

Key Highlights Q2 2023





Stable

Orders received org. +1%



Increased

Revenue org. +6%



EBITA margin

significantly above prior year **3.9%**



- €46 million



Continued

positive market development



Strategy

in implementation & shows first effects



Efficiency program

on track



Outlook 2023

confirmed

ESG key figures Q2 2023

Occupational safety has high priority

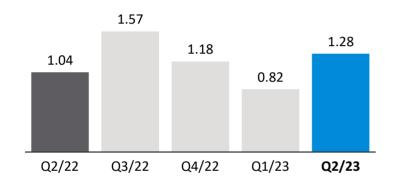


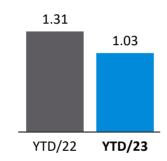




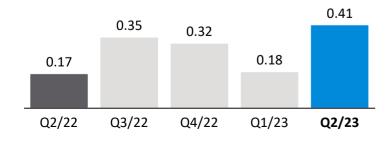


TRIF: Total Recordable Incident Frequency [based on 1 million working hours]





LTIF: Lost Time Injury Frequency [based on 1 million working hours]

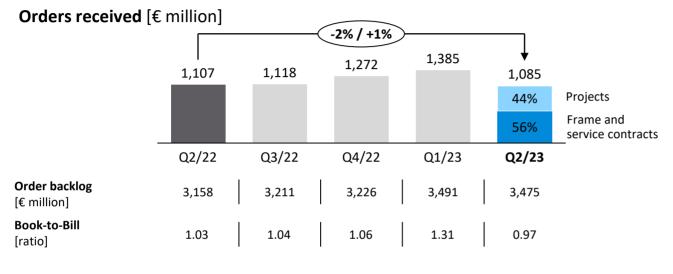


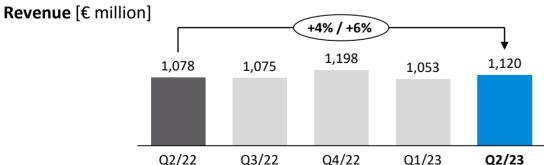




Growth in E&M Europe and particularly strong in Technologies Decrease in E&M International due to restructuring in USA

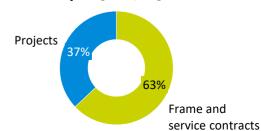






- Orders received stable after high Q1; growth at E&M Europe (+6% org.) and Technologies (+32% org.) offsets expected decrease due to restructuring in USA at E&M International (-23% org.)
- Increased share of projects in orders received due to strong growth in Technologies
- Book-to-bill of 1.14 in the first half of the year
- Increase in revenue with good development in E&M Europe and Technologies, further progress in completion of legacy projects in USA





Δ abs. / org.

Selected orders



Battery Production

Northvolt Gdansk, Poland E&M Europe



Maintenance

ExxonMobil Lower Saxony, Germany E&M Europe



natural gas plants

Biopharma

Multiple locations, UK Technologies

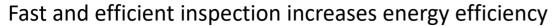




5-year EPCM framework contract to modernize R&D facilities

Europe's largest battery

Innovation: Use of drones for insulation inspection



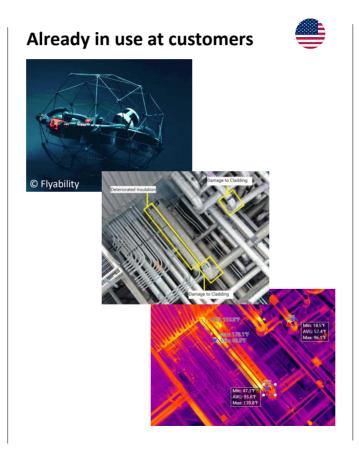


Customer order

- Significant reduction in inspection times for insulation on pipelines, heat exchangers, fittings and tanks.
- Improvement of occupational safety

Bilfinger solution

- Inspection of plant equipment using drones with thermal imaging cameras
- Evaluation of the footage by specialists in the office
- Localisation of footage using drone coordinates to carry out repairs



Bilfinger contribution

Up to 80 % less inspection time

- Efficient execution during plant operation
- Improvement of occupational safety

Sustainability effects

- Energy efficiency improvement of facilities
- CO₂ reduction

Efficiency program



On track and fully effective as of January 2024

		Target as of January 1, 2024	Thereof achieved by June 30, 2023	Thereof achieved in Q2 2023
	Capacity reductions	- 750 FTEs	- 251 FTEs	- 225 FTEs
€	One-time costs	- € 62 million	- €3.3 million	- €2.9 million
	EBITA improvement gross p.a. (from January 1, 2024 – Run-rate)	+ € 55 million	+ €19.3 million	+ €16.9 million
•	Re-invest in Education & Training	- € 13 million	- €0 million	- €0 million

- Ongoing (non-provisionable) costs for the realization of the program: YTD 2023 €3.4 million, in Q2 2023 €1.5 million
- Baseline as of January 1, 2022

Financial highlights Q2 2023





Orders received org. +1%



Revenue org. +6%



Gross margin increased to 10.4%



SG&A ratio below prior year 6.5%



EBITA margin significantly above prior year 3.9%



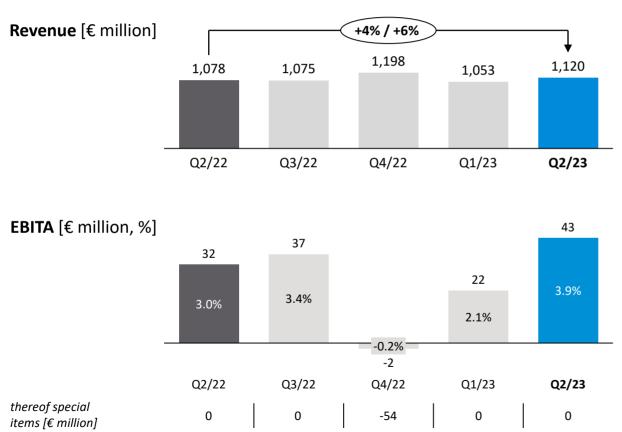
Free cash flow

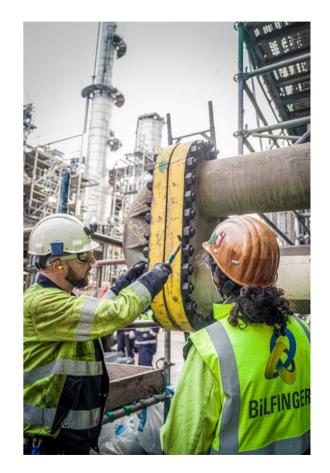
below prior year as expected

- €46 million

EBITA margin significantly above prior year





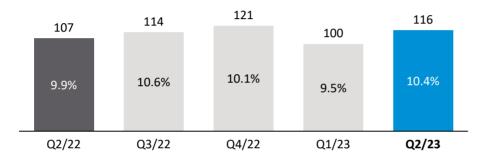


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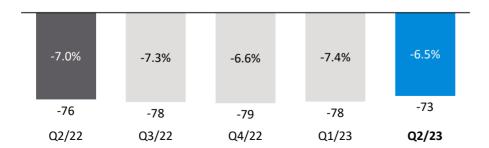
Gross profit and margin increased compared to prior year SG&A costs reduced despite inflation and higher revenue



Gross profit [€ million, %]



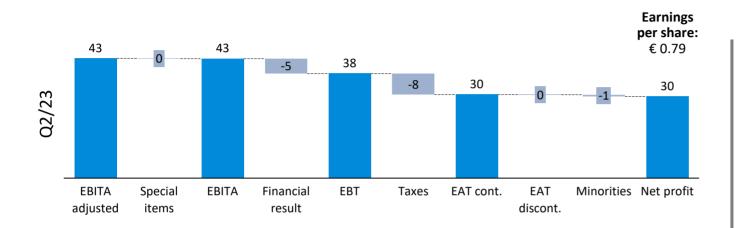
SG&A expenses [€ million, %]

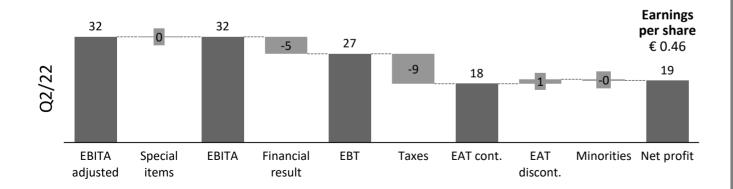




P&L development



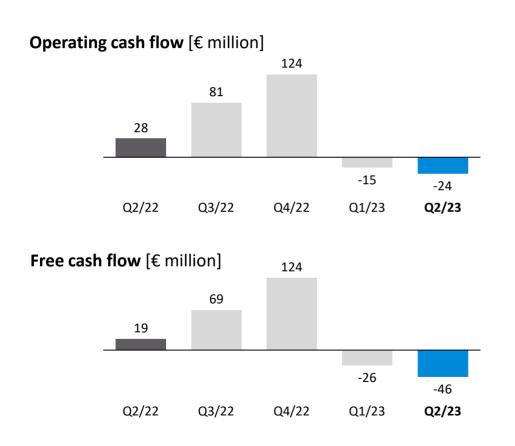




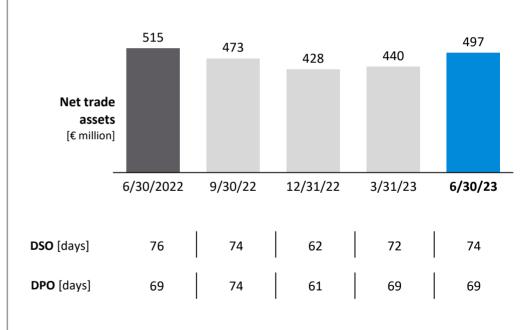
- EBITA significantly increased
- No special items in the current quarter
- Net profit thus significantly higher than prior year

Free cash flow below very good prior-year quarter as expected, higher Net CAPEX



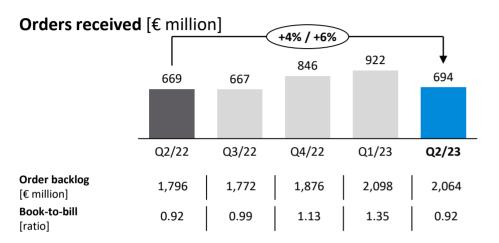


Net Trade Assets / DSO / DPO

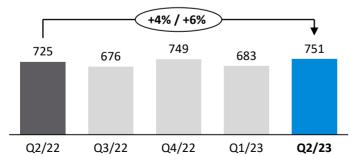


E&M Europe: Good growth and stable EBITA margin



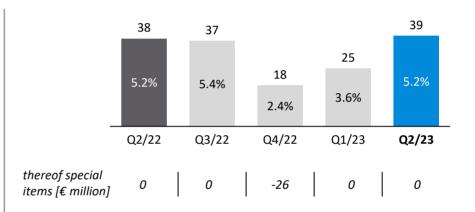


Revenue [€ million]

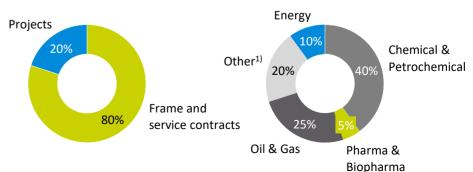


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EBITA [€ million, %]



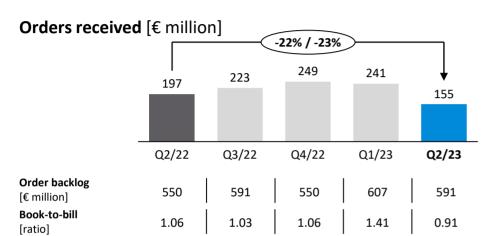
Revenue split [YTD, %]



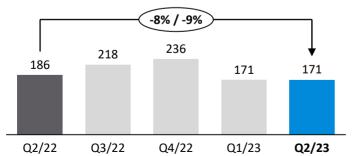
1) Includes different industries outside the defined core industries.

E&M International: Middle East with positive development, US restructuring impacts performance



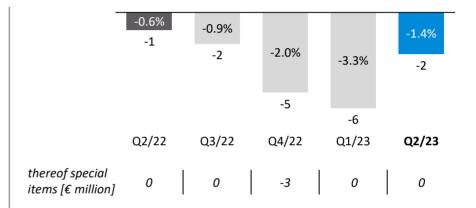


Revenue [€ million]

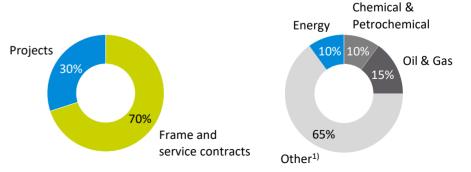


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EBITA [€ million, %]

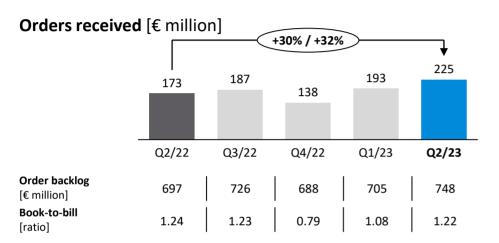


Revenue split [YTD, %]

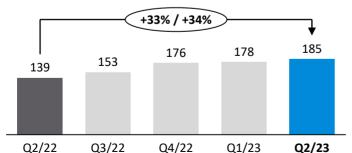


Technologies: High increase in orders received and revenue, mainly due to biopharma and energy projects, EBITA margin also significantly improved

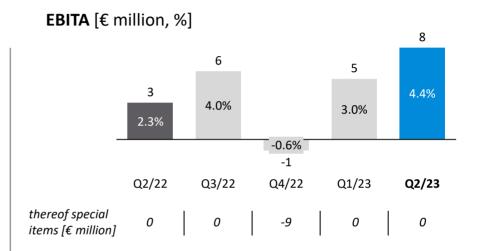


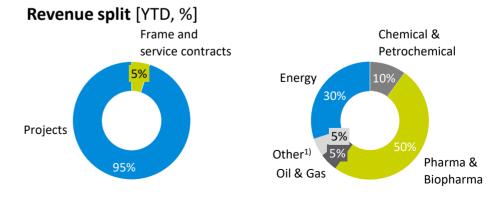


Revenue [€ million]









Market development unchanged



Continued positive demand despite challenges for the industry

Energy | 20%1)

- Energy transition: new technology and improvement in energy efficiency
- Increasing investments in green energy
- Newly built battery production facilities now also require maintenance
- Nuclear power revival
- Extension of the lifetime of conventional power plants

- Continued high demand in the healthcare sector
- Localization of supply chains
- Speed of investment increase normalizes
- Unchanged good demand for maintenance and service

Pharma & Biopharma | 10%¹⁾



Chemicals & Petrochem | 25%¹⁾



- Increased necessity for efficiency improvement in the production process
- Ongoing investment projects continue to progress
- Resource transition and energy transition

- Global oil and gas demand remains at a high level, therefore investment and maintenance in existing infrastructure
- New investment including LNG plants, hydrogen transport, carbon capture infrastructure

Oil & Gas | 20%¹⁾



1) % of Group revenues YTD 2023, remaining 25% in other adjacent industries

Outlook FY 2023 confirmed



	Actual FY 2022	Outlook FY 2023	YTD 2023
Revenue	€4,312 million	€4,300 to €4,600 million	€2,173 million
EBITA margin	1.8% (3.2% ¹⁾)	3.8 to 4.1%	3.0%



€136 million

€50 to €80 million²⁾

- €73 million

Free cash flow

¹⁾ adjusted by special items

²⁾ incl. ~€60m cash-out for Efficiency Program

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Outlook 2023

confirmed



Segment development Q2 2023



										Reconciliation Group							_	
E&M Europe			E&IV	Internatio	nal	Te	Technologies		HQ / Consolidation / Other		Other Operations		ns	Group				
[€ million]	Q2/23	Q2/22	Δin %	Q2/23	Q2/22	Δ in %	Q2/23	Q2/22	Δ in %	Q2/23	Q2/22	Δ in %	Q2/23	Q2/22	Δ in %	Q2/23	Q2/22	Δ in %
Orders received	694	669	+4%	155	197	-22%	225	173	+30%	-22	-2	-	34	70	-52%	1,085	1,107	-2%
Order backlog	2,064	1,796	+15%	591	550	+8%	748	697	+7%	-38	-39	-	110	155	-29%	3,475	3,158	+10%
Revenue	751	725	+4%	171	186	-8%	185	139	+33%	-17	-18	-	30	47	-36%	1,120	1,078	+4%
SG&A	-40	-39	+3%	-15	-14	+5%	-12	-12	-6%	-4	-9	-52%	-2	-2	-10%	-73	-76	-4%
EBITDA	56	54	+2%	0	1	-	10	5	+95%	0	-8	-	2	5	-49%	68	57	+19%
EBITA	39	38	+3%	-2	-1	-	8	3	+150%	-3	-11	-	2	4	-50%	43	32	+34%
Special items EBITA	0	0	-	0	0	-	0	0	-	0	0	-	0	0	-	0	0	-
Amortization	0	0	-	0	0	-	0	0	-	0	0	-	0	0	-	0	0	-
Depreciation	-17	-17	-	-2	-2	-	-2	-2	-	-3	-3	-	0	-1	-	-24	-25	-
Investments in PPE	22	11	+90%	1	1	+5%	1	1	+20%	0	0	-	0	1	-	23	13	+76%
Increase in right-of- use assets	5	4	+31%	0	2	-	1	1	-15%	1	2	-52%	0	0	-	7	9	-23%
Employees	20,943	21,030	0%	5,087	6,004	-15%	2,034	2,061	-1%	420	462	-9%	770	1,009	-24%	29,254	30,566	-4%

Segment development YTD 2023



	_									Reconciliation Group						Crown		
E&M Europe			£&N	1 Internatio	onal	Technologies		HQ / Consolidation / Other		Other Operations			Group					
[€ million]	YTD/23	YTD/22	Δ in %	YTD/23	YTD/22	Δ in %	YTD/23	YTD/22	Δ in %	YTD/23	YTD/22	Δ in %	YTD/23	YTD/22	Δ in %	YTD/23	YTD/22	Δ in %
Orders received	1,616	1,404	+15%	395	360	+10%	418	346	+21%	-27	-8	-	68	121	-44%	2,470	2,225	+11%
Order backlog	2,064	1,796	+15%	591	550	+8%	748	697	+7%	-38	-39	-	110	155	-29%	3,475	3,158	+10%
Revenue	1,435	1,360	+5%	341	344	-1%	363	264	+38%	-31	-32	-	64	103	-38%	2,173	2,039	+7%
SG&A	-81	-78	+4%	-28	-27	+5%	-27	-25	+7%	-10	-16	-38%	-4	-4	-11%	-150	-150	0%
EBITDA	97	83	+16%	-4	2	-	18	7	+150%	-3	-11	-	6	8	-25%	113	89	+27%
EBITA	64	50	+26%	-8	-2	-	14	3	+306%	-9	-17	-	5	6	-21%	65	41	+58%
Special items EBITA	0	-10	-	0	0	-	0	0	-	0	0	-	0	0	-	0	-10	-
Amortization	0	0	-	0	0	-	0	0	-	0	0	-	0	0	-	0	0	-
Depreciation	-33	-33	-	-4	-4	-	-4	-4	-	-6	-6	-	-1	-2	-	-48	-48	-
Investments in PPE	31	19	+59%	2	1	+128%	2	2	+22%	0	0	-	1	1	-41%	35	23	+54%
Increase in right-of- use assets	18	8	+117%	1	2	-69%	1	2	-26%	2	3	-38%	0	0	-	22	15	+43%
Employees	20,943	21,030	0%	5,087	6,004	-15%	2,034	2,061	-1%	420	462	-9%	770	1,009	-24%	29,254	30,566	-4%

P&L



[€ million]	Q2/23	Q2/22	Δ in %	YTD/23	YTD/22	Δ in %
Revenue	1,119.7	1,078.4	+4%	2,172.9	2,039.3	+7%
Gross profit	116.4	106.8	+9%	216.7	201.7	+7%
Selling and administrative expenses	-72.6	-76.0	-4%	-150.3	-150.1	0%
Impairment losses and reversal of impairment losses (as per IFRS 9)	-0.7	1.0	-	-0.7	-2.1	-
Other operating income and expense	-0.9	-0.3	-	-3.0	-10.1	-
Income from investments accounted for using the equity method	1.1	0.9	+23%	2.3	1.8	+33%
Earnings before interest and taxes (EBIT)	43.4	32.4	+34%	65.1	41.2	+58%
Amortization of int. assets from acquisitions and goodwill impairments (IFRS 3)	0.0	0.0	-	0.0	0.0	-
Earnings before interest, taxes and amortization of intangible assets (EBITA)	43.4	32.4	+34%	65.1	41.2	+58%
Special items in EBITA	0.1	0.2	-37%	-0.2	-10.0	-
Depreciation PP&E ¹⁾	24.5	24.6	-1%	48.3	48.2	0%
Earnings before interest, taxes, depreciation and amortization (EBITDA)	67.9	57.0	+19%	113.4	89.3	+27%
Financial result	-5.4	-5.2	-	-11.6	-12.2	-
Earnings before taxes (EBT)	38.0	27.2	+40%	53.5	28.9	+85%
Income taxes	-7.6	-9.2	-	-15.6	-16.1	-
Earnings after taxes EAT (continuing operations)	30.4	18.0	+69%	37.9	12.8	+196%
Earnings after taxes EAT (discontinued operations)	-0.1	1.4	-	-0.1	1.1	-
Minority interests	-0.6	-0.4	-	-1.4	-1.4	-
Net profit	29.7	19.0	+57%	36.4	12.5	+191%
For information: adjusted Net profit	27.1	19.3	+40%	37.8	27.0	+40%

¹⁾ thereof depreciation of right-of-use assets from leases in the quarter €12.7 million (VJ: €12.3 million)

Consolidated Balance Sheet: Assets



[€ million]	6/30/23	3/31/23	Δ in %	6/30/23	12/31/22	Δin %
Non-current assets	1,272.8	1,269.0	0%	1,272.8	1,261.9	+1%
Intangible assets	787.7	788.5	0%	787.7	786.5	0%
Property, plant and equipment	254.4	244.3	+4%	254.4	246.2	+3%
Right of use assets from leases	175.6	180.3	-3%	175.6	173.2	+1%
Investments accounted for using the equity method	13.5	13.7	-1%	13.5	12.7	+7%
Other financial assets	7.3	7.3	0%	7.3	7.3	0%
Deferred taxes	34.4	34.8	-1%	34.4	35.9	-4%
Current assets	1,912.1	1,802.5	+6%	1,912.1	1,790.1	+7%
Inventories	86.1	87.4	-1%	86.1	80.8	+7%
Receivables and other financial assets	1,176.1	1,116.0	+5%	1,176.1	1,078.5	+9%
Current tax assets	11.1	10.3	+8%	11.1	7.3	+53%
Other assets	58.4	57.9	+1%	58.4	35.2	+66%
Securities	0.0	0.0	-	0.0	0.0	-
Marketable securities	15.1	15.0	+1%	15.1	14.9	+2%
Cash and cash equivalents	565.3	515.9	+10%	565.3	573.4	-1%
Assets classified as held for sale	0.0	0.0	-	0.0	0.0	-
Total	3,184.9	3,071.5	+4%	3,184.9	3,052.0	+4%

1 Goodwill slightly increased to 784 (12/23:783)

Consolidated Balance Sheet: Equity & liabilities



[€ m	llion] 6	6/30/23	3/31/23	Δ in %	6/30/23	12/31/22	Δin %
Equity	-	1,047.6	1,073.8	-2%	1,047.6	1,078.2	-3%
Equity attributable to shareholders of Bilfinger SE		1,054.9	1,082.2	-3%	1,054.9	1,087.9	-3%
Attributable to minority interests		-7.3	-8.3	-	-7.3	-9.7	-
Non-current liabilities		593.1	667.7	-11%	593.1	655.7	-10%
Provisions for pensions and other obligations		247.0	244.0	+1%	247.0	238.7	+3%
Other Provisions		17.3	17.2	+1%	17.3	17.3	0%
Financial debt		313.3	394.2	-21%	313.3	388.9	-19%
Other liabilities		0.2	0.0	-	0.2	0.0	-
Deferred taxes		15.3	12.4	+24%	15.3	10.8	+42%
Current liabilities	:	1,544.2	1,329.9	+16%	1,544.2	1,318.2	+17%
Current tax liabilities		26.1	29.3	-11%	26.1	29.7	-12%
Other provisions		215.7	228.6	-6%	215.7	238.8	-10%
Financial debt		299.8	57.5	+421%	299.8	54.7	+448%
Trade and other payables		798.9	809.1	-1%	798.9	787.0	+2%
Other liabilities		203.6	205.4	-1%	203.6	208.1	-2%
Liabilities classified as held for sale		0.0	0.0	-	0.0	0.0	-
Total	:	3,184.9	3,071.5	+4%	3,184.9	3,052.0	+4%

Slight increase in balance sheet total, slight decrease in equity ratio (33%; 12/31: 35%)

Emission of promissory note loan in noncurrent liabilities (175); reclassification of Bond 06/2024 to current liabilities (249)

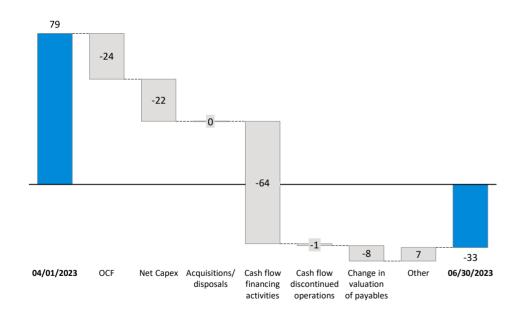
Net liquidity

Cash flow development excluding IFRS 16

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Net liquidity¹) [€ million]

1) Including IFRS 16 leases



Cash flow development year-to-date excl. IFRS 16 [€ million]

	6m 2023 excl. IFRS 16	IFRS 16 impacts	6m 2023 incl. IFRS 16	6m 2022 excl. IFRS 16
EBITA	53		53	41
Depreciation	22	26	48	23
Change in NWC	-140		-140	-127
Others	6		6	11
Special Items	-7		-7	-12
Operating CF	-66		-40	-64
Net CAPEX	-33		-33	-18
Free CF	-99		-73	-82
Proceeds/Investments financial assets	-13		-13	0
Share buyback program	0		0	0
Changes in marketable securities	0		0	140
Dividends	-49		-49	-194
Change in financial debt	174	-24	150	-10
Interest paid	-17	-2	-19	-15
FX / other / DiscOp	-4		-4	1
Change in Cash	-8		-8	-162

Consolidated Statement of Cash Flows [1/2]



[€ million]	Q2/23	Q2/22	Δ in %	YTD/23	YTD/22	Δ in %
EBITDA	67.9	57.0	+19%	113.4	89.3	+27%
Change in advance payments received	-1.1	-5.7	-	-1.9	-9.7	-
Change in trade receivables	-81.7	-42.4	-	-98.5	-154.0	-
Change in trade payables and advance payments made	25.4	56.6	-55%	29.1	70.6	-59%
Change in net trade assets	-57.4	8.5	-	-71.2	-93.1	-
Change in current provisions	-10.3	-11.7	-	-18.2	-15.3	-
Change in other current assets (including other inventories) and liabilities	-16.7	-19.5	-	-50.6	-18.7	-
Change in working capital	-84.4	-22.7	-	-140.0	-127.1	-
Change in non-current assets and liabilities	-4.2	-5.5	-	-1.4	1.3	-
Gains / losses from disposal of non-current assets	0.0	-1.3	-	-0.4	-1.2	-
Income from investments accounted for using the equity method	-1.1	-1.0	-	-2.3	-1.8	-
Dividends received	1.2	0.9	+37%	1.2	1.6	-27%
Interest received	4.4	1.3	+241%	7.2	1.3	+460%
Income tax payments	-7.9	-1.0	-	-17.0	-2.8	-
Operating cash flow (OCF)	-24.2	27.8	-	-39.5	-39.4	-
Investments in property, plant and equipment and intangible assets	-23.4	-13.3	-	-35.0	-22.7	-
Payments received from the disposal of P, P & E and intangible assets	1.4	4.8	-71%	1.8	5.2	-64%
Net cash outflow for P, P & E and intangible assets (net capex)	-22.0	-8.5	-	-33.2	-17.6	-
Free cash flow (FCF)	-46.2	19.3	-	-72.6	-56.9	-
thereof special items in free cash flow	-3.2	-6.3	-	-6.9	-11.9	-

Consolidated Statement of Cash Flows [2/2]



[€ million]	Q2/23	Q2/22	Δ in %	YTD/2	3 YTD/22	Δ in %
Free Cash Flow (FCF) [Übertrag]	-46.2	19.3	-	-72.6	-56.9	-
Proceeds from / payments made for the disposal of financial assets	-0.1	-0.7	-	0.1	L 0.0	-
Investments in financial assets	0.4	0.0	-	-12.6	-0.1	-
Changes in marketable securities	0.0	140.0	-100%	0.0	140.0	-
- Share buyback	0.0	0.0	-	0.0	0.0	-
- Dividends	-49.6	-195.6 (2 -	-49.6	-195.6	-
- Share buyback (including Changes in ownership interest without change in control)	0.0	-0.1	100%	0.0	-0.1	100%
- Borrowing	175.0 (3 0.0	-	175.0	0.0	-
- Repayment of financial debt	-12.7	-22.1	-	-25.4	-34.3	-
- Interest paid	-15.5	-14.6	-	-19.2	-16.7	-
Cash flow from financing activities of continuing operations	97.2	-232.5	-	80.8	-246.8	-
Change in cash and cash equivalents of continuing operations	51.4	-73.9	-	-4.2	-163.8	-
Change in cash and cash equivalents of discontinued operations	-0.6	1.3	-	-0.8	3 0.0	-
Change in value of cash and cash equivalents due to changes in foreign exchange rates	-1.3	0.5	-	-3.1	1.5	-
Change in cash and cash equivalents	49.4	-72.2	-	-8.1	L -162.3	-
Cash and cash equivalents at January 1 / April 1	515.9	552.8	-7%	573.4	4 642.9	-11%
Change in cash and cash equivalents of assets classified as held for sale	0.0	0.0	-	0.0	0.0	-
Cash and cash equivalents at June 30	565.3	480.6	18%	565.3	480.6	18%

1 Acquisition of De Bruin in Q1/23

(2) Special dividend in prior year

3 Emission of promissory note loan (175) for refinancing of Bond 06/2024

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