

Press Release

Embargo: March 15, 2004, 9.30 a.m. CET

2003 fiscal year: HOCHTIEF forges ahead in all divisions

**Please contact:
Christian Gerhardus**

Opernplatz 2
45128 Essen
D-45128 Essen
Tel.: +49 201 824 - 2642
Fax: +49 201 824 - 2585
presse@hochtief.de

- **Operating earnings growth near 41 percent**
- **Pretax profit rises about 32 percent**
- **EUR 16.5 billion Group order backlog sets new record**
- **Investors worldwide reward strategy and winning performance**

Page 1 of 3
March 15, 2004

HOCHTIEF today announced impressive results for 2003. Operating earnings (EBITA) grew a record 41 percent to some EUR 220 million (2002: nearly EUR 157 million) and earnings before taxes (EBT) by 32 percent to some EUR 160 million (2002: almost EUR 121 million). The stock markets took notice and responded across the board, with HOCHTIEF stock rising 77 percent over the year and several times pulling ahead of its benchmark indices, the MDAX and the Dow Jones Construction Index. "We have delivered on our predictions and promises of recent years. HOCHTIEF has once again shown its strength and innovative force. This carries weight with investors the world over," says HOCHTIEF CEO Hans-Peter Keitel.

The heightened appeal of HOCHTIEF stock is due to the Group's good performance in 2003: The order backlog set a new record of EUR 16.5 billion—an increase of some 17 percent from the prior year despite the adverse US dollar exchange rate. New orders, at around EUR 14.4 billion, were barely short of the prior year. Adjusted for exchange rate effects, new orders increased some 8.6 percent to about EUR 15.7 billion.

Group work done, at just over EUR 11.5 billion, was ten percent down from the prior year figure. Adjusted for exchange rate effects, work done approximated EUR 12.7 billion, almost up to the prior year.

A rise in taxes as a percentage of profit from 25.4 percent to 52.0 percent cut posttax profit a good 15 percent to around EUR 77 million. Consolidated net profit for 2003 was about EUR 16 million. This was down from the 2002 figure of about EUR 43 million due to taxes and an increase in minority interests.

The five HOCHTIEF divisions reported very positive figures: In the US, new orders and the order backlog at US subsidiary Turner set an all-time record when measured in US dollars. The Asia Pacific division likewise reported a record order backlog and a highly successful business year. HOCHTIEF Europe comfortably reached its breakeven target as planned and returned to profit in 2003 with earnings before taxes of over EUR 10 million. Divisional operating earnings (EBITA) were also positive. The Development division held to its steady trend in difficult operating conditions. HOCHTIEF Airport closed 2003 with a definite rise in operating earnings.

Page 2 of 3
15.03.2004

The impressive business results and the strong rise in the HOCHTIEF stock price set the stage for the sale on February 25, 2004 of a 56.1 percent stake held until then by majority owner RWE. In an accelerated bookbuild, 32.6 million shares of HOCHTIEF stock were sold in only three hours. The offering was four times oversubscribed. Another 6.7 million shares were retained to service a three-year exchangeable bond issue, which was 25 times oversubscribed. For HOCHTIEF, this is vindication of its work in the last few years and the dawn of a new business era.

“We made a giant leap forward as regards operating earnings in 2003, especially considering the positive one-time items in the 2002 figures. Institutional investors the world over recognized this and jumped to invest in HOCHTIEF. We ourselves put in the hard work that gave us our new international ownership structure and new starting position. HOCHTIEF has prepared for this situation for years. We will now make rigorous use of the new openings it presents,” says HOCHTIEF CEO Hans-Peter Keitel.

HOCHTIEF expects above prior year work done and earnings in 2004 provided the world economy and exchange rates move as currently expected.

Key Figures for FY 2003

HOCHTIEF Group	2003 EUR million	2002 EUR million	Change	
			absolute EUR million	%
New orders	14,352	14,430	(78)	-0.5
- Domestic	2,178	2,222	(44)	-2.0
- International	12,174	12,208	(34)	-0.3
Work done	11,503	12,782	(1,279)	-10.0
- Domestic	2,049	2,059	(10)	-0.5
- International	9,454	10,723	(1,269)	-11.8
Order backlog	16,465	14,075	2,390	17.0
- Domestic	2,396	2,273	123	5.4
- International	14,069	11,802	2,267	19.2
Employees (2003 average)	34,039	33,100	939	2.8
- Domestic	7,751	8,437	(686)	-8.1
- International	26,288	24,663	1,625	6.6
Operating earnings (EBITA)	220	157	63	40.1
Earnings before taxes (EBT)	160	121	39	32.2
Profit after taxes	77	90	(13)	-14.4
Consolidated net profit	16	43	(27)	-62.8
Cash flow	273	374	(101)	-27.0
Sales	10,534	12,007	(1,473)	-12.3
Shareholders' equity	1,975	1,940	35	1.8
Total assets	7,399	7,611	(212)	-2.8
ROCE (in %)	13.7	9.2		
Purchases of property, plant and equipment and intangible assets	264	336	(72)	-21.4
Purchases of financial assets	106	318	(212)	-66.7