

Bilfinger Group € million	YTD			Q3			FY
	2021	2020	Δ in %	2021	2020	Δ in %	2020
Orders received	2,980	2,700	10%	917	710	29%	3,724
Order backlog	2,821	2,458	15%	2,821	2,458	15%	2,585
Revenue	2,755	2,579	7%	945	870	9%	3,461
EBITDA adjusted ¹⁾	160	57	180%	75	49	52%	125
EBITA adjusted ¹⁾	87	-22		51	23	119%	20
EBITA margin adjusted ¹⁾	3.2%	-0.9%		5.4%	2.7%		0.6%
EBITA	84	-71		54	0		-57
Amortization	0	-8		0	0		-9
EBIT	84	-80		54	0		-66
Financial result	-13	-21	41%	-8	-8	-5%	181
EBT	72	-101		47	-8		116
Income taxes	-11	0		-5	-9	42%	-8
Earnings after taxes from continuing operations	61	-101		42	-17		108
Earnings after taxes from discontinued operations	4	-2		-1	-2	72%	-7
Minority interest	0	1	-6%	0	0		-2
Net profit	64	-103		41	-19		99
Net Profit adjusted ¹⁾	48	-32		31	11	184%	-8
EPS adjusted (in €) ¹⁾	1.18	-0.80		0.77	0.27		-0.20
Equity ratio	36.9%	31.6%		36.9%	31.6%		36.8%
Working capital ²⁾	-11	-147	92%	-11	-147	92%	-142
Net cash (net debt) ³⁾	466	137	240%	466	137	240%	138
Cash flow from operating activities	-3	97		60	49	24%	120
Adjusted cash flow from operating activities	40	121	-67%	68	50	35%	164
Investments	-41	-22	-90%	-21	-6	-234%	37
thereof in P, P, E	-39	-22	81%	-21	-6	-234%	37
thereof in financial assets	-2	0		0	0		0
Increase in right-of-use assets	29	29	-1%	8	6	40%	37
Free cash flow	2	78	-98%	73	43	70%	93
Adjusted free cash flow	45	102	-56%	80	44	82%	136
Employees	29,916	29,375	2%	29,916	29,375	2%	28,893

¹⁾ Categories of adjustments see table "Special items in EBITA"

²⁾ Delta between current assets, excluding cash and cash equivalents and securities and current liabilities, excluding liabilities to banks.

³⁾ Excluding leasing liabilities (Q3/21: €188m; Q3/20: €199m, FY 2020: €193m) and including marketable securities

Reconciliation adjusted earnings € million	YTD			Q3			FY
	2021	2020	Δ in %	2021	2020	Δ in %	2020
EBITA	84	-71		54	0		-57
Special items	3	49	-94%	-3	24		77
EBITA adjusted	87	-22		51	23	119%	20
Adjusted financial result	-21	-21	0%	-8	-8	6%	-29
Adjusted income tax expense	-18	12		-12	-4	-195%	2
Minority interest	0	1	-6%	0	0		-2
Net Profit adjusted	48	-32		31	11	184%	-8
EPS adjusted (in €)	1.18	-0.80		0.77	0.27	184%	-0.20

Special items in EBITA	YTD			Q3			FY
	2021	2020	Δ in %	2021	2020	Δ in %	2020
Disposal losses/write-downs, selling-related expenses	-8	5		-8	3		4
Restructuring and SG&A efficiency	7	52	-87%	3	18	-83%	77
Compliance	0	-17		0	0		-17
IT Investments	5	9	-44%	2	3	-33%	13
Total	3	49	-93%	-3	24		77

Outlook 2021 € million	FY 2021e		FY 2020
	Group	Group	Group
Revenue	Significant growth		3,461
EBITA adjusted / margin	Exceed 2019 pre-crisis level and to slightly surpass 3 percent		20
Free cash flow reported	Positive, but below prior-year		93
Segment Engineering & Maintenance Europe			
Revenue	Significant growth		2,221
EBITA adjusted	Significant improvement		69
Segment Engineering & Maintenance International			
Revenue	Significant growth		521
EBITA adjusted	year-on-year improvement, but remains negative		-21
Segment Technologies			
Revenue	Significant growth		498
EBITA adjusted	Significant improvement to a clearly positive result		-11
Reconciliation Group			
EBITA adjusted	Clearly above the prior-year level		-18

Bilfinger Segments € million	YTD			Q3			FY		
	2021	2020	Δ in %	2021	2020	Δ in %	2020		
Orders received									
Segment Engineering & Maintenance Europe	1,911	1,751	9%	587	501	17%	2,449		
Segment Engineering & Maintenance International	476	371	28%	116	82	41%	441		
Segment Technologies	454	491	-8%	170	90	90%	719		
Reconciliation Group	139	87	60%	44	36	24%	116		
thereof OOP	147	185	-21%	46	45	2%	233		
thereof HQ/ consolidation/ others	-8	-98	92%	-2	-9	79%	-117		
Group	2,980	2,700	10%	917	710	29%	3,724		
Order backlog									
Segment Engineering & Maintenance Europe	1,773	1,577	12%	1,773	1,577	12%	1,707		
Segment Engineering & Maintenance International	422	387	9%	422	387	9%	324		
Segment Technologies	615	493	25%	615	493	25%	560		
Reconciliation Group	13	1	634%	13	1	634%	-5		
thereof OOP	64	81	-20%	64	81	-20%	79		
thereof HQ/ consolidation/ others	-52	-79	34%	-52	-79	34%	-84		
Group	2,821	2,458	15%	2,821	2,458	15%	2,585		
Revenue									
Segment Engineering & Maintenance Europe	1,860	1,635	14%	633	571	11%	2,221		
Segment Engineering & Maintenance International	394	403	-2%	141	108	31%	521		
Segment Technologies	417	358	16%	141	138	3%	498		
Reconciliation Group	84	182	-54%	29	53	-45%	221		
thereof OOP	129	209	-38%	45	69	-35%	263		
thereof HQ/ consolidation/ others	-45	-27	-66%	-16	-16	4%	-41		
Group	2,755	2,579	7%	945	870	9%	3,461		
EBITA adjusted									
Segment Engineering & Maintenance Europe	91	33	179%	35	27	30%	69		
EBITA margin adjusted	4.9%	2.0%		5.5%	4.7%		3.1%		
Segment Engineering & Maintenance International	-16	-23	30%	-3	-9	63%	-21		
EBITA margin adjusted	-4.1%	-5.7%		-2.4%	-8.6%		-4.0%		
Segment Technologies	17	-19		7	6	14%	-10		
EBITA margin adjusted	4.0%	-5.4%		4.7%	4.2%		-2.1%		
Reconciliation Group	-4	-13	68%	13	-1		-18		
thereof OOP	0	4	-100%	1	3	-56%	6		
thereof HQ/ consolidation/ others	-4	-17	76%	11	-4		-24		
Group	87	-22		51	23	119%	20		
EBITA margin adjusted	3.2%	-0.9%		5.4%	2.7%		0.6%		
Organic development									
€ million	YTD 2020	Δ Net acquisitions	Δ F/X	Δ Organic	YTD 2021				
Orders received									
Segment Engineering & Maintenance Europe	1,751	2	0%	16	1%	142	8%	1,911	9%
Segment Engineering & Maintenance International	371	-1	0%	-27	-7%	132	36%	476	28%
Segment Technologies	491	-8	-2%	0	0%	-29	-6%	454	-8%
Group	2,700	-80	-3%	-3	0%	363	13%	2,980	10%
Revenue									
Segment Engineering & Maintenance Europe	1,635	2	0%	13	1%	209	13%	1,860	14%
Segment Engineering & Maintenance International	403	-1	0%	-22	-5%	14	3%	394	-2%
Segment Technologies	358	-6	-2%	0	0%	65	18%	417	16%
Group	2,579	-107	-4%	-2	0%	285	11%	2,755	7%
EBITA adjusted									
Segment Engineering & Maintenance Europe	33	0	1%	0	1%	57	177%	91	179%
Segment Engineering & Maintenance International	-23	-6	25%	1	-6%	11	48%	-16	30%
Segment Technologies	-19	-1	6%	0	0%	37	192%	17	-
Group	-22	-15	68%	2	-8%	122	553%	87	-
	Q3 2020	Δ Net acquisitions	Δ F/X	Δ Organic	Q3 2021				
Orders received									
Segment Engineering & Maintenance Europe	501	1	0%	7	1%	78	15%	587	17%
Segment Engineering & Maintenance International	82	0	0%	3	4%	31	37%	116	41%
Segment Technologies	90	-2	-3%	0	0%	82	92%	170	90%
Group	710	-25	-3%	15	2%	217	31%	917	29%
Revenue									
Segment Engineering & Maintenance Europe	571	1	0%	7	1%	54	10%	633	11%
Segment Engineering & Maintenance International	108	0	0%	-1	-1%	34	32%	141	31%
Segment Technologies	138	-2	-2%	0	0%	5	4%	141	3%
Group	870	-39	-4%	10	1%	104	12%	945	9%
EBITA adjusted									
Segment Engineering & Maintenance Europe	27	0	0%	0	1%	8	28%	35	30%
Segment Engineering & Maintenance International	-9	-6	63%	0	2%	12	126%	-3	63%
Segment Technologies	6	0	-5%	0	0%	1	20%	7	14%
Group	23	-9	-41%	0	1%	37	159%	51	119%