

## IV Annual Analyst and Investor Day

October 22<sup>nd</sup> – 23<sup>rd</sup>, 2008

**ABENGOA**  
**Going Forward**





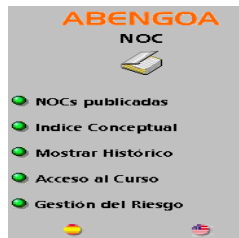
### We are in a privileged position in times of uncertainty:

- Well positioned in attractive markets that will outperform the economy
- Diverse from business and geographic perspective
- Ability to continue growing without new capital



### We are in a good financing situation:

- Our 2008-2010 investment plan is already financed
- 1.775 M€ in cash & equivalents
- Successful use of "traditional" non-recourse solutions
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## Well positioned to withstand a tougher economic context

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- **Diminishing growth rates across the world, with some European countries already in recession.**
  - **Consumption is decreasing**
  - **Strong decline in residential construction**
  - **Companies cost-cutting and relocating**
  - **High energy prices driven by oil prices**
  - **High commodity prices, some of them showing some adjustment**
  
  - **Geographical diversification allow us to keep growing**
    - Spain accounts for 38% of total revenues, rest of Europe 19%, LatAm 20%, US&Canada 15%, Asia 3% and RoW 5%
    - In H108, total revenues grew 17%, while in Spain fell 2%
  - **Our main businesses are not linked to consumption. Neither to residential construction.**
  - **Significant part of our businesses actually benefit from a high energy prices scenario**
  - **Movements in commodities as corn, zinc or aluminum may affect us partially (We always operate with hedging)**
  - **Pressure on biofuels forcing rapid transition to 2nd generation bioethanol, in which development we are a world leader**



- Solar power is experiencing increasing government support worldwide as its development is a must towards a viable alternative source to fossil fuels
- Geographic diversification to deal with changes in government support
- ITC extension in US
- Technology leadership and project pipeline are key elements that will allow us to continue in business even if LT non-recourse financing dries up
- Access to financing: recently closed Solnova 1, 2 & 4 (50MW solar thermal each) and Algerian hybrid project



- Geographical (US, UE and Brazil) and raw material (corn, wheat, barley, sugar cane) diversification make us less vulnerable
- Adequate hedging and marketing policies (LT contracts) have allowed us to keep positive margins even in adverse situations
- Approval of mandates in Spain
- US Department of Energy 76 MUSD grant to develop first commercial hybrid plant (cereal-cellulosic bioethanol)
- Benefited from last window opportunity to finance this kind of projects: Indiana & Illinois, France



- Very well positioned worldwide in the desalination market
- Long term zinc hedging against possible lower zinc prices in a lower industrial activity scenario, plus availability to treat more residues at slightly higher logistic costs
- Flexibility in our aluminum recycling operations
- Access to financing: recently closed 2 desalination projects in Algeria and 1 in India



- Diversified customer base in non-cyclical industries (O&G, transportation, electricity)
- Diversified geographical presence allows for strong momentum in emerging markets to offset some slow down in core geographies
- Revenues in North America and Spain growing.



- Equivalent of two-years revenues in backlog
- Unique capabilities in the engineering and construction of solar thermal projects (tower, troughs, Integrated Solar Combined Cycle)
- Leadership in transmission (EPC and operations) give us competitive advantage in large projects
- Partnerships with utilities (Eletronorte in Brazil) allows for flexibility in a more difficult financing scenario, although BNDES is committed to fund Transmission projects

### 1H'08 growth should be sustainable...

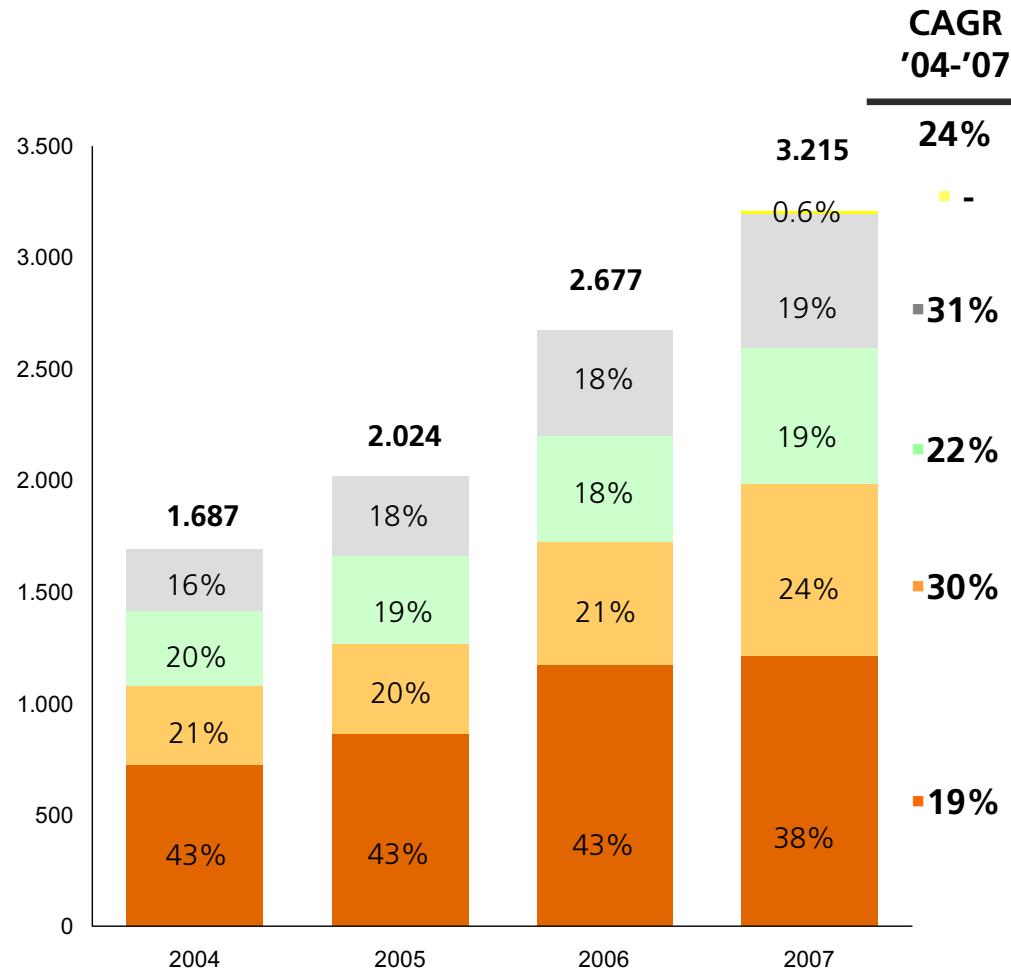
Key Metrics (M€)	1H'08**	1H'07	Incr. (%)
<b>Sales</b>	<b>1,632.0</b>	<b>1,393.7</b>	<b>▲ 17,1%</b>
<b>Gross Operating Cash Flows (*)</b>	<b>312,6</b>	<b>170,2</b>	<b>▲ 83,6%</b>
% Gross CF's / Sales	19,2%	12,2%	
<b>Ebitda***</b>	<b>238.0</b>	<b>170.2</b>	<b>▲ 39,8%</b>
% Ebitda / Sales	17,0%	12,2%	
<b>Net Profit Before Tax</b>	<b>107.8</b>	<b>70.7</b>	<b>▲ 52,4%</b>
<b>Net Profit Attributable</b>	<b>71.4</b>	<b>54.9</b>	<b>▲ 29,9%</b>
EPS (€/share)	0.79	0.61	▲ 29,9%
<b>Net Profit pro-forma (**)</b>	<b>67.4</b>	<b>54.9</b>	<b>▲ 22,6%</b>

\* Gross OP CF is earnings before interest, taxes, depreciation and amortization adjusted by the work flows done for own fixed assets

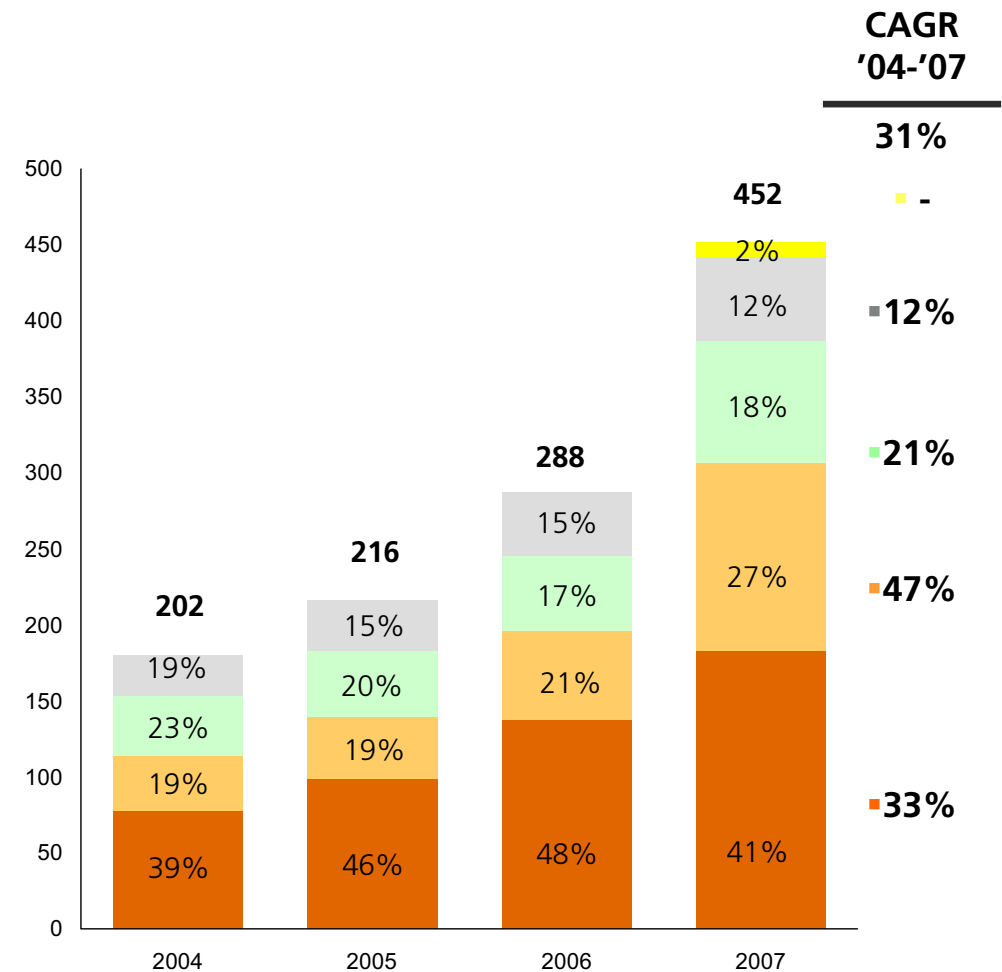
\*\* Excluding changes in consolidation perimeter

\*\*\* Ebitda 1H'08 excludes 40 M€ land divestment profit

### Sales by Division (in M€)



### Operating Cash Flow (in M€)

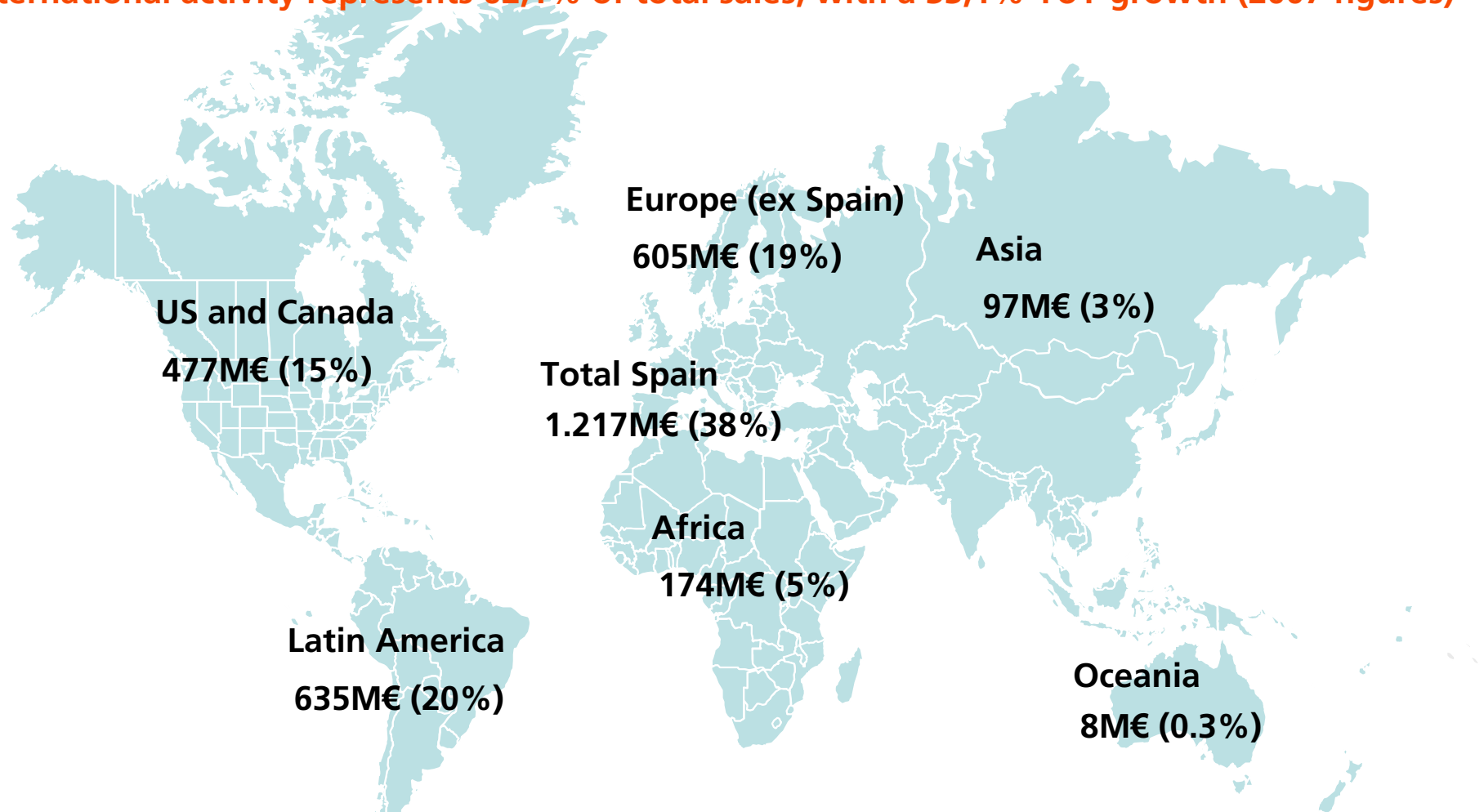


■ Industrial Engineering & Construction
 ■ Environmental Services
 ■ Bioenergy
 ■ Information Technology
 ■ Solar

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**Well diversified geographically: presence in more than 70 countries**

**International activity represents 62,1% of total sales, with a 33,1% YoY growth (2007 figures)**



**Total sales (% over total sales as of December 2007):**

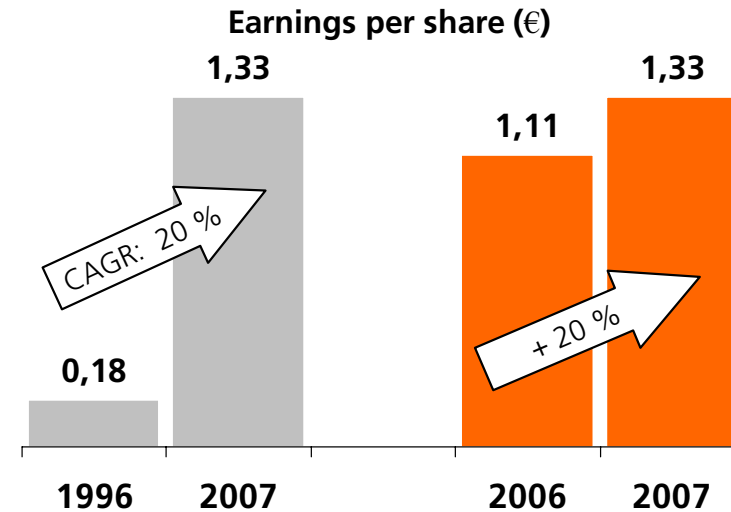
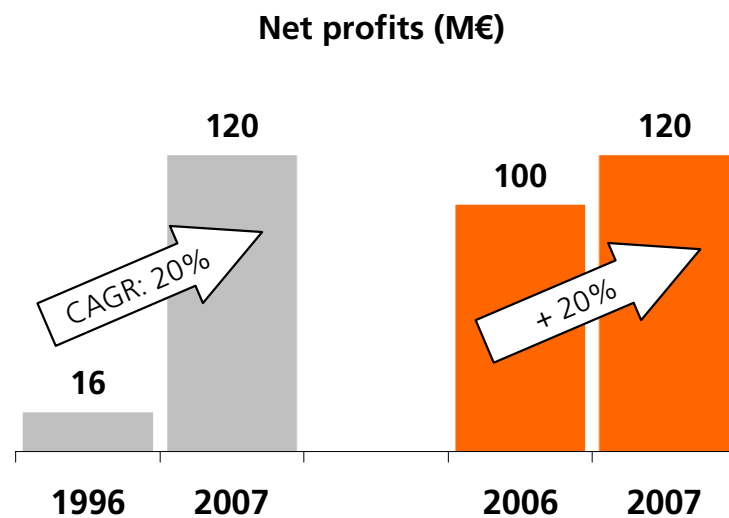
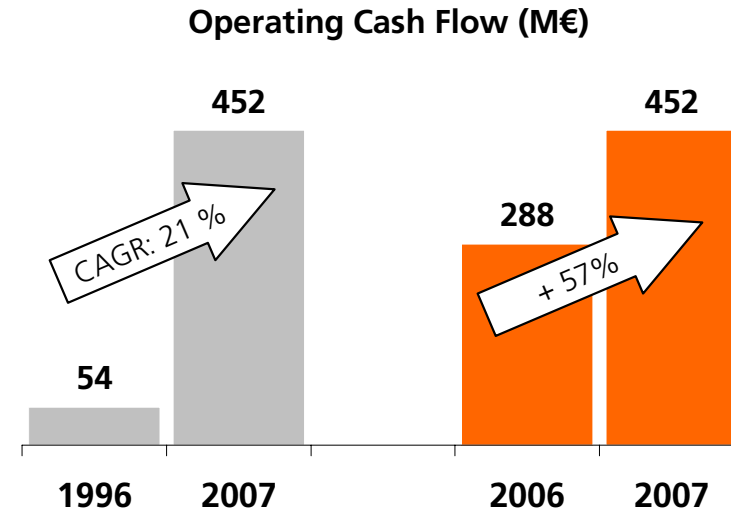
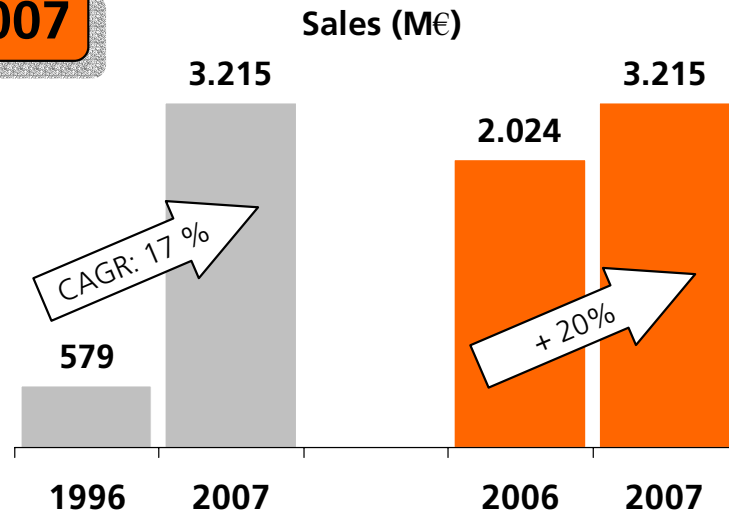
- Spain: 1.217M€ (38%)
- Abroad: 1.997M€ (62%)



1996 - 2007

Well positioned to target 20% EPS growth:

2006 - 2007





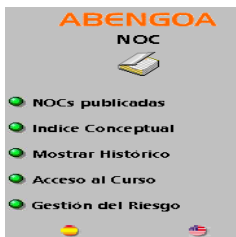
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### Financial highlights

(in M€)	2004	2005	2006	2007	1H2008	CAGR% (04-07)
<b>Sales</b>	1.746	2.024	2.677	3.214	1.632	22,6%
<b>Gross Operating Cash-flow*</b>	180	216	288	452	313	35,9%
<b>Net Income</b>	52	66	100	120	71	32,1%
<b>Total assets</b>	2.491	3.323	5.427	8.110	8.316	48,2%
<b>Investments</b>	123	456	877	1.164	628	111,5%
<b>Gross non-recourse debt</b>	365	671	1.254	1.689	1.718	22,5%
<b>Gross corporate debt (total - non recourse)</b>	591	697	1.356	2.529	2.469	5,6%
<b>Total gross debt</b>	956	1.368	2.610	4.218	4.187	12,7%
<b>Net debt ex non - recourse</b>	28	-118	-154	234	695	102,9%
<b>Net debt ex non - recourse (covenant)**</b>	28	-82	-128	354	964	132,9%

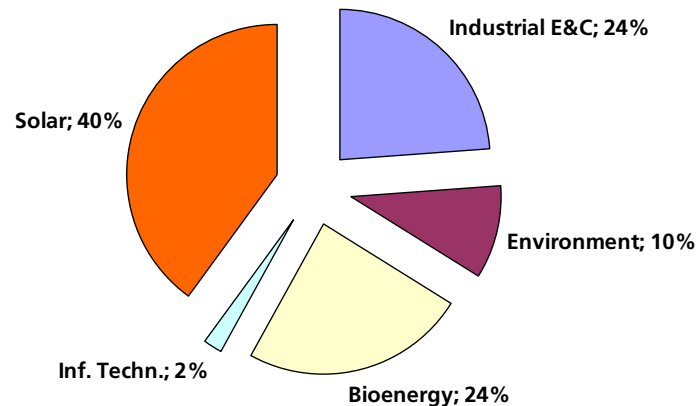
\*Gross OP CF is earnings before interest, taxes, depreciation and amortization adjusted by the work flows done for own fixed assets

\*\*Net debt ex non –recourse adjusted by restricted cash and other liabilities with financial cost

### Abengoa's investment strategy is driven by funding, financial and strategic criteria:

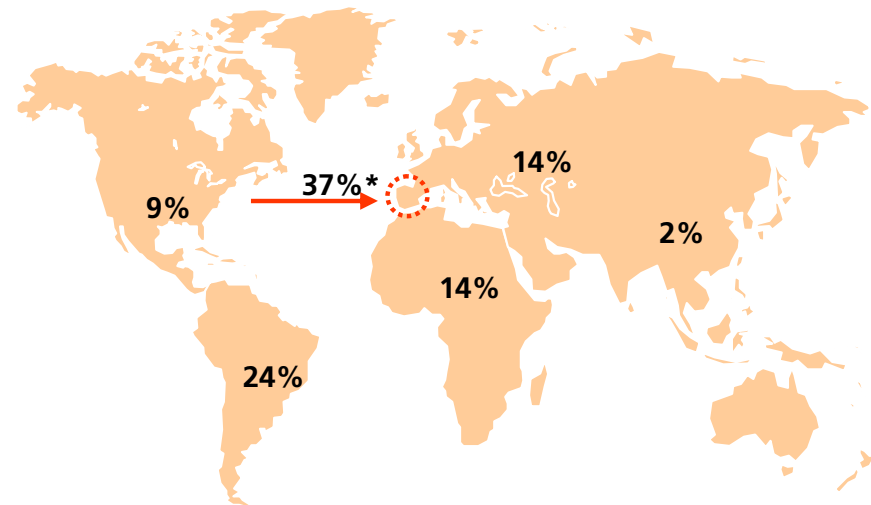
- **Funding:** Only projects with certain funding will be developed
- **Financial:** Return targets across the business are revised regularly
- **Strategic:** Biyearly update of strategic priorities across the business

Future Investments by Business Unit (2008-2010)



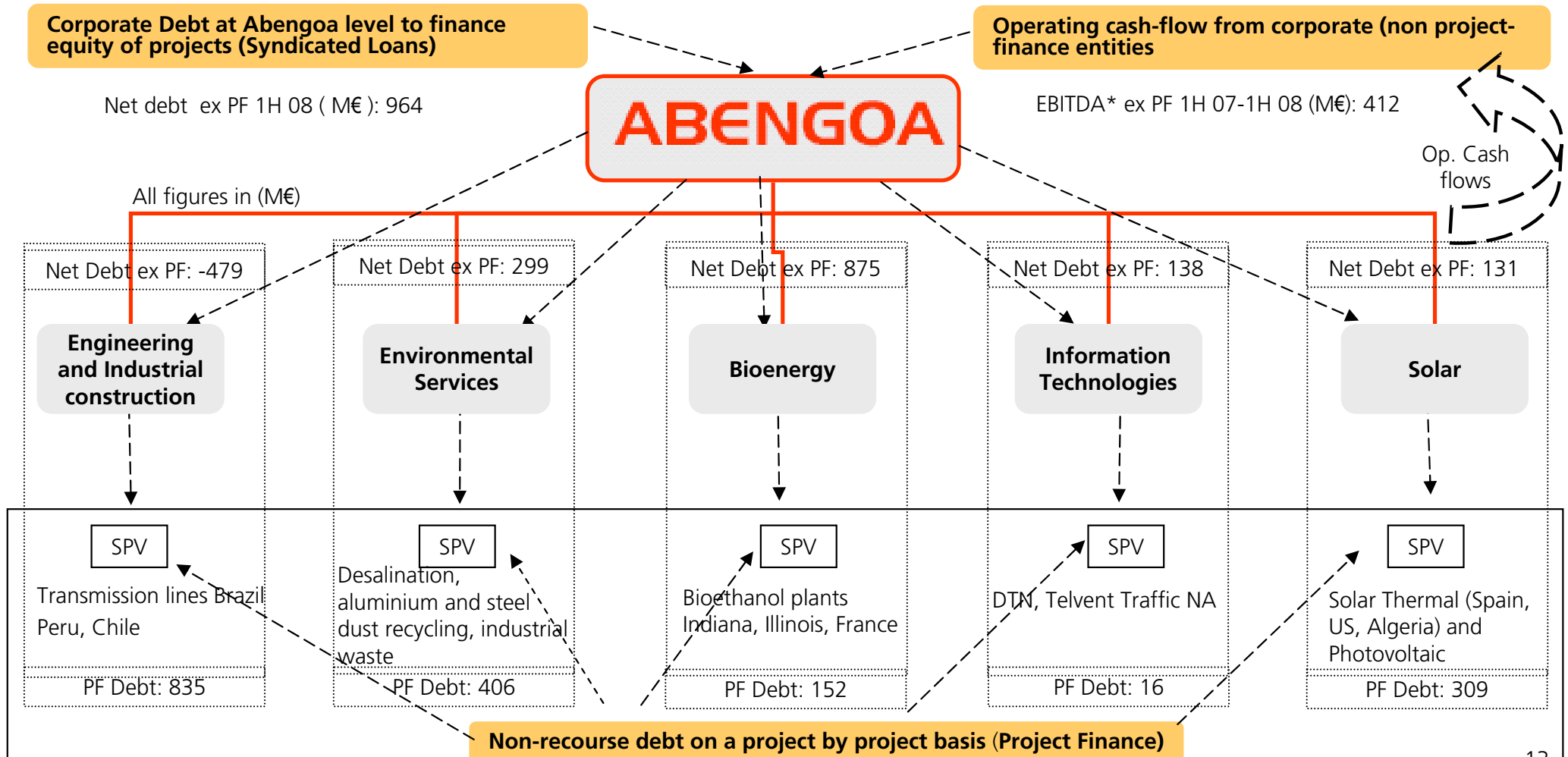
- Solar: thermosolar and PV
- Bioenergy: completion of current projects
- Environment: mainly desalination and waste management
- Industrial E&C: LatAm transmission lines

Future Investments by Geography



\* 90% of total investments in Spain are in Solar projects

- Current financing model has served to finance growth in an ordered manner.
- Use of two sources of financing to ensure availability of sufficient funds to meet financial commitments:
  - Non-recourse debt (PF): used to finance significant investments. Capex commitments are subject to availability of long-term funding.
  - Corporate debt (ex PF): to finance the company's investments and general purpose requirements.



\*as defined in the syndicated facilities

### Cash and debt distribution per division (1H08)

(M€)	Solar	Bio	Env. Serv.	Inf. Techn.	Eng. Constr.	Total
<b>Gross corporate debt*</b>	231	1.103	484	208	485	2.511
<b>Gross non-recourse debt (PF)</b>	309	152	406	16	835	1.718
<b>Cash and equivalents**</b>	100	228	185	70	964	1.547
<b>Total net debt</b>	440	1.027	705	154	356	2.682
<b>Total net debt ex PF</b>	131	875	299	138	-479	964

\*Gross corporate debt adjusted by other liabilities with financial cost

\*\* Cash and equivalents adjusted by restricted cash

### Abengoa SA credit facilities:

- 3 X 600 M€ syndicated facilities due in 2011 and 2012
- 150 M€ bilateral loan with ICO (Spanish Agency, guaranteed by the Kingdom of Spain) due in 2013-2017 (straight amortization) to finance foreign investment programs
- 109 M€ bilateral loan with European Investment Bank due on 2014 to finance R&D&I
- 176 M€ bilateral credit facilities

### Abengoa can comfortably manage its Strategic Plan keeping its covenant ratio below 3x:

Covenant: Net Debt ex PF / EBITDA ex PF\*

Figures in M€	1H07	2007	1H08 (LTM)	2008 (E)	>2009
Net Debt ex PF	260	354	964		
EBITDA ex PF	244	303	412		
Covenant	3,50x	3,50x	3,25x	3,25x	3,00x
Actual	1,06x	1,17x	2,34x	<3,0x	<3,0x

\*as defined in the syndicated credit facilities

### What if...non-recourse debt was included in the calculation?

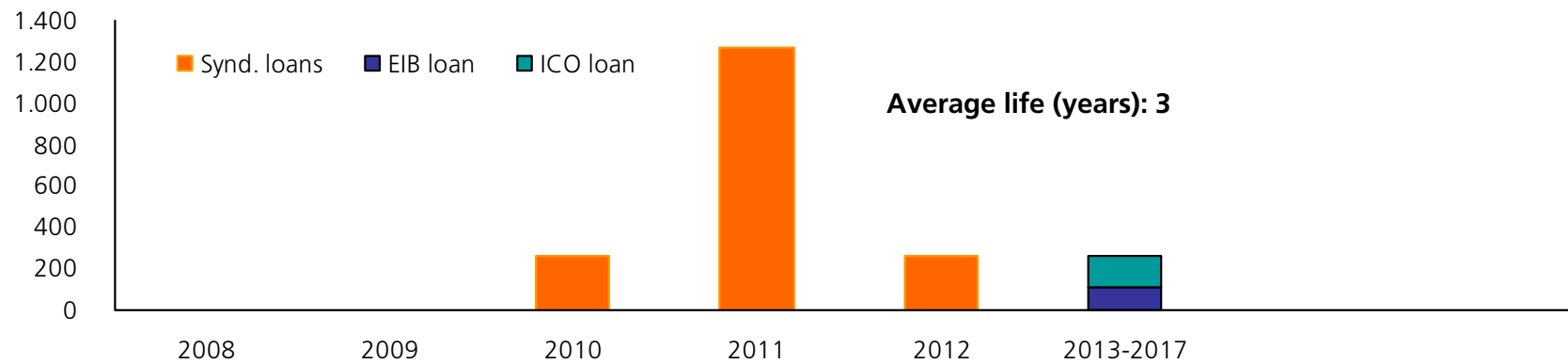
- Total Net Debt/ EBITDA may seem high:  $(3.372/491)^{**} = 6,7x$
- However, adjusting for pre-operating net debt<sup>\*\*\*</sup>, resulting ratio is 3x (still reasonable).

\*\* Estimated as per year end 2008

\*\*\*Total net debt drawn related to projects under construction

- ❑ No refinancing needs in 2008 and 2009
- ❑ 2010: 266M€ due of credit facilities

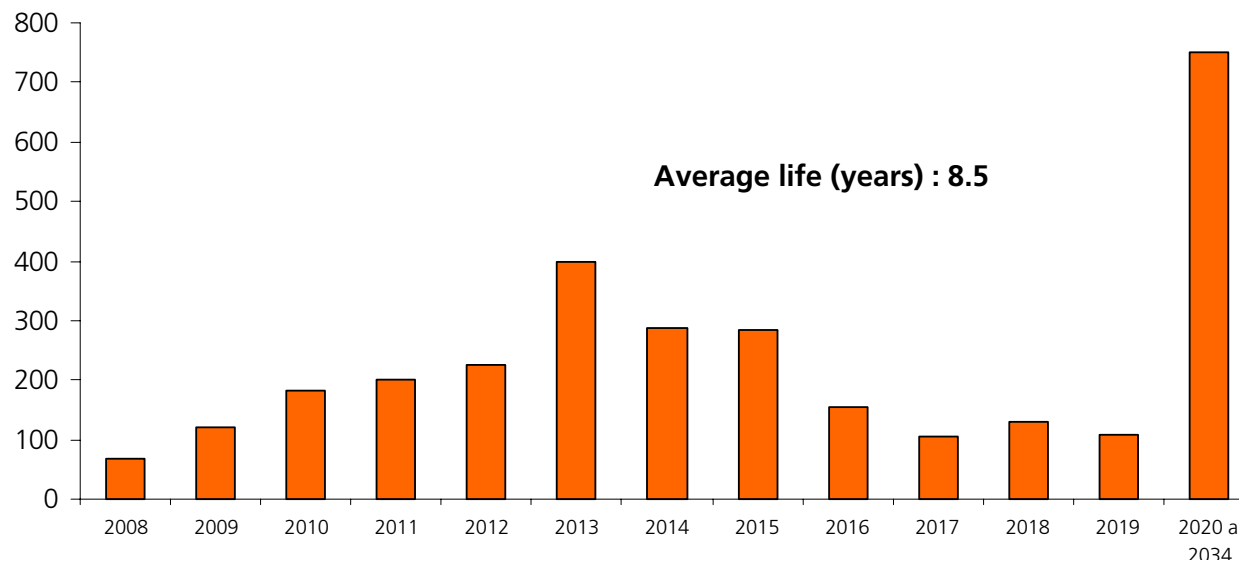
### Expected Amortization Calendar





- Abengoa finances the construction of major investments ('integrated product') under a non-recourse financing scheme (or project finance):
  - Project-finance allows to ring-fence investments; debt is repaid based solely on project cash-flows.
  - Abengoa guarantees the completion of the construction phase, (sponsor's excellent track record).
- Long tenor suitable for long-term concession / commercial agreements (15-30 years)
- No refinancing risk exists for 71% of Total Net Debt
- Adequate repayment profile:
  - Repayment instalments follow project cash-flow generation profile.
  - Flexible repayment mechanisms (minimum and target amortisation, cash sweep...)
- Minimum risk in expected cash-flows:
  - Projects developed under a concession scheme or fixed-tariff take-or-pay agreement

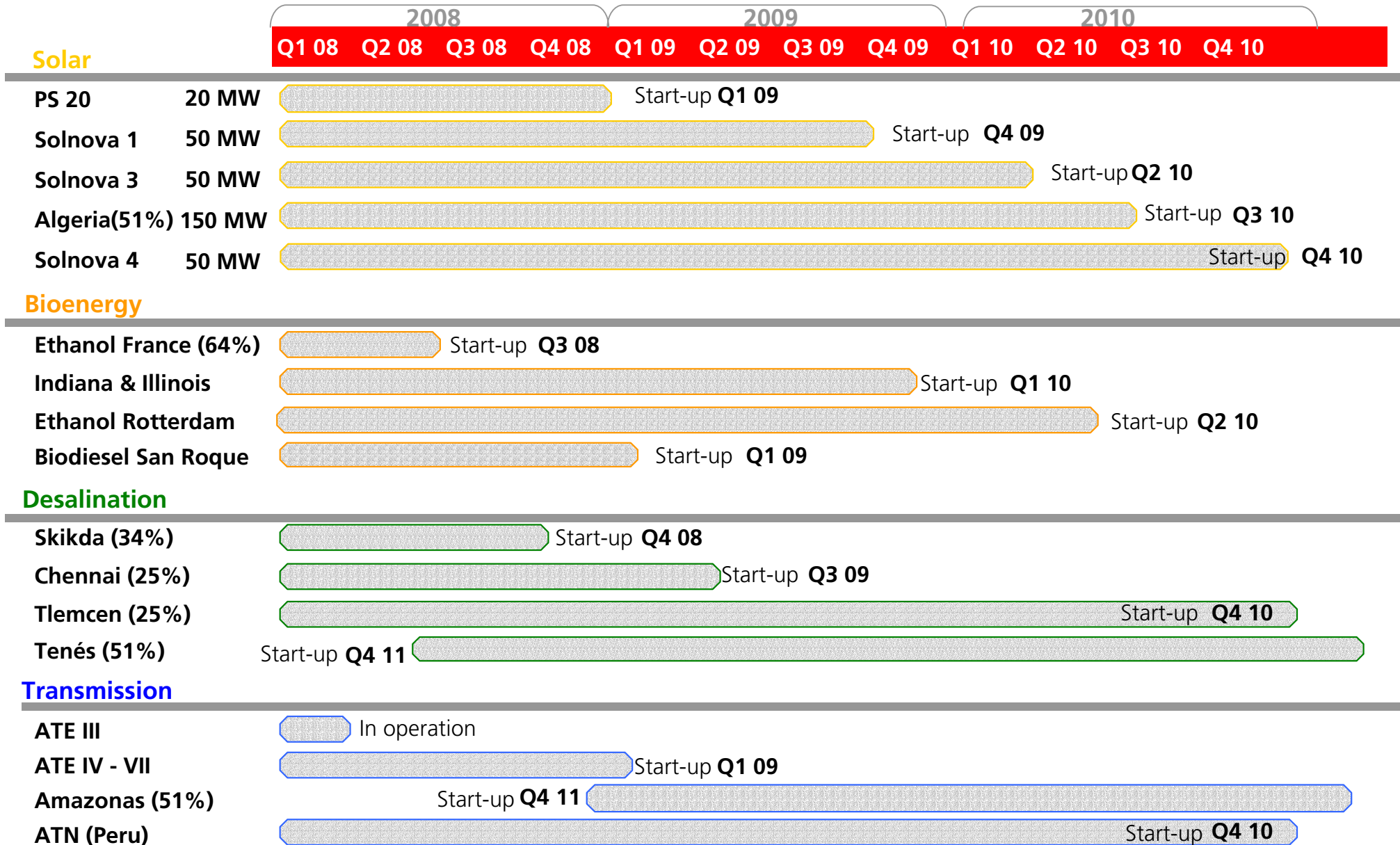
### Expected Amortization Calendar



### Abengoa maintains a strong liquidity position

<u>Cash and equivalents</u>	<u>1H07</u>	<u>2007</u>	<u>1H08</u>
(M€)	1.241	2.294	1.775

- ❑ **Efficient working capital management policy** that allows self-financing and increases growth capacity.
- ❑ **Active bank relationship management:**
  - More than 50 stable relationships with European and international banks with a committed multi-year program.
  - Low concentration (maximum exposure per bank and per product lower than 5%)
- ❑ **Treasury management:**
  - Centralised Treasury Center for all non Project Finance entities
  - 3 Corporate Treasury Centers: € (Seville), USD (US), BRL (Rio)
  - Liquidity invested in :
    - Treasury bonds and AA rated banks
  - Improves working capital and optimizes funding needs



		Capex (All figures in M€)
<b>Solar</b>		<b>1.198</b>
PS 20	20 MW	Financed
Solnova 1	50 MW	Financed
Solnova 3	50 MW	Financed
Algeria(51%)	150 MW	Financed
Solnova 4	50 MW	Financed
<b>Bioenergy</b>		<b>1.167</b>
Ethanol France (64%)		Financed
Indiana & Illinois		Financed
Ethanol Rotterdam		Internal
Biodiesel San Roque		Internal
<b>Desalination</b>		<b>447</b>
Skikda (34%)		Financed
Chennai (25%)		Financed
Tlemcen (51%)		Financed
Tenés (51%)		Committed
<b>Transmission</b>		<b>1.130</b>
ATE III		Financed
ATE IV - VII		Financed (bridge) + committed BNDES
Amazonas (51%)		In process: Bridge + BNDES
ATN (Peru)		Mandated
<b>Total capex</b>		<b>3.943</b>

- **Project pipeline execution ensured (2008-2010):**
  - 78% of non-recourse financing signed
    - remaining 22% (Tenés, Amazonas, ATN), in closing process with local state banks in Brazil and Algeria.
  - Equity injections would be covered with existing cash balances, without considering cash-flow generation :
    - equity portion of projects (2008-2010): **1.318M€**
    - cash and marketable securities\* (1H08): **1.547M€**
- **Cash-flow generation:**
  - 3 year EBITDA ex PF =  $3 * 412 = 1.236M€$  excess cash available for further expansion/ debt repayment.

### Abengoa follows an established policy to mitigate market risks:

#### ❑ Interest rates:

- Corporate Debt:
  - Minimum 80% through caps and swaps (average guaranteed rates between 4.5% and 5.1% as per 1H08 ).
- Project finance:
  - Hedged between 75% and 100% of the notional amount for the whole life of debt (exception made of BNDES debt).

#### ❑ FX risk, both for commercial and financing operations. Instruments used:

- Forwards and deposits for commercial flows
- Options for debt currency exposure

#### ❑ Commodity price risk:

- Ethanol and corn: Lock-in margin (sales not hedged unless supply is simultaneously covered)
- Aluminium: 85% hedged between 1 and 1,5 years
- Zinc: 85% hedged, tenor approximately 3 years
- For all cases, no speculative hedges



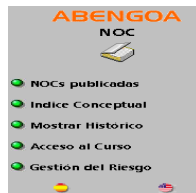
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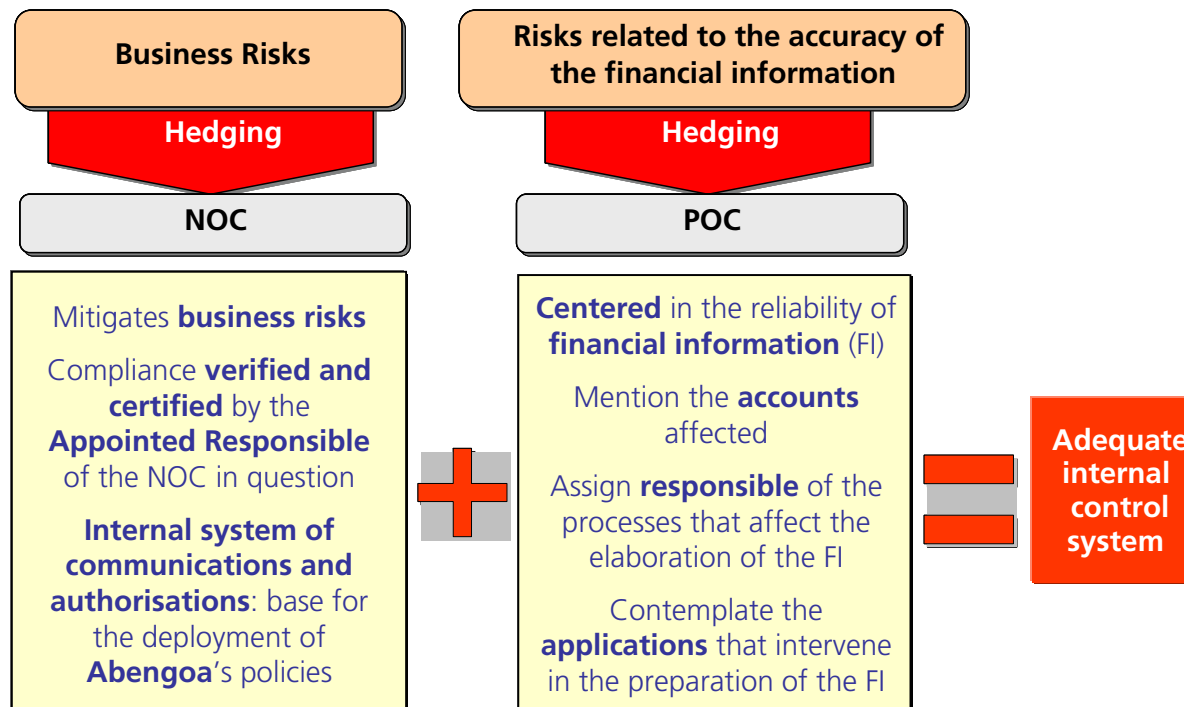
### ❑ SOX compliant :

- Compliance according to PCAOB received by auditors, in order to ensure all pertinent financial information is reliable and known to the management.
- First European entity to undertake SOX Audit voluntarily following our commitment to transparency.

### ❑ NOC & POC:

- NOC (“normas de obligado cumplimiento”): business management handbook :
  - to fix guidelines in the main areas of the company and facilitate knowledge sharing
  - focus on cash generation to minimise risks
- POC (“procedimientos de obligado cumplimiento”)

### Current Model (Management Shared Systems)



- NOC related to Structured Finance covers, among others, the procedure to accomplish a project finance and sets minimal return measures to be met:
  - Business and Financial Committees involved since the beginning. Electronic approval system.
  - Project IRR always higher than financing cost
  - Shareholders target IRR equal or higher than 15%
  - Firm financial offer mandatory prior to bid/ licitation presentation

