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**Profile of  
Abengoa** |

Abengoa is an international company that applies innovative technology solutions for sustainability in **the energy** and **environmental sectors** to generate **energy from the sun**, produce **biofuels**, **desalinate sea water** and **recycle industrial waste**, bringing long-term value to its shareholders through a management model based on encouragement of the enterprise culture, **social responsibility**, **transparency** and **professional rigor**.

Growth at Abengoa rests on five strategic cornerstones:

- Creation of **new businesses** to help combat climate change and foster sustainable development.
- A dedicated and highly competitive **human team**.
- **Permanent strategy** of creating value by **generating new options** and defining current and future businesses through a structured process.
- **Geographic diversification** throughout the markets offering the greatest potential.
- **Heavy investment in research, development and innovation**.

Photograph taken by Miguel Julca for the third edition of the Photography Competition on Sustainable Development.



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Abengoa business is composed of three key areas:

**Engineering and construction**

This area embraces the traditional and core business of engineering in energy and water, in which the company boasts more than 70 years of market experience. Abengoa specializes in the **performance of complex turnkey projects**: solar thermal plants, hybrid solar-gas facilities, conventional power plants and biofuel plants, hydro infrastructures, including large-scale desalination facilities, and power transmission lines, among others.

**Concession-type infrastructures**

Abengoa boasts an impressive and young portfolio of **proprietary assets under concession**, all generating income through long-term take or pay and power purchase agreements. This lines of business includes the operation of electrical power generation plants (solar, cogeneration and wind) and desalination facilities, as well as transmission lines. As these assets present no demand risk, the company can focus its efforts on streamlining operations.

**Industrial production**

This particular area encompasses businesses with a **hefty technological component**, such as biofuels, industrial waste recycling and development of solar technology, all businesses in which the company enjoys a position of leadership in the markets where it operates.

All this will enable Abengoa to cement its position as a global benchmark company in the development of technological solutions geared towards sustainable development.

Values

**Integrity**, which comes to the forefront in all actions performed by the company and its workers and collaborators, whether within or outside the company, and affecting the communities in which it operates, as well as society at large.

**Legality**, treated as an obligation that guarantees safety and security at work, and as a means of reducing risks within the businesses.

**Professionalism**, associated with the commitment to providing high levels of service when engaging in business, and to becoming involved in each and every business project undertaken.

**Confidentiality**, related to upholding principles of discretion and prudence in communications and relations with third parties, thus safeguarding the information in the company's possession.

**Quality**, which materializes not only through the company's products and services, but also through an overriding commitment to quality governing all Abengoa businesses and activities.

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## 2011 milestones

- **Solana**, located 70 km southwest of Phoenix, Arizona, is one of the world's largest thermal solar plants under construction, and will boast 280 MW of gross installed capacity (250 MW net) through cutting-edge parabolic-trough technology. Solana will generate enough energy **to supply 70,000 US households**, while cutting yearly **CO<sub>2</sub> emissions by 475,000 tons**.

Solana will include six hours of storage through molten salt technology, enabling it to **store energy during cloudy spells** and after sunset. This storage capacity will allow Solana to generate enough electricity to meet peak evening demand during the Arizona summertime.



The construction and operation of Solana will bring with it huge economic and environmental benefits for the State of Arizona, and will help to accomplish the national energy independency objectives established by the "green economy". Abengoa is confident that the project will generate between **1,600 and 1,700 new temporary jobs** during the construction phase, and **85 permanent positions** once completed.

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- **Mojave**, one of the largest concentrating solar power plants currently under construction, is located 150 km northeast of Los Angeles, California. The facility has an installed capacity of 280 MW of cutting-edge parabolic-trough technology, enough to supply power to over **54,000 households<sup>1</sup>**, while curbing **annual CO<sub>2</sub> emissions by 350,000 t** when compared with a natural gas plant.

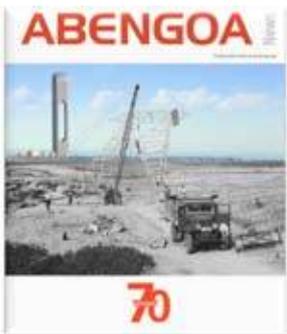
Mojave **will create over 900 jobs during the construction** and operation phase, and roughly one thousand direct and indirect jobs along the supply chain extending across the nation, involving the manufacture of components and rendering of the services required for a project of this magnitude.

The project will provide a major economic boost to the region and will help the State of California replace fossil fuels for solar power and other alternative sources that do not involve greenhouse gas emissions.

- **Hugoton**, one of the first commercial plants to produce second generation ethanol from biomass, the most abundant organic raw material on Earth (mix of agriculture waste, non-food energy crops and wood waste). The plant is located west of Hugoton in Kansas, and will have a production capacity of 25 Mgal (100 ML).

Hugoton will lead to the creation of **300 new jobs over the construction phase** and a further **65 jobs once operational**.

Construction of the plant is the result of the R&D work conducted by Abengoa, which has been working for over ten years on developing enzymatic hydrolysis and for five years on this specific project, perfecting its proprietary technology at the York demonstration plant in Nebraska, and in Babilafuente, Salamanca (Spain).



70<sup>th</sup> anniversary of Abengoa

2011 marked the 70<sup>th</sup> anniversary of Abengoa, which came into existence on 4 January 1941. On that day, engineers Javier Benjumea Puigcerver and José Manuel Abaurre Fernández-Pasalagua founded the company Abengoa S.L. in Seville, alongside a handful of friends and family members, with starting capital amounting to 180,000 pesetas (1,082 €).

After seven decades of hard toil and commitment, adapting to meet market demands and relying heavily on technology and innovation, Abengoa has become a truly international venture, present on five continents, rolling out groundbreaking technological solutions on the path to sustainable development, and now employing over 22,000 workers.

The company celebrated its 70<sup>th</sup> anniversary by publishing a special edition of the Abengoa magazine, which illustrates, through dozens of photographs, each of the milestones that the company has reached to date since its humble beginnings.



<sup>1</sup> The difference in households supplied via Solana is due to the fact that Mojave has no storage capacity.

## Management structure



	Engineering and construction	Concession-type infrastructures	Industrial production
Abeinsa	■	■	
Abengoa Solar		■	■
Abengoa Bioenergy			■
Befesa			■
Abengoa Water		■	
Abengoa Seapower			■
Abengoa Hidrógeno			■
Abengoa Energy Crops			■

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**Key figures**

	(k€)
Net revenues	7,089,157
Other operating income	858,517
Financial income	108,158.92
Profits of associates	4,229.01
Profit from discontinued operations	91,463
Economic Value Generated (EVG)	8,299,477
Raw material expenses	5,172,639.41
Third-party partners	16,281.99
Expenses from employee benefits	697,038.25
Operating costs	1,011,173.02
R&D costs	29,036.61
Financial charges	625,503
Dividends	18,094.00
Corporate income tax	28,829
Investments in the community	13,788.03
Economic Value Distributed (EVD)	7,828,819
Economic Value Retained (EVR)*	470,658
Material financial government aid received as capital subsidies	11,692.13
Material financial government aid received as operating subsidies	16,254.00

\* EVR = EVG – EVD



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**International presence**

Abengoa, with headquarters in Seville (Spain), operates across the five continents through more than 600 subsidiaries and investee companies, facilities and offices.

The 70-plus countries in which Abengoa operated in 2011 were:

**Latin America**

Argentina, Brazil, Chile, Colombia, Costa Rica, Ecuador, Guatemala, Honduras, Mexico, Nicaragua, Panama, Peru and Uruguay.

**North America**

USA.

**Europe**

Austria, Belgium, Bulgaria, Czech Republic, Denmark, Finland, France, Germany, Greece, Holland, Hungary, Iceland, Ireland, Italy, Lithuania, Norway, Poland, Portugal, Romania, Russia, Serbia, Slovakia, Spain, Sweden, Switzerland, Turkey and the United Kingdom.

**África**

Algeria, Angola, Egypt, Ghana, Libya, Mauritania, Morocco, Mozambique, Namibia, South Africa and Tunisia.

**Asia**

Armenia, Bahrain, China, India, Iraq, Israel, South Korea, Japan, Lebanon, Nepal, Oman, Pakistan, Qatar, Saudi Arabia, Singapore, Sri Lanka, Taiwan, Thailand, and the United Arab Emirates.

**Oceania**

Australia.



## Contribution to society

The economic value distributed by Abengoa is boosted with the payment of taxes, employee benefits and also the voluntary contributions that the company makes to social and cultural projects.

Taxes account for a large part of the economic contribution that Abengoa makes to society. This indicator is variable by nature and ultimately depends on the legal system in effect and how the company has performed.

Of the total amount of taxes paid in 2011, 36.67 % is attributed to Profit Tax. Likewise, 28.24 % corresponds to employee personal income and with holding tax applied and paid by the different group companies to the Tax Administration Agency, and 26.05 % is attributed to other taxes, fees and levies primarily involving taxes paid in Brazil.

Breakdown of taxes paid, by country:

List of countries (k€)	2011	2010
Brazil	142,619.4	60,353.7
Spain	54,356.4	55,157.7
France	18,622.0	9,813.5
USA	13,642.2	23,691.7
Morocco	13,634.3	1,817.9
Germany	13,065.2	8,971.9
Peru	12,513.5	(18,696.3)
Chile	6,702.5	5,177.6
Uruguay	5,936.9	6,633.7
Argentina	3,061.4	5,634.4
Sweden	2,710.2	2,066.5
Holland	(8,248.4)	15,081.2
China	(9,470.9)	266.4
Mexico	(11,890.4)	13,742.0
Others	4,848.5	10,925.6
<b>Total taxes paid</b>	<b>262,102.8</b>	<b>200,637.4</b>

List of geographic regions (k€)	2011	2010
Europe	81,615.9	86,192.0
Latin America	159,521.5	73,721.3
North America	13,642.2	30,294.0
Asia	(8,343.4)	1,617.7
Oceania	0.0	591.0
Africa	15,666.7	8,221.4
<b>Total taxes paid</b>	<b>262,102.8</b>	<b>200,637.4</b>

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## List of offices opened in 2011 by business area

Activities	Location	Country	Month
Corporate Area	Washington DC	USA	October
Concessions	Centurion	South Africa	June
Concessions	Minnesota	USA	October
Industrial engineering and construction	Sharjah	Arab Emirates	September
Industrial engineering and construction	Singapore	Singapore	April
Industrial engineering and construction	Bogotá	Colombia	July
Industrial engineering and construction	Ankara	Turkey	February
Industrial engineering and construction	Phoenix	USA	September
Industrial engineering and construction	Lima	Peru	September
Industrial engineering and construction	Bombay	India	June
Industrial production	Denver, Colorado	USA	July
Industrial production	Chile	Chile	May
Industrial production	Biscay	Spain	August



2012  
INTERNATIONAL YEAR OF  
SUSTAINABLE  
ENERGY FOR ALL

### International Year of Sustainable Energy for All

The UN General Assembly has heralded the year 2012 as International Year of Sustainable Energy for All, in recognition of the crucial role that energy plays in bringing about sustainable development.

Abengoa believes that 2012 offers a “valuable opportunity to raise awareness of the importance of increasing sustainable access to energy, energy efficiency and renewable energy on the local, regional, domestic and international stages”.

The prevailing lack of access to non-contaminating, affordable and reliable energy undermines social and economic development. At present, more than 1.5 billion people lack electricity and, at the same time, developed countries are desperately attempting to reduce their contaminating gas emissions in the ongoing fight against climate change.

Abengoa supports this initiative and is firmly committed to the use of renewable energies as a means of attaining sustainable development.