

# HOCHTIEF

## Company profile

**HOCHTIEF** is one of the leading international providers of construction-related services. With more than 70 000 employees and a sales volume of EUR 20.16 billion in FY 2010, the company is represented in all the world's major markets. The Group's service offering in the fields of development, construction, services, concessions and operation covers the entire life cycle of infrastructure projects, real estate and facilities.

In the USA, the biggest construction market in the world, HOCHTIEF is the No. 1 general builder via its subsidiary Turner and, with Group company Flatiron, ranks among the most important players in the field of transportation infrastructure construction. With its subsidiary Leighton (HOCHTIEF share around 54 percent), the Group is market leader in Australia. Because of its engagement for sustainability, HOCHTIEF has been listed in the Dow Jones Sustainability Indexes since 2006.

Further information is available at [www.hochtief.de/press](http://www.hochtief.de/press).

## Vision:

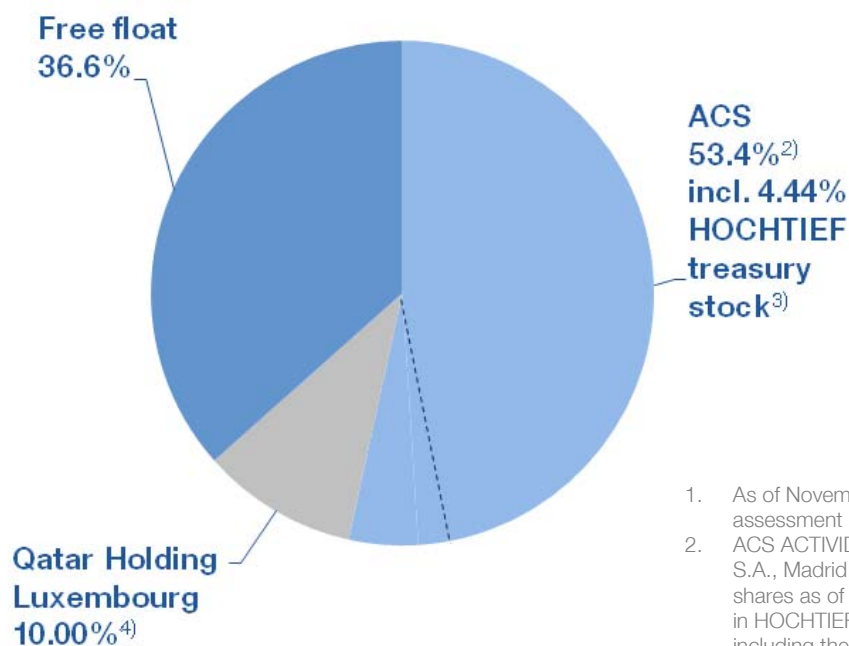
"HOCHTIEF is building the future. — Along with our partners, we expand horizons, link people and organizations, create new ways to think and act, and continually enhance the values entrusted to our care."

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## Key figures 2010:

<b>Work done</b>	EUR 20.23 billion
<b>Sales</b>	EUR 20.16 billion
<b>EBT</b>	EUR 756.6 million
<b>Consolidated net profit</b>	EUR 288.0 million
<b>Earnings per share</b>	EUR 4.31
<b>Employees</b>	70,657
- of which: domestic	10,821
- of which: international	59,836

## Ownership structure (as of November, 2011):



1. As of November 2011, based on shareholder identification assessment in October 2011
2. ACS ACTIVIDADES DE CONSTRUCCION Y SERVICIOS S.A., Madrid; ACS held 49% of outstanding HOCHTIEF shares as of September 30, 2011. In total ACS' voting share in HOCHTIEF Aktiengesellschaft amounted to 53.4% including the HOCHTIEF treasury shares of 4.44%.
3. Exact number of treasury shares as of September.30, 2011: 3,421,735 pieces, i.e. 4.44%
4. Shareholding level as of March 23, 2011

**History:**

<b>1875</b>	Founded by Philipp and Balthasar Helfmann in Frankfurt am Main
<b>1896</b>	Conversion into a stock corporation
<b>1922</b>	Head office moves to Essen
<b>1999</b>	Acquisition of subsidiary The Turner Corporation, Dallas, USA (100 percent)
<b>2001</b>	HOCHTIEF for the first time holds 50.02 percent of the stock of Leighton Holdings Limited, Sydney, Australia. Stock acquired gradually since 1981. Currently the Group holds just under 54,21 percent (February 2011).
<b>02/2004</b>	Transformation from corporate subsidiary to broadly based listed company with an international ownership structure following RWE's disposal of its majority stake in the company.
<b>04/2007</b>	The Spanish construction group Actividades de Construcción y Servicios, S.A. (ACS, Madrid) acquires a 25.08 percent stock package.
<b>12/2007</b>	HOCHTIEF acquires the American civil engineering company Flatiron Construction Corporation, Longmont (Colorado, USA) and, with this move, enters the North American transportation construction market.
<b>12/2010</b>	Qatar Holding LLC (Doha) becomes a major shareholder of HOCHTIEF acquiring a 9.09 percent stake
<b>02/2011</b>	The Spanish construction company ACS secures a 33.49 percent holding in HOCHTIEF.
<b>09/2011</b>	ACS held 49 percent of outstanding HOCHTIEF shares as of September 30, 2011. In total ACS' voting share in HOCHTIEF Aktiengesellschaft amounted to 53.4 percent including the HOCHTIEF treasury shares of 4.44 percent.