% Cash + 3.0% PIK + 2% uplift from July 2020 to March 2021 @Abenewco 1 - Reinstated debt: 4.5% cash <i>Previous Cost: 5% Cash + 9% PIK</i>	€269m	€148m + New Debt (€15m)	-

Note: Amounts outstanding as of 29th March 2019, including crystallization of 5% back-end fees for NM and structuring fee for the interim financing.

(1) Assumes A3T convertible bondholder decides to issue the Released Holdback Amount that is fully dedicated to repay NM1B (which is shown net of this amount of €35m)

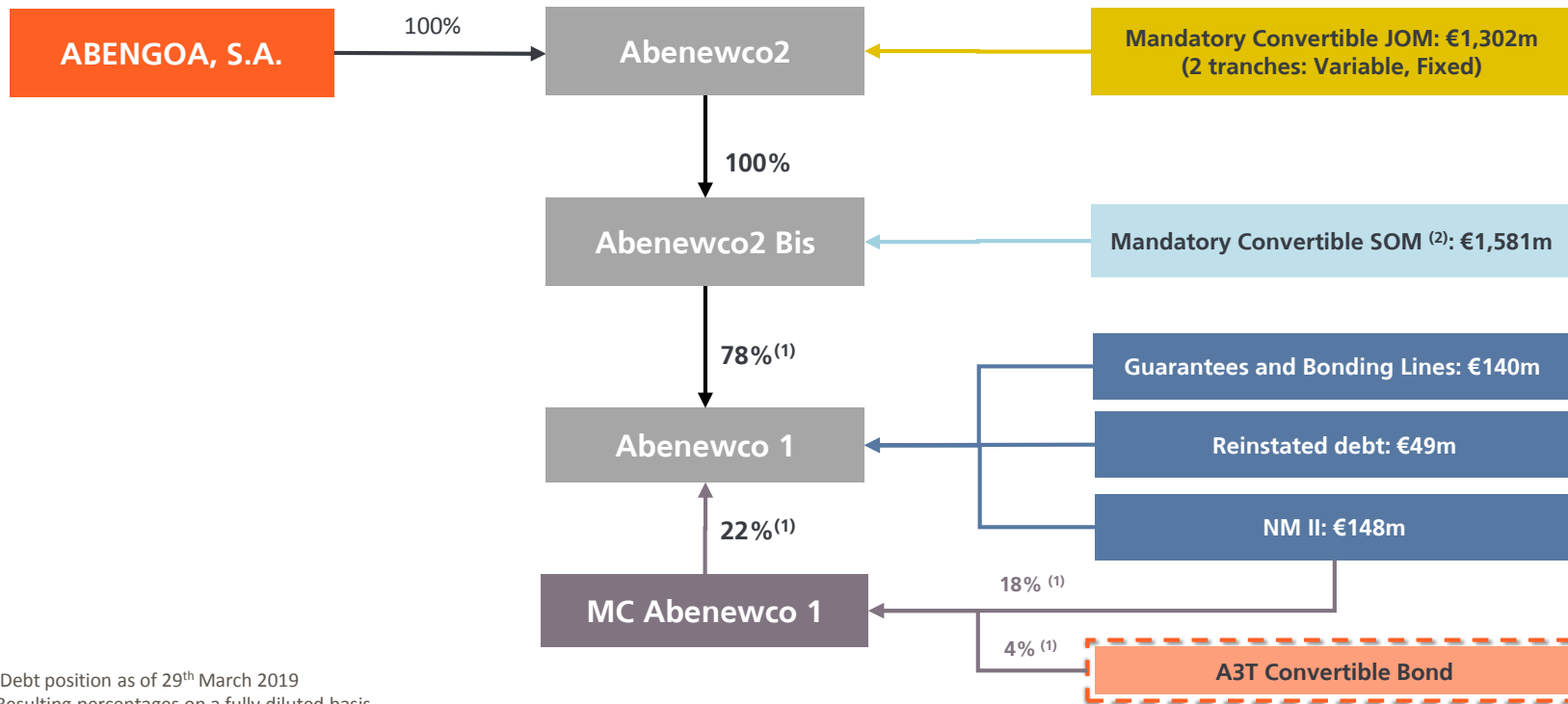
(2) Reinstated Debt to include additional €20m of capitalized transaction costs, for a total of €49m.

## Transaction Highlights

## Main terms of the restructuring proposal

<u>Facility</u>	<u>Terms</u>	<u>Cost</u>	<u>Current Nominal</u>	<u>Final @ ABG</u>	<u>Final @ A3T</u>
<b>A3T Convertible</b>	<ul style="list-style-type: none"> <li>Convertible instrument issued by A3T Luxco 2 + Mandatory Convertible into Abenewco 1 for 4% of the share capital</li> <li>Ability to crystallize unpaid portion with proceeds from disposal of A3T in Abenewco1, pari passu to NM2</li> </ul>	9% PIK	-	-	€97m <sup>(1)</sup>
<b>Interim Financing</b>	<ul style="list-style-type: none"> <li>€40m November 2017 financing + €25m June 2018 financing + interests, structuring and extension fees</li> <li>Debt rolled-over in A3T</li> </ul>	3.0% PIK + 3.0% PIYC <i>Previous Cost:</i> 5% Cash + 5% PIK	€76m	-	€76m
<b>Senior Old Money</b>	<ul style="list-style-type: none"> <li>Mandatory Variable Convertible instrument issued by Abenewco2 Bis</li> <li>Maturity: 5 years, with up to five additional 1-year extensions</li> <li>At conversion:                             <ul style="list-style-type: none"> <li>Cash payment with available free cash flow</li> <li>Unpaid nominal amount, converted into up to 100% of Abenewco2 Bis</li> </ul> </li> <li>Nominal includes €149m of claimed debt</li> </ul>	1.5% PIYC <i>Previous Cost:</i> 0.25% Cash + 1.25% PIYC	€1,432m + €149m claimed debt	€1,581m	-
<b>Junior Old Money</b>	<ul style="list-style-type: none"> <li>Fixed &amp; Variable Mandatory Convertible instruments issued by Abenewco2</li> <li>Maturity: 5 years 6 months, with up to five additional 1-year extensions</li> <li>Conversion (only after SOM MC redeemed in full):                             <ol style="list-style-type: none"> <li>Variable MC: nominal amount - Cash payment with available free cash flow, to be converted into up to 100% Abenewco2</li> <li>Fixed MC: nominal amount to be converted into up to 49% of Abenewco2</li> </ol> </li> </ul>	1.5% PIYC <i>Previous Cost:</i> 0.25% Cash + 1.25% PIYC	€1,302m	€1,302m	-

(1) Assumes bondholder elects (i) not to adjust the Maximum Issue Size for the NM1/3 Increased Amount, and (ii) to issue the Released Holdback Amount that is fully dedicated to repay NM1B (which is shown net of this amount of €35m)



Note: Debt position as of 29<sup>th</sup> March 2019

(1) Resulting percentages on a fully diluted basis.

(2) €1,432m of Senior Old Money, €149m Claimed Debt.

Significant milestones have been achieved since September towards completion of the financial restructuring

### Achieved



Signed Restructuring Agreement with main NM2 and SOM creditors

92% of NM2, 79% of SOM and 11% of JOM adhered through Lock-Up agreement

Bonding lines about to be committed

### Pending



Agreement with remaining challengers

Consent from remaining creditors

Shareholders' approval at EGM



# 3 | 10-Year Viability Plan

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## General

- **Financial projections built with a “bottom-up” approach**, by consolidation of the individual plans reported by each of the businesses (Energy, AAGES, Water, T&I, Services, Innovation) and geographies (Brazil, Chile, USA, South Africa, Argentina, Mexico, Peru, Uruguay)
- **“Ring-fenced” entities**: Mexico, Peru and Uruguay have completed or are undergoing local restructuring processes that prevents any upstreaming of cash
  - For the purposes of cash flow generation, these entities and Argentina are excluded from the **Main Perimeter**, no cash inflows or outflows
  - Abengoa consolidates EBITDA from these entities, from the value perspective they are potentially monetizable assets
- **Positive Operating Cash Flow from 2020 onwards, positive Total Cash Flow from 2021**
- **Increasingly efficient company**: overheads to revenue ratio gradually decreasing to long-term target of 3%
- New €140m in bonding lines estimated sufficient to execute the company's viability plan up until 2021, when Abengoa expects to operate under normalized financial conditions

## EPC Business

- **Old Abengoa**: Includes legacy business prior to 2017, expected to disappear by the end of 2020
  - Execution of legacy projects at lower margins impacting 2019, normalized from 2020 onwards
- **New Abengoa**: projects awarded since the completion of the 2017 financial restructuring
  - Focused on EPC for third parties, with average long-term EBITDA margin around 6.7%

### Financing

- Financial expenses mainly corresponding to €143m New Money II and ~€49m Reinstated Debt rolled over at Abenewco I level
- New Debt raised in 2019 corresponds mainly to new money from A3T convertible instrument
- Main debt repayments at the project level related to Dead Sea Works and Waad-al-Shamal, and debt in Chile repaid locally
- NM2 assumed to be refinanced at a similar cost
- **Cash availability:**
  - Restrictions on cash upstreaming from projects in execution during 2019 and 2020
  - From 2021 onwards, 100% of cash freely available upon project completion and financial situation of the company improves



# 4 | Next Steps & Key Take Aways



- **Abengoa's operating results consistently improving since 2017:**
  - Current backlog stands at €1,8bn, ~28% increase from 2017
  - EBITDA increasing from €126m in 2017 to €188m in 2018
  - Increasing efficiency with a reduction of overheads over 80% since 2015
- **Improvement of company's liquidity and leverage profile** mainly through asset disposal plan
- **Currently on the final stages of the restructuring process**, expected to be completed by March 29<sup>th</sup>
- Implementation of the financial restructuring will **position the company on the right path to sustainable growth**



# A

Appendix

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# 10-Year Viability Plan

## 2019 – 2028 Main Figures: Total Abengoa

€m	2019	2020	2021	2022	2023	2024	2025	2026	2027	2028	Total	CAGR	
												19-24	19-28
Bookings	1,767	2,489	2,618	2,768	3,031	3,233	3,544	3,820	4,278	4,309	31,857	12.8%	10.4%
Y-o-Y Growth		40.9%	5.2%	5.7%	9.5%	6.7%	9.6%	7.8%	12.0%	0.7%			
<b>Main Perimeter</b>	<b>1,223</b>	<b>2,104</b>	<b>2,236</b>	<b>2,370</b>	<b>2,620</b>	<b>2,797</b>	<b>3,075</b>	<b>3,335</b>	<b>3,736</b>	<b>3,826</b>	<b>27,321</b>	<b>18.0%</b>	<b>13.5%</b>
Ring-fenced	544	385	382	398	411	437	469	486	542	483	4,536	-4.3%	-1.3%
Revenues	1,488	2,254	2,565	2,599	2,866	3,056	3,251	3,577	3,859	4,202	29,716	15.5%	12.2%
Y-o-Y Growth		51.4%	13.8%	1.3%	10.3%	6.6%	6.4%	10.0%	7.9%	8.9%			
<b>Main Perimeter</b>	<b>1,261</b>	<b>1,824</b>	<b>2,096</b>	<b>2,170</b>	<b>2,458</b>	<b>2,590</b>	<b>2,792</b>	<b>3,055</b>	<b>3,344</b>	<b>3,599</b>	<b>25,190</b>	<b>15.5%</b>	<b>12.4%</b>
Ring-fenced	227	429	469	429	407	466	459	522	515	603	4,526	15.5%	11.5%
Operating costs	(1,249)	(1,989)	(2,276)	(2,339)	(2,587)	(2,762)	(2,937)	(3,233)	(3,493)	(3,802)	(26,668)		
Y-o-Y Growth		59.2%	14.5%	2.8%	10.6%	6.8%	6.3%	10.1%	8.0%	8.8%			
Gross Margin	239	265	289	260	279	294	314	343	366	400	3,048	4.3%	5.9%
Y-o-Y Growth		10.9%	9.1%	-10.2%	7.4%	5.6%	6.6%	9.4%	6.7%	9.2%			
% of Revenues	16.1%	11.8%	11.3%	10.0%	9.7%	9.6%	9.7%	9.6%	9.5%	9.5%			
Overheads	(75)	(71)	(77)	(75)	(80)	(82)	(86)	(93)	(98)	(105)	(843)		
% of Revenues	5.0%	3.1%	3.0%	2.9%	2.8%	2.7%	2.6%	2.6%	2.5%	2.5%			
EBITDA	164	194	212	184	199	212	228	250	268	295	2,205	5.3%	6.7%
Y-o-Y Growth		18.4%	9.2%	-13.1%	7.8%	6.7%	7.5%	9.9%	7.0%	10.1%			
EBITDA Margin	11.0%	8.6%	8.3%	7.1%	6.9%	6.9%	7.0%	7.0%	6.9%	7.0%	7.4%		
<b>Main Perimeter</b>	<b>146</b>	<b>157</b>	<b>171</b>	<b>147</b>	<b>164</b>	<b>172</b>	<b>189</b>	<b>205</b>	<b>225</b>	<b>244</b>	<b>1,819</b>	<b>3.4%</b>	<b>5.9%</b>
Ring-fenced	18	37	41	38	35	40	39	45	43	51	386	16.8%	12.0%
Cash Balance Main Perimeter	38	30	30	41	96	156	270	384	554	728		32.4%	38.7%
Cash Balance Ring-fenced	84	130	75	83	90	110	122	146	163	196		5.5%	9.9%
Total Cash	122	160	105	124	186	265	391	530	717	924		16.8%	25.2%

# 10-Year Viability Plan

## Main Perimeter: Cash Flow & Cash Balance 2018 - 2028

€m	2019	2020	2021	2022	2023	2024	2025	2026	2027	2028	Total	CAGR	
												19-24	19-28
Net cash flow from New Abengoa	77	144	148	163	199	215	236	252	291	301	2.024	22,9%	16,4%
General Expenses	(61)	(56)	(62)	(61)	(66)	(68)	(71)	(77)	(82)	(88)	(693)		
New Abengoa Operating Cash Flow	15	87	85	102	133	148	165	174	208	213	1.331	57,5%	34,0%
<i>Y-o-Y Growth</i>		474%	-2%	19%	31%	11%	12%	6%	19%	2%			
Net cash flow from Old Abengoa	(165)	(12)	4	1	(1)	(0)	(0)	(0)	-	-	(172)		
Overdue Suppliers	(55)	(48)	(43)	(49)	(31)	(29)	(30)	(24)	(24)	(24)	(356)		
Other payments	(1)	-	-	(13)	(4)	(16)	(4)	(19)	(4)	(4)	(67)		
Other concepts (one-offs)	(1)	(25)	(24)	(30)	(24)	(16)	(7)	(7)	-	-	(134)		
Old Abengoa Operating Cash Flow	(221)	(85)	(62)	(91)	(61)	(60)	(41)	(50)	(28)	(28)	(728)	-22,9%	-20,5%
Operating CF	(206)	2	23	11	73	87	124	124	180	185	603	n.m.	n.m.
<i>Y-o-Y Growth</i>		-101%	906%	-52%	557%	20%	41%	0%	45%	2%			
Capex	-	-	-	-	-	-	-	-	-	-	-		
Divestment	102	20	-	20	-	-	-	-	-	-	142		
Investment CF	102	20	-	20	-	-	-	-	-	-	142		
Financial expenses	(14)	(9)	(9)	(9)	(9)	(9)	(10)	(10)	(10)	(10)	(100)		
New debt	133	-	-	-	-	-	-	-	-	-	133		
Debt repayments	(24)	(22)	(13)	(11)	(9)	(18)	(0)	(0)	(0)	(0)	(97)		
Financial CF	95	(31)	(22)	(20)	(18)	(28)	(10)	(10)	(10)	(10)	(64)		
Total CF	(9)	(8)	1	11	55	60	114	114	170	174	682		
<i>Y-o-Y Growth</i>		-2%	-106%	nm	nm	8%	91%	0%	49%	2%			
Initial Cash Position	47	38	30	30	41	96	156	270	384	554			
Final Cash Position	38	30	30	41	96	156	270	384	554	728	32,4%	38,7%	
<i>Y-o-Y Growth</i>		-22%	2%	35%	133%	62%	73%	42%	44%	31%			