



02. Abengoa today

Where we are and where we are going

Following a lengthy process of restructuring, the company has been able **to resume its activity and continue to generate value through this**.

During 2017, the organisation has furthered its strategic objective of prioritising turnkey engineering projects (EPC) in which the company has technical expertise (know-how), as well as consolidated knowledge to adapt to the company's new situation.

Nevertheless, Abengoa continues to take part in concession-type projects, minimising capital investment by signing agreements with strategic partners in which it participates with a minimum investment and mainly performs the engineering and construction of the project.

It should be noted that in November the company signed an agreement with **Algonquin Power & Utilities Corp** for **the sale of 25 % of Atlantica Yield plc**, a project that was part of the company's feasibility plan. This operation is not only divestiture operation but also has a marked strategic nature with huge future value for Abengoa given that they undertook the **incorporation of a new company** whose objective would be the **international development** and the **construction of energy and water infrastructures: Abengoa-Algonquin Global Energy Solutions (AAGES)**.

The creation of AAGES will therefore mean **new opportunities** for Abengoa, given that Abengoa will have **exclusive rights to develop both the Engineering, Procurement and Construction** as well as the **Operation and Maintenance (O&M)** of all the projects carried out by AAGES, as well as a **preferential right for the EPC** of the other projects developed by APUC. Moreover, this partnership makes it possible to speed up the construction and sale of concession-type assets from Abengoa to Atlantica Yield, currently under the ROFO (Right Of First Offer) agreements, which will be another step in the divestment plan of Abengoa.

Main figures 102-07, 201-1

In 2017 Abengoa had sales of €M 1,480, 2 % lower than in 2016, and an EBITDA of €M 127, 153 % higher than 2016, which highlights the operational recovery of the activity.

Concept	2017	2016	Var (%)
Income Statement (€M)			
Revenue	1,480	1,510	(2)
EBITDA	127	(241)	153
EBITDA Margin (%)	9	(16)	2
Net Income	4,278	(7,629)	156
Balance Sheet (€M)			
Total Assets	6,359	9,914	(36)
Equity	(2,408)	(6,780)	64
Corporate Net Debt	3,254	7,237	(55)
Share Information			
Last price (€ per B share)	0.01	0.19	(95)
Capitalization (A+B share) (€ million)	218	195	12
Daily trading volume (€ million)	6	5	24

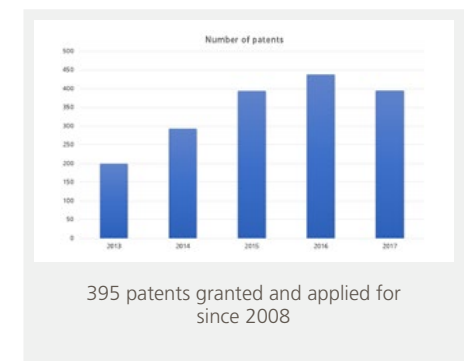
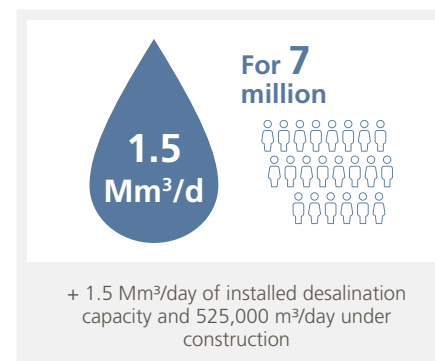
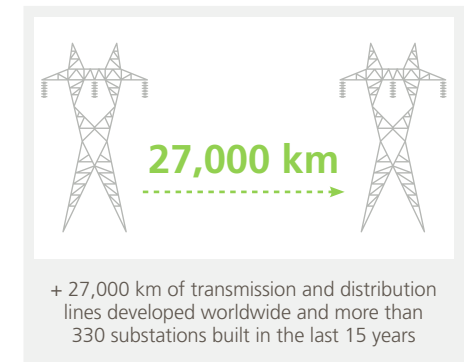
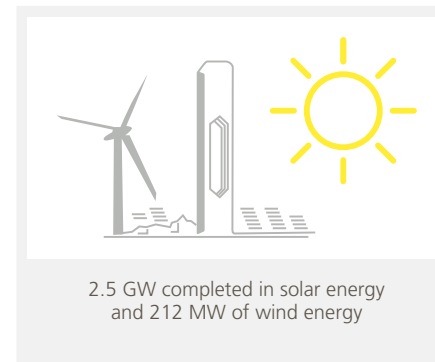
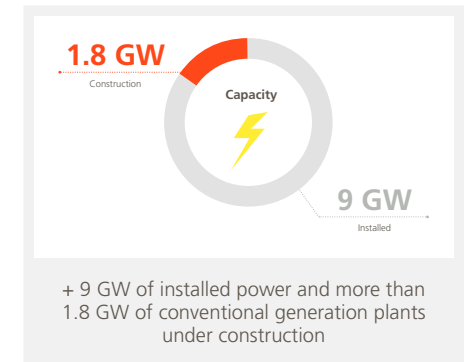
Areas of activity and geographic regions

The breakdown by business activity of turnover and EBITDA at the close of the 2017 and 2016 financial years is the following:

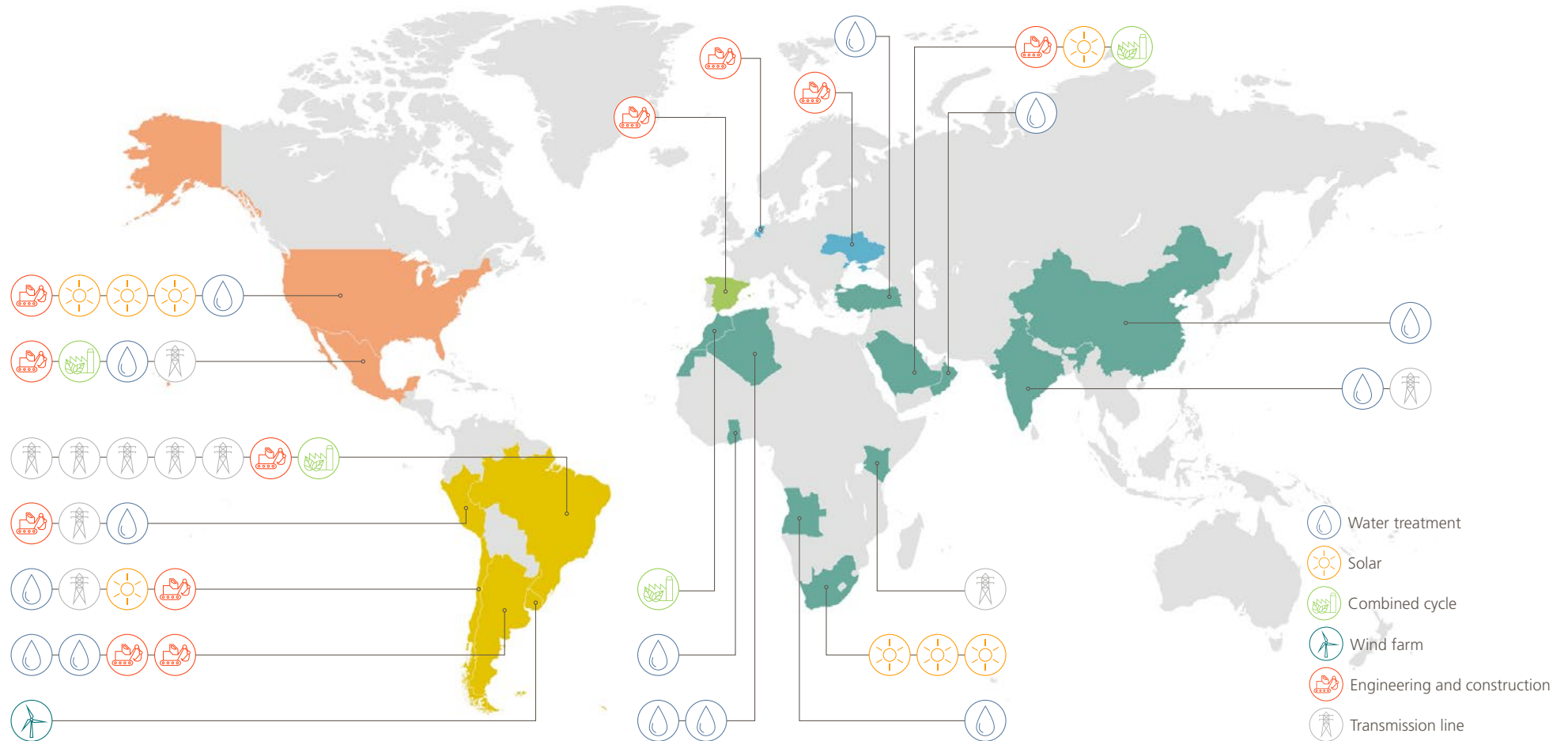
Concept	Revenue		EBITDA	
	2017	2016	2017	2016
Engineering and construction (k€)				
Engineering and construction	1,316,624	1,367,278	24,904 (*)	(326,653) (*)
Total	1,316,624	1,367,278	24,904	(326,653)
Concession-type infrastructure (k€)				
Solar	60,160	37,141	43,902	21,492
Water	46,883	58,932	31,257	40,722
Transmission lines	-	1,447	-	(221)
Cogeneration and other	56,101	45,255	26,868	23,442
Total	163,144	142,775	102,027	85,435
Total	1,479,768	1,510,053	126,931	(241,218)

(*) Includes construction cost provisions of projects given the situation of the Company for an amount of € 245 million at December 31, 2016 and fees by independent professional services advisors to the restructuring process for an amount of € 52 million at December 31, 2017. (€ 55 million in 2016).

Key figures 2017



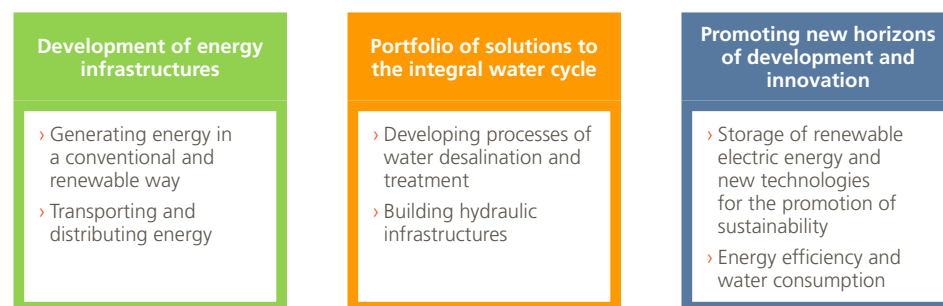
Map of economic impact and contribution to progress 102-6



North America		South America		Spain		Europe		Rest of the world	
Sales (€k)	194,947	Sales (€k)	370,101	Sales (€k)	47,385	Sales (€k)	148,370	Sales (€k)	618,965
Employees	328	Employees	8,075	Employees	2,811	Employees	260	Employees	994
Local suppliers (%)	95.04	Local suppliers (%)	95.15	Local suppliers (%)	82.88	Local suppliers (%)	91.96	Local suppliers (%)	85.62
Local purchases (€k)	18,751	Local purchases (€k)	352,310	Local purchases (€k)	599,788	Local purchases (€k)	167,786	Local purchases (€k)	327,170
Taxes paid (€k)	4,891	Taxes paid (€k)	115,938	Taxes paid (€k)	24,534	Taxes paid (€k)	199	Taxes paid (€k)	7,624

Pillars of the future

Abengoa will base its future growth on two of its **main strengths**: excellence in its **technical capabilities** and **international positioning**. Accordingly, in this new stage Abengoa will focus its efforts on the organisation's key activities, where it has a solid and **consolidated experience**:



Abengoa is a company with a long-term sustainable vision that has an offer that covers the entire value chain, from design or construction to subsequent operation and maintenance.

The main demographic indicators show that the increase of the population, the growth of cities, the improvement to the quality of life, as well as the demand for new infrastructures are already a reality. For that reason the company focuses its main strategic activities on responding to **growing needs in terms of energy and water provision of an increasingly demanding society**.

Moreover, **Abengoa's firm commitment to renewable energies** is supported by the need for a greater preponderance of these in the energy mix to respond to the challenges that countries have to avoid increasing emissions, complying with commitments acquired by the vast majority of countries in the Paris Climate Agreement.

In this context, the organisation is in a **good market position** to **respond to global challenges** through **innovative renewable energy and infrastructure projects**, leading the transition towards a carbon-free energy model, whilst contributing to improving the life quality of the societies in which it is present. This is possible thanks to the trajectory and experience of a competitive company in the sector, with a workforce that shares the conviction of contributing to sustainable development.

From the strategic point of view, Abengoa focuses its efforts on the implementation of **six fundamental principles**:

- › **Commitment to health and safety**: "Zero accidents"
- › Focus the business on the main technologies using **consolidated knowledge and capabilities**
- › **Prioritise the main geographical** where **business exists** in order to capture new opportunities
- › **Limit the size of projects** to reduce risks
- › **Focus the organisation's activity** on **EPC** to limit the financial risk
- › Introduce a **new organisational model** to gain competitiveness

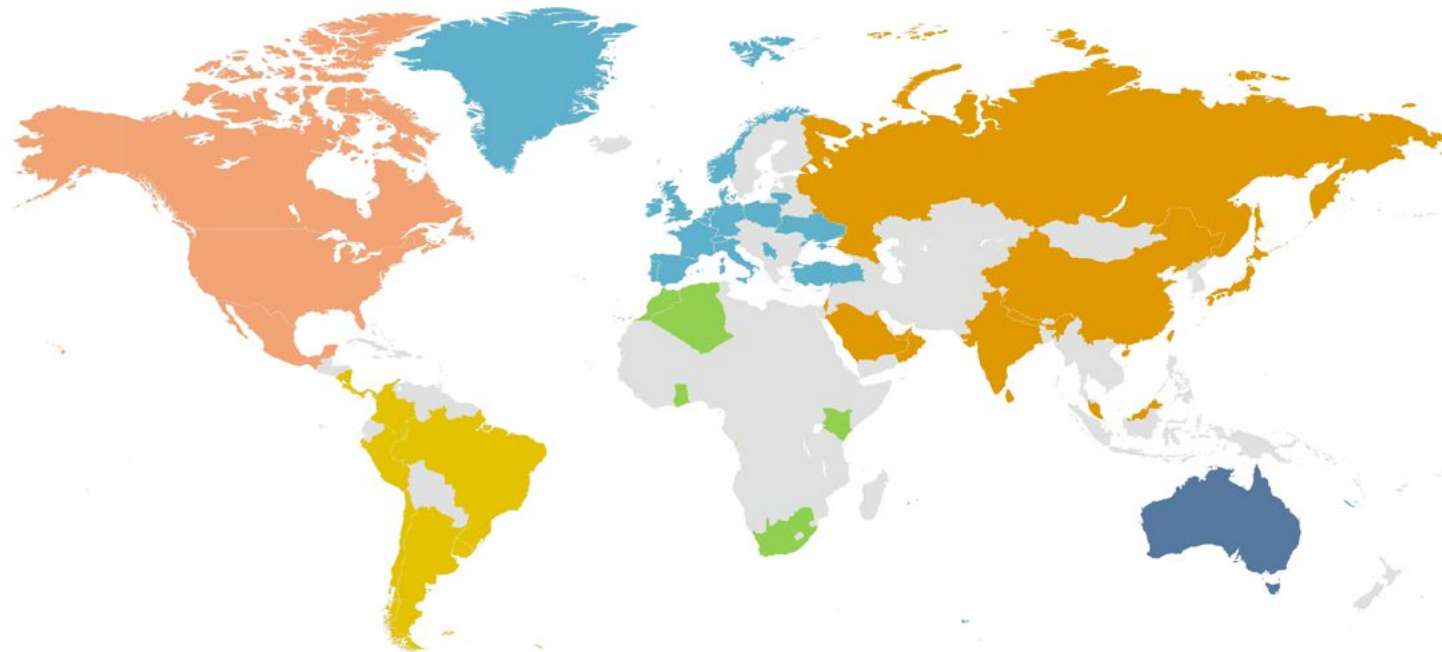
As a result of the new strategy, **Abengoa has organised its activity in four areas**, responsible for carrying out business development, bids, engineering and project execution:

Energy	Water	Transmission & Distribution	Services
Generation of conventional and renewable energy	Integral solutions for municipal and industrial clients	Main international contractor in the medium-, high- and ultra-high voltage segments	Service providers for infrastructures in the transmission, water, renewable and conventional energy segments
Engineering, construction, start-up and operation and maintenance	Excellent technical capabilities and global positioning	More than 27,000 km of transmission lines and more than 330 substations built in the last 15 years	Optimisation of Operation and Maintenance, improving production
9 GW of installed capacity in conventional generation	Proven experience in desalination plants, wastewater treatment plants, and hydraulic infrastructures	It includes the railway industry, with more than 2,300 km of electrified rails and 80 developed substations	25 years' average life in current contracts
Pioneers in solar thermal technology with more than 2 GW in operation	More than 1.5 million m ³ /day in desalination and 1.8 million m ³ /day of purified water		

Presence in the world *102-3, 102-4, 102-6*

With its headquarters in Seville (Spain), Abengoa operates in 48 countries through 456 companies, subsidiaries, investee companies, facilities and

offices. The company continues to execute projects in the US, Mexico, South America, Europe, Africa, the Middle East, Turkey and India.



- North America**
- > Canada
 - > USA
 - > Mexico

- Latin America**
- > Argentina
 - > Brazil
 - > Chile
 - > Colombia
 - > Costa Rica
 - > Nicaragua
 - > Panama
 - > Peru
 - > Uruguay

- Europe**
- > Belgium
 - > Denmark
 - > France
 - > Germany
 - > Ireland
 - > Italy
 - > Lithuania
 - > Netherlands
 - > Norway
 - > Poland
 - > Portugal
 - > Serbia
 - > Spain
 - > Switzerland
 - > Turkey
 - > Ukraine
 - > United Kingdom

- Asia**
- > China
 - > India
 - > Israel
 - > Japan
 - > Kuwait
 - > Malaysia
 - > Nepal
 - > Oman
 - > Russia
 - > Saudi Arabia
 - > Sri Lanka
 - > United Arab Emirates





- Africa**
- > Angola
 - > Algeria
 - > Ghana
 - > Kenya
 - > Morocco
 - > South Africa

- Oceania**
- > Australia

List of countries where there are personnel or sales during the period.

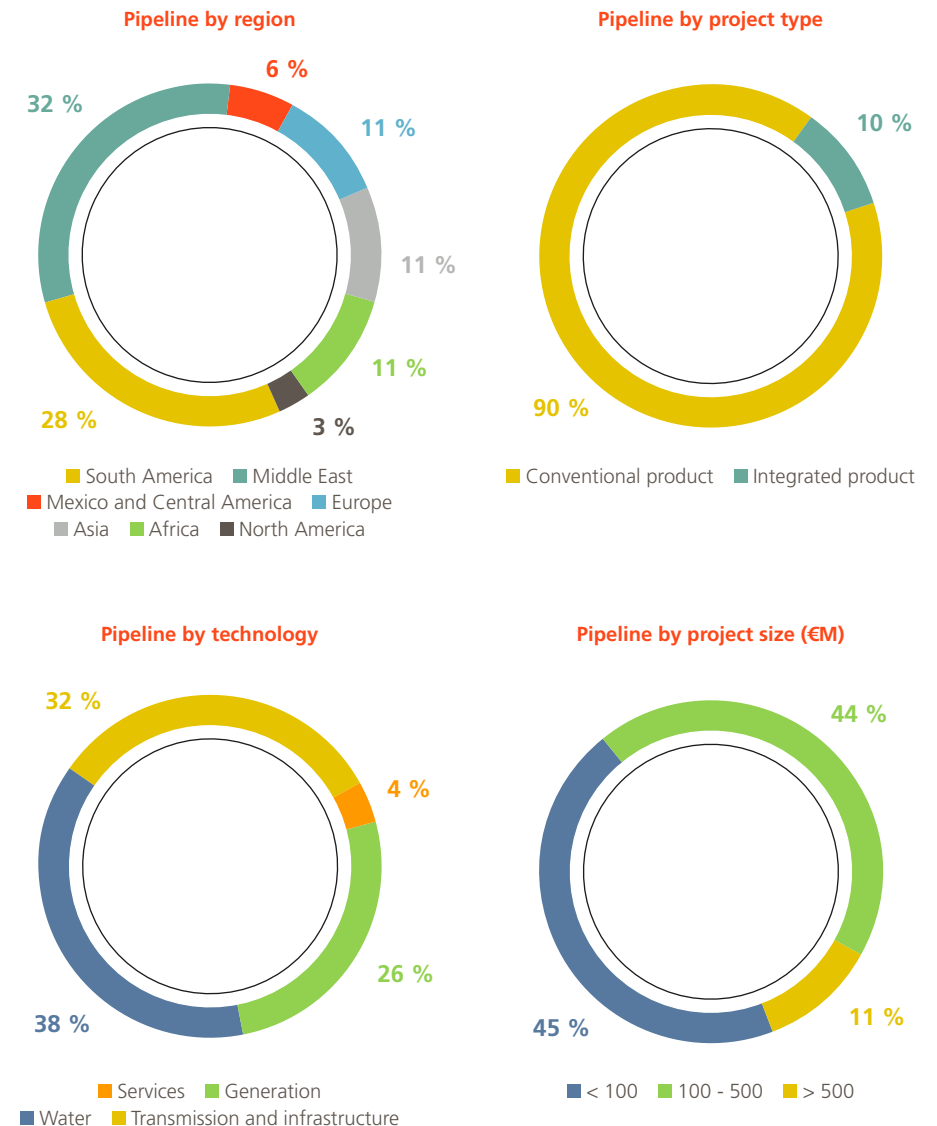
Projects Awards

Since the beginning of 2017, significant milestones have been achieved in support of Abengoa's viability. Abengoa has been awarded new projects for an approximate value of €M 1,400 in 2017.

Facility	Characteristics	Location	
	Agadir	275,000 m ³ /day desalination plant for drinking water supply	Morocco
	Shuaiba III	250,000 m ³ /day desalination plant for drinking water supply	Saudi Arabia
	Desalination plants	Desalination plants for a total of 164,000 m ³ /day of drinking water	Oman and Tunisia
Facility	Characteristics	Location	
	Network trail	5-year contract for the electrification and maintenance of 250 km of railway lines in the south of England	United Kingdom
	Los changos-Kimal	Construction of 140 km transmission line and two substations	Chile
	InterAndes Substation	High voltage line of 345 kV and construction of a new electric substation in the south of the province of Jujuy	
	25 de mayo	Voltage transformation station	Argentina
Facility	Characteristics	Location	
	Fulcrum	10 mgal/year biofuel from Municipal Solid Waste (MSW) in the USA	USA
Facility	Characteristics	Location	
	Lieja Hospital	Mechanical installations: air conditioning, ventilation, building management system and associated electrical installations	Belgium

Pipeline Awards

Abengoa has a pipeline with projects identified for an amount exceeding 36 billion euros.

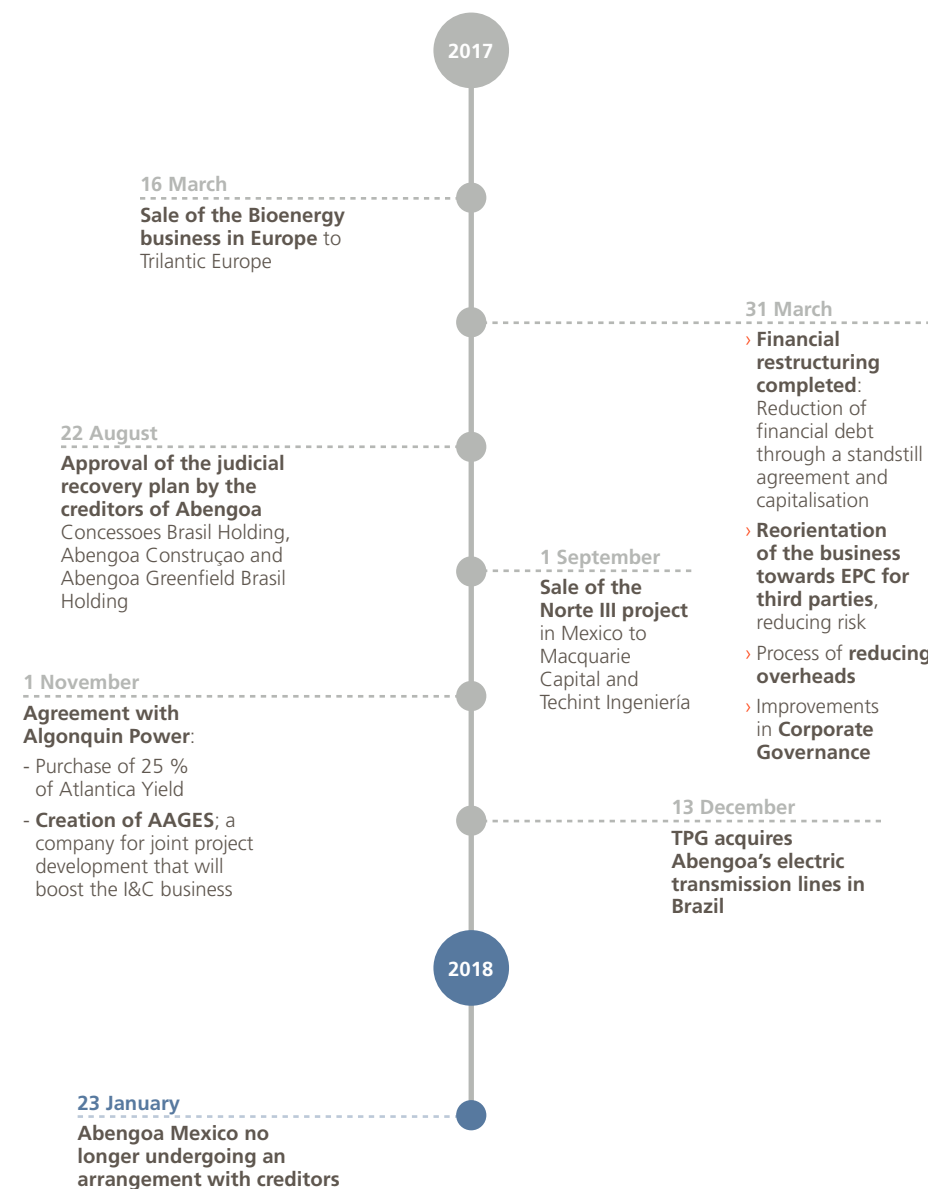


Sale of assets

The sale of assets is one of the objectives within the strategic plan that contributes to improving the liquidity of the Abengoa group:

	Bioenergy USA	1 G & 2 G bioethanol	✓
	Bioenergy Europe	1 G bioethanol	✓
	AB San Roque	Biodiesel	✓
	Bioenergy Brazil	1 G bioethanol. Judicial rehabilitation	Ongoing
	Khi	50 MW CSP - tower in South Africa	Ongoing
	Xina	100 MW - trough in South Africa	
	SPP1	150 MW hybrid CC+CSP in Algeria	
	Accra	60,000 m ³ /day in Ghana	Ongoing
	Tenés	200,000 m ³ /day in Algeria	
	Chennai	100,000 m ³ /day in India	Ongoing
	Brazil T&D	9,750 km in Brazil <ul style="list-style-type: none"> > In operation: acquired by TPG > In construction: judicial rehabilitation 	✓ Ongoing
	ATN3	355 km transmission line, in Peru	Ongoing
	Norte III	924 MW combined cycle in Mexico	✓
	Hospital Manaus	300-bed hospital in Brazil	
	Real Estate	Various assets	Ongoing

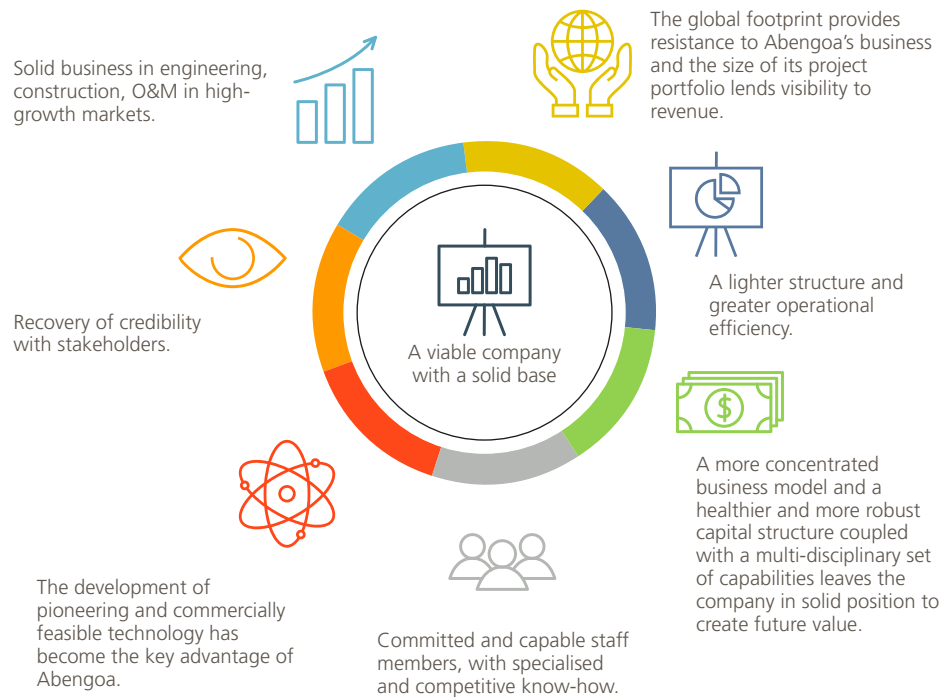
Major milestones of 2017



Sustainability as an activity axis

The company continues to **maintain sustainability as the axis of its strategy**, so it is essential to adapt the structure to the new reality. At the same time, major efforts must be made to **recover the confidence of the markets, the credibility of our customers and the dialogue with our suppliers**.

All this will be done on the basis of a strategic plan that will oversee the lines of action to be introduced by the company in this new situation.



Sustainable Development Goals (SDGs)

All the projects included in our business are focused on offering sustainable solutions in order to achieve several sustainable development goals.



SDG6: Desalination activity. Goals 6.1, 6.4, 6.a and 6.b
[\(https://www.un.org/sustainabledevelopment/water-and-sanitation/\)](https://www.un.org/sustainabledevelopment/water-and-sanitation/).

SDG7: Activity in renewable energy and transmission. Goals 7.1, 7.2, 7.3 and 7.b
[\(https://www.un.org/sustainabledevelopment/energy/\)](https://www.un.org/sustainabledevelopment/energy/)

SDG9: Build resilient infrastructures, promote inclusive and sustainable industrialisation and foster innovation. Goals 9.1, 9.4 and 9.5
[\(https://www.un.org/sustainabledevelopment/infrastructure-industrialization/\)](https://www.un.org/sustainabledevelopment/infrastructure-industrialization/)

SDG11: Through our business orientation. Goals 11.3, 11.6 and 11.b
[\(https://www.un.org/sustainabledevelopment/cities/\)](https://www.un.org/sustainabledevelopment/cities/).