

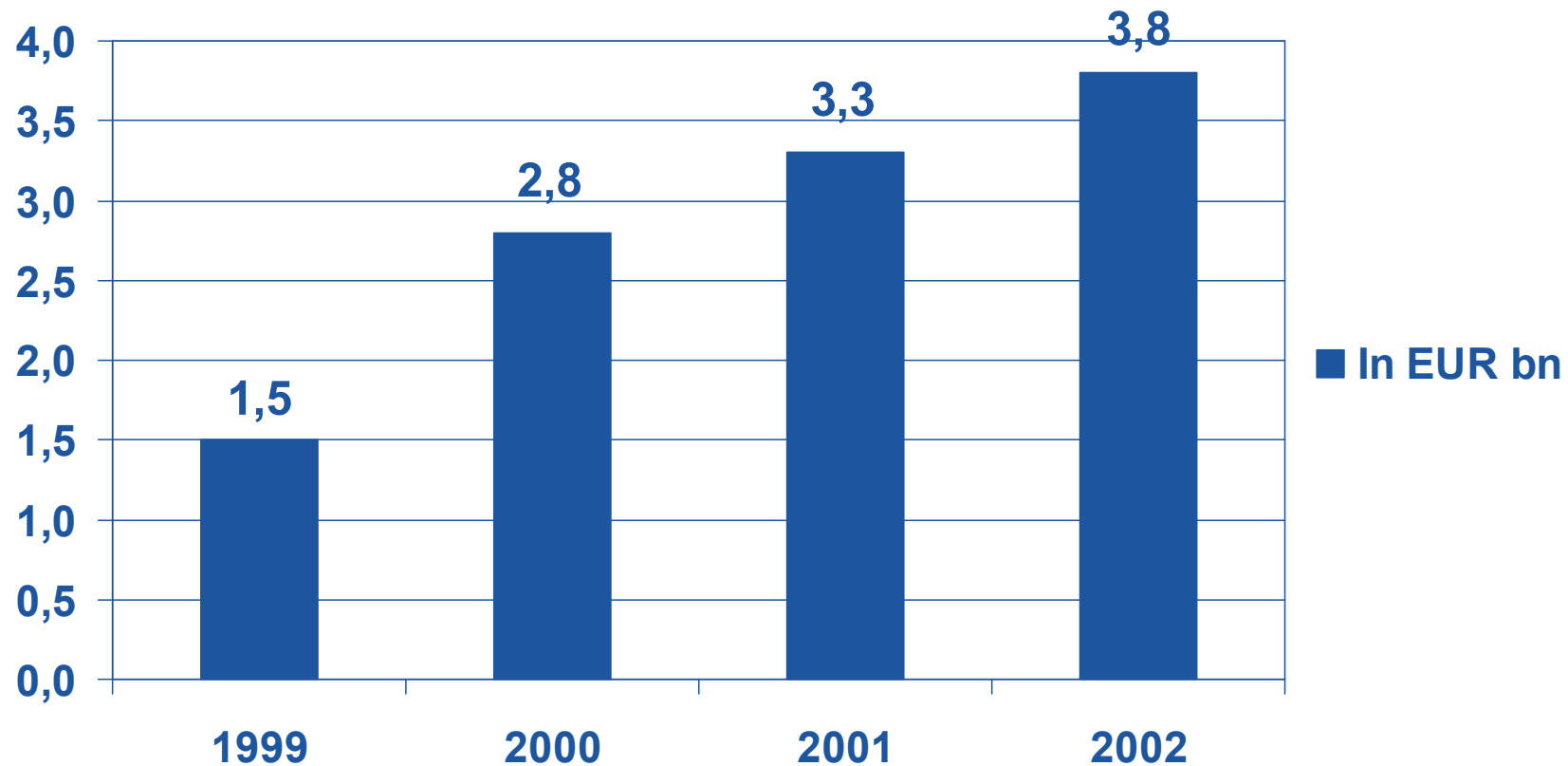
Press Discussion

Services at HOCHTIEF



Services at HOCHTIEF

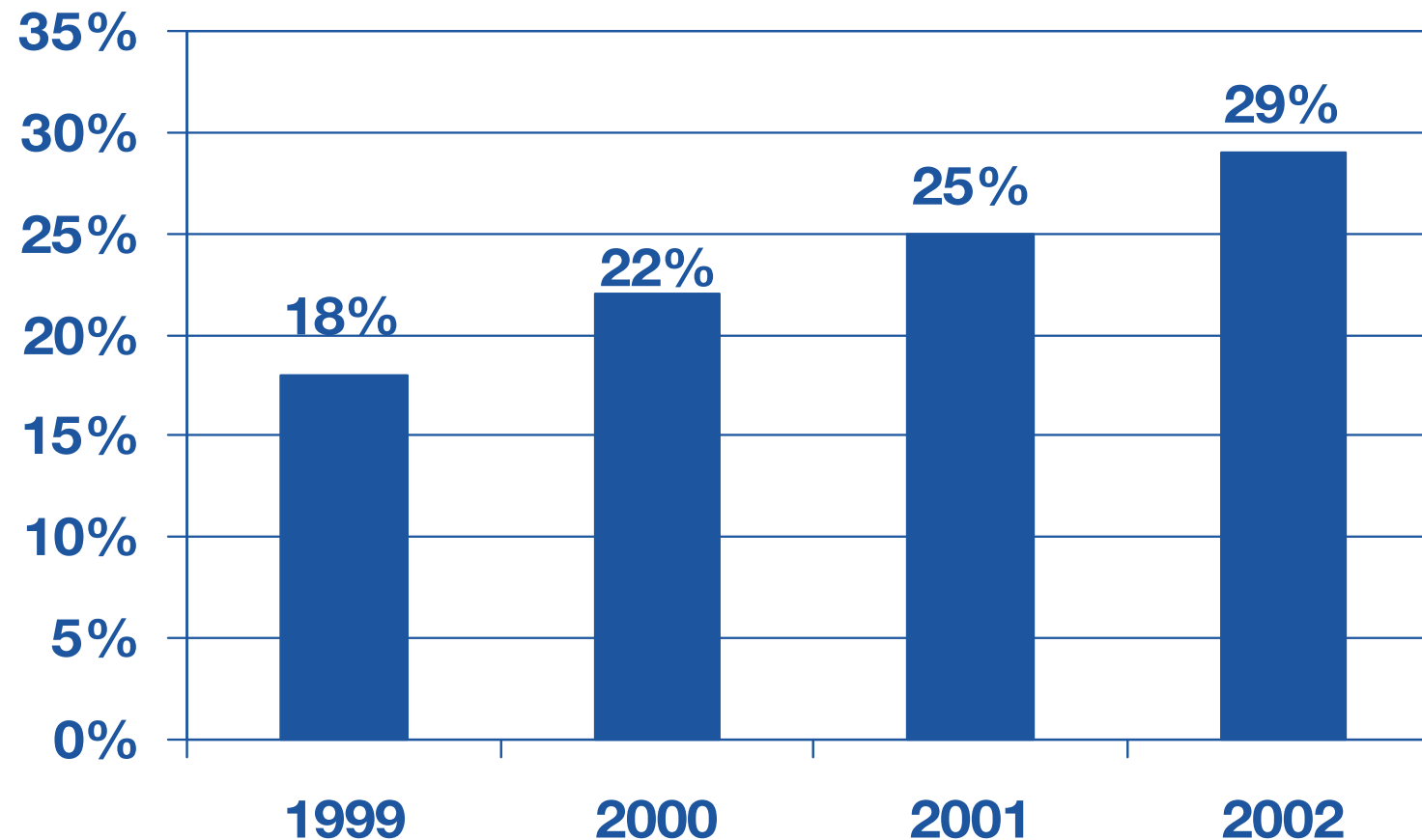
Work-done volume in absolute figures



N.B. The 1999-2001 figures are based on an earlier reporting methodology and are thus not completely comparable with 2002.

Services at HOCHTIEF

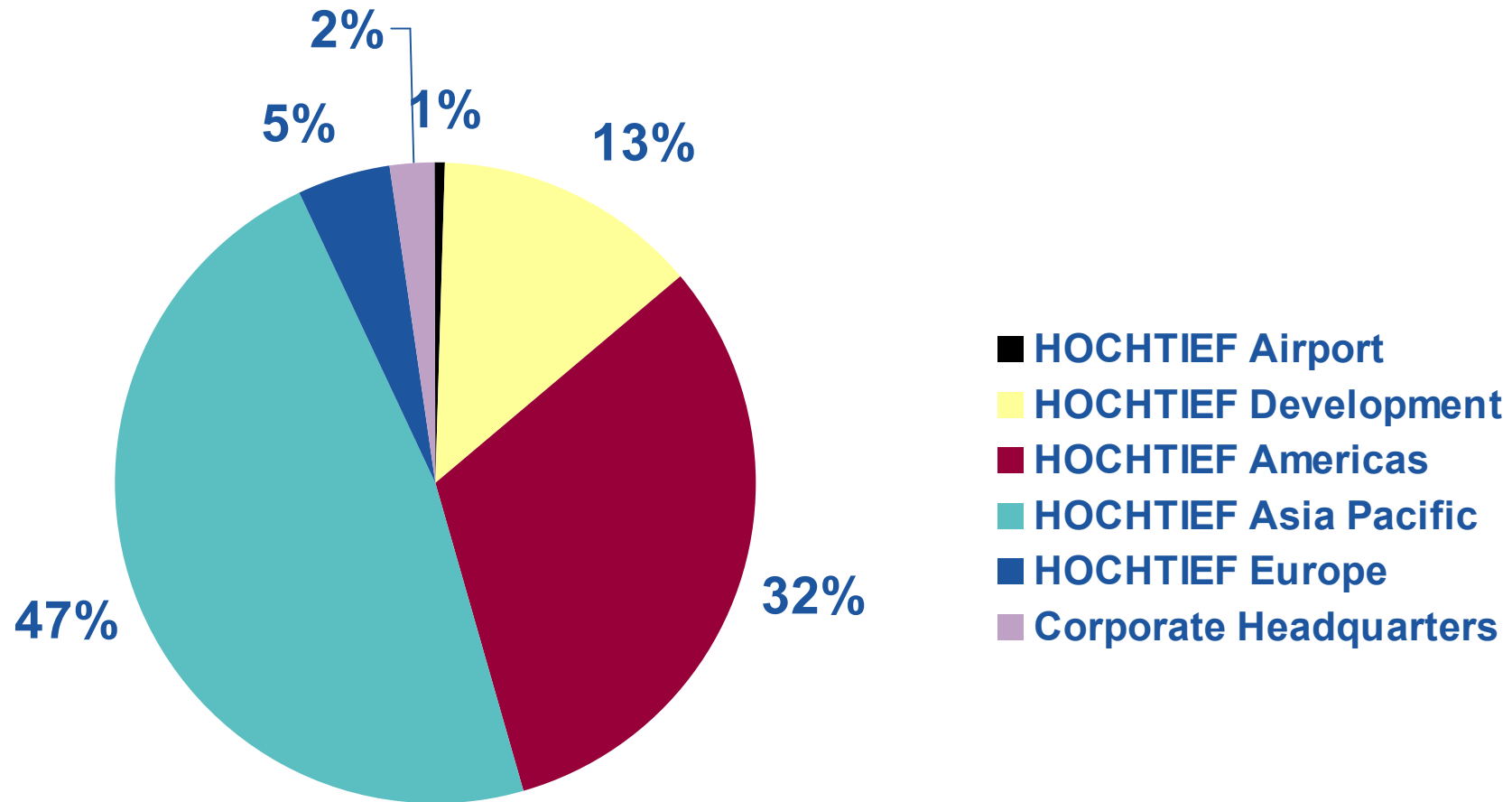
Proportion of consolidated work done



N.B.: The 1999-2001 figures are based on an earlier reporting methodology and are thus not completely comparable with 2002.

Services at HOCHTIEF

Distribution according to divisions (2002)



Total services + Construction management at fee

HOCHTIEF Services

Airport



- **Transaction management**
- **Optimizing holdings**

HOCHTIEF Services

Airport: Competencies

- **Business planning / Financing**
- **Master planning incl. Capex optimization**
- **Aviation**
- **Non-aviation**
- **Project management**



HOCHTIEF Services

Development



- Facility management
- Property development
- Infrastructure development
- Asset management

HOCHTIEF Services

Development: Property development (2002)

- 
- **Property projects:**
 - **Total rental area:**
 - **Total investment volume:**
 - **Letting status total:**
 - **Letting status under construction:**
 - **Already sold to investors:**

45 in Europe
c. 750,000 m²
c. EUR 2.2 bn
over 50 %
over 85 %
over 50 %

HOCHTIEF Services

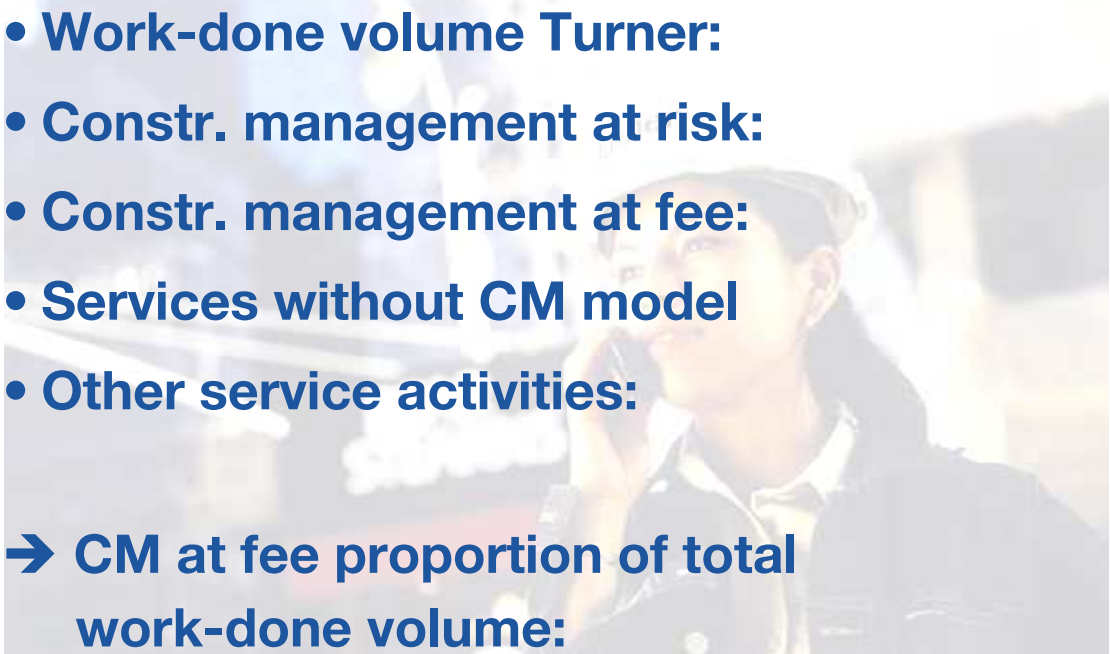
Americas



- **Construction management at fee**
- **PPP models**

HOCHTIEF Services

Americas: Construction management at fee (2002)

- 
- **Work-done volume Turner:** c. **EUR 6.6 bn**
 - **Constr. management at risk:** c. **EUR 4.2 bn**
 - **Constr. management at fee:** c. **EUR 900 m**
 - **Services without CM model** c. **EUR 1.2 bn**
 - **Other service activities:** c. **EUR 300 m**
- **CM at fee proportion of total work-done volume:** c. **15 %**
(upward tendency)

HOCHTIEF Services

Asia Pacific



- **Contract mining**
- **Project development**
- **PPP models**

HOCHTIEF Services

Asia Pacific: Contract mining

- **Production of, e.g.:**
- **Coal production p.a.:**
- **Contribution to turnover in 2002:**
- **Complex technical services, e.g.:**



Coal/ore/gold

c. 60 m tons

> EUR 1 bn !

Satellite-aided logistics

Chip-controlled blasting

Fuel optimization

HOCHTIEF Services

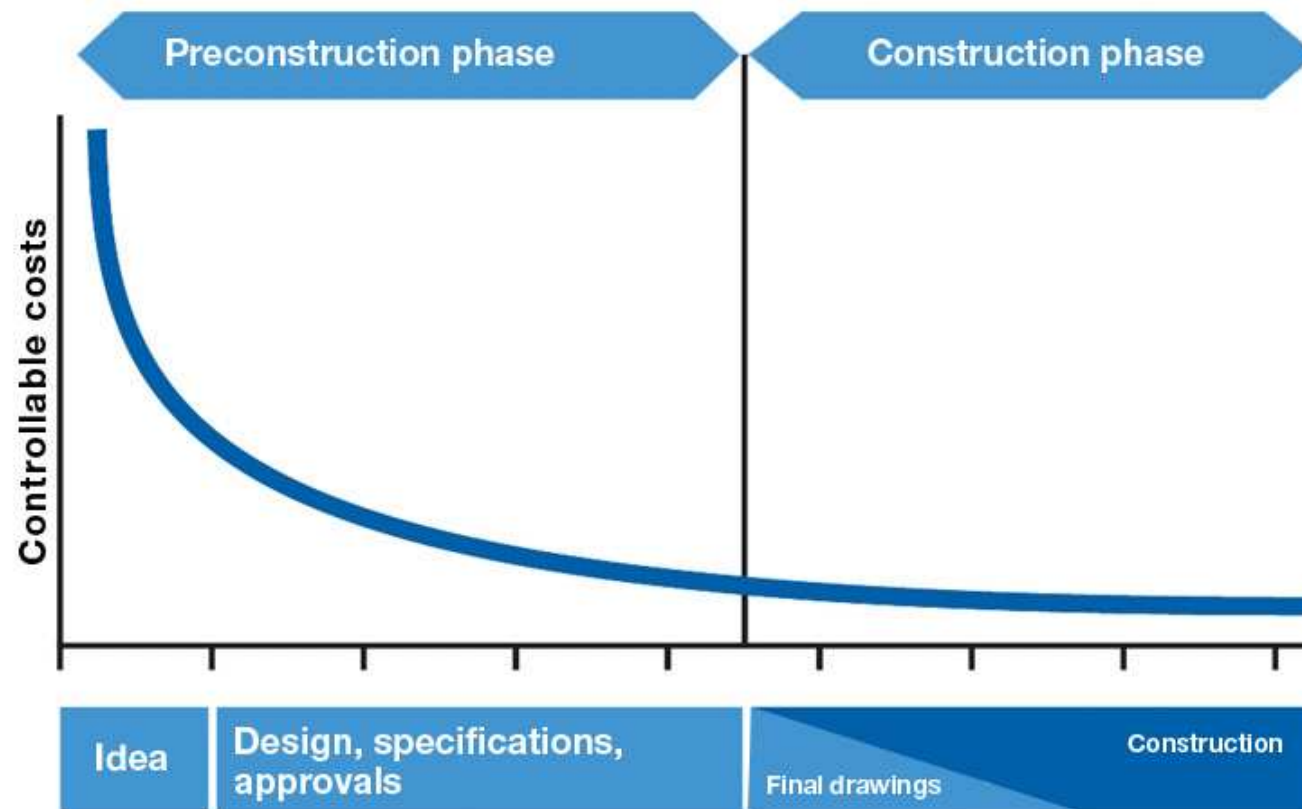
Europe



- **Property development**
- **Construction logistics**
- **Design/build**
- **PreFair**

HOCHTIEF Services

Europe: PreFair



Thank you for your attention.

