



Reporting Factsheet Q1 2020

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Bilfinger Group ¹⁾ <i>in € million</i>	Q1			FY
	2020	2019	Δ in %	2019
Orders received	1,060	971	9%	4,159
Order backlog	2,562	2,754	-7%	2,567
Revenue	915	1,008	-9%	4,327
EBITDA adjusted ²⁾	16	21	-24%	212
EBITA adjusted ²⁾	-11	-4	-150%	104
EBITA margin adjusted ²⁾	-1.2%	-0.4%		2.4%
EBITA	-20	-3	-647%	32
Amortization	-1	-1	9%	-4
EBIT	-21	-4	-472%	28
Interest result	-7	5		-22
EBT	-27	1		6
Income taxes	4	-3		-4
Earnings after taxes from continuing operations	-23	-2		2
Earnings after taxes from discontinued operations	-1	11		24
Minority interest	0	0	-50%	-2
Net profit ³⁾	-24	9		24
Net Profit adjusted ²⁾	-13	-6	-117%	49
EPS adjusted (in €) ²⁾	-0.31	-0.14	-121%	1.23
Equity ratio	34.3%	33.2%		34.4%
Working capital ⁴⁾	17	95		-56
Net debt / net cash (incl. marketable securities) ⁵⁾	-199	-253		-101
Cash flow from operating activities	-84	-89	6%	110
Adjusted cash flow from operating activities	-72	-70	-1%	181
Investments	9	15	-38%	65
thereof in P,P,E	9	15	-38%	64
thereof in financial assets	0	0		2
Increase in right-of-use assets	10	4	126%	40
Free cash flow	-93	-102	9%	57
Adjusted free cash flow	-80	-83	4%	128
Employees	33,864	35,858	-6%	34,120

1) All of the figures presented relate, unless stated otherwise to the Group's continuing operations; the figures for the prior-year period have been adjusted accordingly.

2) Adjustments see table "Reconciliation adjusted earnings"

3) Includes continuing and discontinued operations

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

5) Including IFRS 16 liabilities

Reconciliation adjusted earnings <i>in € million</i>	Q1			FY
	2020	2019	Δ in %	2019
EBITA	-20	-3	-647%	32
Special items	9	-2		72
EBITA adjusted	-11	-4	-150%	104
Adjusted financial result	-7	-4	-75%	-34
Adjusted income tax expense	5	2	113%	-19
Minority interest	0	0	-50%	-2
Net Profit adjusted continuing operations	-13	-6	-117%	49
EPS adjusted continuing operations (in €)	-0.31	-0.14	-121%	1.23

Special items in EBITA	Q1			FY
	2020	2019	Δ in %	2019
Disposal losses/write-downs, selling-related expenses	0	-7		-3
Restructuring and SG&A efficiency	6	0		40
Compliance	0	0		-1
IT Investments	3	6	-50%	36
Sum continuing operations	9	-2		72

Outlook 2020 <i>in € million</i>	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	Positive		106
Segment Engineering & Maintenance International			
Revenue	Significant decrease		912
EBITA adjusted	Positive		42
Segment Technologies			
Revenue	Slight decrease		538
EBITA adjusted	Significant improvement		-28
Reconciliation Group			
EBITA adjusted	Stable development		-17



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Bilfinger Segments <i>in € million</i>	Q1			FY 2019
	2020	2019	Δ in %	
Orders received				
Segment Engineering & Maintenance Europe	631	602	5%	2,530
Segment Engineering & Maintenance International	154	157	-1%	857
Segment Technologies	287	113	155%	456
Reconciliation Group	-13	100		316
thereof OOP	65	114	-43%	356
thereof HQ/ consolidation/ others	-78	-14	-455%	-39
Group	1,060	971	9%	4,159
Order backlog				
Segment Engineering & Maintenance Europe	1,516	1,656	-8%	1,601
Segment Engineering & Maintenance International	456	459	-1%	455
Segment Technologies	542	493	10%	374
Reconciliation Group	47	146	-68%	137
thereof OOP	130	177	-27%	144
thereof HQ/ consolidation/ others	-82	-31	-164%	-7
Group	2,562	2,754	-7%	2,567
Revenue				
Segment Engineering & Maintenance Europe	573	595	-4%	2,578
Segment Engineering & Maintenance International	165	213	-23%	912
Segment Technologies	113	118	-4%	538
Reconciliation Group	65	81	-20%	299
thereof OOP	67	90	-25%	338
thereof HQ/ consolidation/ others	-2	-8	73%	-40
Group	915	1,008	-9%	4,327
EBITA adjusted				
Segment Engineering & Maintenance Europe	4	11	-67%	106
<i>EBITA margin adjusted</i>	<i>0.7%</i>	<i>1.9%</i>		<i>4.1%</i>
Segment Engineering & Maintenance International	-1	5		42
<i>EBITA margin adjusted</i>	<i>-0.8%</i>	<i>2.1%</i>		<i>4.6%</i>
Segment Technologies	-5	-10	53%	-28
<i>EBITA margin adjusted</i>	<i>-4.3%</i>	<i>-8.9%</i>		<i>-5.2%</i>
Reconciliation Group	-8	-10	15%	-17
thereof OOP	-1	0	-73%	-1
thereof HQ/ consolidation/ others	-7	-9	20%	-16
Group	-11	-4	-150%	104
<i>EBITA margin adjusted</i>	<i>-1.2%</i>	<i>-0.4%</i>		<i>2.4%</i>

Organic development

in € million

	Q1 2019	Δ Net acquisitions	Δ F/X	Δ Organic	Q1 2020				
Orders received									
Segment Engineering & Maintenance Europe	602	0	0%	-3	5%	631	5%		
Segment Engineering & Maintenance International	157	0	0%	4	3%	154	-1%		
Segment Technologies	113	0	0%	1	1%	174	154%	287	155%
Group	971	-20	-2%	1	0%	108	11%	1,060	9%
Revenue									
Segment Engineering & Maintenance Europe	595	0	0%	-4	-1%	-19	-3%	573	-4%
Segment Engineering & Maintenance International	213	0	0%	5	2%	-53	-25%	165	-23%
Segment Technologies	118	0	0%	0	0%	-5	-5%	113	-4%
Group	1,008	-23	-2%	-1	0%	-69	-7%	915	-9%
EBITA adjusted									
Segment Engineering & Maintenance Europe	11	0	0%	0	0%	-8	-67%	4	-67%
Segment Engineering & Maintenance International	5	0	0%	0	0%	-6	-	-1	-
Segment Technologies	-10	0	0%	0	0%	6	53%	-5	53%
Group	-4	3	-75%	0	0%	-9	-206%	-11	-150%