



BILFINGER

Bilfinger SE | Capital Markets Day 2018

Focus on Biopharma

Tobias Eitel, CEO of Bilfinger Industrietechnik Salzburg

Frankfurt, June 13, 2018

Overview

Biopharma is a core industry for Bilfinger

Engineering



Pipelines and assembly



Automation/ EI&C



Water solutions



Plants and systems

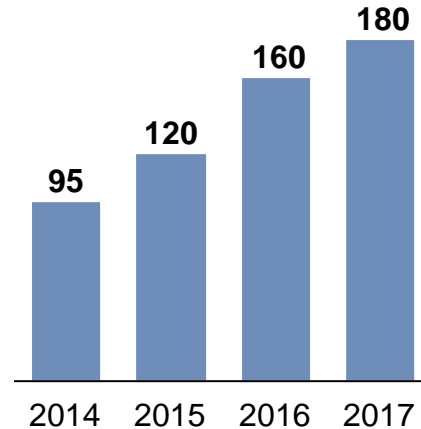


Services and maintenance



E&T

Revenues



- **Bilfinger is the largest European contractor**
- Active in Pharma since 1960
- 900 employees
- Located in Central European Biotech hubs
- Regional operations in China, South Korea and Russia

MMO

- Broad portfolio for Pharma & Biopharma with ~50 m € revenue per year
- Increasing focus on digitalization

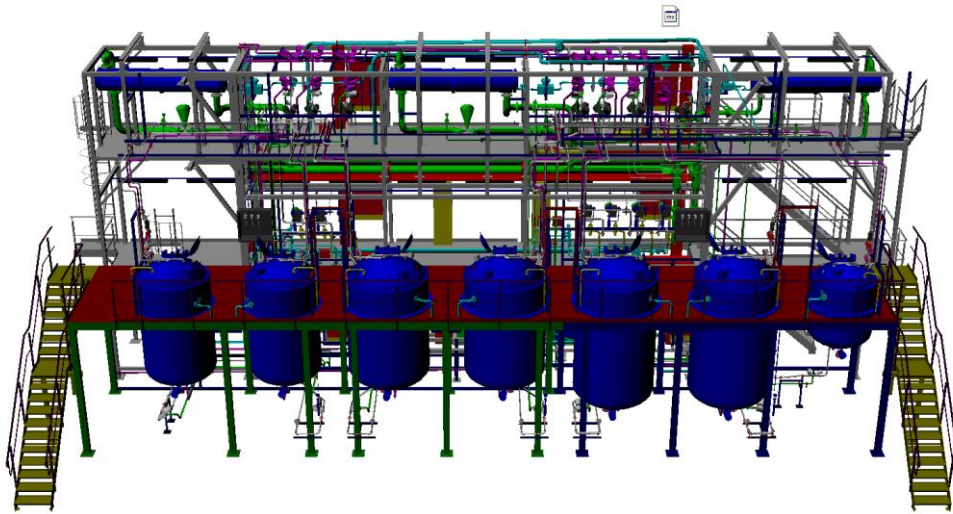


Tobias Eitel

CEO of Bilfinger Industrietechnik Salzburg

E&T Biopharma

Strong E&T competences from engineering to Superskids



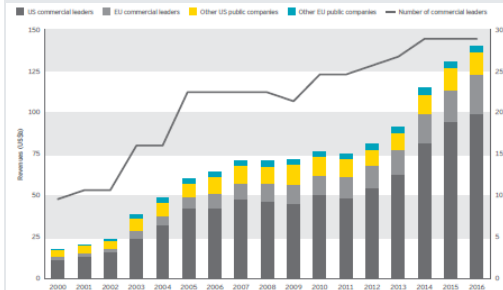
Market

Strong Growth in Biotech Pharma Market

Growth drivers for Pharma Sales

- Aging population¹⁾
- Rising wealth
- Affordability of medicine

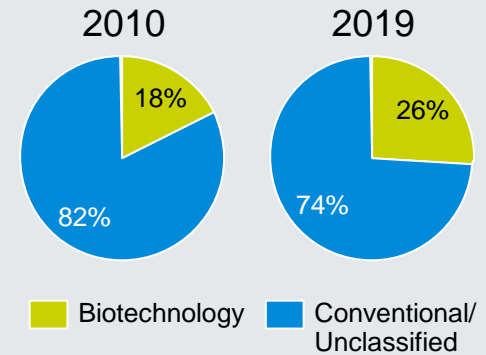
Growth in Pharma Sales



US and EU public company revenues

Growth in Biotech Capex Projects

Global pharma²⁾ sales by technology



- New products in bio-pharma are driving growth

1) Deloitte: 2016 Global Life Science Outlook

2) Prescription drug and over-the-counter pharmaceuticals

Bilfinger's Position and Outlook

Trends and Challenges are mastered by our unique set up

Trends & Challenges

▶ Clients requirements

- Global procurement worldwide: less suppliers
- One-stop shop for complete systems
- Diversified and wide engineering know-how
- Small EPCM solutions
- New production methods

▶ Competitors

- New entries from other regions and industrial branches

Bilfinger's set upwith further development

- ▶ • Biggest contractor in Europe in this market
- Wide portfolio of products & services
- Broad coverage in regions
- Engineering capabilities & capacities built up
- Step up in technology
- R&D innovator
- EPCM start up

Bilfinger's Position and Outlook

Repetitive clients trust in Bilfinger's expertise

Type

Examples

Large multinational corps



Midsized / special players



Small labs



Wrap Up

Why Bilfinger Pharma?

+ Choice between	<ul style="list-style-type: none">• tailor-made, customer-specific systems or• Bilfinger standard systems
+ Shortest delivery and realization times	<ul style="list-style-type: none">• 2 large-scale projects with over 400 persons were finished three months ahead of schedule
+ Well-organized project management	<ul style="list-style-type: none">• Successful installation of a biotechnological production plant worth € 35 million
+ Reliable partner, solid financial base	<ul style="list-style-type: none">• Sound parent company Bilfinger SE
+ Decades of industry experience	<ul style="list-style-type: none">• 52 years working for the pharmaceutical industry• 30 years of experience in building biotech facilities
+ Pre-fabrication and sophisticated logistics	<ul style="list-style-type: none">• Shortest implementation times• Lower space requirements und less staff on site
+ Adherence to schedules	<ul style="list-style-type: none">• Agreed deadlines are met!

= Excellent value for money!

