

## Preliminary Report Financial Year 2009

Investors' and Analysts' Conference Call on February 11, 2010

Herbert Bodner, CEO



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## FY 2009: Highlights

- Output volume close to prior year level
- Sound order situation  
Order backlog up 10%
- Earnings higher than expected  
EBIT and net profit reach adjusted prior-year level
- Operating cash-flow again at high level
- Increased dividend distribution proposed
- Outlook 2010  
Significant increase in earnings anticipated

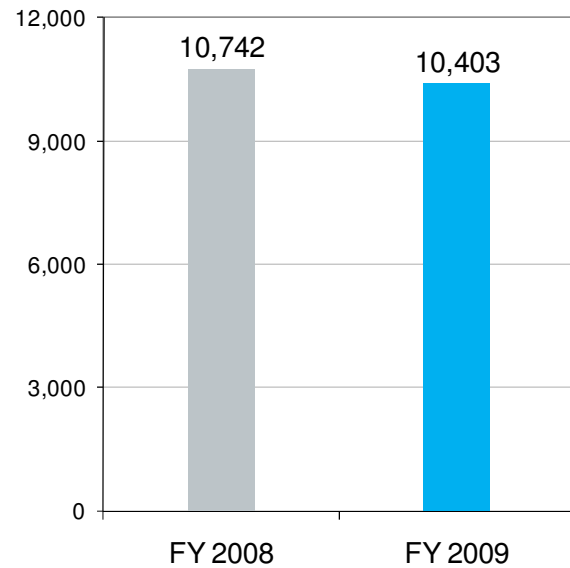
## Sale of Bilfinger Berger Australia

- Selling process initiated for Bilfinger Berger Australia, preparation of IPO
- Important milestone in the planned reduction of the construction business to approximately €2 billion
- Bilfinger Berger Australia in FY 2009:  
Output volume of approx. €2.7 billion  
EBIT of €77 million  
Net profit of €60 million

# Sound volume and order development

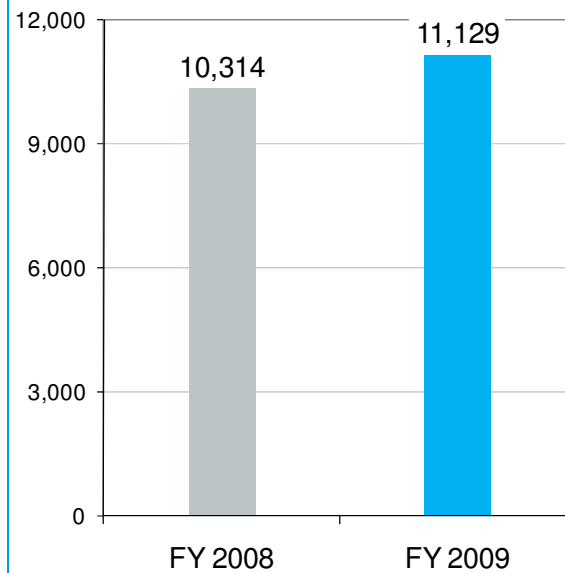
## Output volume

-3%



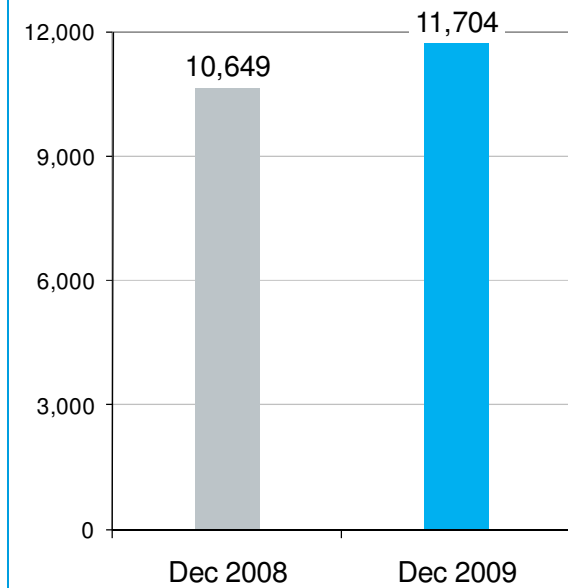
## Orders received

+8%



## Order backlog

+10%

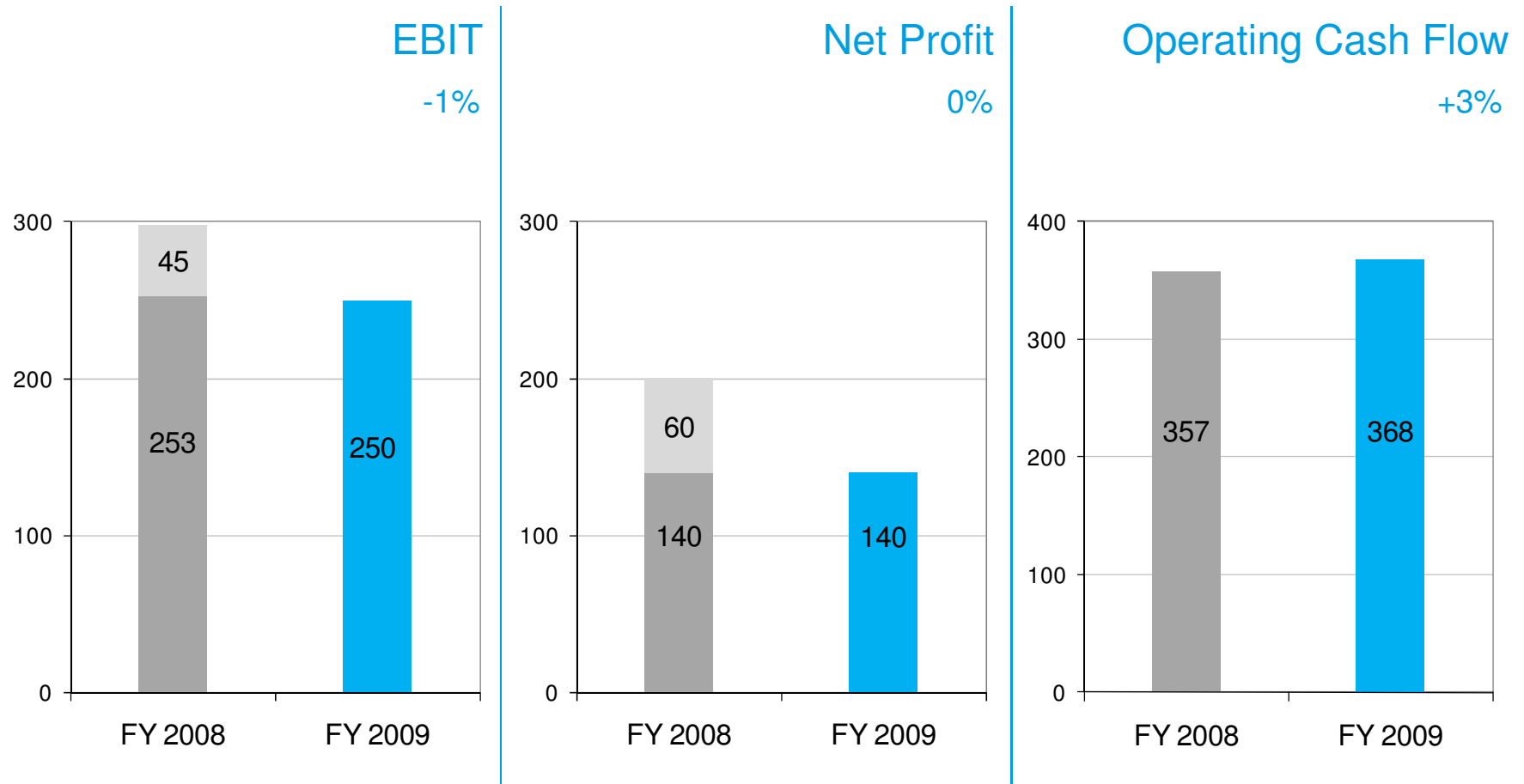


**In € million**

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# Stable earnings despite difficult economic conditions

## Operating cash flow once again at high level



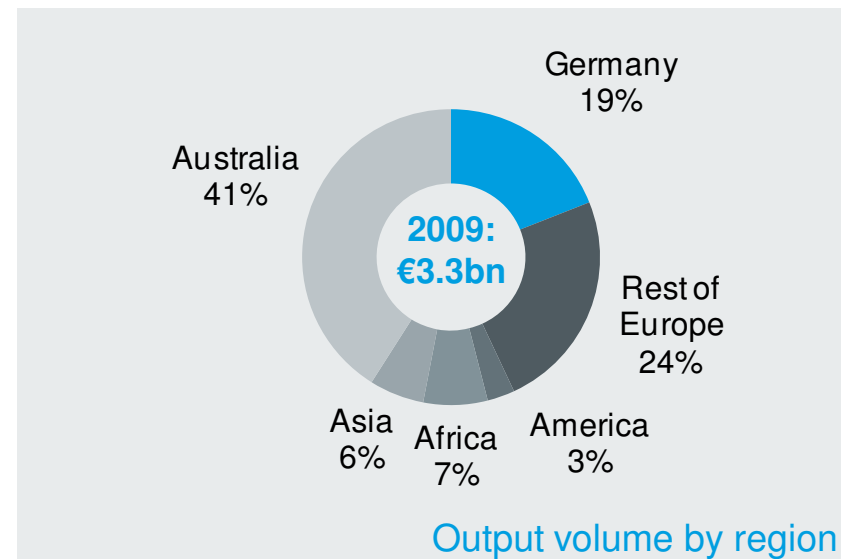
■ Exceptional item relating to the sale of French subsidiary Razel

**In € million**

## Civil: Ongoing positive demand for transport infrastructure projects

### Markets and highlights

- Higher order backlog due to Australian business and currency effects
- Planned decrease in output following sale of Razel and lower target volume
- Provision of €80 million recognized in Q3 for Doha Expressway project
- Underlying EBIT margin of 2.2%

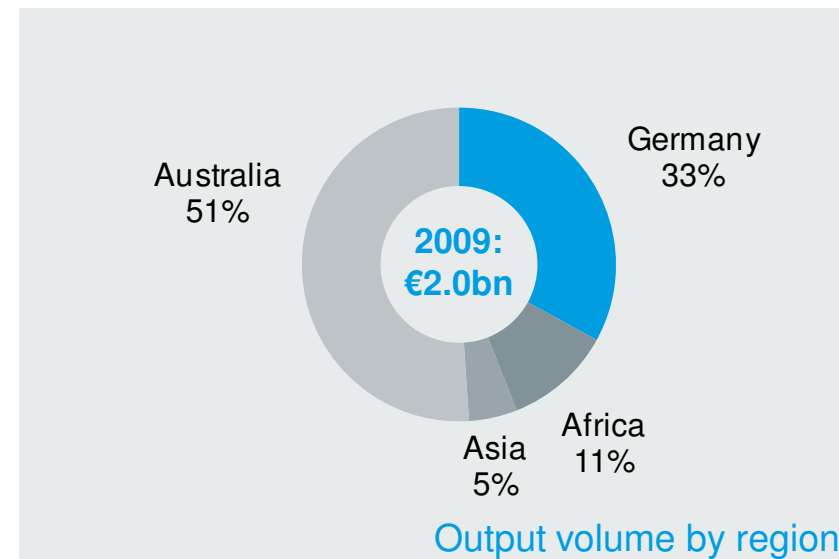


in € million	FY 2008	FY 2009	Change
<b>Output volume</b>	3,934	<b>3,286</b>	-16%
<i>thereof international</i>	84%	81%	
<b>Orders received</b>	3,338	<b>3,849</b>	15%
<b>Order backlog</b>	4,320	<b>4,886</b>	13%
<b>Capital expenditure</b>	116	<b>54</b>	-53%
<b>EBIT</b>	11	<b>-7</b>	

# Building and Industrial: Progressing toward target margin

## Markets and highlights

- Decrease in orders received due to lower demand in commercial construction and strict selectivity
- German reorganization completed
- EBIT improved to €22 million  
Also Germany with positive contribution
- EBIT margin of 1.1%



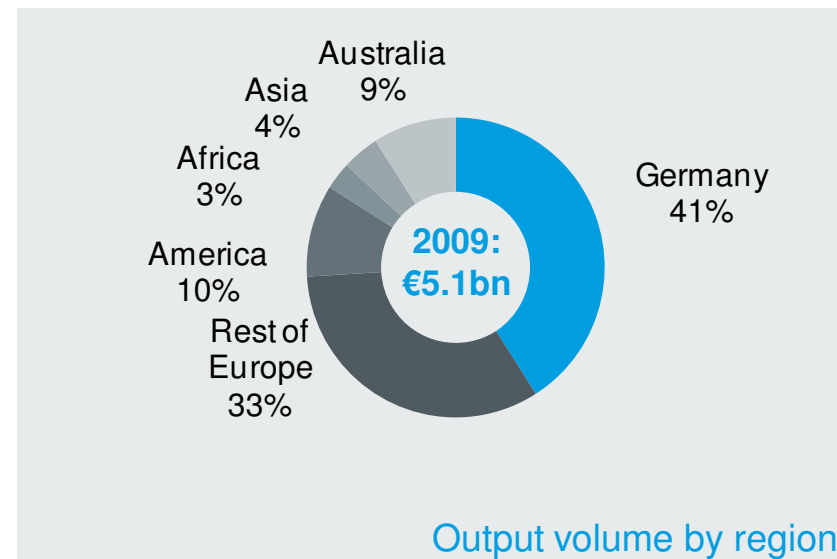
in € million	FY 2008	FY 2009	Change
<b>Output volume</b>	2,020	<b>2,018</b>	0%
<i>thereof international</i>	55%	67%	
<b>Orders received</b>	1,915	<b>1,847</b>	-4%
<b>Order backlog</b>	2,263	<b>2,044</b>	-10%
<b>Capital expenditure</b>	13	<b>8</b>	-38%
<b>EBIT</b>	14	<b>22</b>	57%



# Services: Output volume above €5 billion mark for the first time

## Markets and highlights

- Organic development:  
-2% in output volume, -2% in EBIT
- EBIT margin of 4.7% after 4.8% in 2008 despite difficult economic environment
- Industrial Services:  
Output volume of €2,664 million  
-10% organic decrease
- Power Services:  
Output volume of €1,017 million  
+25% organic increase
- Facility Services:  
Output volume of €1,416 million  
-3% organic decrease
- Acquisition of MCE Group fully reflected in 2010

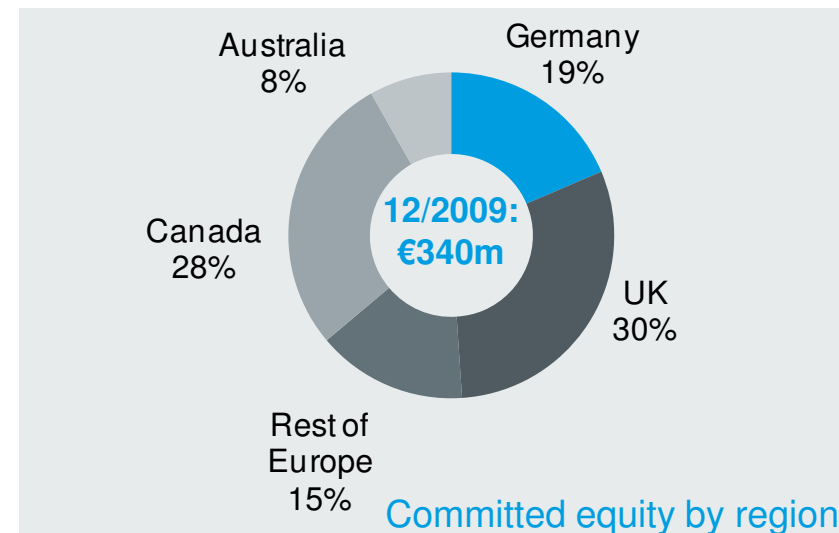


in € million	FY 2008	FY 2009	Change
<b>Output volume</b>	4,805	<b>5,097</b>	6%
<i>thereof international</i>	61%	59%	
<b>Orders received</b>	5,078	<b>5,407</b>	6%
<b>Order backlog</b>	4,081	<b>4,768</b>	17%
<b>Capital expenditure</b>	101	<b>93</b>	-8%
<b>EBIT</b>	230	<b>238</b>	3%

## Concessions: Approaching the €400 million target

### Markets and highlights

- Seven projects put into operation
- Two financial closes with €49 million additional committed equity in U.K.
- EBIT improved to € 14 million
- Rise of NPV to €202 million with an average discount rate of 10.2%
- NPV significantly exceeds paid-in equity of €140 million
- Successful start into 2010:  
Financial close for large, availability-based transport infrastructure project in Australia  
Current committed equity: €366 million



number / in € million	FY 2008	FY 2009	Change
<b>Projects in portfolio</b>	24	26	8%
<i>thereof under construction</i>	13	8	-38%
<b>Committed equity</b>	291	340	17%
<i>thereof paid-in</i>	101	140	39%
<i>thereof equity bridge loans</i>	90	164	82%
<b>NPV of future cash flows</b>	154	202	31%
<b>EBIT</b>	9	14	56%

## Outlook 2010

- Continuing operations

2009: Output volume of €7.7 billion, EBIT of €173 million, net profit of €80 million

2010:

Further growth in output volume

Disproportionately high increase in EBIT and net profit

- Business operations in Australia (discontinued operations) will contribute to output volume and earnings until disposal

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Joachim Müller, CFO



## EBIT and net profit in line with initial guidance for 2009 Increased dividend distribution proposed

in € million	FY 2008	FY 2009
<b>EBIT</b>	<b>298</b>	<b>250</b>
Net interest result	-15	-36
<b>EBT</b>	<b>283</b>	<b>214</b>
Income taxes	-79	-71
Minority interest	-4	-3
<b>Net profit</b>	<b>200</b>	<b>140</b>
<b>EPS (in €)</b>	<b>5.18<sup>1)</sup></b>	<b>3.79</b>
<b>DPS (in €)</b>	<b>1.85<sup>1)</sup></b>	<b>2.00</b>

→ Tax rate with positive one-time effects in both years

1) After rights issue adjustment

Decrease in net interest result mainly due to lower average liquidity and lower interest rates as well as higher average volume of recourse debt (promissory note loan)

in € million	FY 2008	FY 2009
Interest income	34	17
Interest expense	-22	-27
Gain on disposal of securities	1	0
<b>Current interest result</b>	<b>13</b>	<b>-10</b>
<b>Net interest from pensions</b>	<b>-10</b>	<b>-13</b>
<b>Interest expense for minority interest</b>	<b>-18</b>	<b>-13</b>
<b>Net interest result</b>	<b>-15</b>	<b>-36</b>

## Balance sheet influenced by first-time consolidation of MCE and rights issue

in € million	Dec 31, 2008	Dec 31, 2009
Balance sheet total	6,773	7,941
Goodwill (including intangibles from acquisitions)	1,219	1,521
Net Equity	1,141	1,562
Equity ratio excluding non-recourse debt	22%	26%
Net working capital	-890	-1,222

## Financial situation leaves room for further acquisitions

in € million	Dec 31 2008	Mar 31 2009	Jun 30 2009	Sept 30 2009	Dec 31 2009
Cash and cash equivalents	720	383	429	514	798
Financial liabilities (excluding non-recourse)	-328	-336	-473	-398	-354
Pension provisions	-219	-222	-226	-246	-287
<b>Net cash (+) / net debt (-) position</b>	<b>173</b>	<b>-175</b>	<b>-270</b>	<b>-130</b>	<b>157</b>
Concessions equity bridge loans	90	164	175	171	164
Average intra-year working capital need					-300
<b>Valuation net cash (+) / net debt (-)</b>					<b>0</b>



## Recourse debt structure: No short-term refinancing needs

- €250 million promissory note loan with approx. 6% interest rate p.a.  
→ valid through 2011 (€84 million) and 2013 (€166 million)
- €89 million financial leases  
→ mainly construction equipment
- €15 million short-term borrowings
- No drawings from syndicated loan facility with floating interest rate  
→ Revolving backstop facility with maximum of €300 million to finance working capital swings  
→ valid through 2012

## Strong operating cash flow also a result of lower working capital needs

in € million	FY 2008	FY 2009
<b>Cash earnings</b>	<b>322</b>	<b>275</b>
Change in working capital	161	99
Gains on disposals of non-current assets	-126	-6
<b>Cash flow from operating activities</b>	<b>357</b>	<b>368</b>
Net capital expenditure on property, plant and equipment / Intangibles	-108	-148
Proceeds from the disposal of financial assets	92	18
<b>Free Cashflow</b>	<b>341</b>	<b>238</b>
<b>Investments in financial assets</b>	<b>-460</b>	<b>-368</b>
<b>Cash flow from financing activities</b>	<b>83</b>	<b>176</b>
<b>Change in cash and cash equivalents</b>	<b>-36</b>	<b>46</b>
Other adjustments	-40	32
Cash and cash equivalents at January 1	796	720
<b>Cash and cash equivalents at December 31</b>	<b>720</b>	<b>798</b>

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