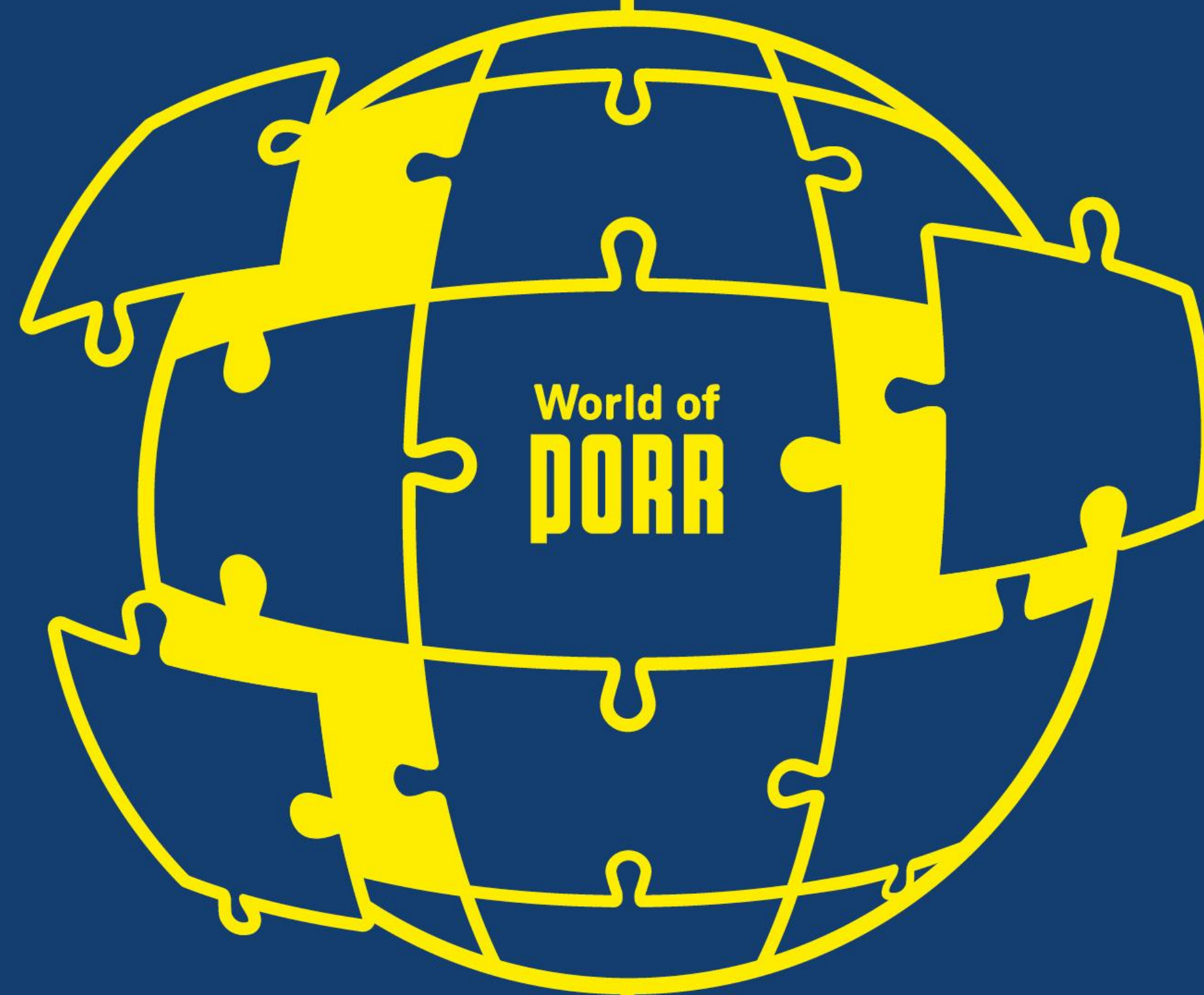


PORR AG Full Year Results 2017

growing . together

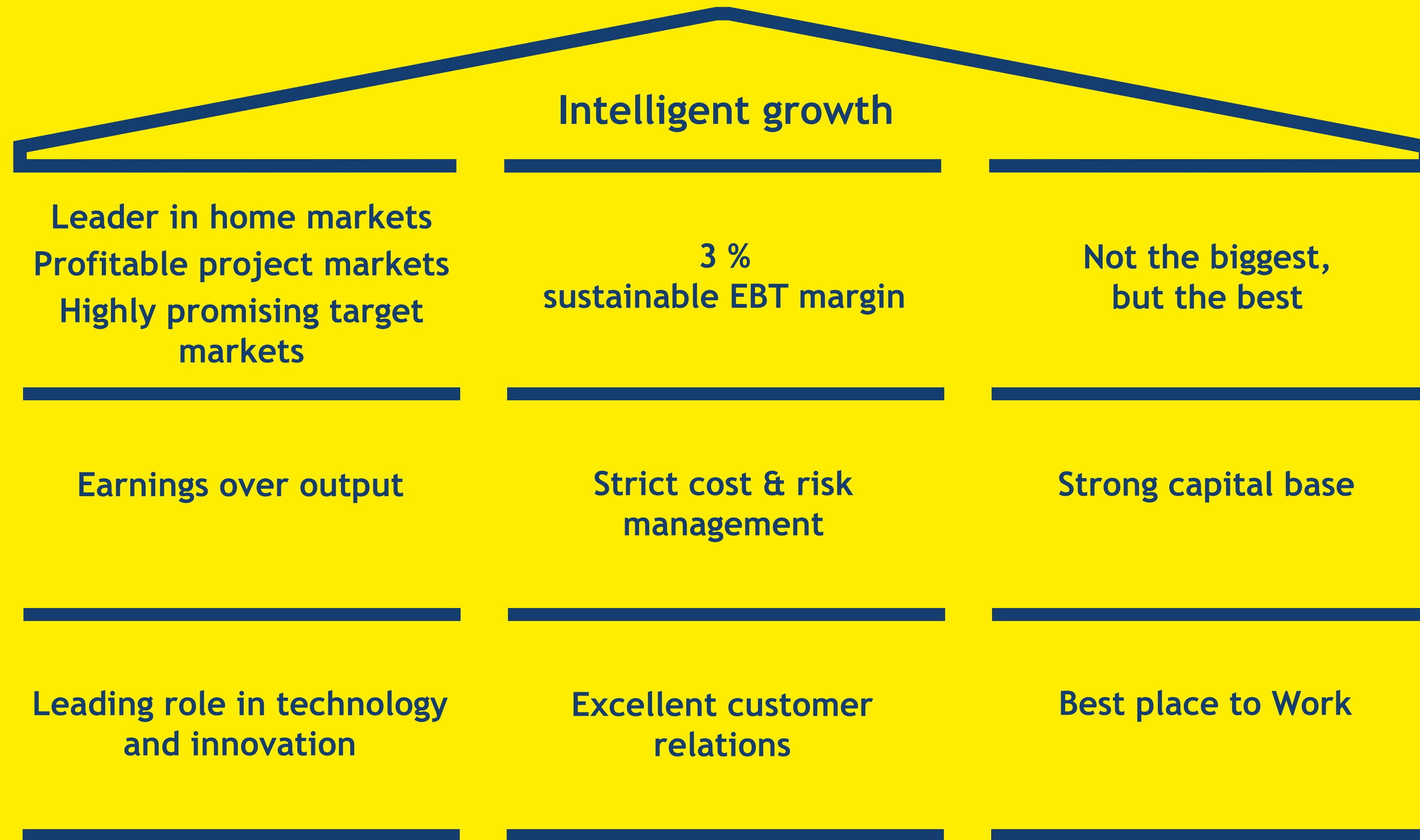


Press Briefing
26. April 2018

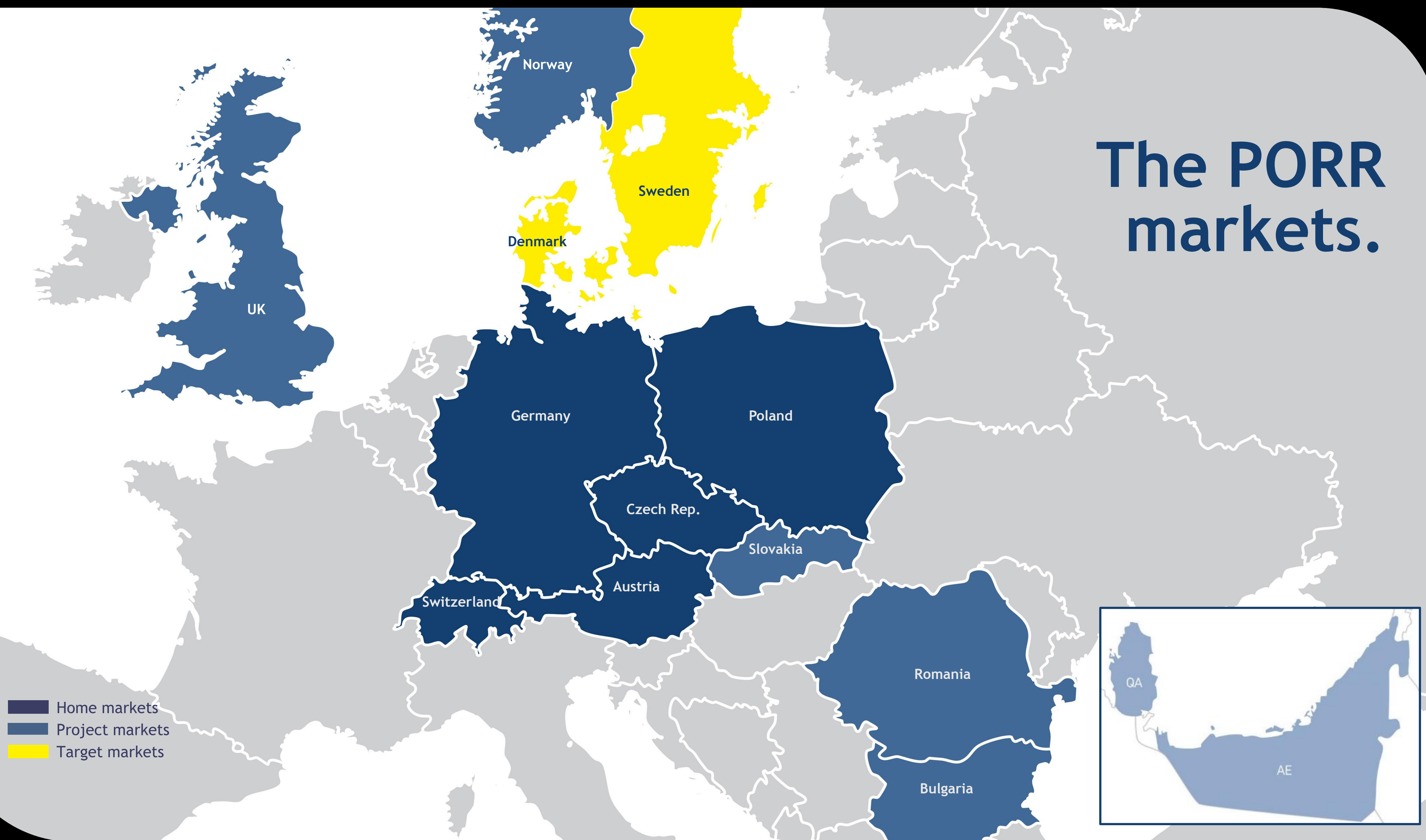
PORR is and will remain a construction company that builds as much as possible itself.

PORR

Our strategy remains in place unchanged.



The PORR markets.

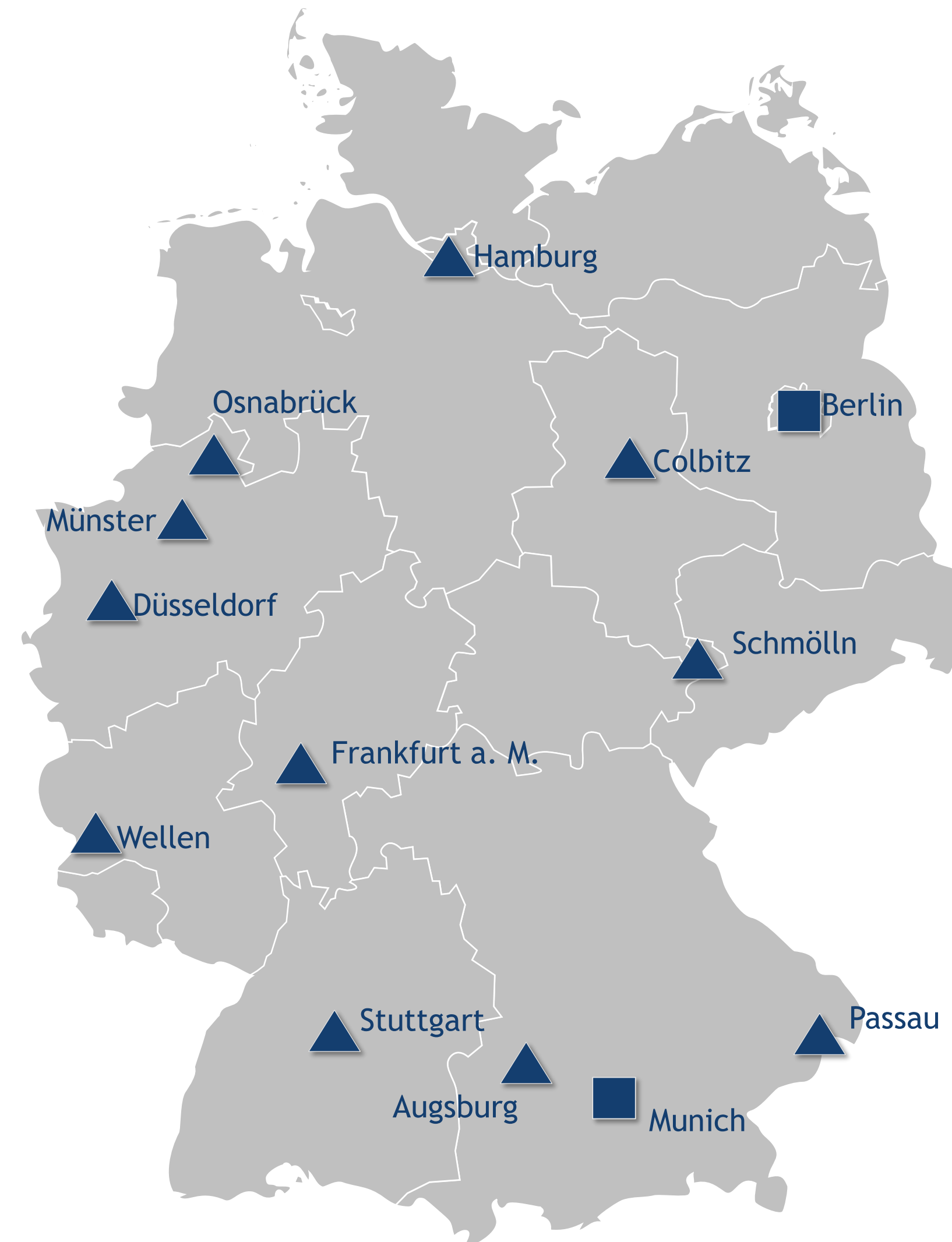


2017: Expansion in Germany.

PORR in Germany 2017

Production output	EUR 1,152 mn
Order backlog	EUR 2,118 mn
Order intake	EUR 1,916 mn
Staff	~ 3,000

New at PORR since 2017



And in Austria: Welcome to Hinteregger.



Excellent civil engineering specialist

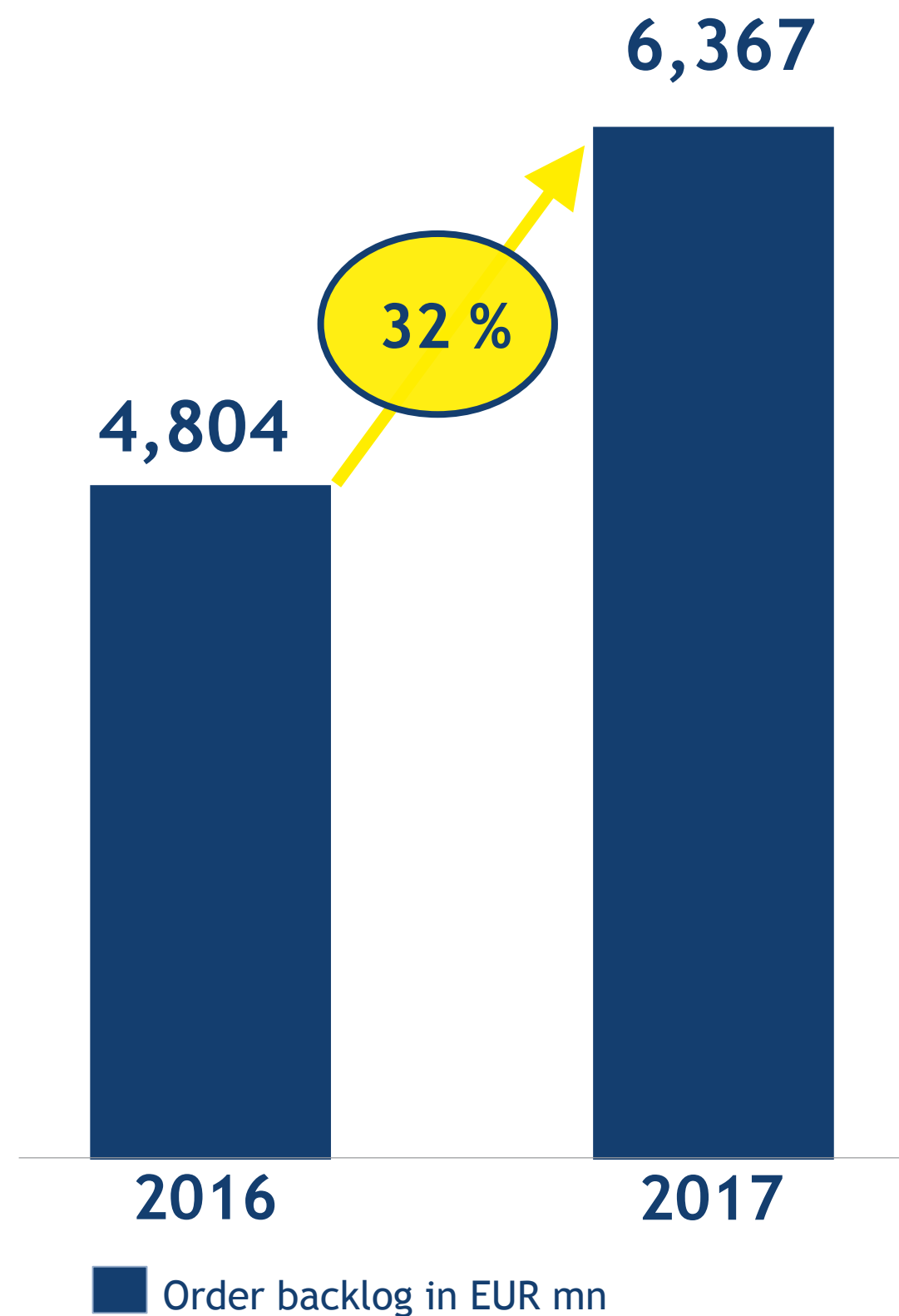
- Unrivalled expertise in tunnelling
- Highly skilled and motivated staff
- Strong roots in Salzburg and western Austria

The perfect complement to PORR.




Largest new orders in 2017.

Order backlog



Top 10 new orders

Top 10	Country	EUR m	Time plan
A1 Leverkusen Rhine Bridge	DE	305	2018-2024
Stormwater Tunnel Dubai	VAE	139	2017-2020
BMW Munich Freimann	DE	114	2017-2020
Poznan-Pila rail line	PL	113	2017-2019
U5 Europaviertel Frankfurt	DE	104	2017-2022
Musaimeer Pumping Station	QA	100	2017-2021
Tunnel Erdinger Ringschluss	DE	93	2018-2021
Baloise Park Basel	CH	87	2018-2020
S7 Mława motorway	PL	86	2018-2022
Kedzierzyn-Opole rail line	PL	80	2017-2021
Brenner Base Tunnel	AT	485	2018-2024



Quartier Belvedere Central
Hotel, office and apartments
Vienna, Austria
Construction period: 2014-2018

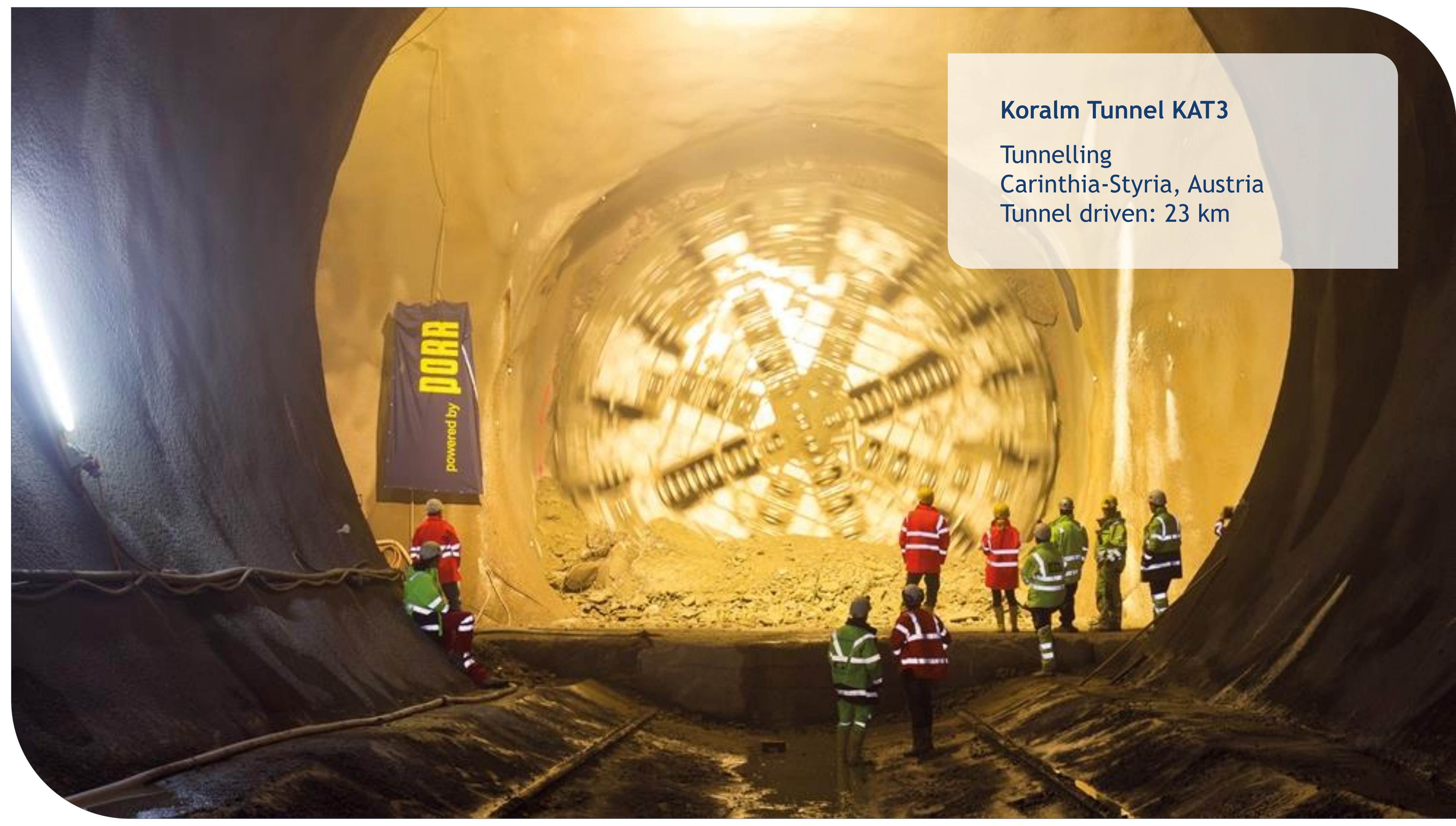


Europaallee Zurich

Office complex
Zurich, Switzerland
Construction period: 2015-2019

Koralm Tunnel KAT3

Tunnelling
Carinthia-Styria, Austria
Tunnel driven: 23 km





S7 expressway

Bridge building
Zakopianka, Poland

Construction period: 2017-2019



Filstal Bridge

Bridge building
Filstal, Germany

Construction period: 2013-2021



Al Wakrah Stadium

Stadium construction
Doha, Qatar
Construction period: 2016-2018

Occupational safety.

- Group-wide campaign
- Occupational safety is top priority
- Frequencies of accidents bettered by 30 %:
 - 2016: LTIFR 16
 - 2017: LTIFR 11



The year 2017: Highlights.

Production output

EUR **4.7** bn

Austria: 2.2 | Foreign: 2.5

Staffing level

Ø **17,719**

as of end Dec. 17
around 18,800

Order backlog

EUR **6.4** bn

All-time high

EBT

EUR **85.3** m

2nd best in company's history

DORR

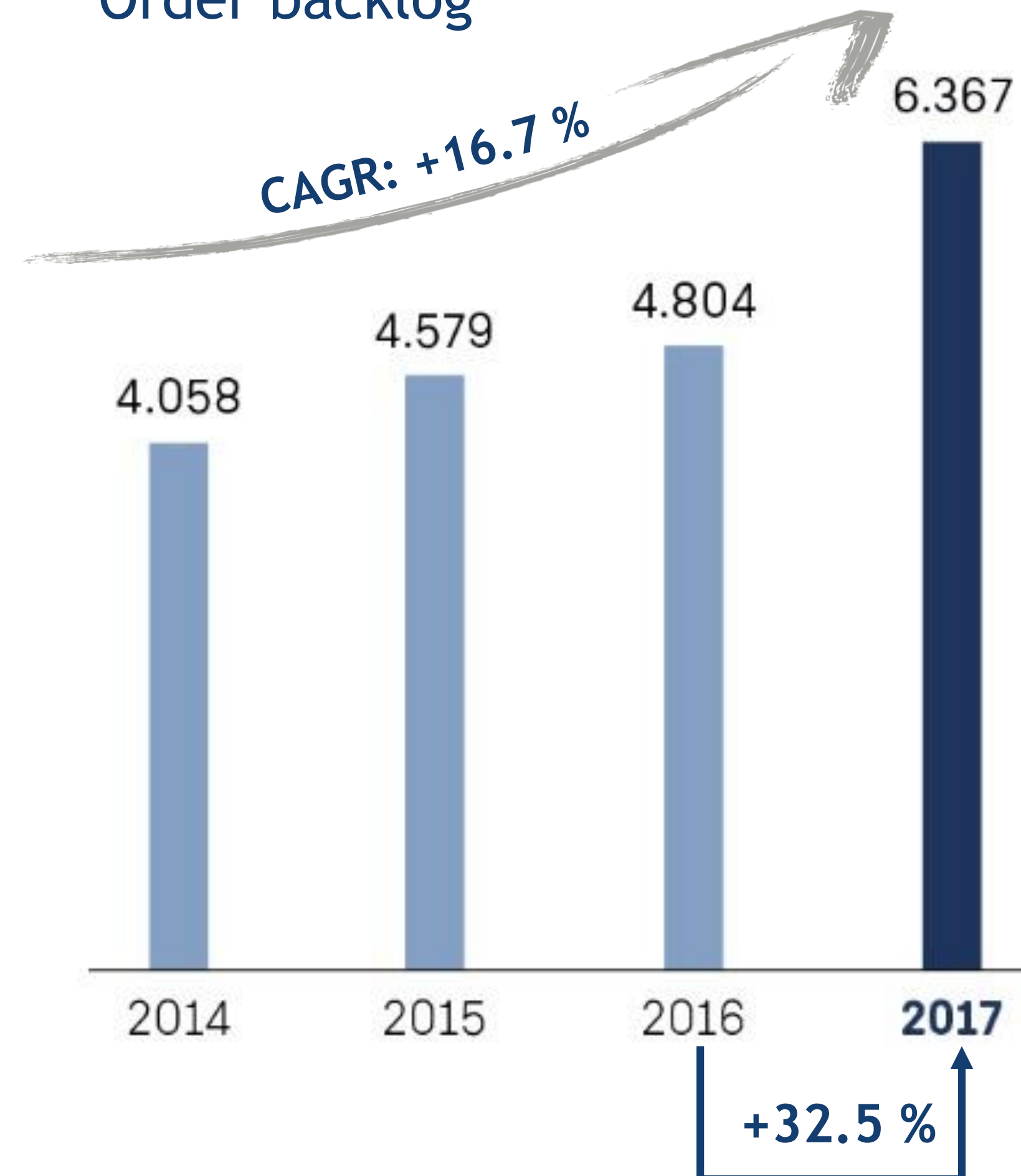
Production output & order backlog.

in EUR m

Production output



Order backlog



2017 KPIs: Income statement.

in EUR m

	31.12.2016	31.12.2017	Change ²
Production output¹	3,925	4,738	20.7 %
Order intake	4,150	6,301	51.8 %
Order backlog	4,804	6,367	32.5 %
Revenue	3,417	4,293	25.6 %
EBITDA	187	201	7.1 %
EBITDA ³ %	4,8	4,2	
EBT	91	85	-6.3 %
EBT ³ %	2.3	1.8	
Net profit	67	64	-4.7 %
Earnings per share	2.23	2.09	-6.3 %

1 The output from consortiums is included in production output along with the output of every company based on the share held by PORR, which does not conform to the calculation of revenue in accordance with IFRS.

2 Rounding differences may occur

3 Margins calculated on the basis of production output



2017 KPIs: Balance sheet.

in TEUR

		31.12.2015	31.12.2016	31.12.2017
Assets	Non-current assets	715,871	801,280	1,037,144
	Current assets	1,588,126	1,560,775	1,847,646
	Assets	2,303,997	2,362,055	2,884,790
Equity & liabilities	Equity (incl. non-controlling interests)	412,118	440,872	597,038
	Non-current liabilities	551,655	562,703	587,064
	Current liabilities	1,340,224	1,358,480	1,700,688
	Equity & liabilities	2,303,997	2,362,055	2,884,790
Ratios	Net debt (+) /Net cash (-) (EUR m) ¹	-187	-53	147
	Equity ratio (%)	17.9	18.7	20.7

¹ Bonds plus financial liabilities less cash and cash equivalents and securities

Our environment is changing and yielding opportunities.



General
economy

Market and
competition

Expectations of
our clients

Innovation &
technology

Staff demands

DORR

The megatrends of the future.

Urbanisation/population growth

Urbanisation - the growth in cities increases demand for traffic infrastructure, apartments, healthcare and energy security

Innovation & technology

- **Competitive advantages** through innovation & technology
- **Digitalisation & automation** of the construction process driven by innovations
- **Paperless construction site** from design/calculation to end of tender
- **Lean Design & Construction**

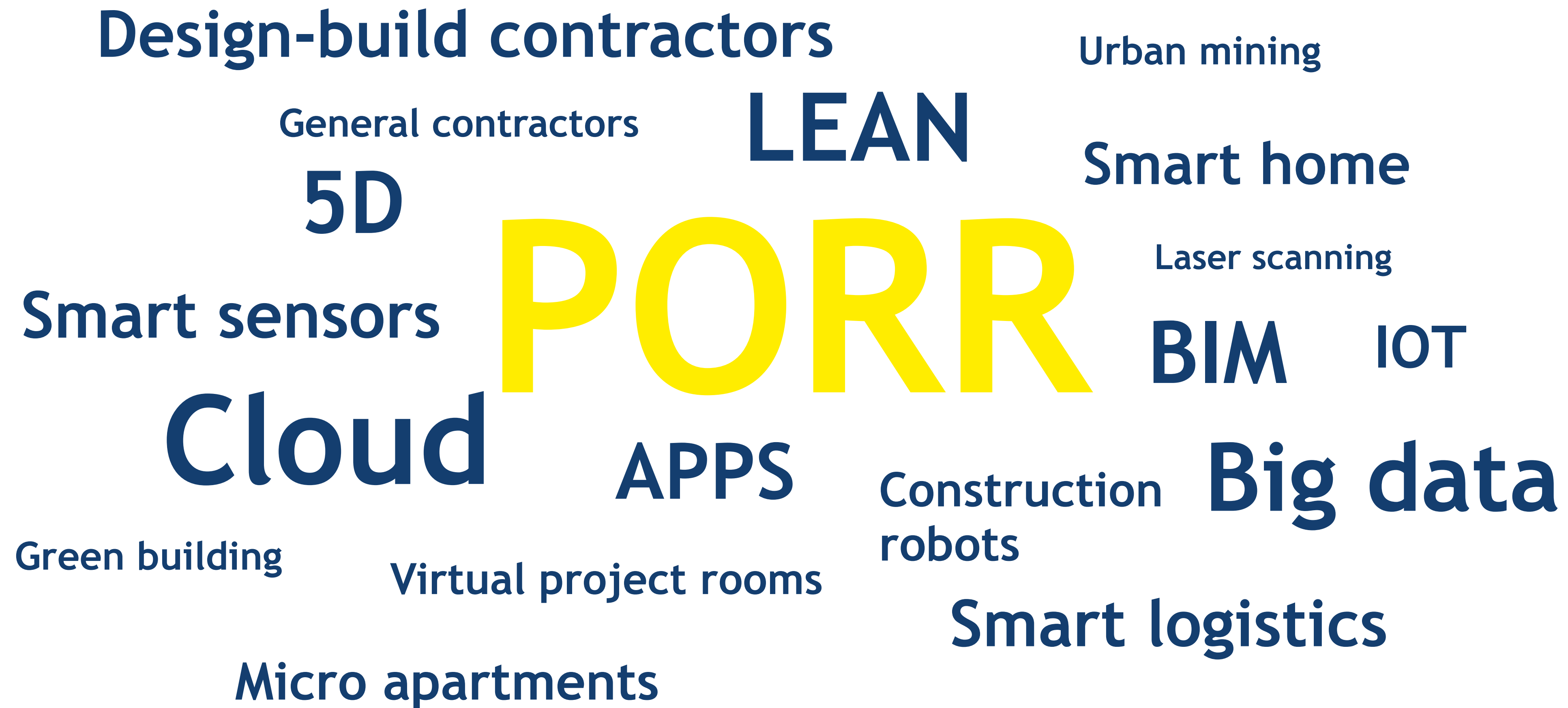
Infrastructure

- **Major need to catch up** in upgrades and renovations on HM & PM
- **High EU financing subsidies** in Eastern Europe by 2020
- **Infrastructure package** by 2030 in Germany

Sustainable building/Think Green

- **Environmental construction** as a factor for quality and sustainability
- **Recycling & material control**
- **Growing role for energy efficiency** on every type of building, regardless of whether new build or renovation
- **Developing new technologies**

The trends in the construction sector.



We are preparing for the future.

1

“Construction is a local business” - being local - relations, references, local know-how and employees on site

2

Focus on the home markets - five home markets plus several lucrative project markets

3

Focus on risk management, cash flow & cost discipline - PORR 2025 transformation programme, “Keep it simple”

4

Vertical value chain - “One-stop shop”, strong in-house workforce, high proprietary value added from building services, facades, interior design through to sealing

5

Focus on predefined target projects - from general contractor to design-build contractor - own design & engineering capacities

6

Best Place to Work - attractive for employees - digital & real, development & life-long learning



We are intensifying our focus on earnings.



powered by **PORR**