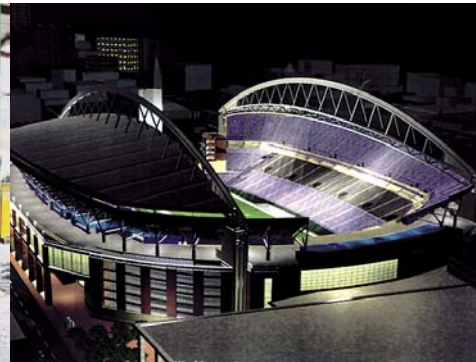




HOCHTIEF



**London Sell-Side Roadshow
9 July 2002**

HOCHTIEF

contractor based in Germany - but not a German contractor

- **Most international contractor world-wide**
- **Expanding service activities**
- **Leanest construction organization among all listed competitors within the German market**
- **Leading Project Developer and Facility Manager**
- **One of the largest Mining Contractors**
- **An important telecommunication and traffic infrastructure player**
- **One of the leading Airport Managers**

An international leader

1. INTERNATIONAL CONSTRUCTION MARKETS AND ITS MAJOR PLAYERS (Global Work Done)

RANK	FIRM
1	Vinci, France
2	Taisei Corp., Japan
3	Bouygues, France
4	Bechtel, U.S.A.
5	HOCHTIEF

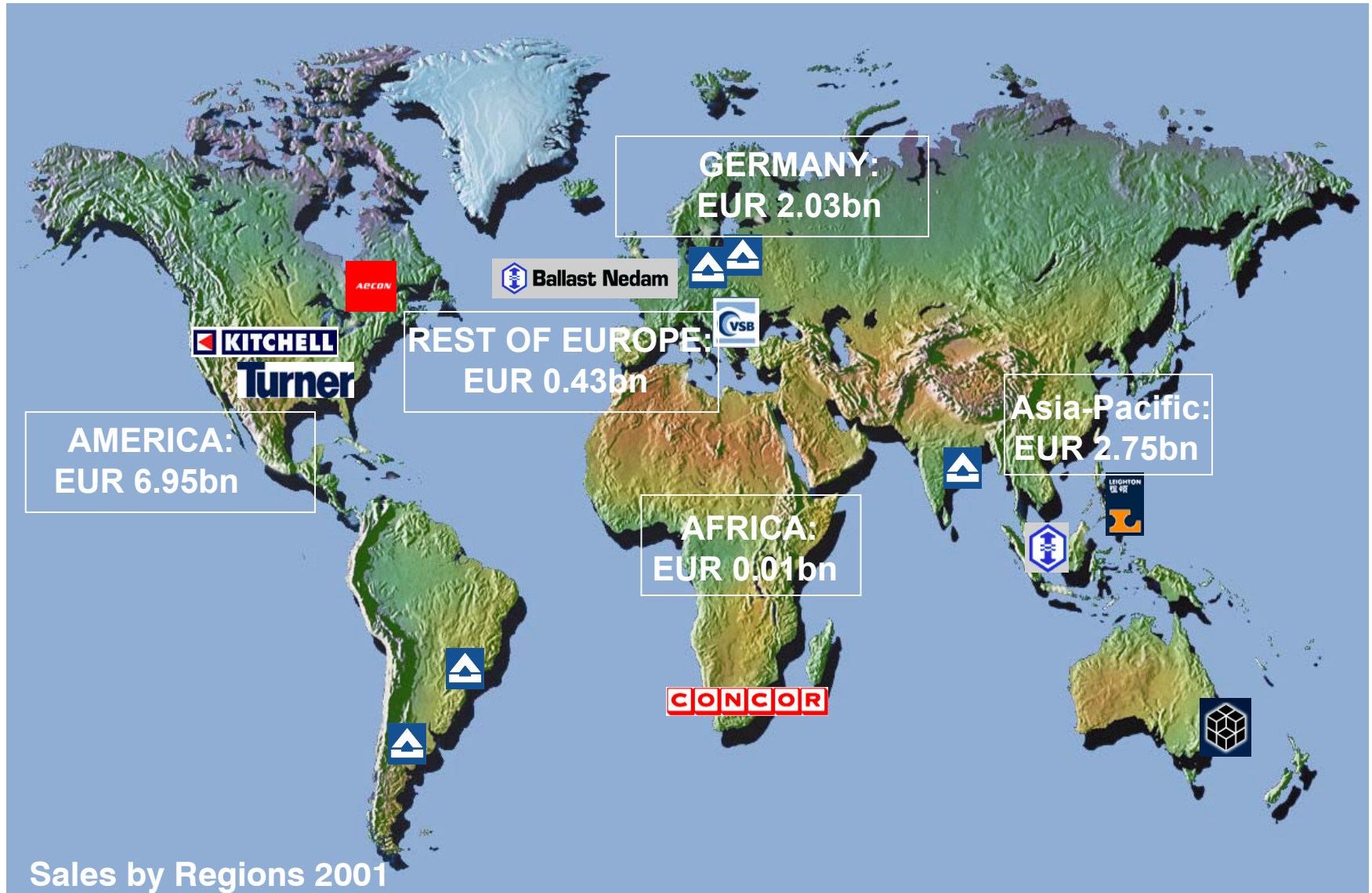
2. WORLD'S MOST INTERNATIONAL CONSTRUCTION GROUPS (International Work Done)

RANK	FIRM	INTL	2000	
			REVENUE	NEW CONTRACTS
1	HOCHTIEF	9,107.0	12,033.0	13,095.0
2	Skanska AB, Sweden	8,640.0	10,808.0	13,868.0
3	Bechtel Group Inc., U.S.A.	6,811.0	12,390.0	13,276.0
4	Vinci, France	6,324.0	16,126.0	16,549.0
5	Bouygues, Guyancourt, France	5,664.0	12,656.0	13,724.0



Source: ENR 2001: Top 225 International Contractors 2000

HOCHTIEF Group



HOCHTIEF AG (Holding)

Construction AG		Americas	Asia Pacific	HTI	Airport	Development
Building Germany	HOCHTIEF UK United Kingdom	Turner USA	Leighton Holding Australia	Ballast Nedam Netherlands	Athens International Airport	HOCHTIEF Project Development
Civil Germany & International	HOCHTIEF Lux. Luxembourg	Kitchell USA	Leighton Contractors Australia	HOCHTIEF Polska	Airport Partners Düsseldorf	HOCHTIEF Facility Management
	Durst Bau Austria	AECOM Canada	Leighton Properties Australia	HOCHTIEF CZ / VSB	Hamburg Airport Partners	Debausie Real Estate Management
	STREIF Logistics	HOCHTIEF do Brasil	Thiess Australia	Concor South Africa	Sydney Airport	
		HOCHTIEF Construcciones Argentina	John Holland Australia			
			Leighton Asia Hong Kong			

2001 Highlights: Positioned for Further Growth

- **Restructuring of loss making domestic construction business**
- **Focus on profitable regions and service businesses continues**
 - **Position in North America strengthens**
 - **Full consolidation of Leighton Holdings**
 - **HT Airport one of the world's leading airport management groups**
 - **HT Development plays a leading role amongst German project developers; successful expansion into Eastern Europe**
 - **Profitable mining and telecoms infrastructure business through Leighton**
- **Shift in Group risk profile**
 - **Services activities contribute already 15% to Group work done (HTC - Building: 9%)**
 - **Turner (lower risk construction contracts): >55% Group work done**

Action taken for future profitability



Strategic outlook

Reorganizing European construction activities

- Consolidation of HT Construction business
 - Integration of European units into HT Construction AG
 - Strict risk management processes
 - New contract structures
-

Expansion in existing profitable businesses

- Organic growth of Turner (U.S.A.) and Leighton (Australia/Asia Pacific)
 - Internationalisation of HTD (Real Estate/FM)
 - Continued development of sector specific Facility Management products/services
 - Growth in worldwide PPP sector presence
-

Maintain lead in innovation and expand new businesses

- Airport Consulting services
 - Creation of construction sector e-Business platform
-

Global Networking

- Leverage potential synergies across the Group's global network
 - Enlarge repeat client base through Key Account Management
 - International Management Committee
-

2002 developments to date

- **RWE re-organized its direct and indirect stake in HOCHTIEF
→ deconsolidation beginning FY 2002**
- **Sale of Monachia Grundstücks AG realizing profits of EUR 157m**
- **Increase Hamburg airport stake by 4% up to 40%**
- **HOCHTIEF Facility Management moved into the Hungarian market managing more than 800 buildings**
- **Major contract for Leighton Asia in Hongkong, volume EUR 124m**
- **Turner celebrates its 100th anniversary**

Promising start in the first quarter

- New orders up 20.8 percent
- Order backlog up 14.5 percent
- Sales top EUR 3 billion
- Strong increase in Group operating earnings and net income

First quarter gives optimistic outlook for fiscal year 2002

Positive results across the Group

(EUR m)	Q1 2001	Q1 2002	Change %
New Orders	3,588	4,334	+21
Work done	3,026	3,119	+3
Sales	2,738	3,028	+11
Operating earnings	10.4	63.9	n/a
Operating margin (%)	0.38	2.11	n/a
EBITDA	41.9	146.2	+249
EBITDA margin (%)	1.5	4.8	+220
Net income	4	75	n/a
Earnings per share	0.07	1.18	n/a
Capex	99	114	+15
Cash flow	14	123	n/a

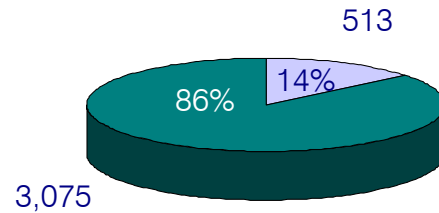
- **New orders increase mainly due to strong business at Turner (+ EUR 611m) and Leighton (+ EUR 305m)**
- **Growth in sales for all divisions except Construction**
- **Operating earnings include EUR 57m net effect of Monachia sale**
- **Group EBITDA driven by**
 - **Development (+ EUR 56m)**
 - **Asia Pacific (+ EUR 27m)**
 - **Construction (+ EUR 15m)**
- **Monachia effect (EUR 57m) and Leighton business (EUR 69m) boost high cash flow**

New orders and work done by region

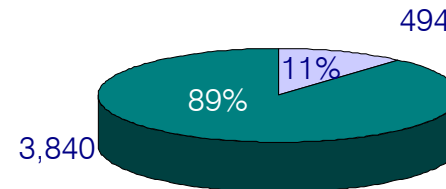
(EUR m)

Q1 2001* (EUR 3,588 m)

New orders

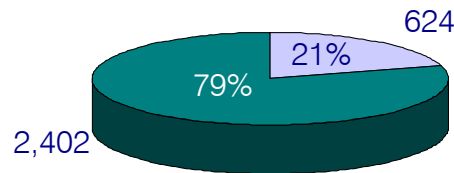


Q1 2002 (EUR 4,334 m)

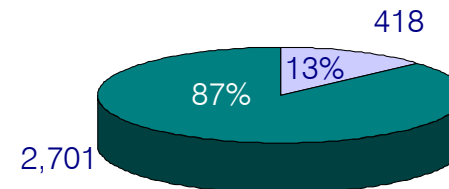


Q1 2001* (EUR 3,026 m)

Work done



Q1 2002 (EUR 3,119 m)

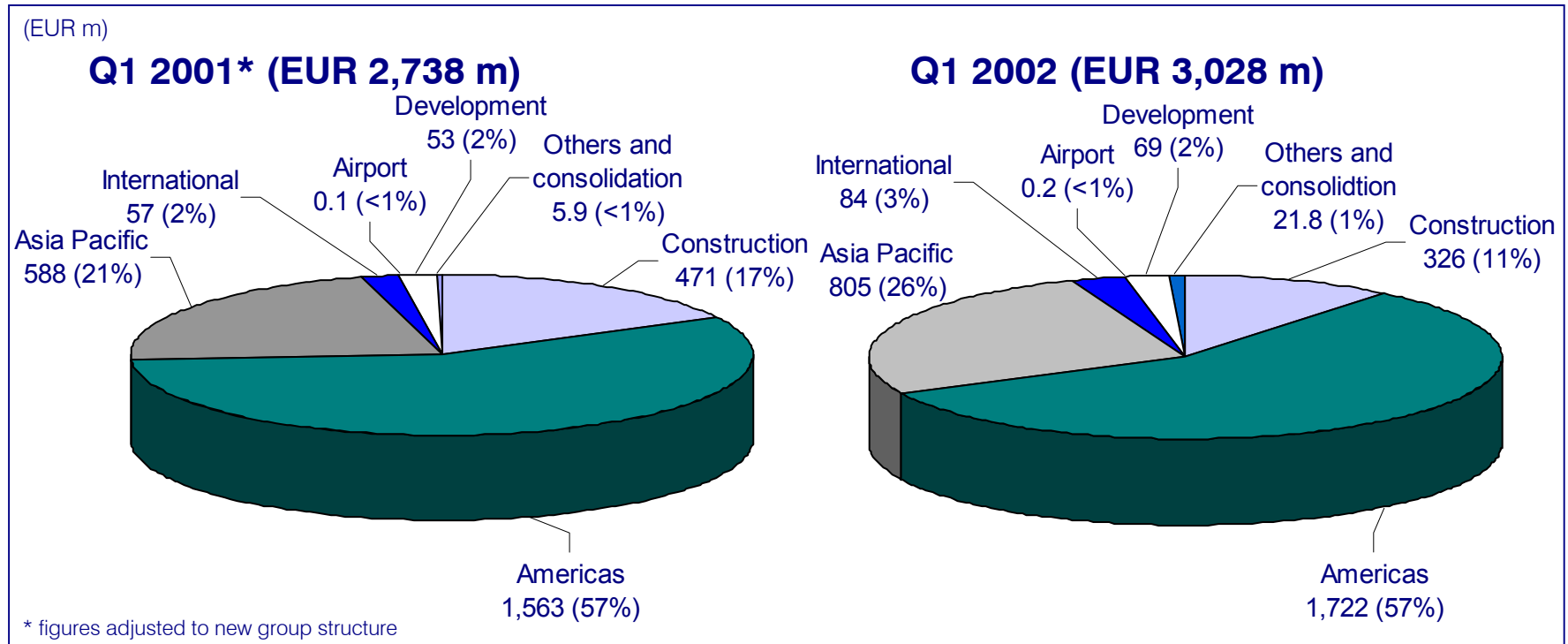


 domestic
 international

* figures adjusted to new group structure

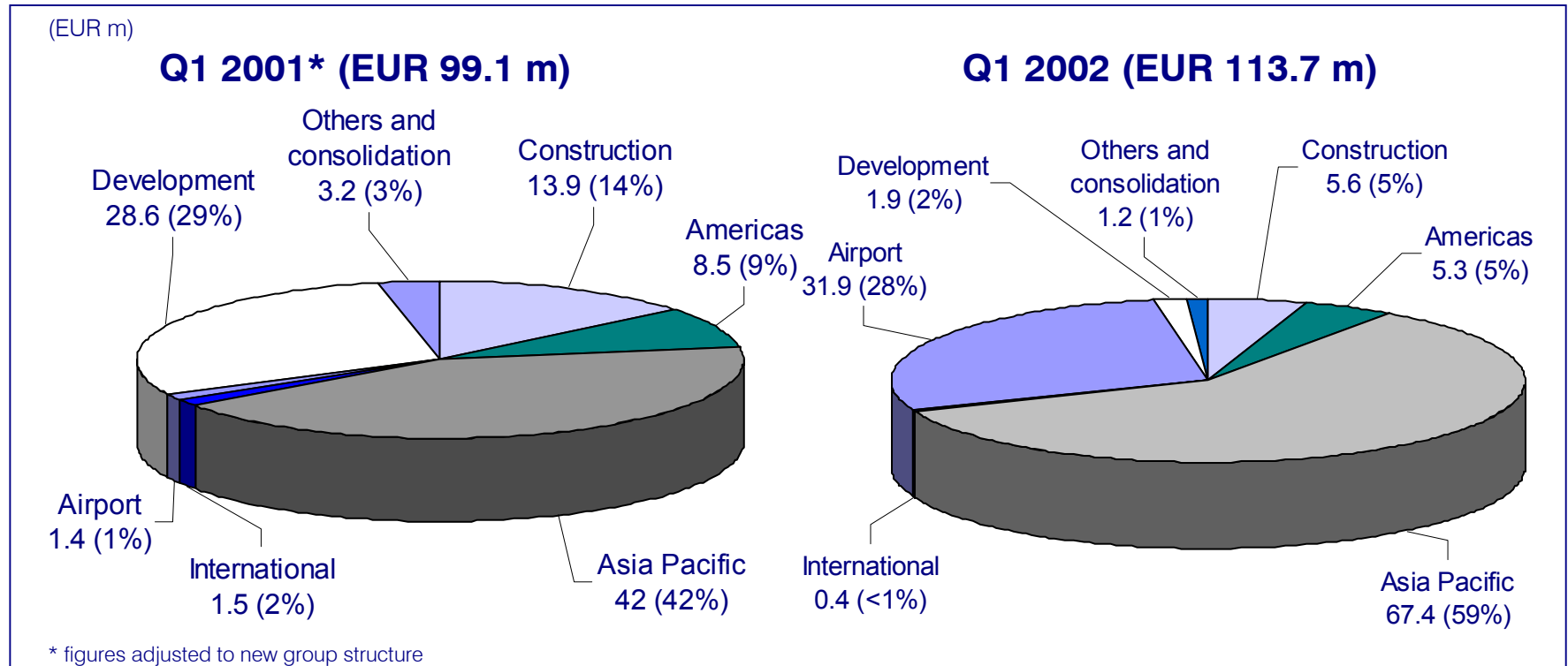
- **Strong commitment to international business to protect the Group from the severe decline of the German construction sector**

Sales by division



- **Construction sales down to the planned level in accordance with the restructuring programme, e.g. through selective order intake, contract review committee, credit check**
- **Americas again driven by exceptional success of Turner**
- **All divisions of Leighton contributing to the significant increase within Asia Pacific**
- **Restructuring of European subsidiaries in International under way, e.g. workforce cuts in Polska, extra provisions for international activities at Ballast Nedam**
- **All three operating divisions at Development won attractive orders, developing in line with budget**

CAPEX by division



- **Construction:** decrease in investments due to Streif Baulogistik (shift from equipment buying to leasing)
- **Asia Pacific:** further major investments in heavy mining equipment
- **Airport:** stake increase in Hamburg Airport from 36 percent to 40 percent (EUR 31 m)
- **Development:** less investments than in Q1 2001 because last year figures include Gruga Park Office (EUR 23 m)
- **More than 60 percent of total CAPEX in international business**

HOCHTIEF Construction: Major improvements in Q1 2002

(EUR m)	Q1 2001	Q1 2002	Change%
New Orders	429	510	+19
Work done	616	409	-34
Sales	471	326	-31
Operating earnings	-35	-19	+46
Operating margin (%)	-7.4	-5.8	n/a
EBITDA	-28.9	-14.2	+51
EBITDA margin (%)	-6.1	-4.3	n/a
Net income	-36.1	-10	n/a
Capex	13.9	5.6	-60
Employees	11,867	10,249	-14

- **Work done and sales down as planned**
- **Restructuring showing first results**
 - **cut workforce**
 - **scale down capacity**
 - **losses 46 percent down compared to last year period - in line with 2002 budget**
- **Operating earnings still negative, but**
 - **improvements stem from operating business**
 - **burdens resulting from over capacity**
- **Focus on regions and segments paying off**
 - **Mönchengladbach stadium (EUR 67m)**
 - **Dortmunder Westfalen stadium (EUR 32m)**
 - **Gotthard Basis tunnel (EUR 270m)**
- **Streif Baulegistik incorporated, 1st Jan. 2002**

On course for ongoing improvement in year end results

HOCHTIEF Americas: Excellent start in Q1 2002

(EUR m)	Q1 2001	Q1 2002	Change%	
New Orders	2,287	2,919	+28	<ul style="list-style-type: none"> • Division now incorporates U.S., Canadian, Brazilian, and Argentinean businesses • Healthy new orders being placed within all U.S. American operations – 3 major contracts totaled EUR 500m • Increase in operating earnings reflects outstanding development of Turner • EBITDA: higher volume and margins on contracts secured at Turner • Losses half to previous year period at Aecon (total: USD 1m)
Work done	1,706	1,847	+8	
Sales	1,563	1,722	+10	
Operating earnings	17	26	+53	
Operating margin (%)	1.1	1.5	+36	
EBITDA	21	30	+43	
EBITDA margin (%)	1.3	1.7	+31	
Net income	2.2	8.2	+273	
CAPEX	8.5	5.3	-38	
Employees	7,012	6,919	-1	

Optimistic to continue path of growth

HOCHTIEF Asia Pacific: Growth region continued high earnings

(EUR m)	Q1 2001	Q1 2002	Change%	
New Orders	148	454	+206	<ul style="list-style-type: none"> • New orders, strong increase <ul style="list-style-type: none"> – Leighton Asia (EUR 140m) – John Holland Group railtrack extension (EUR 90m)
Work done	277	388	+40	
Sales	589	805	+37	
Operating earnings	34	35	+3	<ul style="list-style-type: none"> • Operating earnings more than doubled because of one-off earnings of EUR 18m (effect results from change of consolidation in 2001)
Operating margin (%)	5.8	4.3	-26	
EBITDA	54	81	+50	<ul style="list-style-type: none"> • Division is greatest overall contributor to Group sales and operating earnings
EBITDA margin (%)	9.1	10	+10	
Net income	23.8	12.1	-49	<ul style="list-style-type: none"> • Mining investments about 50 percent of total CAPEX
CAPEX	42	67.4	+60	
Employees	6,274	7,631	+22	<ul style="list-style-type: none"> • Ongoing strong increase in new orders, e.g. AMC-contract, order volume EUR 600m (May 2002)

Asia Pacific well positioned for further growth

HOCHTIEF International: Organizational changes

(EUR m)	Q1 2001	Q1 2002	Change%
New orders	512	294	-43
Work done	343	383	+12
Sales	57	84	+47
Operating earnings	-2	-26	n/a
Operating margin (%)	-3.4	-30.6	n/a
EBITDA	-2.5	0.4	n/a
EBITDA margin (%)	-4.4	0.5	n/a
Net income	-3.7	-25.7	n/a
CAPEX	1.5	0.4	-73
Employees	10,712	9,211	-14

- **New orders down because of weak construction business in Poland**
- **Operating earnings influenced by negative results of Ballast Nedam in 2001 of EUR 25m (HOCHTIEF's stake)**
- **Accelerated restructuring of international business at Ballast Nedam and start of cost saving program**
- **VSB well positioned among the top 5 in Czech republic, positive development to be continued in 2002**
- **Polska business restructuring program in plan, expected to improve results within 2002**
- **Ballast Nedam dredging JV world-wide second, sales > EUR 600m p.a.**

Portfolio optimization still in process

HOCHTIEF Airport: Solid platform for future growth

(EUR m)	Q1 2001	Q1 2002	Change%
New orders	6	2	-67
Work done	6	2	-67
Sales	0.1	0.2	+100
Operating earnings	5	0.5	-90
Operating margin (%)	n/a	n/a	n/a
EBITDA	5.0	0	n/a
EBITDA margin (%)	n/a	n/a	n/a
Net income	0	-4.1	n/a
CAPEX	1.4	31.9	n/a
Employees	60	58	-3

- **Athens International Airport already a success story**
- **“D-Check” cost optimization program at Düsseldorf Airport**
- **HOCHTIEF Airport increases stake to 40 percent from 36 percent in Hamburg Airport (investments of EUR 31 m)**
- **Berlin Airport negotiations reopened in April**
- **Ongoing approach to greater consultancy activities**
 - **acquisition of 49% stake in TLC (Transport and Logistics Consultancy, UK)**
- **Athens, Düsseldorf, Hamburg - brilliant starting position for building network in airport business**
- **Successful bid for Sydney Airport**

Air traffic recovery visible

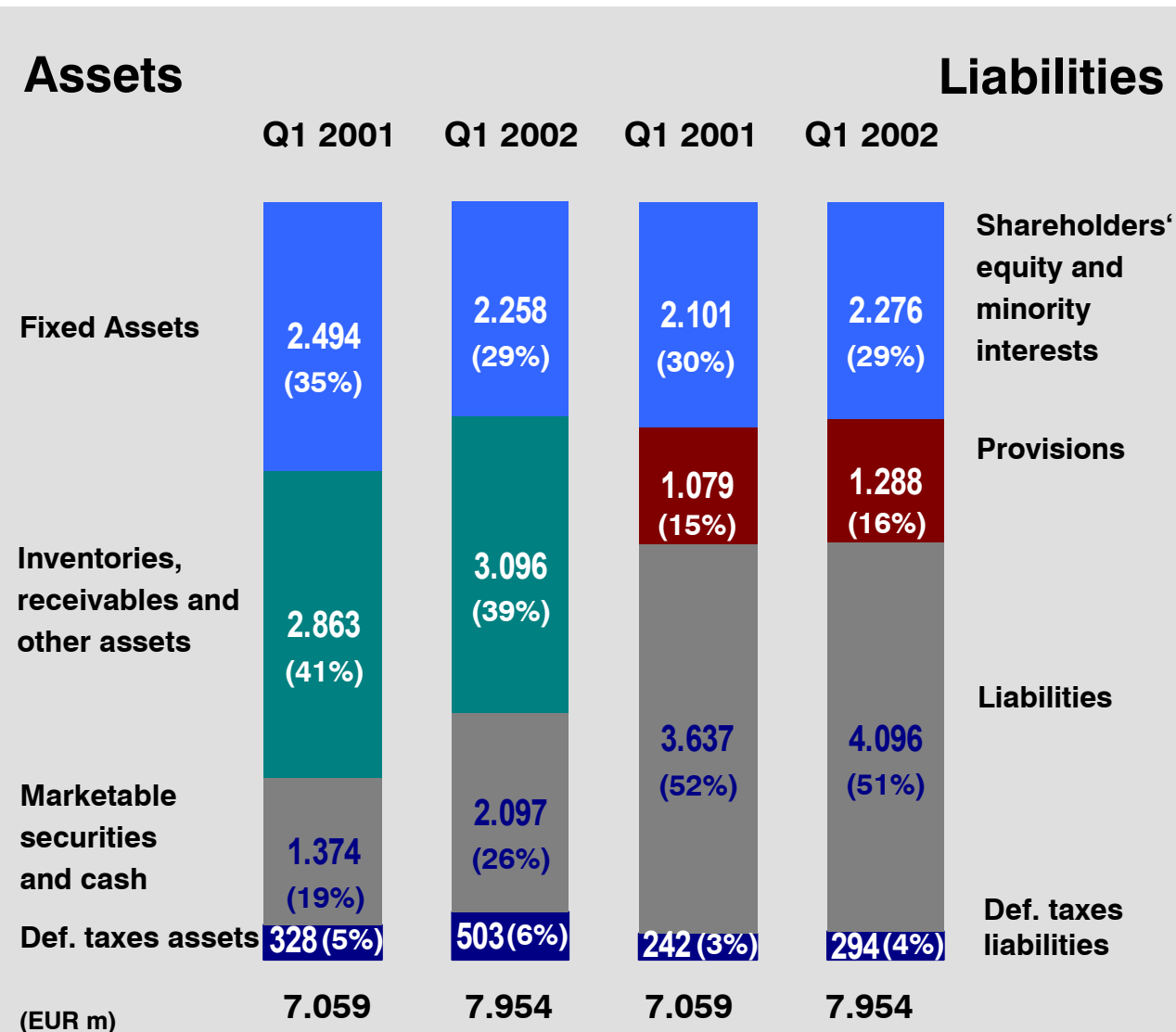
HOCHTIEF Development: Upward trend continues

(EUR m)	Q1 2001	Q1 2002	Change%
New orders	206	156	-24
Work done	78	91	+17
Sales	53	69	+30
Operating earnings	3	58	n/a
Operating margin (%)	5.7	84.0	n/a
EBITDA	5.3	61.1	n/a
EBITDA margin (%)	10.1	88.6	n/a
Net income	-0.2	94	n/a
CAPEX	28.6	1.9	n/a
Employees	581	620	+7

- **Growth continues despite weaker German market trends**
- **At present 37 projects in Germany, Prague and Warsaw (EUR 2bn investment volume)**
- **Division makes significant contribution to operating earnings**
 - net effect of EUR 57m from Monachia sale
- **Facility Management business expanding**
 - enter Hungarian market (800 offices, total order volume EUR 35m for a six year period)
 - trade fair as new market segment
- **Infrastructure development further expanding**
 - German government announced infrastructure privatization program

Foundation built to continue growth story

Consolidated balance sheet



- HOCHTIEF still has a healthy cash and cash equivalents position
- With 29 percent - we have a consistently solid equity ratio
- HOCHTIEF balance structure is stable basis for future activities and growth

Cash flow analysis

(EUR m)	Q1 2001	Q1 2002	
Cash flow	14	123	• Cash flow increase driven by
Net cash used in/provided by operating activities	-134	-3	– Monachia (EUR 57m)
Net cash used in investing activities	38	-3	– Leighton (EUR 69m)
Net cash provided by financing activities	-21	-198	• Financing activities influenced by pay back of bank loans
Net change in cash and cash equivalents	-117	-204	
Cash and cash equivalents at end of period	554	673	

Expectations for 2002 - looking ahead in confidence

- **Given early stage of the year we are expecting**
 - further improvements in work done
 - overall result to show improvements on last year
- **Construction losses will be significantly down on last year, break-even targeted for 2003**

- **We are excellently positioned to further strengthen our leading international position and to manage upcoming challenges**
- **We are already an international provider of construction services with a world-wide network and we will continue to follow this path**
- **We have laid the foundation to return to our former business strength**
- **We have the potential to continue our success: strongly motivated employees**

Back up

Group objectives targets

- Become a Top 3 global construction Group by work done
- Maintain position as “most international” construction/services company
- Continuing focus on profitable services businesses
- Returning the German building construction business to profitability in 2002/3 -- and keeping it profitable
- Further streamline existing businesses and adding new profitable businesses

Group objectives already achieved

- Most international construction group world-wide
- #1 position in Germany (HTC)
- #1 position in the U.S. (Turner)
- #1 position in Australia/Asia Pacific (Leighton)
- One of the worlds leading Airport Manager (HTA)
- #1 Developer in Germany (HTD)

HT Construction: Consolidation in a still difficult environment

- The German construction sector is cyclical, still has overcapacities, has low growth prospects and low margins
 - typically up to 4%
- The German building business has seen a steady decline in output, and is expected to continue shrinking in 2002
- In civil engineering the decline will be less severe
- HOCHTIEF is by far the market leader in Germany and is well positioned for an upturn

Construction: Comprehensive restructuring programme

**Radical restructuring
programme
established**

**AIM: Return to
profitability in 2003**

**Priority is and will be
PROFITABILITY**

- **Foundation of HOCHTIEF Construction AG**
- **Cut workforce by 1,540 personnel in 2001,
Cut workforce expected by 300 personnel in 2002**
- **Cost reduction of EUR 100 million per year from 2002**
- **Overhead reduction of 20 percent by 2001**
- **Significantly improved risk profile -- establishment of
contract review committee**
- **Focus on areas of expertise**
 - high rise (50% of Frankfurt's major projects)
 - hotels
 - shopping centres
 - sports/leisure
- **Transfer of "best practice" processes from Turner**
- **Closer working practices with clients -- Key Account Managers**

Risk reduction: tighter controls

- **Within the construction sector there are major risks associated with projects**
 - **Calculation risks**
 - **Financial risks**
 - **Legal risks**
 - **Project management risks**
- **HOCHTIEF Construction has therefore created a central Contract Review Committee**
 - **pre-committee prepares each bid case in detail**
 - **Monday meetings involving all board members and other HOCHTIEF professionals (e.g. lawyers, technical experts)**
 - **all potential risks considered, analysed and assessed**
 - **final decision and approval lies with the Committee**



Should lead to pricing power if competitors adopt similar practices

For further information, please contact:

HOCHTIEF Aktiengesellschaft

Investor Relations

Opernplatz 2

45128 Essen

Germany

Tel.: +49 201 824-1833

Fax: +49 201 824-2750

investor-relations@hochtief.de