Reporting Factsheet Q2 2018 Published on August 14, 2018





Bilfinger Group*		H1			Q2		
in € million	2018	2017	Δ in %	2018	2017	∆ in %	FY 2017
Revenue	1.987	1.962	1%	1.058	1.001	6%	4.044
Orders received	2.240	1.916	17%	1.139	988	15%	4.055
Order backlog	2.767	2.502	11%	2.767	2.502	11%	2.531
EBITA adjusted 1)	6	-57	111%	12	-43	128%	3
EBITA margin adjusted 1)	0,3%	-2,9%		1,1%	-4,3%		0,1%
EBITA	-12	-114	89%	-1	-64	98%	-118
Amortization	3	4	-25%	1	1	0%	8
EBIT	-15	-118	87%	-2	-65	97%	-126
Financial result	16	-7	329%	20	-5	500%	-12
EBT	1	-125	101%	18	-70	126%	-138
Income taxes	-11	13	-185%	-6	13	-146%	-3
Earnings after taxes from cont. op.	-10	-112	91%	12	-57	121%	-141
Earnings after taxes from discont. op.	-3	50	-106%	0	50	-100%	55
Minority interest	-1	0		0	0		-3
Net profit 2)	-12	-62	81%	12	-7	271%	-89
Net Profit adjusted continuing operations 1)	1	-45	102%	8	-33	124%	-9
EPS adjusted continuing operations (in €) 1)	0,02	-1,01	102%	0,18	-0,74	124%	-0,19
Equity ratio	36%	39%		36%	39%		38%
Working capital	-44	-57	23%	-44	-57	23%	-137
Net cash (incl. marketable securities)	16	262	-94%	16	262	-94%	256
Cash flow from operating activities of continuing operations	-101	-158	36%	-41	-121	66%	-119
Adjusted cash flow from operating activities 3)	-64	-102	37%	-19	-93	80%	-7
Investments	29	40	-28%	18	25	-28%	76
thereof in P,P,E	29	40	-28%	18	25	-28%	71
thereof in financial assets	0	0		0	0		5
Employees	35.300	36.556	-3%	35.300	36.556	-3%	35.644

^{**}All of the figures presented relate, unless otherwise stated, to the Group's continuing operations; the figures for the prior-year period have been adjusted accordingly.

1) Adjustments see table "Reconciliation to adjusted earnings"

2) Includes continuing and discontinued operations

3) In accordance to EBITA adjusted

Reconciliation adjusted earnings		H1			Q2		
in € million	2018	2017		2018	2017		FY 2017
EBITA	-13	-114	89%	-1	-64	98%	-118
Special items	19	57	-67%	13	21	-38%	121
EBITA adjusted	6	-57	111%	12	-43	128%	3
Financial result	-6	-7	14%	-2	-5	60%	-12
Adjusted income tax expense	0	20	-100%	-3	15	-120%	3
Minority interest	1	0		1	0		-3
Net Profit adjusted continuing operations	1	-44	102%	8	-33	124%	-9
EPS adjusted continuing operations (in €)	0,01	-1,01	101%	0,18	-0,74	124%	-0,19

Special items in EBITA		H1			Q2		
	2018	2017		2018	2017		FY 2017
Continuing operations							
Disposal losses/write-downs, selling-related expenses	-4	18	-122%	-2	5	-140%	40
Restructuring and SG&A efficiency	4	27	-85%	4	10	-60%	50
Compliance	8	5	60%	5	1	400%	12
IT Investments	10	7	43%	6	5	20%	19
Sum continuing operations	18	57	-68%	13	21	-38%	121

Outlook 2018		

in € million	FY 2018e	FY 2017
Orders received	Organic growth in the mid single-digit percentage range	4,055 *
Revenue	Organically stable to slightly growing	4,044
Adjusted EBITA	Significant increase to mid-to-higher double- digit-million € amount **	3

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^{*} As reported, based on output volume/ comparable based on revenue: €4,079m
** Despite significant increase in upfront costs for business development and digitalisation of € ~20 million, under the assumption of comparable F/X basis



Bilfinger Segments	Ord	ers received	d						
in € million		H1			Q2		FY		
TO T	2018	2017	Δ in %	2018	2017	Δ in %	2017		
S&T MMO	677 1.492	569	19% 21%	381 730	315 598	21%	1.119		
Consolidation/ HQ/ OOP/ others	1.492	1.237	21%	730	398	2270	2.664		
thereof OOP	86	115	-25%	34	74	-54%	286		
thereof HQ/ consolidation/ others	-15	-7	-114%	-6	0		-15		
Group	2.240	1.916	17%	1.139	988	15%	4.055		
		Revenue							
		H1			Q2		FY		
E&T	2018	2017	Δ in %	2018	2017	Δ in %	2017		
-&। MMO	564 1.333	568 1.249	-1% 7%	299 708	272 657	10% 8%	1.157 2.628		
Consolidation/ HQ/ OOP/ others	1.555	1.243	7 /0	708	037	0/0	2.020		
thereof OOP	96	156	-38%	55	78	-29%	293		
thereof HQ/ consolidation/ others	-7	-12	42%	-4	-7	43%	-34		
Group	1.986	1.961	1%	1.058	1.001	6%	4.044		
	Ore	der backlog							
	2040	H1	A ! O/	2010	Q2	A ! 0/	FY		
E&T	2018 870	2017 793	Δ in % 10%	2018 870	2017 793	Δ in %	2017 747		
MMO	1.778	1.593	12%	1.778	1.593	12%	1.623		
Consolidation/ HQ/ OOP/ others	2., 76	555	-2/0	,,0		-2/0	1.025		
thereof OOP	135	141	0%	135	141	-5%	172		
thereof HQ/ consolidation/ others	-15	-25	38%	-15	-25	38%	-10		
Group	2.767	2.502	11%	2.767	2.502	11%	2.531		
	EBI	TA adjusted							
	2010	H1	Δ in %	2010	Q2	A :- 0/	FY 2017		
E&T	2018 8	2017 -49	Δ In % 116%	2018 7	2017 -47	Δ in % 115%	2017 -24		
EBITA margin adjusted	1,5%	-8,7%	110/0	2,6%	-17,5%	113/0	-2,1%		
MMO	32	36	-11%	19	24	-21%	103		
EBITA margin adjusted	2,4%	2,9%		2,6%	3,6%		3,9%		
Consolidation/ HQ/ OOP/ others									
thereof OOP	-6	-6	0%	-2	-1	-100%	-4		
thereof HQ/ consolidation/ others	-29	-38	24%	-12	-19	37%	-72		
Group	6	-57	111%	12	-43	128%	3		
EBITA margin adjusted	0,3%	-2,9%		1,1%	-4,3%		0,1%		
Organic development orders received	H1 2017	Δ Net ac	quisitions	Δ F/)	(ΔOrg	ganic	H1 2	018
	H1 2017	Δ Net ac	quisitions	Δ F/)	(ΔOr	ganic	H1 2	018
in € million	H1 2017	Δ Net ac	quisitions	Δ F/)	-5%	Δ Org	ganic +24%	H1 20	
in € million E&T					<u> </u>				19%
in € million E&T MMO	569	0	0%	-28	-5%	136	+24%	677	19% 21%
in € million E&T MMO Group	569 1.237 1.916	0 0 -18	0% 0% -1%	-28 -33 -61	-5% -3% -3%	136 288 403	+24% +23% +21%	677 1.492 2.240	19% 21% 17%
in € million E&T MMO Group Organic development orders received	569 1.237	0 0 -18	0% 0%	-28 -33	-5% -3% -3%	136 288	+24% +23% +21%	677 1.492	19% 21% 17%
in € million E&T MMO Group Organic development orders received in € million	569 1.237 1.916 Q2 2017	0 0 -18 Δ Net acc	0% 0% -1% quisitions	-28 -33 -61 Δ F/)	-5% -3% -3%	136 288 403 Δ Org	+24% +23% +21%	677 1.492 2.240 Q2 2	19% 21% 17% 018
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