

Bilfinger Berger: Entering new growth phase

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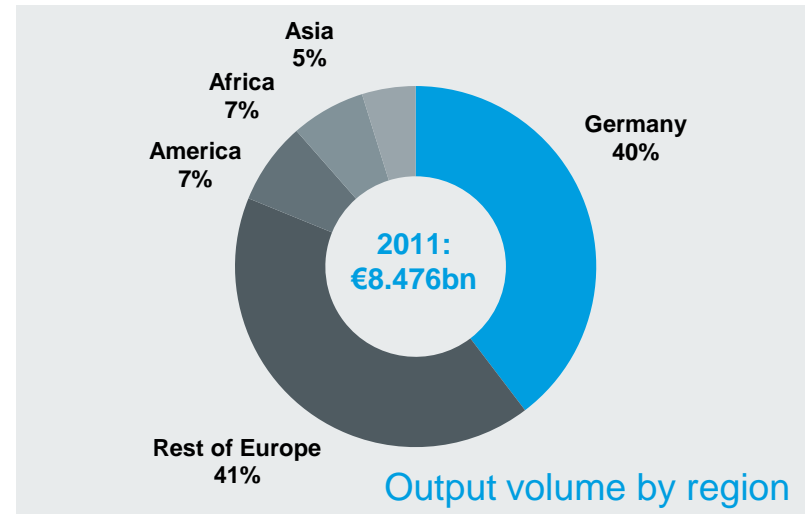


Agenda

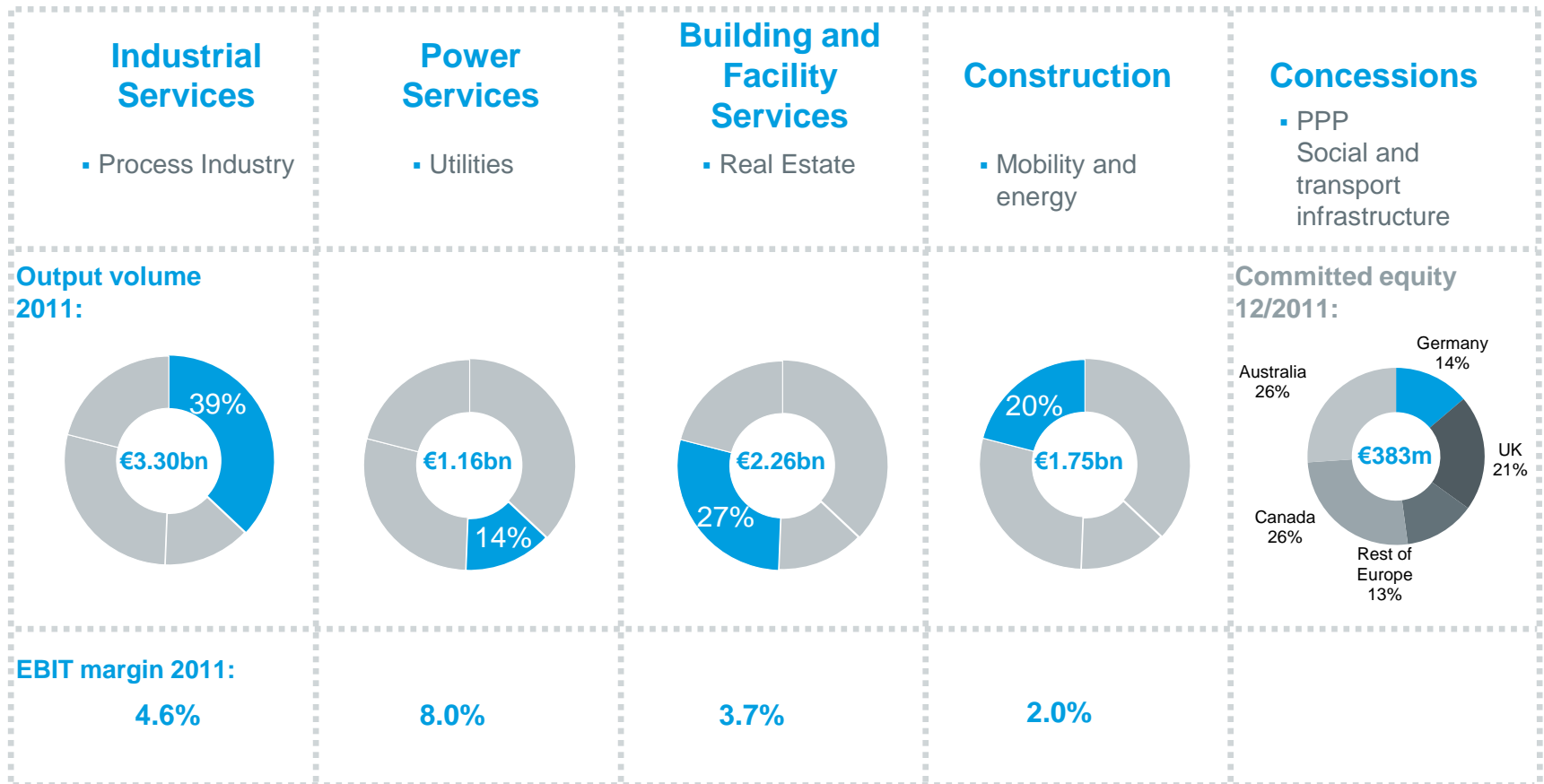
1. Bilfinger Berger – Overview
2. Preliminary figures 2011
3. Mid-term strategic outlook
4. Financial backup

Bilfinger Berger at a glance

- Engineering and Services Group
- Output volume of € 8.5 billion, EBIT margin at 4.3%
- Multinational player with leading positions in attractive markets
- Main customers: process industry, energy sector, financial sector, public sector
- Low cyclicity and attractive risk profile
- Strong track record in acquisitions and integration
- Solid balance sheet allows for further external growth
- One of the largest and most liquid MDAX companies, market cap of approx. € 3.4 billion

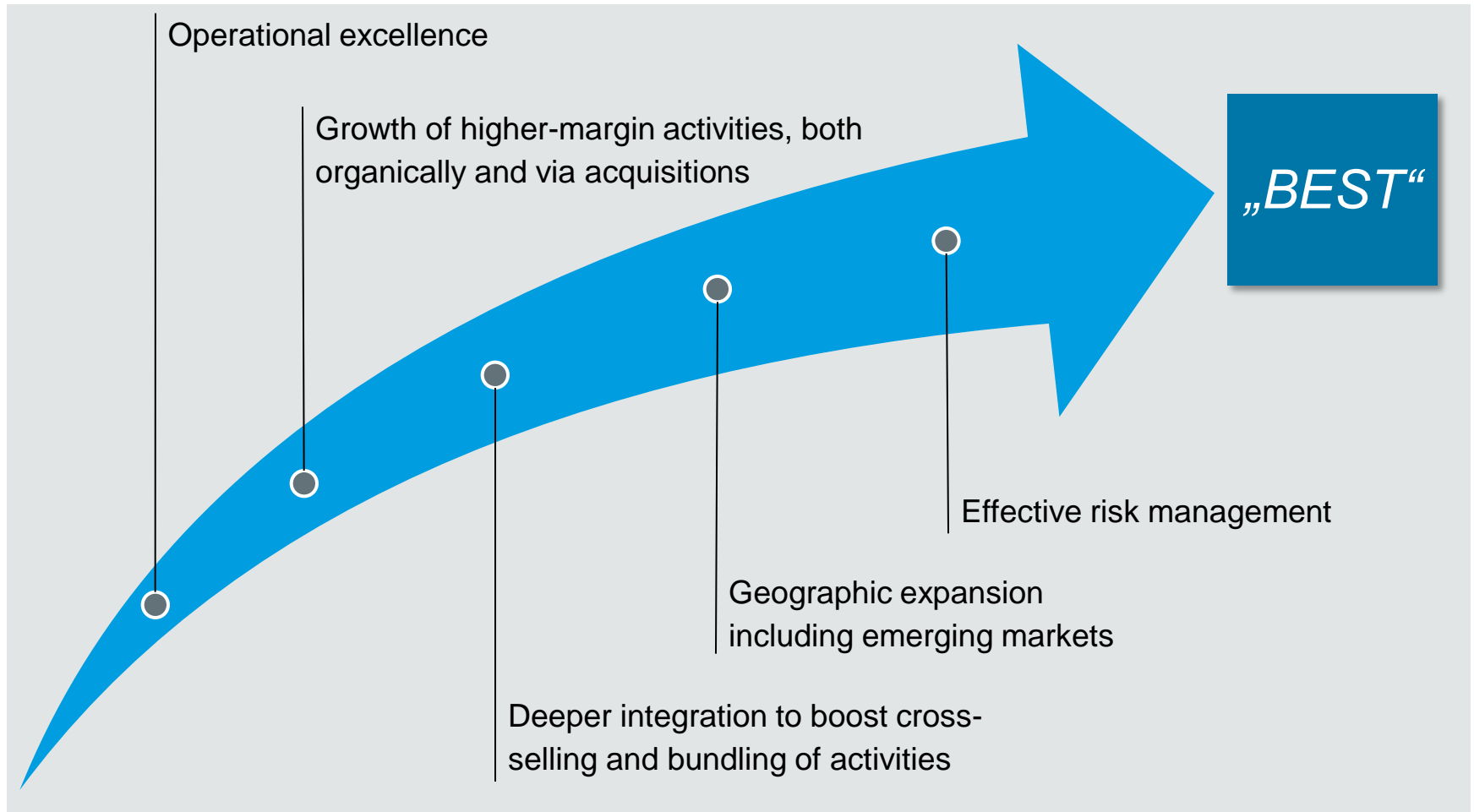


Portfolio of comprehensive engineering-driven services



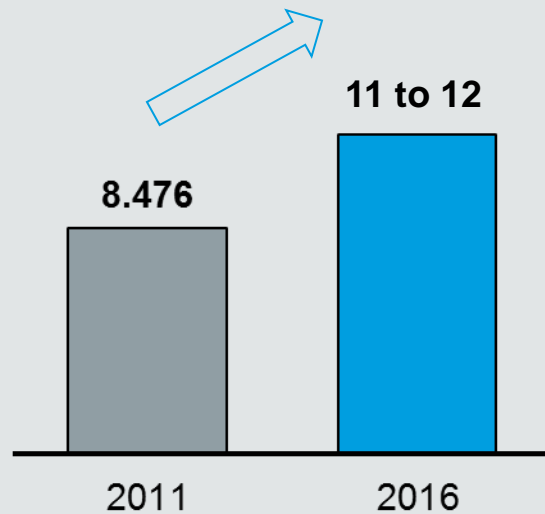
Strategic program

“BEST – Bilfinger Berger escalates strength“

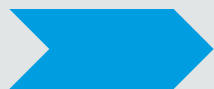
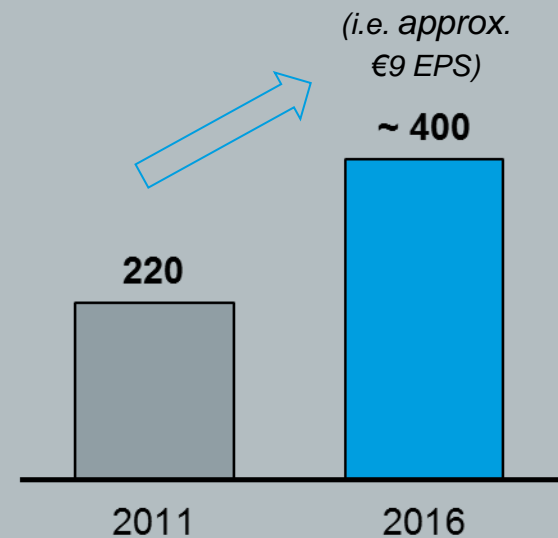


5-year Group targets

Output volume (€ billion)



Net profit (€ million)



Growth also supported by financial capacity for acquisitions of significantly more than €1bn

All figures refer to continuing operations

Latest news:

Bilfinger Berger advancing expansion of services

- Takeover of Tebodin, an internationally-active engineering specialist to be closed in Q2:
 - One of the leading European providers of consulting and engineering services
 - Output volume 2012: €225 million, EBITA margin: a good 7%, 3,200 employees
 - Enterprise value: €145 million
 - Geographical footprint:
Benelux, Central and Eastern Europe, Middle East and Asia-Pacific
 - Client list includes more than 150 renowned international companies in process industry, primarily in the oil and gas sector
- Joint venture with Tyazhmash, a leading Russian power plant outfitter
 - Seizing opportunities in the required modernization of the Russian power plant network
 - Complementary offering
- Group name to be changed to “Bilfinger SE” and new brand architecture
 - Proposal to the Annual General Meeting that name of company be changed to "Bilfinger SE“
 - Name Bilfinger will appear in front of all operating brands in order to significantly increase awareness for the brand and connect it to the complete product offering of services Group

FY 2011: Highlights

- Output volume and earnings exceed forecasts
- Significantly higher dividend including bonus
- Stable demand
- Positive outlook for financial year 2012
- Entry into attractive Indian market with acquisition in Industrial Services
- Successful placement of infrastructure fund
- February 2012: Stake in Julius Berger Nigeria reduced by 10%

Agenda

1. Bilfinger Berger – Overview

2. Preliminary figures 2011

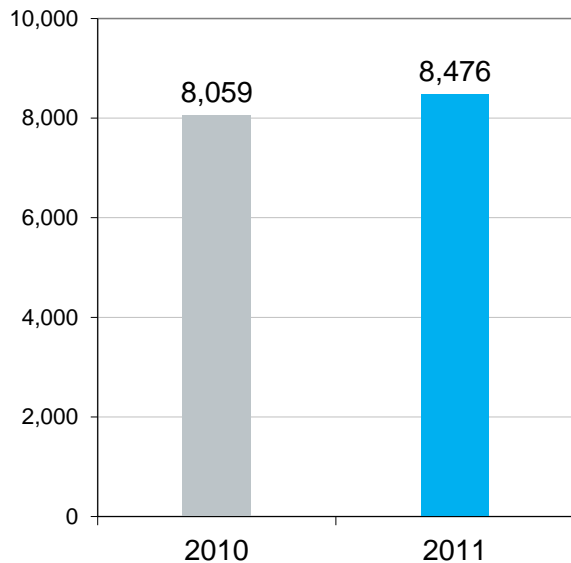
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Growth in output volume, stable demand

Reduction of order backlog in Construction as planned

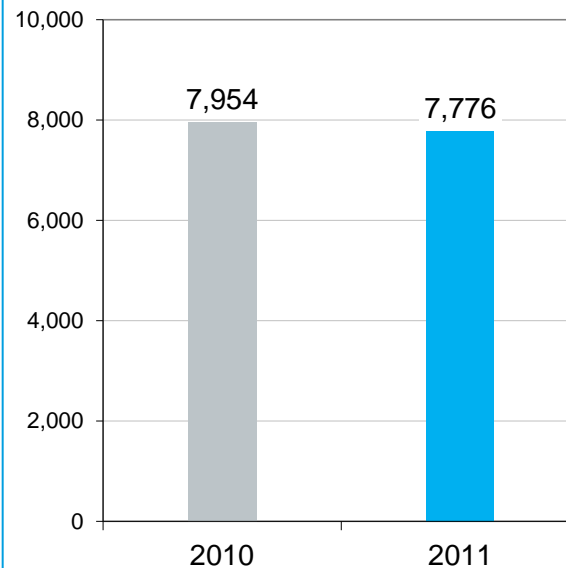
Output volume

+5%



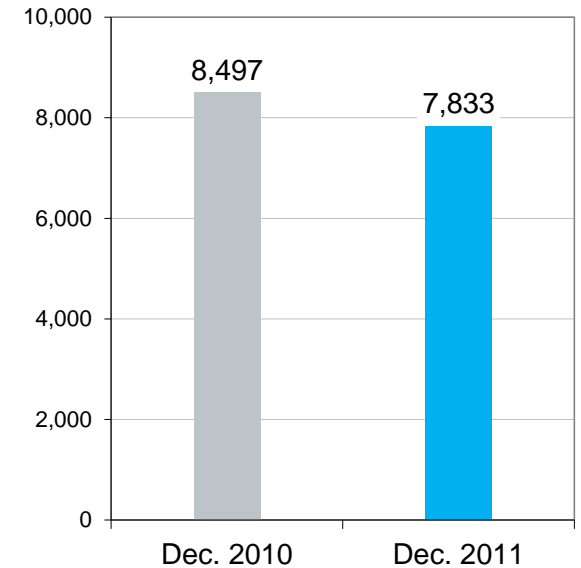
Orders received

-2%



Order backlog

-8%

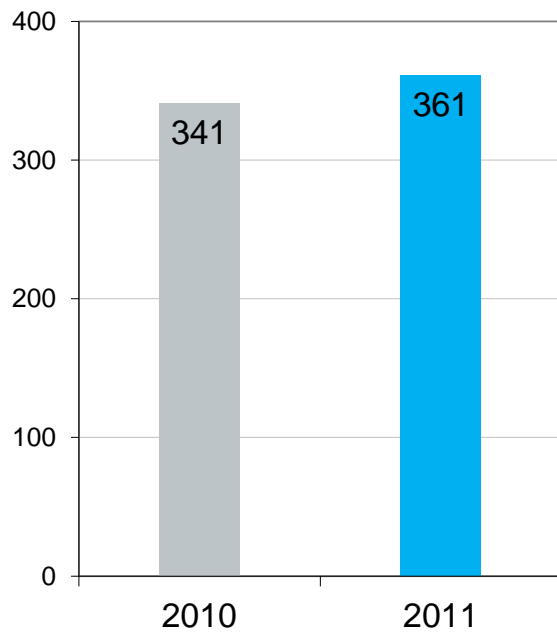


In € million
Continuing Operations

Earnings further increased

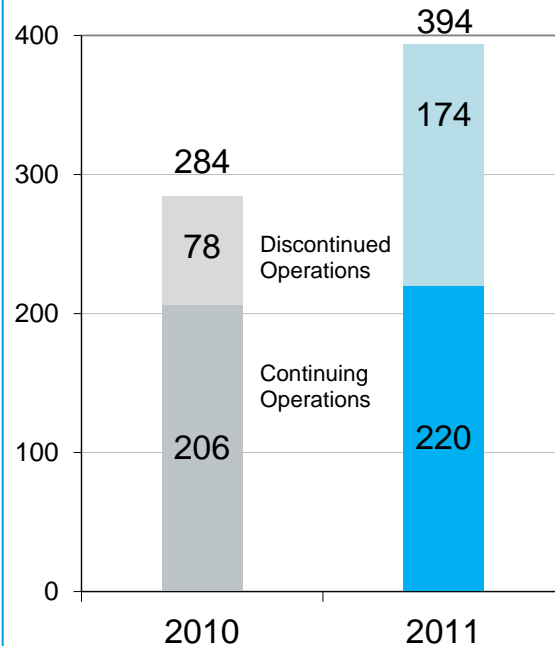
EBIT

+6%



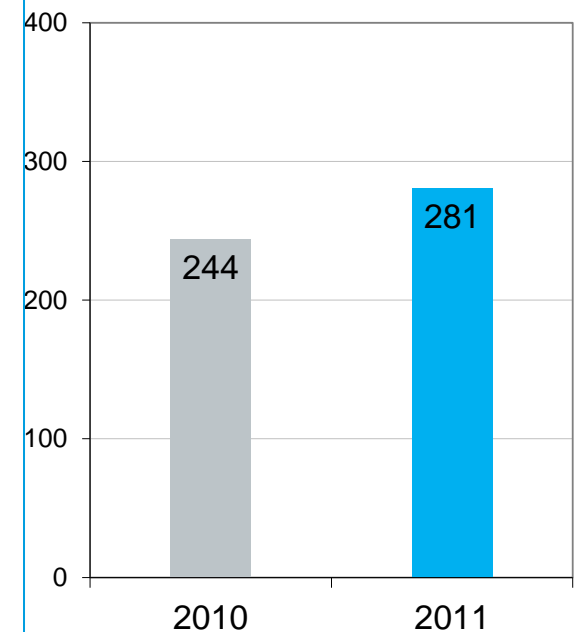
Net profit

+39%



Operating cash flow

+15%



In € million

EBIT and Operating cash flow Continuing Operations

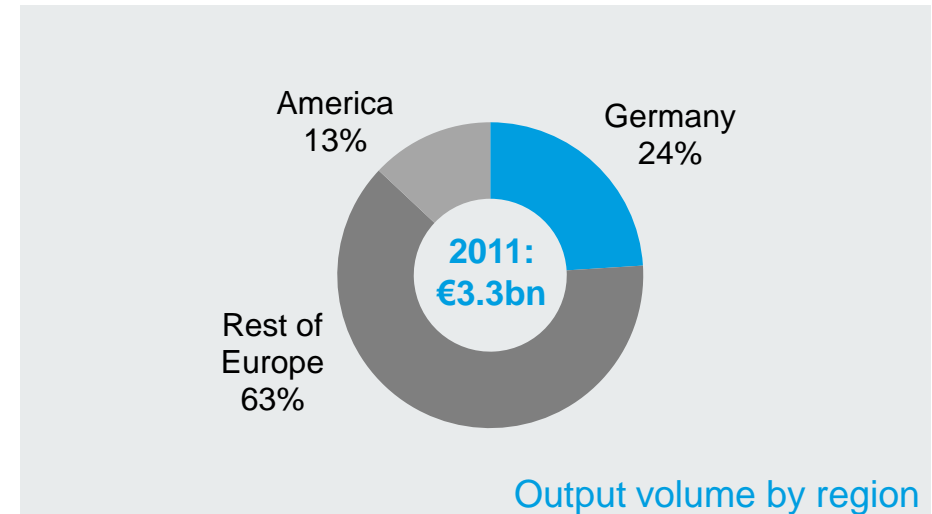
Industrial Services: Increase in output volume exceeded expectations

Markets and highlights

- Maintenance business in particular developed positively
- Book-to-bill close to 1
Q4 with 4% y-o-y increase in orders received
- Organic development:
+14% in output volume, +14% in EBIT
- EBIT margin at 4.6% (FY 2010: 4.6%)
- Acquisition of industrial services provider Neo Structo, springboard for further expansion of business activities in India

Outlook 2012

- Slight increase in output volume
- Increase in EBITA margin



in € million	2010	2011	Change
Output volume	2,932	3,294	12%
Orders received	3,253	3,224	-1%
Order backlog	2,601	2,476	-5%
Capital expenditure	73	69	-5%
Depreciation of P, P & E	53	56	6%
Amortization of intang. from acq.	27	19	-30%
EBIT	134	150	12%

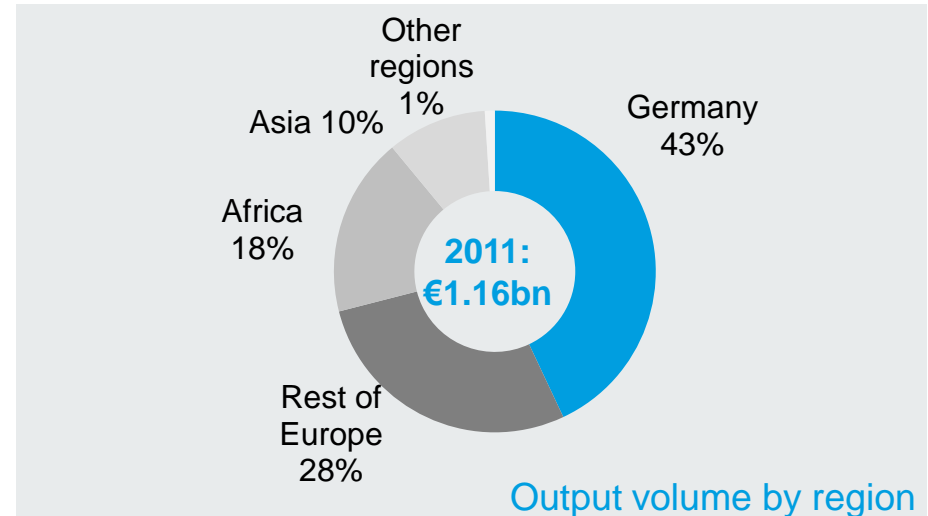
Power Services: Growth in international business

Markets and highlights

- Increase in output volume and order backlog
- Slight decrease in orders received due to major Belchatov order in Q4 2010
Book-to-bill above 1
- Organic development:
+3% in output volume, +7% in EBIT
- EBIT margin further increased to 8.0%
(9m 2010: 7.5%)
- Once again most profitable segment
- January 2012: Sizeable rehabilitation order in Macedonia

Outlook 2012

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

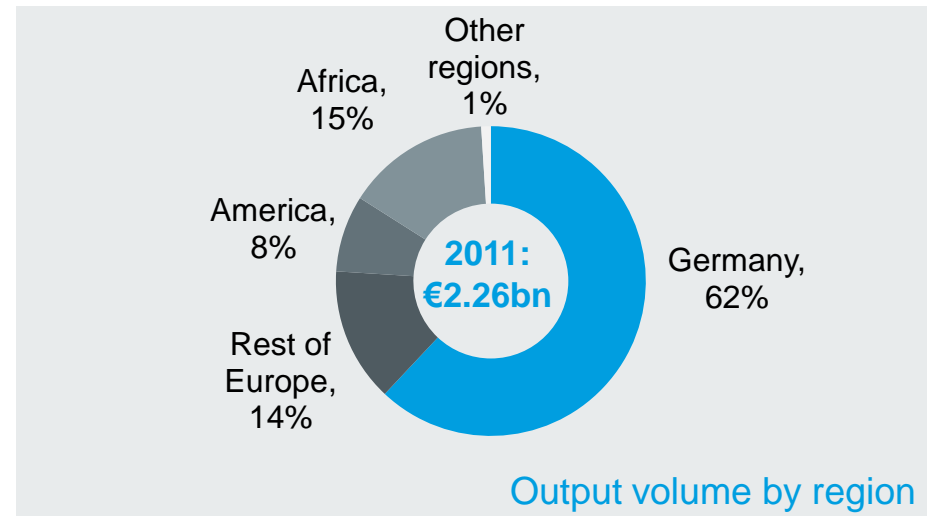


in € million	2010	2011	Change
Output volume	1,106	1,157	5%
Orders received	1,281	1,221	-5%
Order backlog	1,371	1,437	5%
Capital expenditure	33	14	-58%
Depreciation of P, P & E	16	19	19%
Amortization of intang. from acq.	5	4	-20%
EBIT	83	92	11%

Building and Facility Services: Successful year

Markets and highlights

- Output volume decreased slightly due to lower volume of Nigerian business
- Despite lower demand in this region, orders received were stable
Book-to-bill above 1
- Positive earnings development
EBIT margin at 3.7% (FY 2011: 3.4%)
- February 2012: Stake in Julius Berger Nigeria reduced by 10%



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

in € million	2010	2011	Change
Output volume	2,333	2,256	-3%
Orders received	2,379	2,363	-1%
Order backlog	2,217	2,369	7%
Capital expenditure	13	16	23%
Depreciation of P, P & E	20	14	-30%
Amortization of intang. from acq.	10	11	10%
EBIT	80	83	4%

Reduction of investments in Nigerian business

- Letter of intent with Julius Berger Nigeria PLC (JBN) according to which JBN will acquire the engineering and services activities of Bilfinger Berger Nigeria GmbH with a current output volume of €350 million:
 - Initial reduction of investment to 40% is expected to take effect in 2012
 - Further reduction planned at a future date
- In addition investment in JBN has been reduced from 49.9% to 39.9%:
 - Net proceeds of a good €20 million
 - Sale has been completed in February 2012
 - Stake in JBN will be gradually reduced further

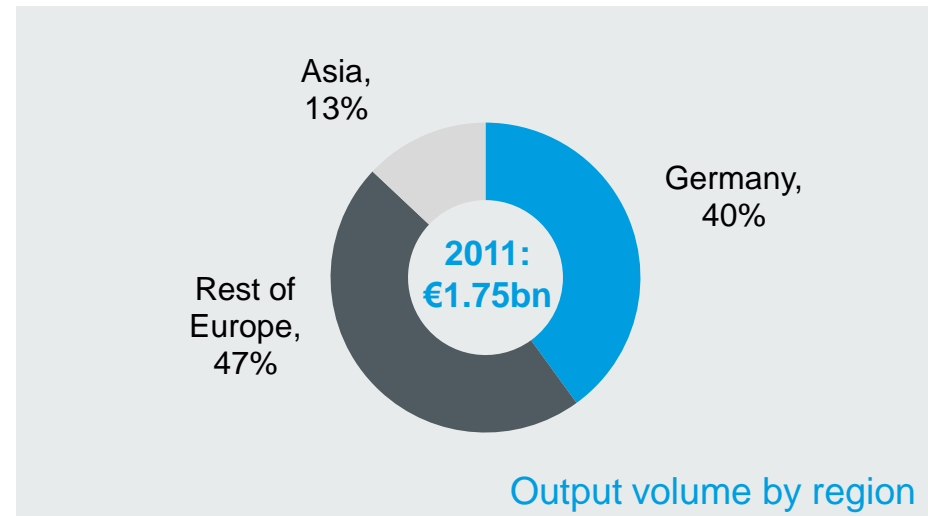
Construction: Continuing improvement in profitability

Markets and highlights

- Flat organic output volume development
- Orders received significantly below output volume, further reduction of order backlog as planned
- Improvement in earnings
EBIT margin at 2.0% (FY 2011: 1.7%)
- Austerity measures will lead to weaker demand

Outlook 2012

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



in € million	2010	2011	Change
Output volume	1,661	1,751	5%
Orders received	961	971	1%
Order backlog	2,235	1,506	-33%
Capital expenditure	20	26	30%
Depreciation of P, P & E	31	33	6%
Amortization of intang. from acq.	0	2	
EBIT	29	35	21%

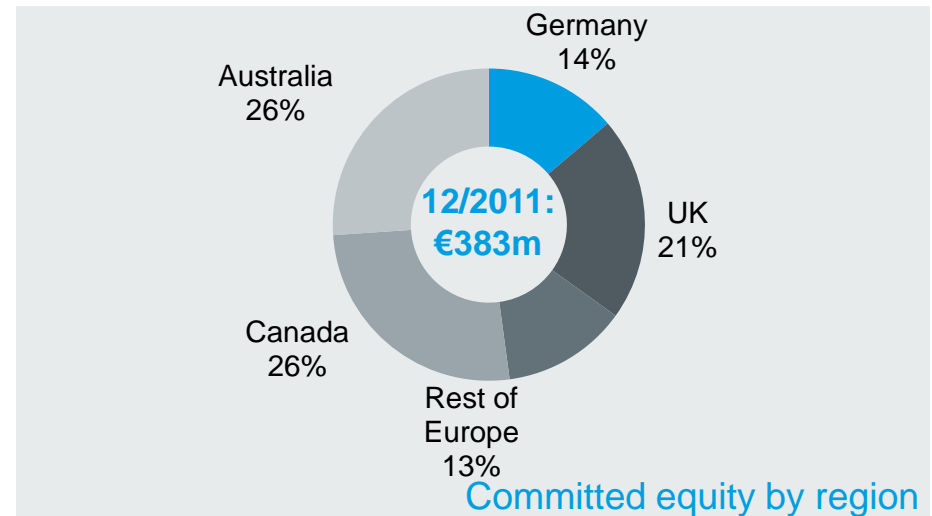
Concessions: Successful placement of infrastructure fund

Markets and highlights

- Earnings below prior year which included €21 million capital gain
- Net present value increased to €368 million
Average discount rate of 9.7%
- February 2012: Preferred bidder for new police facilities in U.K.
- Sale of shares in 18 projects in Q1 2012 with committed equity of €143 million
Expected net proceeds of approx. €240 million
Anticipated capital gain of approx. €50 million

Outlook 2012

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



number / in € million	2010	2011	Change
Projects in portfolio	29	30	3%
<i>thereof under construction</i>	10	8	-20%
Committed equity	358	383	7%
<i>thereof paid-in</i>	160	225	41%
Net Present Value	268	368	37%
EBIT	40	23	-43%

Outlook FY 2012

- Output volume – without potential acquisitions – will decrease as a result of further focusing in Construction and deconsolidation of Nigerian business
(FY 2011: €8,476 million)
- Increasing margins and capital gains from sale of Concessions projects and Nigerian activities will lead to a substantial rise in EBITA
(FY 2011: €397 million)
- Net profit from continuing operations to be significantly higher than in FY 2011
(FY 2011: €220 million)

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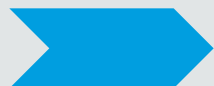
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Current situation / Bilfinger Berger strengths

Strengths:

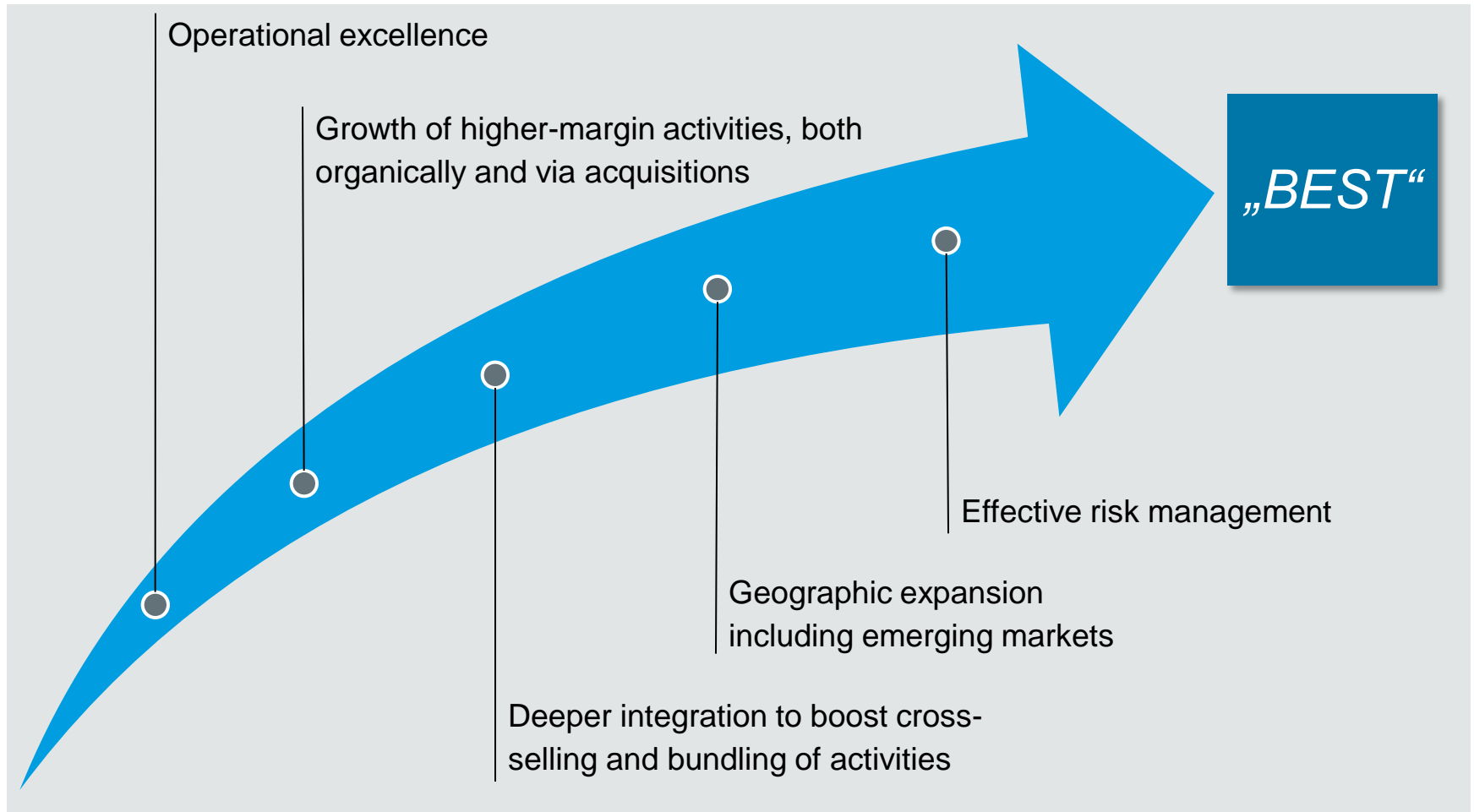
- + Strong customer relations
- + Comprehensive services offering and project know-how
- + Reputation as reliable high-quality provider
- + Skilled staff (engineers & skilled workers)
- + Decentralized organization, close to the market
- + Multi-national presence
- + Major portfolio adjustment accomplished
(Sale Valemus, close-down construction North America)
- + Strong financial profile



Strong basis for further development and earnings growth

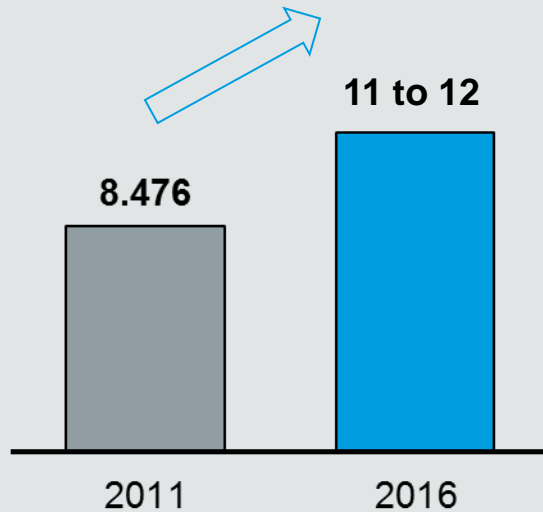
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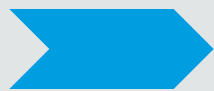
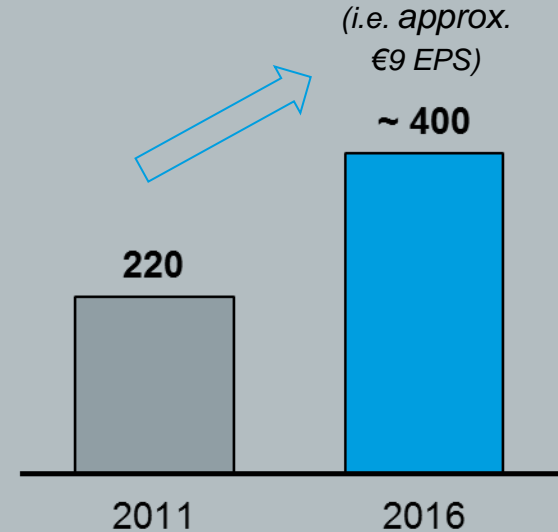


5-year Group targets

Output volume (€ billion)



Net profit (€ million)



Growth also supported by financial capacity for acquisitions of significantly more than €1bn

All figures refer to continuing operations

Operational excellence (process optimization)

- Group-wide measures to support cooperation across segments:
 - Group-wide key account coordination
 - Centralized tender database
 - Internal structure for interface management
 - Enhancement of branding concept
- Optimization of international organization
- Intensified, Group-wide research & development activities
- Active support of group-wide HR interaction
- Continuing optimization of processes and increasing efficiency



Growth strategy: Organic growth / Cooperation across segments

Organic growth:

- Expansion of higher-margin activities
- Regional expansion, also by “follow our friends” strategy
- Further development and intensified distribution of full-service offering in all our markets

Cooperation across segments to support cross-selling and bundling of activities:

- Leveraging of customer relationships from other segments
- Stronger market presence through joint customer approach / tenders across segments
- New types of contracts, e.g. life-cycle solution “one”
- Leveraging the international distribution network

Growth strategy: External growth

Industrial Services:

- Regional expansion: Europe, Asia (esp. India), Turkey, Middle East and USA
- Oil and Gas sector; E, I & C

Power Services:

- Regional expansion: Middle East, Russia and India
- Strengthening of engineering know-how
- Market entry in renewable sector (e.g. solar thermal energy, wind park maintenance)

Building and Facility Services:

- German targets only with potential for sustainable, high margins
- Gain critical mass in selected European countries

Construction:

- Smaller acquisitions to support growth in new higher-margin activities

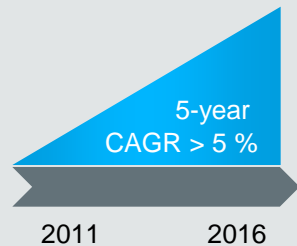


**Maintain M&A discipline:
Earnings accretion and ROCE > WACC**

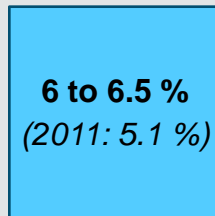
Segment financial targets

INDUSTRIAL SERVICES

Organic CAGR for output volume:

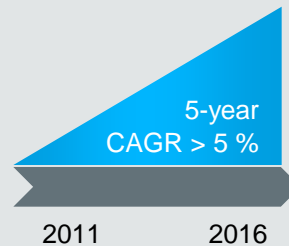


EBITA margin target range 2014:



POWER SERVICES

Organic CAGR for output volume:



EBITA margin target range 2014:

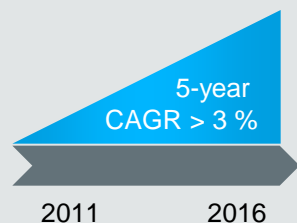


CONCESSIONS:

- Committed equity of up to 400m EUR
- Expected IRR of >10% after tax at project level

BUILDING AND FACILITY SERVICES

Organic CAGR for output volume:



EBITA margin target range 2014:

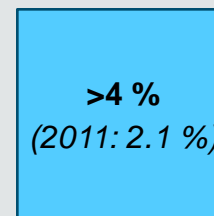


CONSTRUCTION

Organic CAGR for output volume:

- Organic growth in new activities is offset by reduction of traditional business

EBITA margin target 2014:



EBITA margin targets including effects of new headquarters cost allocation, i.e. improvement by 30bp

Building and Facility Services CAGR adjusted for divestment Nigeria

Group financial targets - Summary

	Current situation	Target
Organic growth	Major portfolio adjustments accomplished	5-year CAGR for output volume*: 3 to 5%
Acquisitions	Investments of more than € 2bn Enterprise Value since 2002	Additional growth via acquisitions: Financial capacity of significantly more than € 1bn
Output volume	2011: € 8.476bn	2016: € 11 to 12bn
EBITA margin	2011: 4.7%	2014: > 5.5 % 2016: approx. 6 %
EBITA	2011: € 397m	2016: approx. € 700m
Net profit	2011: € 220m	2016: approx. € 400m i.e. approx. € 9 earnings per share
ROCE	2011: 18%	15 to 20%
Dividend policy	Sustainable dividend development Approx. 50% payout ratio of normalized net profit	Unchanged
Financial ratios		Adjusted net debt / adjusted EBITDA < 2.5 Gearing (Total debt / Total capital) < 40%

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* Adjusted for divestment Nigeria

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-

Volume and contract overview 2011

Continuing Operations by business segment

in € million	Output volume			Orders received			Order backlog		
	2010	2011	Change	2010	2011	Change	2010	2011	Change
Industrial Services	2,932	3,294	12%	3,253	3,224	-1%	2,601	2,476	-5%
Power Services	1,106	1,157	5%	1,281	1,221	-5%	1,371	1,437	5%
Building and Facility Services	2,333	2,256	-3%	2,379	2,363	-1%	2,217	2,369	7%
Construction	1,661	1,751	5%	961	971	1%	2,235	1,506	-33%
Consolidation / Other	27	18		80	-3		73	45	
Continuing Operations	8,059	8,476	5%	7,954	7,776	-2%	8,497	7,833	-8%

FY 2011: Group EBIT margin at 4.3%

in € million	FY 2010	FY 2011	Comments
Output volume	8,059	8,476	
EBIT	341	361	<i>First-time consolidation +3m, F/X effect negligible 2010: including €21m capital gain in Concessions</i>
<i>EBIT margin</i>	<i>4.2%</i>	<i>4.3%</i>	<i>After €125m depreciation on P, P & E and €36m amortization on intangibles from acquisitions</i>
Net interest result	-40	-30	<i>Improved due to higher liquidity and interest rates</i>
EBT	301	331	
Income taxes	-93	-109	<i>Underlying tax rate of 33% 2010: tax-free capital gain of €21m</i>
Earnings after taxes from continuing operations	208	222	
Earnings after taxes from discontinued operations	78	174	<i>Including €161m capital gain from Valemus sale</i>
Minority interest	-2	-2	
Net profit	284	394	
EPS (in €)	6.43	8.93	<i>Thereof continuing operations: 4.99 (2010: 4.66)</i>
DPS (in €)	2.50	3.40	<i>Including bonus of 0.90</i>

FY 2011: Net interest result

Improved interest result mainly due to higher liquidity and interest rates

in € million	FY 2010	FY 2011
Interest income	12	19
Interest expense	-25	-25
Current interest result	-13	-6
Net interest from pensions	-16	-15
Interest expense for minority interest	-11	-9
Net interest result	-40	-30

December 31, 2011: Balance sheet

Assets	Dec. 31, 2011		Dec. 31, 2011		Equity and liabilities
In € million	7,720	-217	-217	7,720	In € million
Assets held for sale (Valemus)	0	-1,050	-703	0	Liabilities held for sale (Valemus)
Assets held for sale (Concessions)	1,761	+1,761	+1,795	1,795	Liabilities held for sale (Concessions)
Cash	847	+310			
Receivables and other current assets	2,022	+132	+140	2,644	Other current liabilities
Other non-current assets	505	-46	+16	315	Prepayments
Receivables from conc. projects	377	-1,412	-76	314	Other non-current liabilities
Property, plant and equipment	647	-16	+12	325	Pension provisions
			-87	186	Recourse debt
			-1,295	348	Non-recourse debt
Intangible assets ¹⁾	1,561	+104	-19	1,793	Shareholders' equity

1) Thereof goodwill €1,539 million (including intangibles from acquisitions)

December 31, 2011: Positive Q4 development again led to high level of negative net working capital

in € million	Dec. 31, 2010	Dec. 31, 2011	Comments
Balance sheet total	7,937	7,720	<i>Influenced by sale of Valemus</i>
Goodwill (including intangibles from acquisitions)	1,438	1,539	<i>No impairment, increase due to acquisitions 2011</i>
Net equity	1,812	1,793	<i>Decrease due to payment of dividend, unrealized losses on hedging instruments and negative differences on currency translation</i>
<i>Equity ratio excluding non-recourse debt</i>	29%	30%	
Cash and cash equivalents	537	847	<i>Increase due to net proceeds Valemus</i>
Net working capital	-913	-939	<i>2011: Including risk provision Valemus of €123m</i>
thereof prepayments (liabilities from percentage of completion)	299	315	
<i>Net working capital as percentage of annual output volume</i>	-11.3%	-11.1%	<i>2011: Including risk provision Valemus</i>

December 31, 2011: Valuation net cash of approximately €100 million

in € million	Dec. 31, 2010	Dec. 31, 2011
Cash and cash equivalents	537	847
Financial debt (excluding non-recourse)	-273	-186
Net cash (+) / net debt (-) position	264	661
Inter-company loan BB Australia	-131	0
Pension provisions	-313	-325
Concessions equity bridge loans and secured cash accounts	202	159
Further working capital need	-250 to -300	-350 to -400 ¹⁾
Valuation net cash (+) / net debt (-)	approx. -250	approx. 100

1) Seasonal intra-year shift and risk provision Valemus (€123 million)

FY 2011: Significant increase in free cash flow due to sale of Valemus

in € million	FY 2010	FY 2011	Comments
Cash earnings from continuing operations	366	386	<i>Increase mainly due to higher earnings after tax from continuing operations</i>
Change in working capital	-81	-91	<i>Further reduction of project business</i>
Gains on disposals of non-current assets	-41	-14	<i>2010 included sale of shares in four Concessions projects</i>
Cash flow from operating activities of continuing operations	244	281	
Net capital expenditure on property, plant and equipment / Intangibles	-123	-114	<i>Gross CAPEX: €127m (2010: €141m)</i>
Proceeds from the disposal of financial assets	35	607	<i>Mainly net proceeds from sale of Valemus</i>
Free Cashflow	156	774	
Investments in financial assets of continuing operations	-203	-218	<i>Thereof €133m for acquisitions, step-acquisitions and earn-out payments, and €85m for Concessions including €50m for 19.9% of infrastructure fund</i>
Cash flow from financing activities of continuing operations	-97	-206	<i>Including dividend distribution of €114m, repayment of recourse debt of €92m</i>
Change in cash and cash equivalents of continuing operations	-144	350	
Change in cash and cash equivalents of discontinued operations	126	-68	
Other adjustments	63	-8	<i>Exchange rate fluctuations</i>
Cash and cash equivalents at January 1	798	537	
Cash and cash equivalents disc. operations at 01/01/2011 (+) / at 12/31/2010 (-)	306	306	
Disposal of cash Valemus		-202	
Cash and cash equivalents at December 31 disposal group Concessions		68	
Cash and cash equivalents at December 31	537	847	

FY 2011: ROCE / Value added

	Capital employed in € million		Return in € million		ROCE in %		WACC in %		Value added in € million	
	2010	2011	2010	2011	2010	2011	2010	2011	2010	2011
Industrial Services	1,005	1,094	161	169	16.0	15.4	9.5	9.5	65	65
Power Services	270	317	91	99	33.7	31.2	9.5	9.5	65	69
Building and Facility Services	394	438	94	102	23.8	23.3	9.5	9.5	57	60
Construction	249	261	40	50	16.3	19.1	12.5	12.5	9	20
Concessions	223	230	65	49	29.3	21.3	9.0	8.5	45	29
Consolidation / Others	-61	110	-32	-26	-	-	-	-	-30	-39
Continuing Operations	2,080	2,450	419	443	20.1	18.1	10.0	9.75	211	204
Discontinued Operations	328	79	114	177	34.8	226.4	10.0	9.75	81	170
Group	2,408	2,529	533	620	22.1	24.5	10.0	9.75	292	374

Five-year overview

in € million	2007	2008	2009	2009 ¹⁾	2010	2011
Output volume	9,222	10,742	10,403	7,620	8,059	8,476
Orders received	11,275	10,314	11,129	7,668	7,954	7,776
Order backlog	10,759	10,649	11,704	8,308	8,497	7,833
EBIT	229	298	250	180	341	361
EBT	228	283	214	142	301	331
Net profit	134	200	140		284	394
Cash flow from operating activities	325	357	368	386	243	281
Dividend distribution	64	71	88		110	150
Return on output (EBIT) (%)	2.5%	2.8%	2.4%	2.4%	4.2%	4.3%
Return on equity (w/o minorities) (%)	10.9%	16.8%	11.3%		17.6%	21.5%
Return on capital employed (%)	18.7%	23.2%	15.6%		22.1%	24.5%
Shareholders' equity	1,332	1,141	1,562		1,812	1,793
Balance-sheet total	6,128	6,773	7,941		7,937	7,720
Equity ratio (%)	22%	17%	20%		23%	23%
Equity ratio (%), adjusted for non-recourse debt	28%	22%	26%		29%	30%
Net working capital	-697	-890	-1,222	-1,039	-913	-939
Net working capital as percentage of output volume	-8%	-8%	-12%	-14%	-11%	-11%
Cash and cash equivalents	796	720	798	635	537	847
Financial debt, recourse	111	328	354	287	273	186
Financial debt, non-recourse	1,362	1,518	1,902		1,643	348

1) Continuing Operations

Shareholder structure

Treasury Stock

- Duration of program:
February 19 to April 29, 2008
- Volume: €100 million
1,884,000 shares
Average price: € 53.07
- No cancellation planned
Maintaining the financial resources
to secure growth strategy

Shareholder structure as of 12/31/2011

- High proportion of institutional investors
- International shareholder base

	Dec. 31, 2011
Treasury Stock	4%
Retail Investors	12%
Institutional Investors:	
Germany	30%
U.K.	18%
Switzerland	13%
USA	11%
France	3%
Scandinavia	3%
Benelux	2%
Canada	2%
Others	2%

Financial calendar and share facts

- May 10, 2012 Annual General Meeting
Interim Report Q1 2012
- Aug. 9, 2012 Interim Report Q2 2012
- Nov. 14, 2012 Interim Report Q3 2012

52 week high / low:	€ 77.40 / € 50.47 (as at March 20, 2012)
Closing price March 20, 2012	€ 73.30
Market cap: ¹⁾	€ 3.4 bn (as at March 20, 2012)
Shares outstanding: ¹⁾	46,024,127
ISIN / Ticker abbreviation:	DE0005909006 / GBF
Main stock markets:	XETRA / Frankfurt
Segments Deutsche Boerse / Indices:	Prime Standard MDAX, Prime Construction Perf. Idx., DivMSDAX DJ STOXX 600, DJ EURO STOXX, DJ EURO STOXX Select Dividend 30

1) Including 1,884,000 shares held as treasury stock

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in € per share / after rights issue adjustment	2007	2008	2009	2010	2011
Earnings per share	3.32	5.18	3.79	6.43	8.93
thereof continuing operations			2.28	4.66	4.99
thereof discontinued operations			1.51	1.77	3.94
Dividend	1.66	1.85	2.00	2.50	3.40 ¹⁾
Dividend yield 2)	3.4%	5.4%	3.7%	4.0%	5.2%
Payout ratio 3)	50%	36%	53%	39%	38%
Share price highest	68.99	59.68	54.56	64.35	70.35
Share price lowest	43.71	22.06	21.57	40.75	50.47
Share price year end	48.72	34.45	53.92	63.20	65.88
Book value per share 4)	32.50	29.26	34.85	40.84	40.51
Market-to-book value 2) 4)	1.5	1.2	1.5	1.5	1.6
Market capitalization in million € 2) 6)	1,963	1,388	2,482	2,909	3,032
MDAX weighting 5)	2.1%	3.1%	4.0%	3.5%	3.7%
Price-earnings ratio 2)	14.66	6.65	14.23	9.83	7.38
Number of shares in '000 5) 6)	37,196	37,196	46,024	46,024	46,024

1) including bonus of € 0.90

2) relating to year-end share price

3) relating to EPS

4) Shareholders' equity w/o minorities

5) relating to year-end

6) 2008 to 2011: Including 1,884,000 shares held as treasury stock

Disclaimer

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