

Bilfinger Group*	FY			Q4		
	2016	2015	Δ in %	2016	2015	Δ in %
<i>in € million</i>						
Output volume	4,219	5,003	-16%	1,058	1,313	-19%
Orders received	4,056	4,301	-6%	1,069	1,011	6%
Order backlog	2,618	2,902	-10%	2,618	2,902	-10%
EBITA adjusted ¹⁾	15	-23	165%	7	22	-68%
EBITA margin adjusted ¹⁾	0.4%	-0.5%		0.7%	1.7%	
EBITA	-221	-157	-41%	-49	-32	-53%
Amortization	-10	-343	97%	-3	-3	0%
EBIT	-231	-500	54%	-52	-35	-49%
Net interest result	-22	-31	29%	-5	-6	17%
EBT	-253	-531	52%	-57	-41	-39%
Income taxes	-26	-60	57%	-3	25	-112%
Earnings after taxes from cont. op.	-279	-591	53%	-60	-16	-275%
Earnings after taxes from discont. op.	551	64	761%	6	11	-45%
Minority interest	1	-17	106%	-1	-10	90%
Net profit ²⁾	271	-510	153%	-53	5	-1160%
Net Profit adjusted continuing operations ¹⁾	-8	-30	73%	-4	11	-136%
EPS adjusted continuing operations (in €) ¹⁾	-0.17	-0.68	75%	-0.08	0.25	-132%
Equity ratio	40%			40%		
Working capital	-205			-205		
Net cash/debt	510			510		
Cash flow from operating activities of continuing operations	-224	39	-674%	22	149	-85%
Adjusted cash flow from operating activities ³⁾	-71	173	-141%	54	188	-71%
Investments	72	66	9%	25	16	56%
thereof in P,P,E	70	62	13%	25	15	67%
thereof in financial assets	2	4	-50%	0	1	
Employees	36,946	42,365	-13%	36,946	42,365	-13%

* 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	FY		Q4	
	2016	2015	2016	2015
<i>in € million</i>				
EBITA	-221	-157	-49	-32
Special items	-236	-134	-56	-54
EBITA adjusted	15	-23	7	22
Net interest result	-22	-31	-5	-6
Adjusted income tax expense	2	17	-1	-5
Minority interest	-3	7	-5	0
Net Profit adjusted continuing operations	-8	-30	-4	11
EPS adjusted continuing operations (in €)	-0.17	-0.68	-0.08	0.25

Special items in EBITA	FY		Q4	
	2016	2015	2016	2015
<i>Continuing operations</i>				
Portfolio adjustments/ write-downs, sales-related expenses	-94	48	-31	5
SG&A efficiency program	-29	-8	-1	-5
Compliance	-23	-27	-4	-23
Other restructuring	-90	-147	-20	-31
Sum continuing operations	-236	-134	-56	-54

Outlook 2017	FY 2016		FY 2017e	
<i>in € million</i>				
Orders received	4,056		Organic increase	
Output volume	4,219		Mid-to-high single-digit organic decline	
Adjusted EBITA / EBITA margin	15 / 0.4%		Continued improvement Margin increase ~ 100bps	
Dividend proposal <i>(subject to a corresponding resolution by the competent boards)</i>	€0.00 (paid for FY 2015)		€1.00 (paid for FY 2016)	

Special items going forward	Future cash-out				P&L effect			
	2017e	2018e	2019e,ff.	Total	2017e	2018e	2019e,ff.	Total
<i>in € million</i>								
Sum	-145	-80	-60	-285	-90	-50	-25	-165
Restructuring and SG&A efficiency				-135				-75
IT investments				-50				-50
Compliance				-50				-40
Warranties related to sale of Building and Facility				-50				0

Bilfinger Segments <i>in € million</i>	Output volume			Output volume		
	FY			Q4		
	2016	2015	Δ in %	2016	2015	Δ in %
Industrial	3,197	3,650	-12%	814	942	-14%
Power	967	1,284	-25%	218	356	-39%
Consolidation / other	55	69		26	15	
Continuing Operations	4,219	5,003	-16%	1,058	1,313	-19%

	Orders received			Orders received		
	FY			Q4		
	2016	2015	Δ in %	2016	2015	Δ in %
Industrial	3,255	3,302	-1%	885	847	4%
Power	746	986	-24%	172	178	-3%
Consolidation / other	55	13		12	-14	
Continuing Operations	4,056	4,301	-6%	1,069	1,011	6%

	Order backlog		
	FY		
	2016	2015	Δ in %
Industrial	2,081	2,101	-1%
Power	500	762	-34%
Consolidation / other	37	39	
Continuing Operations	2,618	2,902	-10%

	EBITA adjusted			EBITA adjusted		
	FY			Q4		
	2016	2015	Δ in %	2016	2015	Δ in %
Industrial	120	128	-6%	36	34	6%
EBITA margin adjusted	3.8%	3.5%		4.4%	3.6%	
Power	-30	-69	57%	-12	6	-300%
EBITA margin adjusted	-3.1%	-5.4%		-5.5%	1.7%	
Consolidation / other	-75	-82	9%	-17	-18	6%
Continuing Operations	15	-23	165%	7	22	-68%
EBITA margin adjusted	0.4%	-0.5%		0.7%	1.7%	

Organic development output volume	FY 2015	Δ Net acquisitions	Δ F/X	Δ Organic	FY 2016
<i>in € million</i>					
Industrial	3,650	-55	-1%	-334	3,197
Power	1,284	-43	-3%	-255	967
Continuing Operations	5,003	-99	-2%	-602	4,219

	Q4 2015	Δ Net acquisitions	Δ F/X	Δ Organic	Q4 2016
<i>in € million</i>					
Industrial	942	-24	-3%	-88	814
Power	356	-20	-6%	-122	218
Continuing Operations	1,313	-44	-3%	-199	1,058

Organic development orders received	FY 2015	Δ Net acquisitions	Δ F/X	Δ Organic	FY 2016
<i>in € million</i>					
Industrial	3,302	-51	-1%	71	3,255
Power	986	-48	-5%	-171	746
Continuing Operations	4,301	-99	-3%	-58	4,056

	Q4 2015	Δ Net acquisitions	Δ F/X	Δ Organic	Q4 2016
<i>in € million</i>					
Industrial	847	-28	-4%	84	885
Power	178	-25	-14%	23	172
Continuing Operations	1,011	-53	-5%	132	1,069

Organic development EBITA adjusted	FY 2015	Δ Net acquisitions	Δ F/X	Δ Organic	FY 2016
<i>in € million</i>					
Industrial	128	-3	-3%	-1	120
Power	-69	2	3%	37	-30
Continuing Operations	-23	-2	-8%	44	15

	Q4 2015	Δ Net acquisitions	Δ F/X	Δ Organic	Q4 2016
<i>in € million</i>					
Industrial	34	-2	-4%	6	36
Power	6	1	32%	-19	-12
Continuing Operations	22	-1	-3%	-12	7