

Analysts' and Investors' Conference

Half year results 2006

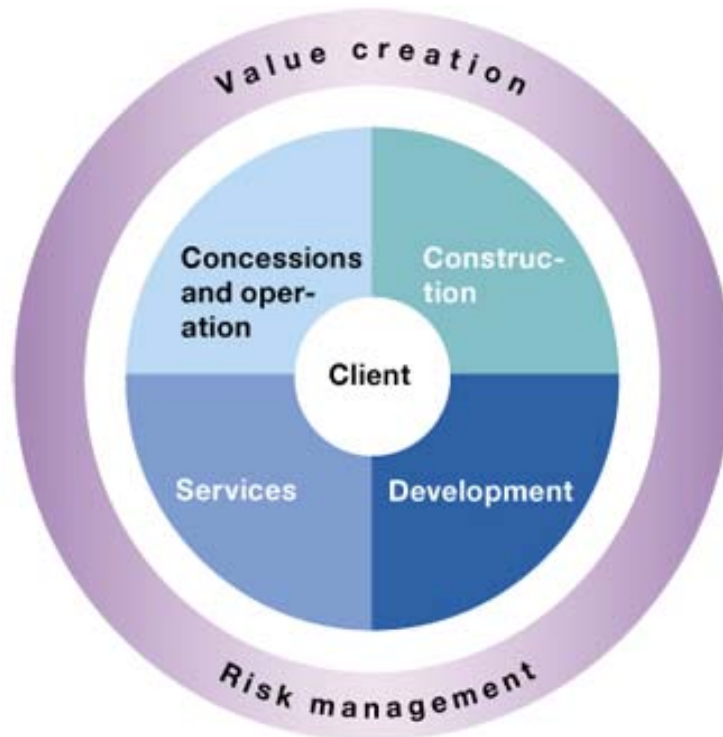
14 August 2006

Dr. Hans-Peter Keitel, CEO

Dr. Peter Noé, CFO

Dr. Burkhard Lohr, Board Member (Accounting, Controlling)

HOCHTIEF is about...quality of service



- **Structure designed to identify client needs across a wide geographical area**
- **Better service/order quality means better margins**
- **Holistic service model ideally suited to PPP client**

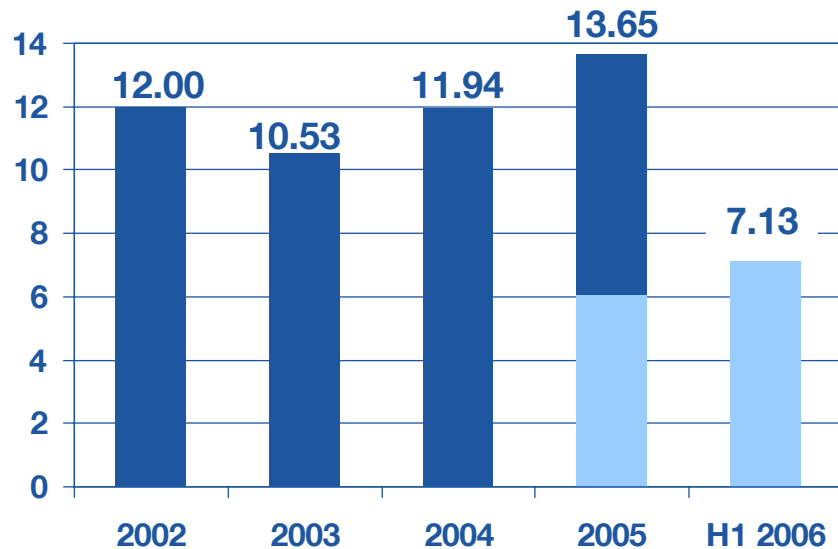
Strategic highlights H1 2006

Right on target...

- **Strong order intake; increased quality – reduced risk**
- **HOCHTIEF Asia Pacific record results**
- **Increased NPV after revised valuation of concession portfolio**
- **Outlook 2006 confirmed**
- **Airport- and PPP-market continue to be long-term growth opportunity**

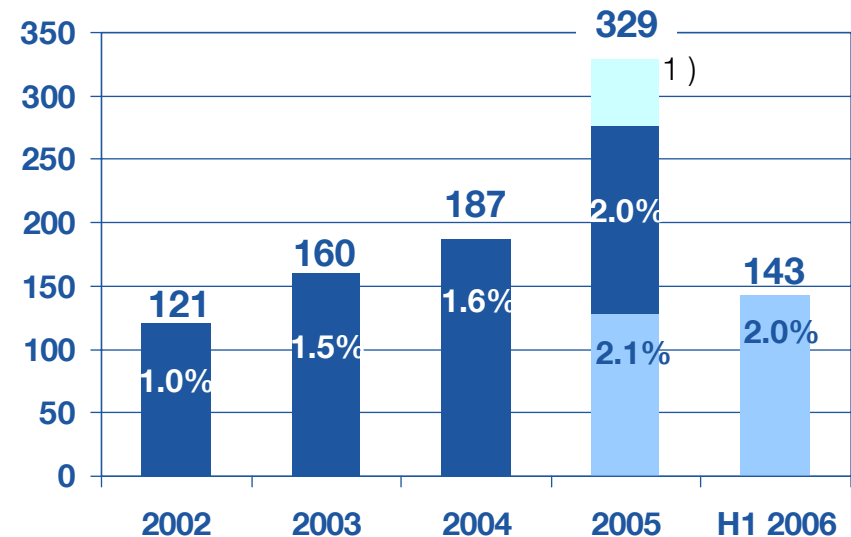
Healthy business performance...

Sales (EUR bn)



- **Sales H1 06: +17.1%**

EBT (EUR m) / EBT margin

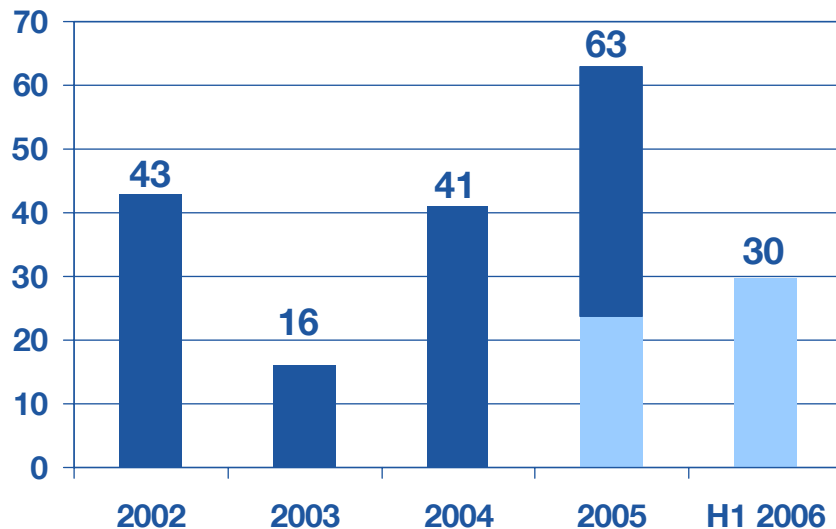


- **EBT: EUR 143m (+11.5%)²⁾**
 - **EBT margin: 2.0% (-4,8%)²⁾**

1) EUR 52m HTAC net effect 2) Referring to adjusted 05 figure

...growth in bottom line earnings as well as in volume...

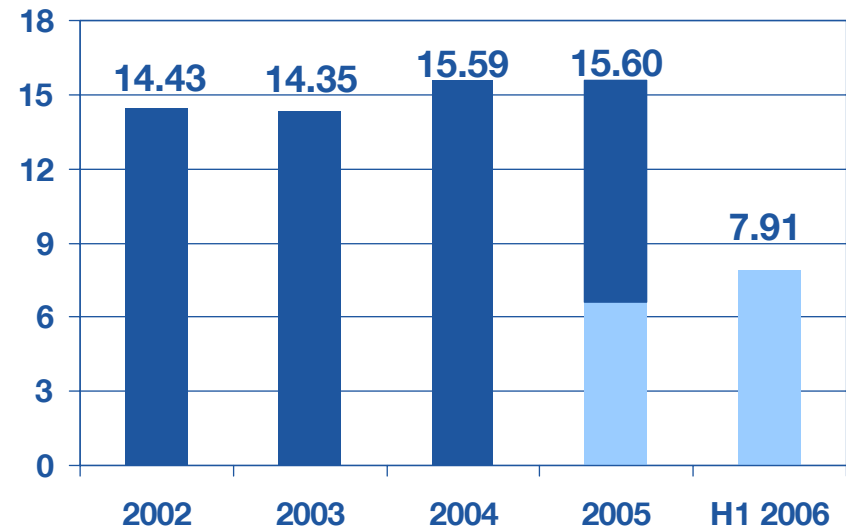
Net profit (EUR m)



- **Net profit H1: +25.7%**¹⁾

1) Referring to adjusted 05 figure

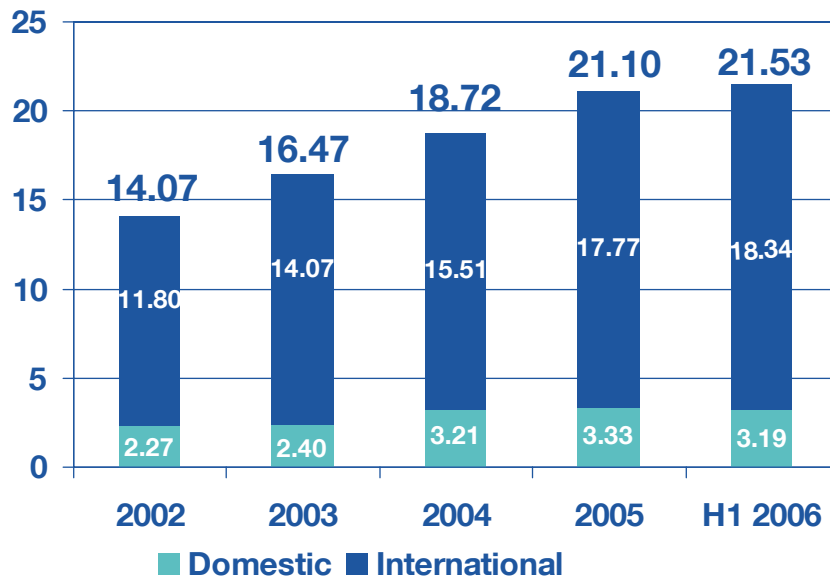
New orders (EUR bn)



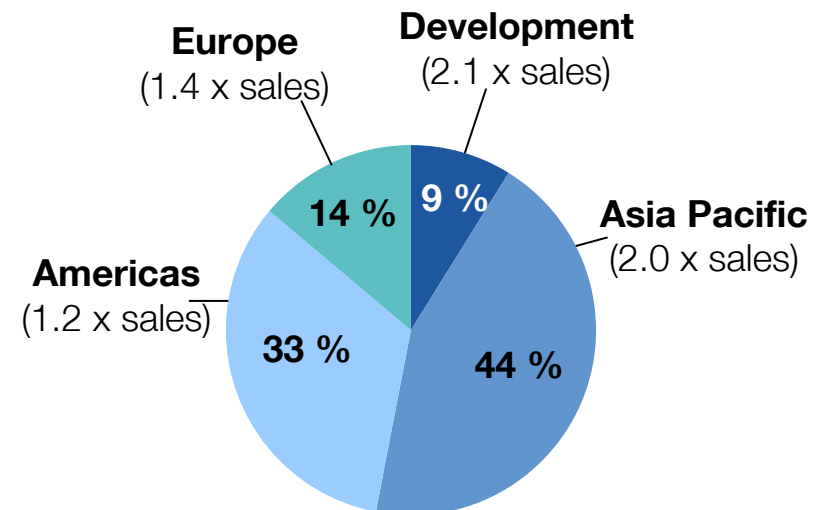
- **New orders: EUR 7.91bn**
taken in under rigorous selection criteria
- **Book-to-bill ratio: 1.11**

...excellent order backlog...

Order backlog (EUR bn)



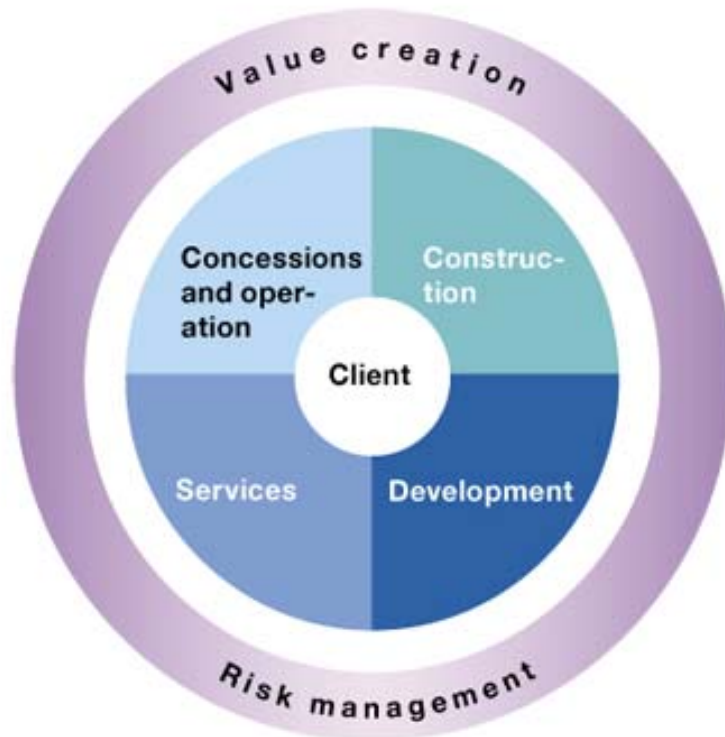
Order backlog/sales 05 (by division)



- **Order backlog end H1 06: EUR 21.53bn**
...an excellent basis for 06 and beyond

...and future growth in specific market regions...

Central Eastern Europe



- **Holistic service for “new European” clients**

- **Construction:**

- 130% increase in new business to EUR 377m in 1H 2006
- HTE to generate 50% of business abroad - mainly in CEE - by 2008

- **Development / Services:**

- Current focus: e.g. Czech Republic

- **Concessions and operation:**

- PPP infrastructure projects in pipeline

HOCHTIEF Airport

Essentials

- **EBT increased by 27%** (w/o HTAC effect)
- **Strong focus on higher margin non-aviation activities (retail, real estate)**
- **HT airports H1 PAX: 34.8m (+6%)**
- **Increasing low-cost traffic**
- **Update on NPV: EUR 737.4m**
(05: EUR 665.7m)
- **IATA PAX growth prediction until 2009: 5.6% p.a.**
- **EBT 06E: above adjusted 05 figure**

Financials (EUR m)

| Jan-Jun (EUR m) | 2006 | 2005 | % change | FY 2005 |
|---------------------------------|-------------|-------------|--------------|-------------|
| Net income from participations | 21.5 | 23.7 | -9.3 | 54.3 |
| EBITA | 18.3 | 76.4 | -76.0 | 87.0 |
| <i>adjusted for HTAC effect</i> | | <i>24.6</i> | <i>-25.6</i> | <i>35.2</i> |
| EBT | 9.0 | 58.9 | -84.7 | 65.0 |
| <i>adjusted for HTAC effect</i> | | <i>7.1</i> | <i>26.8</i> | <i>13.2</i> |
| Capex | 1.5 | 0.5 | 200.0 | 2.0 |

HOCHTIEF Development

Essentials

- Increase in sales particularly reflects PPP school projects in Germany and UK
- EBT above 05 despite higher PPP bidding costs
- PPP Herrentunnel: appropriate risk provision on paid-in equity
- Update on NPV: EUR 207.9m (05: EUR 207.4m)
- EBT 06E: slightly below 05 mainly due to PPP acquisition costs

Financials (EUR m)

| Jan-Jun (EUR m) | 2006 | 2005 | % change | FY 2005 |
|-----------------|---------|---------|----------|---------|
| New orders | 523.3 | 541.0 | -3.3 | 1,156.5 |
| Order backlog | 2,009.4 | 1,853.7 | 8.4 | 1,934.0 |
| External sales | 421.9 | 363.6 | 16.0 | 924.9 |
| EBITA | 6.9 | 11.3 | -38.9 | 39.7 |
| EBT | 10.1 | 9.6 | 5.2 | 38.6 |
| EBT margin (%) | 2.4 | 2.6 | -7.7 | 4.2 |
| Capex | 10.4 | 25.1 | -58.6 | 51.5 |
| Net assets | 776.2 | 947.1 | -18.0 | 768.7 |

HOCHTIEF Construction Services Americas

Essentials

- **Increased order intake despite selection of high-quality contracts**
- **EBT +6% in spite of strong increases in material and energy prices**
- **Addressable market continuing to grow**
- **Improved return profile of order book makes us confident to reach long-term EBT margin target > 1.5%**
- **EBT 06E: slightly above 05**

Financials (EUR m)

| Jan-Jun (EUR m) | 2006 | 2005 | % change | FY 2005 |
|-----------------|----------------|---------|----------|---------|
| New orders | 3,633.1 | 3,001.2 | 21.1 | 6,308.6 |
| Order backlog | 7,354.8 | 6,805.7 | 8.1 | 6,901.7 |
| External sales | 3,036.4 | 2,628.8 | 15.5 | 5,934.2 |
| EBITA | 27.3 | 27.8 | -1.8 | 54.1 |
| EBT | 22.7 | 21.4 | 6.1 | 39.5 |
| EBT margin (%) | 0.7 | 0.8 | -12.5 | 0.7 |
| Capex | 9.5 | 8.8 | 8.0 | 16.9 |
| Net assets | 305.3 | 308.2 | -0.9 | 314.7 |

HOCHTIEF Construction Services Asia Pacific

Essentials

- Sales development reflects continuously positive trend
- Outstanding earnings results mainly achieved through big-volume infrastructure and contract mining projects
- Lease agreement paves the way for further growth in contract mining
- Business outlook remains promising
- EBT 06E: significant increase compared with 05

Financials (EUR m)

| Jan-Jun (EUR m) | 2006 | 2005 | % change | FY 2005 |
|-----------------|----------------|---------|----------|---------|
| New orders | 2,593.2 | 2,048.9 | 26.6 | 5,248.0 |
| Order backlog | 9,195.0 | 9,252.6 | -0.6 | 9,274.9 |
| External sales | 2,750.6 | 2,078.8 | 32.3 | 4,577.9 |
| EBITA | 136.8 | 95.8 | 42.8 | 220.1 |
| EBT | 122.0 | 85.3 | 43.0 | 203.3 |
| EBT margin (%) | 4.4 | 4.1 | 7.3 | 4.4 |
| Capex | 431.0 | 283.2 | 52.2 | 464.5 |
| Net assets | 938.7 | 723.6 | 29.7 | 837.8 |

HOCHTIEF Construction Services Europe

Essentials

- **External sales: lag caused by bad weather conditions in Q1 not yet fully regained**
- **EBT below last year's results due to lower financial results (CTA)**
- **Successful projects in Austria confirm strategic focus on this region**
- **Continued development of innovative concepts (e.g. secuplex security concept for terrorist attacks)**
- **EBT 06E: on adjusted previous year's figure (EUR 35.2m)**

Financials (EUR m)

| Jan-Jun (EUR m) | 2006 | 2005 | % change | FY 2005 |
|-----------------|----------------|---------|----------|---------|
| New orders | 1,101.7 | 957.4 | 15.1 | 2,780.6 |
| Order backlog | 2,966.7 | 2,462.9 | 20.5 | 2,985.0 |
| External sales | 865.1 | 970.5 | -10.9 | 2,109.7 |
| EBITA | 2.7 | 2.1 | 28.6 | 28.0 |
| EBT | 8.6 | 11.9 | -27.7 | 42.3 |
| EBT margin (%) | 1.0 | 1.2 | -16.7 | 2.0 |
| Capex | 11.7 | 13.5 | -13.3 | 29.2 |
| Net assets | 448.0 | 479.8 | -6.6 | 444.2 |

...with future growth in specific activities...

Concessions and operation

HOCHTIEF Concession Projects - Portfolio as of 06/2006 - Forecast (EUR m)

| Status: Financial Close | Committed Capital | Paid-in Capital | NPV of anticipated Cash Flows | NPV as of 31.12.2005 | Difference due to | |
|-----------------------------------|----------------------|--------------------|-------------------------------------|----------------------------|------------------------|--------------------|
| | | | | | Growth of Portfolio | Growth of Value |
| Airports | 410.2 | 408.8 | 737.4 | 665.7 | 0.0 | 71.7 |
| Tollroads, Public Buildings | 115.5 | 104.0 | 207.9 | 207.4 | 6.0 | -5.5 |
| Total | 525.7 | 512.8 | 945.3 | 873.1 | 6.0 | 66.2 |

Discount rate: Airports: 13%; Toll roads, Public Buildings: 11.9%

- **Target return**

- on capital: >14% IRR
- on PPP construction / FM contracts: higher than on stand-alone contracts

- **Projects included:**

- Airports: Athens, Düsseldorf, Hamburg, Sydney, Tirana
- Tollroads: Herrentunnel, VNE
- Public Buildings: Cork, Gladbeck, Köln, Leverkusen, Manchester, North Ayrshire

- **Pipeline:**

- Preferred Bidder projects: 2
- Tender phase: 3 public building and 5 toll road projects

Consolidated Group figures

| Jan-Jun (EUR m) | 2006 | 2005 | % Change | FY 2005 |
|---|---------|---------|-------------|------------|
| Sales | 7,134.7 | 6,091.3 | 17.1 | 13,653.2 |
| Other operating income | 52.9 | 148.5 | -64.4 | 274.4 |
| Other operating expenses | -422.7 | -367.1 | 15.2 | -777.7 |
| Net income from equity-method investments | 14.0 | 13.9 | 1.0 | 38.8 |
| Net income from other participating interests | 12.5 | 14.8 | -15.3 | 24.6 |
| EBITDA | 307.8 | 306.8 | 0.3 | 652.6 |
| <i>adjusted for HTAC effect</i> | | 286.1 | 7.6 | 600.8 |
| Depreciation | -160.5 | -138.8 | 15.7 | -286.9 |
| EBITA / EBIT | 147.3 | 168.0 | -12.4 | 365.7 |
| <i>adjusted for HTAC effect</i> | | 147.3 | 0.0 | 313.9 |
| Net investment and interest | -3.0 | -14.4 | -79.2 | -22.0 |
| Non-operating earnings | -1.3 | -4.6 | -71.7 | -14.7 |
| EBT | 143.0 | 149.0 | -4.0 | 329.0 |
| <i>adjusted for HTAC effect</i> | | 128.3 | 11.5 | 277.2 |
| Income taxes | -61.8 | -69.3 | -10.7 | 177.7 |
| EAT | 81.2 | 79.7 | 1.8 | 151.3 |
| <i>adjusted for HTAC effect</i> | | 59.0 | 37.5 | 99.5 |
| of which: Consolidated net profit | 29.8 | 44.4 | -32.9 | 62.8 |
| <i>adjusted for HTAC effect</i> | | 23.7 | 25.7 | 11.0 |
| of which: Minority interest | 51.4 | 35.3 | 45.5 | 88.5 |

- **New orders:** EUR 7.9bn (+20%)
- **Order backlog:** record high EUR 21.53bn (+5.6%)
- **Sales:** growth mainly driven by Asia Pacific and Americas
- **Income taxes:** mainly tax free HTAC effect in 05
- **Minority interests:** strong increase mainly due to increased Australian contribution

Consolidated Group balance sheet (assets)

| (EUR thousand) | 30 Jun 06 | 31 Dec 05 |
|------------------------------------|------------------|------------------|
| Intangible assets | 334,373 | 330,298 |
| PP&E | 660,068 | 682,220 |
| Investment properties | 45,611 | 206,631 |
| Equity-method investments | 723,318 | 718,167 |
| Other financial assets | 262,340 | 194,362 |
| Financial receivables | 27,283 | 28,278 |
| Other receivables and other assets | 115,768 | 110,198 |
| Deferred tax assets | 135,211 | 144,726 |
| Non-current assets | 2,303,972 | 2,414,880 |
| Inventories | 48,429 | 35,333 |
| Financial receivables | 50,232 | 50,697 |
| Trade receivables | 3,436,733 | 3,376,967 |
| Other receivables and other assets | 174,260 | 150,900 |
| Current income tax assets | 24,755 | 42,243 |
| Marketable securities | 963,474 | 963,182 |
| Cash and cash equivalents | 1,006,430 | 1,061,301 |
| Current assets | 5,704,313 | 5,680,623 |
| Assets | 8,008,285 | 8,095,503 |

Non-current assets:

- Investment properties: continued reduction, sale to market (-EUR 161m)

Current assets:

- Trade receivables: increase mainly in Asia Pacific
- Cash/cash equivalents: liquidity outflow due to CTA

Consolidated Group balance sheet (equity and liabilities)

Shareholders' equity:

- Reasons for increase: reported EAT
- Reasons for decrease: dividend payments (EUR 82m) and currency
- Equity ratio: 28.8% (28.3%)

Non-current liabilities:

- Reduction of provisions (CTA)
- Indonesian bond

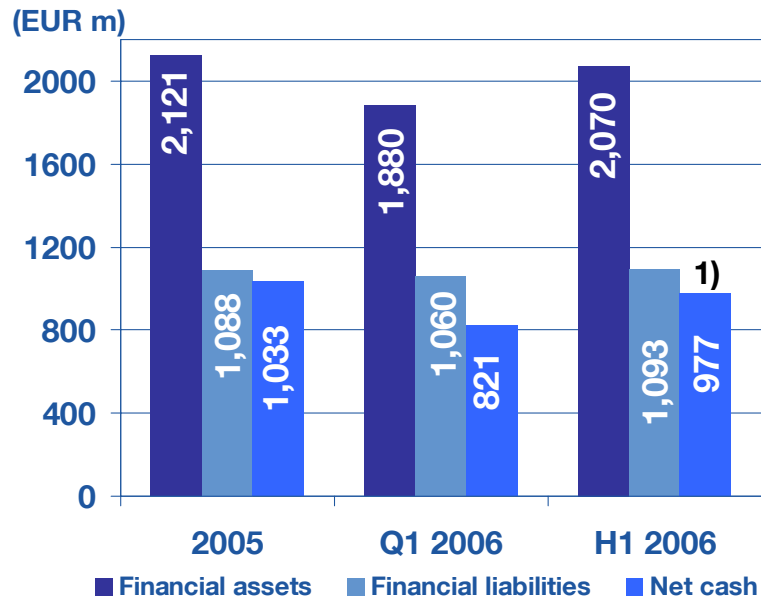
Current liabilities:

- Significant decrease in financial liabilities due to service of debt

| (EUR thousand) | 30 Jun 06 | 31 Dec 05 |
|---|------------------|------------------|
| Attributable to the Group | 1,759,539 | 1,753,084 |
| Minority interest | 547,057 | 537,230 |
| Shareholders' equity | 2,306,596 | 2,290,314 |
| Provisions | 203,079 | 298,556 |
| Financial liabilities | 934,010 | 830,680 |
| Other liabilities | 9,434 | 20,954 |
| Deferred tax liabilities | 92,701 | 88,223 |
| Non-current liabilities | 1,239,224 | 1,238,413 |
| Provisions | 615,206 | 643,474 |
| Financial liabilities | 158,695 | 257,172 |
| Trade payables | 3,461,404 | 3,449,977 |
| Other liabilities | 225,444 | 215,589 |
| Current income tax liabilities | 1,716 | 564 |
| Current liabilities | 4,462,465 | 4,566,776 |
| Liabilities and shareholders' equity | 8,008,285 | 8,095,503 |

Financials

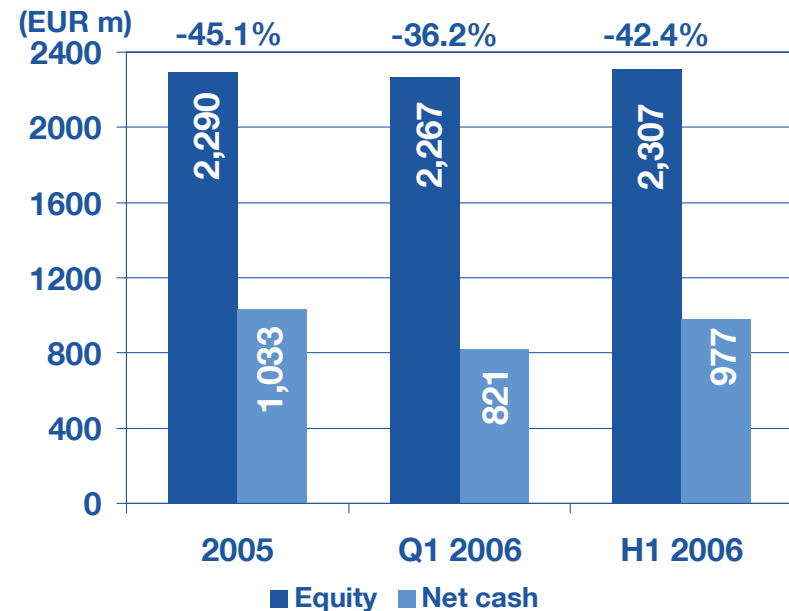
Finance structure:



1) Net cash includes:

- Pension liabilities 28
- Prepayments 319
- Pledged securities 39

Gearing:

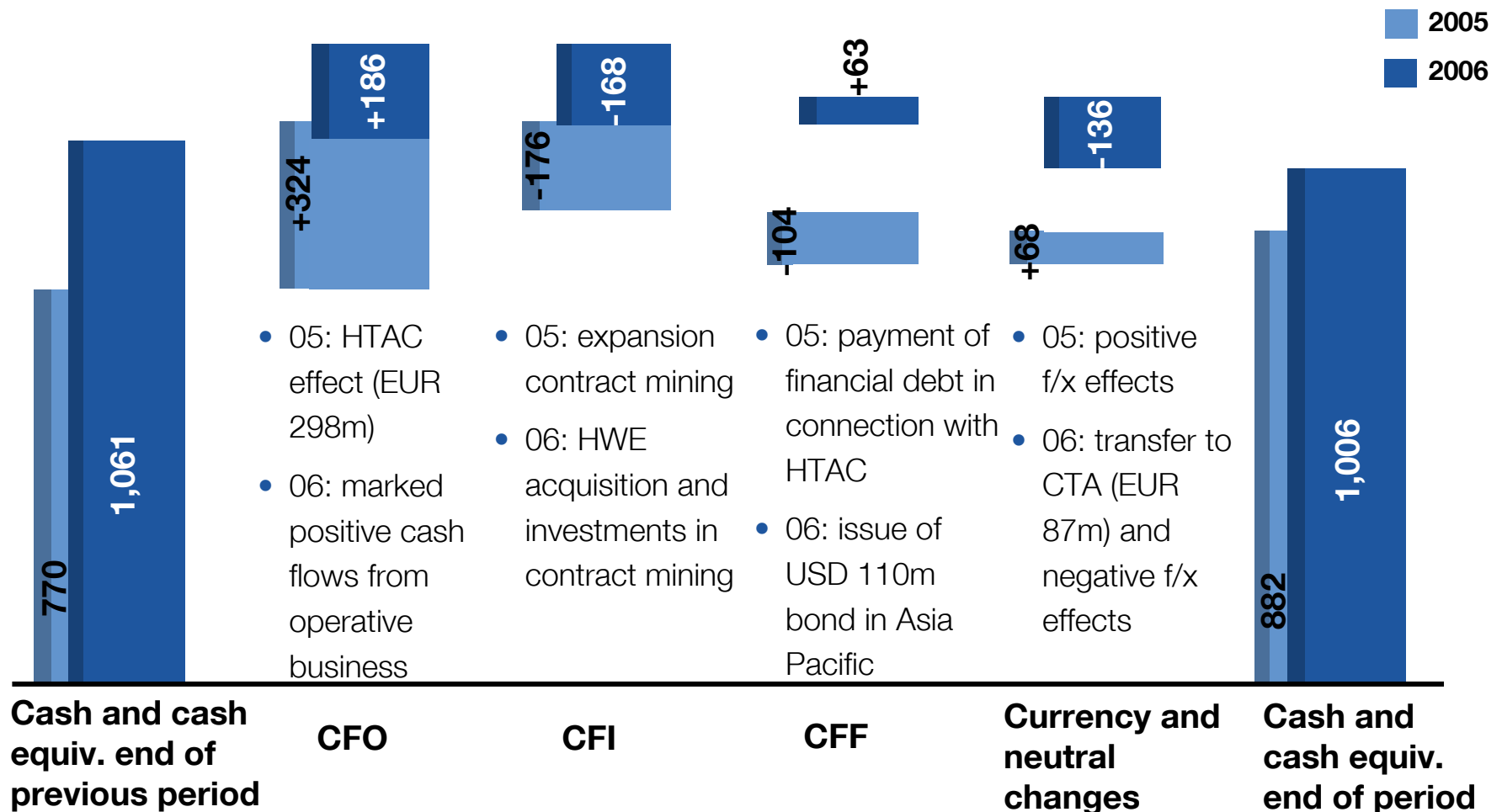


Gearing ratio (net debt / equity):

- HOCHTIEF with positive net cash (= negative net debt)
-> negative gearing
- H1 06: -42.4%

Consolidated Group Cash flow

Jan-Jun (EUR m)



...surrounded by strict sustainability...






inHaus2 – Germany's most innovative real estate property

- **Financing:** **EUR 4.3m HOCHTIEF**
 EUR 3.6m Fraunhofer
- **R&D budget:** **EUR 26m**
- **R&D segments:**
 - Health und Senior-Care
 - Hotels, Event venues, Offices
- **R&D topics, e.g.**
 - Intelligent façade concepts
 - Lower emission construction sites
 - Building materials with chips (construction site, material logistic)
 - Intelligent integrated security systems



...leading us to confirm the positive outlook 2006

Already half way...

| 2005 | | H1 06 | 2006E | | |
|----------------------|-----------------|--------------|------------------------|---|---|
| | as reported | | adjusted ¹⁾ | | |
| Sales | EUR bn 13.65 | | EUR bn 7.13 |  | Min. on previous year's level |
| EBT | EUR m 329 | EUR m 277 | EUR m 143 |  | Above previous year's level (referring to adjusted 05 figure) |
| Net profit | EUR m 63 | | EUR m 30 |  | Significant step towards mid-term target of EUR 100m |
| New orders | EUR bn 15.60 | | 7.91 bn |  | On previous year's level |
| Order backlog | EUR bn 21.10 | | 21.53 bn |  | On previous year's level but with further improving return profile |

1) adjusted for HTAC effect (EUR 52m)

Disclaimer

“Certain of the statements contained herein may be statements of future expectations and other forward-looking statements that are based on management’s current views and assumptions and involve known and unknown risks and uncertainties that could cause actual results, performance or events to differ materially from those expressed or implied in such statements. In addition to statements that are forward-looking by reason of context, the words “may,” “will,” “should,” “expect,” “plan,” “intend,” “anticipate,” “believe,” “estimate,” “predict,” “potential,” or “continue” and similar expressions identify forward-looking statements. Actual results, performance or events may differ materially from those in such statements.

The Company assumes no obligation to update any forward-looking statement.”

Financial calendar and IR contact

| | |
|------------------|---|
| 14 Nov 06 | Q3 results 2006 and Conference Call |
| 22 Mar 07 | Full year results 2006 and Analysts' and Investors' Conference |
| 09 May 07 | General Shareholders' Meeting |
| 15 May 07 | Q1 results 2007 and Conference Call |

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