

ABENGOA

Innovative Solutions for Sustainability



ABENGOA

Engineering: Building the Infrastructure that Clean Energy Requires

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70 years of experience in carrying out turnkey projects, covering the full EPCM* chain

Local presence in 32 countries with an extensive customer base

Landmark projects in power and environment

Opportunity to grow in current and new geographies and leverage on capabilities gained in external and internal projects

* EPCM: Engineering, Procurement, Construction and Maintenance



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Business Description. Our Capabilities

2

Future Opportunities

70 years of experience in carrying out turnkey projects

Energy

- **Power transmission lines**
- **Conventional generation plants** (combined cycle, co-generation, repowering)
- **Electrical and mechanical installations**
- **Solar (CSP)** and hybrid solar-gas (**ISCC**) plants
- **Biofuels** plants

Environment

- **Water infrastructures** and **desalination** plants



6th Desalination plant supplier
(source: IDA Desalination Yearbook)

Other

- **Industrial plants**



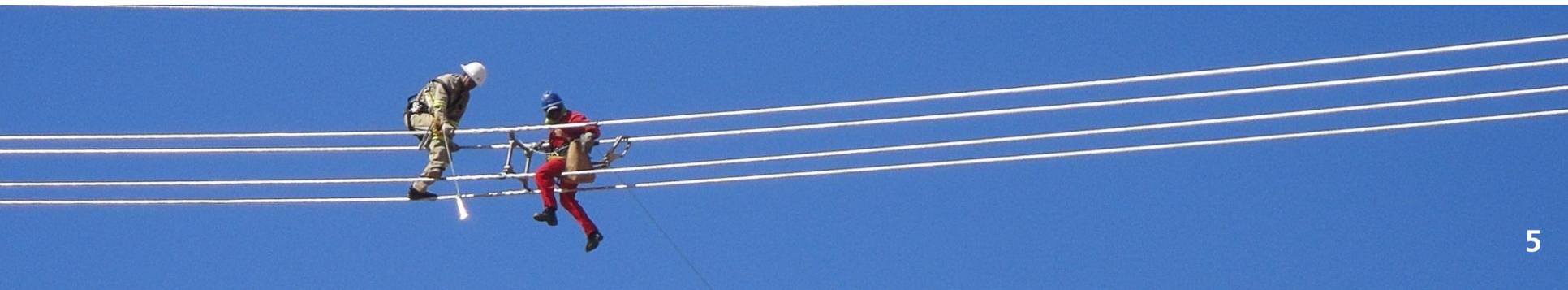
1st International Contractor in T&D

(source: ENR)



3rd International Contractor in Power

(Source: ENR)



Covering the full EPCM chain

Integration

Engineering

Procurement

Construction

Maintenance

- **Standardization** of activities through clearly defined procedures
- **In-house capabilities:** Critical activities are executed by own resources or through stable strategic alliances



Obsessive risk management procedures resulting in margin stability

At bidding phase



Skills



Technology



Processes



Contract terms



Suppliers



Customer

At execution phase

Effective monitoring to guarantee:



On Schedule



On Budget



Performance Requirements

Margins have remained healthy across the years

With local presence in over 30 countries and 6 design centers, +12,000 people



Diversified client base across geographies



Our E&C model consists of a virtuous cycle combining external and internal projects

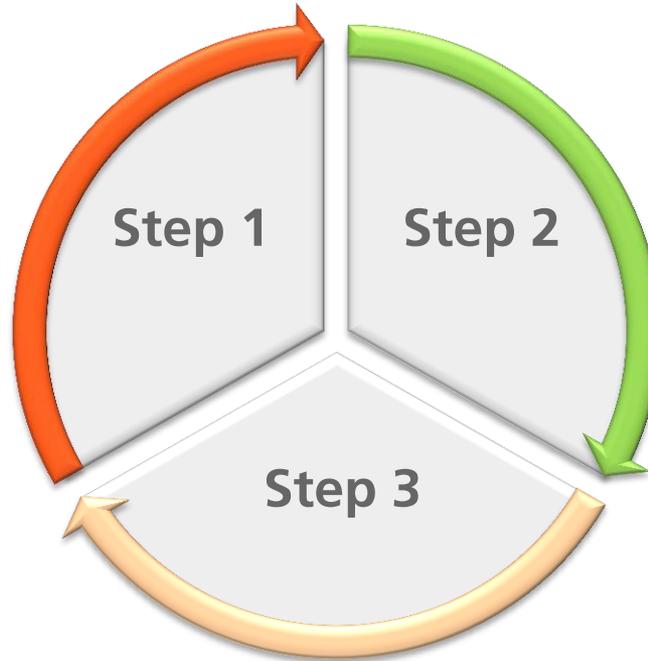
E&C know-how gained in external projects...



HV transmission line



Cogeneration plant



...allows us to reduce risks in internal projects



HV transmission line



Bioethanol plant



CSP plant

Internal references allow us to win external projects



ISCC plant in Morocco



CSP plant in Abu Dhabi



Abengoa's conventional generation power projects represents an installed capacity of +5 GW

300 MW Cogeneration Plant (Mexico)



- Location: Mexico (2013)
- Amount: \$630 M
- 1st cogeneration project in a Pemex refinery

Other Examples



- Location: Morocco
- Integrated Solar Combined Cycle plant with a capacity of 470 MW (20 MW from a solar system).
- Amount: 524 M\$.
- The world's first hybrid solar power plant.



- Location: Argentina .
- 630 MW Combined Cycle Power Plant.
- Amount: 230 M\$.



- Location: Mexico
- 420 MW Repowering Combined Cycle Power Plant.
- Amount: 114 M\$..

Abengoa has built +26,000 km of transmission lines over the last 10 years

2,410 km Transmission Line



- Location: Brazil (2013)
- Amount: \$1,024 M
- Largest transmission line project in Latin America.

Other Examples



- Location: Peru (2010)
- 670 km Transmission Line (220 kV AC)
- Amount: \$320 M
- Average altitude of 3,000 m over sea level



- Location: Brazil (2011)
- 987 km Transmission Line (220 kV AC)
- Amount: + \$205 M



- Location: India (2012)
- 400 km Transmission Line (Direct Current of 800 kV)
- Amount: \$200 M

Abengoa has built +1.3 Mm³/day desalination capacity

100,000 m³/day Desalination Plant



- Location: China (2012)
- Amount: \$192 M
- "2009 Desalination Project of the Year" (Water Intelligence)

Other Examples



- Location: Algeria (2013)
- 100,000 m³/day desalination plant.
- "2006 Desalination Deal of the Year" (Water Intelligence)
- Amount: \$232 M



- Location: Romania (2014)
- Increasing capacity of a water treatment plant (115,000 m³/day)
- Amount: \$28 M



- Location: India (2010)
- 100,000 m³/day desalination plant
- Amount: \$130 M

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Future Opportunities

Opportunity to grow in current and new geographies



- **Impressive GDP growth** expected at +5% for the next years
- Large investment plan associated with **Olympic Games and World Cup**
- Abengoa's **strong local position** (16% of total Abengoa revenues)



- **GDP growth** expected at 4-5% for the next years
- Infrastructure needs at all levels: power, industry, transportation
- Abengoa's **well-established local position** dated from 1960-1970's

Middle-East Asia

- **Still new in the market**
- **Opportunities to leverage our track-record and engineering product portfolio**



- **South Africa, Australia, Canada, Turkey, Czech Republic, Serbia, etc**

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Thank you

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