

Innovative Technology Solutions for Sustainability



ABENGOA

Third Quarter 2012 Earnings Presentation

November 12th, 2012

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; decreases in government expenditure budgets and reductions in government subsidies; changes to national and international laws and policies that support renewable energy sources; inability to improve competitiveness of our renewable energy services and products; decline in public acceptance of renewable energy sources; legal challenges to regulations, subsidies and incentives that support renewable energy sources and industrial waste recycling; extensive governmental regulation in a number of different jurisdictions, including stringent environmental regulation; our substantial capital expenditure and research and development requirements; management of exposure to credit, interest rate, exchange rate and commodity price risks; the termination or revocation of our operations conducted pursuant to concessions; reliance on third-party contractors and suppliers; acquisitions or investments in joint ventures with third parties; unexpected adjustments and cancellations of our backlog of unfilled orders; inability to obtain new sites and expand existing ones; failure to maintain safe work environments; effects of catastrophes, natural disasters, adverse weather conditions, unexpected geological or other physical conditions, or criminal or terrorist acts at one or more of our plants; insufficient insurance coverage and increases in insurance cost; loss of senior management and key personnel; unauthorized use of our intellectual property and claims of infringement by us of others intellectual property; our substantial indebtedness; our ability to generate cash to service our indebtedness 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.











9M 2012 Key Highlights

Continued growth despite a very challenging environment



B shares distribution approved by 99%* of minority shareholders attending/represented at EGM

B share has already substituted A share as part of Ibex35

Executive Summary

Financials

- Double digit growth at Revenues and EBITDA level
- ✓ Bookings of 2,273 M€ and Backlog of 6,639 M€
- ✓ 77 B€ pipeline, great support for future revenues
- ✓ 82 M€ of positive working capital cash flow in Q3

Business

- Excellent execution performance from E&C division
- 6 new concessional assets
 brought into operation in the
 9M period
- Very challenging conditions for ethanol margins YTD
- Good results from recycling business, expanding its global footprint
- Additional diversification and growth options brought by technological development

On track to meet our annual targets

Excellent performance, great visibility

2,781 M€ Revenues in 9M 2012, an increase of 29% Y-o-Y

359 M€ EBITDA achieved in 9M 2012, with margins of 12.9%

2,273 M€ Bookings recorded for the first nine months 2012

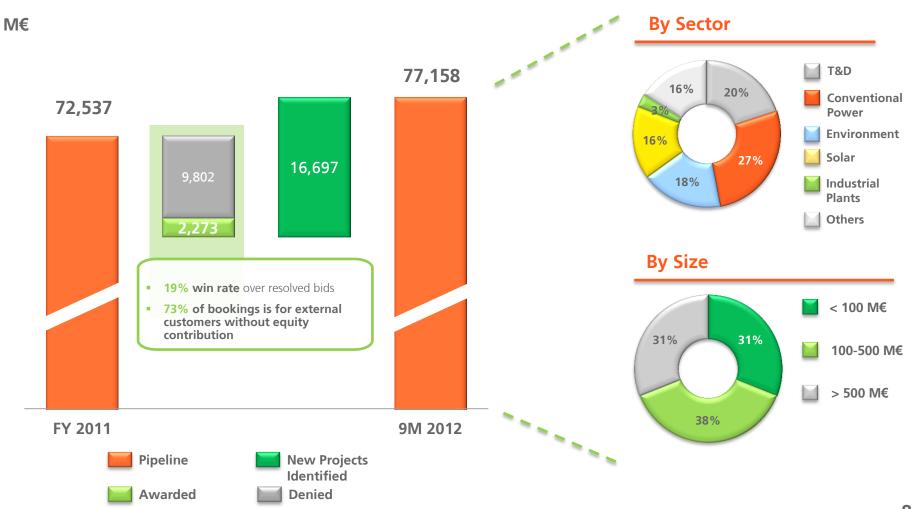
6,639 M€ Backlog at September 30, 2012 of which 86% outside of Spain

77.2 B€ Pipeline of new opportunities at September 30, 2012



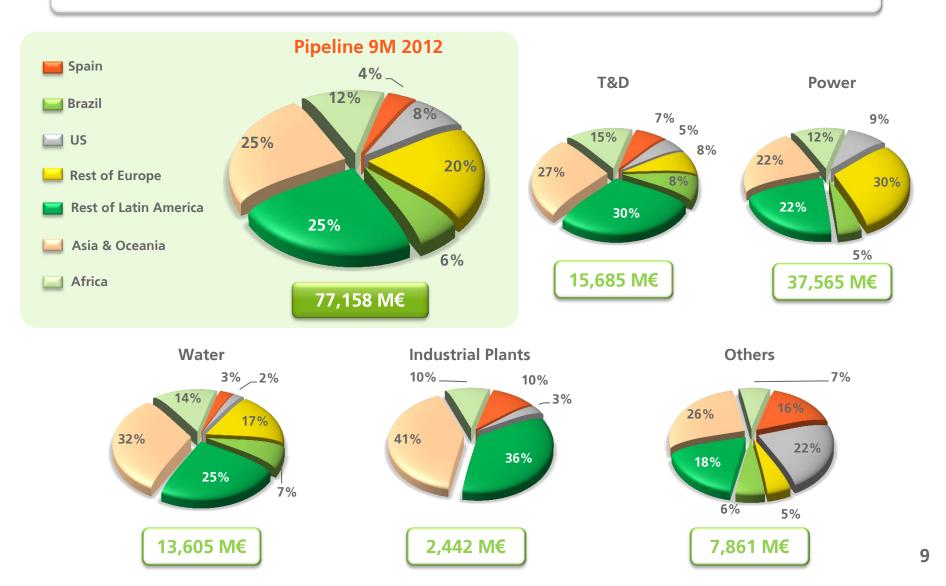
E&C – Insight

Pipeline allows great visibility on E&C division



E&C – Insight

Consolidating as a strong EPC player for energy projects in developing countries



Concession-type Infrastructures

Steady execution of our capex plan





Timeline: Main Projects in Execution

As of Sep. 30 '12

s of Sep. 30 '12	Location	Capacity	Abengoa (Equity Ownership %)	2012	2013	2014	2015	Expected Start Up	Ann. EBITDAe (M€)	Fully Funded
									/	
Solacor 1-2	Spain	50 MW x2	74%					Q1 12 🗸	46	V
Solaben 2-3	Spain	50 MW x2	70%					✓ Q3/Q2 12 ✓		×
Helios 1-2	Spain	50 MW x2	100%					🗸 Q2/Q3 12 💡	40	V
Solana	USA	280 MW	100%					Q3 13	65	V
Mojave	USA	280 MW	100%					Q2 14	55	\checkmark
South Africa Trough	South Africa	100 MW	51%					Q4 14	81	V
South Africa Tower	South Africa	50 MW	51%					Q4 14	46	\checkmark
Solaben 1-6	Spain	50 MW x2	100%					Q3/Q4 13	46	
Tenes	Algeria	200 ML/day	51%					Q3 14	17	\checkmark
Qingdao	China	100 ML/day	92%					Q1 13	11	\checkmark
Ghana	Ghana	60 ML/day	51%					Q1 15	10	\checkmark
Zapotillo	Mexico	3,8 m3/sec	100%)	Q4 15	12	
Cogen. Pemex	Mexico	300 MWe	60%					Q4 12	60	\checkmark
Uruguay Wind	Uruguay	50 MW	50%					Q4 13	11	
Manaus	Brazil	586 km	51%	(Q1 13	35	\checkmark
Norte Brasil	Brazil	2,375 km	51%	(Q3 13	66	\checkmark
Linha Verde	Brazil	987 km	51%					Q3 13	15	\checkmark
ATS	Peru	900 km	100%	(Q4 13	29	\checkmark
ATE VIII	Brazil	108 km	100%	\bigcirc				Q4 12	2	\checkmark
Quadra I	Chile	79 km	100%					Q3 13	7	\checkmark
Quadra II	Chile	50 km	100%	Ç)			Q3 13	4	
								Total	699	

Note: **Blue colour** indicates change from previously reported date of entry in operation – Projects shown in **light grey** indicate contracts that have been awarded but where financing is being closed. - See Appendix for details

Capex Plan – Financing secured

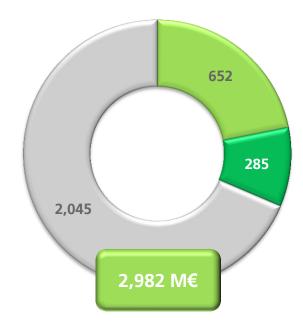
Committed Capex fully financed through a balanced mix

M€ (as of Sep' 12)

Diversified by Financing Source

 Track record of successful closing of non-recourse, ringfence structure financing, for concession projects awarded

- N/R Debt committed from a balanced mix of sources – average cost of 5.4%
- Local funding of concessions at advantageous rates



■ Abengoa's Equity ■ Partners ■ Project Finance

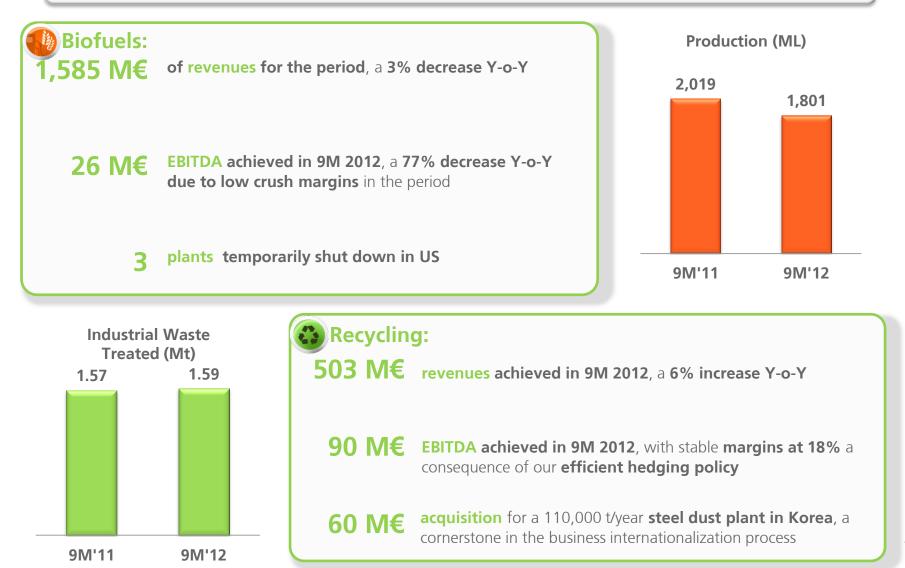
- Committed to invest equity only when financing is secured
- Abengoa **limits in most cases its** equity investment to the margin obtained from construction of the project

- Partner's equity as a mean to reduce Abengoa's commitment while preserving returns
- Various investment options available and validated from several partners (JGC, E.On, Santander,...)

N/R Debt to be fully repaid with project cash flows

Industrial Production

Industrial Production: lights and shadows



Ethanol Business - Insight

Bioenergy: reasons behind a tough 2012 Highlights Crush Spread 2012 USD/g 0.65 Most severe drought in US in 0.55 50 years 0.45 0.35 0.25 **Decrease in gasoline** 0.15 consumption in US: -4.0% Mar-12 Jan-12 May-12 Jul-12 Sep-12 over Sep-11 EUR/m³ **Crush Spread 2012 Decrease in gasoline** 230 210 consumption in Europe: -5.2% 190 over Sep-11 170 150 130 110 90 70 50 Mar-12 Jan-12 May-12 Jul-12 Sep-12

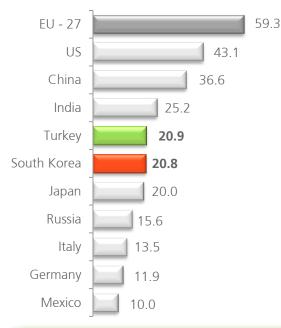
Recycling Business - Insight

Iskenderun

Current Plant

By 2014, industrial recycling international business will represent approx. 80% of its EBITDA

EAF Steel Production: Sep YTD 2012 (Top-10) Total = 305.1 million tons





EAF steel market

- 4th largest EAF steel producer
- 20-30 % Zinc in EAF dust
- Regulation adjusting to meet EU

Financials

■ 100 M€ investment in 2 EAFD recycling plants: 110k t capacity each

Izmir

- Land acquired, permits and engineering ongoing
- Start operations by end of 2014



EAF steel market

- 5th largest EAF steel producer
- 20-30 % Zinc in EAF dust
- Strict landfill regulation



Adana

New Plants

From leadership position in EU-27 markets, next step is consolidating our position in two of the top five EAF steel production markets

- Plant's location in Gyeongju
- 60 M€ planned investment in 1 EAFD recycling plant with 120k t capacity
- Start operations in 1Q 2013
- A three-step process to acquire 100 % of Hankook (currently up to 55 % with an investment of 35 M€)

Source: World Steel Association, October 2012; CRU; McKinsey

Financials

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Technology Update

Cutting edge technologies as the engine of growth



From Municipal Solid Waste (MSW) to Biofuels

An innovative solution for transformation of
 MSW into biofuels and other products



- Leveraging on our 2G ethanol technology and benefitting from synergies with our recycling business
- Building pilot plant in Salamanca

Signed collaboration agreement with international municipalities



N-Butanol production at commercial scale

- Development and implementation of a catalytic technology for n-butanol production (process already designed and tested)
- Pilot plant to be running by Q2 2013.
- A flexible process for producing bioethanol or butanol depending on the market

👋 Air Tower

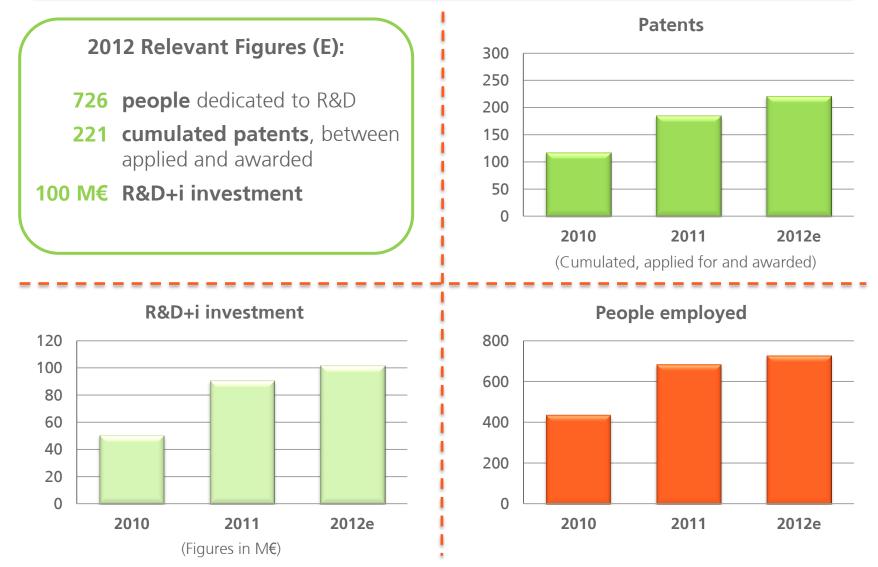
- A revolutionary concept of solar-gas hybridization involving the use of gas turbines
- Achieving higher temperatures and reduces water usage
- Pilot plant started up in August 2012 and commercial tower engineering under development

Would allow diversifying our bioenergy business product range, reducing marketdetermined volatility

Higher temperature, higher efficiency, extremely competitive LCOE

Technology Update

Technology – Key Figures for FY 2012e



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Q3 & 9M 2012 Financial Highlights





Appendix

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Key Financial Highlights

Building strength in a challenging environment

Consolidated	Segment diversification	Balance Sheet Strength			
	E&C	Consolidated Cash			
Revenues	2,781 M€1+29%				
5,612 M€	Concessions 389 M€ 1+21%	2,493 M€			
17% (4,784 M€ 9M 2011)	Industrial Production	O2 Working Conital Cash			
	2,442 M€	Q3 Working Capital Cash Flow			
	E&C	82 M€			
EBITDA	359 M€ 🏫 +36%				
897 M€	Concessions	Corporate Net Debt Ratio			
037 1010	264 M€ 🏫 +14%	2 4			
11% (744 M€ 9M 2011)	Industrial Production	3.4x			
	274 M€	Over corporate EBITDA			

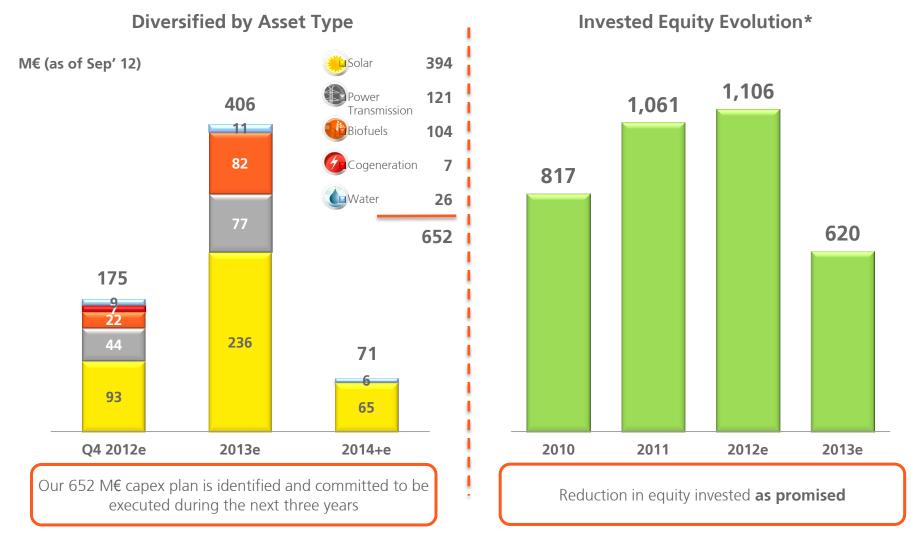
High Revenue Visibility

Estimated Conversion to Revenues



Abengoa Equity Capex Plan

Committed to reduce equity investments



*Includes committed and uncommitted capex

Reinforced Capital Structure

Continue to monitor leverage on track

M€	Sep 2011	Dec 2011	Sep 2012
Corporate Debt	4,778	4,830	5,073
Corporate Cash, Equiv. & STFI	(2,493)	(3,346)	(2,250)
Total net corporate debt	2,285	1,484	2,823
N/R Debt	4,910	5,390	6,277
N/R Cash Equiv. & STFI	(1,381)	(1,406)	(957)
Total net N/R debt	3,529	3,984	5,320
Total Net Debt	5,814	5,468	8,143

Pre-operational debt	2,585	3,181	3,919
Total consolidated EBITDA LTM	1,030	1,103	1,256
Total corporate EBITDA LTM	568	717	836



Key Leverage Ratios

Continue to monitor leverage on track

	Q3 2011	FY 2011	Q3 2012
Corporate	4.0x	2.1 x	3.4 x
(excl. pre-op. debt)	2.2x	0.3x	1.7x
Non-Recourse	7.7x	8.7 x	12.1x
(excl. pre-op. debt)	4.3x	4.5 x	6.4x
Consolidated	5.6x	5.0x	6.5 x
(excl. pre-op. debt)	3.1x	2.1x	3.4x

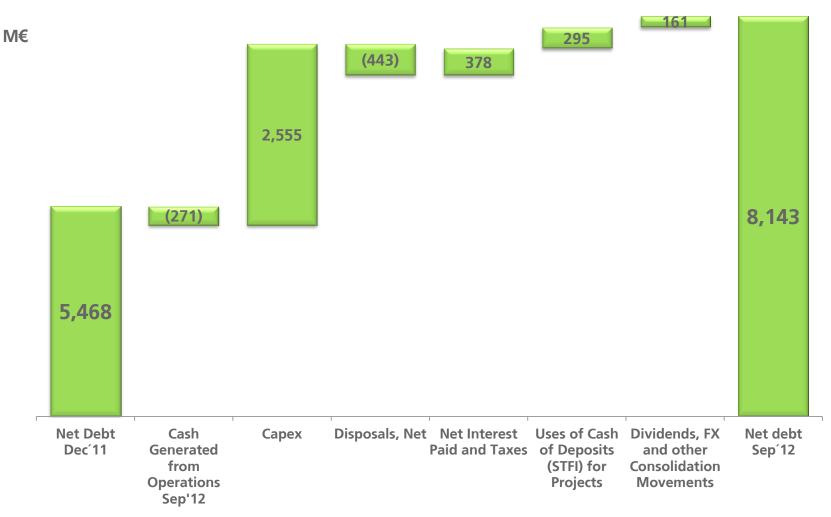
Note: Corp. Net Debt ratio as defined by bank and bond facilities stood at September 12 at 2.3x



Net Debt Bridge

Net cash generated from operating activities

Consolidated



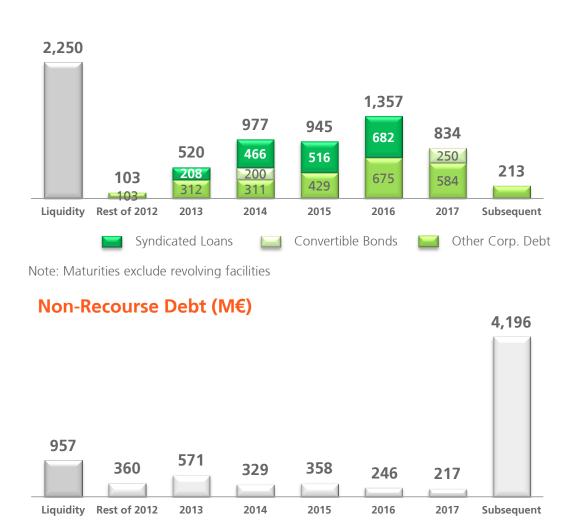
Operating cash flow affected by slow working capital evolution

M€	Sep 2011	Sep 2012
Consolidated after-tax profit	134	152
Non-monetary adjustments to profit	579	398
Variation in working capital	614	(279)
Discontinued activities	(72)	-
Cash generated by operations	1,255	271
Net interest paid / Tax paid	(348)	(378)
Discontinued activities	31	-
A. Net Cash Flows from Operating Activities	938	(107)
Capex Other investments/ Disposals	(1,902) (3)	(2,555) 443
B. Net Cash Flows from Investing Activities	(1,905)	(2,112)
C. Net Cash Flows from Financing Activities	1,025	1,012
Net Increase/Decrease of Cash and Equivalents	58	(1,207)
Cash and equivalent at the beginning of the year Exchange rate differences & Discont. activities	2,983 (17)	3,738 (38)
Cash and equivalent held for sale and discontinued activivities	(56)	-
Cash and equivalent at the end of the period	2,968	2,493

Debt Maturity Profile

Improved maturity profile and liquidity position at September 30, 2012

Corporate Debt (M€)



Highlights

- **No refinancing needs** at corporate level through 2014
- Proactive management of maturities: extension process for syndicated loans
 successfully closed for 1,663
 M€
- Highly diversified per currency and placement: less than 5% is placed in Spain
- Highly diversified funding sources and limited interest exposure: 94% fixed





Q3 & 9M 2012 Financial Highlights



Conclusions



Appendix



2012 Guidance

Guidance Highlights

On the path to achieve our targets

Guidance ✓ Great visibility from E&C Backlog Revenue 7,550 – 7,750 M€ 8% **Revenue growth Excellent operating performance** \checkmark from our concessional assets 1,175 - 1,225 M€ **EBITDA** 9% **EBITDA growth** ✓ Great recycling business performance in the period 730 – 750 M€ Corp. EBITDA 3% Growth Challenging conditions in biofuels



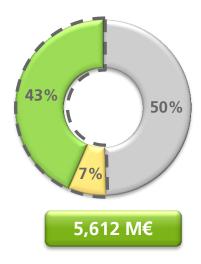


Business Diversification

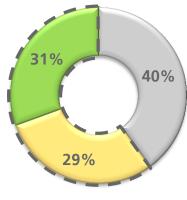
Robust growth from diversified source of revenues

Revenues (M€)	Q3′11	Q3′12	Var _%	9M′11	9M′12	Var _%
E&C	587	809	38%	2,156	2,781	29%
Concession-type Infrastructure	130	146	12%	322	389	21%
Industrial Production	924	966	5%	2,306	2,442	6%
Total	1,641	1,921	17%	4,784	5,612	17%

9M 2012



EBITDA (M€)	Q3′11	Q3′12	Var _%	9M'11	9M'12	Var _%	Margin 9M'11	Margin 9M'12	
E&C	81	123	52%	264	359	36%	12%	13%	
Concession-type Infrastructure	96	104	8%	231	264	14%	72%	68%	
Industrial Production	103	107	4%	249	274	10%	11%	11%	
Total	280	334	19%	744	897	21%	16%	16%	
E&C C C	oncessions		Ind. Produ	Iction	Rec	urrent Ac	tivities		



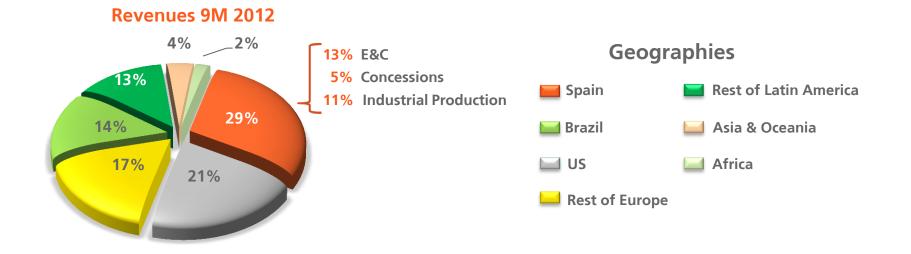
897 M€

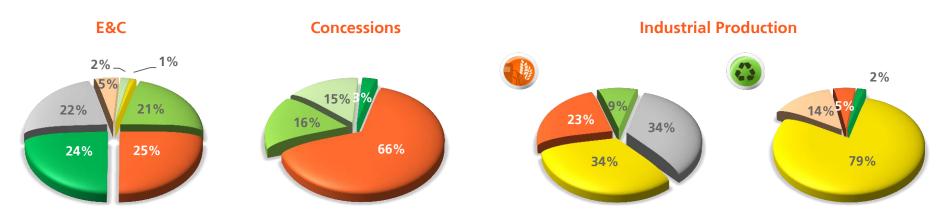
Results by Activity

M€		Revenues			EBITDA		Margin			
	9M 2011	9M 2012	Var (%)	9M 2011	9M 2012	Var (%)	9M 2011	9M 2012		
Engineering and	Construc	tion								
E&C	2,156	2,781	29.0%	264	359	36.0%	12.2%	12.9%		
Total	2,156	2,781	29.0%	264	359	36.0%	12.2%	12.9%		
Concession-type Infrastructure										
Transmission	184	72	-60.9%	144	50	-65.3%	78.3%	69.4%		
Solar	99	259	161.6%	78	194	148.7%	78.8%	74.9%		
Water	13	27	107.7%	7	19	171.4%	53.8%	70.4%		
Cogen. & other	26	31	19.2%	2	1	-50.0%	7.7%	3.2%		
Total	322	389	20.8%	231	264	14.3%	71.7%	67.9%		
Industrial Produc	tion									
Bioenergy	1,629	1,585	-2.7%	111	26	-76.6%	6.8%	1.6%		
Recycling	477	503	5.5%	85	90	5.9%	17.8%	17.9%		
Other	200	354	77.0%	53	158	198.1%	26.5%	44.6%		
Total	2,306	2,442	5.9%	249	274	10.0%	10.8%	11.2%		
Total	4,784	5,612	17.3%	744	897	20.6%	15.6%	16.0%		

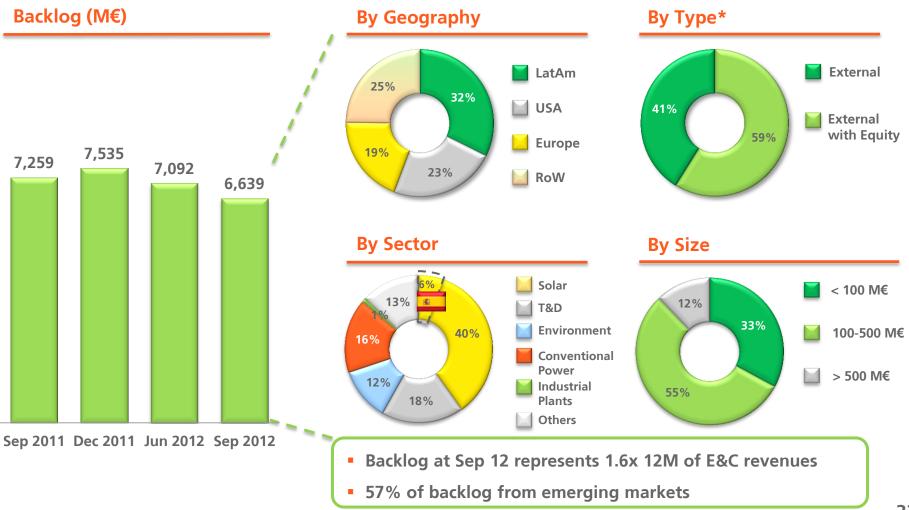
Geographic Diversification

A truly global business





Solid backlog, well diversified, provides revenue visibility

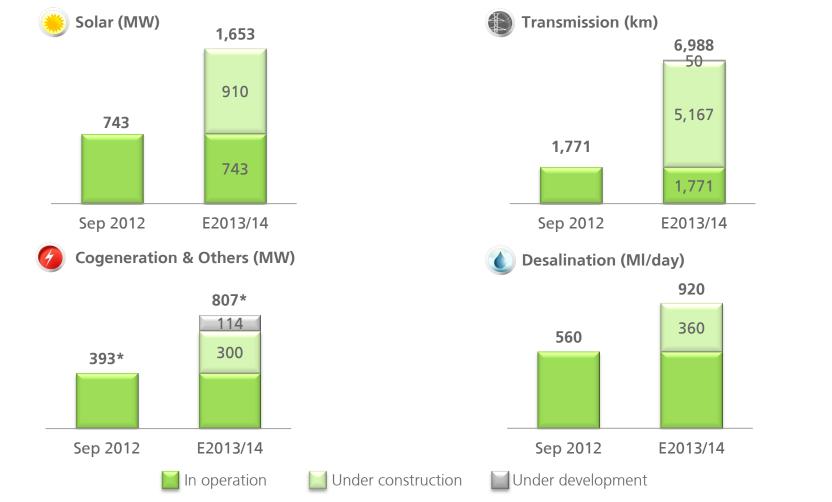


*In addition, E&C has 191 M€ of backlog at Sep.2012 from internal projects whose revenues eliminate in consolidation

Concessional Asset Portfolio

Significant capacity increase when completing capex plan

Concession-type infrastructures



*Includes 286 MW of capacity of bioethanol plants cogeneration facilities

Concession-type Infrastructure

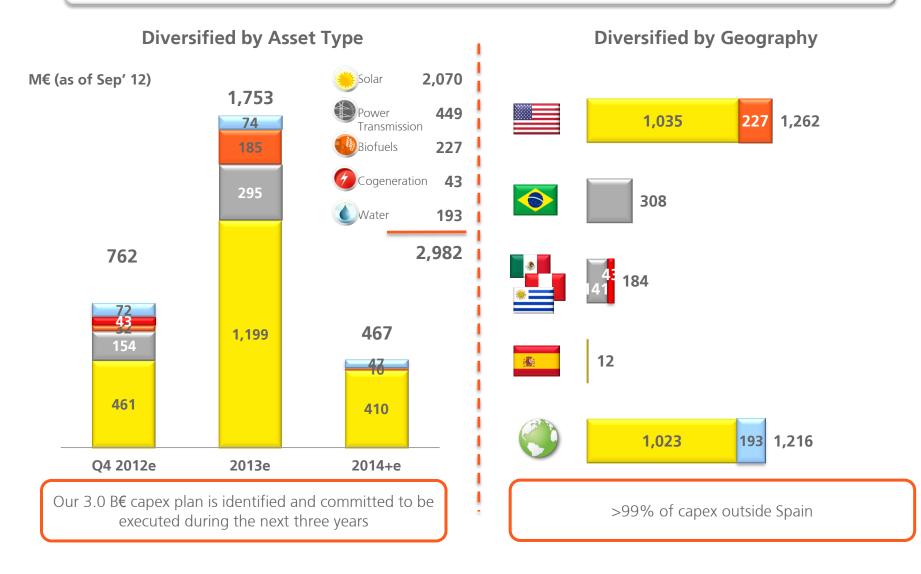
Balanced Asset Portfolio

(M€)	Operating (Gross)	Under Construction/ Development	Total Gross Assets	Net Assets ¹	ABG Equity	Non Recourse Net Debt	Partners	Capex Invested at Sep. 2012
Trasmission	560	1,706	2,266	2,205	813	1,056	336	585
💓 CSP	3,164	1,269	4,433	4,289	1,379	2,810	100	1,632
Cogeneration	192	465	657	653	65	587	1	59
Water	189	264	453	444	108	293	43	28
Concession-type infrastructure	4,105	3,704	7,809	7,591	2,365	4,746	480	2,304

We invest in Concession-type Infrastructure projects where we have a technological edge, targeting a shareholder's equity IRR of 10% - 15% (excluding upsides from EPC margin, O&M and asset rotation)

Capex Plan

Focused investment strategy to diversify business profile



Capex Committed by segment (I)

Amounts based on the company's best estimate as of September 30, 2012. Actual investments or timing thereof may change.

						Total				
Committed (M€)	Capacity	Abengoa (%)	Country	Entry in Operation	Investment	Total Pending Capex	ABG Corporate	Partners	Debt	
Solar					4,860	2,070	394	144	1,532	
Solaben 2 and 3	100 MW	70%	Spain	Q3/Q3′12	580	12	4	1	7	
Helios 1 and 2	100 MW	100%	Spain	Q2/Q3′12	555					
Solana	280 MW	100%	US	Q3′13	1,485	361	93		268	
Mojave	280 MW	100%	US	Q3′14	1,211	674	153		521	
South Africa Trough	100 MW	51%	S.Africa	Q4′14	681	680	85	84	511	
South Africa Tower	50 MW	51%	S.Africa	Q4′14	348	343	59	59	225	
Biofuels					504	227	104	40	83	
Hugoton	95 ML	100%	US	Q1′14	504	227	104	40	83	
Cogeneration					499	43	7	5	31	
Cogen. Pemex	300 MW	60%	Mexico	Q4′12	499	43	7	5	31	
Water					429	193	26	22	145	
Tenes	200,000 m3/day	51%	Algeria	Q3′14	181	94	9	9	76	
Quingdao	100,000 m3/day	92%	China	Q3′12	149					
Ghana	60,000 m3/day	56%	Ghana	Q1′15	99	99	17	13	69	
Transmission					2,304	449	121	74	254	
Manaus	586 km	51%	Brazil	Q1′13	788	20	9	9	2	
Norte Brasil	2,375 km	51%	Brazil	Q3′13	831	193	49	48	96	
Linha Verde	987 km	51%	Brazil	Q3′13	226	86	17	17	52	
ATS	900 km	100%	Peru	Q4′13	392	102	32		70	
ATE VIII	108 km	100%	Brazil	Q4′12	27	9	6		3	
Quadra I	79 Km	100%	Chile	Q3′13	40	39	8		31	
			Total C	ommitted	8,596	2,982	652	285	2,045	

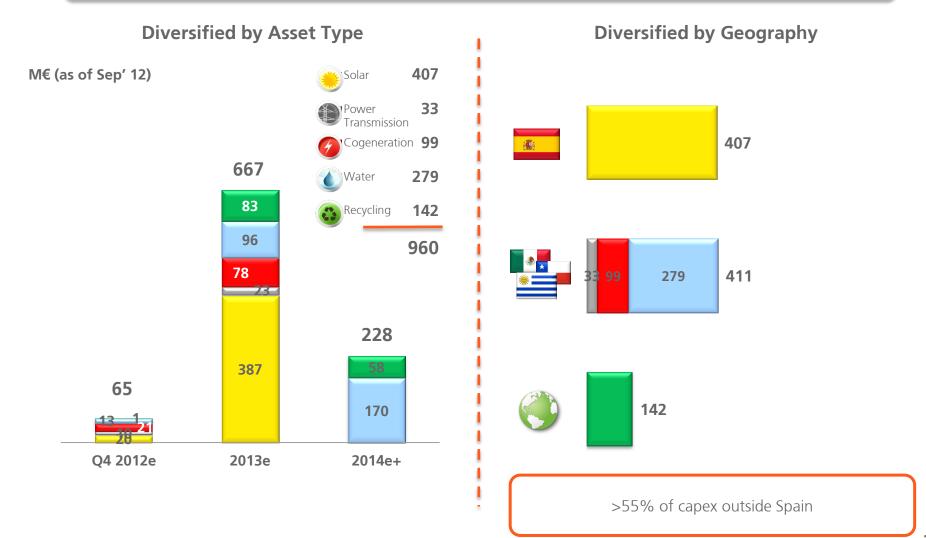
Capex Committed by segment (II)

Amounts based on the company's best estimate as of September 30, 2012. Actual investments or timing thereof may change.

		Q4 2012				2013				2014			
Committed (M€)	Total Capex	ABG Corporate	Partners	Debt	Total Capex	ABG Corporate	Partners	Debt	Total Capex	ABG Corporate	Partners	Debt	
Solar	461	93	<mark>66</mark>	302	1,199	236	47	916	410	65	31	314	
Solaben 2 and 3	12	4	1	7									
Helios 1 and 2													
Solana	79	13		66	282	80		202					
Mojave	79	13		66	484	107		377	111	33		78	
South Africa Trough	187	37	38	112	267	26	25	216	226	22	21	183	
South Africa Tower	104	26	27	51	166	23	22	121	73	10	10	53	
Biofuels	32	22	10		185	82	28	75	10		2	8	
Hugoton	32	22	10		185	82	28	75	10		2	8	
Cogeneration	43	7	5	31									
Cogen. Pemex	43	7	5	31									
Water	72	9	8	55	74	11	9	54	47	6	5	36	
Tenes	48	5	5	38	22	2	2	18	24	2	2	20	
Quingdao													
Ghana	24	4	3	17	52	9	7	36	23	4	3	16	
Transmission	154	44	25	85	295	77	49	169					
Manaus	16	7	7	2	4	2	2						
Norte Brasil	52	13	13	26	141	36	35	70					
Linha Verde	26	5	5	16	60	12	12	36					
ATS (Perú)	42	13		29	60	19		41					
ATE VIII	3	2		1	6	4		2					
Quadra I	15	4		11	24	4		20					
Total													
Committed	762	175	114	473	1,753	406	133	1,214	467	71	38	358	

Non-Committed Capex Plan

Focused investment strategy to diversify business profile



Capex Non-Committed by segment (I)

Amounts based on the company's best estimate as of September 30, 2012. Actual investments or timing thereof may change.

						Total				
Non-Committed (M€)	Capacity	Abengoa (%)	Country	Entry in Operation	Investment	Total Pending Capex	ABG Corporate	Partners	Debt	
Solar					538	407	138		269	
Solaben 1-6	100 MW	100%	Spain	Q3/Q4′13	538	407	138		269	
Cogeneration					108	99	12	12	75	
Uruguay Wind	50 MW	50%	Uruguay	Q4′13	108	99	12	12	75	
Water					280	279	154		125	
Acueducto Zapotillo	3,80 m ³ /seg	100%	Mexico	Q4′15	280	279	154		125	
Transmission					34	33	6		27	
Quadra II	50 Km	100%	Chile	Q3′13	34	33	6		27	
Recycling					159	142	65	19	58	
Adana & Izmir	220,000 t	51%	Turkey	Q4′14	100	99	22	19	58	
Korea	220,000 t	55%	Korea	H2′13	59	43	43			
			TALA	4.440	000	275	24	554		
			Total Non	1,119	960	375	31	554		

Capex Non-Committed by segment (II)

Amounts based on the company's best estimate as of September 30, 2012. Actual investments or timing thereof may change.

		Q4 2	2012		2013				2014+				
Non-Committed (M€)	Total Capex	ABG Corporate	Partners	Debt	Total Capex	ABG Corporate	Partners	Debt	Total Capex	ABG Corporate	Partners	Debt	
Solar	20	20			387	118		269					
Solaben 1 and 6	20	20			387	118		269					
Cogeneration	21	3	3	15	78	9	9	60					
Uruguay Wind	21	3	3	15	78	9	9	60					
Water	13	3		10	96	51		45	170	100		70	
Acueducto Zapotillo	13	3		10	96	51		45	170	100		70	
Transmission	10	3		7	23	3		20					
Quadra II	10	3		7	23	3		20					
Recycling	1	1			83	33	12	38	58	31	7	20	
Adana & Izmir	1	1			64	14	12	38	34	7	7	20	
Korea					19	19			24	24			
Total Non-Committed	65	30	3	32	667	214	21	432	228	131	7	90	



Innovative Technology Solutions for Sustainability



ABENGOA

Thank you

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