








Interim Report 3m 2012

Bilfinger Berger SE, Mannheim | May 10, 2012
Joachim Müller, CFO



3m 2012: Highlights

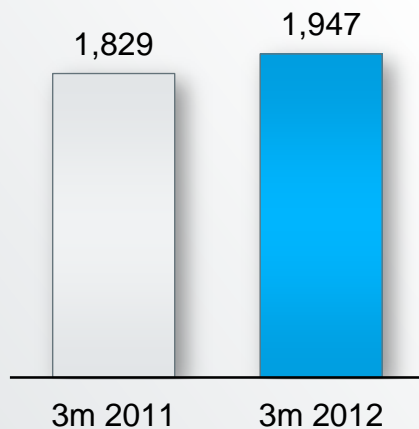
-  Growth in output volume and orders received
-  Substantial rise in earnings due to capital gains from sale of concession projects and stake in Julius Berger Nigeria
-  Positive outlook for 2012 confirmed
-  Takeover of Tebodin, an internationally-active engineering specialist
-  Joint venture with Tyazhmash, a leading Russian power plant outfitter
-  Group name to be changed to “Bilfinger SE” and new brand architecture
-  Change of sector classification to “Services” (GICs and Deutsche Börse already confirmed)

Growth in output volume and orders received

Reduction of order backlog in Construction as planned

Output volume

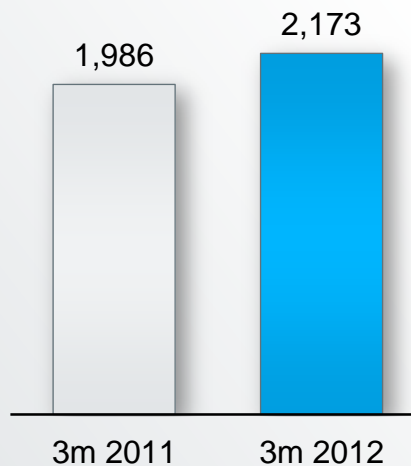
+6%



in € million

Orders received

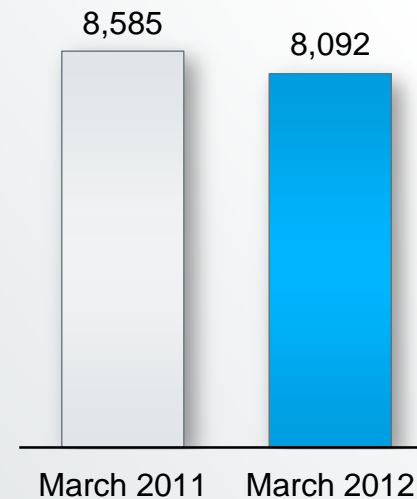
+9%



in € million

Order backlog

-6%

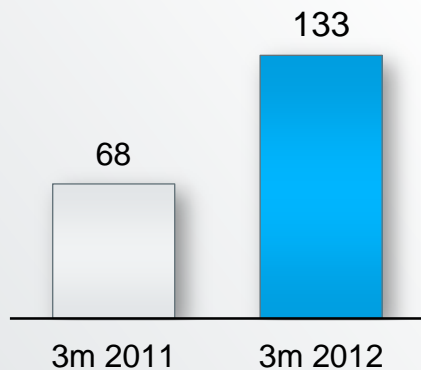


in € million

Significant increase in earnings due to capital gains from sale of concession projects and stake in Julius Berger Nigeria

EBITA

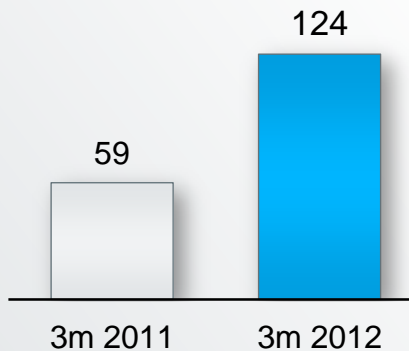
+96%



in € million

EBIT

+110%



in € million

Net profit

-52%



in € million

Capital structure continues to offer considerable financial capacity for acquisitions

in € million	Dec. 31, 2011	March 31, 2012	Comments Q1 2012
Balance sheet total	7,720	6,116	<i>Decrease due to sale of concession projects</i>
Net equity	1,793	2,158	<i>Increase due to net profit and especially due to reduction of unrealized losses on hedging instruments (mainly sale of concession projects)</i>
Equity ratio	23%	35%	
Net working capital	-937	-646	<i>Including risk provision Valemus of €121m</i>
<i>Thereof prepayments (liabilities from percentage of completion)</i>	315	292	
Operating cash flow (Q1)	-98	-209	<i>Intra-year working capital swing particularly pronounced in Q1 2012</i>
Cash and marketable securities	847	806	<i>Positively influenced by sale of concession projects and 10% stake in Julius Berger Nigeria</i>
Valuation net cash	approx. 100	approx. 250	

Industrial Services

Pick up in demand in project business anticipated in second half of 2012

Comments

- Organic development:
+6% in output volume, +0% in EBITA
- Book-to-bill above 1

Outlook 2012

- Increase in output volume
- Increase in EBITA margin

Output volume by region | in %



in € million	Q1 2011	Q1 2012	Change	2011
Output volume	732	796	9%	3,294
Orders received	884	841	-5%	3,224
Order backlog	2,658	2,566	-3%	2,476
Capital expenditure	11	11	0%	69
Depreciation of P, P&E	13	14	8%	56
EBITA	35	40	14%	169
EBITA margin	4.7%	5.0%		5.1%

Comments

- Organic development:
+6% in output volume, +0% in EBITA
- New orders for the modernization of power plants in Eastern Europe

Outlook 2012

- Output volume to grow at higher rate than in 2011
- Further increase in EBITA margin

Output volume by region | in %



in € million	Q1 2011	Q1 2012	Change	2011
Output volume	252	275	9%	1,157
Orders received	333	385	16%	1,221
Order backlog	1,445	1,551	7%	1,437
Capital expenditure	2	3	50%	14
Depreciation of P, P&E	5	5	0%	19
EBITA	19	21	11%	96
EBITA margin	7.4%	7.7%		8.3%

Building and Facility Services

Rising demand for service packages

Comments

- Organic development:
+9% in output volume, +13% in EBITA
- Book-to-bill above 1

Outlook 2012

- Overall decline in output volume due to planned sale of Nigerian support services
Slight increase after adjusting for this effect
- Despite this change, increase in EBITA and EBITA margin

Output volume by region | in %



in € million	Q1 2011	Q1 2012	Change	2011
Output volume	486	543	12%	2,256
Orders received	567	564	-1%	2,363
Order backlog	2,284	2,402	5%	2,369
Capital expenditure	2	2	0%	16
Depreciation of P, P&E	3	4	33%	14
EBITA	12	16	33%	94
EBITA margin	2.4%	2.9%		4.2%

Construction

Strategic focus on energy and mobility

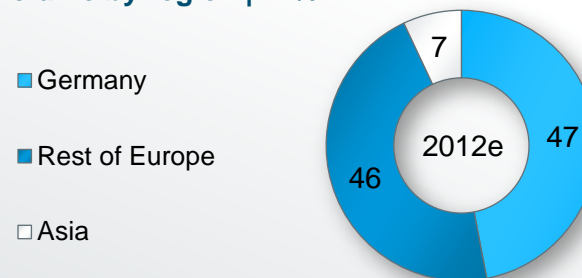
Comments

- Two major transport infrastructure orders in Berlin
- Joint venture established for the production of steel foundations for offshore wind parks

Outlook 2012

- Output volume will reach target size after completion of a major project
- Further increase in EBITA margin

Output volume by region | in %



in € million	Q1 2011	Q1 2012	Change	2011
Output volume	352	332	-6%	1,751
Orders received	186	383	106%	971
Order backlog	2,127	1,570	-26%	1,506
Capital expenditure	2	3	50%	26
Depreciation of P, P&E	9	6	-33%	33
EBITA	2	2	0%	37
EBITA margin	0.6%	0.7%		2.1%

Comments

- 16 projects sold to infrastructure fund:
Net cash inflow of € 200 million
Capital gain of € 47 million
- Last two projects from tranche of 18 are currently being transferred

Outlook 2012

- Capital gain of approx. €50 million, but also decline in profits generated from operations. Overall, EBITA will double

Committed equity by region | in %



in € million	Q1 2011	Q1 2012	Change	2011
Projects in portfolio	30	15	-50%	30
<i>thereof under construction</i>	11	7	-36%	8
Committed equity	362	269	-26%	383
<i>thereof paid-in</i>	164	155	-5%	225
EBITA	5	50	900%	23

Outlook FY 2012 confirmed

- Output volume – excluding the effects of further acquisitions – will decrease as a result of focusing in Construction and deconsolidation of Nigerian business
FY 2011: €8,476 million
- Increasing margins and capital gains from sale of concession projects and Nigerian activities will lead to a significant increase in EBITA
FY 2011: €397 million
- Net profit from continuing operations to be substantially higher than in FY 2011
FY 2011: €220 million

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Q1 2012

Income statement

in € million	Q1 2011	Q1 2012	FY 2011
Output volume	1,829	1,947	8,476
EBITA	68	133	397
<i>EBITA margin</i>	3.7%	6.8%	4.7%
Amortization	-9	-9	-36
EBIT	59	124	361
Net interest result	-9	-5	-30
EBT	50	119	331
Income taxes	-17	-18	-109
Earnings after taxes from continuing operations	33	101	222
Earnings after taxes from discontinued operations	174	0	174
Minority interest	0	-1	-2
Net profit	207	100	394
EPS (in €)	4.70	2.28	8.93
thereof from continuing operations (in €)	0.76	2.28	4.99
thereof from discontinued operations (in €)	3.94	-	3.94

March 31, 2012

Valuation net cash

in € million	Dec. 31, 2011	March 31, 2012
Cash and marketable securities	847	806
Financial debt (excluding non-recourse)	-186	-200
Net cash position	661	606
Pension provisions	-325	-326
Concessions equity bridge loans and secured cash accounts	159	93
Further working capital need ¹⁾	-350 to -400	-100 to -150
Valuation net cash (+) / net debt (-)	approx. 100	approx. 250

1) Seasonal intra-year shift and risk provision Valemus (€121million)

Q1 2012

Cash flow statement

in € million	Q1 2011	Q1 2012	FY 2011
Cash earnings from continuing operations	71	139	386
Change in working capital	-160	-281	-91
Gains on disposals of non-current assets	-9	-67	-14
Cash flow from operating activities of continuing operations	-98	-209	281
Net capital expenditure on property, plant and equipment / Intangibles	-14	-16	-114
Proceeds from the disposal of financial assets	627	251	607
Free Cashflow	515	26	774
Investments in financial assets of continuing operations	-19	-53	-218
Change in marketable securities	0	-55	0
Cash flow from financing activities of continuing operations	-2	0	-206
Change in cash and cash equivalents of continuing operations	494	-82	350
Change in cash and cash equivalents of discontinued operations	-82	-2	-68
F/X effects	-20	-2	-8
Cash and cash equivalents at 01/01	537	847	537
Cash and cash equivalents disc. operations at 01/01/2011 (+)	306		306
Disposal of cash Valemus / Concessions	-202	-76	-202
Cash and cash equivalents disposal group Concessions at 31/12/2011 (-) / 01/01/2012 (+)		68	68
Cash and cash equivalents at 31/03 disposal group Concessions (-)		2	
Cash and cash equivalents at 31/03 / 31/12	1,033	751	847

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