

July 09, 2014

**One Bilfinger** Profitable growth is our mission

# Agenda

- 1. Bilfinger Company profile and strategy
- 2. Facts and figures 3m 2014 / Ad-hoc release of June 30, 2014
- 3. Financial backup





## Bilfinger at a glance

- Successful evolution into a leading international engineering and services group
- Output volume of € 7.7 billion, adjusted EBITA margin at 5.5% in 2013<sup>1)</sup>
- Multinational player with leading positions in attractive markets
- Highly diversified customer base: process industry, energy sector, financial sector, public sector
- Comparably low cyclicality and attractive risk profile
- Strong track record in acquisitions and integration
- Solid balance sheet allows for further external growth
- Sustainably high dividend yield (3.7% in 2013)
- One of the larger and most liquid MDAX companies (sector classification: Services), market cap of approx. € 3.1 billion

1) Excluding Construction units up for sale



€ 7.7bn output volume thereof 60%

5.5% EBITA margin

>70,000 employees

∼ € 3.1bn market cap

# Latest announcements (June 30, 2014): Bilfinger lowers outlook for 2014

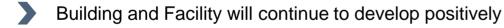


- Bilfinger will not achieve the significant increase in earnings projected for 2014
- In the first half of 2014, adjusted EBITA will be significantly below the prior-year figure
- Power in particular is suffering from the effects of the energy transformation in Germany which has led to a considerable reluctance to invest on the part of energy suppliers. The extent of the negative impact on investment behavior in other Central European countries was not foreseeable. The Piping Systems division in particular has been affected by this development
- In Industrial, the oil and gas sector is feeling the impact of drastic cost-cutting among its European clients in repair and maintenance work, triggered by falling gas prices in the USA. A lack of German power plant projects has meant that scaffolding and other trades have shifted to other markets; this has intensified price pressure in the process industry

Latest announcements (June 30, 2014): Bilfinger lowers outlook for 2014



- All of these developments put pressure on capacity utilization and margins, which negatively impacts the company's growth plans for output volume and earnings, especially in Power
- Bilfinger will adjust capacities in the particularly impacted Power business segment as well as in Industrial and will initiate further near-term cost reduction programs without delay. This will lead to an additional restructuring expense in the low to middle double-digit million range in the second half of the year. In addition, implementation of the ongoing Excellence efficiency enhancement program will be accelerated



Bilfinger will review its medium-term volume goals and describe the new goals in the interim report on the third quarter of 2014. No adjustments are necessary in the margin goals for Industrial or Building and Facility. Following the restructuring phase, Bilfinger will once again target a margin above the 8 percent mark in Power from 2016

# Latest announcements (June 30, 2014): Segment outlook for FY 2014



## Industrial:

Increase in EBITA margin to a good 6 percent (FY 2013 comparable: 5.7 percent) Output volume of approximately €3.7 billion (2013 comparable: €3.7 billion)

### Power:

Significant decline of EBITA margin to a magnitude of 6 percent (2013 comparable: 8.9 percent) as a result of the currently low capacity utilization in the Piping Systems division as well as due to a number of weaker project results

Output volume of approximately €1.5 billion (2013 comparable: €1.7 billion)

## Building and Facility:

EBITA margin of approximately 5 percent (FY 2013: 4.9 percent) Output volume of approximately €2.7 billion (FY 2013: €2.3 billion)

## Latest announcements (June 30, 2014): Group outlook for FY 2014

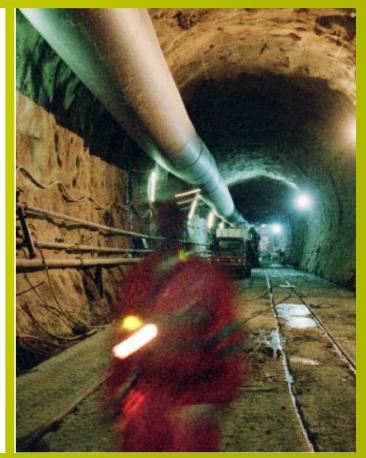


- Adjusted for the output volume and earnings of the Construction units up for sale which will be reported under discontinued operations from Q2 2014
- For 2014, Bilfinger now anticipates an increase in output volume to approx. €7.9 billion (FY 2013 comparable: €7.7 billion) but a decrease in earnings
- An adjusted EBITA of between €380 million and €400 million is anticipated (FY 2013 comparable: €419 million)
- Adjusted net profit will be between €230 million and €245 million (FY 2013 comparable: €255 million)

# Latest announcements (May 07, 2014): Major parts of Construction business segment up for sale



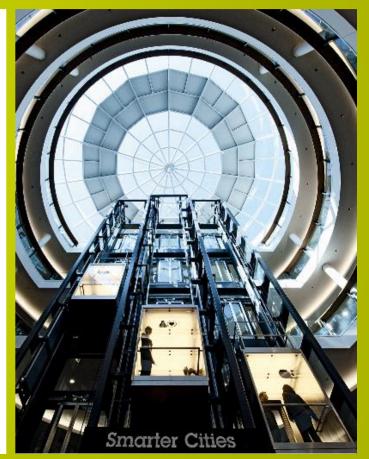
- Focus on core activities: Engineering and services for industrial facilities, power plants and real estate
- Major parts of Construction business segment up for sale Output volume of approx. € 800m
- Following parts remain with the company: Offshore wind-farms, overhead power lines, steel construction Output volume of approx. € 200m in FY 2013
- Successful German building business (output volume of approx. € 700m in FY 2013) is core and an integral part of our real-estate expertise within the Building and Facility segment
- The parts to be sold will be reported under "discontinued operations" from Q2 2014



# Latest announcements (June 23, 2014): Takeover of British real-estate consultants GVA



- Acquisition of GVA Grimley Holdings, London
- Output volume 2014/2015e: approx. € 190m Highly profitable Employees: 1,500
- Enterprise value: approx. € 160m i.e. 7 to 8 times EBITA
- Regional focus: UK, Europe's largest market for real-estate investments
- Addition of complex real-estate consulting and management services for investors, companies and the public sector to our UK business portfolio
- Expected closing: July 2014



# Successful evolution into an engineering and services group



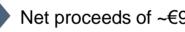
## Acquisitions | Since 2011

Automation, consulting, electrical, instrumentation and control technology (E/I&C), engineering and design, integrated facility management, project logistics and management, water technology

~€ 950 m spent on acquisitions since 2011 ~€ 2.75 bn spent since 2002

## Divestitures | Since 2011

Australian construction (Valemus), North American construction, reduction of investment in Nigerian business, German road construction unit. concessions Planned sale of major parts of Construction business segment



Net proceeds of ~€900 m<sup>1)</sup>

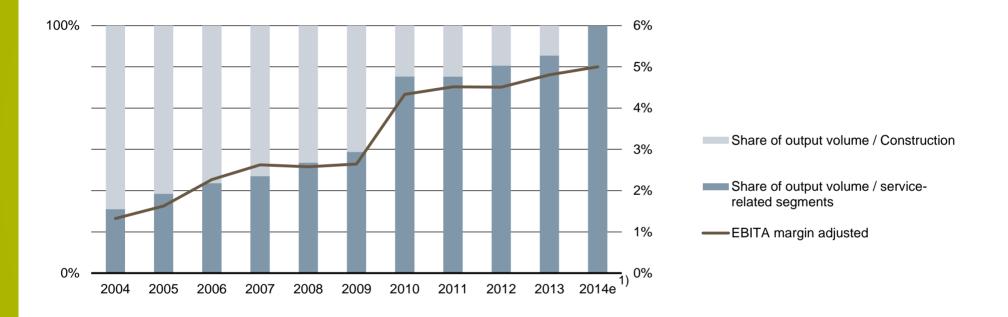


- Strong M&A performance through strict acquisition criteria: no distressed assets, ROCE>WACC and earnings accretive from the first full year, strong management available
- Current financial capacity of approx. € 650 m for further strategic development

1) w/o planned Construction sale

# Significant improvement in risk and earnings profile in the last 10 years





Service-related business segments now accounts for 100% of Group output volume EBITA margin adjusted increased from 1.3% in 2004 to approx. 5%

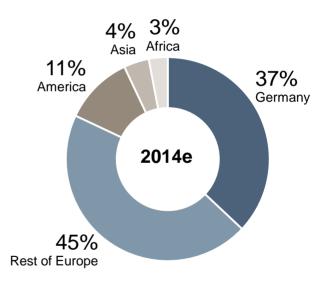
1) Excluding Construction units up for sale

# **Broadening international footprint** Organic and external growth strategy to further strengthen non-European business





## Output volume by region



Current structure – from Q2 2014 Construction segment will be presented under discontinued operations

# New structure fosters internal Group cooperation

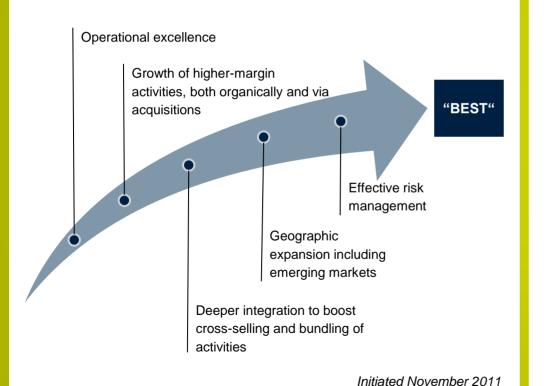


Segment	Industrial	Power	Building and Facility
Focus Output volume 2014e	Process Industry € 3.7 bn (47%)	Utilities € 1.5 bn (19%)	Real Estate € 2.7 bn (34%)
Divisions	Industrial Maintenance Insulation, Scaffolding and Painting Oil and Gas Industrial Fabrication and Installation Engineering, Automation and Control Support Services	Power Systems Piping Systems Offshore Systems and Grids	Building Facility Services Real Estate Water Technologies
EBITA margin 2014e	a good 6%	approx. 6%	approx. 5%
EBITA margin target <sup>1)</sup>	6.0 - 6.5%	> 8.0%	4.5 - 5.0%

1) Power target margin to be reached by 2016

# **Strategic program 2011 – 2016** BEST and Bilfinger Excellence Driving topline growth and enhancing efficiency in SG&A functions





### **Bilfinger Excellence**

- Dissolution of current sub-group layer and related corporate centers
- Direct leadership of 13 divisions by Executive Board will drive integration and collaboration and thus organic growth
- Efficiency gains in SG&A functions via integration of core administration processes and moving transactional functions to shared service center
- Critical spending review and tight management of all non-personnel cost budgets
- Headcount reduction: ~1,250 FTE in non-customer facing SG&A functions only
- Recurring total personnel cost savings of €80 to 90 million fully effective by FY 2016
- In addition, non-personnel cost savings of €20 to 30 million
- One-off costs 2013: €85 million, 2014e: approx. €35 million

Initiated September 2013

## **BEST growth strategy**



Organic growth strategy

Expansion of higher-margin activities

- Expansion of full-service offering in all our markets
- Regional expansion and "follow our friends" strategy

Deeper integration through cooperation among divisions

External growth strategy

- Leveraging of customer relationships from other divisions
- Stronger market presence through joint customer approach / tenders across divisions
- New types of contracts, e.g. life-cycle solution "one"
- Leveraging the international distribution network
- Broadening and balancing Bilfinger's global footprint, including emerging markets, as well as further supplementing Bilfinger's service offering along the value chain
- Focus Industrial: Regional expansion (Europe, USA, Asia) and Oil and Gas sector / E, I&C / Mechanical
- Focus Power: Regional expansion (Europe, USA, Middle East, Asia) and expansion of technological scope
- Focus Building and Facility: Gain critical mass in selected European countries

# The Bilfinger Investment Case

Business model supported by favorable long-term industry trends



## Strong structural trends

- Outsourcing
- Service bundling
- Internationalization



## Low volatility

60% of output in recurring maintenance business

High retention rate of 85 to 95% in the various businesses



### Asset light business

Capex: ~2% of output volume, favorable net working capital profile



## **Risk diversification**

Broad customer range Mostly small project sizes Growing regional diversification

## Attractive dividend yield

Sustainable dividend policy ~50% of adjusted net profit



## Financial soundness

BBB+ / stable outlook

## Strong market positions

Industrial:

European market leader in Industrial Services for the process industry

### Power:

Strong player in Power Services and European market leader in high-pressure piping

Building and Facility: German market leader for integrated facility management



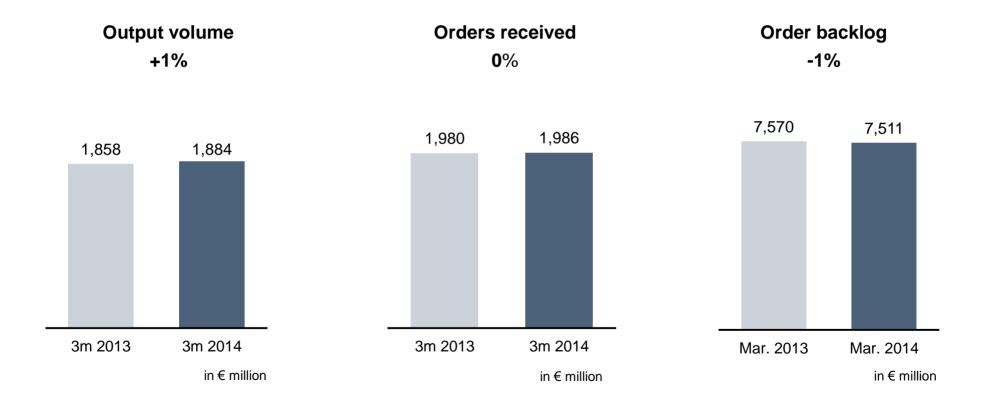


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# 3m FY 2014: Slight growth in output volume due to acquisitions

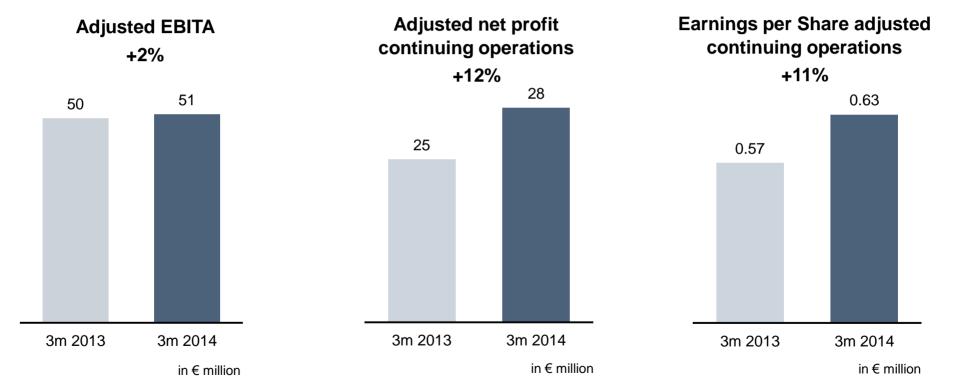




#### Bilfinger SE Company Presentation | July 09, 2014

# 3m FY 2014: Adjusted earnings slightly higher than in Q1 2013

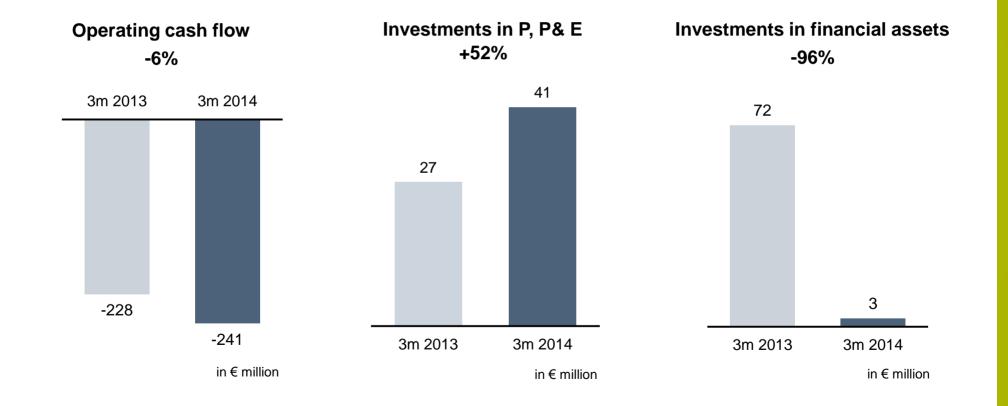




EBITA: adjusted for capital gains/losses as well as for one-time expenses in connection with Bilfinger Excellence Adjusted net profit continuing operations: also adjusted for amortization on intangibles from acquisitions

# 3m FY 2014: Operating cash flow shows typical seasonality Increased CAPEX as planned







### Markets and highlights

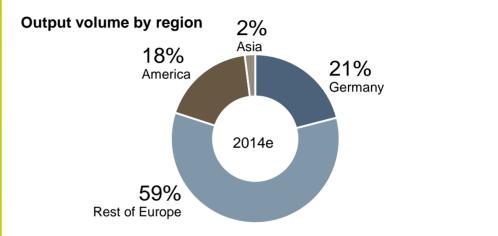
- Oil and gas sector is feeling the impact of drastic cost-cutting among its European clients in repair and maintenance work, triggered by falling gas prices in the USA
- A lack of German power plant projects has meant that scaffolding and other trades have shifted to other markets; this has intensified price pressure in the process industry
- Sustained strong momentum from the US oil and gas sector

### 3m 2013:

- Output volume and EBITA at prior-year level
- EBITA margin decreased slightly to 3.8% (3m 2013: 3.9%)
- Organic development 3m 2014: +2% in output volume, -5% in EBITA

### Outlook 2014

- Increase in EBITA margin to a good 6 percent (FY 2013 comparable: 5.7 percent)
- Output volume of approximately €3.7 billion (2013 comparable: €3.7 billion)



in € million	3m 2013	3m 2014	Change	2013
Output volume	814	824	1%	3,653
Orders received	930	823	-12%	3,959
Order backlog	2,630	2,770	5%	2,747
Capital expenditure	14	17	21%	72
Depreciation of P, P & E	14	15	7%	63
EBITA / EBITA adjusted	32	31	-3%	208
EBITA margin	3.9%	3.8%		5.7%



### Markets and highlights

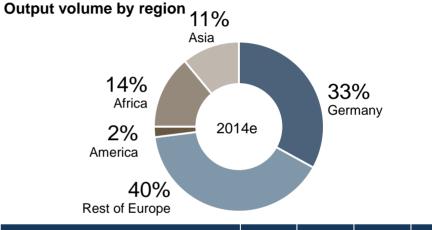
- Power in particular is suffering from effects of the energy transformation in Germany which has led to a considerable reluctance to invest on the part of energy suppliers
- The extent of the negative impact on investment behavior in other Central European countries was not foreseeable. The Piping Systems division in particular has been affected by this development
- Good prospects in individual foreign markets

### 3m 2013:

- EBITA margin decreased to 4.7% (3m 2013: 7.0%)
- Organic development 3m 2014:
   -4% in output volume, -29% in EBITA

### Outlook 2014

- Significant decline of EBITA margin to a magnitude of 6 percent (2013 comparable: 8.9 percent) as a result of the currently low capacity utilization in the Piping Systems division as well as due to a number of weaker project results
- Output volume of approximately €1.5 billion (2013 comparable: €1.7 billion)



in € million	3m 2013	3m 2014	Change	2013
Output volume	344	318	-8%	1,566
Orders received	367	418	14%	1,425
Order backlog	1,565	1,496	-4%	1,397
Capital expenditure	3	7	133%	33
Depreciation of P, P & E	6	6	0%	26
EBITA / EBITA adjusted	24	15	-38%	147
EBITA margin	7.0%	4.7%		9.4%

## **Building and Facility**

# BILFINGER ENGINEERING

### Markets and highlights

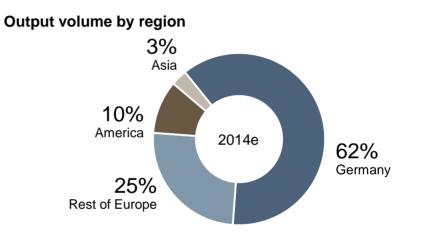
- Ongoing positive development
- Solid market development in facility services and German building construction
- Acquisition of Europa Support Services and GVA support our ability to meet the growing demand for cross-border service packages

### 3m 2013:

- Growth in output volume and EBITA
- Orders received significantly above prior-year level
- EBITA margin stable at 2.1% (3m 2013: 2.1%)
- Organic development 3m 2014:
   +6% in output volume, -2% in EBITA

### Outlook 2014

- EBITA margin of approximately 5 percent (FY 2013: 4.9 percent)
- Output volume of approximately €2.7 billion (FY 2013: €2.3 billion)



in € million	3m 2013	3m 2014	Change	2013
Output volume	483	584	21%	2,346
Orders received	521	636	22%	2,181
Order backlog	2,236	2,348	5%	2,304
Capital expenditure	2	9	350%	21
Depreciation of P, P & E	4	5	25%	18
EBITA / EBITA adjusted	10	12	20%	116
EBITA margin	2.1%	2.1%		4.9%

## Construction



### 3m 2013:

- Decrease in output volume due to sharp decline in orders received in 2013
- Again, low orders received, however, new infrastructure project in Norway received in April
- Improved earnings

Due to the planned sale, major parts of Construction will be presented under discontinued operations from Q2 2014

Output volume by region 1% Asia 2014e 37% Germany 62% Rest of Europe

in € million	3m 2013	3m 2014	Change	2013
Output volume	237	180	-24%	1,038
Orders received	190	131	-31%	817
Order backlog	1,172	928	-21%	987
Capital expenditure	8	5	-38%	32
Depreciation of P, P & E	5	6	20%	26
EBITA / EBITA adjusted	-4	5		1
EBITA margin	-1.7%	2.8%		0.1%

# Discontinued operations Concessions



## Of five projects to be transferred in 2014, two were transferred in 3m 2014:

- Proceeds of €56 million
- Capital gain of €7 million

## Remaining portfolio is expected to follow in first half of 2014:

- Proceeds of approx. €35 million
- Capital gain of approx. €5 million

## Outlook for FY 2014



- Adjusted for the output volume and earnings of the Construction units up for sale which will be reported under discontinued operations from Q2 2014
- For 2014, Bilfinger now anticipates an increase in output volume to approx. €7.9 billion (FY 2013 comparable: €7.7 billion) but a decrease in earnings
- An **adjusted EBITA** of between €380 million and €400 million is anticipated (FY 2013 comparable: €419 million)
- Adjusted net profit will be between €230 million and €245 million (FY 2013 comparable: €255 million)



- 1. Bilfinger Company profile and strategy
- 2. Facts and figures 3m 2014 / Ad-hoc release of June 30, 2014
- **3. Financial backup** (not adjusted for Construction business up for sale)



# **FY 2013** Volume and contract overview



	Output v	olume		Orders re	eceived		Order ba	icklog	
in € million	2012	2013	Change	2012	2013	Change	2012	2013	Change
Industrial	3,388	3,653	8%	3,416	3,959	16%	2,530	2,746	9%
Power	1,636	1,566	-4%	1,500	1,425	-5%	1,514	1,397	-8%
Building and Facility	2,249	2,346	4%	2,373	2,181	-8%	2,147	2,304	7%
Construction	1,404	1,038	-26%	1,099	817	-26%	1,224	987	-19%
Consolidation / Other	-91	-94		-84	-86		-27	-23	
Continuing Operations	8,586	8,509	-1%	8,304	8,296	0%	7,388	7,411	0%

Current structure - from Q2 2014 Construction segment will be presented under discontinued operations

# **3m 2014** Volume and contract overview



	Output v	olume		Orders received			Order backlog		
in € million	3m 2013	3m 2014	Change	3m 2013	3m 2014	Change	3m 2013	3m 2014	Change
Industrial	814	824	1%	930	823	-12%	2,630	2,770	5%
Power	344	318	-8%	367	418	14%	1,565	1,496	-4%
Building and Facility	483	584	21%	521	636	22%	2,236	2,348	5%
Construction	237	180	-24%	190	131	-31%	1,172	928	-21%
Consolidation / Other	-20	-22		-28	-22		-33	-31	
Continuing Operations	1,858	1,884	1%	1,980	1,986	0%	7,570	7,511	-1%

Current structure - from Q2 2014 Construction segment will be presented under discontinued operations

## **Consolidated income statement**

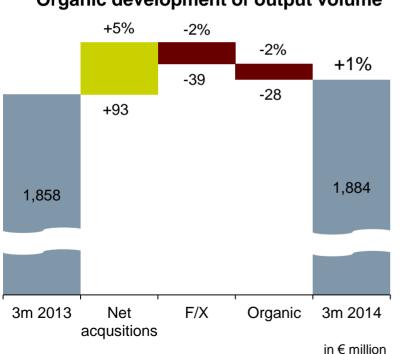


in € million	3m 2013	3m 2014	2013	Comments 3m 2014
Output volume	1,858	1,884	8,509	
EBITA	50	22	338	• Depreciation of €33m
EBITA adjusted	50	51	409	<ul> <li>Effects from first-time consolidation / deconsolidation: €3m</li> <li>F/X effects of - €1m (ZAR)</li> </ul>
EBITA margin adjusted	2.7%	2.7%	4.8%	
Amortization	-12	-10	-51	
EBIT	38	12	287	
Net interest result	-13	-11	-43	<ul> <li>Lower interest income due to lower liquidity, but also lower interest expenses due to redemption of promissory note loan (July 2013)</li> </ul>
EBT	25	1	244	
Income taxes	-8	0	-72	Underlying tax rate at 31%
Earnings after taxes from continuing operations	17	1	172	
Earnings after taxes from discontinued operations	5	7	4	<ul> <li>Capital gain from sale of Concessions (€7m)</li> </ul>
Minority interest	1	0	-3	
Net profit	21	8	173	
Net profit adjusted (continuing operations)	25	28	249	

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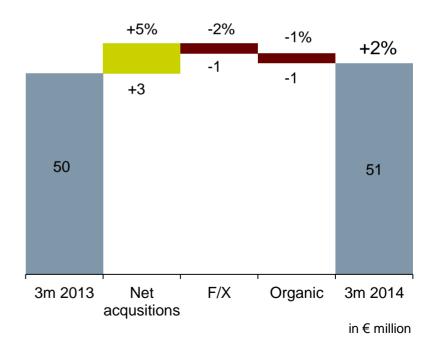
## **Organic development Group**





### Organic development of output volume

### Organic development of adjusted EBITA



# **Overview of earnings adjustments**



in € million	3m 2013	3m 2014	2013	Comments 3m 2014
EBITA	50	22	338	
Adjustments special items (pre-tax)	0	29	71	<ul> <li>Excellence: -€29m</li> <li>in FY 2013: -€85m Excellence, -€5m capital loss Bilfinger Infrastructure GmbH and €19m capital gain Nigeria</li> </ul>
EBITA adjusted	50	51	409	
Earnings after taxes from continuing operations	17	1	172	
Minority interest	-1	0	-3	Minorities referring to continuing operations
Adjustments special items (post-tax)	0	20	45	<ul> <li>Excellence -€20m</li> <li>in FY 2013: -€59m Excellence , -€5 m capital loss Bilfinger Infrastructure GmbH, €19m capital gains Nigeria</li> </ul>
Amortization (post-tax)	9	7	35	
Net Profit adjusted continuing operations	25	28	249	
EPS adjusted continuing operations	0.57	0.63	5.64	

## **Cash flow statement**



in € million	3m 2013	3m 2014	2013	Comments 3m 2014
Cash earnings from continuing operations	47	25	289	<ul> <li>Decrease due to lower net profit from continuing operations</li> </ul>
Change in working capital	-273	-265	-99	<ul> <li>Typical intra-year working capital swing</li> </ul>
Gains on disposals of non-current assets	-2	-1	-28	<ul> <li>FY 2013: Sale of 6.5% stake in Julius Berger Nigeria: €19m</li> </ul>
Cash flow from operating activities of continuing operations	-228	-241	162	
Net capital expenditure on property, plant and equipment / intangibles	-24	-30	-153	<ul> <li>Gross CAPEX FY2014e: a good €200m</li> </ul>
Proceeds from the disposal of financial assets	0	64	208	<ul> <li>Cash inflows from sale of Concessions projects</li> </ul>
Free cash flow (continuing operations)	-252	-207	217	
Investments in financial assets of continuing operations	-72	-3	-251	<ul> <li>FY 2013: Acquisitions of Johnson Screens, Europa, GreyLogix</li> </ul>
Cash flow from financing activities of continuing operations	-7	-6	-296	
Change in cash and cash equivalents of continuing operations	-331	-216	-330	
Change in cash and cash equivalents of discontinued operations	-22	-4	-46	
F/X effects	1	1	-13	
Cash and cash equivalents at Jan. 1	1,087	669	1,087	
Change in cash and cash equivalents classified as assets held for sale (Concessions)	0	1	-29	
Cash and cash equivalents at Mar. 31/ Dec. 31	735	451	669	

# Valuation net debt



in € million	Dec. 31, 2013	Mar. 31, 2014	Comments March 31, 2014
Cash and cash equivalents	669	451	<ul> <li>See cash flow statement for details of change</li> </ul>
Financial debt (excluding non-recourse)	-545	-540	<ul> <li>Including €500 million corporate bond (due Dec. 2019)</li> </ul>
Net cash/ net debt	124	-89	
Pension provisions	-423	-442	Increase due to lower discount rate (from 3.5 to 3.25%)
Expected cash-in sale of concessions projects in 2014	100	~35	
Marketable securities (non-current)	54	54	<ul> <li>Including financial investment in BBGI fund, sold in April</li> </ul>
Intra-year working capital need (seasonal shift)	-250 to -300	-	
Valuation net debt	Approx450	Approx450	

## **Balance sheet**



	Assets 6,397	-135	Eq -135	uity and liabilitie 6,397	S
Assets held for sale (Concessions)	350	-6	+13	328	<ul> <li>Liabilities held for sale (Concessions)</li> </ul>
Cash and cash equivalents	451	-218			
Receivables and other current assets —	0.474	+98	-157	2,296	Other current liabilities
	2,471	+90	+12 -33	342 227	Prepayments received     Other non-current liabilities
Other non-current assets	388	-11	+19	442	Pension provisions
Property, plant and equipment	725	+13	-5 -1	540 40	Recourse debt     Non-recourse debt
Intangible assets <sup>1)</sup>	2,012	-11	+17	2,182	Shareholders' equity
	Mar. 31, 2014			Mar. 31, 2014 in	€ million

1) Thereof goodwill € 1,977 million (including intangibles from acquisitions)

# **FY 2013** ROCE per segment



	Capital employed		Return ROCE		WACC		Value added			
	in € million		in € million		in %		in %		in € million	
	2012	2013	2012	2013	2012	2013	2012	2013	2012	2013
Industrial	1,351	1,536	206	232	15.2	15.1	9.25	8.75	81	98
Power	384	475	125	123	32.5	25.9	9.25	8.75	89	81
Building and Facility	525	666	107	122	20.5	18.4	9.25	8.75	59	64
Construction	243	227	39	12	16.1	5.0	11.25	11.50	12	-15
Consolidation / Other	56	179	-76	-70	-		-		-76	-87
Continuing Operations	2,559	3,083	401	419	15.7	13.6	9.25	9.00	165	141

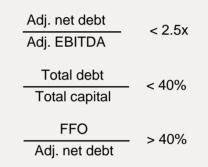
Current structure - from Q2 2014 Construction segment will be presented under discontinued operations

## **Financial overview**



in € million	2010	2011	2012	2013
Output volume	7,983	8,397	8,586	8,509
Orders received	7,854	7,690	8,304	8,296
Order backlog	8,429	7,557	7,388	7,411
EBITA adjusted <sup>1)</sup>	346	379	387	409
EBIT	305	344	381	287
EBT	269	316	347	244
Net profit adjusted <sup>1) 2)</sup>	205	235	241	249
Net profit <sup>3)</sup>	284	394	276	173
Cash flow from operating activities	244	281	232	162
Dividend distribution	110	150	132	132
Return on output (EBITA adjusted) (%)	4.3%	4.5%	4.5%	4.8%
Return on capital employed (%)	18.4%	17.3%	15.7%	13.6%
Shareholders' equity	1,812	1,793	2,037	2,165
Balance-sheet total	7,937	7,720	6,850	6,532
Equity ratio (%)	23%	23%	30%	33%
Net working capital	-860	-899	-587	-410
Net working capital as percentage of output volume	-11%	-11%	-7%	-5%
Cash and cash equivalents	465	803	1,061	669
Financial debt, recourse	273	186	711	545

### **Targeted Financial Ratios**



Rating: BBB+ / stable outlook

- 1) Adjusted for capital gains/losses as well as for one-time expenses in connection with Bilfinger Excellence
- 2) Adjusted net profit continuing operations: also adjusted for amortization on intangibles from acquisitions

3) Includes continuing and discontinued operations

## **Shareholder structure**



### Shareholder structure

- Free float of 96% according to Deutsche Boerse
- High proportion of institutional investors
- International shareholder base

### **Treasury Stock**

- 1,866,365 shares as of July 02, 2013
- No cancellation planned Maintaining the financial resources to secure growth strategy

	Dec. 31, 2013
Treasury Stock	4%
Retail Investors	12%
Institutional Investors:	84%
Switzerland	24%
Germany	21%
U.K.	13%
USA	12%
Benelux	6%
Skandinavien	3%
France	2%
Other	3%

# **Financial calendar and share facts**



52 week high / low:	€ 93.05 / € 66.50 (as of July 08, 2014)
Closing price July 08, 2014	€ 66.65
Market cap: <sup>1)</sup>	€ 3.1 bn (as of July 08, 2014)
Shares outstanding: 1)	46,024,127
ISIN / Ticker abbreviation:	DE0005909006 / GBF
Main stock markets:	XETRA / Frankfurt
Segments Deutsche Boerse / Indices:	Prime Standard MDAX, Prime Industrial Products & Services Performance Index, DivMSDAX, DJ STOXX 600, DJ EURO STOXX, STOXX EUROPE TMI Support Services, DJ EURO STOXX Select Dividend 30

## 2014

Aug. 11, 2014	Interim Report Q2
Nov. 12, 2014	Interim Report Q3
Nov. 28, 2014	Capital Markets Day

<sup>1)</sup> Including 1,866,365 shares held as treasury stock

## **Other investor information**



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in € per share / after rights issue adjustments	2010	2011	2012	2013
Earnings <sup>1)</sup>	6.43	8.93	6.26	3.91
Earnings adjusted <sup>2)</sup>	4.64	5.32	5.46	5.64
Cash flow	5.53	6.37	5.26	3.67
Dividend	2.50	3.40 <sup>3)</sup>	3.00	3.00
Dividend yield 4)	4.0%	5.2%	4.1%	3.7%
Payout ratio <sup>5)</sup>	54%	64%	55%	53%
Share price highest	64.35	70.35	77.90	84.35
Share price lowest	40.75	50.47	58.82	68.67
Share price year end	63.20	65.88	73.00	81.53
Book value per share 6)	40.84	40.51	45.96	48.67
Market-to-book value 4) 6)	1.5	1.6	1.6	1.7
Market capitalization in million € 4) 8)	2,909	3,032	3,360	3,752
MDAX weighting <sup>7)</sup>	3.5%	3.7%	3.2%	2.4%
Number of shares in '000 <sup>7) 8)</sup>	46,024	46,024	46,024	46,024

All figures refer to continuing operations, unless otherwise stated

<sup>1)</sup> Includes continuing and discontinued operations <sup>4)</sup> relating to year-end share price

<sup>2)</sup> Adjusted for capital gains/losses as well as for

one-time expenses in connection with Bilfinger Excellence. Also adjusted for amortization on

intangibles from acquisitions.

<sup>3)</sup> including bonus of € 0.90

<sup>5)</sup> relates to EPS adjusted <sup>6)</sup> shareholders' equity w/o minorities

7) relating to year-end

<sup>8)</sup> including shares held as treasury stock.

2008 to 2012: 1,884,000 from 2013: 1,866,365

## Disclaimer



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