

## Preliminary Report Financial Year 2008

Investors' and Analysts' Conference Call on February 10, 2009

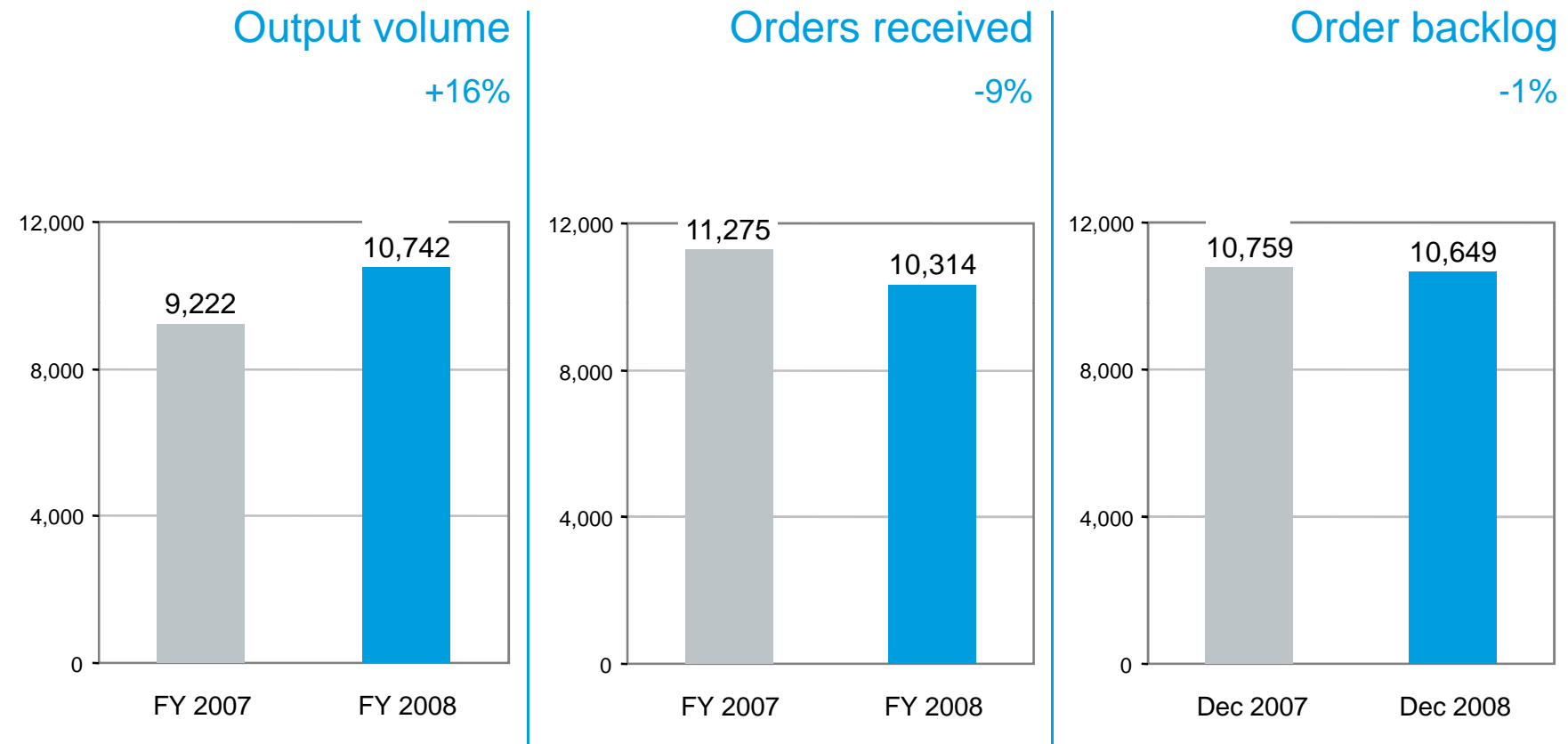
Herbert Bodner, CEO



## FY 2008: Highlights

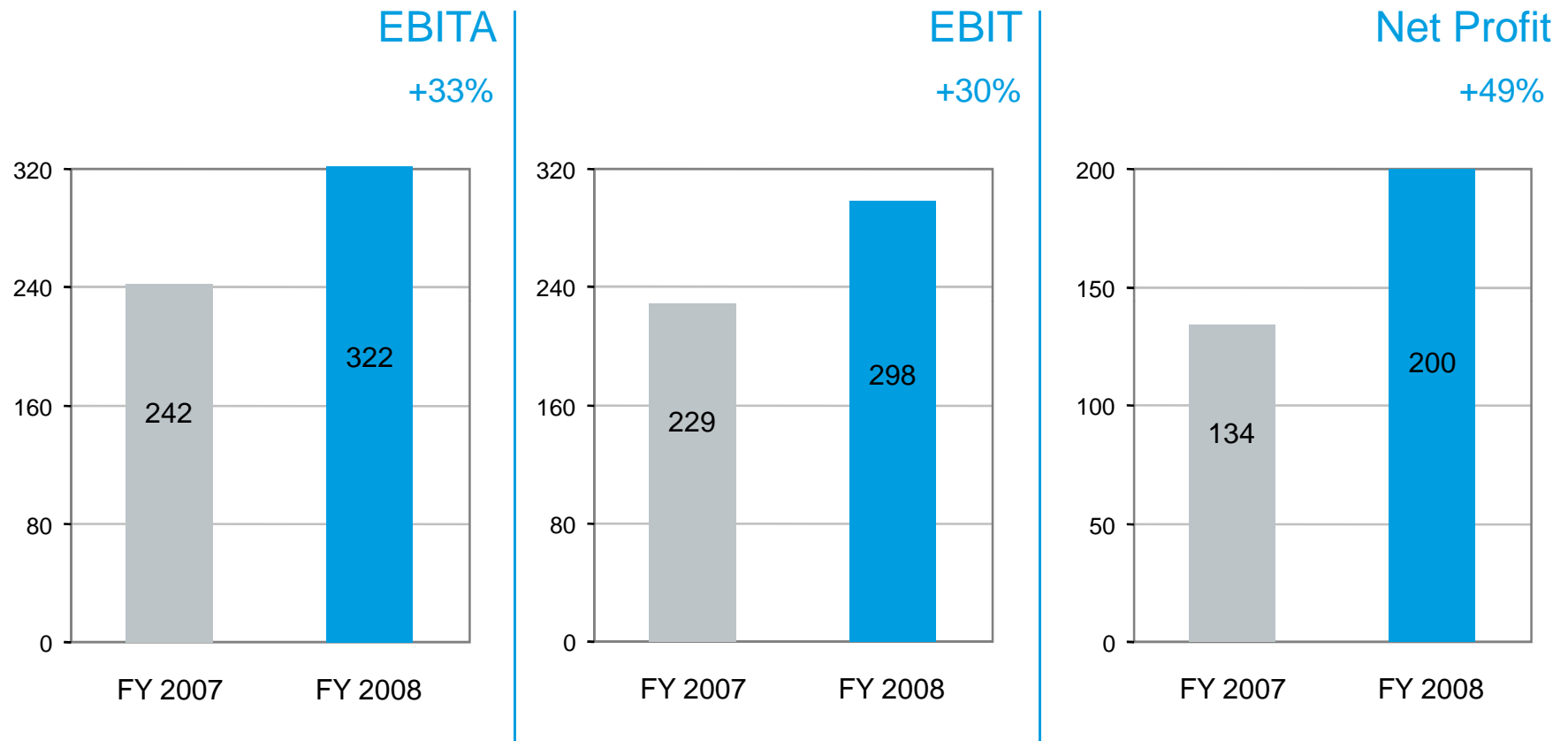
- Output volume increased
- Earnings exceed forecast
- Sound financial situation
- Higher dividend proposed

## Orders received down due to strict order selection in construction and exchange rate fluctuations



in € million

Earnings increased once again, exceeding the forecast  
 Exceptional item of plus € 45 million pre-tax and € 60 million after-tax

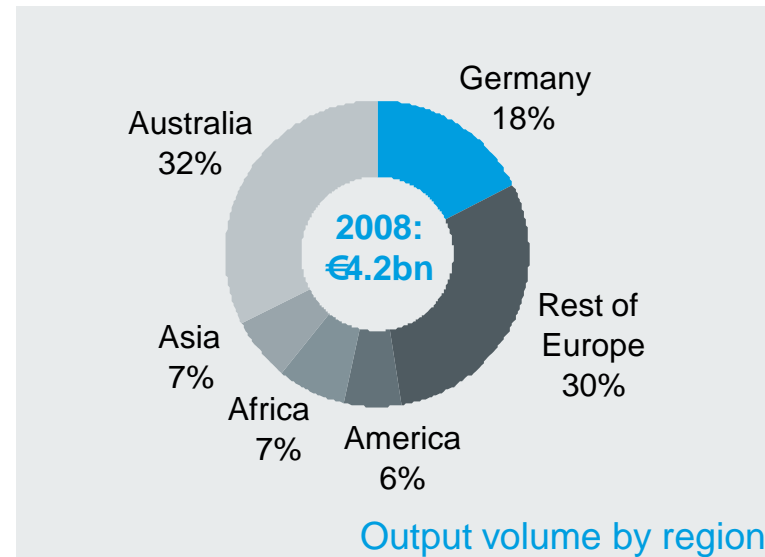


in € million

## Civil: Focus on execution of strong order backlog

### Markets and highlights

- Orders received and backlog influenced by concentration on selected projects in bidding new work and exchange rate fluctuations
- EBIT at €17 million due to one-time charge in Q2
- Economic stimulus packages should benefit the company



### Outlook 2009

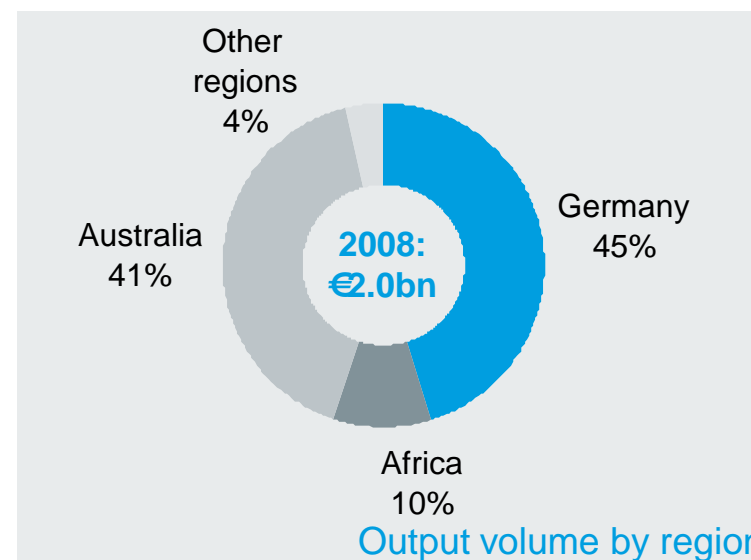
- Lower volume due to sale of Razel, but increase in earnings

in € million	FY 2007	FY 2008	Change
<b>Output volume</b>	3,647	<b>4,161</b>	14%
<i>thereof international</i>	80%	82%	
<b>Orders received</b>	4,528	<b>3,541</b>	-22%
<b>Order backlog</b>	5,507	<b>4,482</b>	-19%
<b>Capital expenditure</b>	112	<b>120</b>	7%
<b>EBIT</b>	58	<b>17</b>	-71%

## Building and Industrial: Weakening demand in commercial and industrial construction

### Markets and highlights

- Decrease in EBIT to € 14 million as a result of additional costs in Germany
- Weakening demand in commercial and industrial construction
- Economic stimulus packages should support demand for public buildings



### Outlook 2009

- Volume at previous year's level, increase in earnings

in € million	FY 2007	FY 2008	Change
<b>Output volume</b>	1,965	<b>2,020</b>	3%
<i>thereof international</i>	58%	55%	
<b>Orders received</b>	2,596	<b>1,915</b>	-26%
<b>Order backlog</b>	2,385	<b>2,263</b>	-5%
<b>Capital expenditure</b>	8	<b>13</b>	63%
<b>EBIT</b>	24	<b>14</b>	-42%

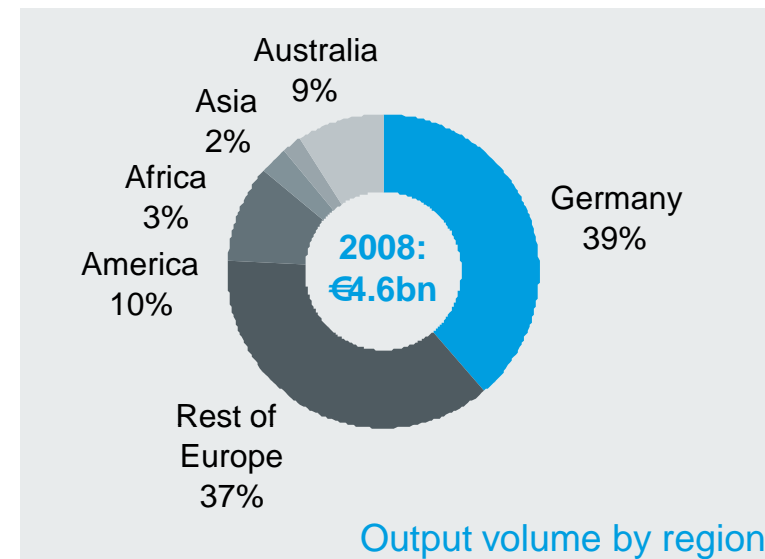
## Services: Again a very successful year

### Markets and highlights

- Output volume in  
 Industrial Services: €2,777 million  
 Power Services: €782 million  
 Facility Services: €1,019 million
- Organic growth rates:  
 8% in output volume, 20% in EBIT
- EBIT margin of 4.9%

### Outlook 2009

- Output volume at least at prior year's level  
 Earnings are not expected to reach the very good level of 2008



in € million	FY 2007	FY 2008	Change
<b>Output volume</b>	3.606	<b>4.578</b>	27%
<i>thereof international</i>	58%	61%	
<b>Orders received</b>	4.125	<b>4.875</b>	18%
<b>Order backlog</b>	2.844	<b>3.919</b>	38%
<b>Capital expenditure</b>	82	<b>96</b>	17%
<b>EBIT</b>	167	<b>224</b>	34%

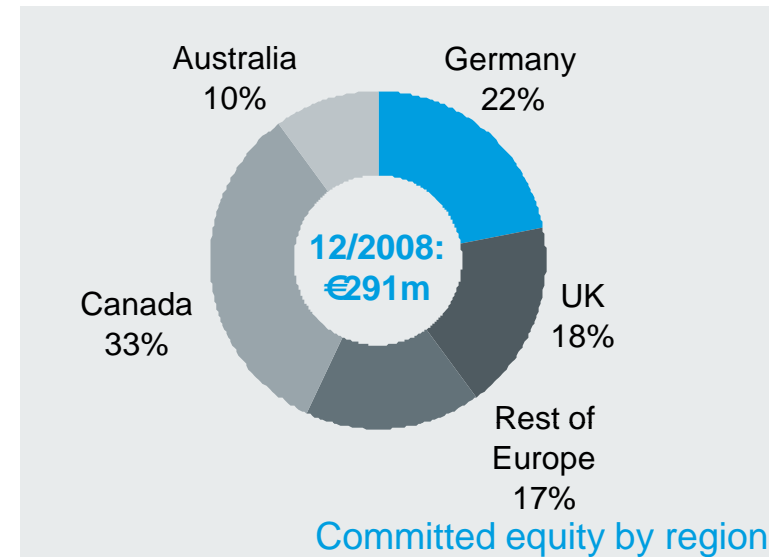
## Concessions: A record year

### Markets and highlights

- Six financial closes with € 130 million additional committed equity in 2008
- EBIT improved to €9 million
- Rise of NPV to €154 million with an average discount rate of 10.5%
- Beginning of 2009: Financial close for transport infrastructure project in Scotland  
→ Committed equity currently at €335 million

### Outlook 2009

- Financial close of new projects more difficult but achievable



number / in € million	FY 2007	FY 2008	Change
<b>Projects in portfolio</b>	18	<b>24</b>	33%
<i>thereof under construction</i>	9	<b>13</b>	44%
<b>Committed equity</b>	161	<b>291</b>	81%
<i>thereof paid-in</i>	71	<b>101</b>	42%
<b>NPV of future cash flows</b>	119	<b>154</b>	29%
<b>EBIT</b>	-2	<b>9</b>	



## Outlook

- Based on current assessments of future economic development we expect for 2009:
  - Output volume in the range of €10 billion
  - EBIT and net profit at least at prior year's level (after adjustment for the exceptional item) of €250 million and €140 million respectively
- The Group adheres to the targeted EBIT-margins:
  - Civil: 2.5 to 3.0%
  - Building and Industrial: 1.5 to 2.0%
  - Services: 4.5% (i.e. 5.0% EBITA)

Bilfinger Berger is confident that these targets will be achieved when the global economy improves.

## Preliminary Report Financial Year 2008

Investors' and Analysts' Conference Call on February 12, 2009

Dr. Jürgen M. Schneider, CFO



## Change from EBITA to EBIT

Amortization of intangible assets from acquisitions relates to Services only

in € million	EBITA 2007		EBIT 2007		EBITA 2008		EBIT 2008	
		<i>Margin</i>		<i>Margin</i>		<i>Margin</i>		<i>Margin</i>
Civil	58	1.6%	58	1.6%	17	0.4%	17	0.4%
Building and Industrial	24	1.2%	24	1.2%	14	0.7%	14	0.7%
Services	180	5.0%	167	4.6%	248	5.4%	224	4.9%
Concessions	-2		-2		9		9	
Consolidation, other	-18		-18		34		34	
	<b>242</b>	<b>2.6%</b>	<b>229</b>	<b>2.5%</b>	<b>322</b>	<b>3.0%</b>	<b>298</b>	<b>2.8%</b>

→ The amortization of intangible assets from acquisitions in the amount of €24 million (2007: €13 million) is now part of costs of sales in the income statement

## Strong increase in earnings

in € million	FY 2007	FY 2008
<b>EBIT</b>	<b>229</b>	<b>298</b>
Net interest result	-1	-15
<b>EBT</b>	<b>228</b>	<b>283</b>
Income taxes	-88	-79
Minority interest	-6	-4
<b>Net profit</b>	<b>134</b>	<b>200</b>

## Increase in interest expense due to placement of promissory note loan in July

in € million	FY 2007	FY 2008
Interest income	32	34
Interest expense	-15	-22
Gain on disposal of securities	1	1
<b>Current interest result</b>	<b>18</b>	<b>13</b>
<b>Net interest from pensions</b>	<b>-7</b>	<b>-10</b>
<b>Interest expense for minority interest</b>	<b>-12</b>	<b>-18</b>
<b>Net interest result</b>	<b>-1</b>	<b>-15</b>

## Sound net cash position despite significant investment activity

in € million	Dec 31 2007	Mar 31 2008	Jun 30 2008	Sept 30 2008	Dec 31 2008
Cash & marketable securities	796	697	556	607	720
Financial liabilities (excluding non-recourse)	-111	-115	-127	-372	-328
Pension provisions	-135	-136	-142	-220	-219
<b>Net cash (+) / net debt (-) position</b>	<b>550</b>	<b>446</b>	<b>287</b>	<b>15</b>	<b>173</b>
Concessions equity bridge loans	59	59	54	83	90
Intra-year working capital need					- 250 to - 300
<b>Valuation net cash (+) / net debt (-)</b>					<b>0 to -50</b>

→ Equity-bridge loans for Concessions projects are already invested cash, which is not yet reflected in paid-in equity

## Sound financial situation No short-term refinancing needs

in € million	Dec 31, 2007	Dec 31, 2008
Balance sheet total	6,128	6,773
Goodwill (including intangibles from acquisitions)	768	1,219
Net equity	1,332	1,141
Equity ratio excluding non-recourse debt	28%	22%
Adjusted net debt / adjusted EBITDA	0.3	0.8
Net working capital	-697	-890

→ Financial situation was not impaired by the crisis in the financial markets

→ Sufficient financial means are available for further development of the Group

## Strong operating cash flow as a result of lower working capital needs

in € million	FY 2007	FY 2008
<b>Cash earnings</b>	<b>289</b>	<b>322</b>
Change in working capital	53	161
Gains on disposals of non-current assets	-17	-126
<b>Cash flow from operating activities</b>	<b>325</b>	<b>357</b>
Net capital expenditure on property, plant and equipment / Intangibles	-183	-108
Proceeds from the disposal of financial assets	10	92
<b>Free Cashflow</b>	<b>152</b>	<b>341</b>
<b>Investments in financial assets</b>	<b>-64</b>	<b>-460</b>
<b>Cash flow from financing activities</b>	<b>-70</b>	<b>83</b>
<b>Change in cash and marketable securities</b>	<b>18</b>	<b>-36</b>
Other adjustments	-5	-40
Cash and marketable securities at January 1	783	796
<b>Cash and marketable securities at December 31</b>	<b>796</b>	<b>720</b>



## ROCE significantly surpassed WACC High value added in 2008

in € million	FY 2007	FY 2008
Capital employed	1,548	1,594
Return	289	369
ROCE	18.7%	23.2%
WACC	10.5%	10.5%
Value added	126	202

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