# **ABENGOA**

nnovative Solutions for Sustainability

# **Credit Update**





With biomass ... we produce ecological biofuels and animal feed



With information technologies ... we manage business and operational processes in a secure and efficient way



With the development of social and cultural policies ... we contribute to economic progress, social equity and the conservation of the environment in communities where Abengoa is present

With the sun ... we produce thermoelectric and photovoltaic electric energy



With waste ... we produce new materials through recycling, and we treat and desalinate water



With engineering ... we build and operate conventional and renewable energy power plant power transmission systems ar industrial infrastructures





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#### **Business description**

- Abengoa is a leading global technology company in energy and environment, and a large operator of power transmission, water concessions, and renewable energy - solar and biofuels – assets
- Abengoa develops its own technology in the fields of solar power, biofuels and water
- Abengoa companies provide "turnkey" engineering projects and IT services to the energy and environment sectors
- Founded in 1941, Abengoa has been active internationally for more than 40 years, and is currently present in over 70 countries around the world, with over 22,000 employees

|        | 2008*                    | H1 2009                    |
|--------|--------------------------|----------------------------|
| Sales  | 3,769 M€ (+17.3%)        | 1,814 M€ (+11.2%)          |
| EBITDA | 541 M€<br>(14.3% margin) | 314.5 M€<br>(17.3% margin) |

#### **Strong Share Performance**

Exchanges: Madrid and Barcelona

Ticker: ABG

IPO date: 29/11/96

IPO price: 2.13 € Current price: 20.54€

Market cap: 1,858M€

Stock evolution: +864% since IPO

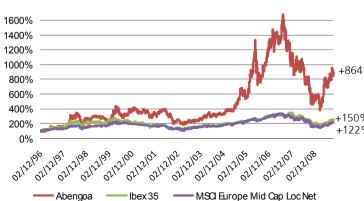
lbex 35 evolution: +150 %

Shareholders: 56 % Founders

5 % Management

39% Free Float

#### Member of Ibex-35





### From global trends...

- Increased Energy Demand
  - Demand expected to increase between 40% and 150% by 2050<sup>(1)</sup>
  - Oil scarcity (prices up)
- Population steady growth
- Water scarcity in quantity and quality
- Global warming and climate change
- Environmental consciousness

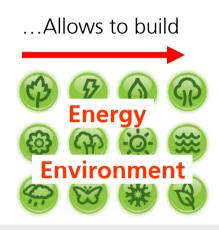
# ... to concrete business opportunitie

- Solar power global installed capacity will be growing at 13% per year from 2010 to 2050 reaching 3,700 Mw (Greenpeace, "EREC Energy Revolution")
- Biofuels forecast to grow at 7% per year until 2030 (Source: World Energy Outlook)
- More restricted environmental regulation
- Desalination market growing at 7% per year up to 2015
   (Source: DB Wangnick & GWI Mercados Desalación 2005-2015)
- **\$880bn electric Transmission and Distribution investment spent in the US between now and 2030**(Source: the Brattle Group)
- Smart Grid Technologies Market will grow by 21% annually from \$6bn in 2009 to \$17bn in 2014
   (Source: SBI Research)



# Unique Business Model and successfully proven strategy

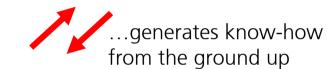






- Solar CSP <sup>(1)</sup>
  - Power Transmission lines
  - Desalination
  - Biofuels





- Technology Development
  - 84 M€ invested in R&D in 2008
  - >900 People in R&D+i
  - Own CSP Solar & 2nd generation bioethanol Technology
  - New R&D lines in hydrogen, energy efficiency and other incipient renewable energies

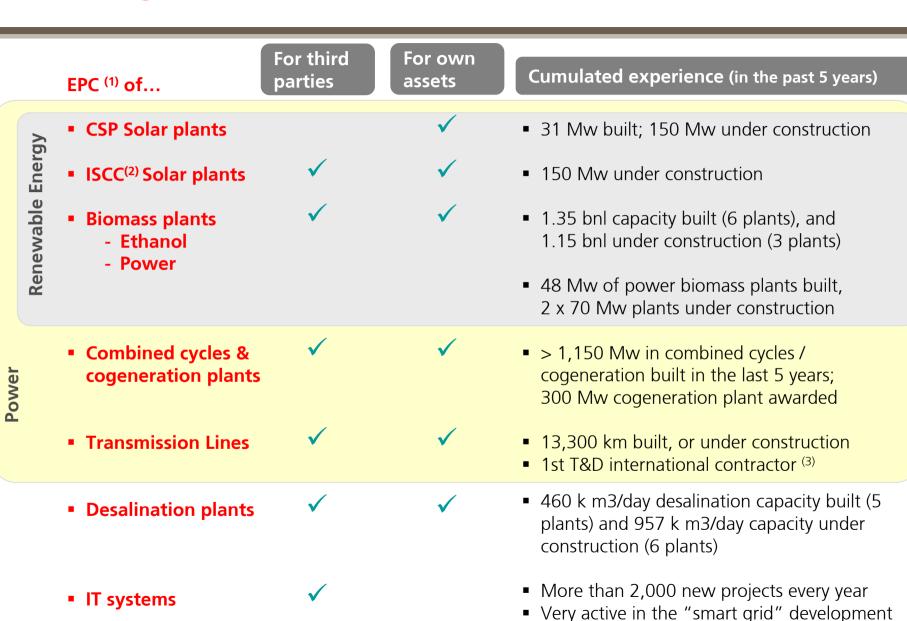


**Global Footprint** 

# BENGOA



# **Engineering Capabilities**





### Asset-owned operation

| ABENGOA                   |
|---------------------------|
|                           |
|                           |
| Power                     |
| Renewable Energy<br>Solar |
|                           |

**Bioethanol** 

### Remarks

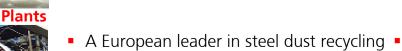
- First two commercial CSP towers
- Largest CSP plant in the world under
  - development (280 Mw, Solana)
  - First hybrid gas-solar plant (ISCC)
  - Bioethanol: Presence in the three main markets
  - 300 Mw cogeneration plant awarded by Pemex as concession
- Large concession bids for Power Transmission lines in LatAm
- Regulated business
- 6th desalination company in the world (Water Intelligence magazine)

# **Metal Recycling Plants**

**Cogeneration Plants** 

Transmission Lines

**Desalination Plants** 



#### Locations **Assets**

- 41 Mw in operation Spain 150 Mw under construction
- US Rest of World Hundreds in development

Algeria

Brazil

Spain

Mexico

Brazil, Chile.

India, China

Peru

Europe, US,

- - 150 Mw under construction
    - 3.05 bnl (15 plants) 320 Gwh from cogeneration
    - 156 Mw in operation
  - 300 Mw awarded
  - construction + 4,450 km awarde
- Spain, Algeria,
   375 k m3/day in operation 500 k m3/day in construction

4,040 km in operation; 1,130 km

- Spain, Ger, Fr, 645 k tonnes of steel dust (6 plan
- A European leader in salt slag recycling Sweden, UK • 230 k tonnes of salt slags (5 plan

# BENGOA

# Technology development as growth generator in the field of sustainability in Energy and Environment

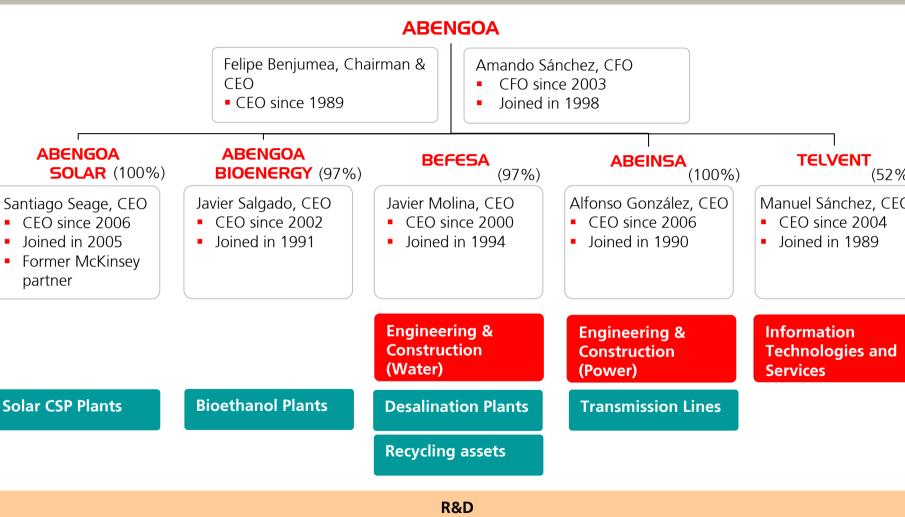
- 84 M€ invested in R&D in 2008, ca. 2.5% of sales
- >900 people in R&D+i
- >80 R&D projects initiated every year
- Collaborations with reputed research centers such as NREL (US), DLR (Germany) and CIEMAT (Spain)
- Grants received, mainly from US Department of Energy and European Commission

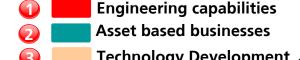
- World pioneer in CSP solar technologies
- World leader in development of 2nd generation (biomass) bioethanol
- Advances in hydrogen, energy efficiency and other incipient renewable energies
- 7th Spanish company by R&D investment, according to the European Commission (1)

(1) 2008 Report

# **ABENGOA**

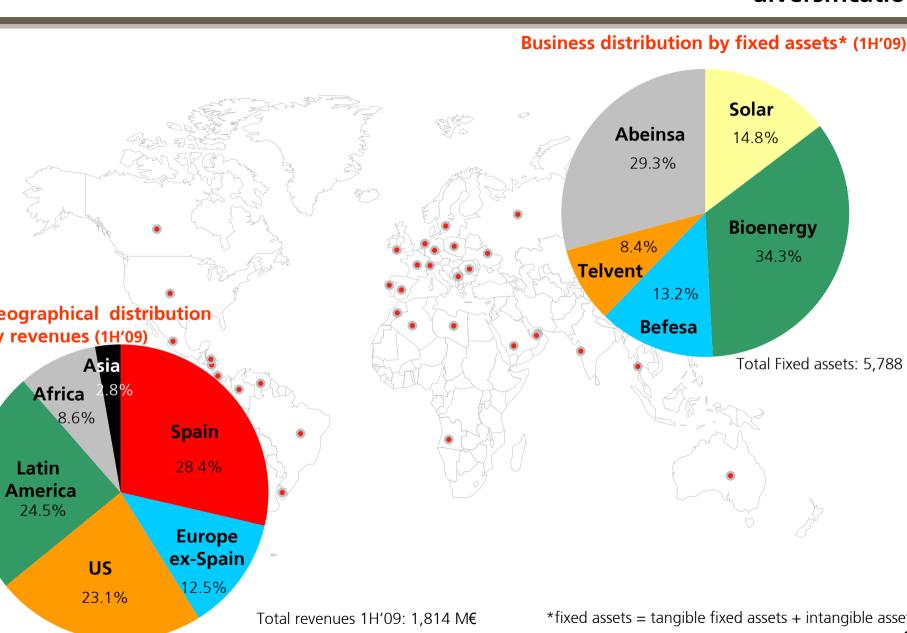
## Corporate Structure - Committed and **Experienced Management Tear**







# Business and geographica diversificatio

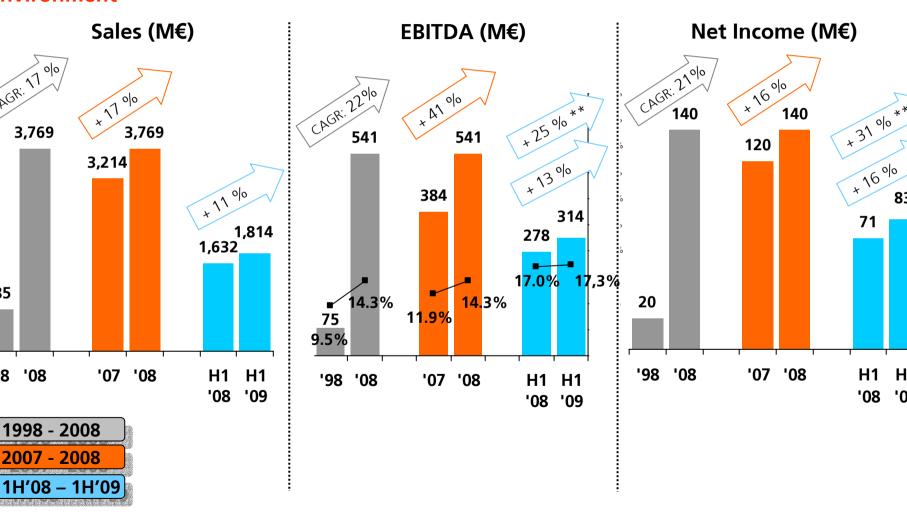




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ustained historical two-digits growth with increased margins, even in current nvironment



Excluding the sale of a minority stake in Telvent (Fhitda 16.5 M€) in H1.09 and Excluding the effect of land divestment at Refesa (Fhitda 40M€) in H1.08



#### **Financial Performance**

Income Statement

### **Financial highlights**

| M€           | 2004  | 2005  | 2006  | 2007  | 2008* | H1 09 | CAGR%<br>(04-08) |
|--------------|-------|-------|-------|-------|-------|-------|------------------|
| Sales        | 1,746 | 2,024 | 2,677 | 3,214 | 3,769 | 1,814 | 21.2%            |
| EBITDA       | 180   | 216   | 288   | 384   | 541   | 315   | 31.6%            |
| EBIT         | 127   | 163   | 219   | 286   | 363   | 207   | 30.0%            |
| Net Interest | 60    | 48    | 95    | 152   | 246   | 85    | 42.2%            |
| Net Income   | 52    | 66    | 100   | 120   | 140   | 83    | 28.1%            |
| EBITDA mg    | 10.3% | 10.7% | 10.8% | 11.9% | 14.4% | 17.3% |                  |

<sup>\* 2008</sup> figures show the activity of Telvent as continuing operations



#### **Financial Performance**

Key Balance sheet data

| M€   | 2004  | 2005  | 2006  | 2007  | 2008* | H109   |
|--|-------|-------|-------|-------|-------|--------|
| Fixed assets                               | 668   | 891   | 1,263 | 2,097 | 2,552 | 3,056  |
| Fixed assets in non-recourse activities    | 491   | 682   | 1,146 | 1,638 | 2,292 | 2,741  |
| Cash and short-term financial investments  | 563   | 815   | 1,510 | 2,294 | 2,089 | 1,520  |
| Total assets                               | 2,491 | 3,323 | 5,427 | 8,110 | 9,795 | 10,302 |
| Total Equity                               | 413   | 526   | 541   | 797   | 627   | 918    |
| Non-recourse financing                     | 365   | 671   | 1,254 | 1,689 | 2,302 | 2,616  |
| Recourse Loans with credit entities        | 591   | 697   | 1,356 | 2,529 | 2,562 | 2,608  |
| Total shareholder's equity and liabilities | 2,491 | 3,323 | 5,427 | 8,110 | 9,795 | 10,302 |

\*Note: 2008 figures show Telvent as continuing operations





Positive sales performance in 1H2009 vs 1H2008

~20.9 bn€

Order backlog in concession activities (average life of 24 years)

~5.5 bn€

Order backlog from contracting activities (19 months of sales)

< 30%

Revenue contribution of top 20 clients

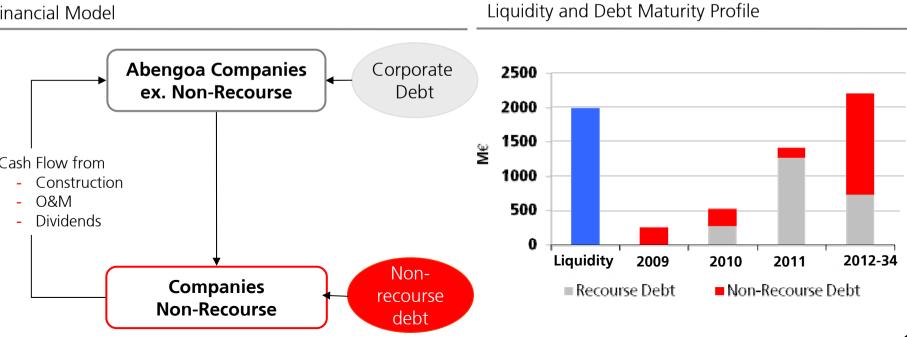


- Excellent reputation in the International banking market:
  - More than 6 bn€ debt raised in the last 10 years
  - More than 50 stable relationships with Tier-1 international banks
- Recognized track-record as Project Sponsor
  - Non-recourse and Project Finance facilities

- Solid relationship with Multilaterals
  - Europe: ICO and EIB
  - Latin America: BNDES, IADB, Banobras
- Successful 200 M€ Convertible bond issued in June
- Committed to establish our name in debt capital markets

## quilibrium of non-recourse Project Financing and Corporate Debt keeps financial discipline

- Non-recourse financing (NR) on a project by project basis: used to fund significant investments. Capex commitments are subject to availability of long-term funding
- Corporate Debt (ex NR): to finance the company's investments, acquisitions and general purpose requirements.



#### **Non-Recourse Debt**

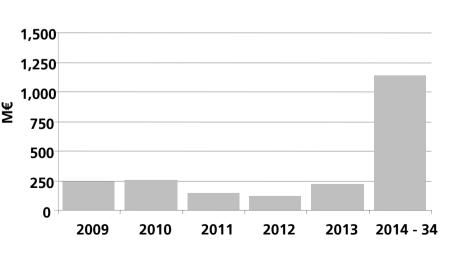
- Suited with cash-flow generation profile of projects and investments:
  - The Long-term concession / commercial agreements (15 to 30 years) of project finance is suitable to higher leverage of such projects
  - Repayment instalments follow project cash-flow generation profile
- Minimum risk in expected cash-flows:

BNDES): 135 M€ in 2009 and 125 M€ in 2010

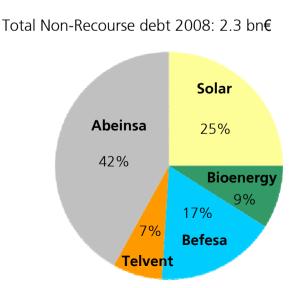
 Most debt related to projects developed under a concession scheme or fixed-tariff take-or-pay agreement

mortization Calendar (average life > 8 years):

Split of non-recourse debt per Business Unit



Maturities Include bridge loans for transmission lines in Brazil (long-term with





#### **Financial Model**

Long Term Corporate Debt

#### ong Term Corporate Debt

- Credit facilities:
  - 1,800 M€ in three 600 M€ syndicated facilities (average pricing of E+67.5bps) due in 2011 and 2012: Santander, BNP Paribas, Societe Generale, ING, Citigroup, La Caixa, Caja Madrid as some of the MLA's.
  - 150 M€ bilateral loan with ICO (pricing of E+60 bps) due in 2017
  - 109 M€ bilateral loan with European Investment Bank due on 2014 to finance R&D&I (pricing of E+60 bps)
  - 170 M€ bilateral committed credit facilities 1 to 3 years maturity regularly rolled over
- Ongoing discussions regarding extensions of Bank debt maturing 2011 and 2012.

 Convertible Notes: 200 M€ senior unsecured convertible notes due in 2014 issued by Abengoa SA



#### **Financial Model**

Long Term Corporate Debt

#### **Long Term Corporate Debt**

- Committed to maintain our corporate debt ratio ex. NR ("Net Leverage ex NR" or "Net Debt ex NR to EBITDA ex NR") below 3x
- This is the only covenant of our corporate credit facilities, as agreed with our banks since 2002

| M€                                       | 2007                  | 2008                  | 2009       | 2010     |
|--|-----------------------|-----------------------|------------|----------|
| Net Debt ex NR*                          | 354                   | 529                   |            |          |
| EBITDA ex NR*                            | 303<br>(+21% vs 2006) | 412<br>(+36% vs 2007) | In line    | e with / |
| Net Lev ex NR*                           | 1.17x                 | 1.29x                 | 1.50-2.00x |          |
| Max. Covenant*                           | 3.50x                 | 3.25x                 | 3.00x      |          |
| *as defined in our Syndicated Facilities |                       |                       |            |          |

- EBITDA ex NR expected to grow at similar rates in the near future based on our existing backlog of 5.5 bn€
- 1.6 bn€ of dividend from Non-Recourse Operations expected over the next 10 years

- Reinforce liquidity
  - Partial divestment of Telvent
  - Keep discipline in financing of new capex
- Finance capex plan with strong cash generation at corporate level and funding already in place
- Seek growth with less capital
  - Partnerships with industrial (Sonatrach and Eletrobras) and financial players (GE)
- Maintain Net debt excluding NR / EBITDA excluding NR below 3x

- Committed to establish a reputation in the debt capital markets
  - Successful convertible bond placed in June 2009



- Adequate internal control systems in place to:
  - Monitor and evaluate business risk
  - Guarantee the accuracy of financial information
- Policy to hedge interest rates, FX and commodity price risks

• First European entity to undertake Sarbanes Oxley Audit voluntarily following our commitment to transparency despite not fully listed in the US



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### **Key Credit Highlights**

- ✓ Well balanced, diversified and resilient business
- ✓ Activities supported by solid market trends
- ✓ Unique business model that boosts organic growth
- ✓ Experienced and committed management team
- ✓ Strong financial performance
- ✓ Healthy and predictable backlog
- ✓ A long history in the credit markets
- ✓ Solid operating policy and tight audit controls



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'07

'08

08 vs '07

€ Corporate Ebitda

otal Corp. Ebitda \*

defined in our Syndicated Facilities

303

412

36%

288

39%

#### Corporate ("ex Non-Recourse") Activities

Brief Description and Ebitda Breakdown

**Description of activities** 

Ebitda at Corporate entities ("Corporate Ebitda") is growing rapidly based on solid drivers and large backlog

Based on current backlog, we expect Corporate Ebitda to total 1.8 bn€ in the next 3 years (2H'09 – 1H'1

LTM June

'09

1H'09 vs

1H'08

1H`09

| bengoa Solar<br>of total          | 9<br><b>3%</b>    | 31<br><b>8</b> %   | 249% | 23<br><b>8</b> %  | 118%                        | 44<br><b>10</b> %  | <ul> <li>Sale of technology, development and design services for solar plants</li> <li>Manufacturing of certain equipment (structures and mirrors)</li> </ul>  |
|-----------------------------------|-------------------|--------------------|------|-------------------|-----------------------------|--------------------|--|
| bengoa Bioenergy<br>5 of total    | 71<br><b>27</b> % | 114<br><b>31</b> % | 61%  | 62<br><b>23</b> % | 17%                         | 123<br><b>27</b> % | <ul> <li>Sale of ethanol produced by nine plants in US, Europe and Brazil</li> <li>Biodiesel plant integrated in Cepsa refinery</li> <li>Rotterdam 480 Ml/yr ethanol plant online from Q2'10</li> <li>LT contracts in Spain for ethanol and biodiesel</li> <li>Ethanol demand driven by approved mandates in US and EU</li> <li>Better pricing environment in the three markets</li> </ul> |
| <mark>efesa</mark><br>5 of total  | 46<br><b>17%</b>  | 51<br><b>14</b> %  | 13%  | 15<br><b>6%</b>   | 159% <sup>(1)</sup><br>-67% | 20<br><b>5</b> %   | <ul> <li>Industrial waste management</li> <li>Construction of water infrastructures and desalination facilities</li> <li>Backlog of 400 M€ in water infrastructure (as of Sept'09)</li> </ul>  |
| <mark>beinsa</mark><br>5 of total | 75<br><b>29</b> % | 101<br><b>27</b> % | 35%  | 126<br><b>47%</b> | 112%                        | 167<br><b>37</b> % | <ul> <li>Construction of renewable and conventional power and cogeneration, construction of transmission lines and other industrial and telecom infrastructure</li> <li>Backlog of 4.1 bn€ (21 months) as of Sept'09</li> </ul>  |
| <mark>elvent</mark><br>5 of total | 61<br><b>23</b> % | 73<br><b>20</b> %  | 20%  | 44<br><b>16</b> % | 98%                         | 95<br><b>21</b> %  | <ul> <li>IT systems and solutions for the energy, transport and environment sec</li> <li>IT Consulting for a broad range of sectors</li> <li>Backlog of 1.1 bn€ (17 months) as of Sept'09, and visibility of a recurr</li> </ul>   |
| otal Corp. Ebitda                 | 261               | 371                | 42%  | 271               | 41%                         | 450                | base of customers.   |
| us R&D costs                      | 42                | 42                 | 0%   | 17                | 9%                          | 43                 |  |

493



### Corporate ("ex Non-Recourse") Activities

Detail of Backlog

#### Order book covers 19 months of sales in contracting activities

| Business Units                                   | Portfolio<br>Sept 09 | % over<br>Dec 08 |           |
|--|----------------------|------------------|-----------|
| Industrial Engineering and Construction(*)       | 4,083 M€             | +30%             | 21 months |
| Environmental Services(**)                       | 399 M€               | -26%             | 14 months |
| Information Technologies                         | 1,068 M€             | +81%             | 17 months |
| <b>Total Contracting Portfolio (ex pipeline)</b> | 5,550 M€             | +30%             | 19 month  |

Additionally, sales in concession backlog for non recourse activities represents 20,866 M€ with 24 years of average life.

.

<sup>(\*)</sup> Contracting activities. 30-years concessional activity in Transmission lines not included

<sup>\*\*)</sup> Concessional activities not included. Environmental Services figure reflects Befesa Agua execution



### **Corporate Debt**

- Most of corporate debt is incurred by Abengoa SA:
  - represents 80% of total corporate debt
  - benefits from the upstream guarantee of main operating subsidiaries
- Corporate debt is backed by corporate assets of 3,056M€ and corporate EBITDA of 450 M€ LTM June 09
- Additionally, expected dividends from Non Recourse companies for the next ten years represent 1.6bn€, out of which 270 M€ expected in 2H09-1H2012

| Facility                         | Amount (M€) | Spread  | Maturity           | Borrower   | Guarantor     | Covenants          |
|----------------------------------|-------------|---------|--------------------|------------|---------------|--------------------|
| ndicated loan 2005               | 600         | 60 bp   | amortising Jul-12  | Abengoa SA | Main op.subs. | Net debt/EBITDA<3x |
| ndicated loan 2006               | 600         | 60 bp   | amortising Jul-11  | Abengoa SA | Main op.subs. | Same as above      |
| ndicated loan 2007               | 600         | 70 bp   | amortising Jul-12  | Abengoa SA | Main op.subs. | Same as above      |
| B loan                           | 109         | 60 bp   | aug-14             | Abengoa SA | Main op.subs. | Same as above      |
| stituto Crédito Oficial (ICO)    | 150         | 60 bp   | amortising Jul-17  | Abengoa SA | Main op.subs. | Same as above      |
| redit lines at Abengoa S.A*      | 163         | various | 1-2 year (rolling) | Abengoa SA | none          | none               |
| ther loans at Corporate Entities | 386         | various | various            | various    | various       | none               |
| otal corporate bank debt*        | 2.608       |         |                    |            |               |                    |
| nsecured convertible notes       | 200         | 6,875%  | jul-14             | Abengoa SA | none          | none               |



### **Capex Programme**

- Committed Capex Programme: 4,271 M€
  - Non-recourse debt and partners: 3,128 M€
  - Funds from Abengoa Corporate: 1,143 M€
- 100% of non-recourse debt is committed

| M€                          | Capacity       | Abengoa<br>(%) | Country | Entry in<br>Operation    | Financing                   | Total<br>Capex* | Capex from<br>Abengoa<br>Corporate* |
|-----------------------------|----------------|----------------|---------|--------------------------|-----------------------------|-----------------|-------------------------------------|
| Solar                       |                |                |         |                          |                             | 338             | 55                                  |
| Solnova1                    | 50 MW          | 100%           | Spain   | Q4 09                    | financed European Banks, El | В               |                                     |
| Solnova 3                   | 50 MW          | 100%           | Spain   | Q2 10                    | financed European Banks, El | В               |                                     |
| Solnova 4                   | 50 MW          | 100%           | Spain   | Q4 10                    | financed European Banks, El | В               |                                     |
| Hassi R'mel                 | 150 MW         | 51%            | Algeria | Q3 10                    | financed local banks        |                 |                                     |
| Bioenergy                   |                |                |         |                          |                             | 674             | 477                                 |
| Indiana&Illinois            | 670 MI         | 100%           | USA     | Q1 10                    | financed                    |                 |                                     |
| <b>Ethanol Rotterdam</b>    | 480 MI         | 100%           | Holland | Q2 10                    | financed corporate          |                 |                                     |
| Cogeneration Brazil         | 140 MW         | 100%           | Brazil  | Q1 11                    | committed BNDES             |                 |                                     |
| Desalination                |                |                |         |                          |                             | 240             | 31                                  |
| Tlenclem                    | 55 000 m3/day  | 26%            | Algeria | Q4 10                    | financed local banks        |                 |                                     |
| Tenes                       | 200 000 m3/day | 51%            | Algeria | Q4 11                    | financed local banks        |                 |                                     |
| Quingdao                    | 100 000 m3/day | 92%            | China   | Q2 12                    | financed local banks        |                 |                                     |
| Chennai                     | 100 000 m3/day | 25%            | India   | Q309                     | financed local banks        |                 |                                     |
| Transmission / Cogeneration | on             |                |         |                          |                             | 3,019           | 580                                 |
|                             |                |                |         | Q1 10                    |                             |                 |                                     |
| Ate IV-ATE VII              | 463 Km         | 100%           | Brasil  | (partially in operation) | bridge+committed BNDES      |                 |                                     |
| ATN                         | 670 Km         | 100%           | Perú    | Q4 10                    | committed                   |                 |                                     |
| Amazonas                    | 535 km         | 51%            | Brasil  | Q4 11                    | bridge+BNDES                |                 |                                     |
| Rio madeira                 | 2 375 km       | 51%            | Brasil  | 2012-2013                | BNDES                       |                 |                                     |
| Premadeira                  | 1 474 km       | 26%            | Brasil  | preferred bidder         | committed BNDES             |                 |                                     |
| Cogen. Mexico (Pemex)       | 300 MW         | 60%            | Mexico  | Q4 12                    | committed Banobras          |                 |                                     |
| Total                       |                |                |         |                          |                             | 4,271           | 1,143                               |



# **Sources & Uses of Capex Programme**

Funding of the capex programme to be contributed from Abengoa Corporate is covered by existing cash and Corporate Ebitda generation:

|   |         | ,   |         |
|---|---------|---|---------|
| М |         |   | 4 274   |
| • | Capex   | horizon 2H09-1H2012 :                               | 4,271   |
|   | Finance | ed by :   |         |
|   | _       | Committed Non-recourse debt and partners:           | 3,128   |
|   | -       | Funds from Abengoa at corporate level               | 1,143   |
|   | Source  | s & Uses (in M€) 2H2009-1H2012:                     |         |
|   | -       | Cash and equivalents at Corporate (as of 1H09):     | 909     |
|   | _       | Corporate Ebitda generation 2H2009-1H2012 :         | 1,800   |
|   | -       | Convertible Bond proceeds*:                         | 200     |
|   | -       | Dividends expected from NR Companies 2H2009-1H2012: | 270     |
|   | -       | Expected Payments of Dividends 2H2009-1H2012:       | (52)    |
|   | -       | Expected Corporate net interest payments :          | (450)   |
|   | -       | Capex to be funded from Corporate:                  | (1,143) |
|   | -       | Maintenance capex at corporate companies:           | (150)   |
|   | -       | Taxes on corporate income:                          | (185)   |
|   |         |   |         |



#### Mon-Recourse Project

electricity transmission companies. As a result, the payment default from a specific company has very limited impact in the revenues of each transmission company. Around 33% of total non recourse debt is sitting in concessions of transmission

| OA<br>—    |   | Nature of Revenues of Main Project Typ  |  |  |
|------------|---|---|--|--|
| Total life | Average<br>remaining life<br>of current<br>projects | Characteristics   |  |  |
| 30 years   | 24 years  | <ul> <li>Fixed price linked to inflation which is paid based on availability (no demand risk).</li> <li>The "off-taker" of the concessions is formed by a pool of all electricity distribution companies and major consumers, managed by ONS (the Brazilian National Power Grid Operator).</li> <li>All users, independently of the utilization of a specific transmission line, pay the</li> </ul> |  |  |
|            | Total life  | Average<br>remaining life<br>of current<br>Total life projects  |  |  |

lines in Brasil.

Algeria).

Solar Plants

**Desalination** 

Cogeneration

**Plants** 

**Plants** 

25 years with

the initial tariff,

and a different

one thereafter

30 years

25 years

23 years

30 years

25 years

Fixed price PPA with Pemex and Eletrobras

Long-term contract with a fixed tariff.

 Around 28% of non recourse debt is sitting in solar projects. Fixed price PPA agreement with state owned water/utility company, which is paid based on volume of water desalinated (no demand risk).

• The counterparty risk is therefore government risk (ie Sonnatrach and L'Algerienne des Eaux in Algeria, Chennai Metropolitan Water Supply in India)

The customer are the main utilities (Endesa, Iberdrola in Spain and Sonnatrach in