

Bilfinger Group in € million	YTD			Q3			FY
	2020	2019	Δ in %	2020	2019	Δ in %	2019
Orders received	2.700	3.101	-13%	710	997	-29%	4.159
Order backlog	2.458	2.620	-6%	2.458	2.620	-6%	2.567
Revenue	2.579	3.256	-21%	870	1.101	-21%	4.327
EBITDA adjusted ¹⁾	57	127	-55%	49	62	-20%	212
EBITA adjusted ¹⁾	-22	47		23	34	-32%	104
EBITA margin adjusted ¹⁾	-0,9%	1,5%		2,7%	3,1%		2,4%
EBITA	-71	25		0	25	-101%	32
Amortization	-8	-3	-189%	0	-1	98%	-4
EBIT	-80	22		0	24		28
Financial result	-21	-11		-8	-10		-22
EBT	-101	11		-8	14		6
Income taxes	0	-16		-9	-7		-4
Earnings after taxes from continuing operations	-101	-5		-17	6		2
Earnings after taxes from discontinued operations	-2	15		-2	1		24
Minority interest	1	1		0	1		-2
Net profit	-103	9		-19	6		24
Net Profit adjusted ¹⁾	-32	17		11	17	-36%	49
EPS adjusted (in €) ¹⁾	-0,80	0,43		0,27	0,41		1,23
Equity ratio	31,6%	28,9%		31,6%	28,9%		34,4%
Working capital ²⁾	-146	111		-146	111		-56
Net cash (net debt) ³⁾	137	-47		137	-47		127
Cash flow from operating activities	97	-96		49	18		110
Adjusted cash flow from operating activities	121	-46		50	33		181
Investments	22	43	-50%	6	15	-57%	65
thereof in P,P,E	22	43	-50%	6	15	-57%	64
thereof in financial assets	0	0		0	0		2
Increase in right-of-use assets	29	27	7%	6	9	-34%	40
Free cash flow	78	-133		43	5		57
Adjusted free cash flow	102	-83		44	20		128
Employees	29.375	34.413	-15%	29.375	34.413	-15%	33.327

1) Adjustments see table "Reconciliation adjusted earnings"

2) Delta between current assets, excluding cash and cash equivalents and securities and current liabilities, excluding liabilities to banks.

3) Excluding leasing liabilities (Q3/20: 199 €m; Q3/19: 228 €m, FY 2020: 228 €m) and including marketable securities

4) Excluding JVs

Reconciliation adjusted earnings in € million	YTD			Q3			FY
	2020	2019	Δ in %	2020	2019	Δ in %	2019
EBITA	-71	25		0	25		32
Special items	49	23		24	9	167%	72
EBITA adjusted	-22	47		23	34		104
Adjusted financial result	-21	-23		-8	-10		-34
Adjusted income tax expense	12	-7		-4	-6		-19
Minority interest	1	1		0	1		-2
Net Profit adjusted	-32	17		11	17		49
EPS adjusted (in €)	-0,80	0,43		0,27	0,41		1,23

Special items in EBITA	YTD			Q3			FY
	2020	2019	Δ in %	2020	2019	Δ in %	2019
Disposal losses/write-downs, selling-related expenses	5	-5		3	1	200%	-3
Restructuring and SG&A efficiency	52	4		18	1		40
Compliance	-17	-1		0	-1		-1
IT Investments	9	25	-64%	3	8	-63%	36
Total	49	23	113%	24	9	167%	72

Outlook 2020 in € million	FY 2020e		FY 2019
	Group		
Revenue	Decrease of ~20%		4.327
EBITA adjusted	Positive		104
Free cash flow (reported)	Positive		57
Segment Engineering & Maintenance Europe			
Revenue	Significant decrease		2.578
EBITA adjusted	Significant decrease, but still positive		106
Segment Engineering & Maintenance International			
Revenue	Significant decrease		912
EBITA adjusted	Significant decrease to negative		42
Segment Technologies			
Revenue	Slight decrease		538
EBITA adjusted	Significant improvement, but still negative		-28
Reconciliation Group			
EBITA adjusted	Stable development		-17

Bilfinger Segments <i>in € million</i>	YTD			Q3			FY		
	2020	2019	Δ in %	2020	2019	Δ in %	2019		
Orders received									
Segment Engineering & Maintenance Europe	1.751	1.897	-8%	501	580	-14%	2.530		
Segment Engineering & Maintenance International	371	609	-39%	82	207	-60%	857		
Segment Technologies	491	313	57%	90	88	2%	456		
Reconciliation Group	87	282	-69%	36	123	-71%	316		
thereof OOP	185	307	-40%	45	128	-65%	356		
thereof HQ/ consolidation/ others	-98	-25	-288%	-9	-5	-79%	-39		
Group	2.700	3.101	-13%	710	997	-29%	4.159		
Order backlog									
Segment Engineering & Maintenance Europe	1.577	1.623	-3%	1.577	1.623	-3%	1.601		
Segment Engineering & Maintenance International	387	412	-6%	387	412	-6%	455		
Segment Technologies	493	408	21%	493	408	21%	374		
Reconciliation Group	2	176	-99%	2	176	-99%	137		
thereof OOP	81	199	-60%	81	199	-60%	144		
thereof HQ/ consolidation/ others	-79	-23	-246%	-79	-23	-246%	-7		
Group	2.458	2.620	-6%	2.458	2.620	-6%	2.567		
Revenue									
Segment Engineering & Maintenance Europe	1.635	1.907	-14%	571	647	-12%	2.578		
Segment Engineering & Maintenance International	403	718	-44%	108	238	-55%	912		
Segment Technologies	358	400	-10%	138	145	-5%	538		
Reconciliation Group	182	232	-22%	53	70	-24%	299		
thereof OOP	209	260	-19%	69	81	-14%	338		
thereof HQ/ consolidation/ others	-27	-28	2%	-16	-11	-53%	-40		
Group	2.579	3.256	-21%	870	1.101	-21%	4.327		
EBITA adjusted									
Segment Engineering & Maintenance Europe	33	69	-53%	27	31	-12%	106		
<i>EBITA margin adjusted</i>	2,0%	3,6%		4,7%	4,8%		4,1%		
Segment Engineering & Maintenance International	-23	26		-9	14		42		
<i>EBITA margin adjusted</i>	-5,7%	3,6%		-8,6%	5,7%		4,6%		
Segment Technologies	-19	-29		6	-7		-28		
<i>EBITA margin adjusted</i>	-5,4%	-7,3%		4,2%	-4,5%		-5,2%		
Reconciliation Group	-13	-19		-1	-4		-17		
thereof OOP	4	3	21%	3	2	78%	-1		
thereof HQ/ consolidation/ others	-17	-22		-4	-6		-16		
Group	-22	47		23	34	-32%	104		
<i>EBITA margin adjusted</i>	-0,9%	1,5%		2,7%	3,1%		2,4%		
Organic development									
<i>in € million</i>	YTD 2019	Δ Net acquisitions	Δ F/X	Δ Organic	YTD 2020				
Orders received									
Segment Engineering & Maintenance Europe	1.897	0	0%	-23	-1%	-124	-7%	1.751	-8%
Segment Engineering & Maintenance International	609	0	0%	0	0%	-237	-39%	371	-39%
Segment Technologies	313	-1	0%	0	0%	179	57%	491	57%
Group	3.101	-41	-1%	-37	-1%	-323	-10%	2.700	-13%
Revenue									
Segment Engineering & Maintenance Europe	1.907	0	0%	-21	-1%	-251	-13%	1.635	-14%
Segment Engineering & Maintenance International	718	0	0%	0	0%	-314	-44%	403	-44%
Segment Technologies	400	-1	0%	0	0%	-41	-10%	358	-10%
Group	3.256	-43	-1%	-35	-1%	-599	-18%	2.579	-21%
EBITA adjusted									
Segment Engineering & Maintenance Europe	69	0	0%	0	0%	-36	-52%	33	-53%
Segment Engineering & Maintenance International	26	0	0%	0	0%	-49	-189%	-23	-189%
Segment Technologies	-29	0	0%	0	0%	10	35%	-19	34%
Group	47	2	4%	-1	-2%	-71	-150%	-22	-147%
	Q3 2019	Δ Net acquisitions	Δ F/X	Δ Organic	Q3 2020				
Orders received									
Segment Engineering & Maintenance Europe	580	0	0%	-5	-1%	-73	-13%	501	-14%
Segment Engineering & Maintenance International	207	0	0%	-7	-3%	-118	-57%	82	-60%
Segment Technologies	88	0	0%	0	0%	2	2%	90	2%
Group	997	-10	-1%	-17	-2%	-261	-26%	710	-29%
Revenue									
Segment Engineering & Maintenance Europe	647	0	0%	-6	-1%	-70	-11%	571	-12%
Segment Engineering & Maintenance International	238	0	0%	-7	-3%	-123	-52%	108	-55%
Segment Technologies	145	-1	-1%	0	0%	-7	-5%	138	-5%
Group	1.101	-10	-1%	-20	-2%	-201	-18%	870	-21%
EBITA adjusted									
Segment Engineering & Maintenance Europe	31	0	0%	0	0%	-3	-11%	27	-12%
Segment Engineering & Maintenance International	14	0	0%	1	7%	-23	-171%	-9	-168%
Segment Technologies	-7	0	0%	0	0%	13	192%	6	189%
Group	34	0	0%	0	0%	-10	-30%	23	-32%