

Press briefing

Division in focus:
HOCHTIEF Asia Pacific



HOCHTIEF

Figures 2002

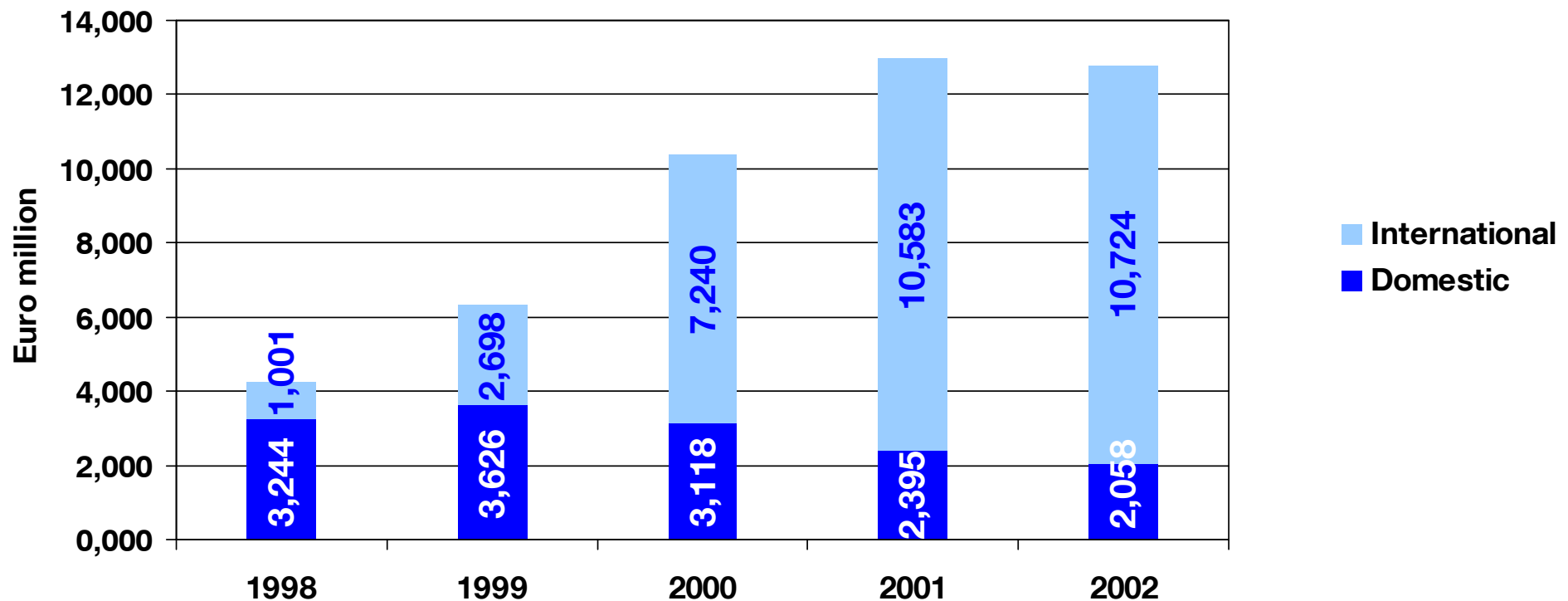
- **Order backlog:** c. 14 bn euros
- **Work done:** c. 13 bn euros
- **Operating earnings (EBITA):** c. 157 m euros
- **Employees :** c. 33,100
- **International proportion of sales :** 84%

No.1

- in Germany
- in Australia
- in USA
(General Builder)

HOCHTIEF

International proportion steadily increased



HOCHTIEF

Extraordinary rise in market capitalization (2003)



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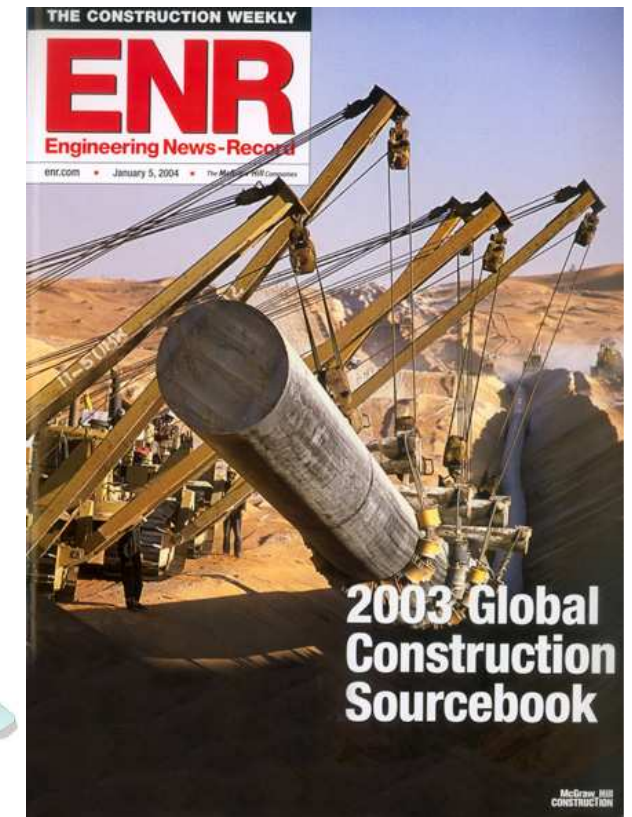
Relevant indices clearly outperformed (2003)



Leading the rankings



ENR TOP 225 INTERNATIONAL CONTRACTORS



ENR rankings: Top 225 International Contractors

2003 Rank	Firm	2002			2002 Rank
		Revenue		New contracts*	
		Internat.	Total		
1	Skanska AB, Sweden	11,520.0	13,951.0	14,141.0	1
2	HOCHTIEF, Germany	10,010.0	11,959.0	13,665.0	2
3	Vinci, France	6,841.0	16,595.0	15,291.0	3
4	Bouygues, France	6,449.0	15,169.0	16,040.0	4
5	Technip-Coflexip, France	4,618.7	4,653.7	5,919.4	9
6	Kellogg Brown & Root, USA	3,888.4	5,143.6	4,496.6	5
7	Bovis Lend Lease, UK	3,625.0	4,658.0	5,271.0	7
8	Strabag Bau Holding, Austria	3,544.1	5,031.9	NA	24
9	Amec, UK	3,017.0	5,184.0	1,976.0	8
10	Bilfinger Berger, Germany	2,990.9	4,293.4	4,448.6	10
11	Bechtel, USA	2,920.0	9,688.0	9,730.0	6
12	Fluor Corp., USA	2,696.6	7,796.3	8,597.0	11
13	JGC Corp., Japan	1,866.0	2,769.0	3,266.0	25
14	Hyundai Engin. & Constr., South Korea	1,665.0	4,203.0	6,117.0	12
15	Balfour Beatty, UK	1,610.0	5,540.0	5,449.0	19

ENR rankings: General Building

General Building

1 Skanska AB

2 HOCHTIEF

3 Bovis Lend Lease

4 Bouygues

5 Vinci

6 Amec plc

7 Strabag Bauholding

8 China State Const. Engineering Corp.

9 Bilfinger Berger

10 Kajima

ENR rankings:

General Building/selected segments

Commercial Offices

1 HOCHTIEF

- 2 Skanska AB
- 3 Bouygues
- 4 Balfour Beatty plc
- 5 Kajima Corp.

Retail

1 HOCHTIEF

- 2 Skanska AB
- 3 China Nat'l Complete Plant Import/Export
- 4 Obayashi Corp.
- 5 China Jiangsu Int'l Econ-Tech.Coop.Corp

Sports

1 HOCHTIEF

- 2 Skanska AB
- 3 Hyundai Engineering & Construction Co.
- 4 Bouygues
- 5 Joannou & Paraskevaides (Overseas)

Multi-unit Residential

1 Skanska AB

2 HOCHTIEF

- 3 Bouygues
- 4 Joannou & Paraskevaides (Overseas)
- 5 Shanghai Construction Group General Co.

ENR rankings:

General Building/selected segments

Entertainment

1 HOCHTIEF

2 Shanghai Construction Group General Co.

3 Enka Construction & Industry Co. Inc.

4 Aecon Group Inc.

5 Penta-Ocean Construction Co. Ltd.

Hotels, Motels, Conv. Centers

1 HOCHTIEF

2 Skanska AB

3 Bouygues

4 PCL Construction Enterprises

5 Ssangyong Engineering & Construction

Correctional Facilities

1 HOCHTIEF

2 Skanska AB

3 Grupo Dragados

4 Shanghai Construction Group General Co.

5 Consolidated Contractors Int'l Co. S.A.L.

Health Care

1 Skanska AB

2 HOCHTIEF

3 Bouygues

4 Grupo Ferrovial

5 PCL Construction Enterprises Inc.

ENR rankings: Manufacturing

Manufacturing

- 1 Taikisha Ltd.
- 2 Takenaka Corp.
- 3 Kajima Corp.
- 4 Shimizu Corp.

5 HOCHTIEF

- 6 Skanska AB
- 7 Bilfinger Berger
- 8 Obayashi Corp.
- 9 AMEC plc
- 10 China Nat'l Machinery & Equip. Corp.

Auto Assembly

- 1 Taikisha Ltd.
- 2 HOCHTIEF
- 3 Shimizu Corp.
- 4 Alberici Corp.
- 5 Walbridge Aldinger

ENR rankings: Industrial Process

Industrial Process

1 HOCHTIEF

- 2 Bechtel
- 3 Jacobs
- 4 Skanska AB
- 5 Fluor Corp.
- 6 Vinci
- 7 China Harbour Engineering Co. (Group)
- 8 Foster Wheeler Ltd.
- 9 Bilfinger Berger AG
- 10 Amec plc

Pharmaceutical Plants

1 HOCHTIEF

- 2 Jacobs
- 3 Skanska AB
- 4 Foster Wheeler Ltd.
- 5 Torcon Inc.

ENR rankings: Telecommunications

Telecommunications

1 Amec plc

2 Vinci

3 Leighton Holdings Ltd.

4 HOCHTIEF

5 Skanska AB

6 Fluor Corp.

7 Grupo Dragados

8 China Nat'l Machinery & Equipment Corp.

9 Techint Compagnia Tecnica Internazionale

10 Parsons Brinkerhoff Inc.

Transmission lines and cables

1 HOCHTIEF

2 Skanska AB

3 Techint Compagnia Tecnica Internazionale

4 Grupo Dragados

5 Tetra Tech Inc

Data centers and Web hotels

1 China Nat'l Machinery & Equipment Corp.

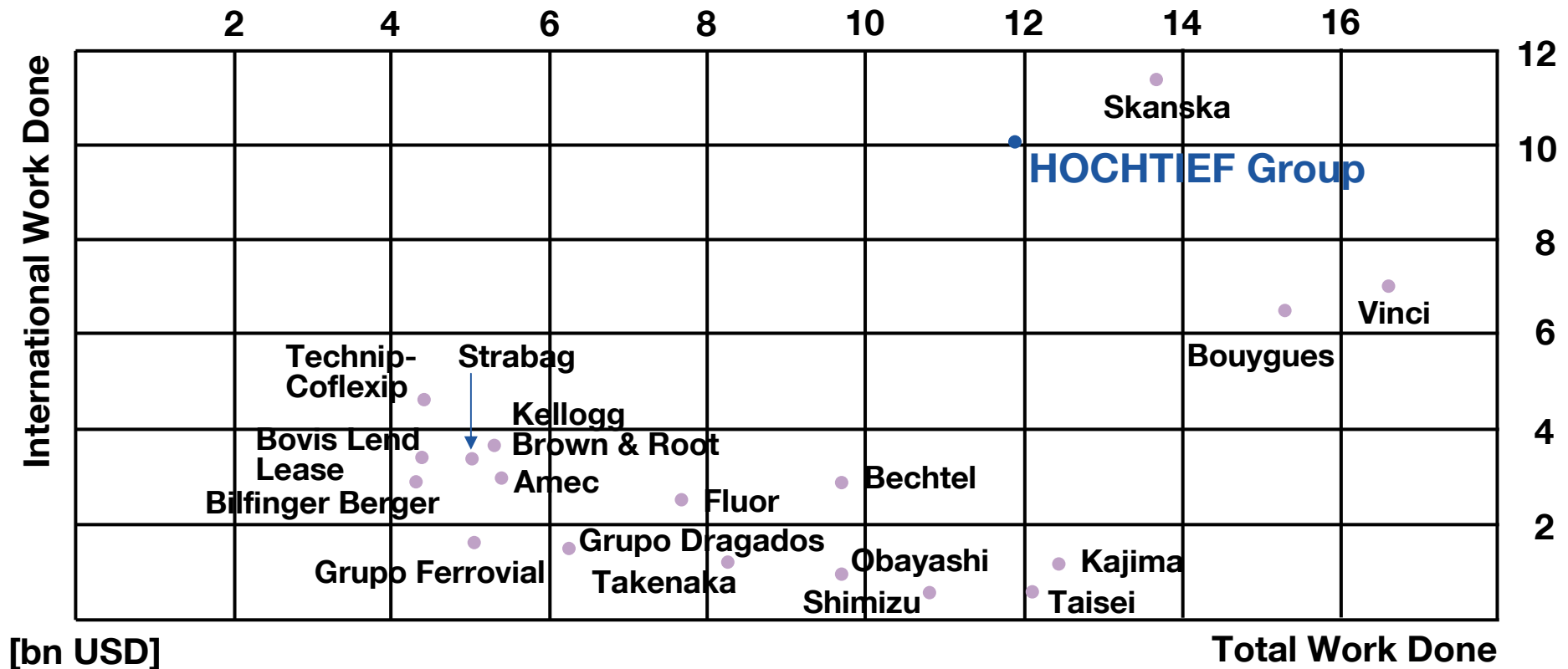
2 HOCHTIEF

3 M. A. Mortenson Co.

4 Kajima Corp.

5 Parsons Brinkerhoff Inc.

Focus of international competitors





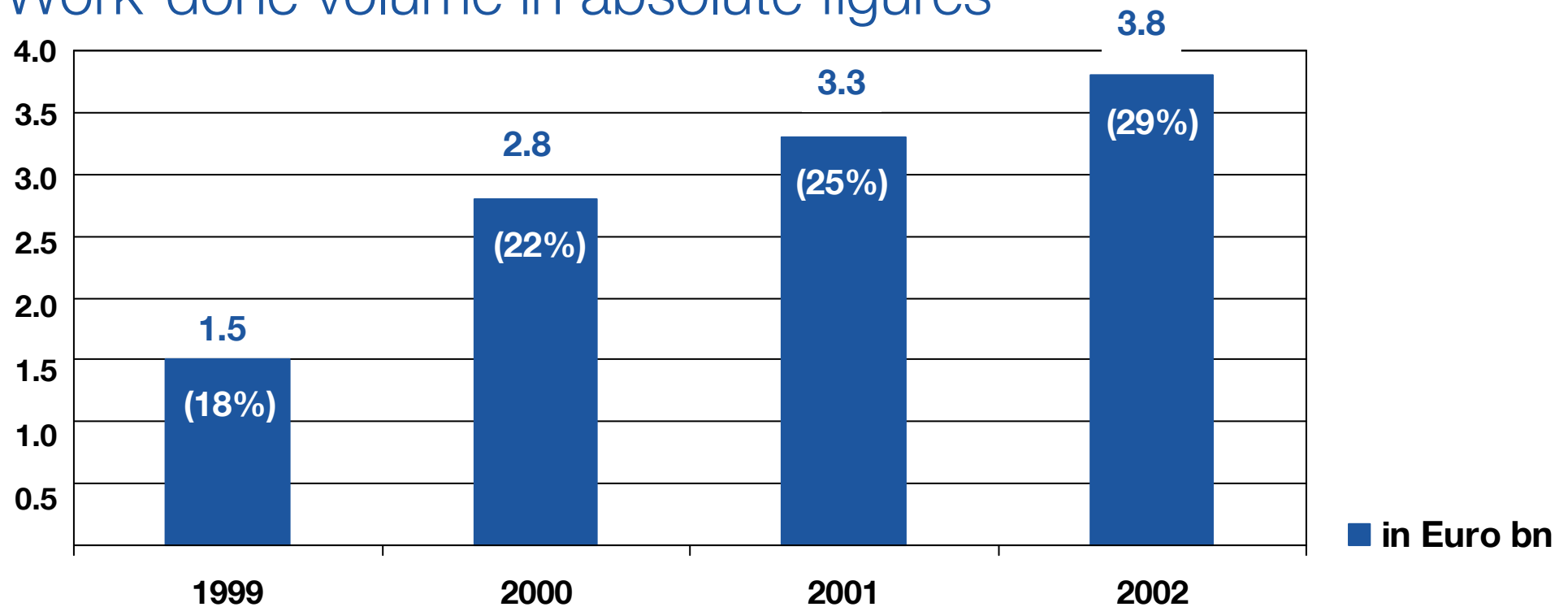
Comparison with competition

Service-generated sales of German construction groups (2002)



Services at HOCHTIEF

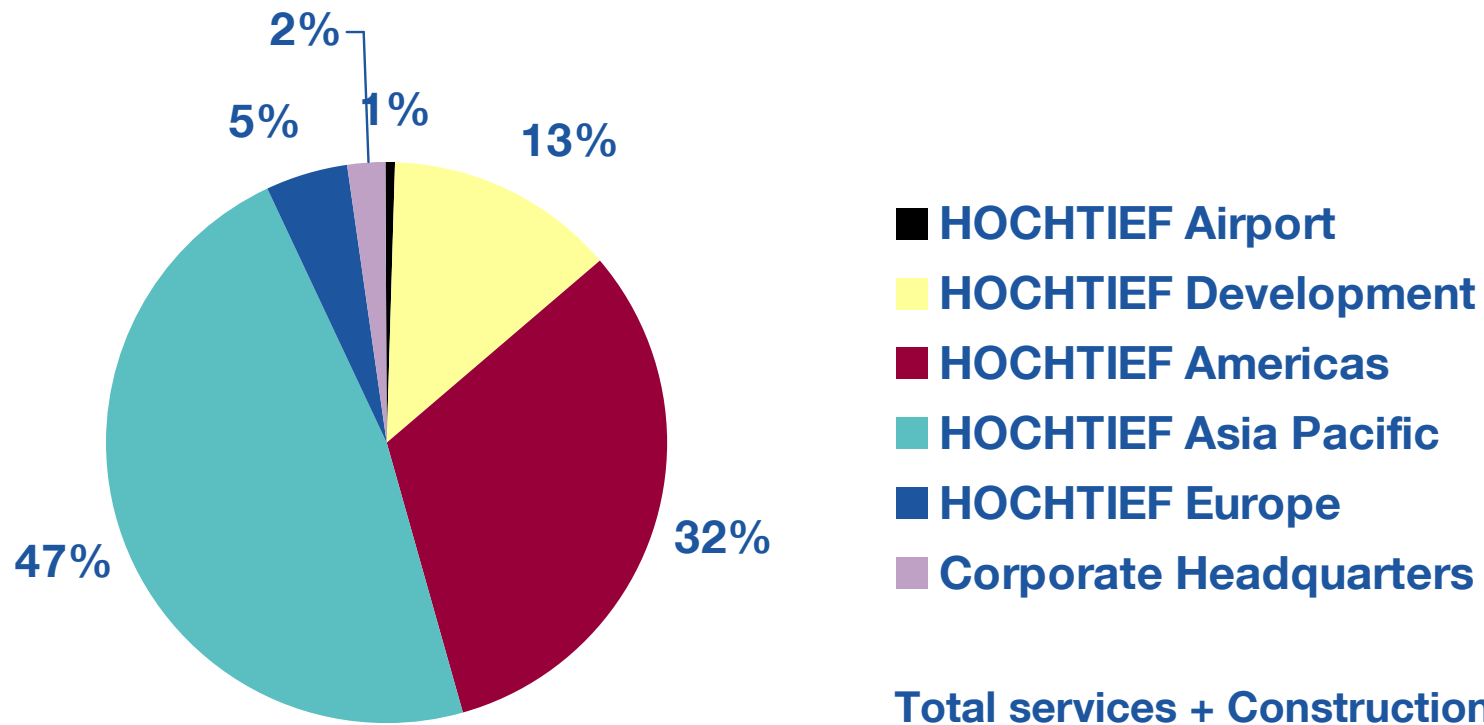
Work-done volume in absolute figures



NB: 1999-2001: Old reporting method – not totally comparable with 2002.

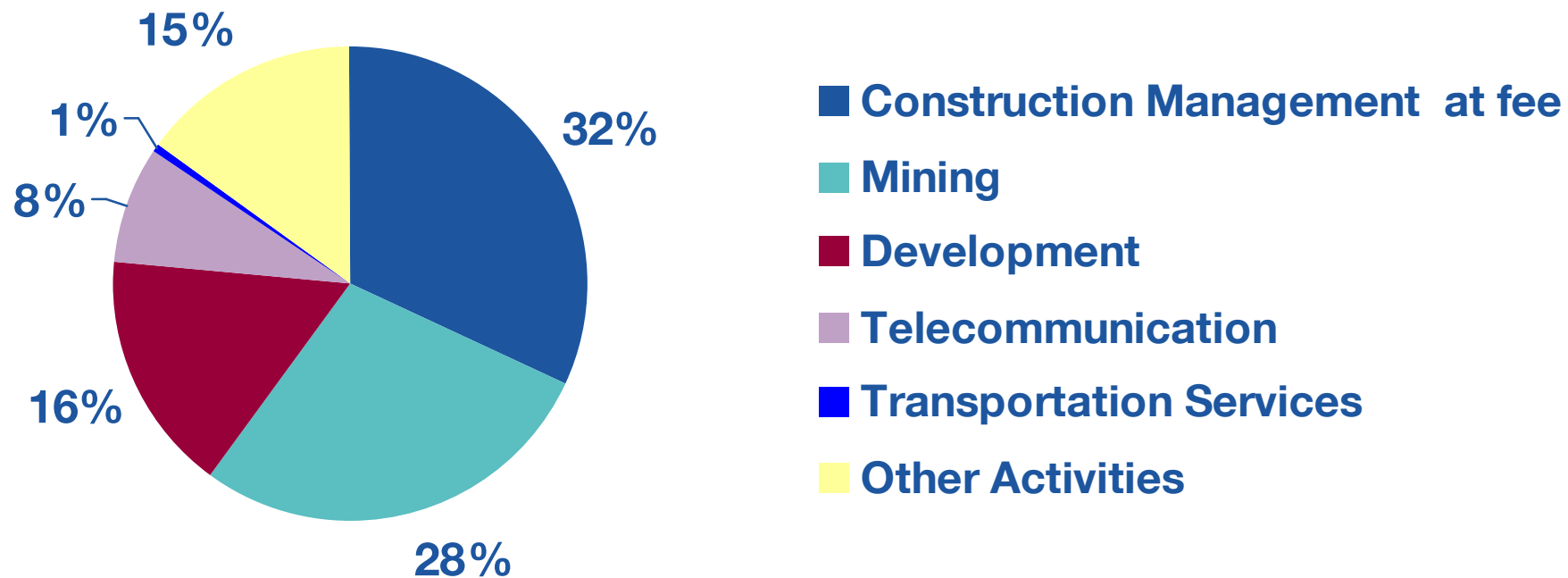
Services at HOCHTIEF

Distribution according to divisions (2002)



Services at HOCHTIEF

Distribution according to type (2002)



HOCHTIEF Asia Pacific

Leighton Holdings



Division
HOCHTIEF
Asia Pacific

