



# Bilfinger

The international engineering and services group

September 3, 2015

# WE MAKE YOUR BUSINESS

Bilfinger SE is a leading international engineering and services group. With the comprehensive technological expertise and experience of its approximately 60,000 employees, the company offers customized services for industrial facilities and real estate. Bilfinger generates an annual output volume of more than €8 billion in its Industrial and Building and Facility business segments. [www.bilfinger.com](http://www.bilfinger.com)

# WORK



# Bilfinger

## The best of two worlds

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THE ENGINEER



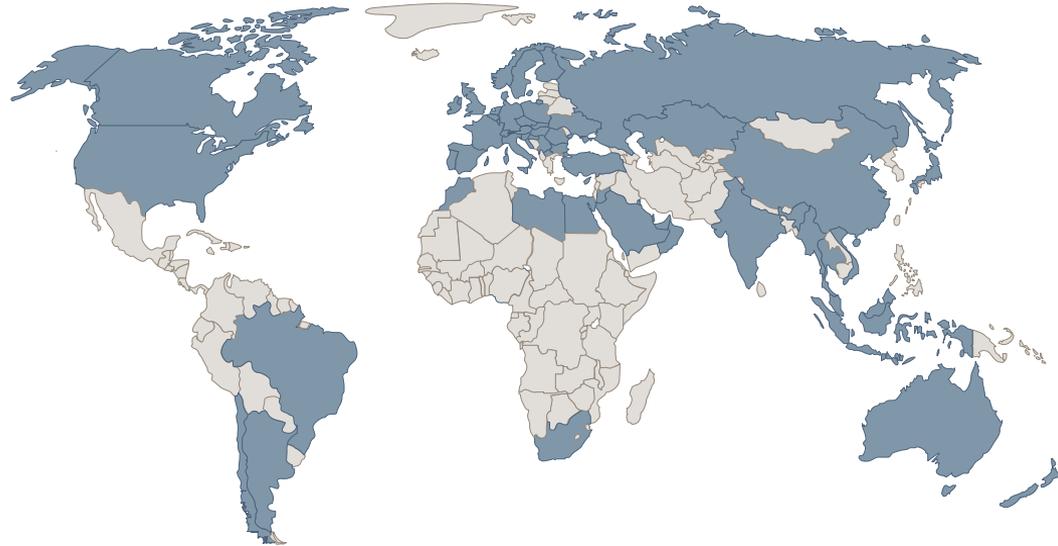
THE SERVICE PROVIDER

Bilfinger combines the qualities of its employees like no other company: the ingenuity of the engineer with the attitude, customer orientation and passion of the exacting service provider.



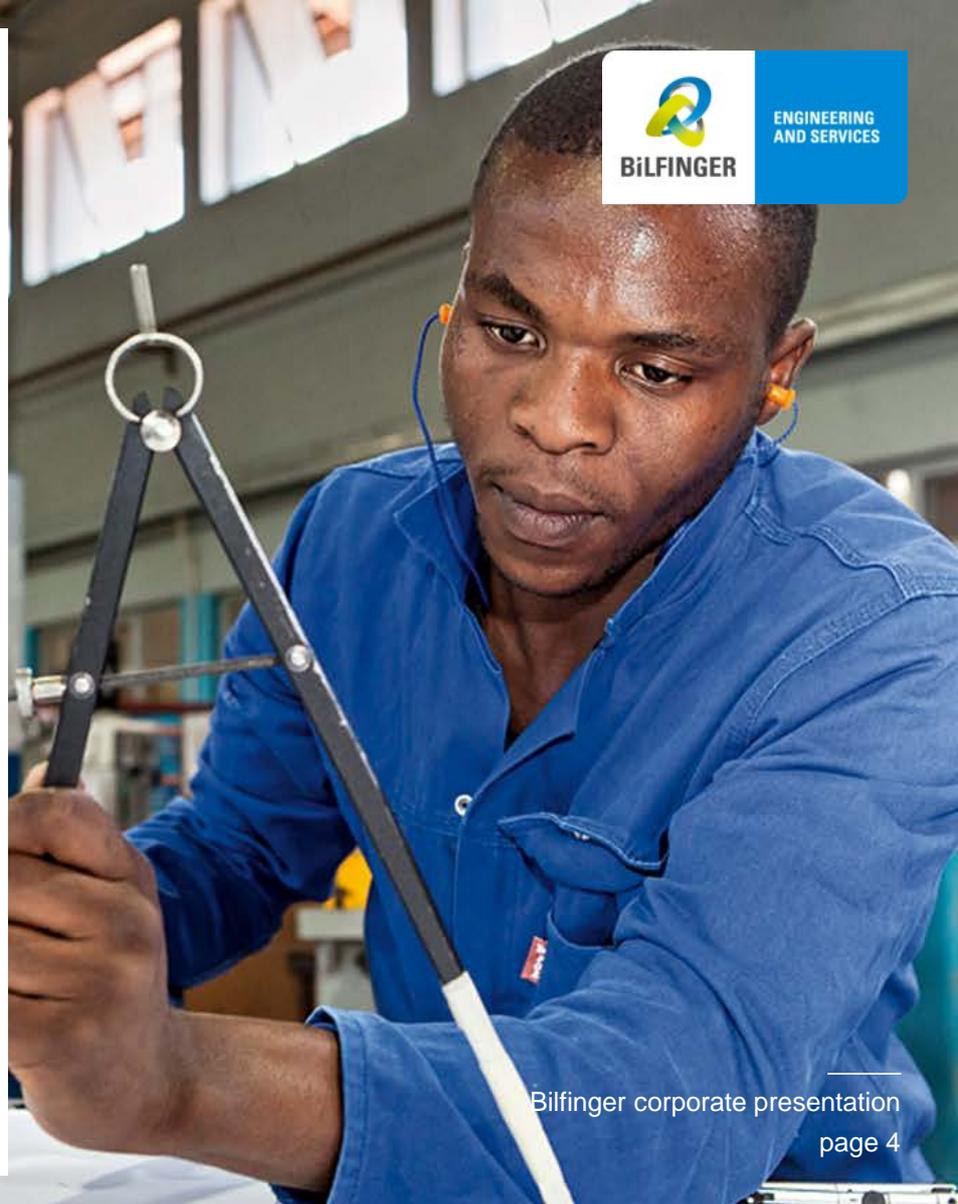
# Bilfinger

At work around the world for our clients



Output volume by region | 2014

|                            |               |
|----------------------------|---------------|
| 43% Europe outside Germany | 3% Africa     |
| 37% Germany                | 4% Asia       |
| 13% America                | <1% Australia |



# Bilfinger

## A strong partner

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- We aspire to be the first choice when it comes to solving complex tasks for clients in the industrial and real-estate sectors.
- Driven by a 'German Engineering' attitude, we master demanding tasks – with a tailored approach that is rich in ideas and innovative.
- As a reliable partner we deliver individual and sustainable results with competence and experience.



# Bilfinger

Combining our skills for your success

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## Industry:

**33,000 engineers, technicians and fitter machinists** provide services for the design, engineering, maintenance and modernization of industrial plants.

## Real Estate:

**24,000 building and plant technicians, administrators, facility managers and service specialists** offer their clients a comprehensive range of services in technical, commercial and infrastructural real-estate services.



### INDUSTRIAL

Industrial Maintenance

Insulation, Scaffolding  
and Painting

Oil and Gas

Industrial Fabrication and  
Installation

Engineering,  
Automation and Control

Support Services

### BUILDING AND FACILITY

Building

Facility Services

Real Estate

Water Technologies



# Bilfinger

## Sustainable corporate principles

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Bilfinger is committed to a sustainable business philosophy:

### COMPLIANCE

Our compliance system meets international standards. Our Code of Conduct serves as the basis for compliance rules that are valid throughout the Group.

### HEALTH

Sport and exercise, physical and psychological health along with optimal workplace conditions are key components of our personnel development.

### SAFETY

We are committed to occupational safety at all levels of the Group and together seek to achieve the goal of “zero harm”.

### ENVIRONMENT

Environmental protection has been firmly anchored in our HSEQ principles. Many Group companies have relevant certifications.

### QUALITY

We review the integrity of our suppliers and have management systems in place to ensure the quality of our own services.



ENGINEERING  
AND SERVICES

# Bilfinger

## Combining our skills for your success

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60,000  
Employees

Diverse range  
of competences

**WE  
MAKE  
IT  
WORK**

➤ Bilfinger enables its clients to focus  
on their core competences.



# Reaching our goals together

## Example industry | Huntsman project



### Range of services

- Engineering
- Procurement
- Construction management
- Scaffolding
- Insulation
- Corrosion protection
- Piping systems

### Corporate units

- Insulation, Scaffolding and Painting
- Industrial Fabrication and Installation
- Engineering, Automation and Control

# Reaching our goals together

Example real estate | Office building "one", Oberhausen



## Range of services

- Consulting
- Design
- Construction
- Operation
- Sustainability

## Corporate units

- Building
- Facility Services



# WE MAKE 24/7

Jan Wegner works at the TOTAL Refinery in Leuna: As technical service provider, Bilfinger's responsibilities include making sure that the 700 kilometers of piping are constantly monitored and maintained. We thus ensure that the plant delivers what it is supposed to deliver day in and day out: 1 million litres of diesel and benzene – an hour. [www.bilfinger.com](http://www.bilfinger.com)

# WORK

  
BILFINGER



**BILFINGER** ENGINEERING AND SERVICES

# Industrial

Your industry – our experience



## Divisions

- Industrial Maintenance
- Insulation, Scaffolding and Painting
- Oil and Gas
- Industrial Fabrication and Installation
- Engineering, Automation and Control
- Support Services

## Services

- Design, engineering, maintenance and modernization of industrial plants over their entire lifecycle

## Areas of activity

- Piping systems
- Machine and valve service
- Plant assembly
- Machinery and apparatus engineering
- Electrical instrumentation and control technology
- Laboratory and analysis technology
- Insulation
- Scaffolding
- Corrosion protection

## Clients

- Process and manufacturing industry in the core markets oil & gas
  - Refineries and petrochemicals
  - Chemicals and agricultural chemicals
  - Pharmaceutical
- Food and beverages
- Energy production
- Steel and aluminum

## References

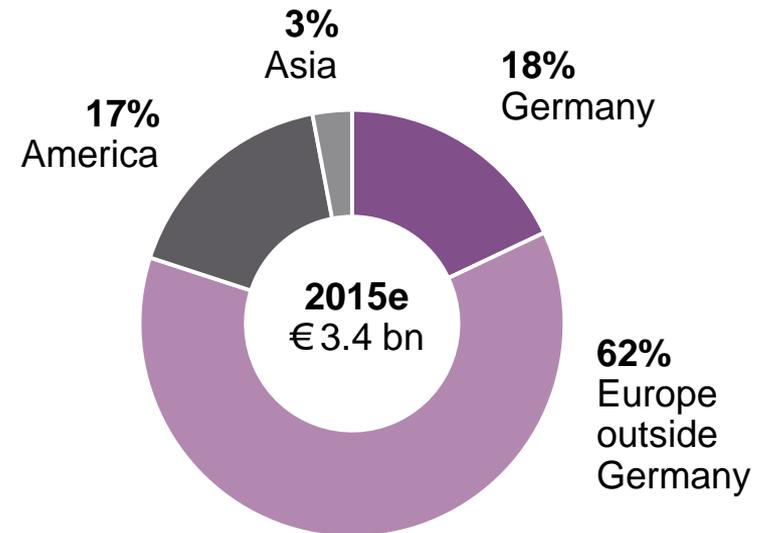
Fortum hydroelectric power plant | Sweden

Yibal Oil Field | Sultanate of Oman

### Key figures

| € million                    | 01 – 06 / 2015 |
|------------------------------|----------------|
| Output volume                | 1,781          |
| Orders received              | 1,716          |
| Order backlog                | 2,416          |
| EBITA (adjusted)             | 49             |
| Number of employees (30.06.) | 32,977         |

### Output volume by region | 01 – 06 / 2015



# Industrial

Your task – our solution



## Fortum hydroelectric power plant | Sweden

- Maintenance of 125 hydroelectric power plants with 250 dams
- Takeover and integration of 180 service technicians from the customer
- Introduction of a mobile solution for the efficient planning and execution of orders

**Client** Fortum Corporation  
Finland

**Period** 2015 – 2017 (option for  
two year extension)

# Industrial

Your task – our solution



## Yibal Oil Field | Sultanate of Oman

- Comprehensive modernization of production facilities during ongoing operations
- Front-end engineering design (FEED) of the entire field within one year with 140,000 man hours
- Implementation within the scope of an engineering and maintenance contract (joint venture)

**Client** Petroleum Development  
Oman (PDO)

**Period** 2011 – 2018

# WE MAKE FOOTBALL WORK

Sebastian Maal works at Bilfinger. He ensures the grass in the Frankfurt's Commerzbank arena is always in top shape. And since there will always be another game, part of the turf needs to be replaced every now and then. In the darker winter months, an oversized solarium is brought into the game: ultraviolet rays emanate from 360 lights helping the grass to grow – which means that it is in fact always greener. Bilfinger is responsible for facility management of the arena. [www.bilfinger.com](http://www.bilfinger.com)



**BILFINGER**

ENGINEERING  
AND SERVICES

# Building and Facility

Your industry – our experience



## Divisions

- Building
- Facility Services
- Real Estate
- Water Technologies

## Services

All services throughout the lifecycle of real-estate properties:

- Development, design and construction services
- Technical, commercial and infrastructural services

## Areas of activity

- Asset and property management
- Catering services
- Cold storage construction
- Construction logistics
- Development, design, consulting
- Façade technology
- Infrastructural & healthcare services
- Integrated facility management
- Public private partnership
- Production-related services
- Renovation
- Turnkey construction
- Building technology
- Infrastructural and health care services
- Water technology

## Clients

- Public and private clients of all types, particularly professional real estate owners

## References

- Intu Retail Services | Great Britain
- BASF office building, Bilfinger One | Germany

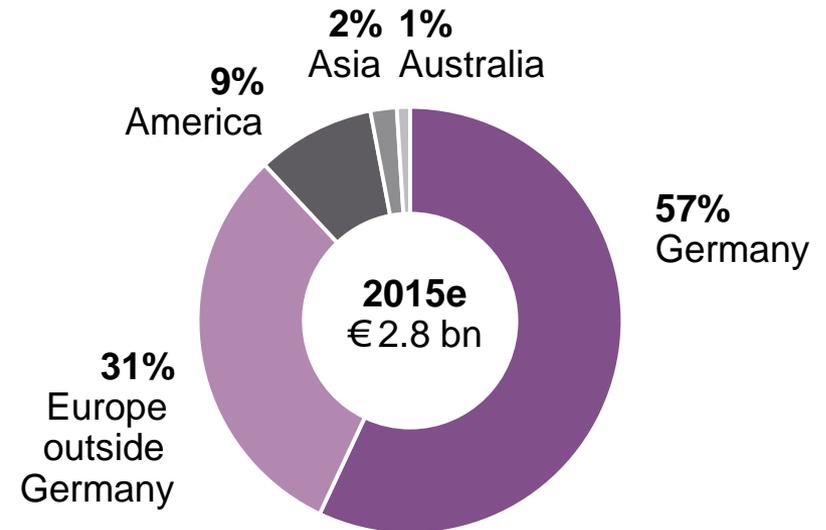
# Building and Facility

## Facts and figures

### Key figures

| € million           | 01 – 06 / 2015 |
|---------------------|----------------|
| Output volume       | 1,372          |
| Orders received     | 1,922          |
| Order backlog       | 2,606          |
| EBITA (adjusted)    | 52             |
| Number of employees | 23,327         |

### Output volume by region | 01 – 06 / 2015



# Building and Facility

## Your task – our solution



### Intu Retail Services | Thurrock, Great Britain

- Joint venture between Intu and Bilfinger Europa Facility Management
- Total Facilities Management including Technical Maintenance, Energy Management, Cleaning, Security and Project Management
- All shopping centres owned and managed by Intu across the UK

|               |                      |
|---------------|----------------------|
| <b>Client</b> | Intu Retail Services |
| <b>Volume</b> | £70 million          |
| <b>Period</b> | since 2013, ongoing  |

# Building and Facility

## Your task – our solution



### **BASF office building, Bilfinger One | Ludwigshafen, Germany**

- Development, design, construction and maintenance of an office building for the BASF Chemical company
- Space for 1,500 work places in around 38,000 m<sup>2</sup> of gross floor space
- Construction of a parking garage with space for around 920 vehicles

|               |             |
|---------------|-------------|
| <b>Client</b> | BASF        |
| <b>Volume</b> | €80 million |
| <b>Period</b> | 2013 – 2014 |

# Key figures for the Group

| € million                   | 01 – 06 / 2014 | 01 – 06 / 2015 |
|-----------------------------|----------------|----------------|
| Output volume               | 2,933          | 3,117          |
| Orders received             | 2,710          | 3,586          |
| Order backlog               | 4,854          | 5,005          |
| Net profit (adjusted)       | 54             | 33             |
| EBITA (adjusted)            | 87             | 63             |
| Number of employees (30.06) | 57,344         | 57,250         |

*All information relates to continuing operations.*

*EBITA adjusted in the first half of 2015 for one-time expenses in connection with the Bilfinger Excellence efficiency-enhancing program, for restructuring expenses and gains from the sale and revaluation of investments in the Nigerian business.*

*Net profit also adjusted for amortization of intangible assets from acquisitions.*

*In addition, with income taxes in the first half of 2015, adjustment for effects from the write-down of previously deferred taxes on tax-loss carryforwards of Bilfinger SE. The effective tax rate was normalized to 31 percent.*



**WE  
MAKE  
YOUR BUSINESS  
WORK**