

# Business segments

## Civil

€ million	2006	2005	Δ in %	Output volume in %	
Output volume	2,973	2,747	+8	Abroad	80
Orders received	4,580	2,984	+53	Germany	20
Order backlog	4,706	3,344	+41		
Capital expenditure	73	65	+12		
EBITA	+43	+50	-14		
Employees	14,628	23,480	-38		

## Building and Industrial

€ million	2006	2005	Δ in %	Output volume in %	
Output volume	2,069	2,081	-1	Abroad	60
Orders received	2,053	2,122	-3	Germany	40
Order backlog	1,754	2,095	-16		
Capital expenditure	4	8	-50		
EBITA	+22	-14			
Employees	3,745	9,629	-61		

## Services

€ million	2006	2005	Δ in %	Output volume in %	
Output volume	2,881	2,250	+28	Abroad	55
Orders received	3,345	2,441	+37	Germany	45
Order backlog	2,285	1,568	+46		
Capital expenditure	52	27	+93		
EBITA	+123	+90	+37		
Employees	30,218	21,709	+39		

## Concessions

Number / € million	2006	2005	Δ in %	Equity investments in %	
Projects in portfolio	15	17	-12	Abroad	92
thereof, under constr.	8	8	0	Germany	8
Committed equity	137	177	-23		
thereof, paid-in	56	130	-57		
EBITA	-4	+4			
Employees	105	80	+31		

As a construction and services group with global operations, Bilfinger Berger offers holistic solutions in the fields of real estate, infrastructure, industry and power-plant services. We consis-

tently pursued our long-term corporate strategy during the year under review, and further strengthened our position as an internationally active Multi Service Group.

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The focus of activities for our Civil business segment is on international markets, including Australia, European and African countries, North America and the Persian Gulf region. Our technical expertise and ability to responsibly manage major infrastructure projects are recognized by

public-sector clients and are an important foundation of our success. The segment's divisions have their own specialties, and close cooperation with the regional units makes these skills widely available.

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The Building and Industrial segment comprises our Building division in Germany as well as the building and industrial activities of our subsidiaries and associated companies in Australia and Nigeria. Most of our business in this segment is for private-sector clients. We adopt a holistic

approach, combining, consulting, design, turnkey construction, development, financing, maintenance and operation. With this business model, we develop a broad base of customer relations and differentiate ourselves from the competition.

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The Services business segment is divided into Industrial Services, Power Services and Facility Services. The Industrial Services division offers its clients in the processing industry comprehensive services for the repair, maintenance and modernization of their production facilities. Power Services' activities range from repair and maintenance to efficiency enhancements and lifetime extensions for power plants as well as

the supply of components for plant engineering. Facility Services provides services connected with real estate, ranging from individual solutions to integrated services. We undertake challenging tasks in the health sector as well as the maintenance and operation of complex building equipment or the portfolio and asset management of whole groups of real-estate properties.

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The Concessions business segment encompasses Bilfinger Berger's private-sector concessions business. The segment concentrates on transport infrastructure and public-sector building con-

struction. Its key markets are Australia, the United Kingdom, other countries of the European Union, Germany and Canada.

## Key figures

€ million	2004	2005	2006
<b>Output volume</b>	6,111	7,061	7,936
<b>Orders received</b>	6,139	7,545	10,000
<b>Order backlog</b>	6,339	7,001	8,747
<b>Capital expenditure</b>	165	330	370
Property, plant and equipment	70	102	136
Financial assets	95	228	234
<b>Employees (at year-end)</b>	49,852	55,346	49,141

### Balance sheet

Balance-sheet total	3,720	4,357	5,129	
Equity capital	1,131	1,189	1,206	
Equity ratio	in %	30	27	24
Working capital	- 534	- 645	- 641	
Cash and cash equivalents	914	832	783	
Liabilities to banks, recourse	134	128	139	
Liabilities to banks, non-recourse	205	495	827	
Capital employed	1,368	1,391	1,384	

### Earnings

EBITA	81	115	180	
Net profit	51	66	92	
Cash flow from operating activities	198	188	207	
Cash flow per share	in €	5.39	5.09	5.57
Earnings per share	in €	1.39	1.80	2.48
Dividend per share	in €	1.00	1.00	1.25

### Profitability

Return on output (EBITA/output volume) in %	1.3	1.6	2.3
Return on equity (ROE) in %	4.6	5.9	8.1
Return on capital employed (ROCE) in %	8.8	10.9	16.3
Value added	-30	-2	80