



STRABAG SE JANUARY–JUNE 2020 RESULTS

31 AUGUST 2020



STRABAG
SOCIETAS EUROPAEA

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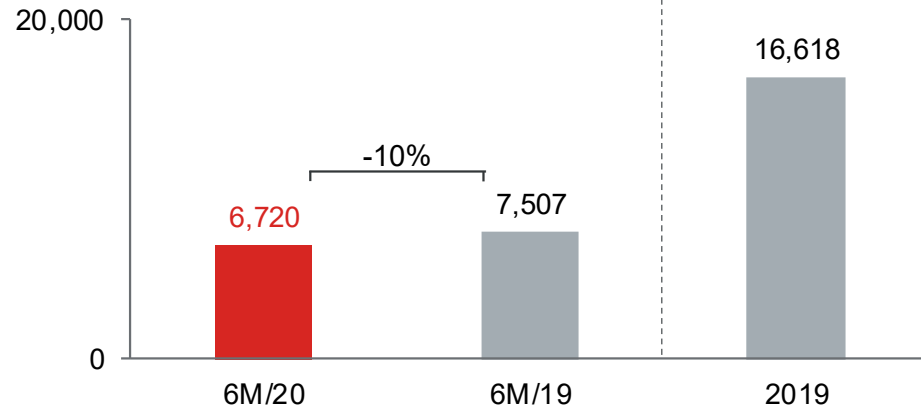
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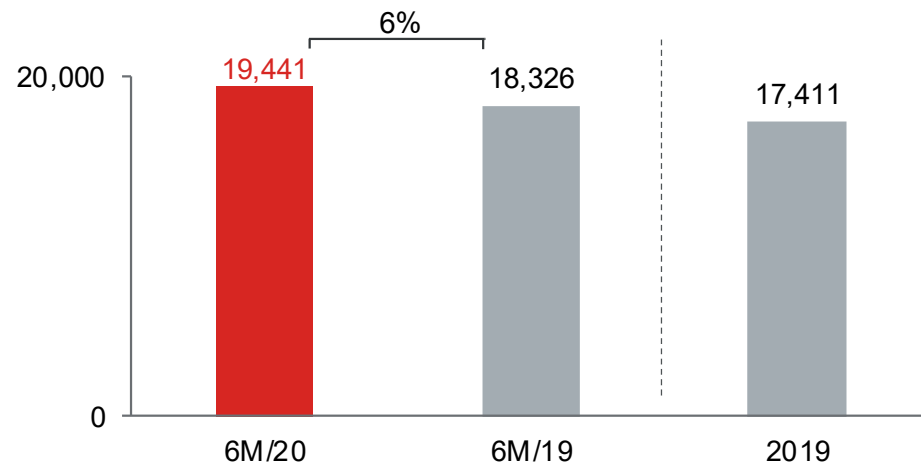
OUTPUT VOLUME FELL BY 10%, ORDER BACKLOG REACHED NEW RECORD HIGH

OUTPUT VOLUME (€M)



- Decrease due to three factors
 - Loss of German key account in the property and facility services business mid-2019
 - Coronavirus: temporary halt to construction activity in Austria
 - Completion of tunnelling projects in Chile

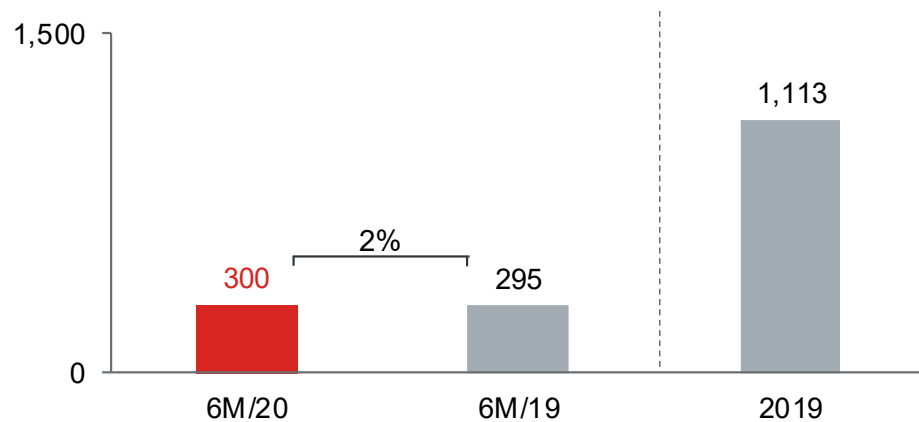
ORDER BACKLOG (€M)



- +6% to new record high
- Declines in the Americas, Hungary and Austria
- New orders and contract extensions in tunnelling in the UK
- Significant increase in Germany and the Czech Republic

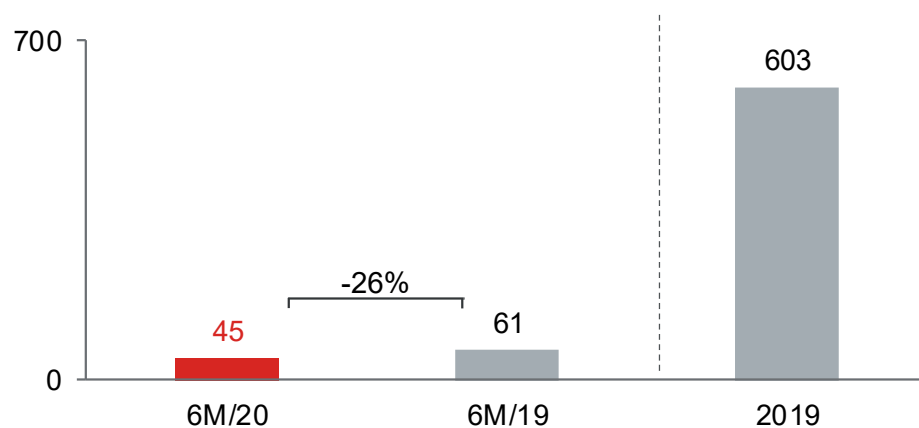
SLIGHT GROWTH OF EBITDA, BUT HIGHER DEPRECIATION LEADS TO LOWER EBIT

EBITDA (€M)



- Small growth in EBITDA of 2%

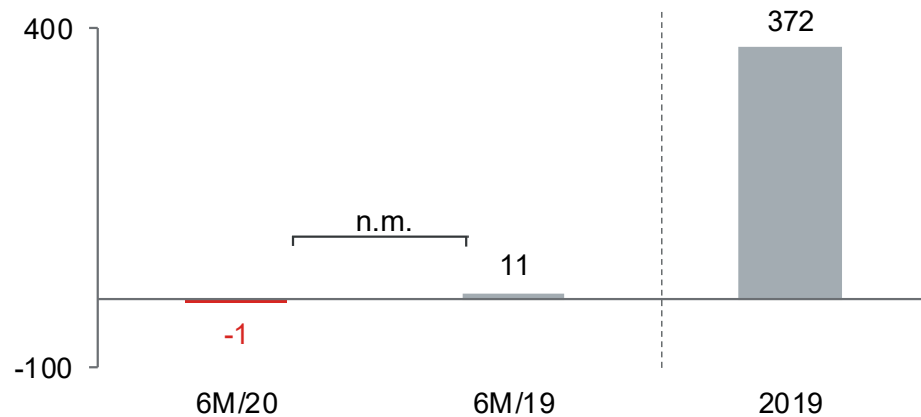
EBIT (€M)



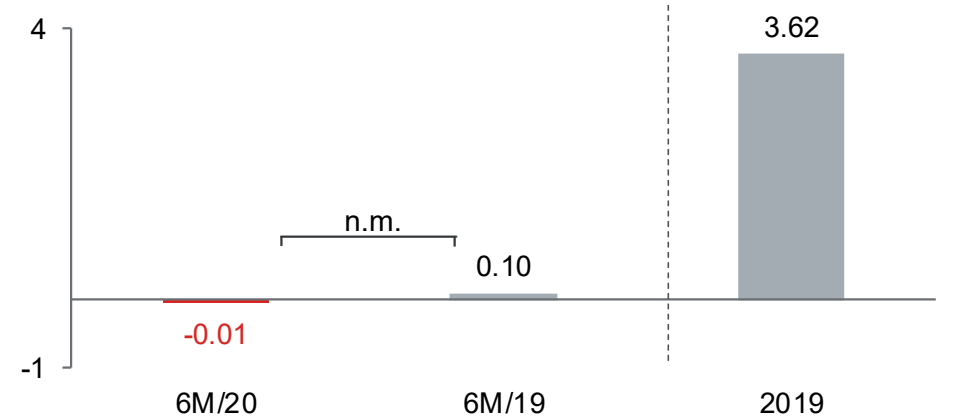
- Depreciation and amortisation up by 9% as a result of higher investments in the previous year
- Decline of EBIT attributable to the International + Special Divisions segment

NET INCOME AFTER MINORITIES AFTER SIX MONTHS STILL IN THE NEGATIVE TERRITORY

NET INCOME AFTER MINORITIES (€M)



EARNINGS PER SHARE (€)



- Net interest income at € -13 million after € -20 million in 6M/19; higher negative exchange rate differences more than compensated by lower interest expenses
- Income tax: project losses in a non-European country could not be offset by the possibility of asserting loss carryforwards
- Earnings attributable to minority shareholders barely changed at € 1 million
- While net income after minorities had been in positive territory after 6M/19, it tends to be below zero for the first half of the year

STRONG BALANCE SHEET WITH A HIGH EQUITY RATIO

ASSETS¹

(€m)	6M/2020	2019
Intangible assets	489	491
Rights from concession arrangements	521	530
PP&E & investment property	2,554	2,632
Equity-accounted investments	444	455
Other investments	172	175
Concession receivables	582	599
Other receivables	227	230
Deferred taxes	157	138
Non-current assets	5,146	5,250
Inventories	1,043	984
Concession receivables	41	39
Contract assets	1,639	1,355
Trade and other receivables	2,060	2,162
Cash and cash equivalents	2,020	2,461
Current assets	6,803	7,001
Total Assets	11,949	12,251

EQUITY AND LIABILITIES¹

(€m)	6M/2020	2019
Share capital	110	110
Capital reserves	2,315	2,315
Retained earnings	1,338	1,397
Non-controlling interests	31	34
Total equity	3,794	3,856
Provisions	1,107	1,137
Financial liabilities	1,005	1,067
Other liabilities	105	92
Deferred taxes	83	49
Non-current liabilities	2,300	2,345
Provisions	867	893
Financial liabilities	156	356
Contract liabilities	1,015	957
Trade payables	2,898	2,827
Other current liabilities	919	1,018
Current liabilities	5,855	6,050
Equity and liabilities	11,949	12,251

1 Rounding differences might occur.

LOWER WORKING CAPITAL INCREASE SHIFTS CASH FLOW FROM OPERATING ACTIVITIES TO POSITIVE

(€m)	6M/20	Δ%	6M/19
Cash – beginning of period	2,460	3	2,384
Cash flow from earnings	239	4	229
Δ Working Capital	-206	62	-550
Cash flow from operating activities	33	n.m.	-321
Cash flow from investing activities	-180	40	-299
Cash flow from financing activities	-261	-42	-183
Net change in cash	-408	49	-803
FX changes	-33	n.m.	7
Change restricted cash	1	n.m.	0
Cash – end of period	2,020	27	1,589

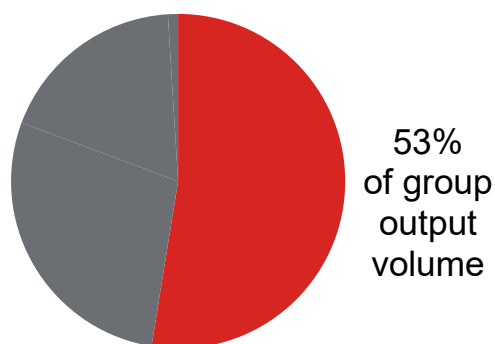
Rounding differences might occur.

NORTH + WEST: EBIT ALREADY IN POSITIVE TERRITORY

KEY INDICATORS

(€m)	6M/20	Δ%	6M/19
Output volume	3,531	-1	3,552
Revenue	3,256	0	3,265
Order backlog	9,352	1	9,215
EBIT	82	n.m.	-29
<i>EBIT margin (% of rev.)</i>	2.5		-0.9
Employees (FTE)	25,520	3	24,824

SHARE OF GROUP OUTPUT VOLUME



BC&CE: Building Construction & Civil Engineering
TI: Transportation Infrastructures

COMMENTS

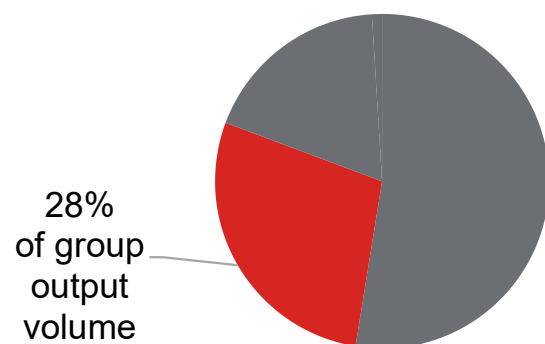
- Output volume almost stable, trends mixed
- EBIT unlike 6M/2019 already positive
 - Lower negative impact large projects in Poland
 - Improved earnings in German TI business
- Order backlog remained at a very high level:
 - Office buildings in large German cities
 - FAIR particle accelerator facility, Germany
 - Upgrade of Germany's longest motorway viaduct (K20)
- Outlook:
 - Lower output volume 2020 expected
 - Tougher price competition in German BC&CE forecast, but relief after years of extremely high capacity utilisation
 - Impact of COVID-19 in German TI business minimal, sharp reduction in number of public tenders
 - Poland: unexpectedly positive so far, no COVID-19-related burden anticipated

SOUTH + EAST IMPACTED BY COVID-19 ON OUTPUT LEVEL

KEY INDICATORS

(€m)	6M/20	Δ%	6M/19
Output volume	1,891	-9	2,068
Revenue	1,833	-6	1,957
Order backlog	4,789	2	4,693
EBIT	44	n.m.	-21
<i>EBIT margin (% of rev.)</i>	2.4		-1.1
Employees (FTE)	19,701	4	18,940

SHARE OF GROUP OUTPUT VOLUME



BC&CE: Building Construction & Civil Engineering
 TI: Transportation Infrastructures

COMMENTS

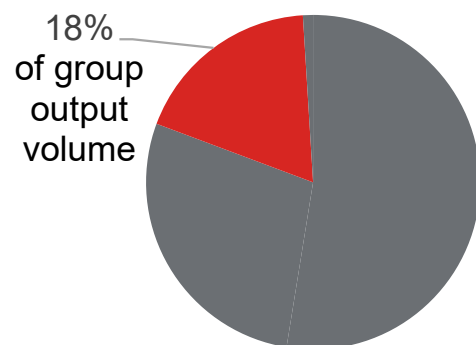
- Output volume fell by 9% as a result of temporary suspension of construction activity in Austria
- EBIT returned to positive territory – absence of one-time burdens from 6M/19
- Order backlog rose by 2% despite declines in Hungary and Austria:
 - Bridge in Satu Mare, Romania
 - Section of A3 motorway, Romania
 - Bypass city Veszprém, Hungary
 - High-rise building “The Marks” in Vienna, Austria
 - Overhaul of railway line, Czech Republic
- Outlook:
 - Negative trend in output volume to soften in HY2/20
 - Austria: incoming orders in BC&CE solid, but reduced number of public-sector tenders
 - Lower order backlog in Hungary leads to expectation of further decline in output volume
 - High order backlog in TI in Czech Republic, but suspended tenders in BC

INTERNATIONAL + SPECIAL DIVISIONS: COVID-19-RESTRICTIONS IN TUNNELLING IN CHILE

KEY INDICATORS

(€m)	6M/20	Δ%	6M/19
Output volume	1,233	-33	1,832
Revenue	1,226	-30	1,749
Order backlog	5,295	20	4,413
EBIT	-73	n.m.	123
<i>EBIT margin (% of rev.)</i>	<i>-6.0</i>		<i>7.1</i>
Employees (FTE)	22,221	-16	26,452

SHARE OF GROUP OUTPUT VOLUME



COMMENTS

- Output volume lower by 33% due to loss of a key account in 2019 in property and facility services as well as COVID-19-related restriction on large tunnelling projects in Chile
- Burden from COVID-19 and absence of positive factors of 6M/19 lead to EBIT deterioration to € -73 million
- Order backlog grew by 20%:
 - Construction of HS2 high-speed railway line, UK
 - Road widening project in Uganda
- Outlook:
 - Output volume 2020 should be significantly lower
 - Extent to which COVID-19 will have lasting impact on real estate development not yet possible to foresee
 - Property and facility services seriously affected by COVID-19 crisis
 - Hardly any impact of COVID-19 on concession projects
 - Tunnelling business adversely affected in South America and Singapore

OUTLOOK 2020 UPGRADED

- Output volume 2020 should reach around € 15 billion; previous estimate of € 14.4 billion
- EBIT margin target (EBIT/revenue) 2020 remains at $\geq 3,5\%$
- CAPEX (cash flow from investing activities) forecast to be below € 450 million



YOUR QUESTIONS, PLEASE

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