



Q3 2015 of PORR AG

SOLID BASE FOR GROWTH

Investor Presentation

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01

HIGHLIGHTS



First Impression 2015: Continued sustainable growth of PORR AG

	<u>FY'15*</u>	<u>vs. FY'14</u>	
Production Output	3,524	+1.4%	Stable high level Clear strategic focus
Order Backlog	4,579	+12.8%	High visibility New record high level
Order Intake	4,045	+29.0%	Increase equally spread across all business units
Net Cash	Net cash for the second time in a row Significant improvement against 2014		
M&A	First order intakes via the acquisition of Bilfinger Infrastructure S.A.		

* Preliminary figures

Key Figures 9M 2015

EUR m

	9M 14 ¹	9M 15	Change ³	
Production output²	2,505.8	2,539.8	+1.4%	High level of output
Order Intake	2,240.6	3,128.4	+39.6%	Extraordinary increase of order intakes
Order Backlog	4,132.7	4,647.1	+12.4%	Backlog reached all-time-high
Revenues	2,204.3	2,238.6	+1.6%	Revenue above the prior-year level
EBITDA	76.6	89.3	+16.6%	Operational improvement led to a further increase of EBITDA by +16.6%
EBITDA %	3.1	3.5		
EBIT	30.3	38.1	+25.7%	Ongoing high profitability
EBIT %	1.2	1.5		
EBT	15.1	32.6	+116%	Significant growth rate in EBT Substantial improvement in financial result
EBT %	0.6	1.3		
Periodic result	12.6	24.0	+90.5%	Net income doubled to EUR 24m
Net Debt	434	264	-39.2%	Steady reduction of net debt Strong liquidity level

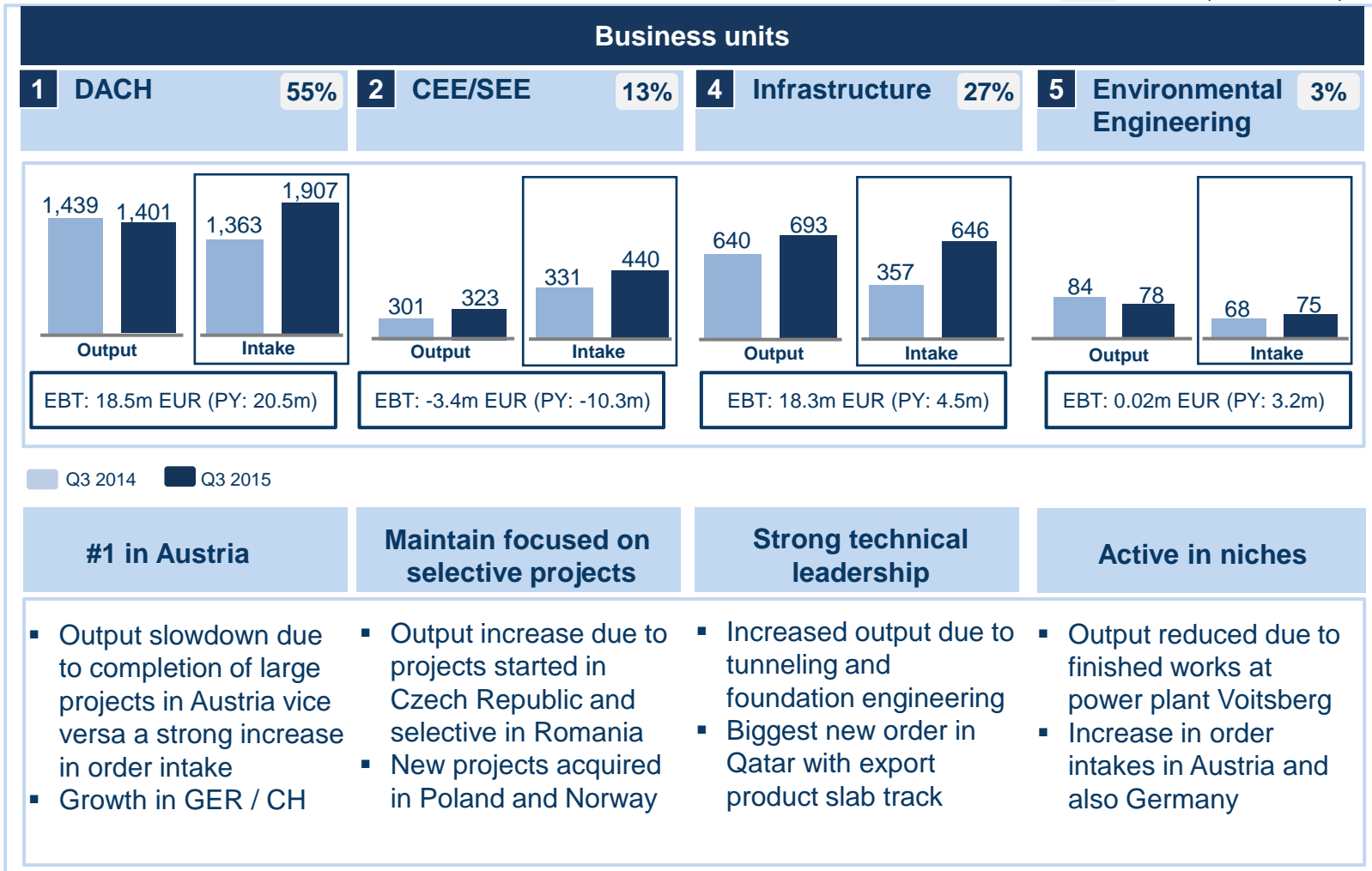
1 Restated excl. discontinued operations

2 Capitalized own work and share of profit/loss of associates not shown required by IFRS; actually reported values according to IFRS may deviate

3 Rounding differences can appear

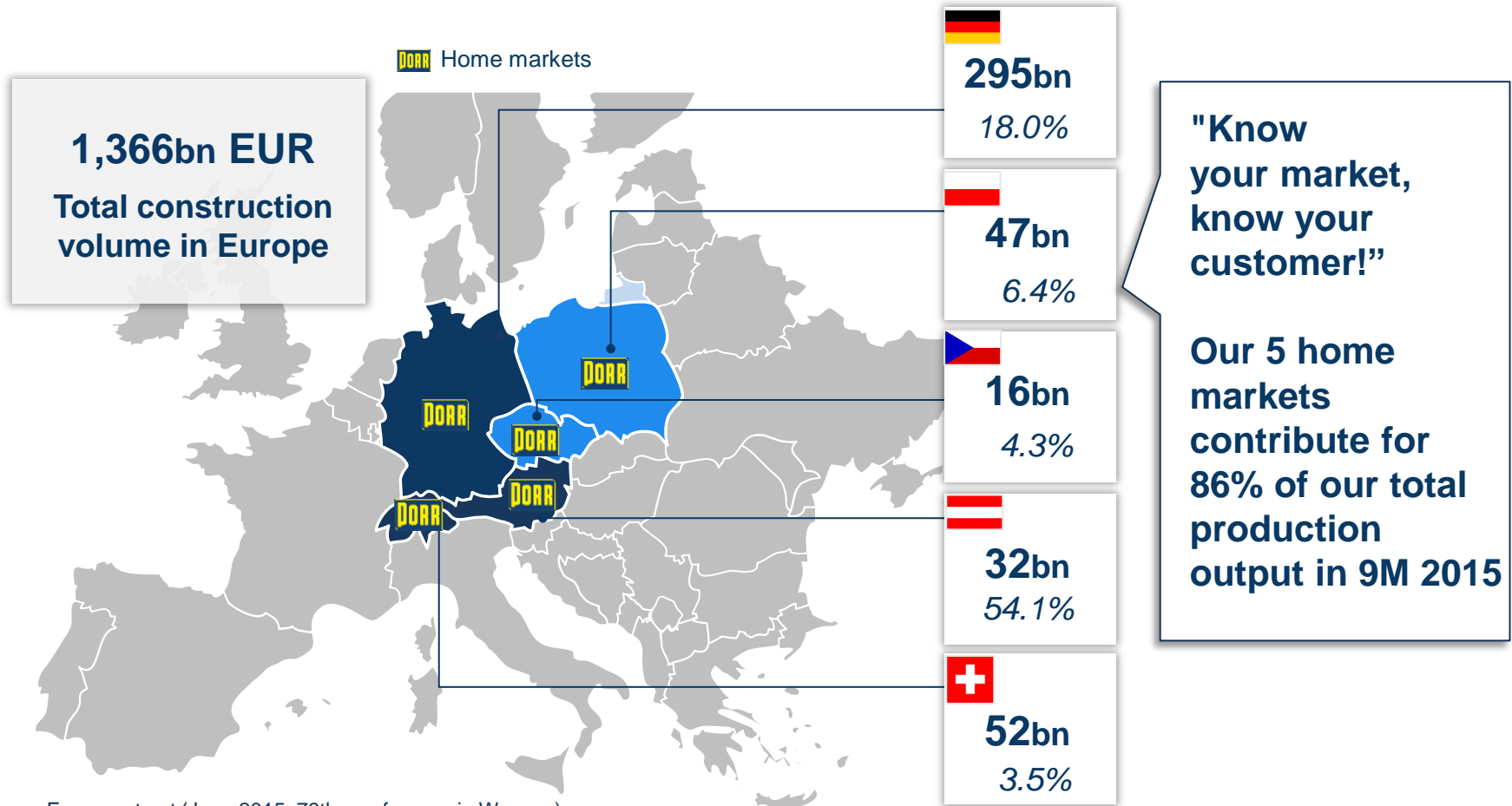
Balanced Business Modell Delivering Value Added

...% share of production output



Positive Market Prospects in Our Home Markets (86% of Output)

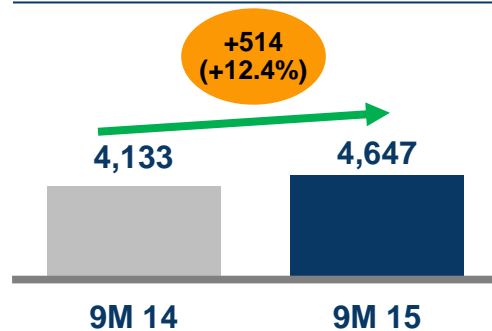
Market Volume and Share of PORR Output as per 9M 2015



Healthy Order Backlog and Positive Market Prospects

Order backlog and TOP 15 Projects in 9M 2015 (EUR m)

Backlog



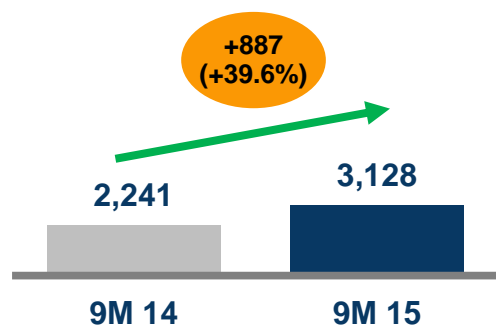
Selected projects	Country	EUR m ¹	Entry	Duration	POC
Metro Doha "Green Line"	QA	944	Jun-13	Jun-18	31.4%
KAT 3 Koralm tunnel	AT	297	Jun-13	Jul-20	23.5%
"Stuttgart 21" Filder tunnel	DE	266	Jul-11	Jul-20	22.7%
Tunnel Alaufstieg	DE	235	Oct-12	Feb-19	35.4%
Slab track Erfurt-Halle	DE	190	Jul-11	Dec-15	97.3%
Slab track General	QA	162	Jun-15	May-18	2.5%
Europaallee ZH Lot 1 – 4	CH	153	Feb-15	Jun-20	5.6%
Emscher BA 40	DE	144	Dec-13	Apr-19	34.0%
S10 Tunnel Götschka	AT	129	Oct-11	Sep-15	99.1%
Slab track Coburg Ilmenau	DE	103	Nov-12	Jun-16	85.0%
"Stuttgart 21" Lot 2a/3	DE	99	Jul-12	Dec-18	21.7%
Hospital Vienna North	AT	98	May-12	Mar-17	88.8%
Motorway Sebes-Turda	RO	96	Apr-14	Mar-17	38.6%
Bypass Biel East Branch	CH	92	Apr-07	Sep-15	98.9%
Main Station Vienna	AT	86	Oct-09	Dec-15	98.0%

¹ Stated values are project values attributable to PORR at time of contract awarding

Significant Increase in Order Intakes

Order intake increase by 39.6% over all Business units in 9M 2015 (EUR m)

Intake



Selected projects	Country	EUR m ¹	Entry	Duration
SL-G Slab Track General	QA	162	Jun-15	May-18
Europaallee ZH Lot 1-4	CH	153	Feb-15	Jun-20
Bavaria Towers	DE	82	Jun-15	Mar-18
Haribo Lot2	DE	63	Sep-15	Apr-17
Albula Tunnel	CH	47	Mar-15	Dec-20
University hospital Cracow	PL	38	Feb-15	Apr-19
Monte Laa BP 5	AT	35	May-15	Oct-17
Living and Hotel Freiburg	DE	35	Jun-15	Apr-17
Ceneri Basistunnel	CH	35	Mar-15	Aug-20
WHA Pfarrwiesengasse 23	AT	32	Jun-15	Apr-17
QBC 5	AT	30	Jun-15	Jun-17
Campus Futura Hamburg	DE	29	Jul-15	Nov-17

¹ Stated values are project values attributable to PORR at time of contract awarding

02

STRATEGY



Delivering Results – Strategic Roadmap

2015 Deliver growth and performance

- Generating **intelligent growth** in home markets
- **Financial strength** towards investment grade
- **Increase of dividend** for 2014 **by 50%** to EUR 1.50
- Share split in June 2015
- Closing of acquisition Bilfinger Infrastructure S.A. in Aug 2015

2014 Transforming into a pure-play constructor

- **Capital increase** – increasing liquidity and capital market orientation
- **Successful Spin-off** of real estate activities

2013 Tightening operational performance

- Focus on **process and cost efficiency**
- **Tight risk management**

2012 Strategic and operational turnaround initiated

Market Trends and Drivers in the Construction Industry

Demographic factors / Urbanisation

- **Urbanisation** – the future of cities - drives the need for building infrastructure such as housing, transportation infrastructure, hospitality, energy, etc.
- **Growing population**, changing demographic structure



Consolidation / Anticipating Tomorrow

- **Strengthening core and/or further diversifying via small and mid-cap companies**
- **Realising potential** through restructuring, economies of scale
divesting non-core assets
- **Size, scale and pace**



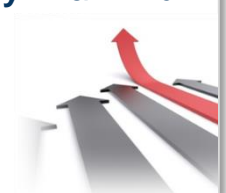
Innovation & Digitalisation

- **Competitive advantage** through innovation
- Natural market entry barriers in terms of **size and IT infrastructure**
- **Digitalisation** of the construction process facilitated by topics as **BIM** as a **key driver of the future** transformation

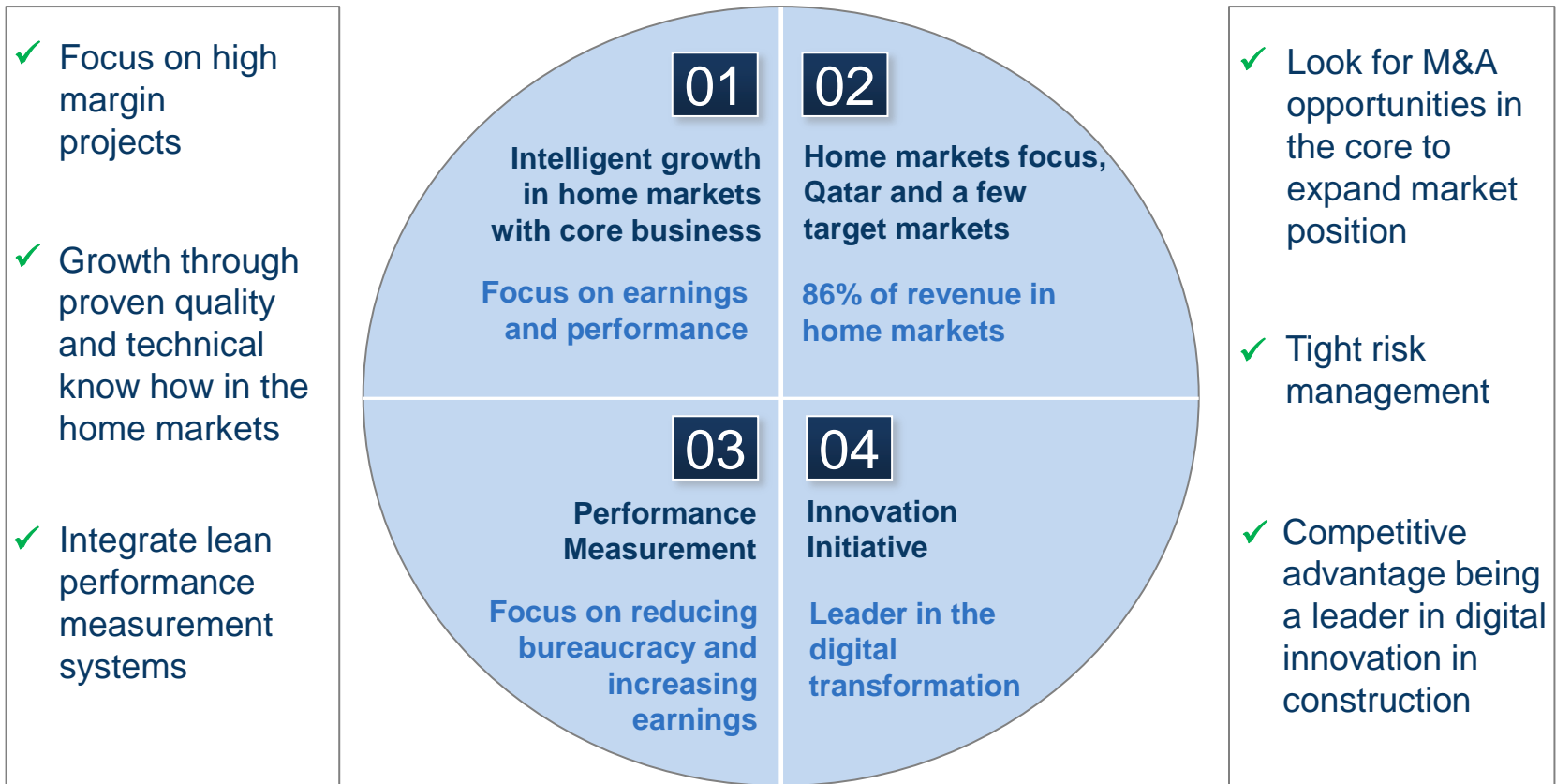


Sustainable Construction / Think Green

- Environmentally-driven changes in terms of **quality and sustainability**
- **Growing focus on energy efficiency** in all kind of buildings (new and existing) – increase the need for **innovative information technologies**

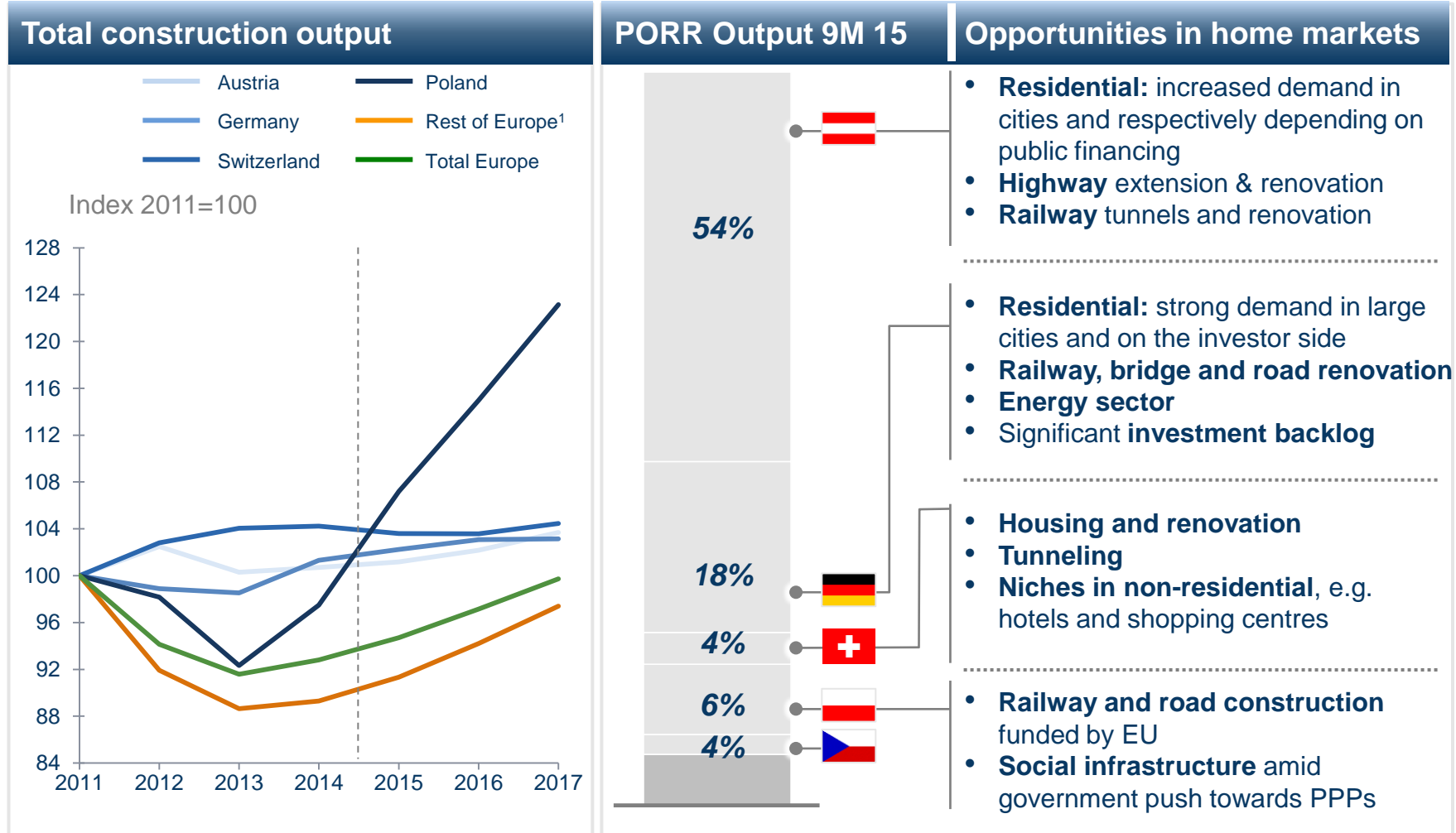


Clear Strategic Path for Sustainable Growth



Creating a sustainable long term shareholder value along the entire value chain with a strict cost and performance discipline

Stable Growth in Clear Defined Home Markets



¹ Europe excl. Austria, Germany, Poland and Switzerland
 Source: Euroconstruct (June 2015, 79th conference in Warsaw)

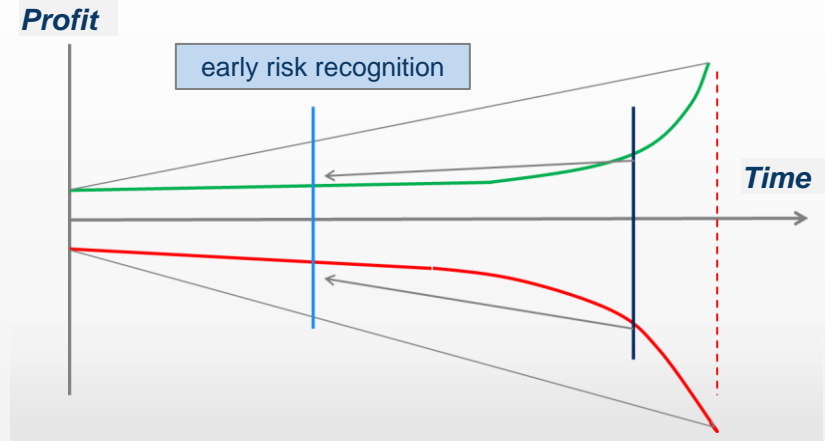


Comprehensive Control and Steering Mechanisms Established

Control and steering mechanisms

Tender

- Established detailed directives and checklists for risk recognition (contract, client, etc.)
- Implemented consistent company-wide risk pricing methodology
- Decision control – project approval on different executive levels depending on order volume



Tender



Offer



Group Level

Offer calculation

- Introduced minimum profitability targets on project level – adjusted margin risk control
- Risk evaluation via risk matrix and detailed analysis

Project risk management

- Regular risk review committee meetings to discuss exposure
- Implementation of specialized risk managers per business unit
- Stress testing of aggregate project risks on group level

03

Financial Section



Consolidated Income statement

EUR thd

	2013 ²	2014	9M 2014 ²	9M 2015	Δ %	Comments
Production output¹	3,162,079	3,474,885	2,505,817	2,539,759	+1.4%	Revenue/output stable High order intake level
Revenues	2,630,025	3,009,118	2,204,293	2,238,624	+1.6%	
Material costs	-1,748,711	-2,026,001	-1,510,515	-1,480,242	-2.0%	Reduced material costs; Increasing own work and reducing subcontractors herewith enlarging the value chain
- Material costs	-619,721	-680,195	-487,755	-475,337	-2.5%	
- Purchased services	-1,128,990	-1,345,806	-1,022,760	-1,004,905	-1.7%	
Staff costs	-669,814	-752,960	-564,921	-597,997	+5.9%	
Other operating results	-103,943	-140,779	-91,515	-106,071	+15.9%	Operational expansion
EBITDA	146,614	156,424	76,638	89,257	+16.5%	Operational EBITDA continues to grow
EBITDA³ %	4.6	4.5	3.1	3.5		
Depreciation	-65,736	-74,716	-46,294	-51,188	+10.6%	
EBIT	80,878	81,708	30,344	38,069	+25.5%	Increasing EBIT margin to 1.5%
EBIT³ %	2.6	2.4	1.2	1.5		
Financial result	-21,287	-15,608	-15,239	-5,481	-64.0%	Improvement by EUR 9.8m
EBT	59,591	66,100	15,105	32,588	+115.7%	EBT more than doubled Increasing margins on track
EBT³ %	1.9	1.9	0.6	1.3		
Taxes	-7,059	-17,542	-2,500	-8,616	n.n.	Growth in Germany
Periodic result	52,532	48,558	12,605	23,972	+90.2%	

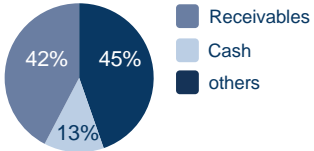
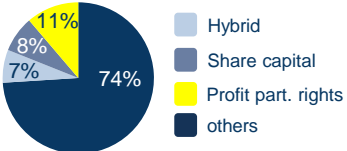
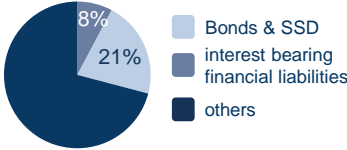
1 Capitalized own work and share of profit/loss of associates not shown required by IFRS; actually reported values according to IFRS may deviate

2 Restated excl. discontinued operations

3 Margins calculated on production output

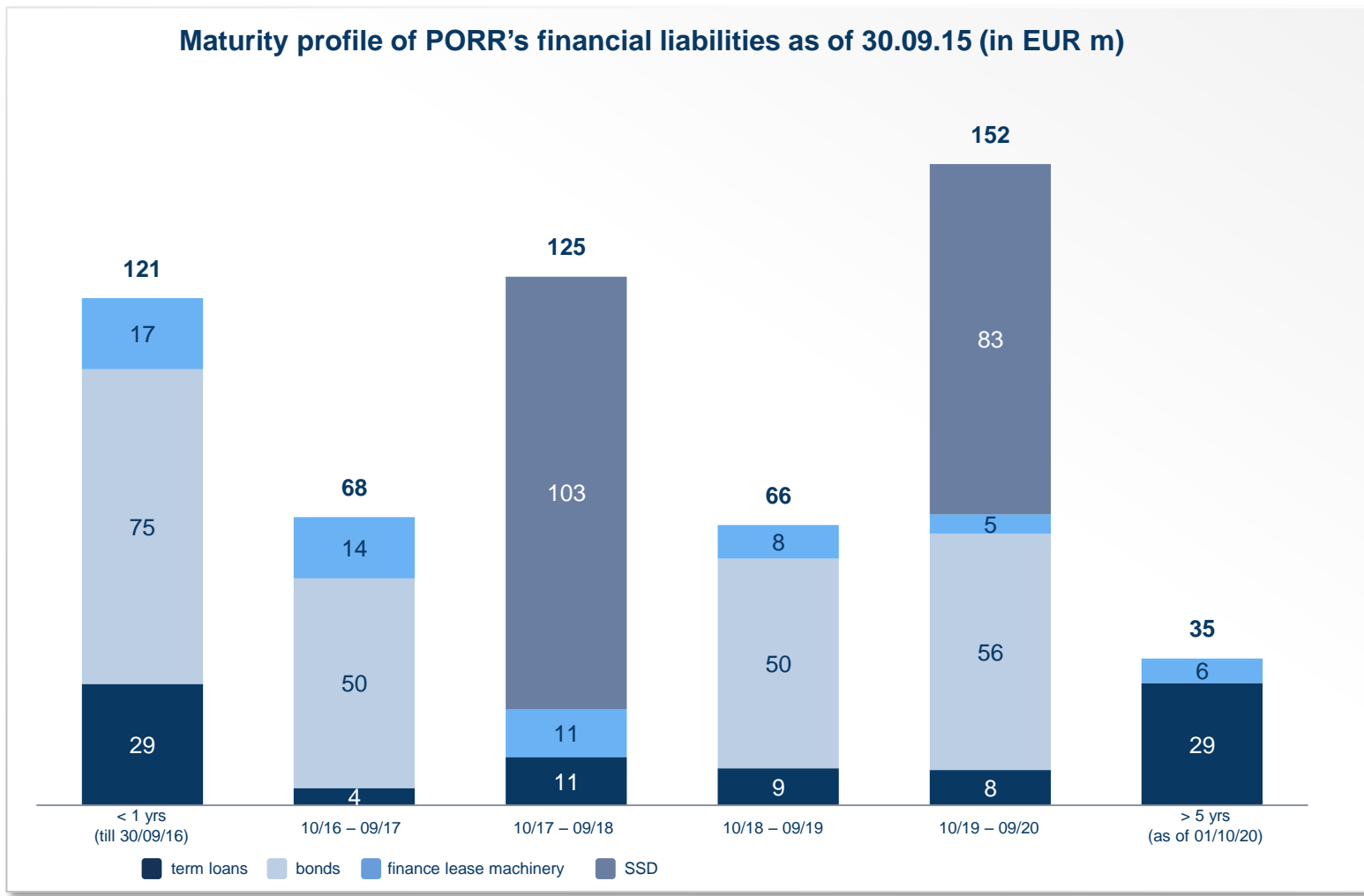
Consolidated Balance Sheet

EUR thd

		<u>31.12.2012</u>	<u>31.12.2013</u>	<u>31.12.2014</u>	<u>30.09.2015</u>	Comments
Assets	Long-term assets	1,101,407	1,068,659	728,013	812,211	 <ul style="list-style-type: none"> ■ Receivables ■ Cash ■ others
	Short-term assets	959,334	1,227,811	1,418,017	1,513,366	
	Total assets	2,060,741	2,296,470	2,146,030	2,325,577	
Liabilities & equity	Equity (incl. non-controlling interest)	322,553	347,662	385,171	376,925	 <ul style="list-style-type: none"> ■ Hybrid ■ Share capital ■ Profit part. rights ■ others  <ul style="list-style-type: none"> ■ Bonds & SSD ■ interest bearing financial liabilities ■ others
	Long-term liabilities	595,591	668,692	408,830	605,862	
	Short-term liabilities	1,142,597	1,280,116	1,352,029	1,342,790	
	Total assets	2,060,741	2,296,470	2,146,030	2,325,577	
Ratios	Net debt ¹ (EUR m)	586	357	-65	264	
	Equity ratio (%)	15.7	15.1	18.0	16.2	

¹ Bonds plus financial liabilities less cash and cash equivalents

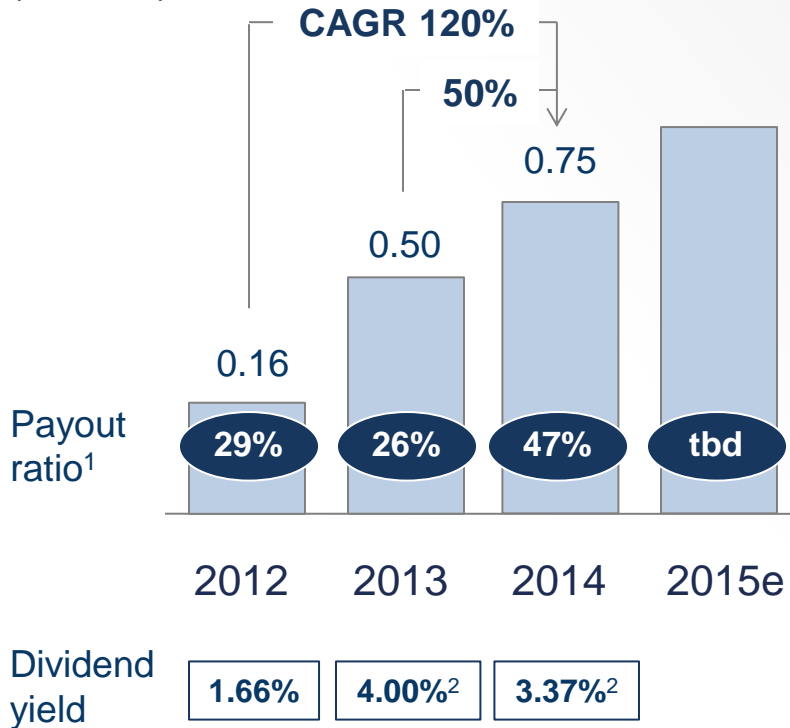
Well-balanced Financial Liabilities Profile Ensure Financial Flexibility



Creating shareholder value

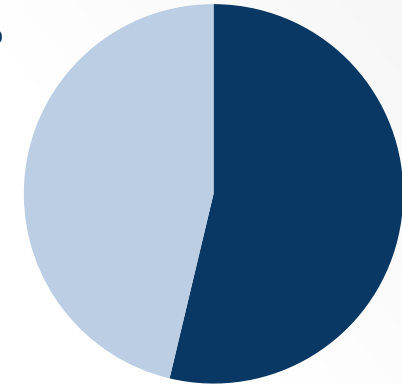
Dividends

Dividend per share¹
(in EUR)



Shareholder Structure

■ **Syndicate: 53.7%**
Ortner-Group,
Strauss-Group



■ **Free Float: 46.3%**
thereof:

- Renaissance Construction AG: 5.8%

¹ Adjusted to share split 2014 to allow better comparison

² Restated excl. discontinued operations

04

TAKE AWAYS + OUTLOOK



Q3 2015 Key Takeaways

Comfortable Order Situation

Higher share of projects with increasing value added

Stable Production Output

Production output exceeded previous year's level by +1.4% reaching 2.54bn EUR

Continuous Improvement of Operational Results

EBT more than doubled to EUR 32.5m
Earnings per share increased to EUR 0.75

Consequent Net Debt Reduction

Net cash position targeted by year end 2015
Dividend payout ratio of 30-50%

**OUTLOOK reiterated POSITIVE:
STABLE production OUTPUT and OUTPERFORM earnings**

IR Information for PORR AG

Share Information

Share price¹	26.815 EUR
Market capitalisation	780.2m EUR
Official market	Vienna Stock Exchange Prime Market
Number of shares outstanding	29,095,000
Ticker symbol	POS VI
ISIN	AT0000609607

Research Reports

Berenberg Bank	Kepler Cheuvreux
BaaderHelvea	HSBC
RCB	ERSTE Group
SRC	Steubing
Hauck&Aufhäuser	

Financial Calendar 2016

21.04.2016	Annual financial report 2015
21.04.2016	Press conference
24.05.2016	136th Annual General Meeting
31.05.2016	Q1 2016
31.05.2016	Trade ex-dividend 2015
02.06.2016	Dividend payment for 2015
30.08.2016	H1 2016
29.11.2016	Q3 2016

IR Contact

For further information please contact the department Investor Relations

Milena loveva
T +43 (0) 50 626-1763
investor.relations@porr.at

A 3D rendered image of a grey filing cabinet. One drawer is open, revealing several yellow folders inside. A red folder is placed on top of the open drawer. The word "Backup" is written in white, serif font on the front of the red folder. The cabinet has multiple drawers with silver handles and keyholes.

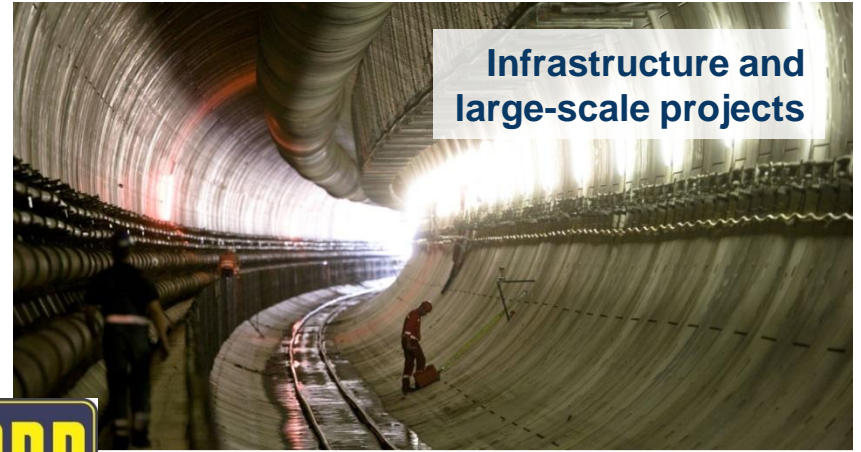
Backup

PORR Group - A Full Service Provider

Building construction



Infrastructure and large-scale projects



Civil engineering & road construction



Environmental engineering



PORR Boasts a Focused Offering of Construction Services

Services offered by PORR

Spin Off and Merger of the real estate activities in 2014

Building construction

- Public building & housing construction
- Office construction
- Industry and commercial buildings
- Tourism
- Sports facilities/stadiums
- Revitalisation

Infrastructure projects

- Trunk road construction
- Railway engineering
- Tunnel engineering
- Bridge engineering
- Power plant construction

Real estate & project development

- Infrastructure, public building construction and health care
- Housing construction and office buildings



Civil engineering and road construction

- Road construction and bridges
- Earthworks
- Sewer and pipeline construction
- Special civil engineering
- Stabilization and protection structures

Environmental engineering

- Water, wastewater
- Soil cleanup
- Process development
- Demolition services
- Waste management, landfill construction and operation

Management of resources

- Reserves of stone and gravel
- Operation of asphalt and concrete mixing plants
- Recycling of demolition waste and unprocessed gravel
- Operation of landfills

145 Years of Experience in Construction

PORR's corporate history

- Foundation in Vienna
- First stock exchange listing
- Construction of 'Großglockner-Hochalpenstraße'
- Numerous power plants, roads, railways, industrial buildings
- Expansion to Central- and Eastern Europe
- Full takeover of Teerag-Asdag AG

1869

1930s

1980s

2011



1927

1960s

2000s

2012-2015

- Merger and renaming
- Several prestigious office and commercial-buildings
- Large scale contractor projects
- PORR as leading international construction company – active in 16 European countries
- Group-wide transformation program
- Refocus on home markets

Experienced new management team with significant ownership

Focus on home markets AT, DE, CH, PL, CZ

Leverage expertise to grow in Qatar and Saudi Arabia with tunnelling and slab-track

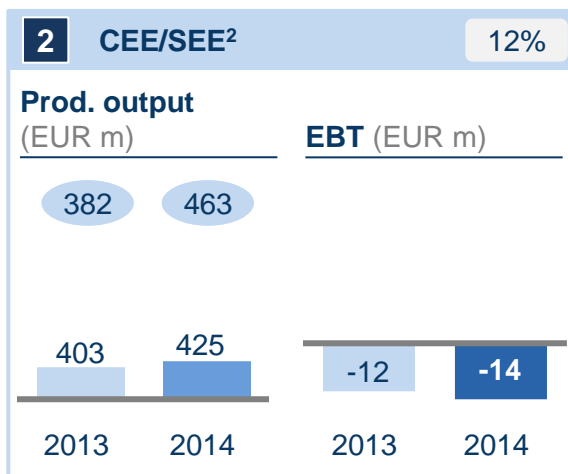
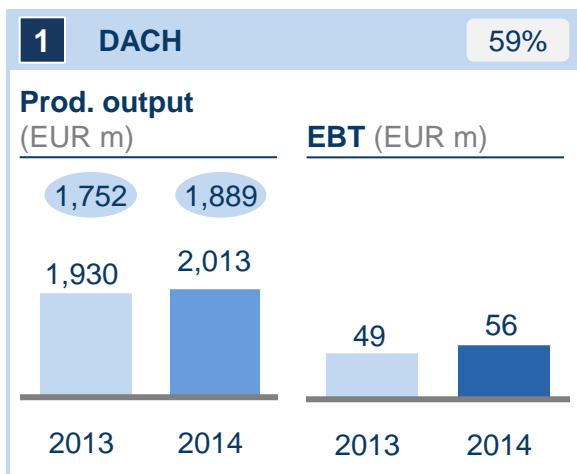
Spin Off and Merger of real estate activities; optimization of working capital

Status quo



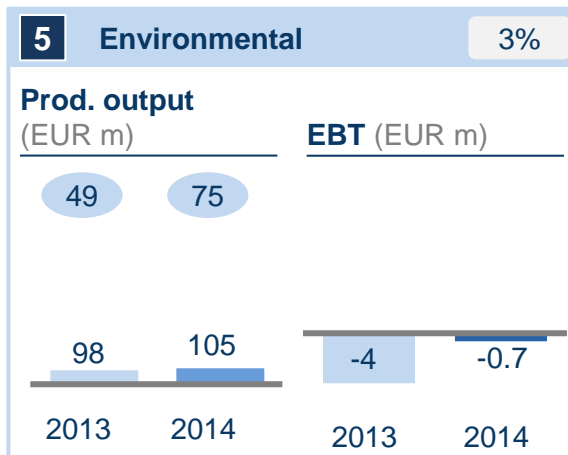
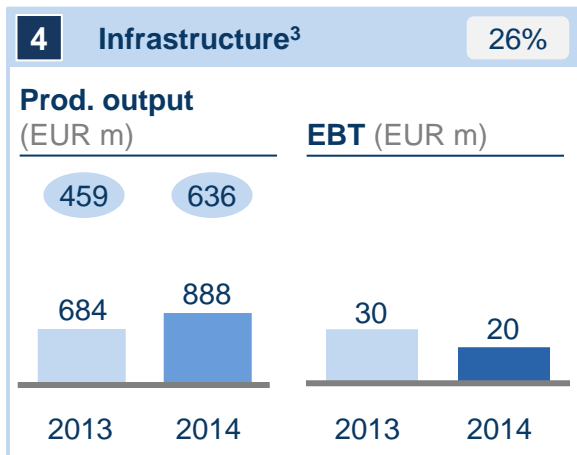
Key Financials 2014 for Major Business Units

... Revenue (EUR m)¹ ...% FY 2014 share of production output



Key Topics

- Increase of **production output** and **revenues** over all segments
- **Highest EBT contribution from BU DACH** and **BU Infrastructure** both accounting for 85% of the total production output
- **BU CEE/SEE results** as a consequence of re-focusing strategy and reducing activities in the region
- **Still high order situation** though one-off-effect of the large acquisition Metro Green Line in Doha



Largest Order Intakes 2014

Selected projects	Country	EURm	Entry
Motorway Sebes Turda	(RO)	95.8	Apr
Smart Campus Vienna	(AT)	79.3	Jun
Office Building NOVE	(AT)	58.6	Dec
Ernst-Reuter-Allee	(DE)	57.9	Dec
VBG Office Building	(DE)	49.9	Nov
Railway LK 272 Kluczborok	(PL)	49.0	Feb
Elevated Works GL	(QT)	45.8	Sep
Apartment Build. Montelaa	(AT)	41.1	Dec
Power station Overmunt II	(AT)	41.1	Mar

1 Includes capitalized own work, other operating income and does not include other/non-segment revenues;

2 Only projects where payment is secured by the EU or a supranational are targeted

3 Including former Business unit International

Consolidated Income statement¹

EUR thd

	2012	2013	2013 ²	2014	9M 2014 ²	9M 2015
Production output	2,905,634	3,439,092	3,162,079	3,474,885	2,505,817	2,539,759
Revenues	2,314,828	2,694,153	2,630,025	3,009,118	2,204,293	2,238,624
Material costs	-1,455,484	-1,761,030	-1,748,711	-2,026,001	-1,510,515	-1,480,242
Staff costs	-625,309	-682,646	-669,814	-752,960	-564,921	-597,997
Other operating results	-154,609	-135,472	-103,943	-140,779	-91,515	-106,071
EBITDA	103,837	154,731	146,614	156,424	76,638	89,257
EBITDA³ %	3.6	4.5	4.6	4.5	3.1	3.5
Depreciation	-50,028	-66,705	-65,736	-74,716	-46,294	-51,188
EBIT	53,809	88,026	80,878	81,708	30,344	38,069
EBIT³ %	1.9	2.6	2.6	2.4	1.2	1.5
Financial result	-31,801	-27,533	-21,287	-15,608	-15,239	-5,481
EBT	22,008	60,493	59,591	66,100	15,105	32,588
EBT³ %	0.8	1.8	1.9	1.9	0.6	1.3
Taxes	-4,015	-7,908	-7,059	-17,542	-2,500	-8,616
Periodic result	17,993	52,585	52,532	48,558	12,605	23,972

1 Capitalized own work and share of profit/loss of associates not shown required by IFRS; actually reported values according to IFRS may deviate

2 Restated excl. discontinued operations

3 Margins calculated on production output