

Interim Financial Report

1 October 2017 to 31 March 2018

Investor relations presentation H1

Aarsleff Group 2017/18

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Aarsleff Group 2017/18

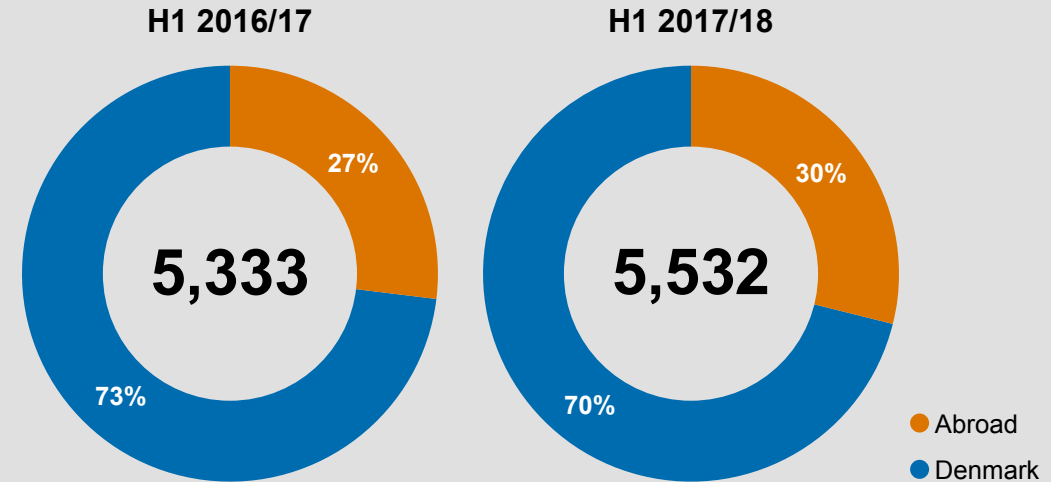


Aarsleff Group 2017/18

Group



mDKK	2016/17	2017/18
Revenue	5,333	5,532
EBIT	110	178
EBIT, %	2.1 %	3.2 %
Number of employees	6,096	6,280



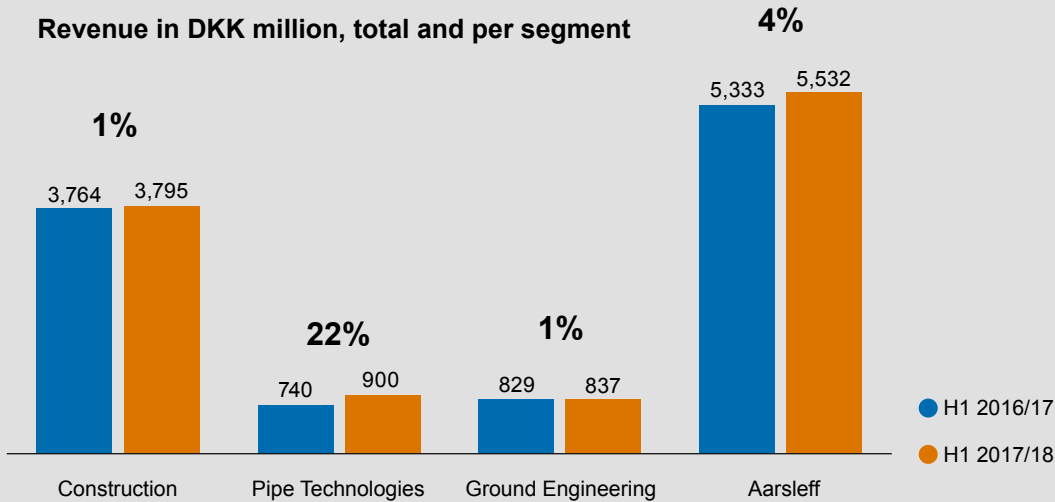
- Total growth for the Group came to 3.7%, of which 1.6% was organic growth.
- The revenue of the Danish operations was unchanged, while the foreign operations reported a revenue increase of 13.7%.
- EBIT (operating profit) came to DKK 178 million compared to DKK 110 million in the first half of last financial year. Results are in line with expectations.
- Consolidated profit after tax amounted to DKK 126 million in H1 compared to DKK 76 million last financial year.

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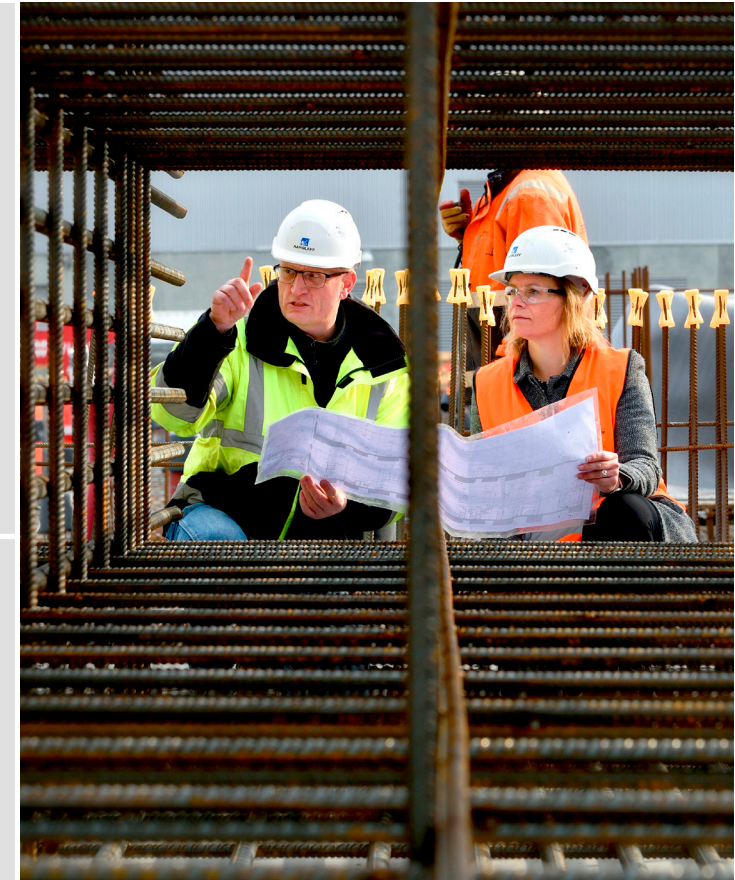
Revenue



Revenue in DKK million, total and per segment



- The revenue growth is primarily attributable to the Pipe Technologies segment where the acquisition of Norwegian Olimb contributed to a growth of 21.6%.
- In the Ground Engineering segment, revenue increased by 1%, and in the second quarter revenue growth came to 14.3% due to a high level of activity in Poland and growth in the Danish activities.
- Revenue in the Construction segment increased by 0.8%.

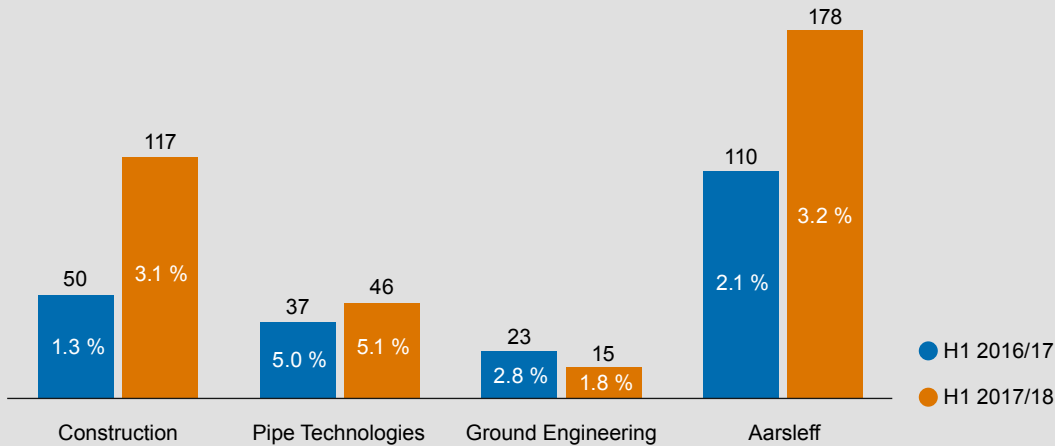


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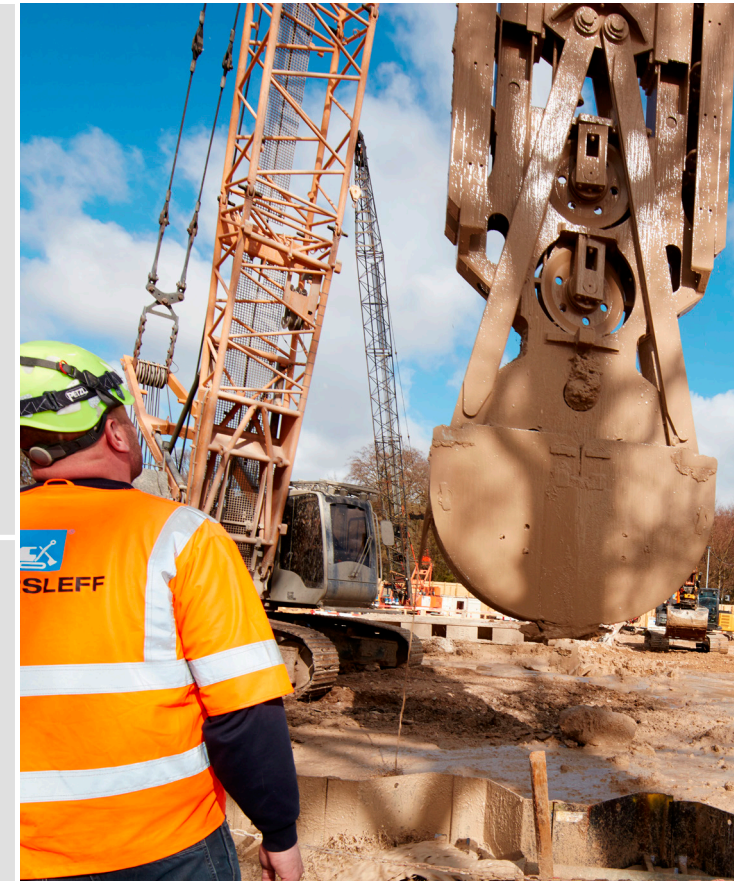
Results



EBIT in DKK million and EBIT%



- The Construction segment performed slightly above expectations.
- The Pipe Technologies segment performed in line with expectations while the Ground Engineering segment performed below expectations.
- Administrative expenses and selling costs came to 8.3%, in line with the same period of last financial year.
- Last financial year, EBIT results comprised a gain of DKK 22.5 million from the sale of land.

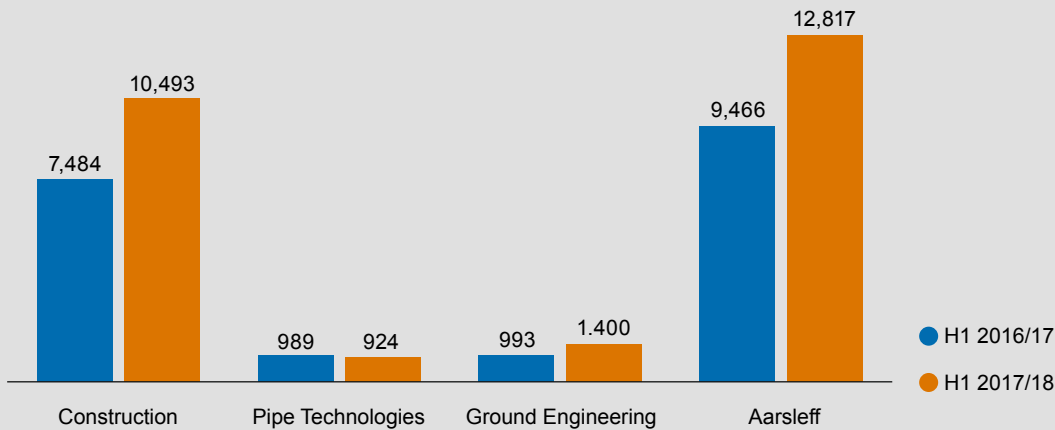


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Order backlog



Order backlog, year-end, mDKK



- H1 order intake amounted to DKK 8,883 million.
- The H1 order intake of the Construction segment amounted to DKK 6,804 million. At 31 March 2018, the order backlog amounted to DKK 10,493 million of which DKK 3,700 million is expected to be carried out during this financial year.
- The H1 order intake of the Pipe Technologies segment amounted to DKK 835 million. At 31 March 2018, the order

backlog amounted to DKK 924 million, of which DKK 700 million is expected to be carried out during this financial year.

- The H1 order intake of the Ground Engineering segment amounted to DKK 1,244 million. At 31 March 2018, the order backlog amounted to DKK 1,400 million, of which DKK 700 million is expected to be carried out during this financial year.

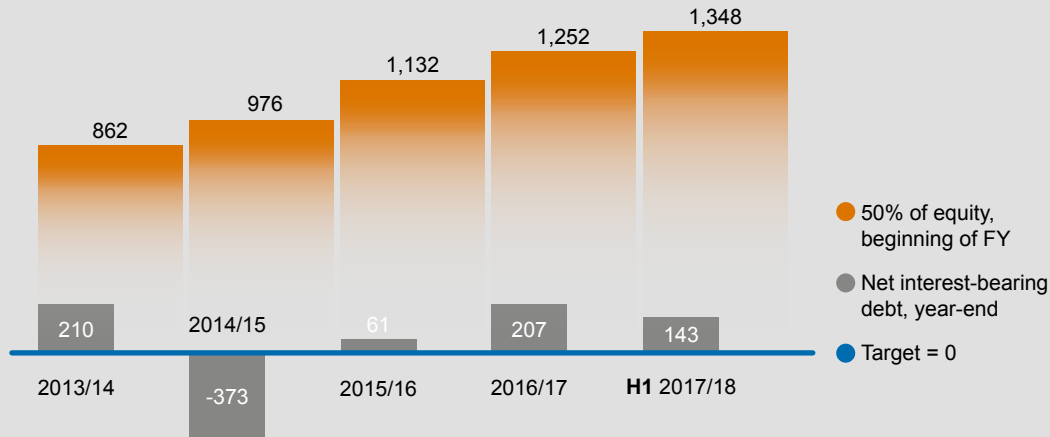


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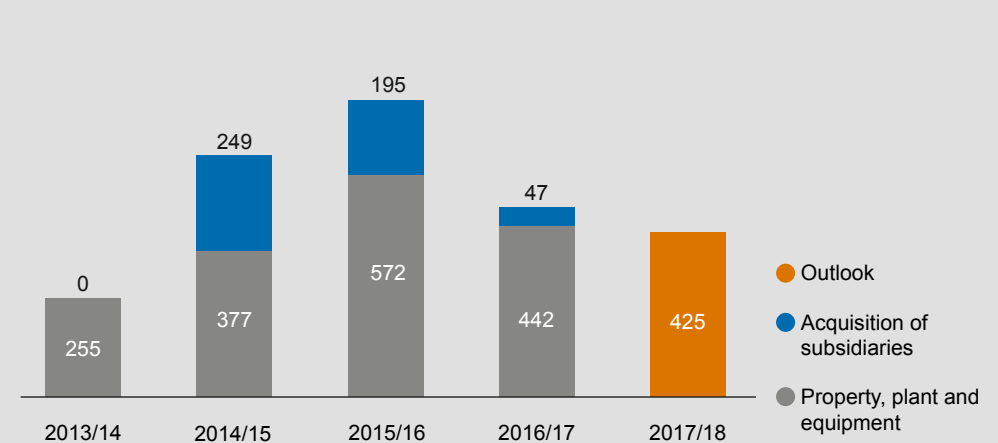
Investments, solvency, cash flows, financial resources and dividend



Net interest-bearing debt in DKK million



Investments in property, plant and equipment and subsidiaries, mDKK



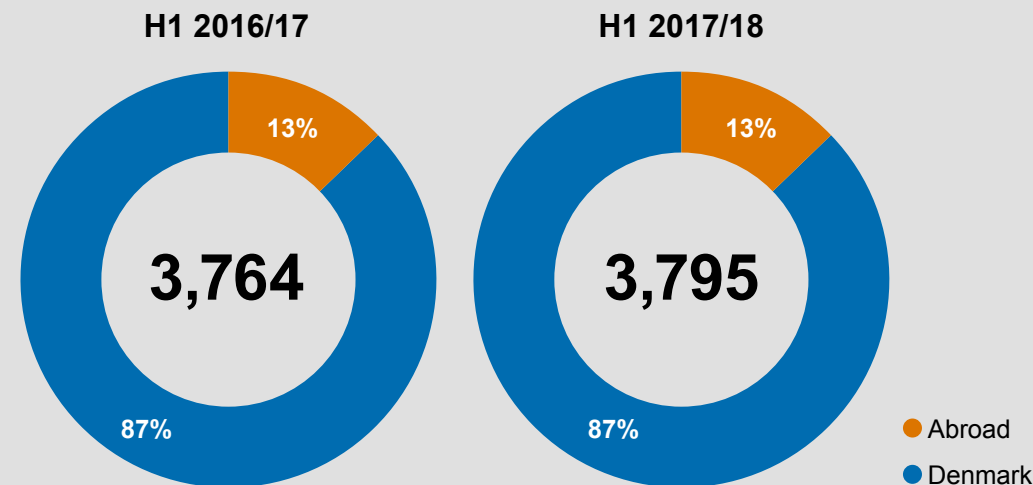
- Cash flows from investing activities were negative at DKK 169 million compared to a negative amount of DKK 186 million in the same period last financial year.
- Investments in property, plant and equipment were lower than in the same period last financial year but due to the requirement for more new investments in connection with the large harbour contracts secured in Q1, the expectations for the investment level of the year exclusive of acquisitions was increased from DKK 380 million to DKK 425 million.
- Cash flows from operating activities amounted to DKK 348 million compared to DKK 328 million in the same period last financial year. The company's working capital amounted to a positive DKK 155 million, primarily due to a decrease in contracting debtors and an increase in advance payments. The positive effect is partly offset by an expected decrease in the trade payables owing to the usual seasonal fluctuations.
- In H1, there was a payment on account of tax in Denmark of approx. DKK 140 million. A number of large projects were completed during the past financial year resulting in an increase in tax paid.
- Cash flows from financing activities were negative at DKK 83 million compared to a negative amount of DKK 77 million in the same period last financial year.
- Thus, the change in liquidity for the period was positive at DKK 95 million.
- Equity is 39.6% of the balance sheet total compared to 40.9% at the end of H1 2016/17.

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Construction



mDKK	H1 2016/17	H1 2017/18
Revenue	3,764	3,795
EBIT	50	117
EBIT, %	1.3%	3.1%
Number of employees	4,363	4,275



- Total segment growth was 0.8%, of which 0.4% was organic growth.
- The Danish operations reported growth of 1.1%, while the foreign operations reported a revenue decrease of 1%.
- EBIT margin was 3.1% compared to 1.3% last financial year and is slightly above expectations at the beginning of the financial year.
- Per Aarsleff A/S reported results above expectations. The level of activity continues to be high, and the projects are carried out according to plan or better than expected. In May, an agreement was signed to further expand Port of Frederikshavn, and the expansion of the ports of Hanstholm and Roenne has commenced.

- Overall, the other companies of the Construction segment performed below expectations at the beginning of the financial year.
- The results of Wicotec Kirkebjerg A/S develop positively but there is still intense focus on project management improvement.
- The order backlog of Hansson & Knudsen A/S has increased, but the price competition on the market on Funen remains strong.
- Ístak hf. reported results significantly above expectations, and there is a high level of activity, particularly within building activities in Iceland.

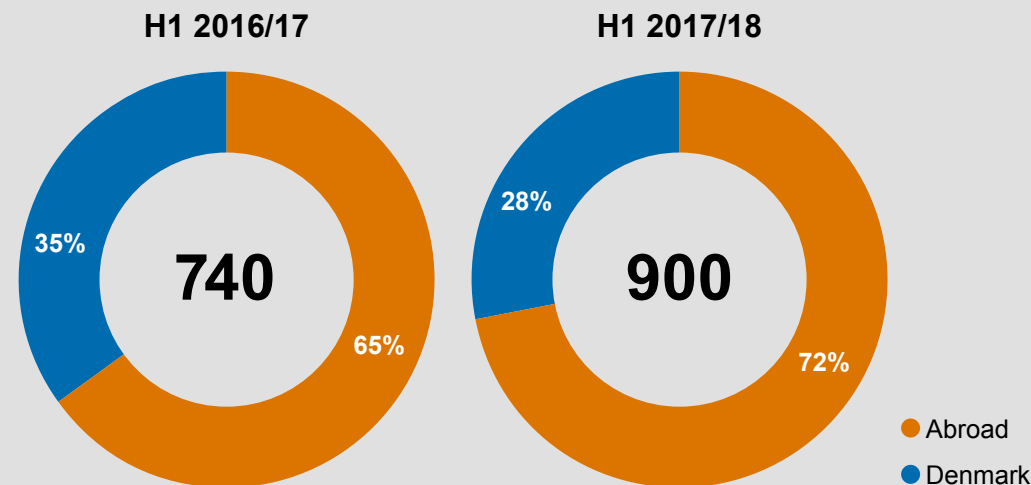
- In March, Per Aarsleff A/S signed a cooperation agreement on the Lighthouse project in Aarhus with a view to being involved in the project at an early stage. Aarsleff is currently involved in a number of similar projects in Copenhagen such as the development of the new Natural History Museum of Denmark, the post office property for the pension firm Danica, Kronløb Island and a construction plot with a residential tower in the Carlsberg City. Already in the planning phases of all the projects, the Group can offer expertise and experience.
- The expectations for the financial year 2017/18 are unchanged, corresponding to an EBIT margin of approx. 3.5% and revenue approximately on par with last financial year.

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Pipe Technologies



mDKK	H1 2016/17	H1 2017/18
Revenue	740	900
EBIT	37	46
EBIT, %	5.0%	5.1%
Number of employees	794	961



- Total segment growth was 21.6%, of which 8.7% was organic growth.
- The Danish operations reported a 3.5% revenue decline, while the foreign operations reported a 35.1% revenue increase.
- EBIT margin was 5.1% compared to 5% last financial year. Results were in line with expectations at the beginning of the financial year.

- The Danish operations performed slightly below expectations primarily due to increasing raw material prices, while the companies in Germany and Sweden performed in line with expectations.
- Olimb in Norway performed above expectations at the beginning of the financial year.

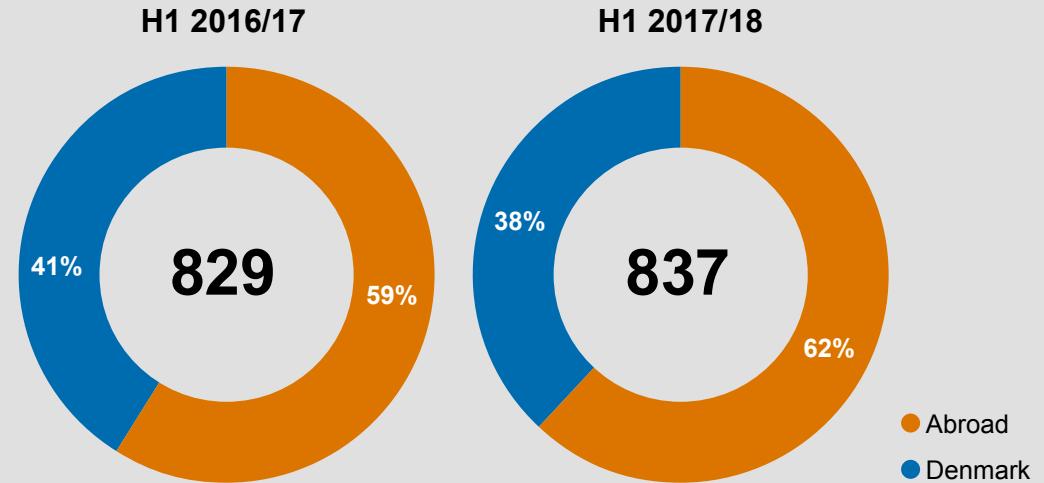
- In Russia, the Q2 level of activity was low, but we still expect satisfactory full-year results. In Poland, there is still intense competition for the EU projects put out to tender, and the company performed below expectations.
- The outlook for the financial year 2017/18 is unchanged, corresponding to an EBIT margin of approx. 4.5% and revenue which is approx. 15% higher compared to last financial year.

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Ground Engineering



mDKK	H1 2016/17	H1 2017/18
Revenue	829	837
EBIT	23	15
EBIT, %	2.8%	1.8%
Number of employees	939	1.044



- H1 revenue was 1% up on last financial year. The Danish operations reported a 7.6% revenue decline, while the foreign operations reported a 7% revenue increase.
- EBIT margin was 1.8% compared to 2.8% last financial year and below expectations at the beginning of the financial year.
- The Danish operations performed below expectations primarily due to a very low level of activity in the first quarter of the financial year. A number of construction pit projects will contribute positively to the results during the rest of the financial year.

- In Sweden, the level of activity continues to be high, and the company generated EBIT results above expectations.
- In Poland, the level of activity is increasing. Results have improved significantly compared to last financial year and exceed expectations at the beginning of the year. A continued high level of activity is expected in the rest of the financial year.
- In Germany, results are unsatisfactory due to the low level of activity within onshore wind turbine projects. Activities have been initiated to promote the sale of reinforced concrete piles to other market segments. However, the effect of this is expected to be limited this financial year.

- In the UK, results were below expectations. The new strategy focusing on the execution of minor projects and increased sale of reinforced concrete piles to third party has been implemented, and the company's order backlog for the rest of the financial year is satisfactory.
- The outlook for the financial year 2017/18 is unchanged, corresponding to an EBIT margin of approx. 5% and revenue which is approx. 5% higher compared to last financial year.

The future financial year 2017/18

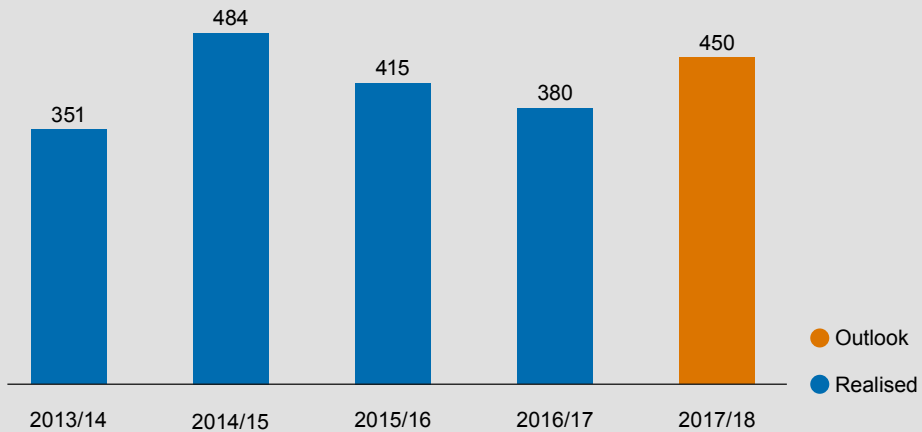


The future financial year 2017/18

Group



EBIT, mDKK



- The outlook for the full financial year remains unchanged. EBIT forventes at blive 450 mio. Revenue is expected to be approx. 5% up on the financial year 2016/17.

Financial calendar



Financial calendar



28 August 2018

Interim financial report for the period 1 October 2017-30 June 2018

20 December 2018

Announcement of financial statements for the financial year 2017/18