

Royal BAM Group nv

Trading update May 2013

Analyst conference call

16 May 2013

Bunnik, The Netherlands



First quarter performance in line with expectations given

- Construction and M&E services: continued deterioration in the Dutch market
- Civil engineering: mixed performance, with most businesses impacted by seasonality
- Property: Dutch residential market continues to fall as expected
- PPP: financial close on two projects; another two projects transferred to the joint venture
- Order book unchanged at €10.7 billion
- Financial position follows normal seasonal pattern
- New accounting standards adopted per 1 January 2013; comparable figures restated

Revenue and results per sector

| | Q1 2013 | | Q1 2012 ²⁾ | |
|-------------------------------|--------------|----------------------|-----------------------|----------------------|
| | Revenue | Result ¹⁾ | Revenue | Result ¹⁾ |
| Construction and M&E Services | 655 | -0.2 | 680 | 6.7 |
| Civil engineering | 777 | 2.9 | 769 | 1.2 |
| Property | 42 | -2.8 | 99 | 0.2 |
| PPP | 60 | 8.6 | 66 | 1.8 |
| Eliminations and other | -108 | -0.1 | -128 | - |
| Total sectors | 1,426 | 8.4 | 1,486 | 9.9 |
| Group overhead | | -2.0 | | -1.7 |
| Group interest charge | | -1.2 | | -4.7 |
| Result before tax | | 5.2 | | 3.5 |

(in € million)

1) Result before tax

2) Before impairments, for continuing operations; 2012 restated

Outlook

Although it is still too early to give an outlook for the full year, at this stage BAM has no reason to expect that performance for the full year 2013 will be significantly different from its operational performance for 2012

Annexes:

- Enterprise Risk Management (ERM)
- Financial position 2012
- Property investments 2012
- Public private partnerships investments 2012
- Breakdown of net debt position 2012
- Banking covenants

Enterprise Risk Management (ERM)

- In 2011, BAM set up a corporate risk management department to implement ERM
- The key challenge and opportunity is to embed ERM in the mindset and culture by strengthening values, practices and behaviour in the actual treatment of risk and improving the existing policies, procedures and systems
 - Integrated thinking - reinforcing the “Plan, Do, Check, Act” cycle
 - Learning from real-life problems to avoid future surprises

Zero tolerance

- Business principles
- Laws and regulations
- Integrity

Critical tolerance

- Access controls
- Projects
- Clients
- M&A
- Employees
- Subcontractors / partners

Balanced tolerance

- Project management
- Capacity
- IT operations
- Knowledge management

Best in class ERM supports BAM achieve its strategic goals for 2013-2015

Financial position 2012

| | New IFRS/IAS 2012 | Reported 2012 | Reported 2011 |
|---|----------------------|------------------|------------------|
| Balance sheet total | 5,308 | 6,664 | 7,218 |
| Shareholders' equity | 732 | 922 | 1,162 |
| Capital base | 852 | 1,045 | 1,362 |
| Capital ratio | 16.1% | 15.7% | 18.9% |
| Cash | 554 | 620 | 1,013 |
| Interest-bearing debt | 834 | 1,758 | 2,191 |
| Net debt position | 280 | 1,138 | 1,178 |
| Recourse net debt | -242 | -154 | -56 |
| Fixed assets | 1,694 | 2,334 | 2,229 |
| Working capital (excl. cash and st-debt) | -127 | 283 | 621 |

(in € million, unless stated otherwise)

Property investments 2012

| | New IFRS/IAS 2012 | Reported 2012 | Reported 2011 |
|------------------------------------|----------------------|------------------|------------------|
| Land and building rights | 468 | 649 | 601 |
| Property development | 453 | 595 | 891 |
| Total investments (a) | 921 | 1,244 | 1,492 |
| Non-recourse loans | 213 | 340 | 372 |
| Recourse loans | 85 | 153 | 196 |
| Total loans (b) | 298 | 493 | 568 |
| Property associates/JV (c) | 220 | 38 | - |
| Net investments (a)–(b)+(c) | 843 | 789 | 924 |

(in € million, unless stated otherwise)

Public private partnerships investments 2012

| | 2012 | | |
|---|---|---------------------------------------|-----------------------------|
| | <i>New IFRS/IAS nominal value</i> | <i>Reported nominal value</i> | <i>Discounted value</i> |
| PPP assets (intangibles, receivables) | 383 | 1,152 | |
| PPP associates/JV | 93 | 13 | |
| Non-recourse PPP loans | -305 | -948 | |
| Recourse PPP loans (equity bridges) | -55 | -101 | |
| Investment equity ¹⁾ | 116 | 116 | |
| Committed equity ²⁾ | 130 | 130 | |
| Total invested & committed equity (A) | 246 | 246 | 234 |
| Future equity cash inflows (B) | 1,130 | 1,130 | 330 |
| <i>Estimated unrealised value (B) – (A)</i> | | | 96 |

(in € million, unless stated otherwise)

¹⁾ BAM share in equity of PPP contracts

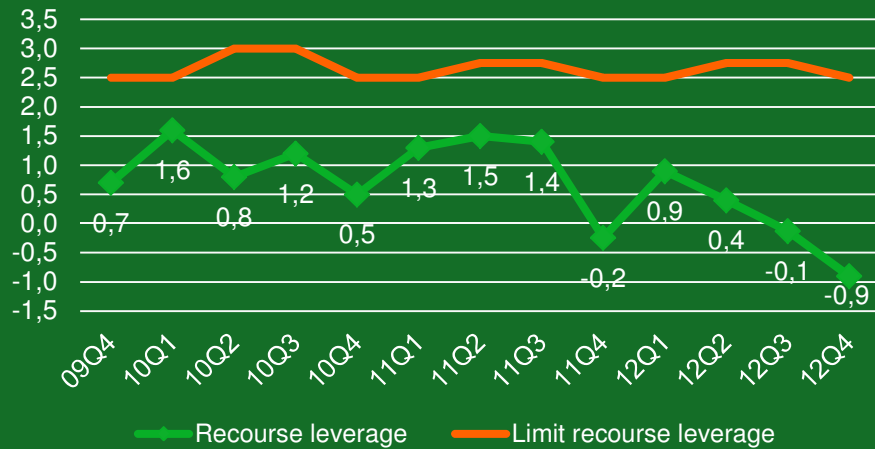
²⁾ Excluding contracts in preferred bidder stage

Breakdown of net debt position 2012

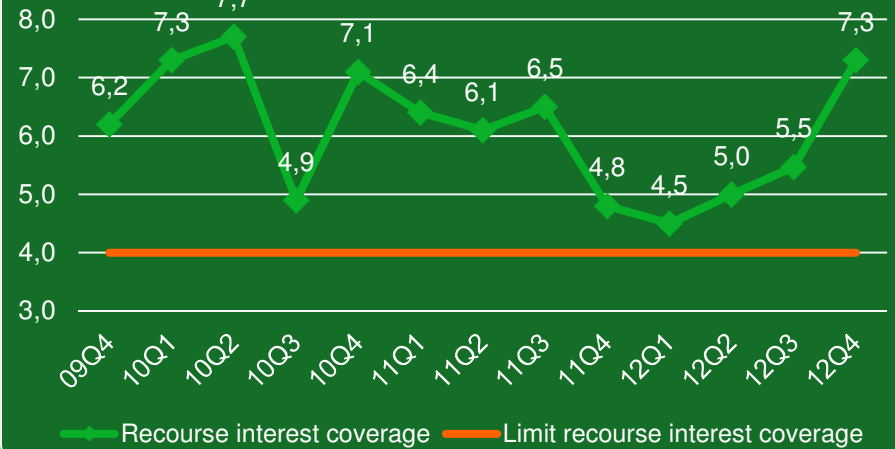
| | New IFRS/IAS 2012 | Reported 2012 | Reported 2011 |
|-------------------------------------|----------------------|------------------|------------------|
| Non-recourse PPP loans | 305 | 948 | 860 |
| Non-recourse project financing | 217 | 344 | 375 |
| Other project financing | 145 | 299 | 351 |
| Total 'project related' | 667 | 1,591 | 1,586 |
| Subordinated loan | 124 | 124 | 200 |
| Loan BAM | - | - | 360 |
| Financial lease liabilities | 42 | 42 | 36 |
| Bank overdrafts and other loans | 1 | 1 | 9 |
| Total interest-bearing debts | 834 | 1,758 | 2,191 |
| Less: cash | -554 | -620 | -1,013 |
| Net debt position | 280 | 1,138 | 1,178 |
| Recourse net debt position | -242 | -154 | -56 |

(in € million, unless stated otherwise)

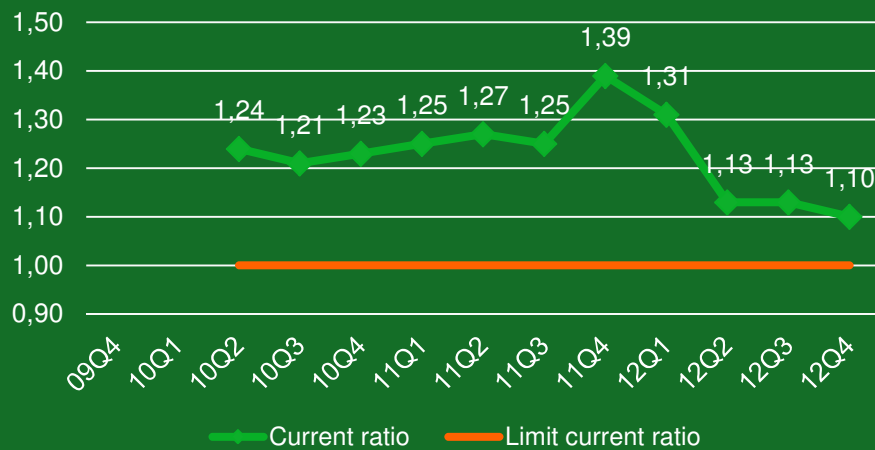
Recourse leverage ratio



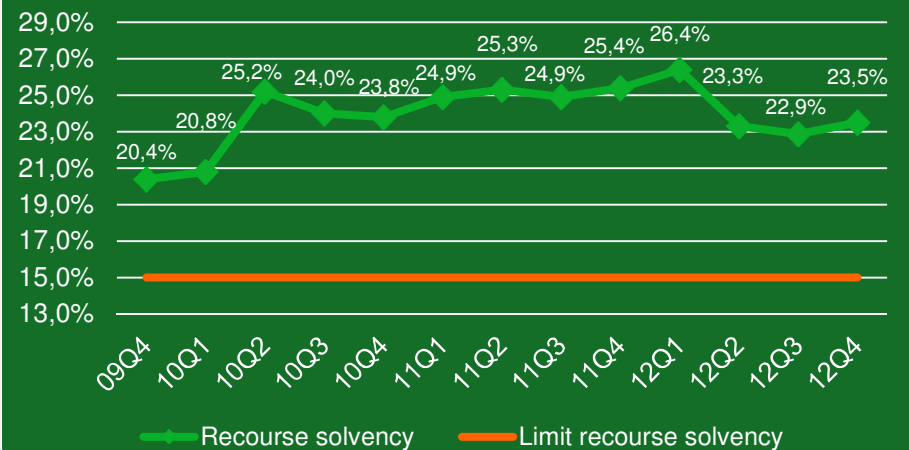
Recourse interest coverage ratio



Current ratio



Recourse solvency ratio



NOTES: