



# Q3 2015 of PORR AG

## SOLID BASE FOR GROWTH

Investor Presentation

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# 01

## HIGHLIGHTS



# Key Figures 9M 2015

EUR thd

	9M 14 <sup>1</sup>	9M 15	Change <sup>3</sup>	
<b>Production output<sup>2</sup></b>	<b>2,505.8</b>	<b>2,539.8</b>	<b>+1.4%</b>	<b>High level of output</b>
Order Intake	2,240.6	3,128.4	+39.6%	<b>Extraordinary</b> increase of order intakes
Order Backlog	4,132.7	4,647.1	+12.4%	Backlog reached <b>all-time-high</b>
Revenues	2,204.3	2,238.6	+1.6%	Revenue <b>above</b> the prior-year level
<b>EBITDA</b>	<b>76.6</b>	<b>89.3</b>	<b>+16.6%</b>	Operational improvement led to a further <b>increase</b> of EBITDA by <b>+16.6%</b>
<b>EBITDA %</b>	<b>3.1</b>	<b>3.5</b>		
<b>EBIT</b>	<b>30.3</b>	<b>38.1</b>	<b>+25.7%</b>	Ongoing high <b>profitability</b>
<b>EBIT %</b>	<b>1.2</b>	<b>1.5</b>		
<b>EBT</b>	<b>15.1</b>	<b>32.6</b>	<b>+116%</b>	<b>Significant growth rate</b> in EBT Substantial improvement in financial result
<b>EBT %</b>	<b>0.6</b>	<b>1.3</b>		
<b>Periodic result</b>	<b>12.6</b>	<b>24.0</b>	<b>+90.5%</b>	Net income <b>doubled</b> to EUR 24m
<b>Net Debt</b>	<b>434</b>	<b>264</b>	<b>-39.2%</b>	Steady <b>reduction</b> of net debt <b>Strong liquidity</b> level

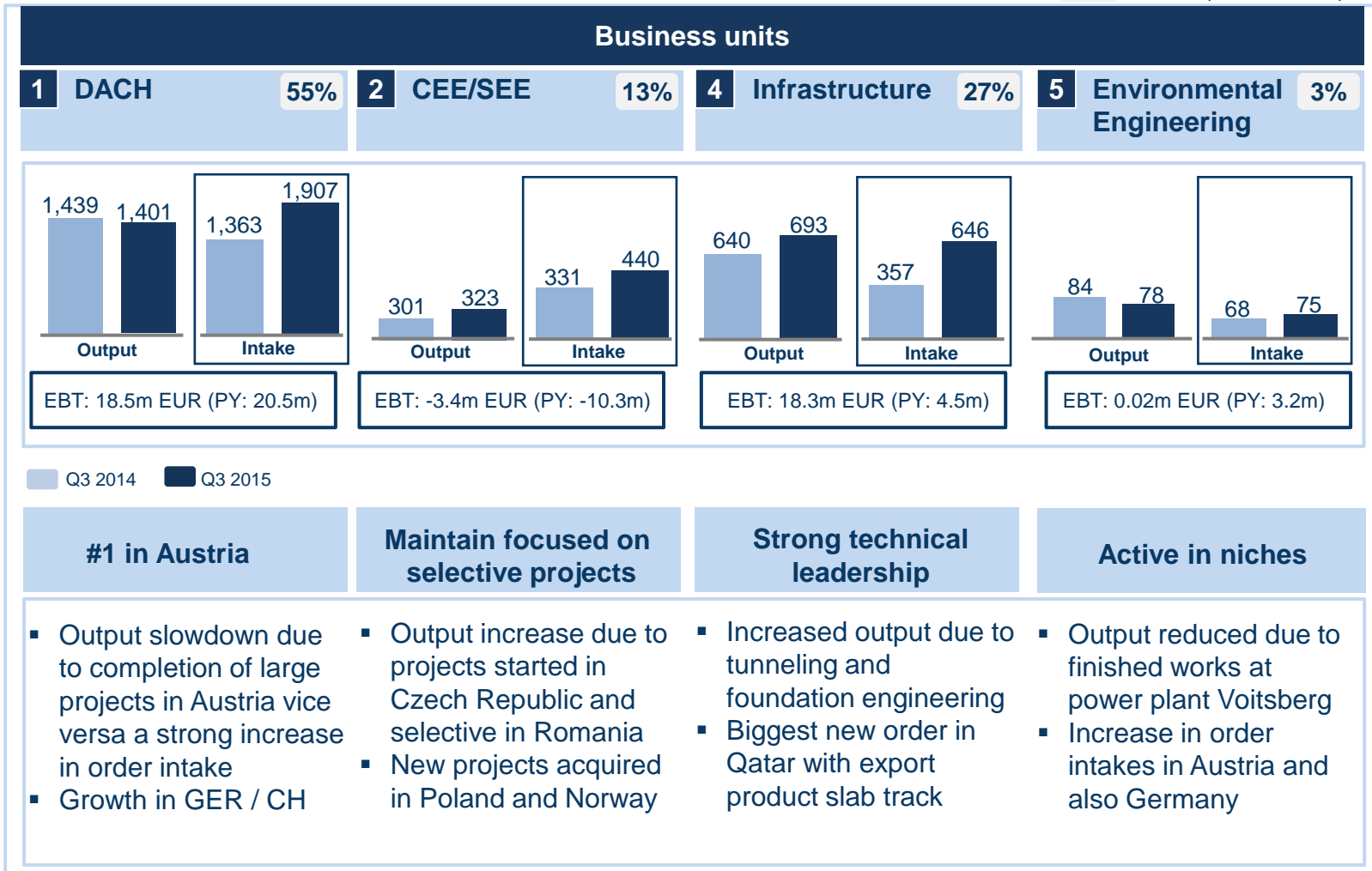
1 Restated excl. discontinued operations

2 Capitalized own work and share of profit/loss of associates not shown required by IFRS; actually reported values according to IFRS may deviate

3 Rounding differences can appear

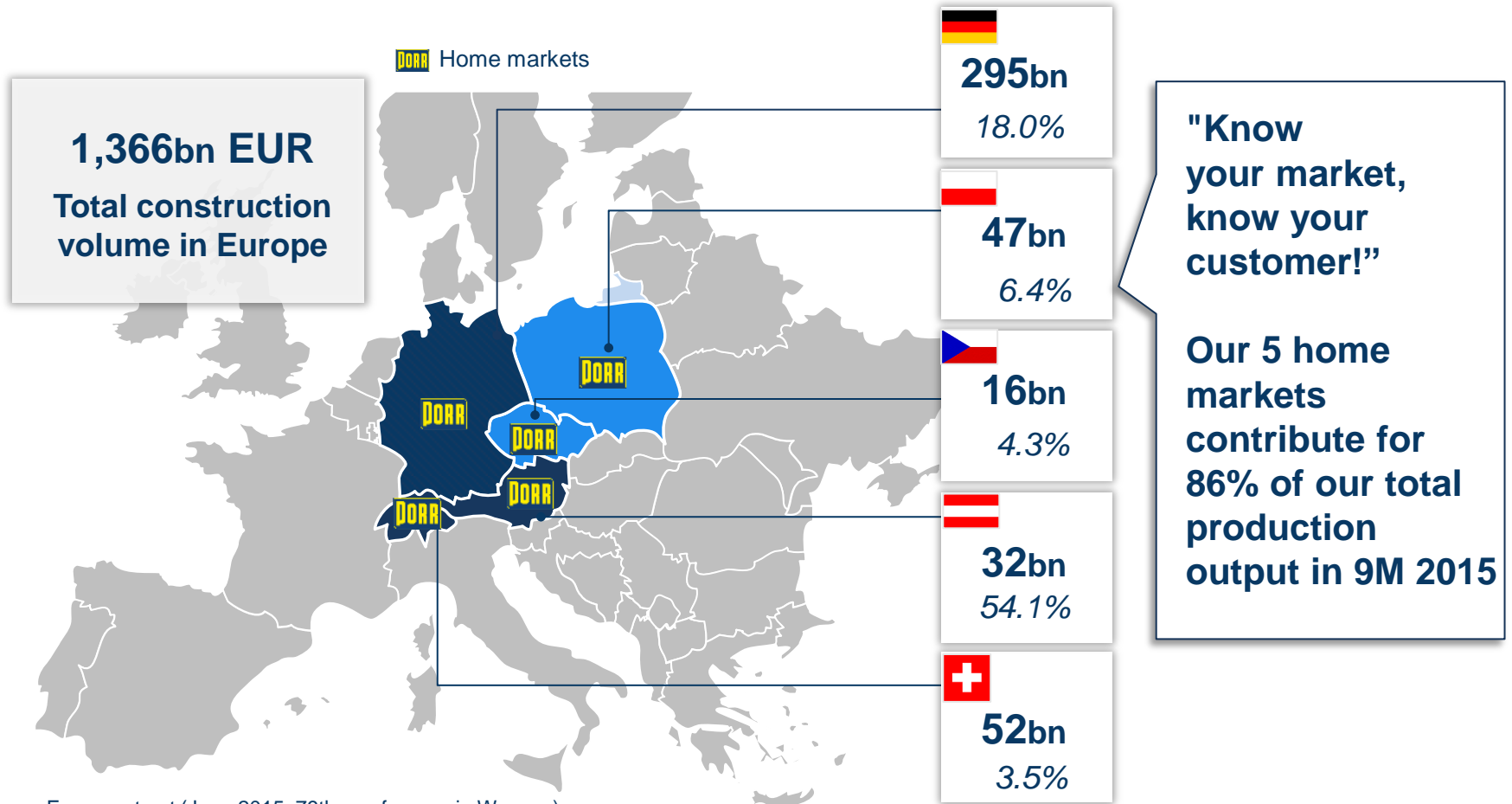
# Balanced Business Modell Delivering Value Added

...% share of production output



# Positive Market Prospects in Our Home Markets (86% of Output)

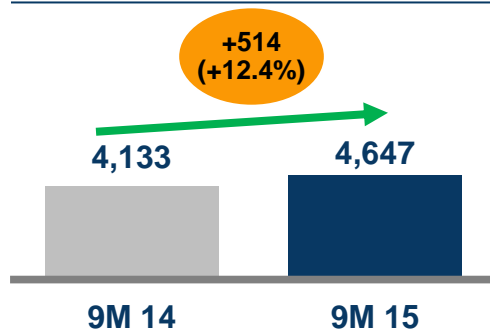
## Market Volume and Share of PORR Output as per 9M 2015



# Healthy Order Backlog and Positive Market Prospects

## Order backlog and TOP 15 Projects in 9M 2015 (EUR m)

### Backlog



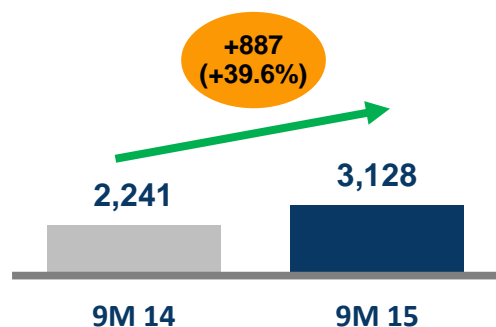
Selected projects	Country	EUR m <sup>1</sup>	Entry	Duration	POC
Metro Doha "Green Line"	QA	944	Jun-13	Jun-18	31.4%
KAT 3 Koralm tunnel	AT	297	Jun-13	Jul-20	23.5%
"Stuttgart 21" Filder tunnel	DE	266	Jul-11	Jul-20	22.7%
Tunnel Alaufstieg	DE	235	Oct-12	Feb-19	35.4%
Slab track Erfurt-Halle	DE	190	Jul-11	Dec-15	97.3%
Slab track General	QA	162	Jun-15	May-18	2.5%
Europaallee ZH Lot 1 – 4	CH	153	Feb-15	Jun-20	5.6%
Emscher BA 40	DE	144	Dec-13	Apr-19	34.0%
S10 Tunnel Götschka	AT	129	Oct-11	Sep-15	99.1%
Slab track Coburg Ilmenau	DE	103	Nov-12	Jun-16	85.0%
"Stuttgart 21" Lot 2a/3	DE	99	Jul-12	Dec-18	21.7%
Hospital Vienna North	AT	98	May-12	Mar-17	88.8%
Motorway Sebes-Turda	RO	96	Apr-14	Mar-17	38.6%
Bypass Biel East Branch	CH	92	Apr-07	Sep-15	98.9%
Main Station Vienna	AT	86	Oct-09	Dec-15	98.0%

<sup>1</sup> Stated values are project values attributable to PORR at time of contract awarding

# Significant Increase in Order Intakes

Order intake increase by 39.6% over all Business units in 9M 2015 (EUR m)

## Intake



Selected projects	Country	EUR m <sup>1</sup>	Entry	Duration
SL-G Slab Track General	QA	162	Jun-15	May-18
Europaallee ZH Lot 1-4	CH	153	Feb-15	Jun-20
Bavaria Towers	DE	82	Jun-15	Mar-18
Haribo Lot2	DE	63	Sep-15	Apr-17
Albula Tunnel	CH	47	Mar-15	Dec-20
University hospital Cracow	PL	38	Feb-15	Apr-19
Monte Laa BP 5	AT	35	May-15	Oct-17
Living and Hotel Freiburg	DE	35	Jun-15	Apr-17
Ceneri Basistunnel	CH	35	Mar-15	Aug-20
WHA Pfarrwiesengasse 23	AT	32	Jun-15	Apr-17
QBC 5	AT	30	Jun-15	Jun-17
Campus Futura Hamburg	DE	29	Jul-15	Nov-17

<sup>1</sup> Stated values are project values attributable to PORR at time of contract awarding



# 02

## STRATEGY



November, 2015



# Clear Strategic Path for Sustainable Growth

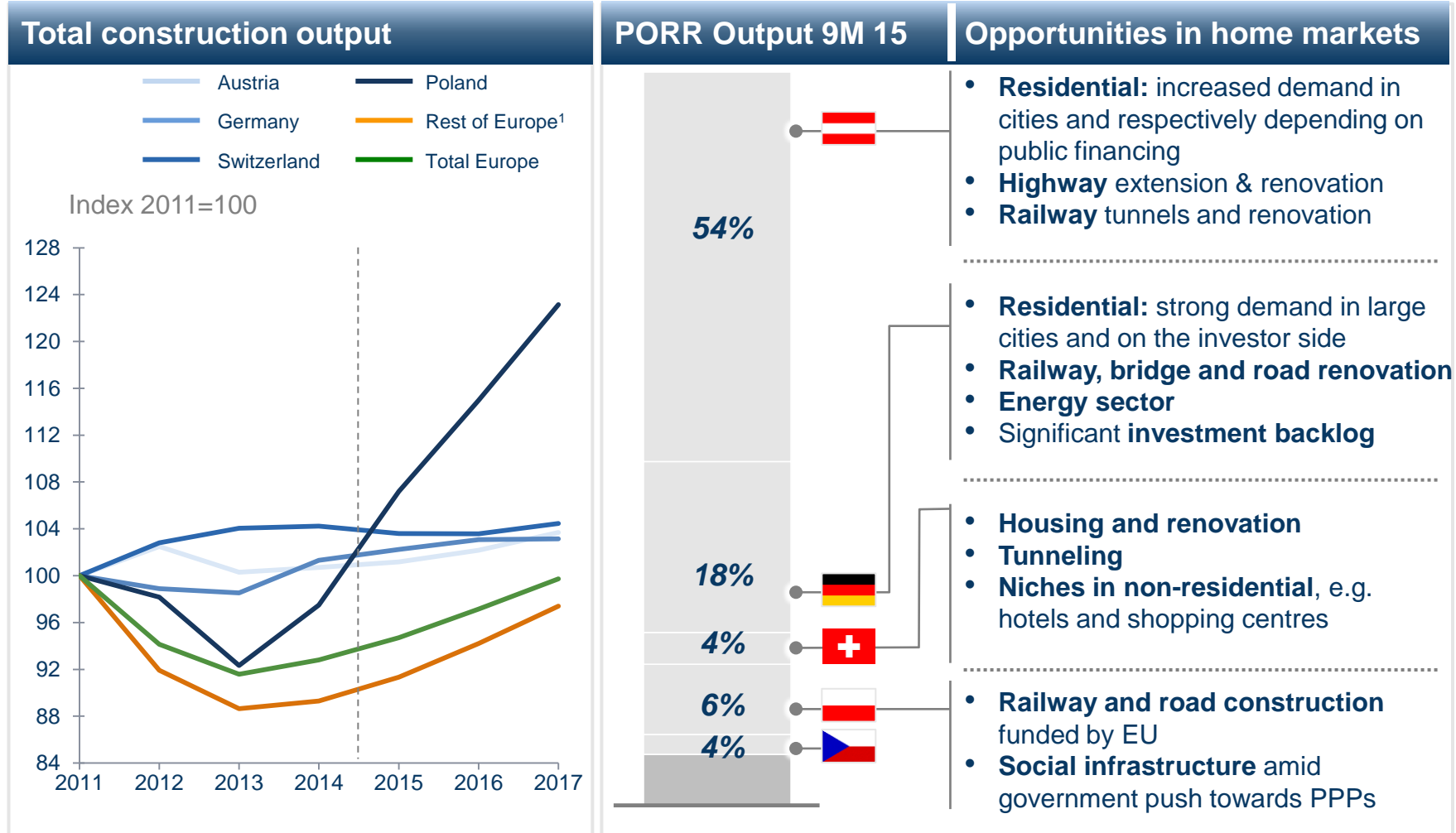
- ✓ Focus on high margin projects
- ✓ Growth through proven quality and technical know how in the home markets
- ✓ Integrate lean performance measurement systems



- ✓ Look for M&A opportunities in the core to expand market position
- ✓ Tight risk management
- ✓ Competitive advantage being a leader in digital innovation in construction

**Creating a sustainable long term shareholder value along the entire value chain with a strict cost and performance discipline**

# Stable Growth in Clear Defined Home Markets



<sup>1</sup> Europe excl. Austria, Germany, Poland and Switzerland  
 Source: Euroconstruct (June 2015, 79th conference in Warsaw)

# 03

## Financial Section



# Consolidated Income statement

EUR thd

	2013 <sup>2</sup>	2014	9M 2014 <sup>2</sup>	9M 2015	Δ %	Comments
<b>Production output<sup>1</sup></b>	<b>3,162,079</b>	<b>3,474,885</b>	<b>2,505,817</b>	<b>2,539,759</b>	<b>+1.4%</b>	Revenue/output stable High order intake level
Revenues	2,630,025	3,009,118	2,204,293	2,238,624	+1.6%	
Material costs	-1,748,711	-2,026,001	-1,510,515	-1,480,242	-2.0%	Reduced material costs; Increasing own work and reducing subcontractors herewith enlarging the value chain
- Material costs	-619,721	-680,195	-487,755	-475,337	-2.5%	
- Purchased services	-1,128,990	-1,345,806	-1,022,760	-1,004,905	-1.7%	
Staff costs	-669,814	-752,960	-564,921	-597,997	+5.9%	
Other operating results	-103,943	-140,779	-91,515	-106,071	+15.9%	Operational expansion
<b>EBITDA</b>	<b>146,614</b>	<b>156,424</b>	<b>76,638</b>	<b>89,257</b>	<b>+16.5%</b>	Operational EBITDA continues to grow
<b>EBITDA<sup>3</sup> %</b>	<b>4.6</b>	<b>4.5</b>	<b>3.1</b>	<b>3.5</b>		
Depreciation	-65,736	-74,716	-46,294	-51,188	+10.6%	
<b>EBIT</b>	<b>80,878</b>	<b>81,708</b>	<b>30,344</b>	<b>38,069</b>	<b>+25.5%</b>	Increasing EBIT margin to 1.5%
<b>EBIT<sup>3</sup> %</b>	<b>2.6</b>	<b>2.4</b>	<b>1.2</b>	<b>1.5</b>		
Financial result	-21,287	-15,608	-15,239	-5,481	-64.0%	Improvement by EUR 9.8m
<b>EBT</b>	<b>59,591</b>	<b>66,100</b>	<b>15,105</b>	<b>32,588</b>	<b>+115.7%</b>	EBT more than doubled Increasing margins on track
<b>EBT<sup>3</sup> %</b>	<b>1.9</b>	<b>1.9</b>	<b>0.6</b>	<b>1.3</b>		
Taxes	-7,059	-17,542	-2,500	-8,616	n.n.	Growth in Germany
<b>Periodic result</b>	<b>52,532</b>	<b>48,558</b>	<b>12,605</b>	<b>23,972</b>	<b>+90.2%</b>	

1 Capitalized own work and share of profit/loss of associates not shown required by IFRS; actually reported values according to IFRS may deviate

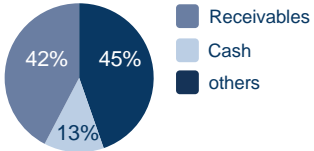
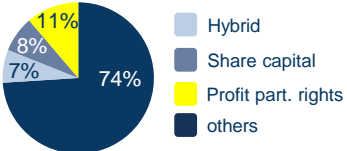
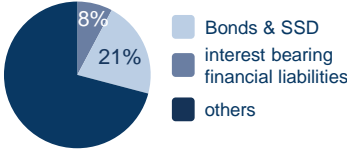
2 Restated excl. discontinued operations

3 Margins calculated on production output



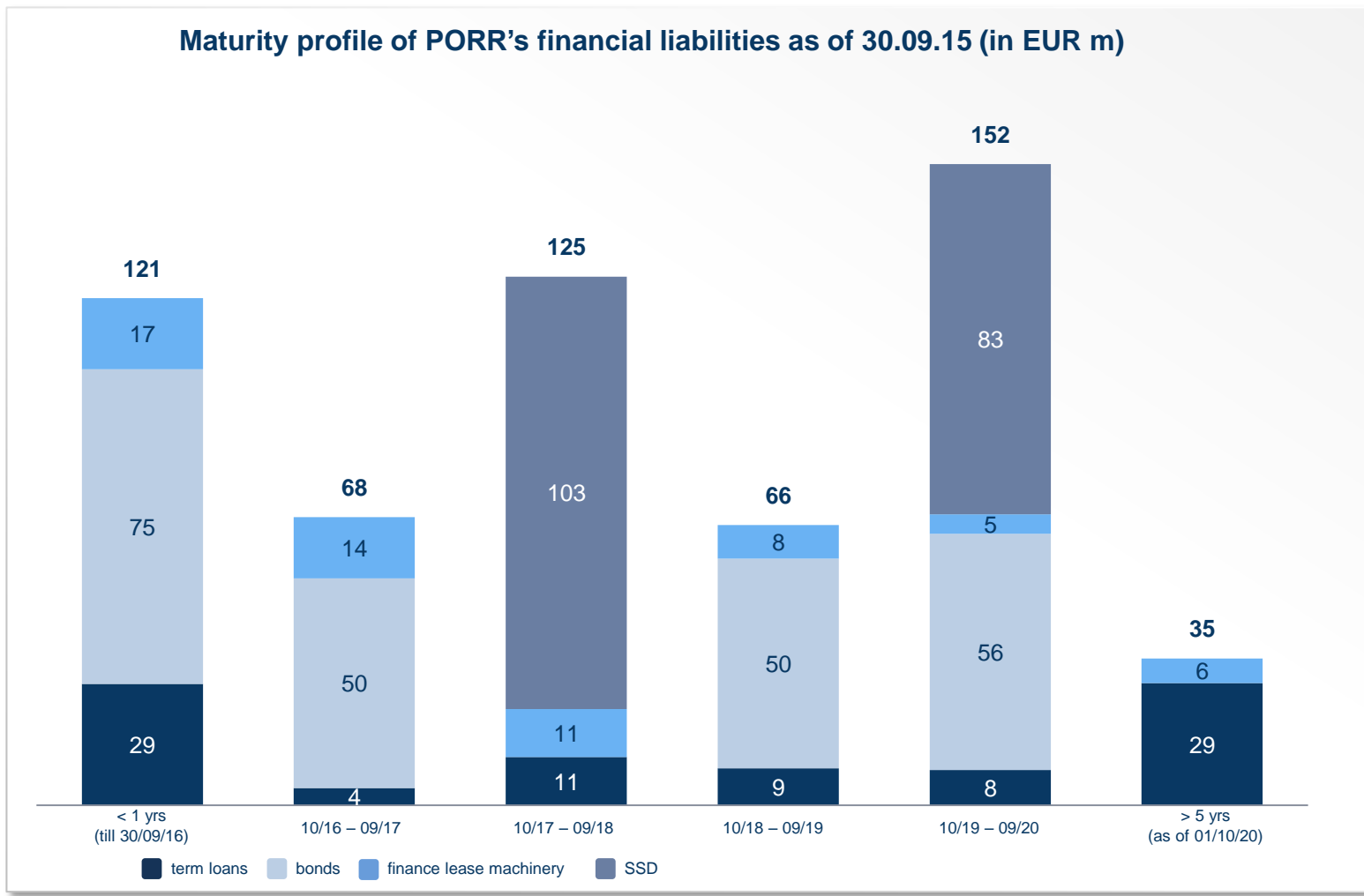
# Consolidated Balance Sheet

EUR thd

		<u>31.12.2012</u>	<u>31.12.2013</u>	<u>31.12.2014</u>	<u>30.09.2015</u>	Comments
<b>Assets</b>	Long-term assets	1,101,407	1,068,659	728,013	812,211	 <ul style="list-style-type: none"> <li><span style="color: #4F81BD;">■</span> Receivables</li> <li><span style="color: #A6C9E8;">■</span> Cash</li> <li><span style="color: #000000;">■</span> others</li> </ul>
	Short-term assets	959,334	1,227,811	1,418,017	1,513,366	
	<b>Total assets</b>	<b>2,060,741</b>	<b>2,296,470</b>	<b>2,146,030</b>	<b>2,325,577</b>	
<b>Liabilities &amp; equity</b>	Equity (incl. non-controlling interest)	322,553	347,662	385,171	376,925	 <ul style="list-style-type: none"> <li><span style="color: #A6C9E8;">■</span> Hybrid</li> <li><span style="color: #4F81BD;">■</span> Share capital</li> <li><span style="color: #FFFF00;">■</span> Profit part. rights</li> <li><span style="color: #000000;">■</span> others</li> </ul>  <ul style="list-style-type: none"> <li><span style="color: #A6C9E8;">■</span> Bonds &amp; SSD</li> <li><span style="color: #4F81BD;">■</span> interest bearing financial liabilities</li> <li><span style="color: #000000;">■</span> others</li> </ul>
	Long-term liabilities	595,591	668,692	408,830	605,862	
	Short-term liabilities	1,142,597	1,280,116	1,352,029	1,342,790	
	<b>Total assets</b>	<b>2,060,741</b>	<b>2,296,470</b>	<b>2,146,030</b>	<b>2,325,577</b>	
<b>Ratios</b>	Net debt <sup>1</sup> (EUR m)	<b>586</b>	<b>357</b>	<b>-65</b>	<b>264</b>	
	Equity ratio (%)	<b>15.7</b>	<b>15.1</b>	<b>18.0</b>	<b>16.2</b>	

<sup>1</sup> Bonds plus financial liabilities less cash and cash equivalents

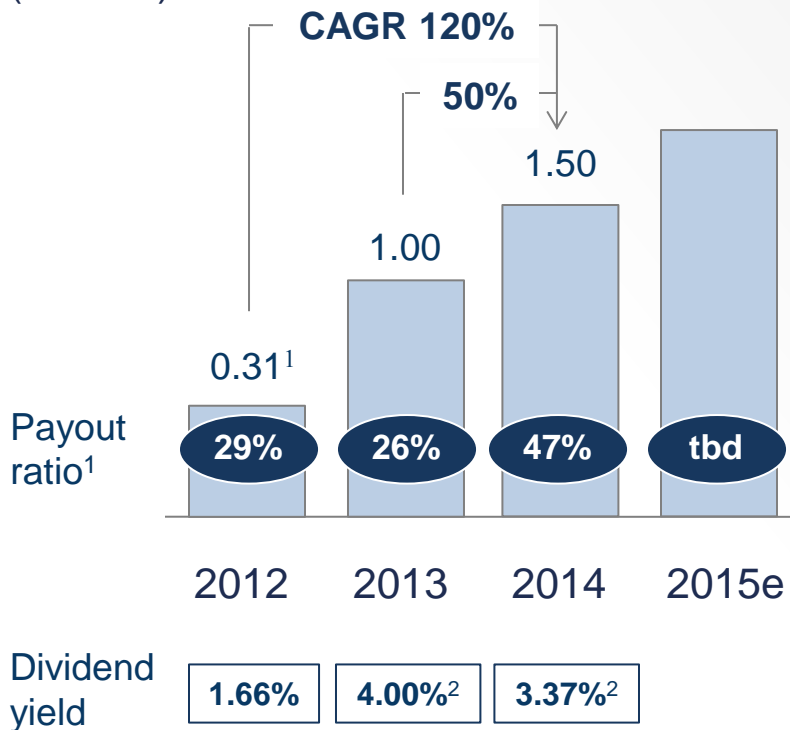
# Well-balanced Financial Liabilities Profile Ensure Financial Flexibility



# Creating shareholder value

## Dividends

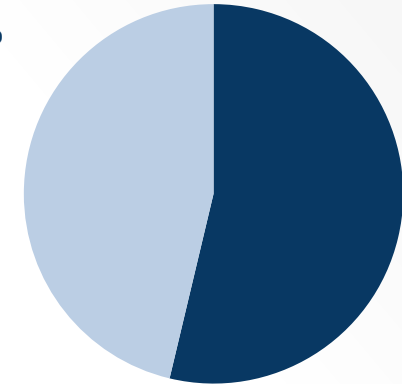
Dividend per share  
(in EUR)



1 Adjusted to number of shares 2013 to allow better comparison  
2 Restated excl. discontinued operations

## Shareholder Structure

■ **Syndicate: 53.7%**  
Ortner-Group,  
Strauss-Group



■ **Free Float: 46.3%**  
thereof:

- Renaissance Construction AG: 5.7%
- WIENER STÄDTISCHE Versicherung AG  
Vienna Insurance Group: 4.5%

# 04

## TAKE AWAYS + OUTLOOK



## Q3 2015 Key Takeaways

Comfortable Order Situation

Higher share of projects with increasing value added

Stable Production Output

Production output exceeded previous year's level by +1.4% reaching 2.54bn EUR

Continuous Improvement of Operational Results

EBT more than doubled to EUR 32.5m  
Earnings per share increased to EUR 0.75

Consequent Net Debt Reduction

Net cash position targeted by year end 2015  
Dividend payout ratio of 30-50%

**OUTLOOK reiterated POSITIVE:  
STABLE production OUTPUT and OUTPERFORM earnings**





# YOUR QUESTIONS

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