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Bilfinger Berger: Interim Report Q2 2012

- **Growth in difficult economic environment**
- **Significantly higher earnings due to capital gains**
- **Positive outlook for 2012**

In a difficult economic environment, the engineering and services group Bilfinger Berger showed robust development in the first half of 2012: Output volume grew, orders received rose significantly and earnings from continuing operations increased substantially as a result of capital gains. "We will have to continue to work hard in the second half of the year to achieve our financial goals in an increasingly nervous market environment", says Roland Koch, Chief Executive Officer of Bilfinger Berger.

Following Bilfinger Berger's acquisition in April 2012 of Tebodin, an international engineering company active in the field of industrial services, further strategic steps have been successfully taken:

- The acquisition of assembly and service specialist Westcon at the end of July enables the company to further strengthen its industrial services business in the United States. Westcon's range of services includes piping systems and steel construction, as well as plant assembly, maintenance and repair. The company is profiting from high levels of investment in the dynamic oil and gas sector and is also active for clients in the chemicals industry and in electricity generation.
- With the acquisition of Envi Con at the beginning of August, Bilfinger Berger substantially expands its offering for the design of coal- and gas-fired power plants – both for new construction and for ambitious modernization projects. The company can provide the entire engineering services and project management for complete power plants or can take over the design of specific sections such as steam generators, piping systems or electrical systems.
- As previously announced, Bilfinger Berger has further reduced its involvement in the Nigerian business: At the end of June, a 60 percent interest in Julius Berger International GmbH (JBI) was sold to Julius Berger Nigeria PLC (JBN). JBN will take over an additional 30 percent of the shares at the end of 2012. Bilfinger Berger had already reduced its shareholding in JBN by 10 percent to 39.9 percent in February 2012. Step by step, this remaining stake will also be further reduced.

Key figures for the Group*

| € million | 6/2012 | 6/2011 | Δ in % | 12/2011 |
|--|--------|--------|--------|---------|
| Output volume | 4,125 | 4,028 | + 2 | 8,476 |
| Orders received | 4,173 | 3,818 | + 9 | 7,776 |
| Order backlog | 7,553 | 8,221 | - 8 | 7,833 |
| EBITA | 245 | 170 | + 44 | 397 |
| Earnings after taxes from continuing operations | 161 | 91 | + 77 | 222 |
| Earnings after taxes from discontinued operations | 0 | 174 | | 174 |
| Net profit * | 161 | 264 | - 39 | 394 |
| Earnings per share* (in €) | 3.65 | 5.99 | - 39 | 8.93 |
| thereof from continuing operations | 3.65 | 2.05 | + 78 | 4.99 |
| thereof from discontinued operations | 0 | 3.94 | | 3.94 |
| Investments | 247 | 71 | + 248 | 345 |
| thereof property, plant and equipment | 54 | 49 | + 10 | 127 |
| thereof financial assets | 193 | 22 | +777 | 218 |
| Workforce | 65,525 | 58,585 | +12 | 59,210 |

* includes continuing and discontinued operations

Higher levels of orders received in all business segments

Output volume in the first six months of 2012 increased by 2 percent to €4,125 million. Significant increases in the services business were partially offset by the planned downsizing of the Construction business segment following the conclusion of a major project. Orders received rose by 9 percent with growth in all business segments. The order backlog decreased by 8 percent to €7,553 million at the end of the second quarter due to the deconsolidation of Julius Berger International and the focusing of activities in the Construction business segment.

Significantly higher earnings due to capital gains

First-half EBITA increased significantly to €245 million (H1 2011: €170 million). It includes contributions to earnings of €18 million from the sale of 10 percent of the shares of Julius Berger Nigeria and of €27 million from the sale of 60 percent of the shares of Julius Berger International as well as the remeasurement of the shares still held. A further contribution to earnings of €47 million resulted from the sale of concession companies in the Concessions business segment. The net interest result improved, primarily due to a lower interest expense, to minus €12 million (H1 2011: minus €17 million).

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Net profit amounts to €161 million. Net profit in the first half of 2011 of €264 million also included earnings from discontinued operations of €174 million, primarily from the sale of Valemus Australia.

Positive outlook for 2012

Organic growth in the services business and the acquisitions made so far will largely compensate for the deconsolidation of the Nigerian business and the focusing of the Construction business segment. Bilfinger Berger therefore plans to achieve output volume of at least €8.4 billion in full-year 2012.

Due to the aforementioned capital gains, the company anticipates a significant increase in EBITA to the magnitude of between €450 million and €470 million (2011: €397 million). Net profit in 2012 will be substantially higher than earnings from continuing operations in financial year 2011; Bilfinger Berger plans to achieve net profit of between €265 million and €275 million (2011: €220 million). The company assumes that there will be no crisis-like developments in the economic environment over the course of the year.