

# Royal BAM Group nv

## First nine months 2013

Analyst conference call  
14 November 2013  
Bunnik, The Netherlands



## Continued weakness in Dutch markets; outlook unchanged

- Construction and M&E services: impacted by very tough Dutch market conditions
- Civil engineering: margin just above 1%
- Large projects: situation stable since Q2
- Restructuring of Dutch operations underway; € 25 million cost to be taken in Q4
- Property: operational loss on UK and Dutch commercial property; residential stable
- Within the limits of all banking covenants as at 30 September 2013

## Revenue and results per sector

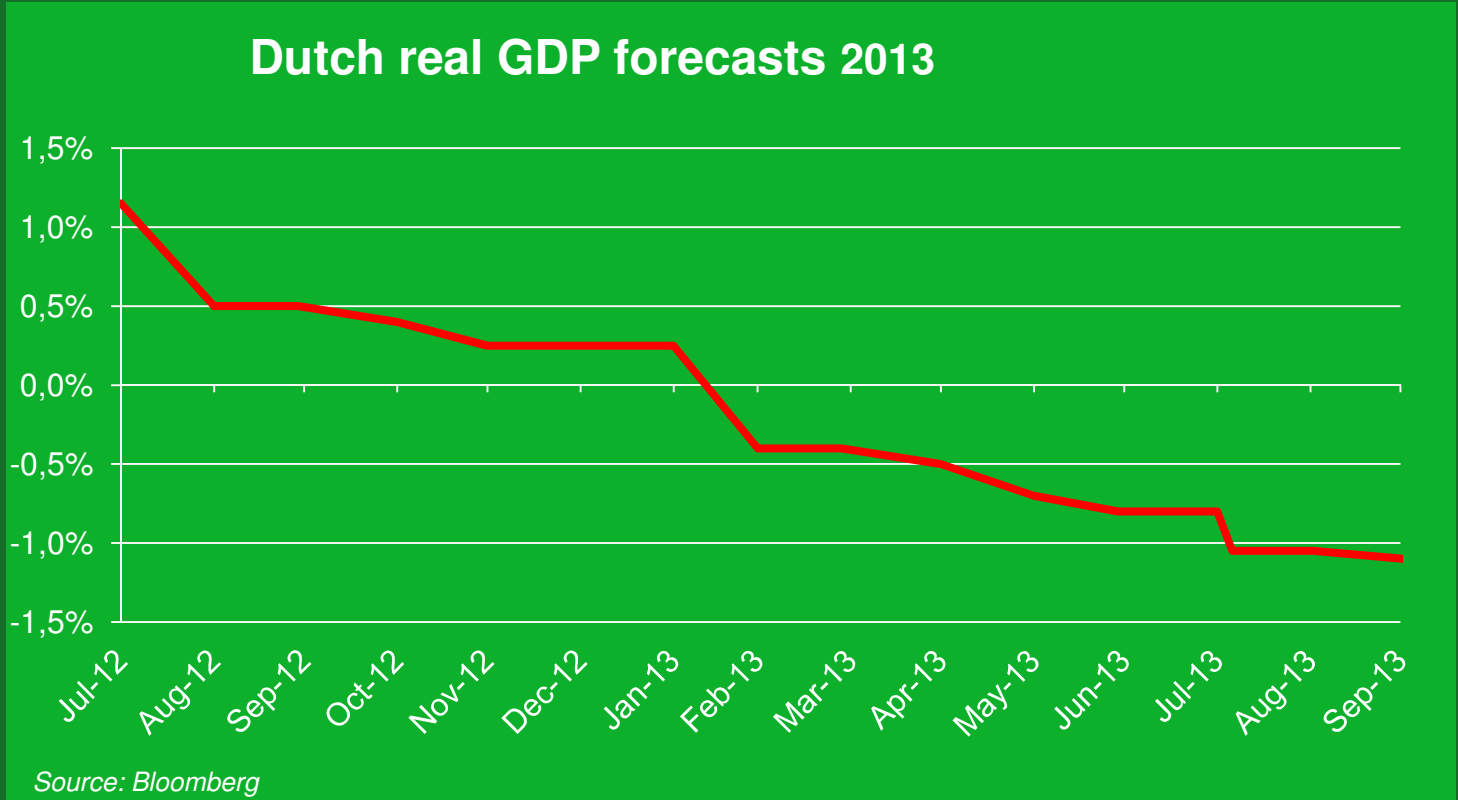
	9M13		9M12 <sup>2)</sup>	
	Result <sup>1)</sup>	Revenue	Result <sup>1)</sup>	Revenue
Construction and M&E Services	-0.5	2,173	41.6	2,370
Civil engineering	30.0	2,795	35.0	2,633
Property	-16.4	186	-7.0	251
PPP	13.3	212	6.6	216
Eliminations and other	0.0	-363	0.8	-402
<b>Total sectors</b>	<b>26.4</b>	<b>5,003</b>	<b>77.0</b>	<b>5,068</b>
Group overhead	0.9		-1.9	
Group interest charge	-3.7		-5.9	
<b>Result before tax</b>	<b>23.6</b>	<b>0.5%</b>	<b>69.2</b>	<b>1.4%</b>

(in € million)

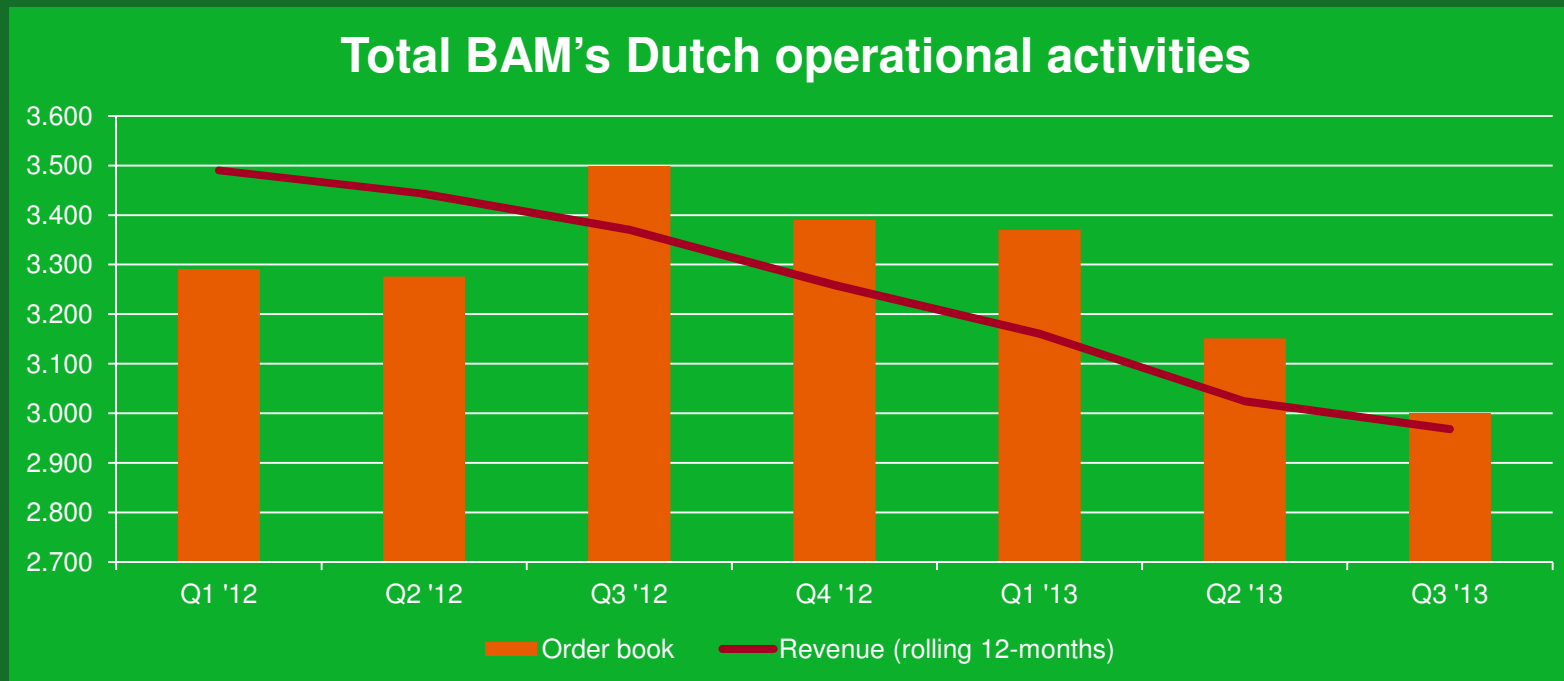
1) Result before tax and impairments

2) From continuing operations and restated

# Worsening conditions in Dutch markets



## BAM's Dutch operational activities



- Capacity reduction underway for approximately 500 fte
- Mainly in Construction and M&E Services
- Cost of € 25m to be taken in Q4

## Large projects: developments Q3

- No new major losses on large projects
- Final settlement on one loss making project
- De-risking on-going at remaining four projects
  - Strengthening project management
  - Commercial negotiations with customers
  - Preparing claims
  - Investing in technical solutions

## Strategic agenda 2013-2015

- Operational improvement
- Targeted growth initiatives
  - services
  - multi-disciplinary projects
  - international niche markets
- Solid financial strategy

## Outlook

Royal BAM Group expects the result before tax and non-cash impairments in the second half year of 2013 to be better than in the first half year.

The result before tax and non-cash impairments for the full year 2013 is expected to be substantially lower than the comparable result for 2012.

This result for the year will include anticipated costs of approximately €25 million to reduce headcount in the Netherlands by approximately 500 fte.



# Q&A

## Annex:

- Revenue and results (3<sup>th</sup> quarter)

## Revenue and results (3<sup>th</sup> quarter)

	3Q 2013		3Q 2012 <sup>2)</sup>	
	Result <sup>1)</sup>	Revenue	Result <sup>1)</sup>	Revenue
Construction and M&E Services	0.6	755	10.9	804
Civil engineering	20.1	1,005	10.8	876
Property	-6.7	63	4.3	67
PPP	1.0	81	2.8	69
Eliminations and other	0.1	-133	1.0	-107
<b>Total sectors</b>	<b>15.1</b>	<b>1,771</b>	<b>29.8</b>	<b>1,709</b>
Group overhead	-1.2		-5.6	
Group interest charge	-1.4		-0.0	
<b>Result before tax</b>	<b>12.5</b>	<b>0.7%</b>	<b>24.2</b>	<b>1.4%</b>

(in € million)

1) Result before tax and impairments

2) From continuing operations and restated