

ABENGOA

Innovative Technological Solutions for Sustainability



BEFESA

Company

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What is Befesa?

Description of the Business Units

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Today, Befesa is a technology company that provides sustainable solutions for industrial waste recycling.

Industrial Waste Recycling

Steel
waste



Aluminium
waste



Industrial waste
management



European leader in 2 niche markets in the recycling sector



> 50% market share in Europe in steel waste recycling.

- 7 plants in Europe: Spain, Germany, France, Sweden and Turkey.
- Total recycling capacity: 680,000 t of steel dusts.
- Total European market: approx. 1.1 Mt.



> 60% market share in Europe in salt slags recycling.

- 5 plants in Europe: Spain, Germany and United Kingdom.
- Total recycling capacity: 630,000 t of salt slags.
- Total European market: approx. 1 Mt.



National leader in Spain for integral management of industrial waste.

- 27 operations centres in Spain, France and Portugal.
- More than 1 Mt of waste treated annually.
- Significant presence in Latin America: Argentina, Chile, Mexico and Peru.

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Geographical presence

Significant geographical diversification and more than 2,000 professionals.



Committed to R&D and technology as a way of defending the existing business, as well as ensuring profitable future growth.

- More than 40 R&D projects.
- More than 40 people dedicated to R&D+i.
- More than €9 M invested in 2010, expected to exceed €15 M in 2011.



Innovative projects in progress...



- Recycling spent pot linings (SPLs).
- Substituting mineral coke for biomass.
- Producing bioplastics from waste.

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Steel dust recycling



- 2 complementary activities:
 - Collection and treatment of steel waste.
 - Production and sale of Waelz Oxide (WOX), which has a high zinc content.
- 2 main revenue sources:
 - Treatment fees from steel makers.
 - Sale of WOX. Related to the price of zinc.

Stainless steel dust recycling



- Only external and independent recycler in Europe.
- The majority of the business comes from contract agreements.
- Befesa processes the stainless steel dusts and returns the metal to the steel makers.
- The negotiations of the contracts includes the % of recovered metal to be returned based on an analysis of the material and Befesa's technical capabilities.

Steel and galvanization recycling



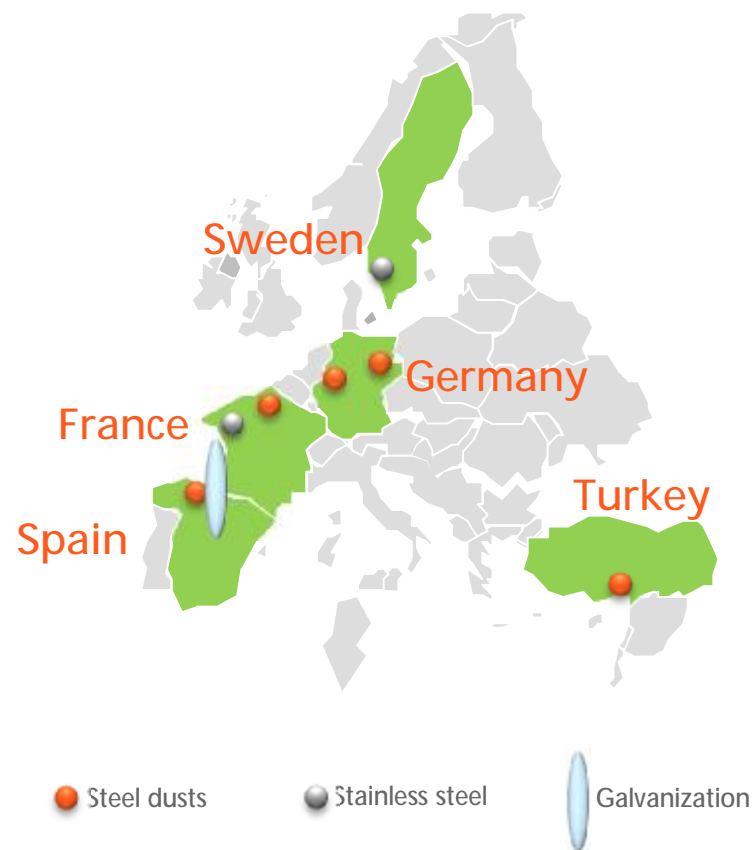
- Recycling of materials that contain zinc and production of zinc metal and zinc oxide.
- Business model:
 - Raw materials are purchased depending on the price of zinc.
 - Products are sold based on the price of zinc.

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Steel and galvanization recycling

Installed capacity

2010	Capacity (t)	Treated (t)
Steel dusts	502,700	481,610
Stainless steel dusts	174,000	85,708
WOX production	180,000	172,186
Zinc oxide production	26,500	15,084

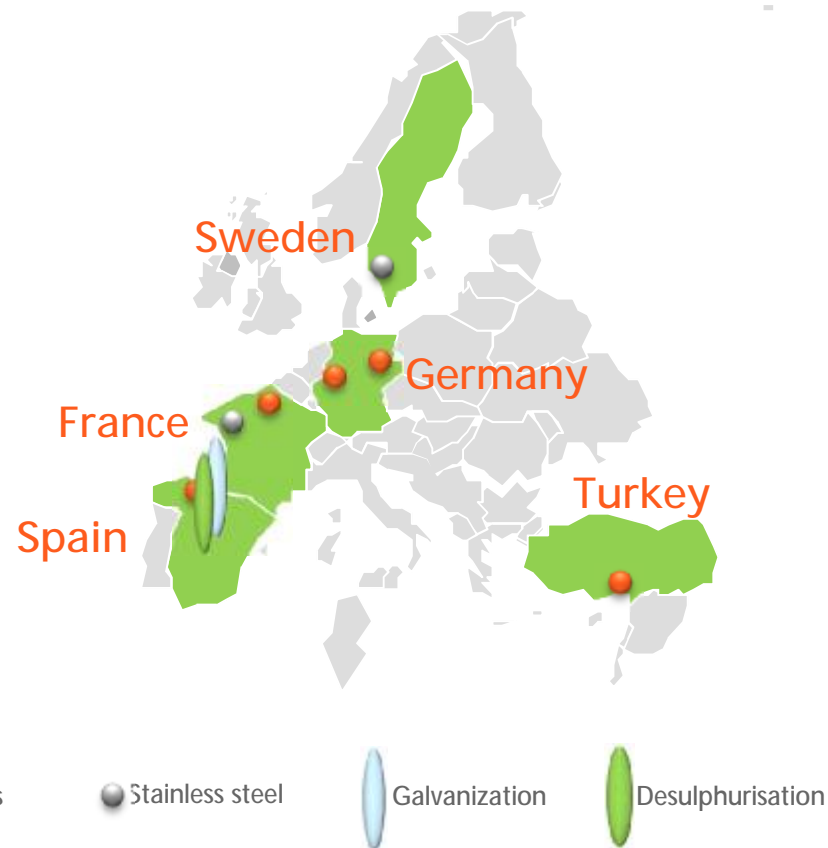


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Steel and galvanization recycling and sulphur recovery

Installed capacity

2010	Capacity (t)	Treated (t)
Steel dusts	502,700	481,610
Stainless steel dusts	174,000	85,708
WOX production	180,000	172,186
Zinc oxide production	26,500	15,084
Treated sulphur	107,300	84,501
Sulphuric acid production	325,000	261,185



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Recycling of aluminium,
salt slags and SPLs

European leader in aluminium salt slags and SPL recycling

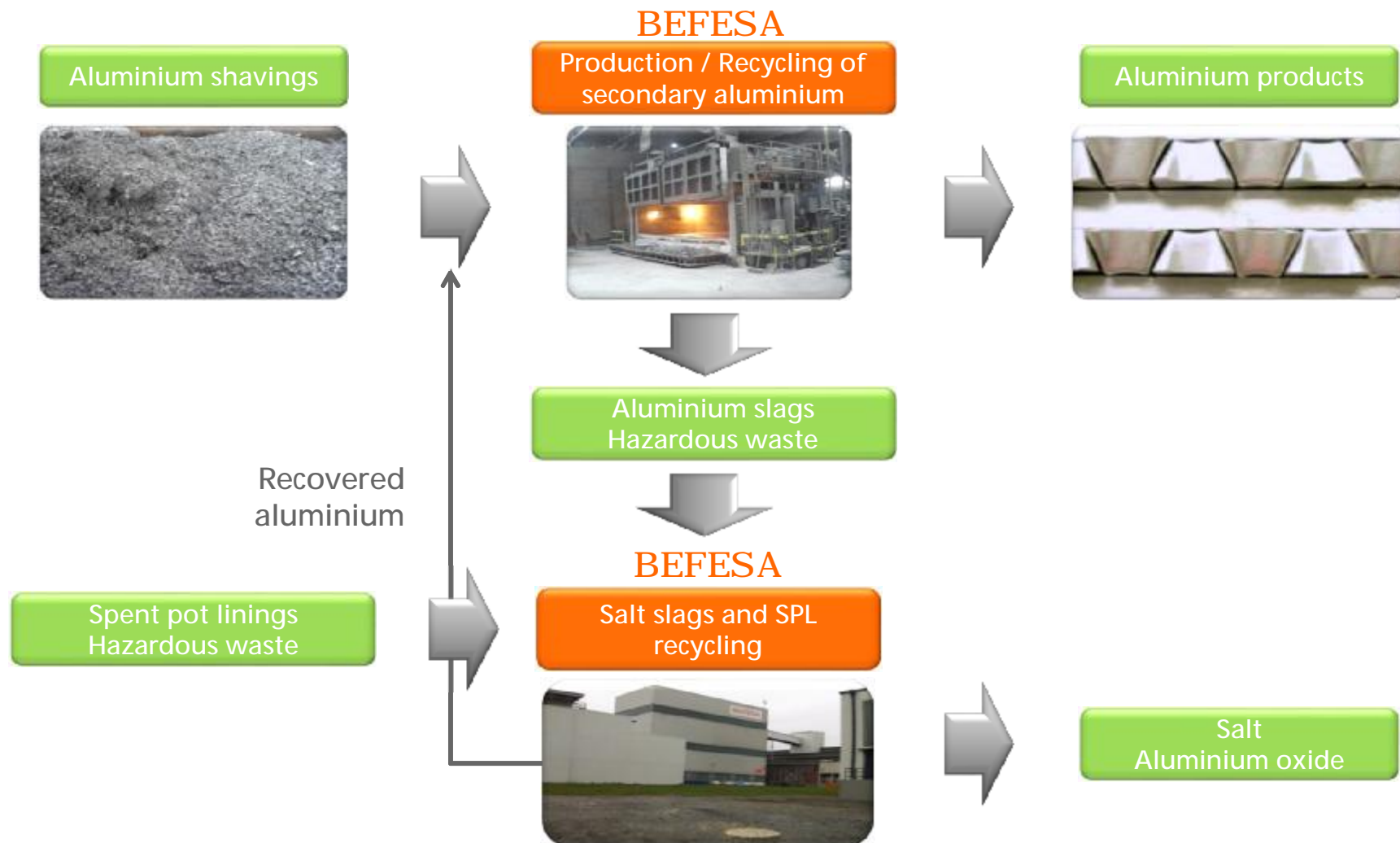
- Located close to our main clients.
- European leaders in recycling salt slags and SPLs (capacity of 630,000 tonnes per annum in 5 plants).
- The European salt slags market totals approximately 1 Mt.
- European leaders in recycling aluminium waste (capacity of 160,000 t per annum in 3 plants).
- Supply of waste and raw materials from all over Europe.
- World leaders in the sale of machinery and technology (casting and moulding lines).



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Recycling of aluminium,
salt slags and SPLs

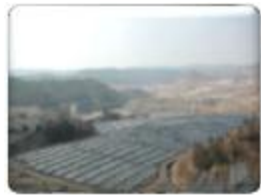
Present in the production of secondary aluminium and aluminium slags recycling,
focused on the European market



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Industrial waste management

Befesa's industrial waste management business unit covers the whole of the waste management cycle



6 landfills for secure waste elimination



7 transfer centres

6 classification plants for non-hazardous industrial waste

2 physical-chemical treatment plants

Other incineration, inertisation and liquid plants



Integral industrial cleaning



Waste collection and transport service

More than 15 centres across Spain

More than 850,000 t of industrial waste handled annually

Recycling other industrial wastes

- Plastics: recycling of agricultural greenhousing plastics.
- PCBs: Hazardous components from transformers, condensers and contaminated materials that are collected, transported and eliminated.
- Desulphurisation: Recovery of residual sulphur produced in oil refineries. The procedure resolves an environmental requirement.
- Strong presence in Latin America: Mexico, Argentina, Chile and Peru.

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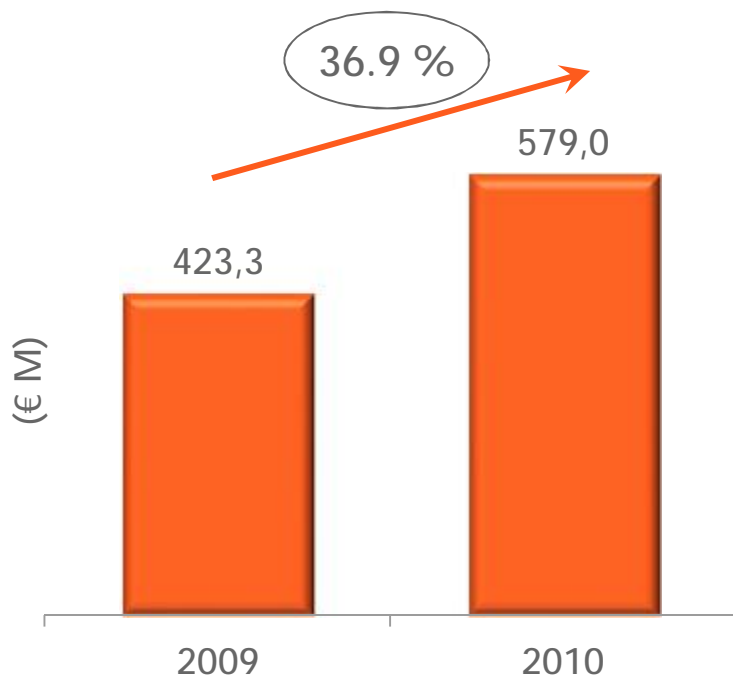
Financial figures

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Financial figures

Significant growth in sales and EBITDA

Sales



EBITDA

