

# **ABENGOA**

**Innovative Solutions for Sustainability** 

**First Quarter 2010 Earnings Presentation** 



#### **Forward-Looking Statement**

#### **Innovative Solutions for Sustainability**

- 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 Q1 2010 Highlights

i Positive operating performance

ii Well diversified by business and geographies

iii Strong backlog

Delivering on our investment plan...

v ...while strengthening our financial structure

2 Q1 2010 Detailed Financial Analysis

- □ Application of the IFRIC 12 <sup>(1)</sup> on Service Concession Arrangements for the first time as from January 1st 2010.
- ☐ IFRIC 12 applies to arrangements in which the grantor:
  - ✓ controls or regulates the services provided, to whom and at what price
  - ✓ controls any significant residual participation in the asset
- ☐ IFRIC 12 applies to the following businesses and activities:

Business	Projects	Treatment in 2010
Transmission	Brazil and Peru <sup>(2)</sup>	
Generation Cogeneration	Cogeneration Mexico (Pemex)	Cost recognized as intangible asset
Solar	Solnova 1, Solnova 3, Solnova 4 Algeria (Hassi R' Mei) (2)	Construction revenues recognized
Desalination	Chennai, Tlemcen, Tenes, Qingdao (2)	)

(1) International Financial Reporting Interpretations Committee

(2) Similar treatment as 2009

Q1 2010: Highlights (P&L)

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

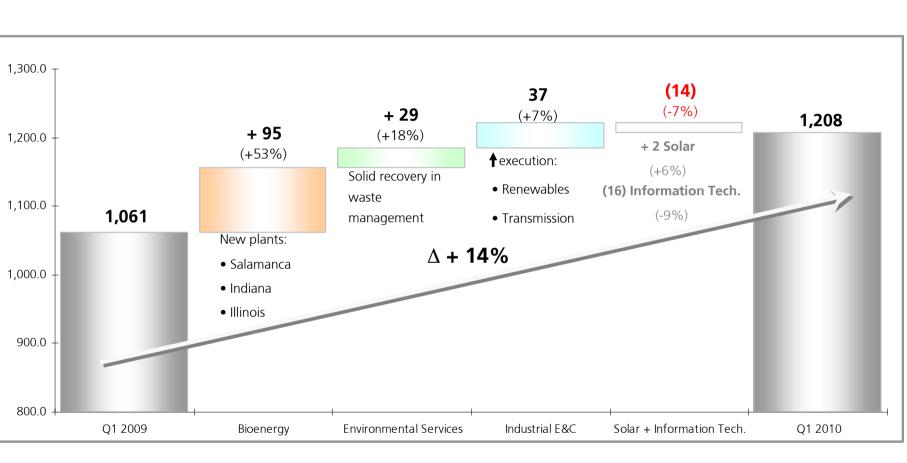
				Proforma (*)	
M€	Q1 2010	Q1 2009	YoY %	Q1 2009	YoY %
Sales	1,208	981	+23%	1,061	+14%
Ebitda	202	176	+15%	191	+6%
■ Net Income	54	41	+32%	51	+6%
Ebitda Margin	16.7%	18.0%		18.0%	
<b>□</b> EPS (€)	0.60 €	0.45 €	+32%	0.56 €	+6%

<sup>(\*)</sup> P&L Q1 2009 has been restated according application IFRIC 12

**Innovative Solutions for Sustainability** 

				Prof	forma
M€	Q1 2010	Q1 2009	YoY %	Q1 2009	9 YoY %
Sales	1,208	981	+23%	1,061	+14%
Ebitda	202	176	+15%	191	+6%
Depreciation & amortization expense	(53)	(64)	(18%)	(64)	(18%)
Net operating profit	149	112	+34%	127	+18%
Net financial loss	(66)	(58)	+14%	(58)	+14%
Profit before income tax	83	54	+55%	69	+21%
Income tax expense	(21)	(8)	+158%	(12)	+65%
Profit of the year	63	46	+37%	56	+12%
Profit attributable to minority interest	(8)	(5)	+86%	(5)	+67%
Net Income	54	41	+32%	51	+6%
Ordinary shares in circulation (thousand	ls) 90,470	90,470		90,470	

#### **Sales: contribution by Business Unit**

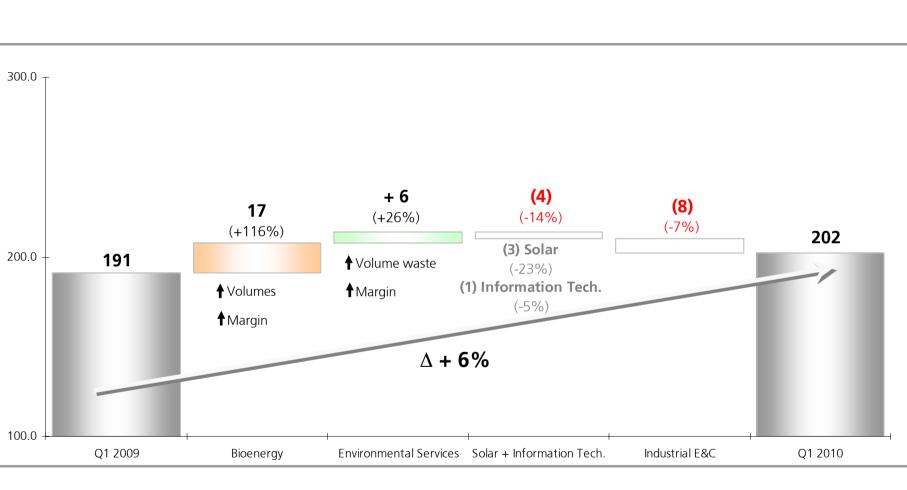


#### XX means figures in million Euros

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

Figures 2009 Proforma

### **Ebitda: contribution by Business Unit**



#### XX means figures in million Euros

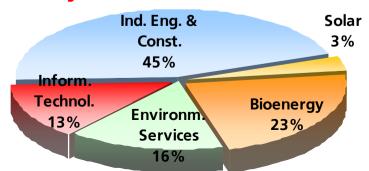
YY% means year-over-year increase / (decrease)
Figures 2009 Proforma

### **Distribution by Business Units**

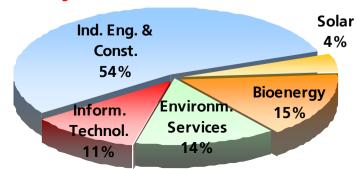
#### Well diversified by business ...

	Solar	Bioenergy	Evironm. Services	Inform. Technol.	Industrial E&C	Consolidated
Sales (M€)	41	274	188	160	545	1,208
Sales '09	39	179	160	176	508	1,061
% YoY	+ 6%	+ 53%	+ 18%	(9%)	+ 7%	+ 14%
Ebitda (M€)	9	31	29	23	110	202
Ebitda '09	12	14	23	24	118	191
% YoY	(23%)	+ 116%	+ 26%	(5%)	(7%)	+ 6%
Ebitda / Cons. Sales	22%	11%	15%	14%	20%	17%

#### **Sales by Business**



#### **Ebitda by Business**



Figures 2009 Proforma 11

#### **International Activity represents 65% of Total Consolidated Sales**

€ in Millions	Q1 2010	%	2009 reformulated	%
US Latin America Europe (ex Spain) Africa Asia y Oceania Spain	182,5 364,7 168,3 42,9 30,3 419,1	15,1% 30,2% 13,9% 3,6% 2,5% 34,7%	576,9 1.159,9 641,5 327,8 144,8 1.798,3	12,4% 24,9% 13,8% 7,1% 3,1% 38,7%
<b>Total Consolidated</b>	1.207,7		4.649,2	
Consolidated Abroad	788,7	65,3%	2.850,9	61,3%
Consolidated Spain	419,1	34,7%	1.798,3	38,7%
<b>Total Consolidated</b>	1.207,7	100,0%	4.649,2	100,0%

Order book covers 33 months of sales in contracting activities (\*)



Includes IT and EPC activities in engineering and water infraestructures

Sales in concession backlog for non recourse activities represents 20,821 M€ in 24 years of average life.

Q1 2010: Highlights (Balance Sheet)

minovative solutions for sustainability			
More than €2,4 billions in	ı cash and equ	uivalents	
(€ in Million)	31 Mar.10	YoY %	31 Dec.09
☐ Fixed assets corporate	3,576	+7%	3,355
☐ Fixed assets non recourse activities	4,140	+10%	3,767
Equity	1,421	+12%	1,271
Cash and equivalents	2,404	+19%	2,028
Total Assets = Equity & Liabilities	13,609	+9%	12,470
(€ in Million)	31 Mar.10	31 Dec.09	9 30 Jun.09
■ Net Corporate Debt	1,744	1,257	1,144
■ Non-Recourse Debt	3,159	2,933	2,616
☐ Total Net Debt	4,902	4,191	3,761

### **Net Debt Analysis & Covenant**

**15** 

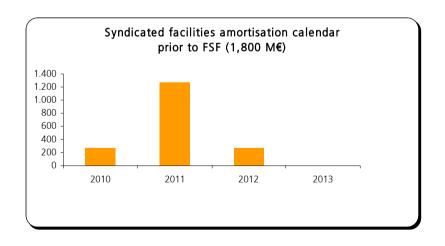
Net Debt/Ebitda ratios in line with previous periods

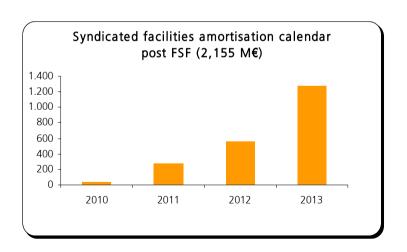
(€ in Million)	31 Mar.10	31 Dec.09	30 Jun.09
Net corporate debt			
<ul> <li>+ Corporate debt</li> <li>- Cash and equivalent</li> <li>Corporate entities</li> <li>Entities with non-recourse financing</li> </ul>	4,147 (2,404) (1,713) (691)	3,286 (2,028) (1,292) (736)	2,665 (1,520) (909) (611)
I. Total net corporate debt	1,744	1,257	1,144
<ul> <li>+ Σ Annualized Ebitda Corporate entities</li> <li>+ Annualized R&amp;D expense</li> <li>II. Ebitda (corporate)</li> </ul>	660 50 <b>710</b>	634 51 <b>685</b>	450 43 <b>493</b>
Net corporate debt / Corporate Ebitda	2.45	1.84	2.32
Non Recourse debt			
Long-term non-recourse financing Short-term non-recourse financing	2,964 195	2,748 185	2,319 297
Total Non Recourse debt	3,159	2,933	2,616
Total Net Debt	4,902	4,191	3,761
Preoperational debt	(2,531)	(2,373)	(1,923)
Total Net Debt adjusted by preop. debt	2,371	1,818	1,838

Figures 2009 Proforma

# Successful extension of syndicated bank facilities via a Forward Start Facility of 1,571 M€

- Extension signed on 22 April 2010
- Higher amount extended than the initial target (102.5% vs. 95% initially expected)
- Participation of 52 national and international financial institutions
- Support of relationship banks confirmed in a difficult credit environment
- Documentation unchanged
- Margins of 275 bps until June 2010 and 300 bps thereafter, as expected



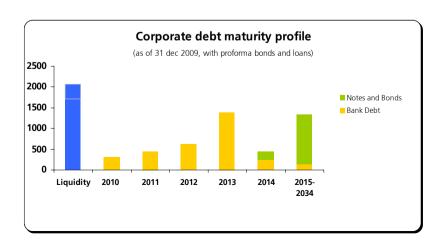


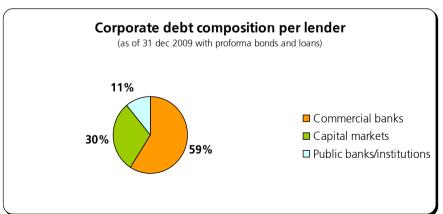
#### Proven access to capital markets in a context of high volatility

- 250 M€ 4.5% senior unsecured convertible notes due in 2017 issued by Abengoa SA in February
   2010
- 500 M€ 8.5% senior unsecured notes due in 2016 issued by Abengoa SA in March 2010
- 200 M\$ 5.5% subordinated unsecured convertible notes due in 2015 issued by Telvent GIT in April

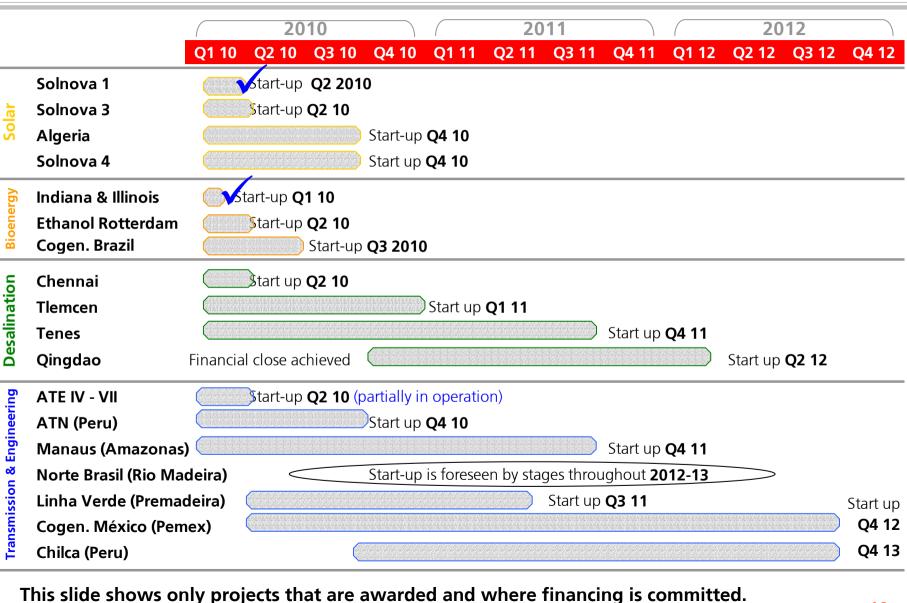
### Reinforcement of financial structure

- Average life of corporate debt standing at 4 years
- Additional diversification of funding sources
- Strong corporate liquidity position, enough to cover debt maturities until June 2013, while ensuring funding of committed capex requirements





### Main Projects in Execution: Timeline



3 Q&A



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