Biomass 2013

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Manager Institutional Relations
Abengoa (MCE: ABG) is an international company that applies innovative technology solutions for sustainable development in the energy and environment sectors, generating electricity from the sun, producing biofuels, desalinating sea water and recycling industrial waste.

Sales 2012

€7,783 M

EBITDA 2012

€1,246 M

Regions

- Spain
- Brazil
- USA
- Rest of Europe
- Rest of Latin America
- Asia & Oceania
- Africa

- Engineering and construction
- Concession-type infrastructures
- Industrial production

<table>
<thead>
<tr>
<th>Category</th>
<th>2012</th>
<th>2011</th>
<th>Change</th>
</tr>
</thead>
<tbody>
<tr>
<td>Sales</td>
<td>€7,783 M</td>
<td>€7,089 M</td>
<td>10 %</td>
</tr>
<tr>
<td>EBITDA</td>
<td>€1,246 M</td>
<td>€1,103 M</td>
<td>13 %</td>
</tr>
<tr>
<td>Net income</td>
<td>€125 M</td>
<td>€257 M</td>
<td>51 %</td>
</tr>
<tr>
<td>Net corporate debt – Corporate EBITDA</td>
<td>3.2x</td>
<td>3.4x since September 2012</td>
<td></td>
</tr>
</tbody>
</table>
Our diversified portfolio of assets gives us a stable base that allows us to leverage our local presence and international experience.

*Excludes goodwill

Abengoa. Innovative technology solutions for sustainability.
Industial production

Biofuels
- Global leader in biofuels with a presence in the three main markets: Europe, USA and Brazil
- World leader in developing technology for producing 2nd generation ethanol

Recycling
- European leader in recycling zinc waste and treating salt slags
- Performs its industrial waste recycling activities at more than 30 facilities in 12 countries

Solar
- World leader in concentrated solar power technology, both tower technology and parabolic troughs

Production capacity
- 3,175 million liters of ethanol

Recycling capacity
- 2.4 million tons of steel dusts and aluminum

Leader in high growth markets ➔ we continue to grow despite the complex economic environment
The global ethanol company in 1st generation …
Hugoton is the culmination of 10 years of technology progress

- 10 years of technology development
- +100 people in R&D
- +26,000 hours of operation in pilot plant
- +4,000 hours of operation in commercial demo plant
Biomass logistics - outline

- Supply/availability/risks
- CHST/risks
- Market dynamics
- Interaction with grain facilities and potential leverage opportunities
Feedstock Origination – Biomass within 50 mile radius

<table>
<thead>
<tr>
<th>Crop</th>
<th>Acres (X 1,000)</th>
<th>Yield (Bu)</th>
<th>Residue (tons, X 1,000)</th>
</tr>
</thead>
<tbody>
<tr>
<td>Corn</td>
<td>650</td>
<td>182</td>
<td>4,099</td>
</tr>
<tr>
<td>Wheat</td>
<td>2,308</td>
<td>39</td>
<td>3,069</td>
</tr>
<tr>
<td>Milo</td>
<td>589</td>
<td>64</td>
<td>1,298</td>
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<tr>
<td>CRP</td>
<td>1,707</td>
<td>n/a</td>
<td>6,830</td>
</tr>
<tr>
<td>Total</td>
<td>5,253</td>
<td>n/a</td>
<td>15,297</td>
</tr>
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</table>
ABBK Biomass Feedstock Needs

- 320,000 “Dry” tons of biomass per year
- Estimated 150,000 – 200,000 acres of land
Supply Risks

- Weather
- Competitive uses
- Farming practices

U.S. Drought Monitor

July 9, 2013

The Drought Monitor focuses on broad-scale conditions. Local conditions may vary. See accompanying text summary for forecast statements.

http://droughtmonitor.unl.edu/

Released Thursday, July 11, 2013
Author: Matthew Rosencrans, NOAA/NWS/NCEP/CPC
CHST

Collection → Harvest → Field-siding

Long term storage ← Transportation ← Field side stack

Plant for processing
CHST Risks

Weather
Activity dependability
Unexpected events
Quality
Biomass Market Dynamics

Market characteristics

- Fixed supply Market

- Crop residues represent additional income potential, however it is a small percentage of total income

- Market maturity – somewhere between 1st and 2nd trimester of gestation
Biomass Market Dynamics

- Interaction with owners of biomass – relationship marketing principles
  - Stewardship principles
  - Synergies for biomass residue management and farming practices
  - Double crop strategies
  - Working within customary business practices
Interaction with grain facilities

**Pro**
- Grain facilities already have relationships with biomass owners

**Con**
- Biomass market represents a business segment they have traditionally avoided