

# Trading update 9 months 2018



**bam**



Royal BAM Group nv

Bunnik, 8 November 2018

# BAM reports adjusted pre-tax result of €93.6 million, reiterates full year outlook



Adjusted pre-tax result margin 1.9% including sea lock IJmuiden cost overrun reported in Q2



Strong results at Construction and Property and PPP; Civil engineering break-even



Non-cash impairment of €23 million on Dutch regional property positions



Order book quality continued to improve due to focus on selective tendering



Full focus on reversing the recent trend of trade working capital efficiency



# Outlook

For the full year 2018, BAM expects an adjusted result before tax margin of around 2%.



# Annexes

Updated strategy: Building the present, creating the future

Property investments

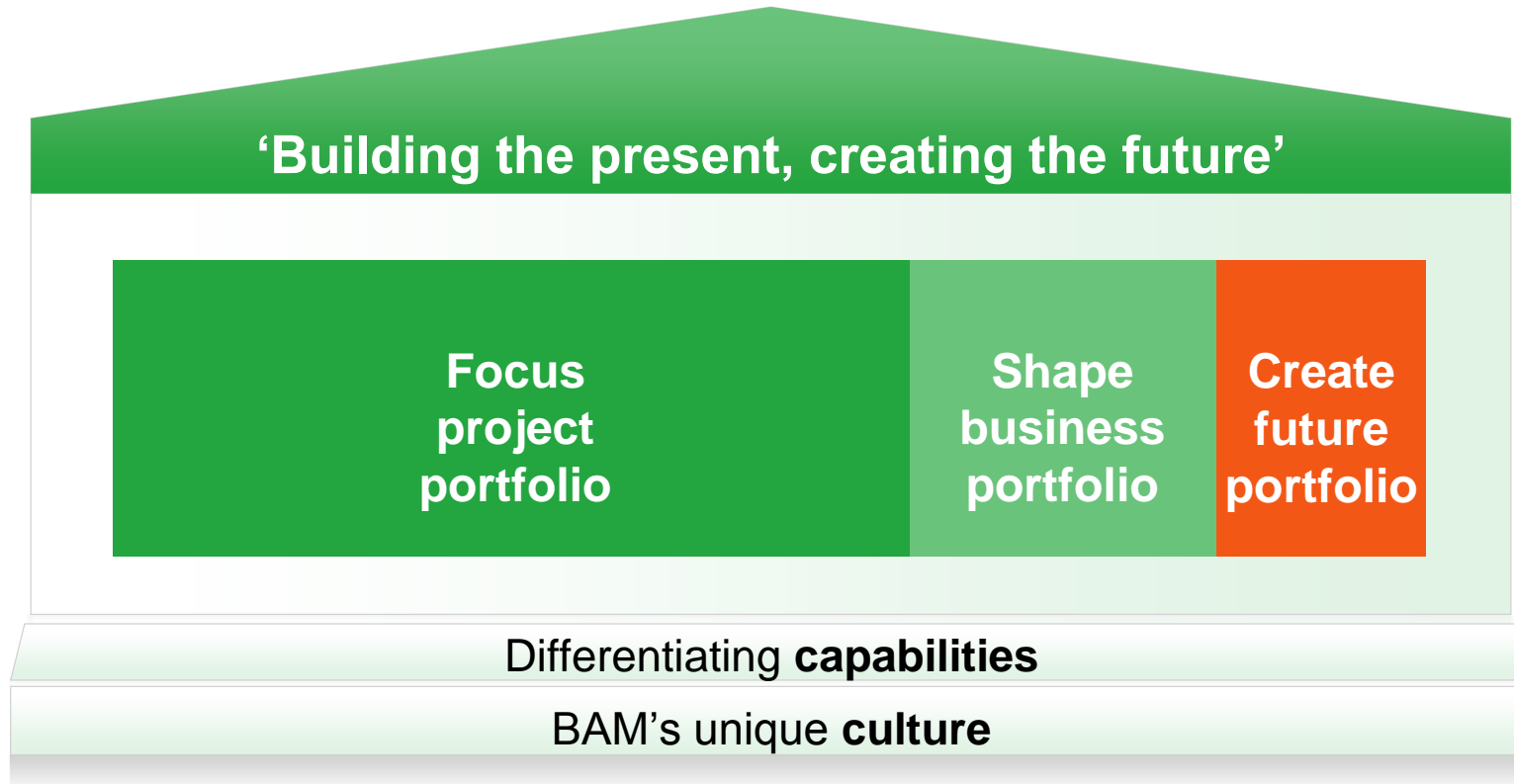
PPP investments

Financial position

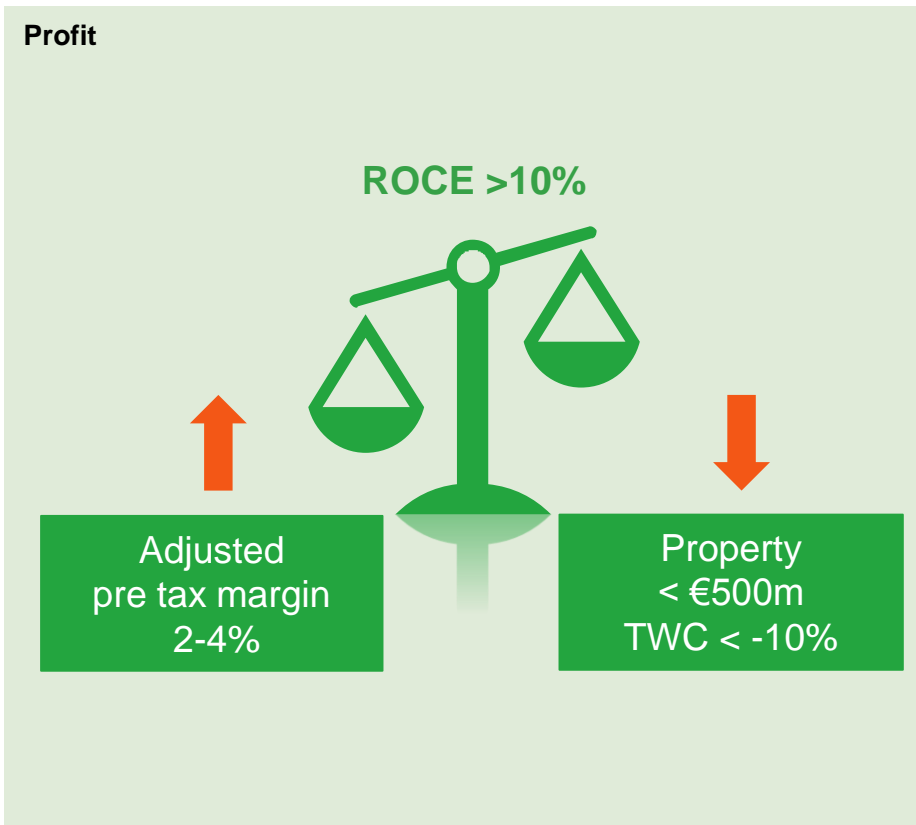
Trade working capital

Revenue sector/country

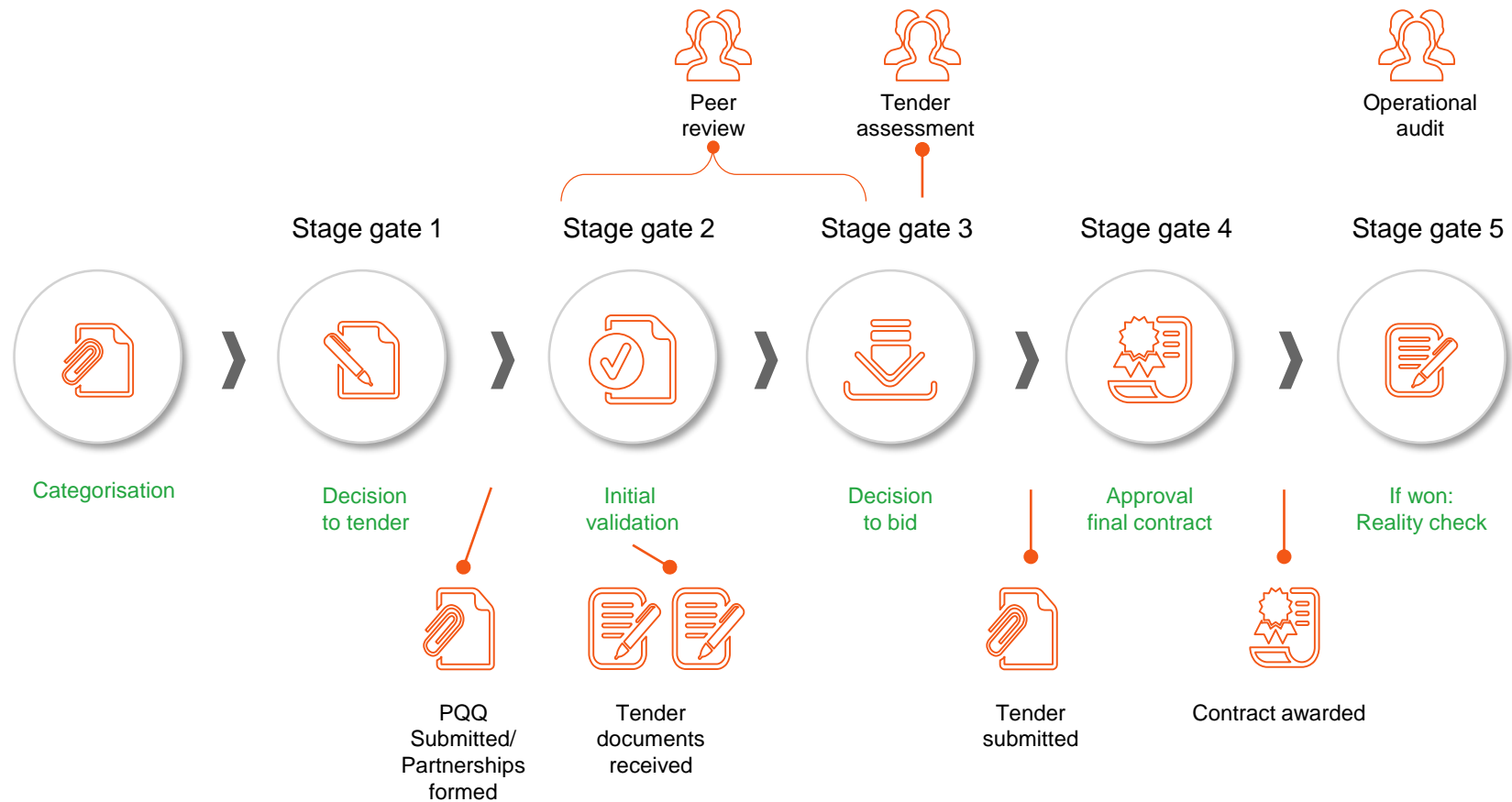
## Strategy 2016-2020



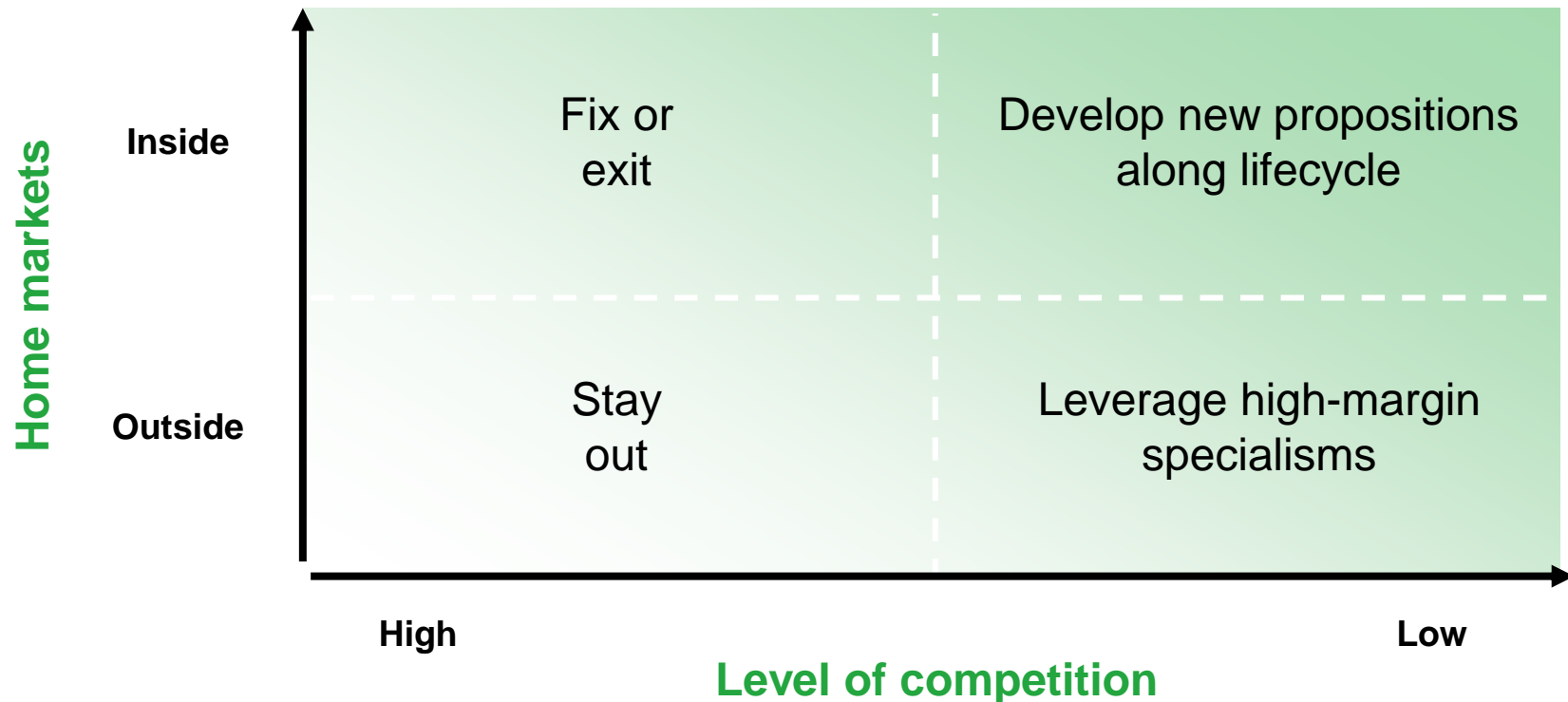
# Targets 2020



# Focusing project portfolio



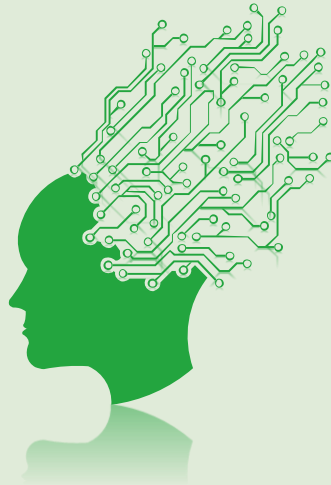
# Shape business portfolio





# Create future portfolio

## Digital construction process



## Digital built environment



# Culture



Predictable performance



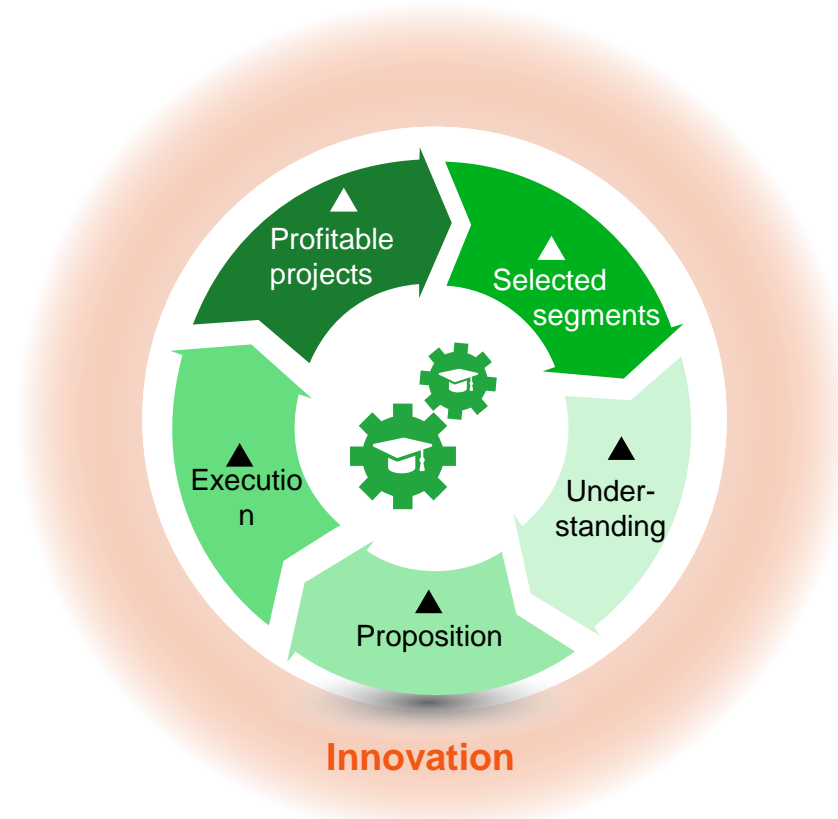
Proactive ownership



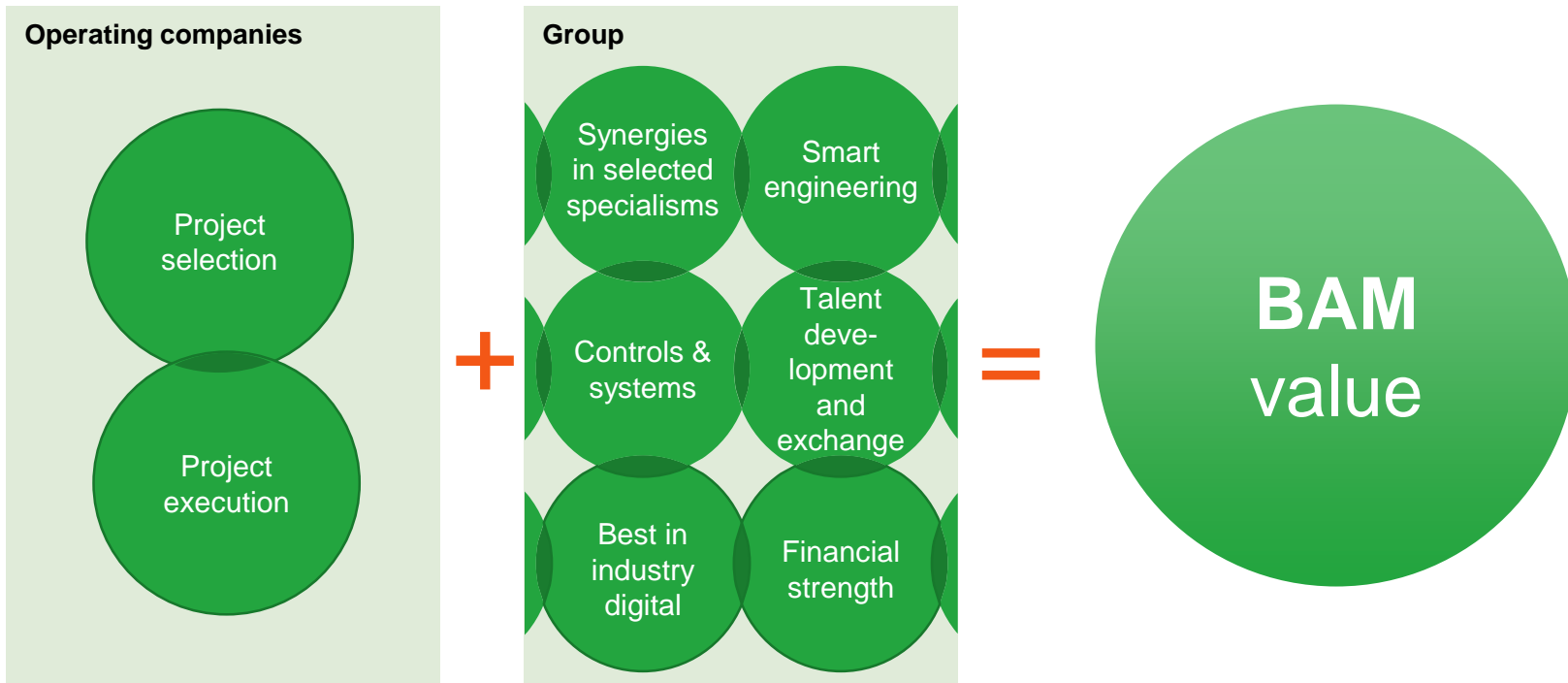
Open collaboration



Scalable learning



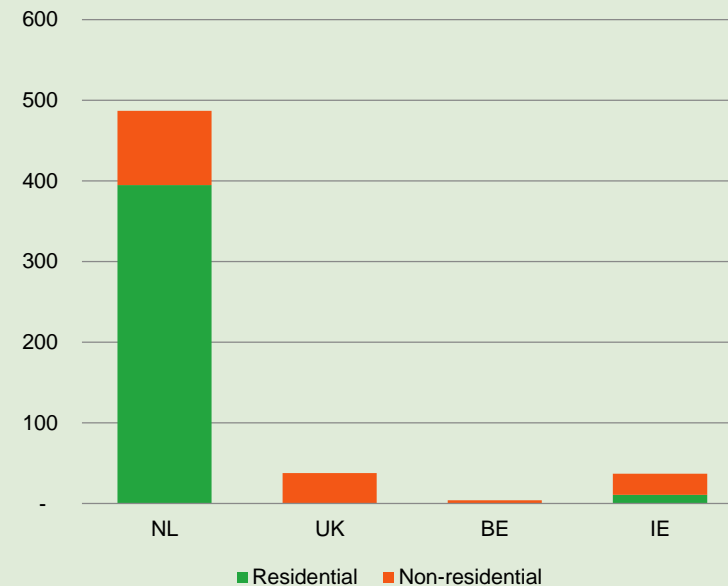
# Capabilities



# Property investments

	30 June 2018	30 June 2017
<i>(in € million, unless stated otherwise)</i>		
Land and building rights	<b>406</b>	427
Property development	<b>159</b>	174
<b>Total investments (a)</b>	<b>565</b>	601
Non-recourse loans	<b>69</b>	81
Recourse loans	<b>73</b>	77
<b>Total loans (b)</b>	<b>142</b>	158
Property associates/JV/AHFS (c)	<b>129</b>	106
<b>Net investments (a)–(b)+(c)</b>	<b>552</b>	549

**Total investments as at 30 June 2018**  
(in € million)



# PPP investments

(in € million, unless stated otherwise)

**30 June  
2018**

**31 December  
2017**

	<b>30 June 2018</b>	<b>31 December 2017</b>
Invested equity <sup>1)</sup>	<b>70</b>	68
Committed equity <sup>2)</sup>	<b>150</b>	101
<b>Total invested &amp; committed equity</b>	<b>220</b>	169
Of which committed equity by PGGM	<b>109</b>	70
Estimated unrealised value based on cash flows	<b>76</b>	75

<sup>1)</sup> BAM share invested in equity of PPP contracts.

<sup>2)</sup> Excluding contracts in preferred bidder stage.

# Financial position

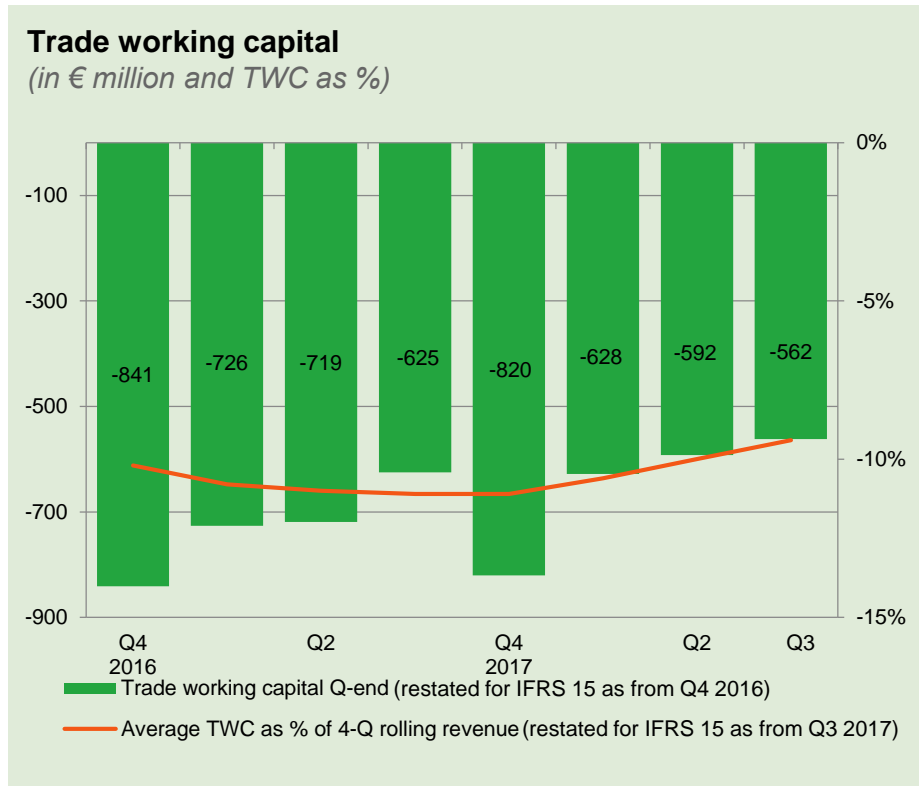
(in € million, unless stated otherwise)

	30 June 2018	31 December 2017*	30 June 2017*
Cash position	<b>434</b>	696	603
Interest-bearing debt	<b>346</b>	503	613
Net cash position	<b>88</b>	193	-10
Recourse net cash position	<b>208</b>	458	349
Capital ratio *	<b>19.9%</b>	18.6%	19.1%
Return on rolling average capital employed *	<b>1.8%</b>	0.6%	2.8%

\* Restated for IFRS 15



# Trade working capital



# Revenue sector/country

*(in € million, unless stated otherwise)*

	Construction and Property	Civil engineering	PPP	Total
Netherlands	19%	18%	0%	<b>37%</b>
United Kingdom	16%	11%	-	<b>27%</b>
Belgium/Luxembourg	6%	4%	0%	<b>10%</b>
Germany/Swiss	7%	7%	0%	<b>14%</b>
Ireland	5%	2%	2%	<b>9%</b>
International	1%	2%	-	<b>3%</b>
<b>Total</b>	<b>54%</b>	<b>44%</b>	<b>2%</b>	<b>100%</b>

Revenue per sector/country 2017 as a percentage of gross total revenue 2017

## Contact details

### BAM Investor Relations



Joost van Galen  
+31(0) 30 659 87 07  
ir@bam.com

