Business Results Press Conference 2009

March 25, 2009

Dr. rer. pol. Burkhard Lohr

Member of the Executive Board

Check against delivery.

Embargoed until 9:00 a.m. (CET) on March 25, 2009

Ladies and gentlemen,

Allow me, too, to welcome you to this press conference. Before we turn to the full results for the year, I would like to take a look at the key figures:

- We achieved further substantial **sales** growth in 2008. HOCHTIEF generated sales of EUR 19.1 billion, up 16.1 percent on the prior year.

- **Cash resources** increased to EUR 2.60 billion. Our financial resources are thus very strong indeed.

- As has already been mentioned, we raised **consolidated net profit** by 24.4 percent to EUR 175.1 million, and that in the midst of the global financial crisis.

- This means we have improved **earnings per share** by 21.7 percent, from EUR 2.07 to EUR 2.52.

- And once again, we would like to increase the **dividends** paid out to our stockholders. If our dividend proposal is accepted at the General Shareholders' Meeting on May 7, 2009, HOCHTIEF will be distributing EUR 98 million.

Those are the main figures, ladies and gentlemen. They reaffirm what Dr. Lütkestratkötter said: We have exercised foresight in building and expanding the Group and are reaping the rewards of our conservative accounting and finance policies.

Turning to the other financials and starting with the **balance sheet**:

Non-current assets were slightly up on the prior year, at EUR 4.40 billion. The two biggest categories are property, plant and equipment at EUR 1.12 billion and financial assets at EUR 2.10 billion. This included a substantial sum for acquisitions in the prior year, mainly relating to the stakes in aurelis, Budapest Airport and Al Habtoor. In contrast, 2008 was dominated by integration, expansion of operating activities and the goal of boosting profitability in the newly acquired business.

Current assets grew by 20.3 percent to EUR 7.70 billion. There was a particularly large increase in trade receivables. This shows how strongly we have expanded our operating business in the past year. At the same time, as a precaution in light of the financial crisis, we bolstered cash and cash equivalents to EUR 1.79 billion.

Total assets come to EUR 12.10 billion, 13.5 percent more than in the prior year.

Shareholders' equity amounted to EUR 2.86 billion at the year-end, representing a decrease of EUR 139.4 million. This is partly due to purchases of treasury stock by HOCHTIEF. Our holdings of securities were also affected by falling global stock markets. These losses are recognized directly in equity rather than through the statement of earnings. The significantly larger figure for total assets combined with the slight drop in shareholders' equity produces an equity ratio of 23.6 percent.

Non-current assets are about a third higher than in the prior year, at EUR 2.43 billion. This is due to a rise in amounts due to banks: As already mentioned, HOCHTIEF has supplemented its cash reserves in response to the financial crisis.

The increase in **current liabilities** to EUR 6.81 billion reflects higher financial liabilities taken on to provide funding for our project development business. There was also an increase in trade payables.

Moving on to the **statement of earnings**:

Sales totaled EUR 19.10 billion. We thus beat our prior-year sales figure by EUR 2.65 billion or 16.1 percent. This is even more of an accomplishment given the exchange rate trends: The weaker US dollar and the slide in the Australian dollar acted as a brake on sales growth. The strong performance was achieved in spite of this. The growth, I should stress, comes both from international markets and from our German activities.

Other operating income amounted to EUR 375.9 million, well up on the prior year. Much of the increase is accounted for by Leighton activities being transferred to our Arabian associate, Al Habtoor.

Materials and **personnel costs** rose in line with sales growth to a combined total of EUR 2.38 billion.

Other operating expenses ran to EUR 1.26 billion, 13.1 percent higher than in the prior year. Factors here include impairment charges on obligations to make payments into equity at project companies in the Leighton Group.

Net income from participating interests came to EUR 306.0 million—as expected, below the prior-year figure which was swelled by extraordinary items. Very strong contributions to earnings from operating activities across HOCHTIEF's business portfolio largely offset the impairment charges on listed project companies at Leighton.

Net investment and interest income dropped sharply to minus EUR 96.4 million. This is again partly due to drawings on existing revolving credit facilities for extra liquidity. There were also new borrowings to finance the 2007 acquisitions.

Just how successful we have been in the past year is also highlighted by our **profit before taxes**. At EUR 520.1 million, this is 3.8 percent up on the prior year. We are especially pleased with the marked improvement in earnings from the HOCHTIEF Europe division that is reflected in this result.

Income taxes rose as a result of the improvement in earnings to EUR 177.9 million. The effective tax rate stands at 34.2 percent.

Profit after taxes gained slightly to EUR 342.2 million. As we have already reported, **consolidated net profit** grew substantially.

The EUR 167.1 million **minority interest** is mostly accounted for by Leighton and our airport holdings.

Finally, a glance at the **statement of cash flows**. The chart illustrates the cash flows in the Group. Cash and cash equivalents stood at EUR 1.40 billion in January 2008. We generated a positive cash flow from operating activities of

EUR 266.1 million. Investing activities produced a EUR 901.3 million cash outflow. Financing activities resulted in a cash inflow of EUR 1.05 billion. The total for cash and cash equivalents at the year-end came to EUR 1.79 billion. This puts us in a strong position.

Ladies and gentlemen, that brings me to the end of our brief overview of the main facts and figures from the 2008 consolidated financial statements. Thank you for your attention.