



Bilfinger SE

Capital Markets Day 2012

Benelux market and Huntsman case – Today and tomorrow

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Bilfinger Industrial in Benelux: What can we do for you?



Benelux market and Huntsman case



Agenda

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A. Bilfinger Industrial Services in the Benelux market

BIS generates €340 mio. revenues in the Benelux with projects and maintenance services

At a glance –
Bilfinger
Industrial in
the Benelux
market

Provider of projects and maintenance services

For private and industrial clients

With a relentless focus on safety, quality and timely delivery

With dedicated own staff, having intimate plant and process know how

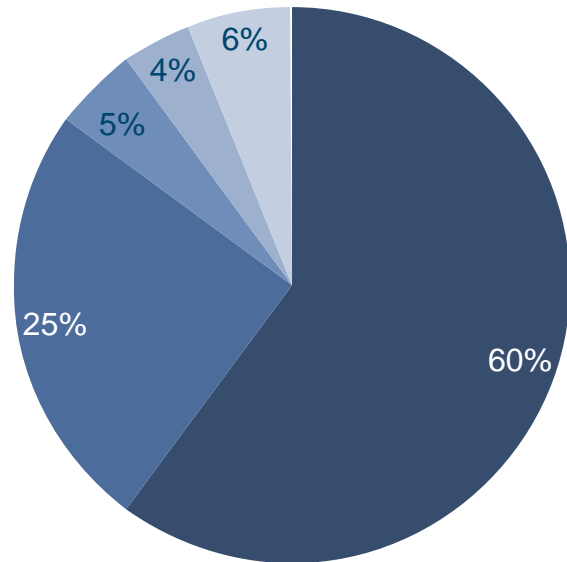
Based on local presence – Close to the client “around the corner”

Building long lasting relationships

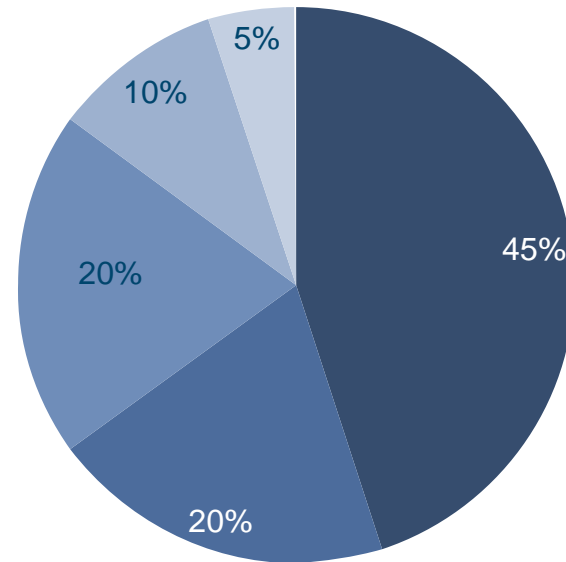
~3,000 employees generating €340 mio. revenues

We generate most of our output volume in the petrochemical industry and with scaffolding

Output volume per client industry



Output volume per service



We cooperate with a diverse pool of local and global clients from different industries





INDUSTRIAL
SERVICES
INDUSTRIAL
TECHNOLOGIES

B. Our cooperation with Huntsman

Already independently, Tebodin and Bilfinger Industrial Services both have a strong track record at Huntsman

<p>WILMAR Project (2011)</p>	<p>TEBODIN BIS</p>	<p>MER Judgement and Environmental Permit</p> <p>Scaffolding Insulation Tracing Painting</p>
<p>Keystone Project (2011)</p>	<p>TEBODIN BIS</p>	<p>Basic Eng. EPCM Services</p> <p>Scaffolding Insulation Tracing Painting</p>
<p>4th Crystallizer Project (2011 - ...)</p>	<p>TEBODIN BIS</p>	<p>Concept Design Basic Engineering EPCM Services</p> <p>Opportunities ahead</p>
<p>MDI 1 Shutdown 2013 (2011)</p>	<p>TEBODIN BIS</p>	<p>Basic Engineering EPCM Services</p> <p>Scaffolding Insulation Piping Mechanical</p>
<p>Capstone Project (2012 -)</p>	<p>TEBODIN BIS</p>	<p>Basic Engineering Detail Engineering</p> <p>Opportunities ahead</p>

Project references with Huntsman



Engineering services for the “Capstone” project, the successor of the “Keystone” project at Rotterdam, the Netherlands

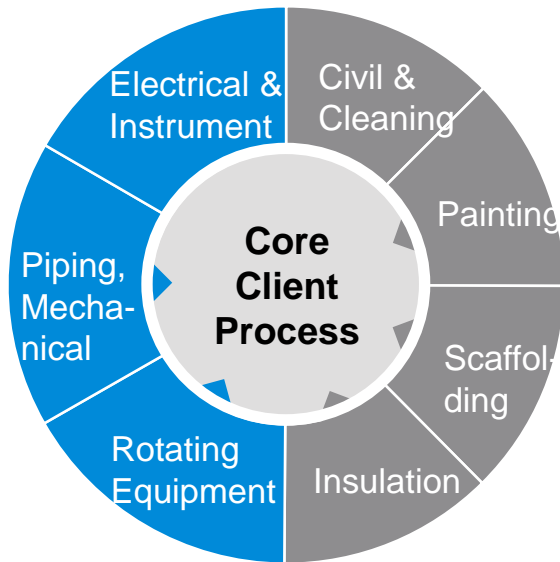
Project references with Huntsman



Recalculation of all safety valves for the higher EHS (environmental, health and safety) categories (approximately 60 valves) of all safety valves in the MDI1, MDI2 and downstream plants in Rotterdam, the Netherlands.

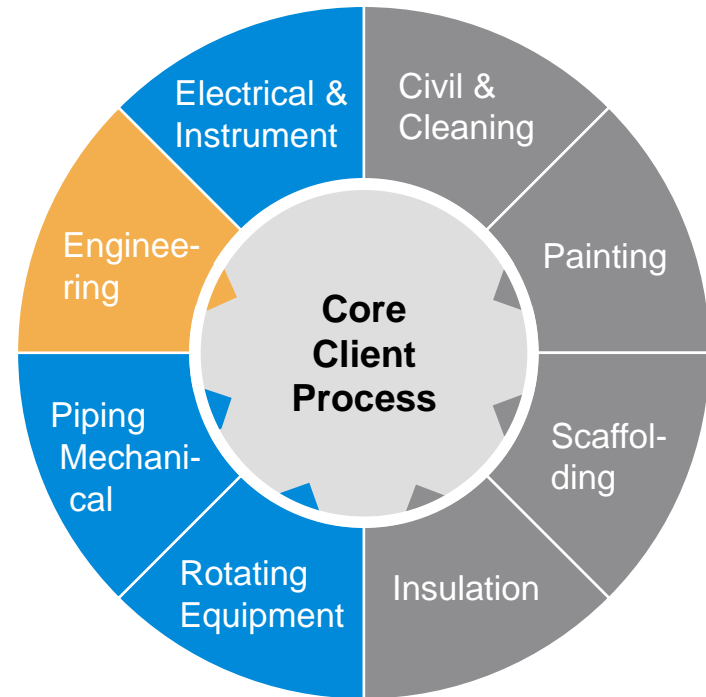
Integration of Engineering in the service portfolio increases addressable market

Today



Professional provider of industrial services

Tomorrow



Increase of addressable market by offering integrated solutions with high attractiveness for customers

As a combined entity, Bilfinger Industrial perfectly meets Huntsman's requirement on engineering and services

Huntsman requirements

1) Manage Safety

2) Minimize down time

3) Fast Implementation of Modifications/Projects

4) Integrate Contractors

Bilfinger Industrial offerings

- Safety in “heart & mind”
- Own site staff

- Coordination & work prep by Bilfinger
- First time right! World class service provider
- Performance Incentives

- Intimate plant & process knowledge
- Own site own staff

- Integrated planning systems
- Quick response service

Project references with Huntsman



Lump-sum turnkey realization of a phased upgrading and extension of a variants plant and various EPCm services for the stretch projects in the MDI plants in Rotterdam, the Netherlands

Project references with Huntsman



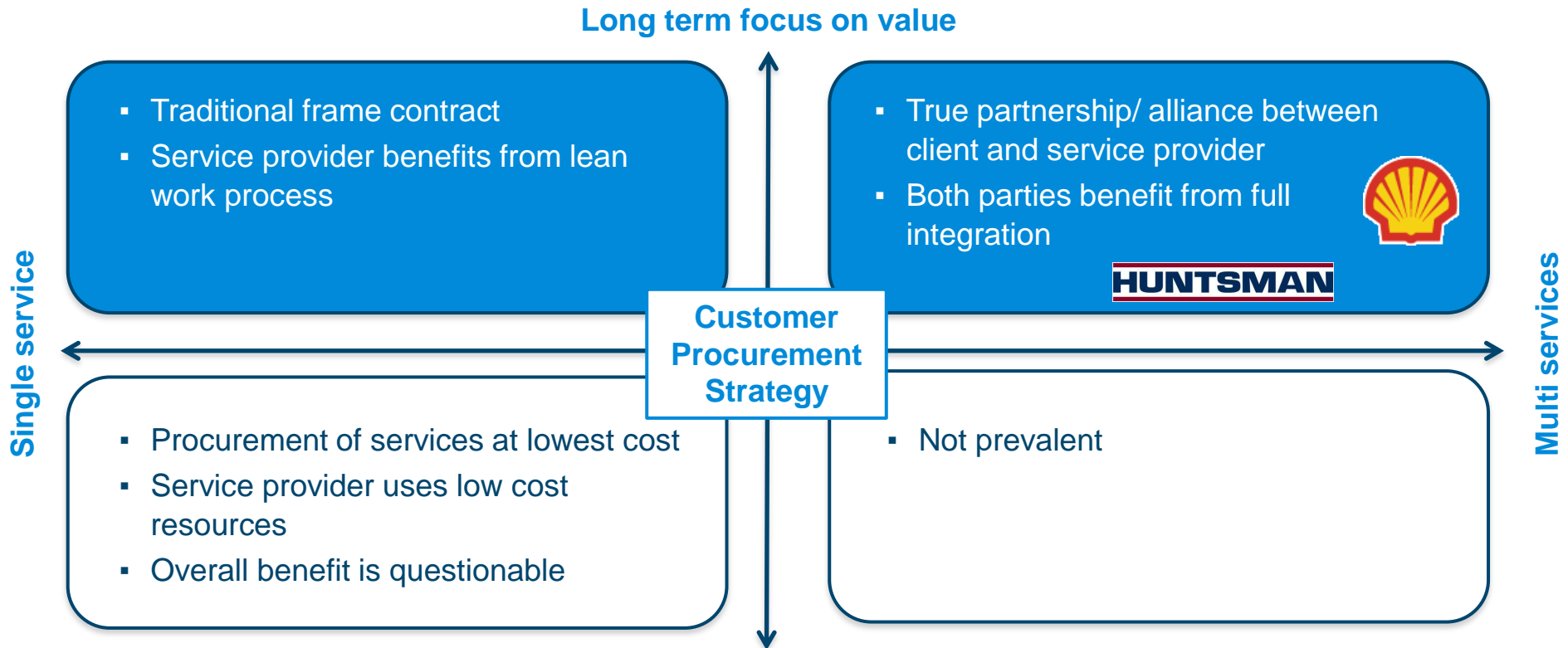
EPCm services together with “4 Front Engineering” for the “Splitter Early Project” for the MDI facilities at Rozenburg, the Netherlands



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SERVICES
INDUSTRIAL
TECHNOLOGIES

C. Outlook

Our customers increasingly value true partnerships with long term focus on value and multi service provisions

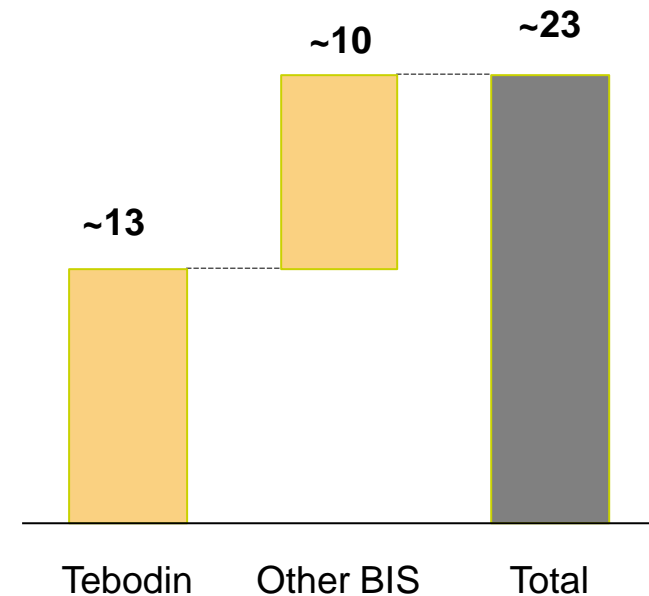


The procurement strategy of Huntsman supports the ongoing successful development of our partnership

Procurement policy of Huntsman

- Limit number of full scope service providers on site
- Demand daily presence “on-site” and “around the corner”
- Create true alliance with service provider
 - Shared mission and targets
 - Performance monitored through dedicated KPIs
 - Integrated workflow between client and service provider
 - Best of class execution of tasks

Output volume 2011-2012 [€ Mio.]



Bilfinger Industrial and Huntsman – Together “We can”

HUNTSMAN

Capex

Modifica-
tions

Turnaround

Maintenance



INDUSTRIAL SERVICES
INDUSTRIAL TECHNOLOGIES



Capable of covering demand ranging from individual projects and integrated projects to full alliance

Bilfinger Industrial Services

Bilfinger Industrial Technologies

Together “We can”



Thank you for your attention

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