

Innovative Technology Solutions for Sustainability



ABENGOA

First Half 2012 Earnings Presentation

July 31st, 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.











H1 2012 Key Highlights

Strong results in challenging environment

EBITDA
563 M€
1 21% (464 M€ H1 2011)
Corp. Leverage
3.0x
from 2.6x at Q1 2012

Diversification leads our strong resilience

Executive Summary

Financials

- ✓ 1,663 M€ Syndicated Loan extended
- ✓ 33 M€ of positive working capital cash flow in Q2
- Completed sale of remaining 50% at some power transmission line
- ✓ Total liquidity of 3,717 M€

Business

- Excellent performance from E&C, Concessions and Recycling businesses
- ✓ Bookings of 1,501 M€ and Backlog of 7,092 M€
- Ethanol margins YTD lower than expected, and lower expectation for the rest of the year
- Uncertainty on Spanish electric sector still open

EBITDA guidance reviewed: growth of 9% instead of 18%

Excellent performance, great visibility

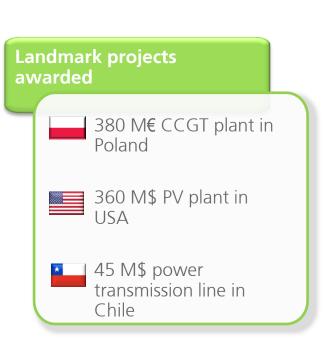
1,972 M€ Revenues in H1 2012, an increase of 26% Y-o-Y

236 M€ EBITDA achieved in H1 2012, with margins of 12.0%

74.5 B€ Pipeline of new opportunities at June 30, 2012

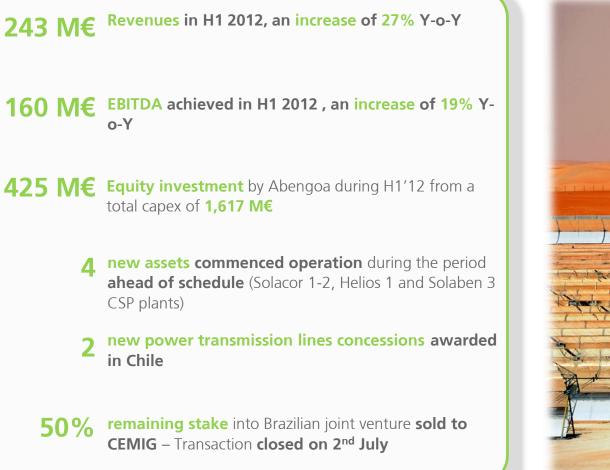
1,501 M€ Bookings recorded for the period ended June 30, 2012 o/w 95% out of Spain

7,092 M€ Backlog at June 30, 2012 o/w 82% out of Spain (implies 100% visibility into full year guidance)



Concession-type Infrastructures

Solid operation, solid cash flow





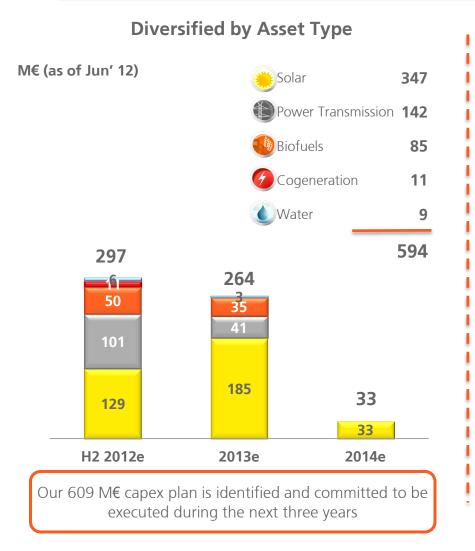
Timeline: Main Projects in Execution

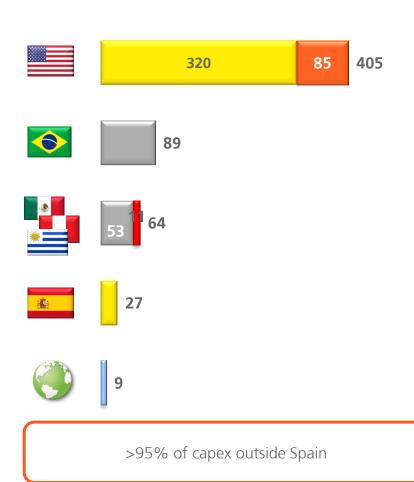
As o	f Jun. 30 '12	Location	Capacity	Abengoa (Equity Ownership %)	2012	2013	2014	2015	Expected Start Up	Ann. EBITDAe (M€)	Fully Funded?
	Solacor 1-2	Spain	50 MW x2	74%					Q1 12 🗸	43	\checkmark
	Solaben 2-3	Spain	50 MW x2	70%					Q3/ <mark>Q2 12 🗸</mark>	41	\checkmark
	Helios 1-2	Spain	50 MW x2	100%					√ Q2/ <mark>Q3</mark> 12	40	\checkmark
	Solana	USA	280 MW	100%					Q3 13	65	\checkmark
and l	Mojave	USA	280 MW	100%					Q2 14	55	\checkmark
	Solaben 1-6	Spain	50 MW x2	100%)			Q3/Q4 13	45	
	South Africa Trough	South Africa	100 MW	51%					Q3 14	79	
	South Africa Tower	South Africa	50 MW	51%					Q3 14	47	
I	Tenes	Algeria	200 ML/day	51%					Q4 13	17	\checkmark
	Qingdao	China	100 ML/day	92 %					Q3 12	11	\checkmark
	Ghana	Ghana	60 ML/day	51%					Q3 14	10	
	Zapotillo	Mexico	3,8 m3/sec	100%	C				Q4 15	12	
	Cogen. Pemex	Mexico	300 MWe	60%					Q3 12	60	\checkmark
9	Uruguay Wind	Uruguay	50 MW	50%					Q4 13	12	
I	Manaus	Brazil	586 km	51%	<u> </u>)			Q4 12	38	\checkmark
	Norte Brasil	Brazil	2,375 km	51%	<u> </u>				Q1 13	66	\checkmark
	Linha Verde	Brazil	987 km	51%	(Q1 13	13	\checkmark
	ATS	Peru	900 km	100%					Q4 13	30	\checkmark
	ATE VIII	Brazil	108 km	100%					Q4 12	2	\checkmark
	Quadra I	Chile	79 km	100%)			Q3 13	7	\checkmark
	Quadra II	Chile	50 km	100%	6)			Q3 13	4	
									Total	697	

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

Abengoa Equity Capex Plan

Committed equity is fully funded



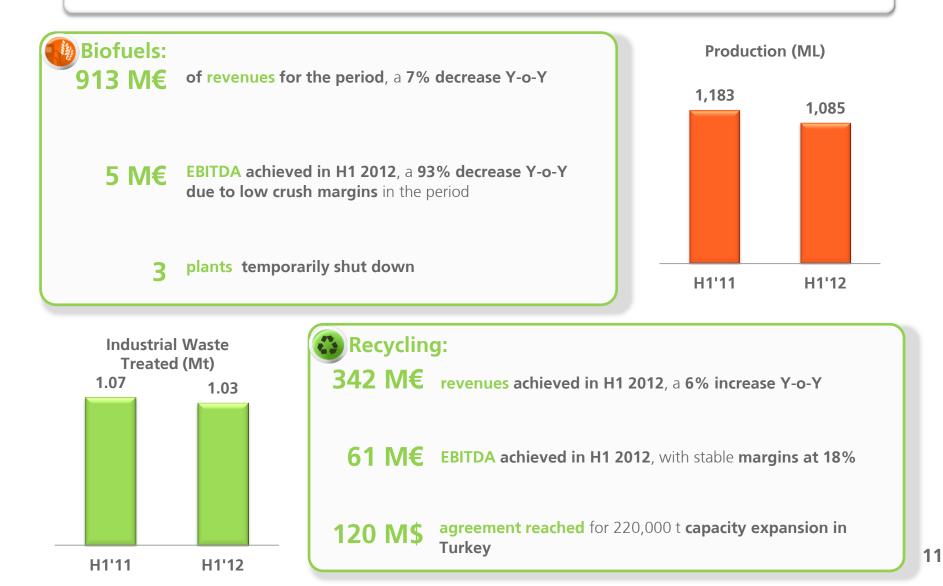


Diversified by Geography

10

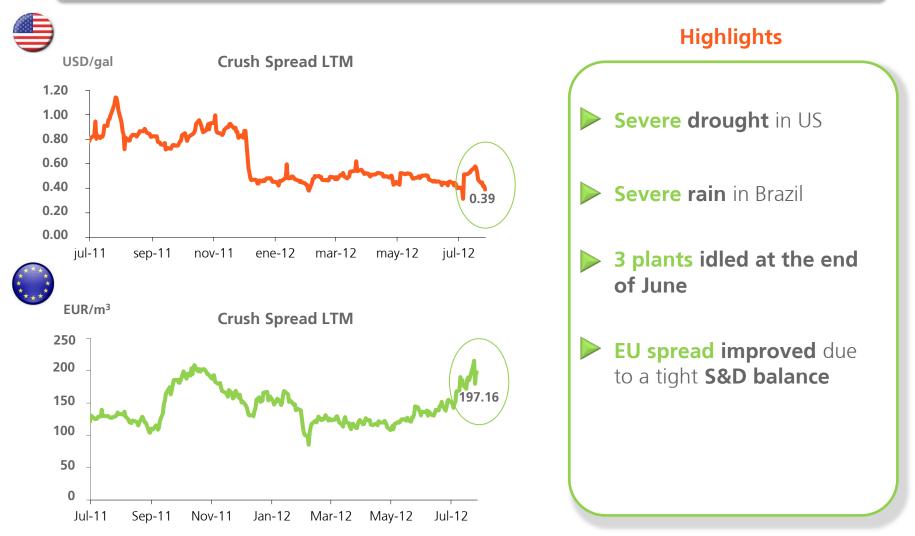
Industrial Production

Disappointing ethanol margins; Impressive recycling



Ethanol Margins Update

US and EU crush spread (CS) margins have been suppressed in 1H 2012









H1 2012 Financial Highlights







Appendix



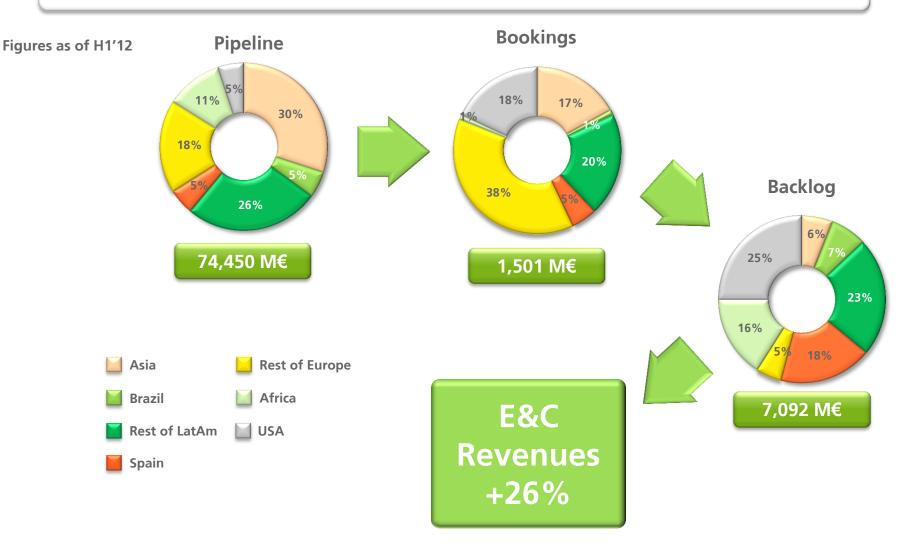
H1 2012 Key Financial Highlights

Building strength in a challenging environment

Growth	Diversification	Deleverage/Liquidity Protection
Revenues	E&C 1,972 M€1+26%	Syndicated Loan Extension
3,691 M€	Concessions 243 M€ 1+27%	1,663 M€ already secured
17% (3,143 M€ H1 2011)	Industrial Production 1,476 M€ 1+7%	IDB Revolving Credit Line signed
EBITDA	E&C 236 M€	200 M\$ Project-equity bridge loan facility
563 M€	Concessions 160 M€ 1 +19%	Asset rotation to CEMIG closed
11% (464 M€ H1 2011)	Industrial Production 167 M€	354 M€ Cash obtained from transaction

E&C Cycle

Securing revenues going forward from identified opportunities



High Revenue Visibility



(1)



Estimated Conversion to Revenues

E&C Order Book

Concession-type

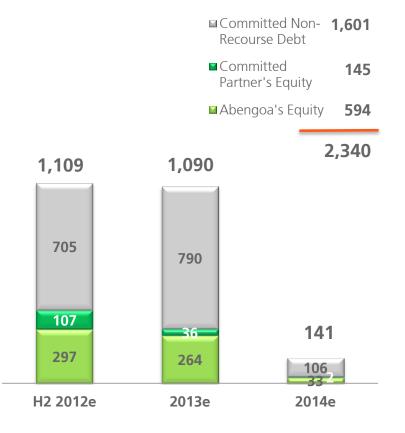
Industrial Production

Capex Plan – Financing secured

Committed Capex fully financed through a balanced mix

Diversified by Financing Source

M€ (as of Jun' 12)



- Track record of successful closing of non-recourse, ring-fence structure financing, for concession projects awarded
- ✓ N/R Debt committed from a balanced mix of sources
- Local funding of concessions at advantageous rates
- N/R Debt to be fully repaid with project cash flows

Reinforced Capital Structure

Continue to monitor leverage on track

M€	Jun 2011	Dec 2011	Jun 2012
Corporate Debt	4,951	4,830	5,140
Corporate Cash, Equiv. & STFI	(2,340)	(3,346)	(2,743)
Total net corporate debt	2,611	1,484	2,397
N/R Debt	4,542	5,390	6,000
N/R Cash Equiv. & STFI	(1,201)	(1,406)	(974)
Total net N/R debt	3,341	3,984	5,026
Total Net Debt	5,952	5,468	7,423

Pre-operational debt	2,195	3,181	3,597
Total consolidated EBITDA LTM	935	1,103	1,201
Total corporate EBITDA LTM	569	717	789

Key Leverage Ratios

Continue to monitor leverage on track

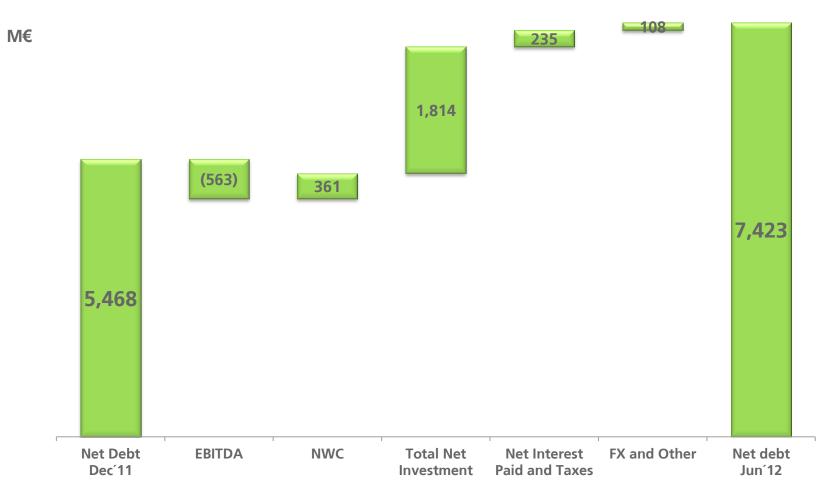
	H1 2011	FY 2011	H1 2012
Corporate	4.6 x	2.1 x	3.0 x
(excl. pre-op. debt)	2.9 x	0.3x	1.4x
Non-Recourse	8.4 x	8.7 x	12.0x
(excl. pre-op. debt)	5.3x	4.5 x	6.5x
Consolidated	6.4x	5.0x	6.2x
(excl. pre-op. debt)	4.0x	2.1x	3.2x



Net Debt Bridge

Net cash generated from operating activities

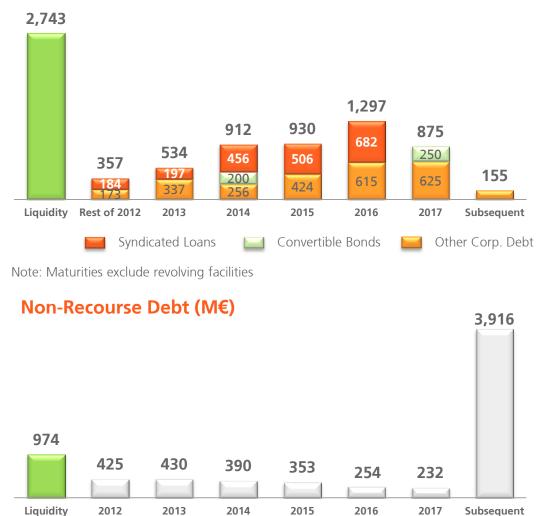
Consolidated



Debt Maturity Profile

Improved maturity profile and liquidity position at June 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€

Strong liquidity level:

- **50-75%** of corp. cash placed in **public debt** (Germany, USA).
- <5% of corp. cash placed in Spain
- Currency exposure reflecting business mix: 45% USD, 30% EUR, 23% BRL, 2% others
- Highly diversified funding sources and limited interest exposure: 97% fixed







H1 2012 Financial Highlights



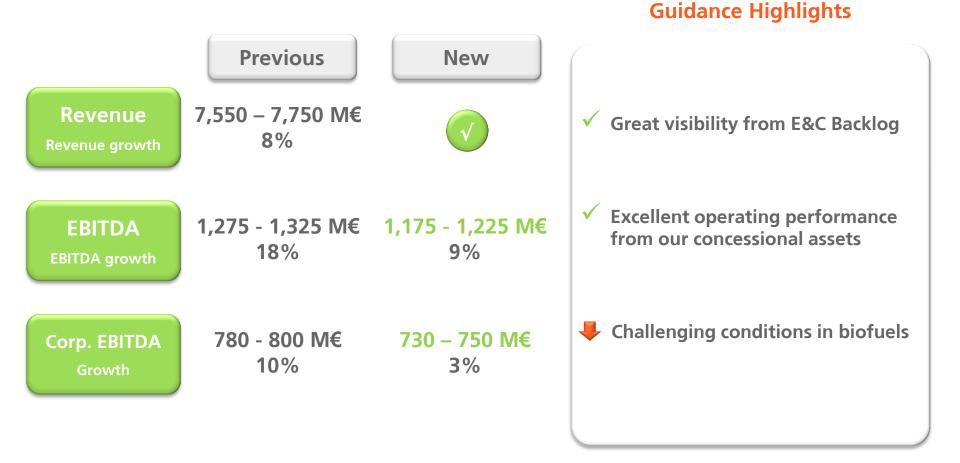




Appendix

2012 Guidance

2012 Guidance update





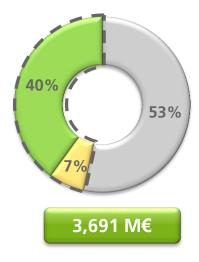


Business Diversification

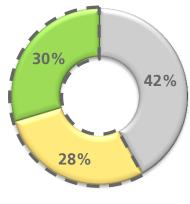
Robust growth from diversified source of revenues

Revenues (M€)	Q2′11	Q2′12	Var _%	H1′11	H1′12	Var _%
E&C	784	1,041	33%	1,569	1,972	26%
Concession-type Infrastructure	105	140	33%	192	243	27%
Industrial Production	756	746	-1%	1,382	1,476	7%
Total	1,645	1,927	17%	3,143	3,691	17%

H1 2012



EBITDA* (M€)	Q2′11	Q2′12	Var _%	_	H1′11	H1′12	Var _%	Margir H1'11	Margin H1'12
E&C	89	130	46%		183	236	29%	12%	12%
Concession-type Infrastructure	74	93	26%		135	160	19%	70%	66%
Industrial Production	71	55	-23%		146	167	14%	11%	11%
Total	234	278	19%		464	563	21%	15%	15%

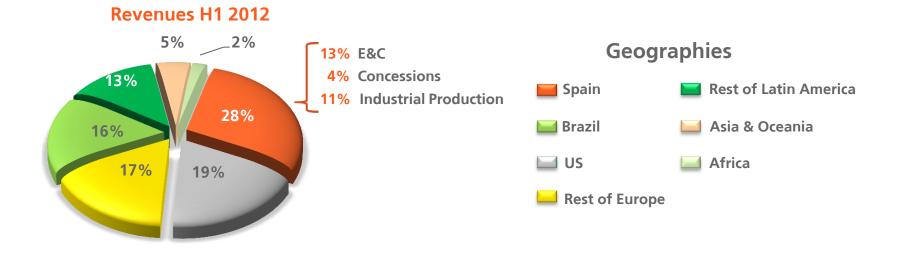


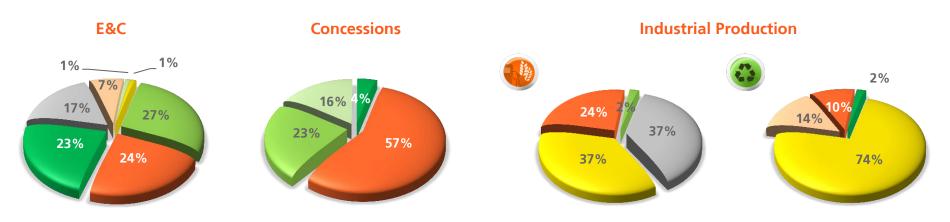
563 M€

M€		Revenues			EBITDA			rgin
	H1 2011	H1 2012	Var (%)	H1 2011	H1 2012	Var (%)	H1 2011	H1 2012
Engineering and	Construc	tion						
E&C	1,569	1,972	25.7%	183	236	29.0%	11.7%	12.0%
Total	1,569	1,972	25.7%	183	236	29.0%	11.7%	12.0%
Concession-type	Infrastrue	cture						
Transmission	116	61	-47.4%	92	46	-50.0%	79.3%	75.4%
Solar	50	140	180.0%	38	99	160.5%	76.0%	70.7%
Water	8	18	125.0%	4	13	225.0%	50.0%	72.2%
Cogen. & other	18	24	33.3%	1	2	100.0%	5.6%	8.3%
Total	192	243	26.6%	135	160	18.5%	70.3%	65.8%
Industrial Produc	tion							
Bioenergy	987	913	-7.5%	67	5	-92.5%	6.8%	0.5%
Recycling	324	342	5.6%	60	61	1.7%	18.5%	17.8%
Other	71	221	211.3%	19	101	431.6%	26.8%	45.7%
Total	1,382	1,476	6.8%	146	167	14.4%	10.6%	11.3%
Total	3,143	3,691	17.4%	464	563	21.3%	14.8%	15.3%

Geographic Diversification

A truly global business





27

Operating cash flow affected by seasonality working capital

M€	Jun 2011	Jun 2012
Consolidated after-tax profit	117	132
Non-monetary adjustments to profit	341	259
Variation in working capital	364	(361)
Discontinued activities	(98)	0
Cash generated by operations	724	30
Net interest paid / Tax paid	(232)	(235)
Discontinued activities	24	0
A. Net Cash Flows from Operating Activities	516	(205)
Capex Other investments/ Disposals	(1,336) (146)	(1,791) (23)
B. Net Cash Flows from Investing Activities	(1,482)	(1,814)
C. Net Cash Flows from Financing Activities	821	877
Net Increase/Decrease of Cash and Equivalents	(145)	(1,142)
Cash and equivalent at the beginning of the year	2,983	3,738
Exchange rate differences & Discont. activities	(31)	(8)
Cash and equivalent held for sale and discontinued activivities	(56)	0
Cash and equivalent at the end of the period	2,751	2,588

M€

2012 Guidance

7,650

3,085

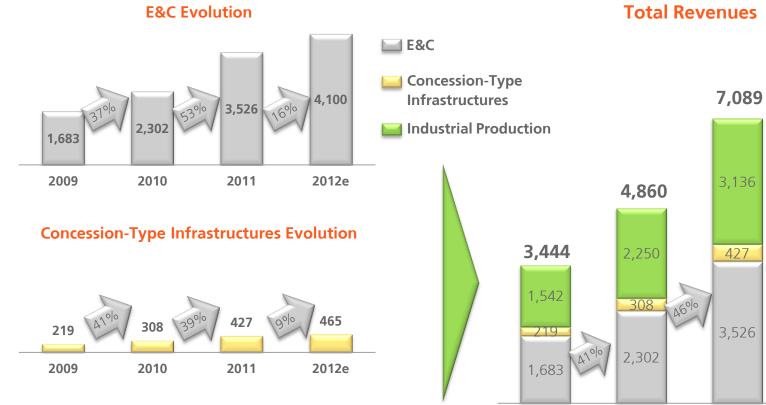
465

4,100

2012e

80/0

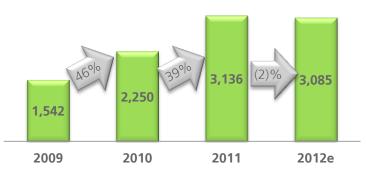
2011



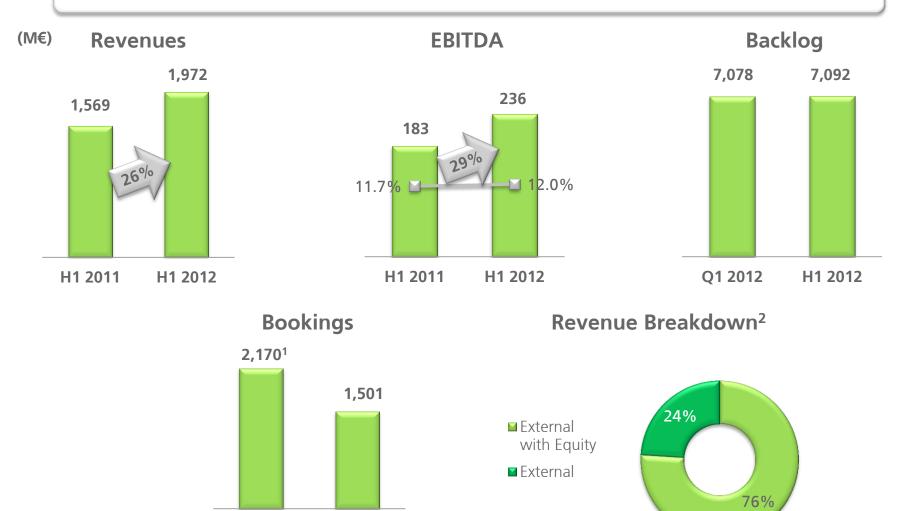
2009

2010

Industrial Production Evolution



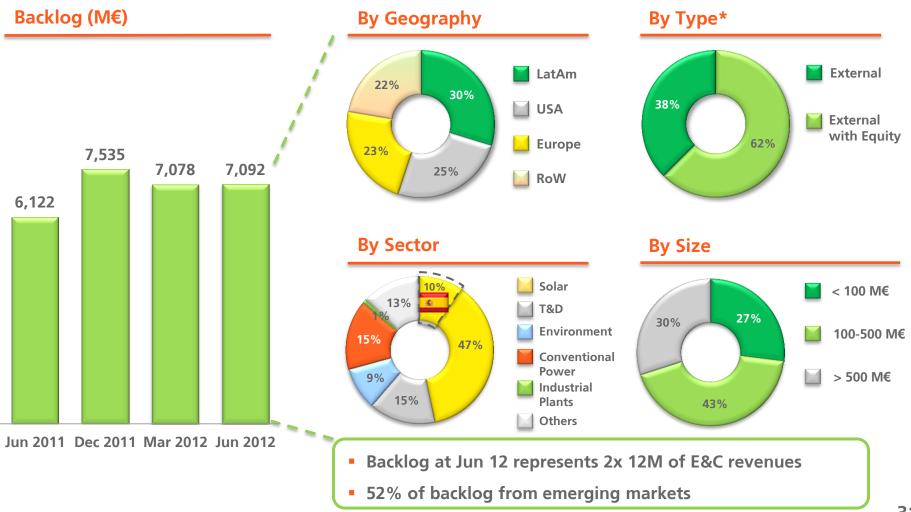
A global leader in the power sector



H1 2011H1 2012¹Includes Mojave CSP plant for 1,200 M\$ contract

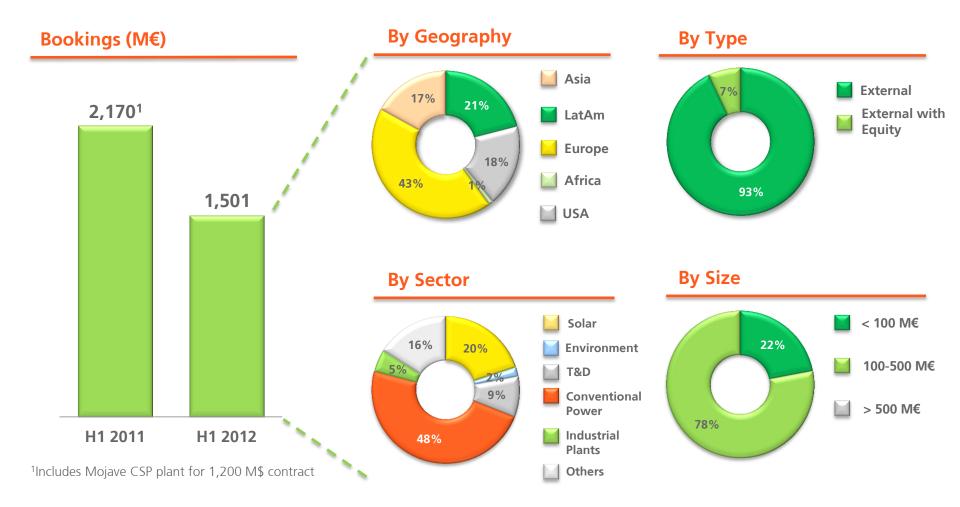
²In addition, E&C had revenues from internal projects of 213 M€ for H1 2012 which get eliminated in consolidation

Solid backlog, well diversified, provides revenue visibility



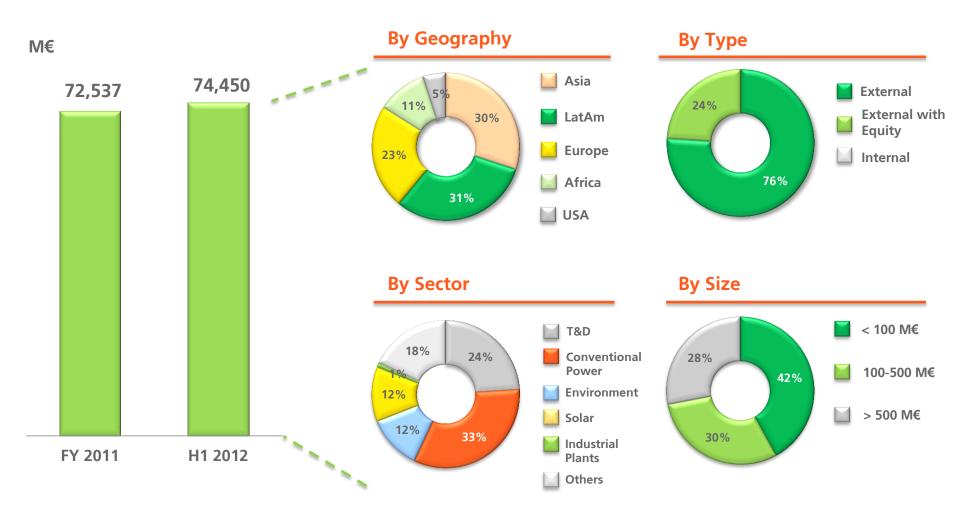
*In addition, E&C has 221 M€ of backlog at Jun.2012 from internal projects whose revenues eliminate in consolidation

Solid booking activity securing backlog at high levels



E&C – **Pipeline**

Continuing to find new opportunities



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

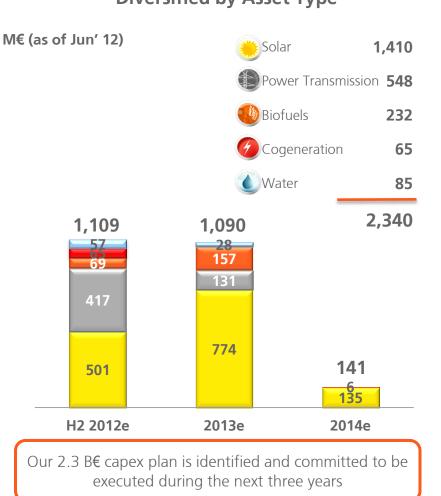
Balanced Asset Portfolio

(⋈€)	Operating (Gross)	Under Construction/ Development	Total Gross Assets	Net Assets ¹	ABG Equity	Non Recourse Net Debt	Partners	Capex Invested at Jun. 2012
Trasmission	542	1,627	2,169	2,143	720	1,171	252	475
🥮 CSP	2,635	1,463	4,098	3,976	1,239	2,643	94	1,078
Cogeneration	213	453	666	640	62	577	1	45
Water	202	262	464	447	108	296	43	19
Concession-type infrastructure	3,592	3,805	7,397	7,206	2,129	4,687	390	1,617

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



Diversified by Asset Type



Diversified by Geography

Capex Committed by segment (I)

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

	est estimate as of surfe 50, 201		o or anning areree	indy endinger			Tot	tal	
Committed (M€)	Capacity	Abengoa (%)	Country	Entry in Operation	Investment	Total Pending Capex	ABG Corporate	Partners	Debt
Solar					3,799	1,410	347	6	1,057
Solaben 2 and 3	100 MW	70%	Spain	Q3/Q2′12	580	53	15	6	32
Helios 1 and 2	100 MW	100%	Spain	Q2/Q3′12	555	21	12		9
Solana	280 MW	100%	US	Q3′13	1,468	573	159		414
Mojave	280 MW	100%	US	Q2′14	1,196	763	161		602
Biofuels					476	232	85	45	102
Hugoton	90 ML	100%	US	Q1′14	476	232	85	45	102
Cogeneration					493	65	11	7	47
Cogen. Pemex	300 MW	60%	Mexico	Q3′12	493	65	11	7	47
Water					325	85	9	9	67
Tenes	200,000 m³/day	51%	Algeria	Q4′13	178	85	9	9	67
Quingdao	100,000 m³/day	92%	China	Q3′12	147				
Transmission					2,276	548	142	78	328
Manaus	586 km	51%	Brazil	Q4′12	748	33	5	5	23
Norte Brasil	2,375 km	51%	Brazil	Q1′13	845	212	58	56	98
Linha Verde	987 km	51%	Brazil	Q1′13	230	95	18	17	60
ATS	900 km	100%	Peru	Q4′13	387	163	46		117
ATE VIII	108 km	100%	Brazil	Q4′12	27	12	8		4
Quadra I	79 km	100%	Chile	Q3′13	39	33	7		26
			Total C	ommitted	7,369	2,340	594	145	1,601

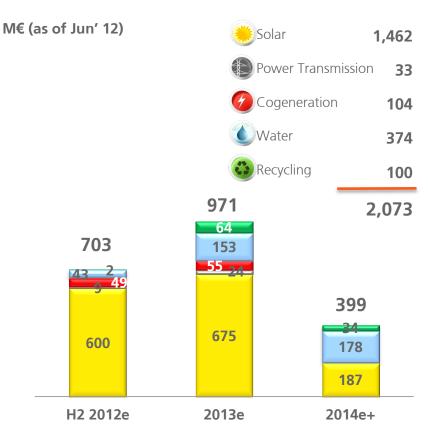
Capex Committed by segment (II)

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

		H2 2	2012			2013				2014			
Committed (M€)	Total Capex	ABG Corporate	Partners	Debt	Total Capex	ABG Corporate	Partners	Debt	Total Capex	ABG Corporate	Partners	Debt	
Solar	501	129	6	366	774	185		589	135	33		102	
Solaben 2 and 3	53	15	6	32									
Helios 1 and 2	21	12		9									
Solana	294	80		214	279	79		200					
Mojave	133	22		111	495	106		389	135	33		102	
Biofuels	69	50	19		157	35	24	98	6		2	4	
Hugoton	69	50	19		157	35	24	98	6		2	4	
Cogeneration	65	11	7	47									
Cogen. Pemex	65	11	7	47									
Water	57	6	6	45	28	3	3	22					
Tenes	57	6	6	45	28	3	3	22					
Quingdao													
Transmission	417	101	69	247	131	41	9	81					
Manaus	33	5	5	23									
Norte Brasil	194	49	47	98	18	9	9						
Linha Verde	95	18	17	60									
ATS (Perú)	74	19		55	89	27		62					
ATE VIII	12	8		4									
Quadra I	9	2		7	24	5		19					
Total													
Committed	1,109	297	107	705	1,090	264	36	790	141	33	2	106	

Non-Committed Capex Plan

Focused investment strategy to diversify business profile



Diversified by Asset Type



Diversified by Geography

Capex Non-Committed by segment (I)

Amounts based on the company's best estimate as of June 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					1,486	1,462	386	132	944		
Solaben 1-6	100 MW	100%	Spain	Q3/Q4′13	538	518	252		266		
South Africa 100 MW	100 MW	51%	S.Africa	Q3′14	620	618	77	76	465		
South Africa 50 MW	50 MW	51%	S.Africa	Q3′14	328	326	57	56	213		
Cogeneration					107	104	11	11	82		
Uruguay Wind	50 MW	50%	Uruguay	Q4′13	107	104	11	11	82		
Water					374	374	169	13	192		
Ghana	60,000 m ³ /day	51%	Ghana	Q3′14	98	98	17	13	68		
Acueducto Zapotillo*	3,80 m ³ /seg	100%	Mexico	Q4′15	276	276	152		124		
Transmission					33	33	7		26		
Quadra II	50 Km	100%	Chile	Q3′13	33	33	7		26		
Recycling					100	100	28	20	52		
Adana & Izmir	220,000 t	51%	Turkey	Q4′14	100	100	28	20	52		
			Total Non	-Committed	2,100	2,073	601	176	1,296		

Capex Non-Committed by segment (II)

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

		H2 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	600	214	61	325	675	152	51	472	187	20	20	147
Solaben 1 and 6	316	153		163	202	99		103				
SAF 100 MW	188	36	36	116	302	29	28	245	128	12	12	104
SAF 50 MW	96	25	25	46	171	24	23	124	59	8	8	43
Cogeneration	49	5	5	39	55	6	6	43				
Uruguay Wind	49	5	5	39	55	6	6	43				
Water	43	8	4	31	153	60	8	85	178	101	1	76
Ghana	30	5	4	21	58	10	8	40	10	2	1	7
Acueducto Zapotillo	13	3		10	95	50		45	168	99		69
Transmission	9	2		7	24	5		19				
Quadra II	9	2		7	24	5		19				
Recycling	2	2			64	18	12	24	34	8	8	18
Aser Sur												
Adana & Izmir	2	2			64	18	12	24	34	8	8	18
	700	224	70	400	076	244	70	650	200	400	20	244
Total Non-Committed	703	231	70	402	971	241	78	653	399	129	29	241



Syndicated Loans Extension

Great success obtained in challenging credit environment



Protecting liquidity in an unprecedented credit environment



Innovative Technology Solutions for Sustainability



ABENGOA

Thank you

July 31st, 2012