

NASDAQ OMX København A/S  
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Aabyhoej 29 August 2012  
Ref.: JSZ/til



## Interim Report for the period 1 October 2011-30 June 2012

Today, the Board of Directors of Per Aarsleff A/S has discussed and approved the interim report for the first nine months of the financial year 2011/2012. The interim report has not been audited or reviewed by the company's auditor.

### Results of the first nine months:

- Profit before tax came to DKK 112 million compared to DKK 88 million in the same period last financial year.
- Consolidated revenue came to DKK 4,905 million.
- Construction reported profit before interest of DKK 67 million.
- Pipe Technologies reported profit before interest of DKK 46 million.
- Piling reported profit before interest of DKK 12 million.

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### Outlook for the financial year 2011/2012:

- The company now expects profit before tax of DKK 160 million for the financial year 2011/2012 compared to the previous estimate of DKK 180 million. The downward adjustment is attributable to significantly more difficult conditions for some of Piling's foreign activities than expected at the beginning of the financial year. The amount of the adjustment corresponds to a not forecasted impairment of land and buildings in Piling's UK-based subsidiary as a result of continued difficult operations.

Niels Skovgaard Møller  
Chairman of the Board

Ebbe Malte Iversen  
General Manager

#### Further information:

General Manager Ebbe Malte Iversen, Per Aarsleff A/S, tel. +45 8744 2222.



## Highlights for the Group

Amounts in DKK million

	April quarter		Year to date		Financial year
	2011/2012	2010/2011	2011/2012	2010/2011	2010/2011
<b>Income statement</b>					
Revenue	1,728	1,650	4,905	4,369	6,147
Of this figure, work performed abroad	732	745	2,129	2,031	2,793
Operating profit	39	14	121	86	136
Profit before interest	40	25	125	100	152
Net financials	-3	-5	-13	-12	-19
Profit before tax	37	20	112	88	133
Profit after tax	15	15	66	62	98
<b>Balance sheet</b>					
Non-current assets			1,589	1,596	1,588
Current assets			2,491	2,557	2,779
Total assets			4,080	4,153	4,367
Equity			1,536	1,441	1,472
Non-current liabilities			475	475	449
Current liabilities			2,069	2,237	2,446
Total equity and liabilities			4,080	4,153	4,367
<b>Cash flow statement</b>					
Cash flows from operating activities	46	-43	238	175	331
Cash flows from investing activities	-50	-51	-185	-360	-429
Of this figure, investment in property, plant and equipment, net	-50	-51	-194	-209	-278
Cash flows from financing activities	-2	5	-8	27	26
Change in liquidity for the period	-6	-89	45	-158	-72
<b>Financial ratios</b>					
Gross margin ratio, %	9.7	8.9	10.1	10.3	10.0
Profit margin (EBIT margin), %	2.2	0.9	2.5	2.0	2.2
Net profit ratio (pre-tax margin), %	2.1	1.2	2.3	2.0	2.2
Return on invested capital (ROIC), % *			7.1	5.3	8.5
Return on equity (ROE), % *			4.4	4.4	6.8
Equity interest, %			37.6	34.7	33.7
Earnings per share (EPS), DKK	7.5	7.2	32.5	30.4	48.0
Number of employees			3,589	3,402	3,473

Please see page 65 of the annual report 2010/2011 for financial ratio definitions.

Not translated into full year figures.



## **Management's review concerning the first nine months of the financial year 2011/2012**

### **Financial development of the Aarsleff Group**

#### **Income statement**

In the first nine months of the financial year 2011/2012, consolidated revenue increased by DKK 536 million or 12% from DKK 4,369 million to DKK 4,905 million. The Danish operations reported a revenue increase of 19%, while the foreign operations reported a revenue increase of 5%.

Administrative expenses and selling costs increased by 3.9% to DKK 379 million and amounted to 7.7% of revenue compared to 8.3% in the same period last year.

Operating profit came to DKK 121.7 million against DKK 86.4 million last financial year.

Share of profit after tax in associates came to DKK 3.3 million against DKK 14.1 million last financial year.

Net financials were negative at DKK 12.8 million against a negative DKK 12.3 million last financial year.

In the first nine months of the financial year, profit before tax reached DKK 112.3 million against DKK 88.2 last year.

Tax on profit for the period is influenced by the fact that some loss-making projects abroad have no recorded tax asset.

Consolidated profit after tax came to DKK 66.3 million last year against DKK 61.9 million last financial year.

#### **Balance sheet**

The consolidated balance sheet total came to DKK 4,080 million at 30 June 2012. This corresponds to a decrease of DKK 287 million compared to the balance sheet total of last financial year of DKK 4,367 million.

Consolidated interest-bearing liabilities less interest-bearing assets constituted a net debt of DKK 188 million against a net debt of DKK 231 million at 30 September 2011.

Equity amounted to DKK 1,536 million against DKK 1,472 million at the end of last financial year or 37.6% of the balance sheet total compared with 33.7% at the beginning of the financial year.

#### **Cash flow statement**

Cash flows from operating activities amounted to DKK 238 million against DKK 175 million in the same period last financial year.

Cash flows from investing activities were negative at DKK 185 million against a negative DKK 360 million last year.

Cash flows from financing activities were negative at DKK 8 million against a positive DKK 27 million last financial year.

Thus, the change in liquidity for the period amounts to DKK 45 million.



## Segment results

Amounts in DKK million	<b>Construction</b>		<b>Pipe Technologies</b>		<b>Piling</b>		<b>Total</b>	
	First nine months		First nine months		First nine months		First nine months	
	<b>2011/2012</b>	2010/2011	<b>2011/2012</b>	2010/2011	<b>2011/2012</b>	2010/2011	<b>2011/2012</b>	2010/2011
Segment revenue	<b>3,411</b>	2,610	<b>800</b>	658	<b>828</b>	1,196	<b>5,039</b>	4,464
Internal revenue	<b>-112</b>	-55	<b>-10</b>	-6	<b>-12</b>	-34	<b>-134</b>	-95
Revenue	<b>3,299</b>	2,555	<b>790</b>	652	<b>816</b>	1,162	<b>4,905</b>	4,369
Of this figure, work performed abroad	<b>1,127</b>	800	<b>480</b>	369	<b>522</b>	862	<b>2,129</b>	2,031
Operating profit	<b>66</b>	15	<b>43</b>	19	<b>12</b>	52	<b>121</b>	86
Profit in associates	<b>1</b>	0	<b>3</b>	14	<b>0</b>	0	<b>4</b>	14
Profit before interest	<b>67</b>	15	<b>46</b>	33	<b>12</b>	52	<b>125</b>	100
Net financials							<b>-13</b>	-12
Profit before tax							<b>112</b>	88
Profit before interest, %	<b>2.0</b>	0.6	<b>5.8</b>	5.1	<b>1.5</b>	4.5	<b>2.5</b>	2.3
Number of employees	<b>2,232</b>	2,033	<b>590</b>	572	<b>767</b>	797	<b>3,589</b>	3,402

### Construction – significant profit improvement but varying results from large projects

Revenue for the first nine months of the financial year was DKK 3,299 million or an increase of 29% compared with last year. The foreign operations reported revenue of DKK 1,127 million compared with DKK 800 million in the same period last year, while the Danish operations reported a revenue increase from DKK 1,755 million to DKK 2,172 million.

Revenue from the London Array Offshore Wind Farm activities will be included in total in the Construction segment in the current financial year, as opposed to the first six months of last financial year when revenue from these activities was allocated between the Construction segment and the Piling segment.

Profit before interest came to DKK 67 million compared with DKK 15 million last financial year. Third quarter results are negatively affected by a one-off harbour construction project in Poland and a one-off road construction project in Africa in addition to the losses expensed to these projects in the interim report for the first six months. This is partly compensated for by other project activity which has progressed above expectations.

The subsidiaries Dan Jord A/S, Wicotec A/S, Petri & Haugsted as, Aarsleff Rail A/S, Østergaard A/S, Brødrene Hedegaard A/S and VG Entreprenør A/S performed above expectations at the beginning of the financial year.

For the financial year 2011/2012, we now expect profit before interest of 2% of revenue against previously 2.5% of revenue. Construction still expects increasing activity compared to last financial year.



### **Pipe Technologies – high level of activity and profit above expectations**

Revenue for the first nine months of the financial year was DKK 790 million or an increase of 21% compared with last year. The Danish operations reported a revenue increase of 10% to DKK 310 million, while the foreign operations reported a revenue increase of 30% to DKK 480 million.

Profit before interest came to DKK 46 million compared with DKK 33 million last financial year and exceeded expectations at the beginning of the financial year. A high level of activity in the public utility companies in Denmark within trenchless pipe renewal resulted in interim results above expectations at the beginning of the financial year.

The total performance of the subsidiaries is above expectations at the beginning of the financial year.

For the financial year as a whole, we still expect an increasing level of activity compared to last financial year, and expectations for profit before interest of 5.5 % of revenue are maintained.

### **Piling – results fell short of expectations**

Revenue for the first nine months came to DKK 816 million against DKK 1,162 million last financial year. The foreign operations reported revenue of DKK 522 million compared to DKK 862 million in the same period last year. The Danish operations reported revenue of DKK 294 million against DKK 300 million last financial year.

In the first six months of the financial year 2010/2011, a share of the revenue from the London Array Offshore Wind Farm activities was included in the Piling segment. In the current financial year, the total revenue has been allocated to the Construction segment.

Profit before interest came to DKK 12 million compared to DKK 52 million in the same period of last financial year and falls short of expectations at the beginning of the financial year.

The activities in the UK continue to be loss-making under the difficult market conditions. As a consequence of several years of difficult operations in adverse market conditions, an estimation of assets has been carried out in the UK-based subsidiary. This has resulted in an impairment of DKK 21 million.

Third quarter results are positively influenced by legal actions concerning a previously completed harbour construction project abroad.

The results of the subsidiaries in Poland and Sweden fell short of expectations at the beginning of the financial year. The market in Poland is characterised by significant fluctuations, and the activities are loss-making. Profit improvements and capacity adjustments have been initiated in the Polish company, and the results of the last quarter of the financial year are expected to break even.

For the financial year 2011/2012, we now expect profit before interest of 2.5% of revenue against previously 2% of revenue.

### **Outlook for 2011/2012**

The company now expects a profit before tax of DKK 160 million for the financial year 2011/2012 compared to the previous estimate of DKK 180 million. The downward adjustment is attributable to significantly more difficult conditions for some of Piling's foreign activities than expected at the beginning of the financial year. The amount of the adjustment corresponds to a not forecasted impairment of land and buildings in Piling's UK-based subsidiary as a result of continued difficult operations.

Revenue expectations for the Group for the entire financial year remain unchanged. Revenue is expected to be above the 2010/2011 level.



Generally, the level of activity in the market for civil engineering projects is relatively high but characterised by keen international competition.

In many of Piling's foreign markets, there is a decreasing level of activity and consequently, increased competition.

### **Accounting policies**

The Interim Report covering the first nine months of the financial year 2011/2012 has been prepared in accordance with IAS 34 "Interim Financial Reporting" and additional Danish disclosure requirements for interim reports of listed companies.

No interim report has been prepared for the parent company.

The accounting policies of the interim report remain unchanged from the 2010/2011 Annual Report which has been prepared in accordance with International Financial Reporting Standards (IFRS) as adopted by the EU and additional Danish disclosure requirements for annual report of listed companies. Please refer to the 2010/2011 Annual Report for a further description of the accounting policies.

Certain new or changed standards or interpretations have become effective for the financial year 2011/2012. It is the Management's view that these standards and interpretations will have no significant effect on the Annual Report.

The interim report is presented in Danish kroner (DKK) which is the Parent Company's functional currency.



## Management's statement

Today, the Board of Directors and Executive Management have discussed and approved the Interim Report of Per Aarsleff A/S for the period 1 October 2011-30 June 2012.

The interim report has been prepared in accordance with IAS 34 "Interim Financial Reporting" and additional Danish disclosure requirements for interim reports of listed companies.

The interim report has not been audited or reviewed by the company's auditor.

We consider the accounting policies used to be appropriate. Accordingly, the Interim Report gives a true and fair view of the financial position at 30 June 2012 of the Group as well as of the results of the Group's operations and cash flows in the period 1 October 2011-30 June 2012.

In our opinion, Management's review includes a true and fair account of the development in the operations and financial circumstances of the Group, of the results for the period and of the financial position of the Group as well as a description of the most significant risks and elements of uncertainty facing the Group.

Aabyhoej, 29 August 2012

## Executive Management

Ebbe Malte Iversen  
General Manager

Lars M. Carlsen

## Board of Directors

Niels Skovgaard Møller  
Chairman of the Board

Andreas Lundby  
Deputy Chairman

Carsten Fode

Peter Arndrup Poulsen

Rikke Gulddal Christensen  
Staff-elected

Søren Kristensen  
Staff-elected



## Consolidated income statement

Amounts in DKK '000

	April quarter		First nine months	
	2011/2012	2010/2011	2011/2012	2010/2011
<b>Revenue</b>	<b>1,727,535</b>	<b>1,650,381</b>	<b>4,905,235</b>	<b>4,368,961</b>
Production costs	-1,559,890	-1,502,878	-4,406,877	-3,920,186
<b>Gross profit</b>	<b>167,645</b>	<b>147,503</b>	<b>498,358</b>	<b>448,775</b>
Administrative expenses and selling costs	-129,762	-134,296	-378,513	-364,245
Other operating income and expenses	798	896	1,857	1,853
<b>Operating profit</b>	<b>38,681</b>	<b>14,103</b>	<b>121,702</b>	<b>86,383</b>
Profit in associates	1,179	11,695	3,336	14,093
<b>Profit before interest</b>	<b>39,860</b>	<b>25,798</b>	<b>125,038</b>	<b>100,476</b>
Net financials	-3,122	-5,586	-12,780	-12,310
<b>Profit before tax</b>	<b>36,738</b>	<b>20,212</b>	<b>112,258</b>	<b>88,166</b>
Tax on profit for the period	-21,502	-5,494	-45,963	-26,297
<b>Profit after tax</b>	<b>15,236</b>	<b>14,718</b>	<b>66,295</b>	<b>61,869</b>
Earnings per share (DKK)	7.5	7.2	32.5	30.4

## Statement of comprehensive income

Amounts in DKK '000

	April quarter		First nine months	
	2011/2012	2010/2011	2011/2012	2010/2011
<b>Profit after tax</b>	<b>15,236</b>	<b>14,718</b>	<b>66,295</b>	<b>61,869</b>
Translation adjustment of foreign companies	-3,992	-2,702	15,630	-3,803
Fair value adjustments of derivative financial instruments, net	3,469	-4,809	-8,456	-4,503
Other comprehensive income recognised directly in equity	-523	-7,511	7,174	-8,306
<b>Total comprehensive income</b>	<b>14,713</b>	<b>7,207</b>	<b>73,469</b>	<b>53,563</b>
<b>Total comprehensive income accrues to</b>				
Shareholders of Per Aarsleff A/S	14,713	7,210	73,469	53,599
Minority shareholders	0	-3	0	-36
<b>Total</b>	<b>14,713</b>	<b>7,207</b>	<b>73,469</b>	<b>53,563</b>



## Consolidated balance sheet

Amounts in DKK '000

	30/6 2012	30/9 2011	30/6 2011
<b>Total assets</b>			
Intangible assets	84,310	92,291	97,926
Property, plant and equipment	1,431,066	1,412,682	1,415,564
Other non-current assets	73,442	82,969	82,766
<b>Non-current assets</b>	<b>1,588,818</b>	<b>1,587,942</b>	<b>1,596,256</b>
Inventories	182,859	167,665	166,976
Contracting debtors	1,252,463	1,468,201	1,116,479
Contract work in progress	422,226	391,064	398,267
Other receivables	111,410	109,077	425,314
Cash	522,545	642,898	449,758
<b>Current assets</b>	<b>2,491,503</b>	<b>2,778,905</b>	<b>2,556,794</b>
<b>Total assets</b>	<b>4,080,321</b>	<b>4,366,847</b>	<b>4,153,050</b>
<b>Equity and liabilities</b>			
<b>Equity</b>	<b>1,535,536</b>	<b>1,471,851</b>	<b>1,441,417</b>
Mortgage debt and credit institutions	196,665	194,734	195,587
Other debt and provisions	74,403	76,182	71,427
Deferred tax	204,374	178,103	207,492
<b>Non-current liabilities</b>	<b>475,442</b>	<b>449,019</b>	<b>474,506</b>
Credit institutions	514,232	679,258	571,872
Contract work in progress	423,165	488,145	695,067
Trade payables	705,215	774,066	580,299
Other liabilities	426,731	504,508	389,889
<b>Current liabilities</b>	<b>2,069,343</b>	<b>2,445,977</b>	<b>2,237,127</b>
<b>Total liabilities</b>	<b>2,544,785</b>	<b>2,894,996</b>	<b>2,711,633</b>
<b>Total equity and liabilities</b>	<b>4,080,321</b>	<b>4,366,847</b>	<b>4,153,050</b>



## Consolidated cash flow statement

Amounts in DKK '000

	First nine months	
	2011/2012	2010/2011
<b>Cash flow from operating activities</b>		
Profit before interest	125,038	100,476
Depreciation, amortisation and impairment loss	209,121	170,489
Changes in working capital etc.	-58,736	-70,960
Net financials	-12,780	-12,311
Corporation tax paid	-25,123	-12,886
<b>Cash flows from operating activities</b>	<b>237,520</b>	<b>174,808</b>
<b>Cash flow from investing activities</b>		
Net investment in property, plant and equipment and intangible assets	-193,755	-208,342
Net investment in subsidiaries	0	-151,694
Net investment in associates	9,059	0
<b>Cash flows from investing activities</b>	<b>-184,696</b>	<b>-360,036</b>
<b>Cash flow from financing activities</b>	<b>-8,034</b>	<b>27,316</b>
<b>Cash flows from financing activities</b>	<b>-8,034</b>	<b>27,316</b>
<b>Change in liquidity for the period</b>	<b>44,790</b>	<b>-157,912</b>
Opening liquidity	-33,611	38,138
Change in liquidity for the period	44,790	-157,912
<b>Closing liquidity</b>	<b>11,179</b>	<b>-119,774</b>



## Statement of changes in equity, Group

Amounts in DKK '000

	Per Aarsleff A/S shareholders' share						Total
	Share capital	Translation reserve	Hedging reserve	Retained earnings	Proposed dividend	Minority shareholders	
Equity at 1 October 2010	45,300	-18,887	-4,866	1,365,179	10,872	42	1,397,640
<b>Changes in equity in the first nine months of 2010/2011</b>							
Total comprehensive income for the period		-3,803	-4,503	61,909		-42	53,561
Dividend paid					-10,872		-10,872
Dividend, treasury shares				1,088			1,088
<b>Changes in equity in the first nine months of 2010/2011</b>	<b>0</b>	<b>-3,803</b>	<b>-4,503</b>	<b>62,997</b>	<b>-10,872</b>	<b>-42</b>	<b>43,777</b>
<b>Equity at 30 June 2011</b>	<b>45,300</b>	<b>-22,690</b>	<b>-9,369</b>	<b>1,428,176</b>	<b>0</b>	<b>0</b>	<b>1,441,417</b>
Equity at 1 October 2011	45,300	-43,082	5,574	1,453,187	10,872	0	1,471,851
<b>Changes in equity in the first nine months of 2011/2012</b>							
Total comprehensive income for the period		15,630	-8,456	66,295			73,469
Dividend paid					-10,872		-10,872
Dividend, treasury shares				1,088			1,088
<b>Changes in equity in the first nine months of 2011/2012</b>	<b>0</b>	<b>15,630</b>	<b>-8,456</b>	<b>67,383</b>	<b>-10,872</b>	<b>0</b>	<b>63,685</b>
<b>Equity at 30 June 2012</b>	<b>45,300</b>	<b>-27,452</b>	<b>-2,882</b>	<b>1,520,570</b>	<b>0</b>	<b>0</b>	<b>1,535,536</b>

The share capital consists of DKK 2.7 million A shares and DKK 42.6 million B shares.



### **Company announcements published this current financial year**

03.10.2011	Aarsleff expands road contract in Tanzania
05.10.2011	Aarsleff company signs five-year agreement with TDC
10.10.2011	Financial calendar 2011/2012
08.12.2011	Aarsleff announces upward adjustment
21.12.2011	Preliminary announcement of the Financial Statements for 2010/2011
09.01.2012	Notice of annual general meeting
31.01.2012	Aarsleff's annual general meeting
28.02.2012	Interim report for the period 1 October 2011-31 December 2011
30.05.2012	Interim report for the period 1 October 2011-31 March 2012
03.07.2012	Wicotec merges with Kirkebjerg

See [www.aarsleff.com](http://www.aarsleff.com) for further information.