

Analysts' and Investors' Conference

Half year results 2007

14 August 2007



Dr. Herbert Lütkestratkötter, CEO

Dr. Peter Noé, CFO

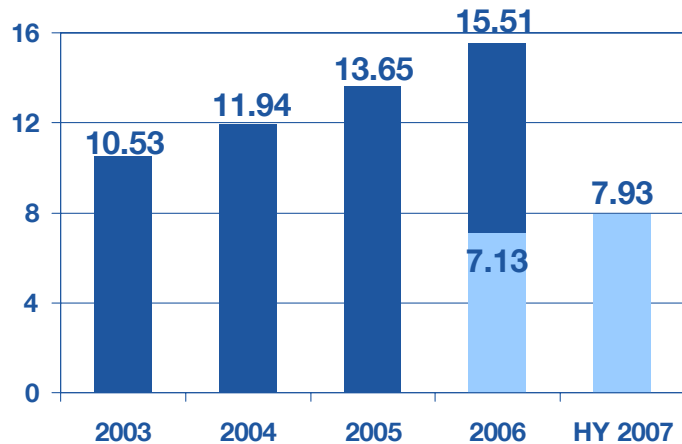
Dr. Burkhard Lohr, Board Member (Accounting, Controlling, Tax)

Highlights first half 2007...

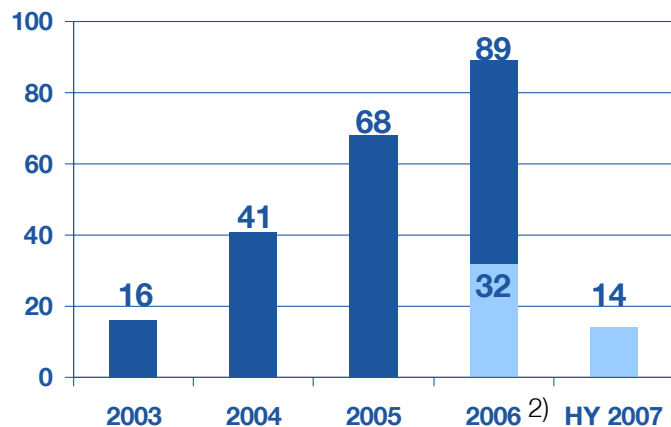
- **HOCHTIEF continues successful track: EBT EUR 181.8m (+25%)**
- **HOCHTIEF Europe division losses reported in full in second quarter results**
- **Strong performance in all other corporate divisions compensates losses in Europe division**
- **Group earnings forecast for 2007 confirmed**
- **Value of concessions portfolio increased to EUR 1.5bn**

...overall strong business performance...

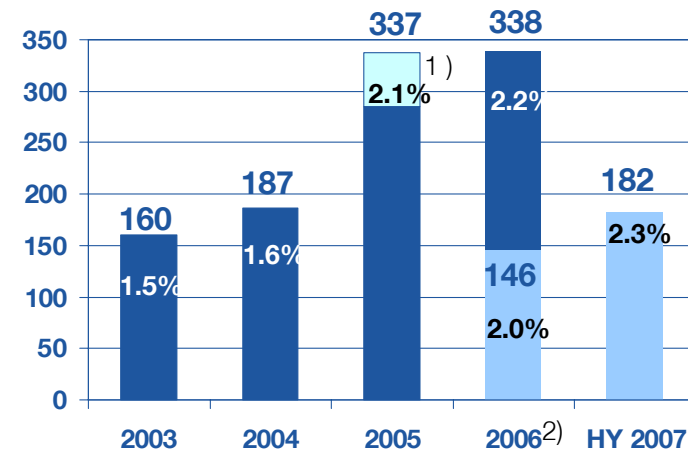
Sales (EUR bn)



Net profit (EUR m)



EBT (EUR m) / EBT margin (%)



HY 07

- **Sales:** +11.2%
- **EBT:** +24.7%
- **EBT margin:** +15.0%
- **Net profit:** -56.3%³⁾

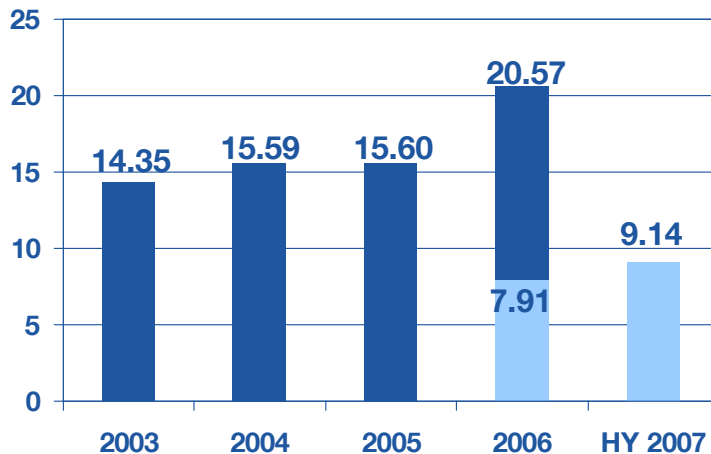
1) EUR 52m HTAC net effect

2) Restated

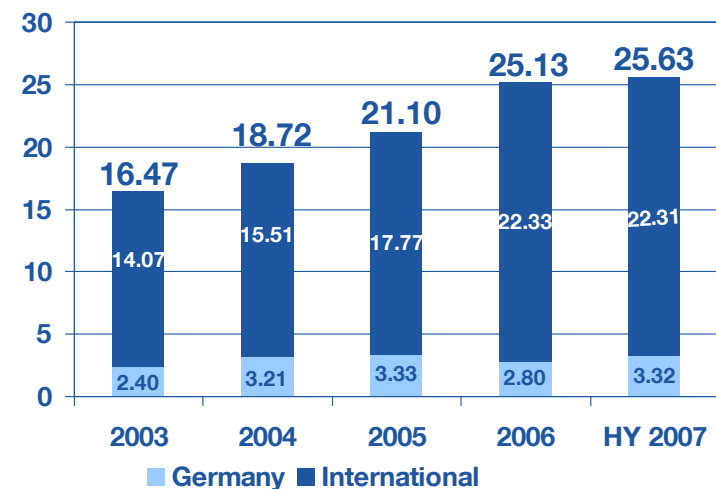
3) Due to increased minorities

...growth in volume...another very strong order backlog...

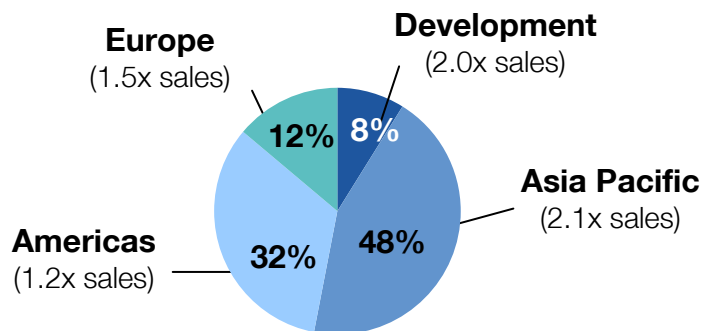
New orders (EUR bn)



Order backlog (EUR bn)



Order backlog/sales 2006 (by division)



- **New orders (HY 07): EUR 9.14bn (+15.5%)**
- **Order backlog (HY 07): EUR 25.63bn, visibility approx. 1½ years**
... an excellent basis for 07 and beyond

...value added through...

Sustainability and innovations

Sustainable construction

- HOCHTIEF founding member of German Sustainable Building Council under the umbrella of the World Green Building Council
- Non-profit organization certifies buildings, focusing not just on construction process but on the entire life-cycle of properties
- In the US, HOCHTIEF is - via Turner - a trail-blazer; Turner, member of the U.S. Green Building Council, realized in the past ten years more than 175 Green building projects

Sustainable personnel policies

- HOCHTIEF received the Hertie Foundation's "Work and Family" certificate
- Family-conscious personnel policies as an important management goal
- HOCHTIEF committed to further measures



Genzyme Corporate Headquarters, Cambridge, MA¹⁾



1) Awarded LEED-NC 2.0 Platinum; special aspects: heliostats, high-tech solar sails follow the sun's progress and conduct daylight directly into the building atrium; exterior walls: double "outer skin"; spacious gardens in the courtyard: high air quality in the entire complex.

HOCHTIEF Airport

Essentials

- HOCHTIEF airports HY 07 PAX: 41.1m (+6.6%); esp. strong in Athens (+10.1%) and Tirana (+22.0%)
- ACI World expected PAX growth p.a. until 2025: +3.9%
- Increase in Sydney Airport stake by 2.77% to 8.13%
- HOCHTIEF Airport consortium acquires 75% (minus one vote) in Budapest Airport
- Airport privatizations to continue

Comments on financials:

- Sales (EUR 22.9m) contains mostly fee from BUD acquisition
- Stake increase SYD leads to slightly higher interest expenses
- Capex: stake increase SYD, BUD acquisition
- NPV increased from EUR 825.2m end 06 to EUR 1,243.7m

Financials

Jan-Jun (EUR m)	2007	2006	% Δ	FY 06
Sales	22.9	0.6	n.a.	3.8
Net income from particip.	53.4	21.5	148.4	65.0
EBITA	69.0	18.3	277.0	52.1
EBT	58.8	9.0	553.3	35.1
Capex	123.8	1.5	n.a.	33.2
Net assets (end of period)	977.6	648.6	50.7	680.1

Outlook

- Selective expansion of portfolio
- EBT 07: significant increase due to positive development of all airports, acquisition of BUD airport, special dividend from refinancing SYD and positive effect at HAM airport (German tax reform)

HOCHTIEF Development

Essentials

- PPP – operating buildings and toll roads – expands market position in UK and opens portfolio to investors (PPP Schools Capital); two new toll road projects in Greece (595km, >EUR 3bn investment volume); new PPP school project in Frankfurt (EUR 260m contract volume)
- Real estate development/Asset Mgmt. – Germany’s leading trader developer (offices, logistics, retail); further expansion into CEE
- Facility Management – leading provider of integrated FM – develops new industry segments (PPP, sports, Property Mgmt.)

Comments on financials:

- New orders: favorable economic climate for property development; new FM and Property Mgmt. contracts
- EBT: increased number of projects under construction and successful sales in project development; healthy development in PPP despite still high acquisition costs

Financials

Jan-Jun (EUR m)	2007	2006	% Δ	FY 06
New orders	744.9	523.3	42.3	1,265.8
Order backlog	2,214.3	2,009.4	10.2	2,017.0
External sales	526.7	421.9	24.8	1,016.7
EBITA	7.0	6.9	1.4	38.8
EBT	11.6	10.1	14.9	45.4
EBT margin	2.2%	2.4%	-8.3	4.5%
Capex	8.0	10.4	-23.1	19.4
Net assets (end of period)	597.9	776.2	-23.0	653.8

Outlook

- Ongoing participation in German and other EU countries’ PPP projects
- Continue systematic internationalization of Real estate development and FM
- EBT 07: increase over 06

HOCHTIEF Development: overview of sub-segments



Schools Offenbach

Financials

Jan-Jun (EUR m)	2007	2006	% Δ	FY 06
PPP Solutions				
External sales	85.1	49.4	72.3	138.6
EBT	-7.3	-7.5	2.7	-6.2
Real estate development & Asset Mgmt.				
External sales	192.8	143.8	34.1	378.4
EBT	10.4	15.2	-31.6	38.0
Facility Management				
External sales	248.8	228.7	8.8	499.7
EBT	7.8	3.6	116.7	15.7

HOCHTIEF Construction Services Americas

Essentials

- Leading general builder in the US, #1 in growth segments healthcare, education and commercial¹⁾
- Increased commitment to the green building market
- Intensified focus on construction-related services (e.g. ViCon, Turner Surety and Insurance Brokering)
- Continuously strong order situation supported by strong market

Comments on financials:

- New orders: high level; adjusted for f/x effects: +EUR 352m (+9.7%)
- EBT: significant increase due to further improvement of operational performance; stronger financial results due to improved liquidity; moreover returning of project guarantee to Aecon

1) Source: McGraw Hill Construction, ENR, The Top 400 Contractors Sourcebook 2006, Oct 06

Financials

Jan-Jun (EUR m)	2007	2006 ¹⁾	% Δ	FY 06
New orders	3,704.9	3,633.1	2.0	8,376.4
Order backlog	8,065.7	7,354.8	9.7	8,110.9
External sales	3,311.4	3,036.4	9.1	6,625.4
EBITA	47.9	27.3	75.5	60.5
EBT	49.4	25.2	96.0	58.8
EBT margin	1.5%	0.8%	87.5	0.9%
Capex	8.9	9.5	-6.3	19.9
Net assets (end of period)	265.6	253.3	4.9	239.3

¹⁾ restated

Outlook

- Expanding into new business areas (high-performance concrete Ducon, green building)
- EBT 07: significantly above 06 due to improved operational results and project guarantee returned to Aecon

HOCHTIEF Construction Services Asia Pacific

Essentials

- Continued growth in infrastructure segment (increased investment in road building, rail network and water utilities)
- High demand for natural resources
- Increased penetration of new growing markets (India, Macao, Gulf)
- Acquisition of 40% of residential developer Devine Ltd.

Comments on financials:

- New orders and order backlog continue to be at high levels underlining strong market and position
- EBT: significant increase in particular due to large construction projects in Australia and contract mining
- Capex: continues to be on high level; HY 06 included HWE mining acquisition

Financials

Jan-Jun (EUR m)	2007	2006	% Δ	FY 06
New orders	3,216.4	2,593.2	24.0	8,362.3
Order backlog	12,132.0	9,195.0	31.9	12,040.0
External sales	3,118.9	2,750.6	13.4	5,733.6
EBITA	218.0	136.8	59.4	277.4
EBT	208.1	122.0	70.6	262.2
EBT margin	6.7%	4.4%	52.3	4.6%
Capex	479.1	431.0	11.2	936.4
Net assets (end of period)	1,234.5	938.7	31.5	1,075.7

Outlook

- Order backlog guarantees good capacity utilization; construction, mining and services remain strong
- EBT 07: another outstanding year; clearly above 06

HOCHTIEF Construction Services Europe

Essentials

- Main focus on European building construction, civil engineering, infrastructure projects
- German market showed unforeseeable strong price increases for subcontractors and materials in 06
- Measures taken to return to profitability
 - All bids to include binding back-to-back agreements with subcontractors and suppliers
 - Price escalation clauses to reduce risk from further price increases
 - Reduction of typical general contractor business
 - Selective order intake and focus on segments with strong margins (real estate development, etc.)

Comments on financials:

- New orders: infrastructure projects in Germany, Czech Republic, Poland and Russia
- Sales: successful development in Poland, Czech Republic
- EBT: expected project losses anticipated through risk provision in Q2 07

Financials

Jan-Jun (EUR m)	2007	2006	% Δ	FY 06
New orders	1,411.4	1,101.7	28.1	2,443.2
Order backlog	3,219.1	2,966.7	8.5	2,966.5
External sales	906.4	865.1	4.8	2,010.8
EBITA	-130.2	2.7	n.a.	-2.7
EBT	-129.9	8.6	n.a.	2.1
EBT margin	n.a.	1.0%	n.a.	0.1%
Capex	9.5	11.7	-18.8	25.8
Net assets (end of period)	371.4	446.6	-16.8	486.5

Outlook

- Continuation of measures in German building construction; expansion in CEE (Russia, etc.)
- Despite ongoing difficulties, expected EBT 07 loss of up to EUR 120m - predicted in Q1 07 - should be met

NPV

Concessions and operation

HOCHTIEF Concession Projects - Portfolio as of 06/2007 - Forecast (EUR m)

	Committed Capital	Paid-in Capital	NPV of anticipated Cash Flows	NPV as of 31.12.2006	Difference due to Growth of Portfolio	Growth of Value
Airports	747.2	747.2	1,243.7	825.2	416.9	1.6
Tollroads	118.1	101.9	213.6	201.5	0.0	12.2
Public Buildings	31.9	17.6	47.1	41.3	0.0	5.7
Total	897.2	866.7	1,504.4	1,068.0	416.9	19.5

Discount rates: airports 13%; blended rates toll roads 12.1% and public buildings 7.6% (Schools Capital projects constantly at 7%; i.e. public buildings ex Schools Capital projects: 9.3%)

- **Projects included:**

- Airports: Athens, Budapest, Düsseldorf, Hamburg, Sydney, Tirana
- Tollroads: Herrentunnel, VNE, Vienna Northeastern Bypass
- Public Buildings: Bangor & Comber, Cork, East Ayrshire, Five Schools, Gladbeck, Köln, Leverkusen, Manchester, North Ayrshire, Offenbach, Salford

- **Projects not yet included in portfolio valuation:¹⁾**

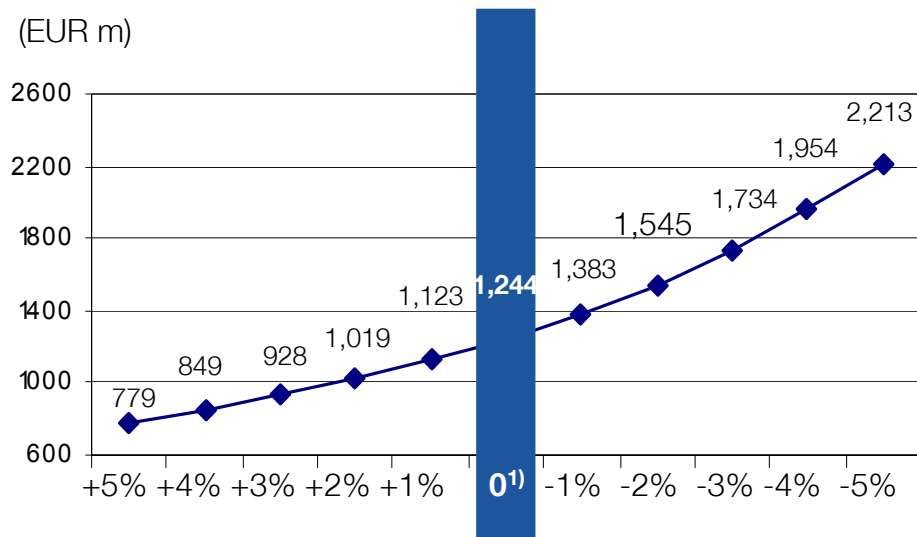
- Elefsina-Patras-Tsakona, Maliakos-Kleidi, Frankfurt schools

1) Project win after June 07; not yet financial close

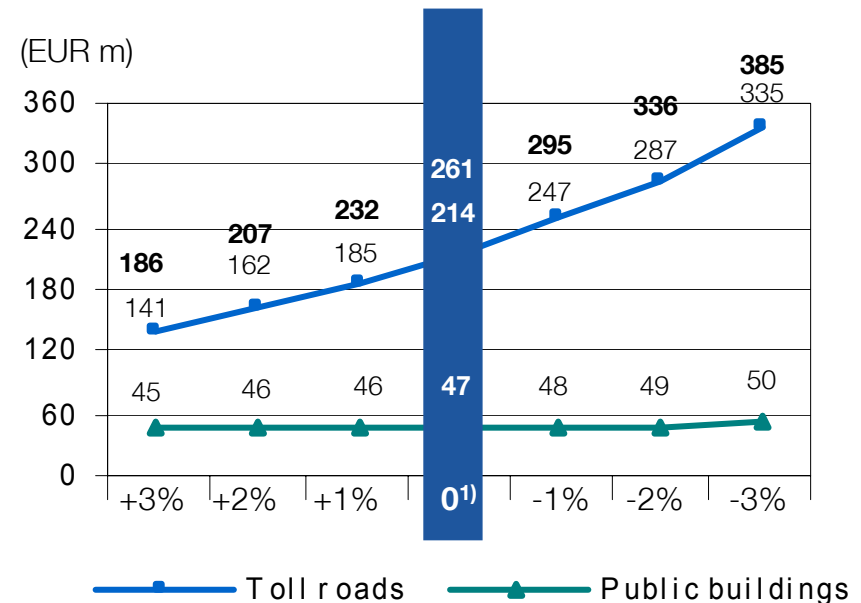
NPV sensitivities to different discount rates

Concessions and operation

Airports:



Toll roads / Public Buildings:



- Full airport project pipeline
- PPP projects under tender: >EUR 6bn investment / contract volume

1) Discount rates: airports 13%; blended rates toll roads 12.1% and public buildings 7.6% (Schools Capital projects constantly at 7%; i.e. public buildings ex Schools Capital projects: 9.3%)

Financial highlights first half 2007

- **HOCHTIEF Europe:**
 - **Negative EBT of EUR 130m**
 - **Comprehensive measures taken to return to profitability in German building construction**
- **These losses compensated for by positive development in all other corporate divisions**
- **Continuation of very strong performance in HOCHTIEF Asia Pacific**
- **HOCHTIEF Airport: operational improvement of all airports; special dividend from refinancing at Sydney airport**

Consolidated Group P&L

Jan-Jun (EUR m)	2007	2006 ¹⁾	Change (%)
Sales	7,933.7	7,134.7	11.2
Other operating income	52.2	52.9	-1.3
Other operating expenses (adj.)	-492.4	-422.7	16.5
Net income from participating interests	63.9	26.5	141.1
EBITDA	307.4	308.0	-0.2
Depreciation	-141.9	-160.5	-11.6
EBITA / EBIT	165.5	147.5	12.2
Net investment and interest income (adj.)	16.9	-0.4	4,325.0
Non-operating earnings	-0.6	-1.3	-53.8
EBT	181.8	145.8	24.7
Income taxes	-75.4	-40.8	84.8
Deferred taxes	-1.0	-22.2	-95.5
EAT	105.4	82.8	27.3
of which: Consolidated net profit	13.8	31.5	-56.2
of which: Minority interest	91.6	51.3	78.6

- **Sales:** strong growth in int'l markets, particularly in America and Asia Pacific
- **Net income from part. interests:** positive development of all airports, in particular Sydney: special dividend due to successful refinancing
- **Net investment and interest income:** improved and clearly positive interest results as well as higher earnings from marketable securities
- **Taxes:** higher income taxes due to increased earnings in Asia Pacific and Americas;
tax rate: 42% (HY 06: 43.2%)

1) Restated

Consolidated Group balance sheet (assets)

(EUR thousand)	30.06.2007	31 Dec 06 ¹⁾
Intangible assets	413,330	396,958
PP&E	928,830	751,794
Investment properties	45,706	46,471
Equity-method investments	813,821	699,403
Other financial assets	339,937	251,425
Financial receivables	169,658	34,260
Other receivables and other assets	116,655	48,735
Deferred tax assets	171,030	183,852
Non-current assets	2,998,967	2,412,898
Inventories	94,437	72,572
Financial receivables	58,462	58,292
Trade receivables	3,525,450	3,326,541
Other receivables and other assets	140,181	115,195
Current income tax assets	26,113	41,968
Marketable securities	769,655	931,034
Cash and cash equivalents	1,198,734	1,397,012
Current assets	5,813,032	5,942,614
Assets	8,811,999	8,355,512

Non-current assets:

- Property, plant & equipment and financial assets: high Capex at Leighton; stake increase Sydney airport (EUR 73m), 40% stake acquisition in project developer Devine (EUR 57m), acquisition of Budapest airport (EUR 50m)
- Financial receivables: loan for Budapest airport (EUR 130m)

Current assets:

- Marketable securities: sales as part of active portfolio management
- Cash and cash equivalents: ongoing strong Capex
- Trade receivables: esp. due to operational expansion in Asia Pacific

1) restated

Consolidated Group balance sheet (equity and liabilities)

Shareholders' equity:

- Increased earnings after taxes EUR 105m
- Sale of own shares EUR 116m
- Dividend payments EUR 113m
- Equity ratio: 28.6% (28.1%)

Current liabilities:

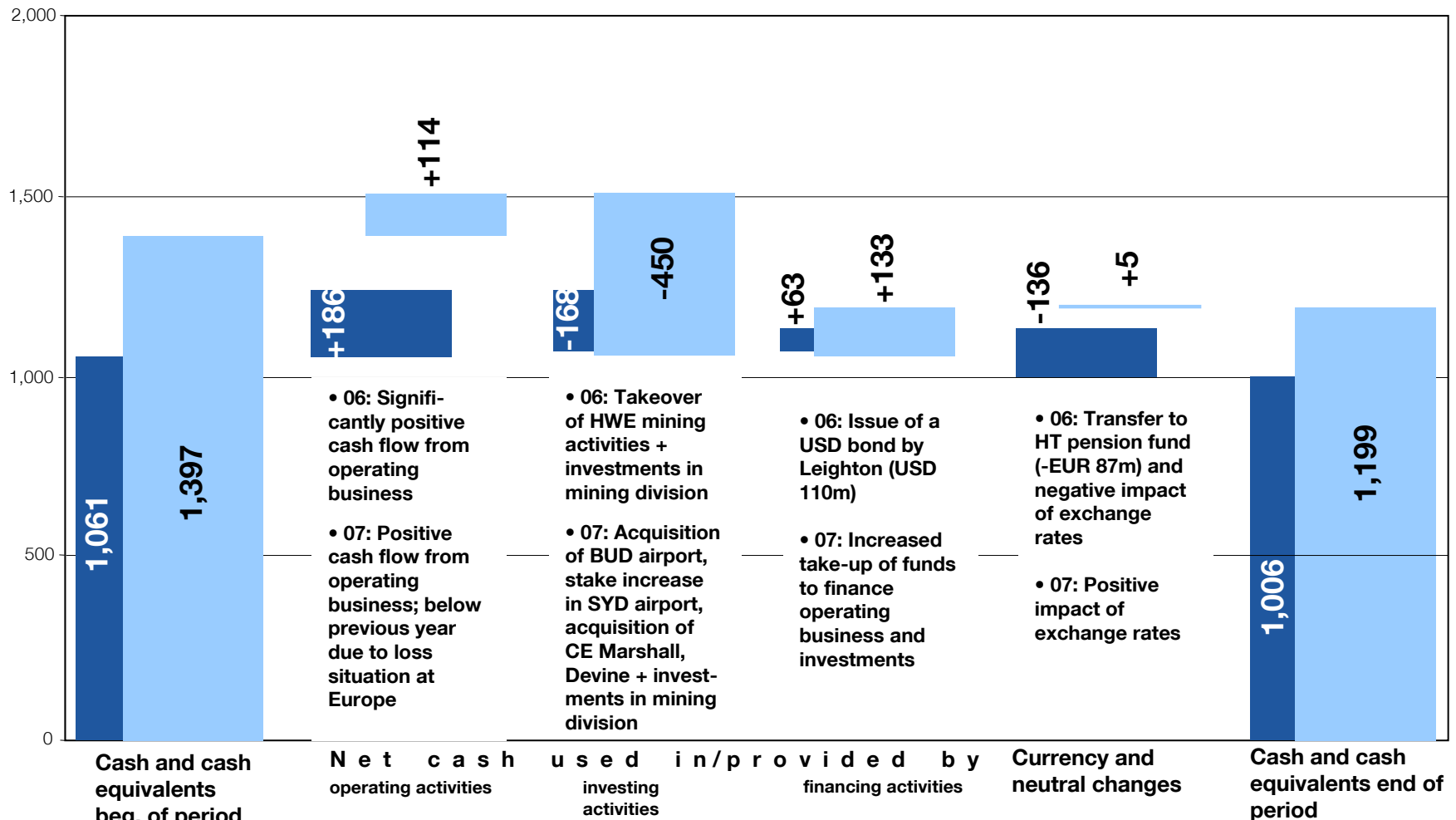
- Financial liabilities: growth mainly due to banks for expansion of operative business
- Other provisions, trade payables, other liabilities: moderate increase due to operational expansion in Asia Pacific

(EUR thousand)	30.06.2007	31 Dec 06 ¹⁾
Attributable to the Group	1,911,593	1,807,675
Minority interest	610,123	538,028
Shareholders' equity	2,521,716	2,345,703
Prov. for pensions / similar obligations	33,125	33,017
Other provisions	198,100	197,033
Financial liabilities	805,997	772,264
Other liabilities	9,670	15,410
Deferred tax liabilities	73,611	66,122
Non-current liabilities	1,120,503	1,083,846
Other provisions	816,152	788,711
Financial liabilities	385,512	271,875
Trade payables	3,680,875	3,639,315
Other liabilities	282,713	220,658
Current income tax liabilities	4,528	5,404
Current liabilities	5,169,780	4,925,963
Liabilities and shareholders' equity	8,811,999	8,355,512

1) restated

Consolidated Group Cash flow (EUR m)

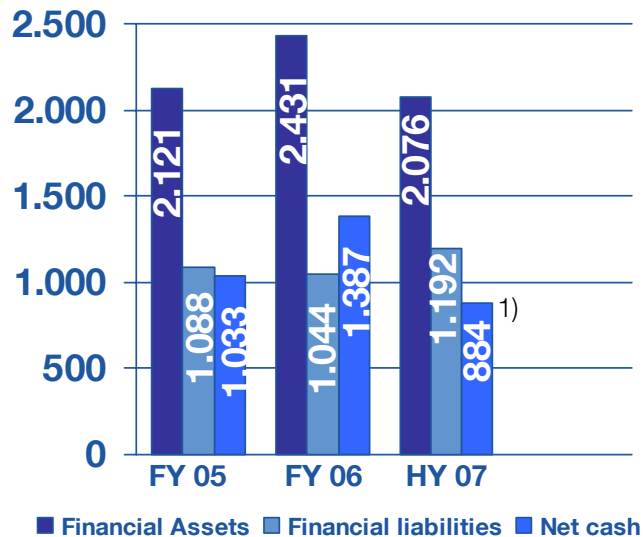
■ 2006
■ 2007



Financials

Finance structure:

(EUR m)

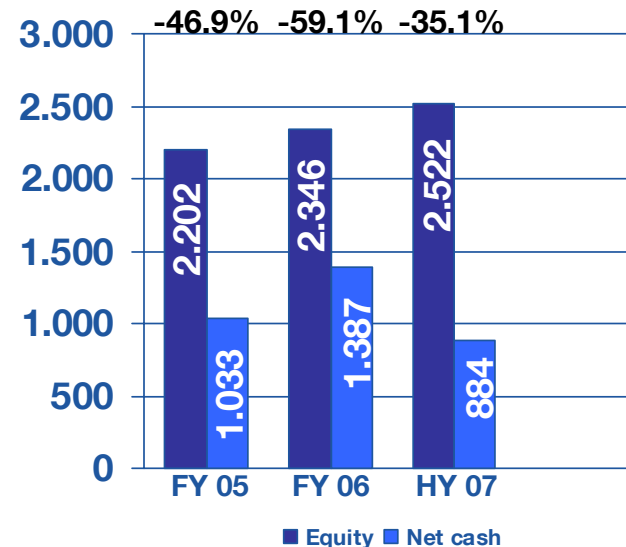


1) Net cash covers (EUR m):

- Pension liabilities 33
- Prepayments 300
- Pledged securities 36

Gearing:






(EUR m)



Gearing ratio (net debt / equity):

- HOCHTIEF with positive net cash (= negative net debt)
-> negative gearing
- 30 Jun 07: -35.1%

...leading us to confirm the Group earnings outlook 2007

	2006	2007E	
Sales	EUR bn 15.5		Above previous year's figure
EBT	EUR m 338		Above previous year's figure
Net profit	EUR m 89		To surpass the EUR 100m mark
New orders	EUR bn 20.6		Above previous year's figure
Order backlog	EUR bn 25.1		Above previous year's figure

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 07	Nine month results 2007 and Conference Call
26 Mar 08	Full year results 2007 and Analysts' and Investors' Conference
08 May 08	General Shareholders' Meeting
15 May 08	Q1 results 2008 and Conference Call

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