

# Royal BAM Group nv

## Trading update May 2014

Analysts' conference call  
15 May 2014



## **BAM reports continued margin pressure; 2014 year of stabilisation**

- Construction and M&E services: lower revenue related to Dutch activities
- Civil engineering: revenue higher due to mild winter
- Property: commercial property sales support result; some green shoots in Dutch residential
- PPP: four projects transferred into the joint venture with PGGM
- Order book steady overall; positive book-to-bill ratio in the Netherlands

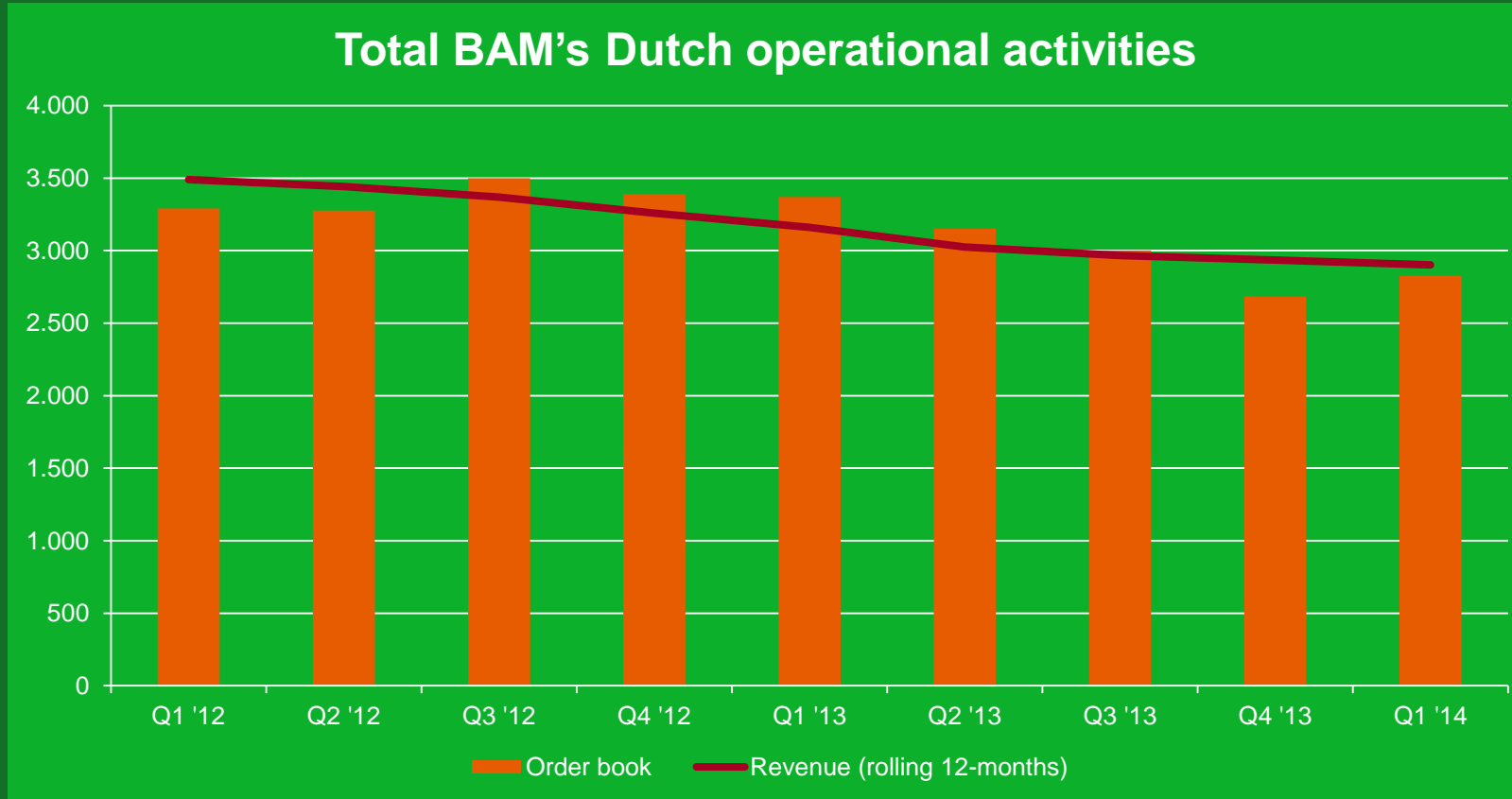
## Revenue and results per sector

	Q1 2014		Q1 2013	
	Revenue	Result <sup>1)</sup>	Revenue	Result <sup>1)</sup>
Construction and M&E services	623	-8.4	655	-0.2
Civil engineering	843	0.2	777	2.9
Property	118	10.9	42	-2.8
PPP	80	5.8	60	8.6
Eliminations and other	-93	-	-108	-0.1
<b>Total sectors</b>	<b>1,571</b>	<b>8.5</b>	<b>1,426</b>	<b>8.4</b>

(in € million)

1) Result before tax

# BAM's Dutch operational activities <sup>1)</sup>



*1) Dutch Construction and M&E services and Civil engineering companies*

## Outlook

As the first quarter showed, BAM is still dealing with a backlog of lower quality orders won during extremely difficult market conditions, and some of our Dutch operating companies still have not filled their order book completely for this year. Therefore, BAM re-iterates that margins in Construction and M&E services and Civil engineering will remain under pressure during 2014 and it will be a year of stabilisation for the Group.

BAM is encouraged by the positive trends in some of its market segments which, together with improved tendering procedures, are strengthening the quality and volume of new order intake. So far this year BAM has won several large projects across its home markets and international. If this momentum is sustained or strengthened, this will form the platform for improved performance in 2015.

# Questions?