

# Implenia Road Show

## Basic Information

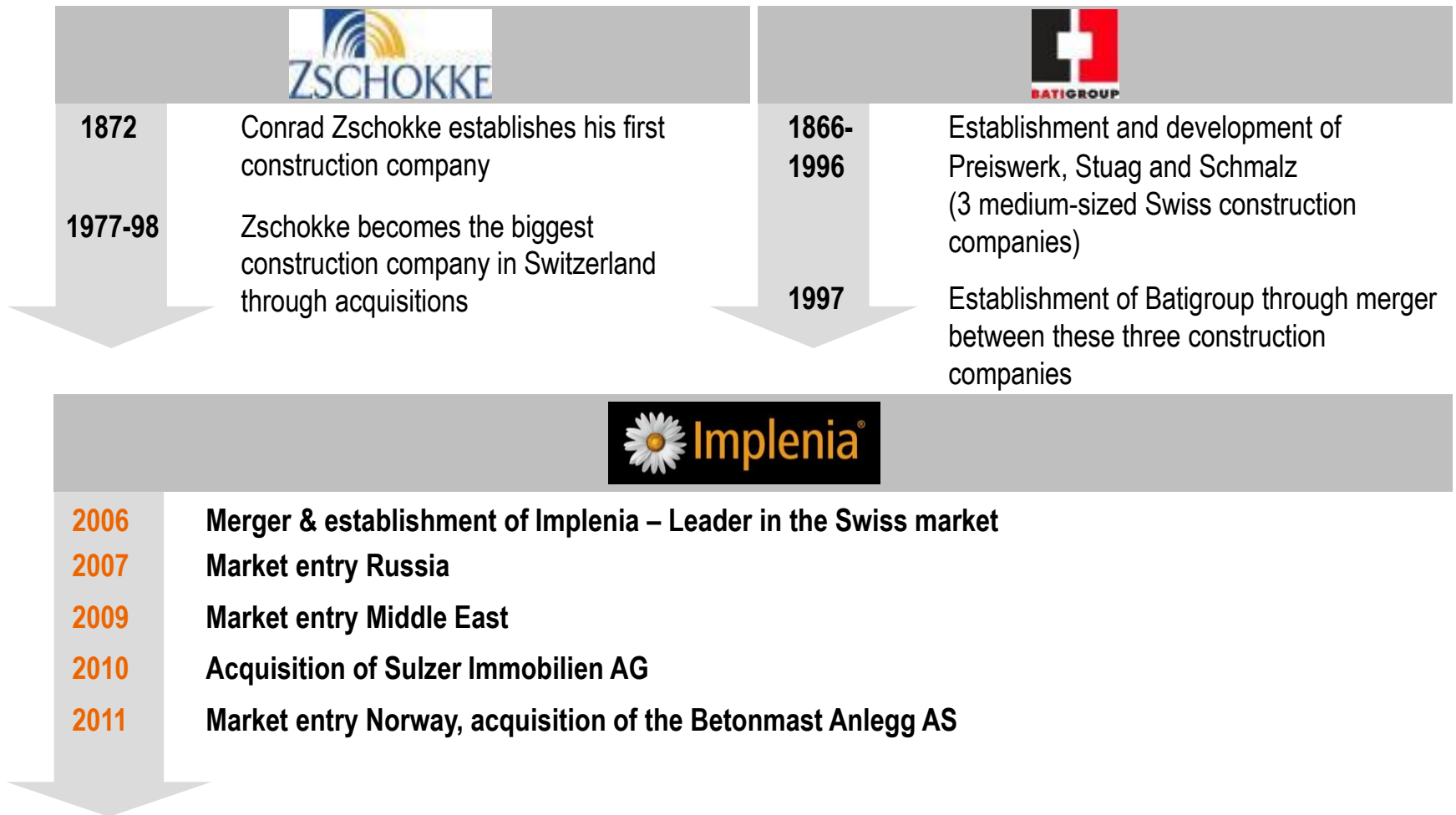
August 2012



Implenia®

# Implenia Group and basic information

## Young company with a long-standing tradition



# Implenia Group and basic information

**Our most important capital: Our 6,400 employees**



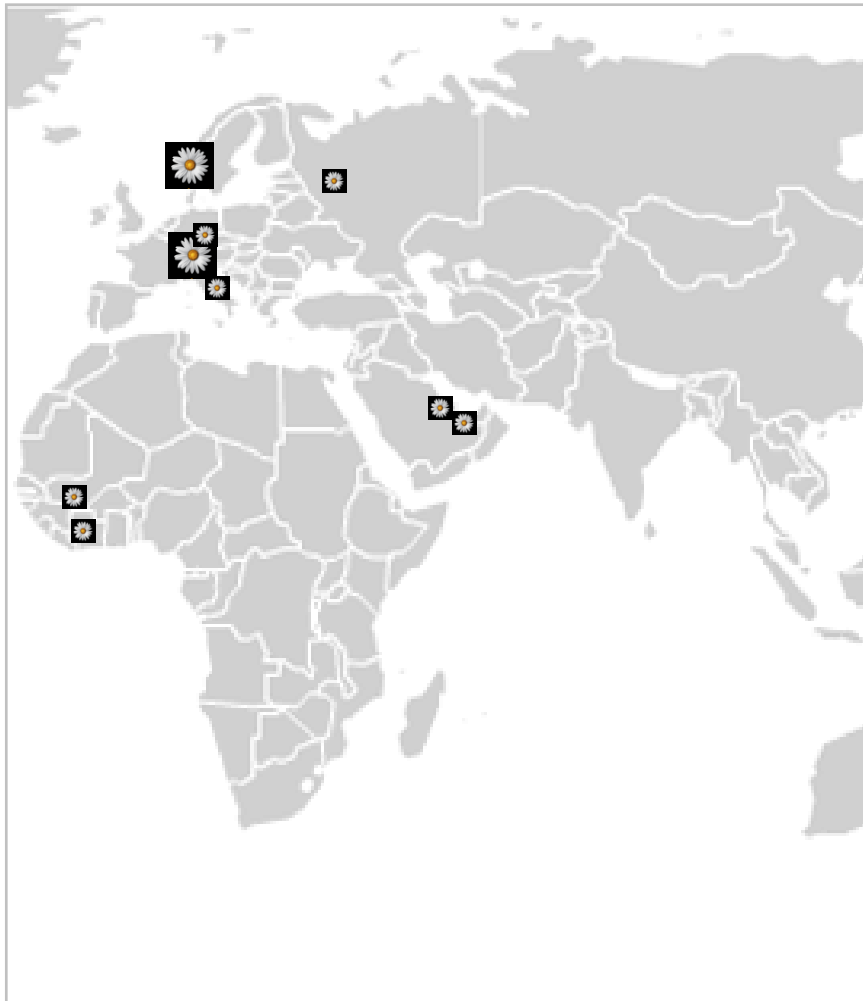
## Implenia Group and basic information

Implenia is located on over 100 sites throughout Switzerland...



# Implenia Group and basic information

... and more and more abroad



**Implenia AG**  
Switzerland



**Implenia Bau GmbH**  
Germany



**Implenia Norge AS**  
Norway



**Implenia Italia S.p.A.**  
Italy



**Implenia LLC**  
Russia



**Implenia Industrial Construction**  
Branch Office, Abu Dhabi, UAE



**Implenia Construction Ltd.**  
Bahrain

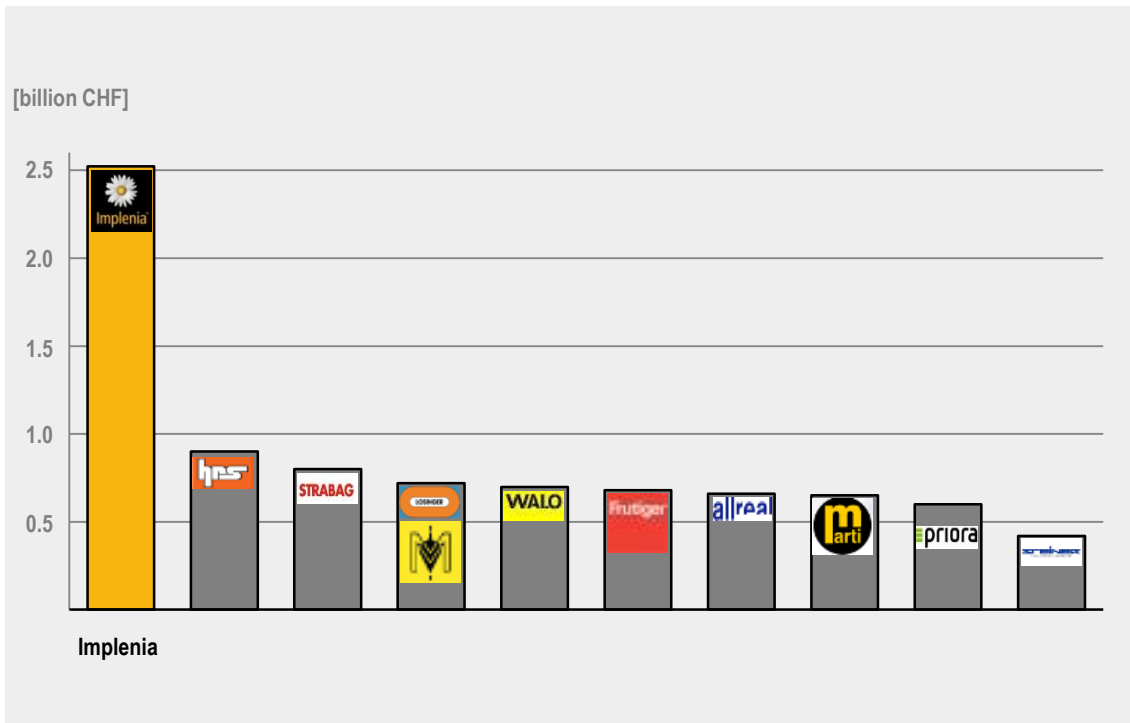


**SISAG**  
République de Côte d'Ivoire / République du Mali

# Implenia Group and basic information

## Implenia as a clear market leader in Switzerland

### Competitive landscape



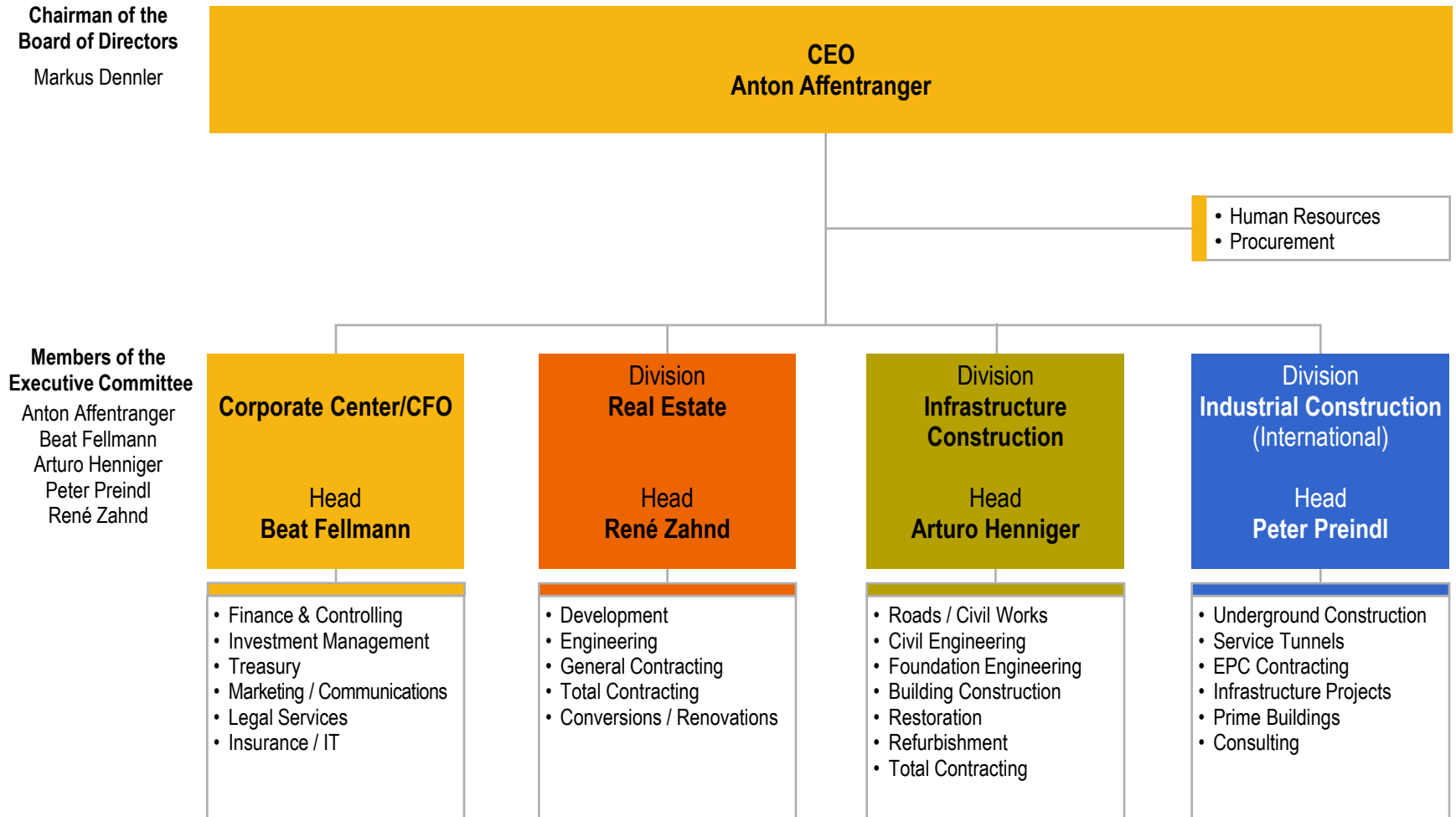
### Implenia is

- the only listed construction company in Switzerland (IFRS!)
- Market leader in industrial and traditional construction (ca.10% market share)
- Market leader in the general and total contracting sector
- One of the market leaders in Swiss real estate development sector

Basis: revenues 2011, estimates

# Implenia Group and basic information – Organization

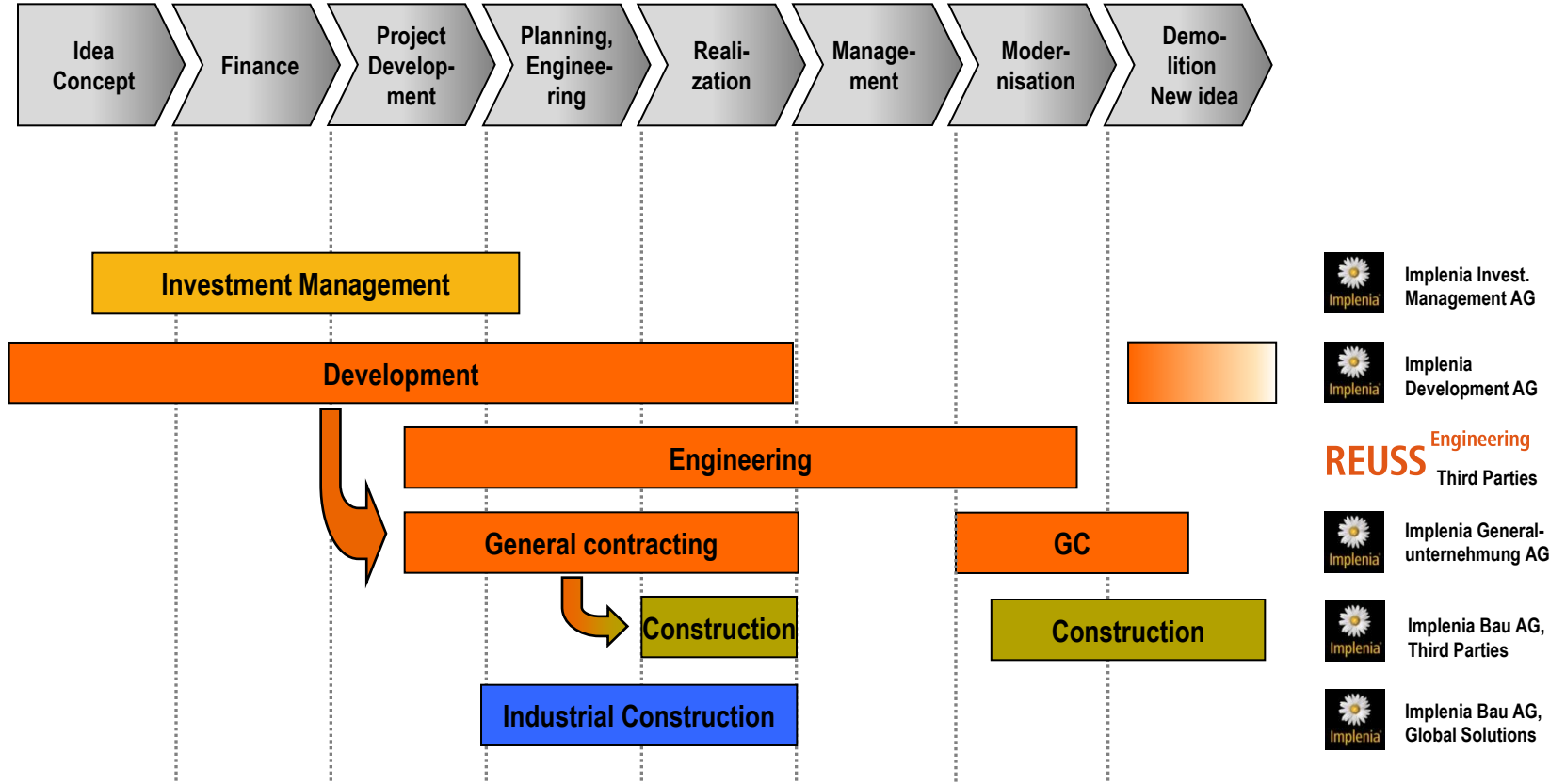
## Our operational management structure





# Implenia Group and basic information

## One-stop service provider





# Implenia Group and basic information

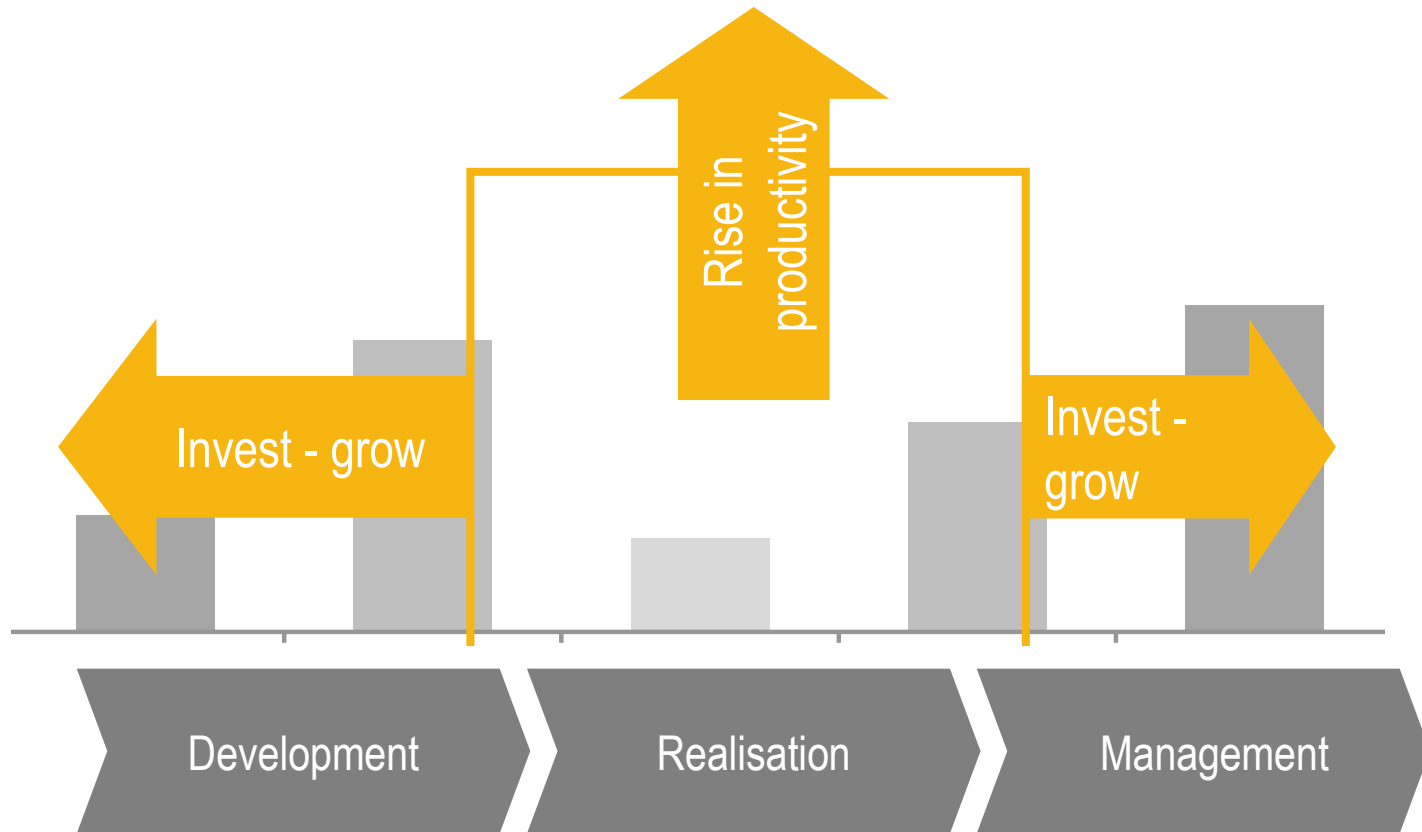
**„One company – one goal – one spirit“**



- **We develop and build the Switzerland of tomorrow.**
- **We establish ourselves as an expert for complex international infrastructure projects.**
- **Sustainability is our passion.**
- **We are the partner of choice for customers and employees alike.**

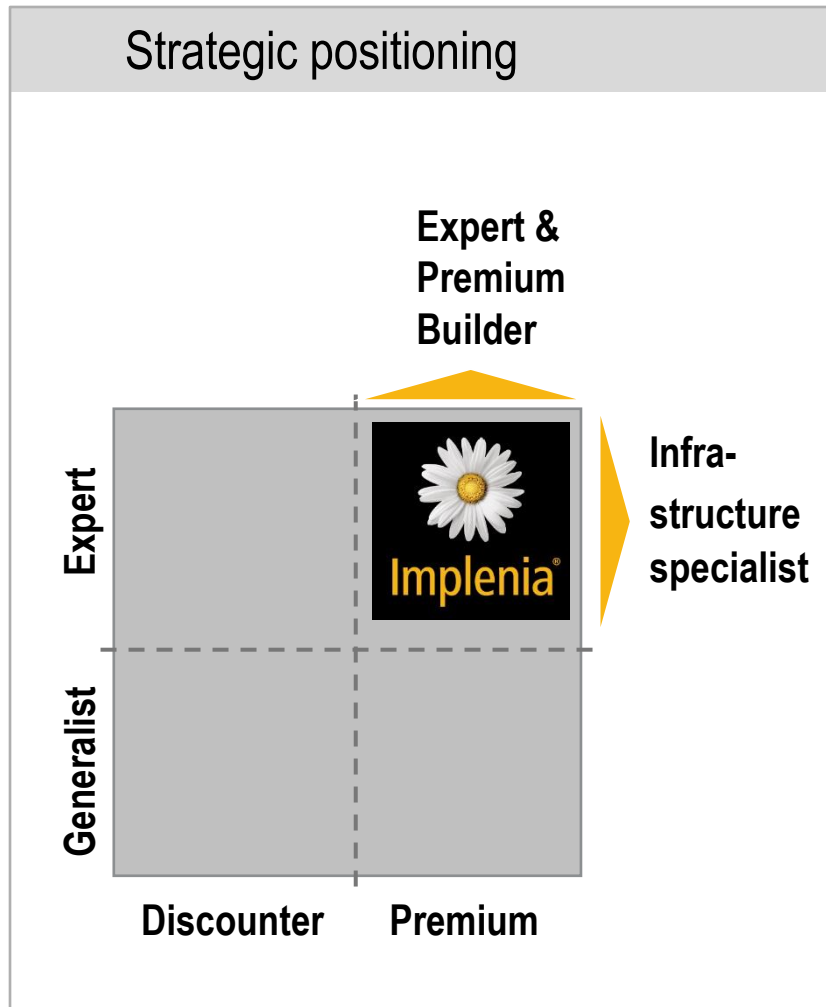
## Strategic focus in Switzerland

**Cautious but systematic expansion of portfolio towards high-margin services upstream and downstream of construction**



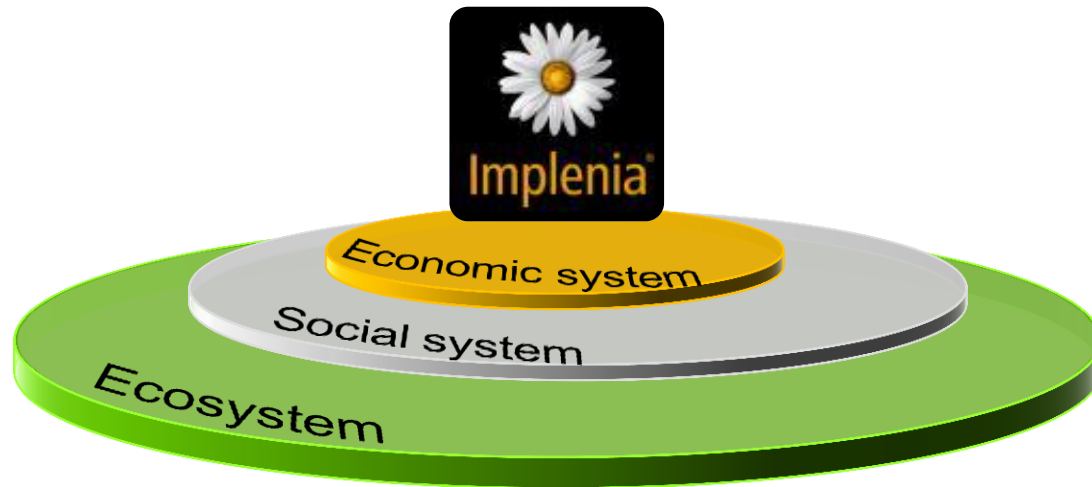
## Strategic focus international

In addition, growth through expansion in selected markets with sustainable growth



## Sustainability – sustainable growth objectives

**Implenia wants to enjoy sustainable success,  
in an ecological, economic and social sense**



### Main focus of Implenia

#### Ecological dimension

- Preserving the environment
- Sustainable products & services

#### Social dimension

- Corporate governance
- Health and safety at work
- Talent management

#### Economic dimension

- Customer relations
- Supplier relations
- Financial management

# Implenia Group and basic information

„One company – one goal – one spirit“



Implenia®

## Our values

### **Reliability**

Because we want people to be able to rely on us.

### **Sustainability**

Based on responsibility regarding our environment and ourselves

### **Integrity**

This is the core of what we do

### **Opportunity and risk awareness**

Acting entrepreneurially, we want to identify opportunities and risks early.

### **Transparency**

Towards all of our stakeholders

### **Operative and financial excellence**

Measurable and as a pre-condition for our activities

### **Solution-driven, customeroriented practices**

Customer-oriented solutions are our priority

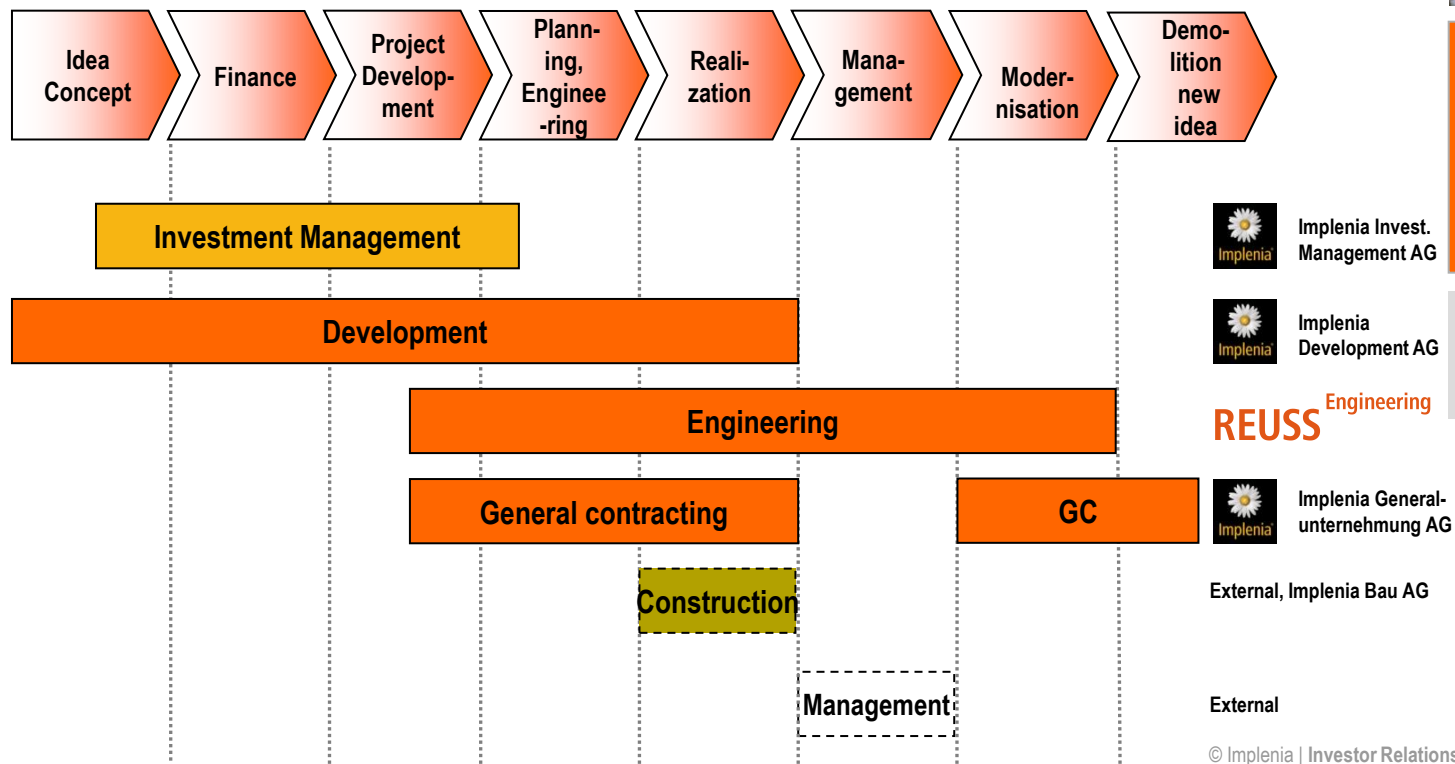
### **Innovation**

Our future depends on our ability to keep up with the times and move forward

# Implenia Group and basic information

## One-stop service provider

As a total services provider, the Real Estate Division covers all parts of a property's life-cycle, from initial promotion right through to operational optimization.



## Real Estate



- Investment management
- RE development
- Reuss engineering
- General contracting
- Conversion & renovation

Revenue:  
CHF1,415m  
Headcount:  
482

# Implenia Group and basic information

## Implenia Real Estate



The Metropolitans,  
Zurich



# Implenia Group and basic information

## Implenia Real Estate



Business Park  
Bonne Terre, Eysin

# Implenia Group and basic information

## Implenia Real Estate

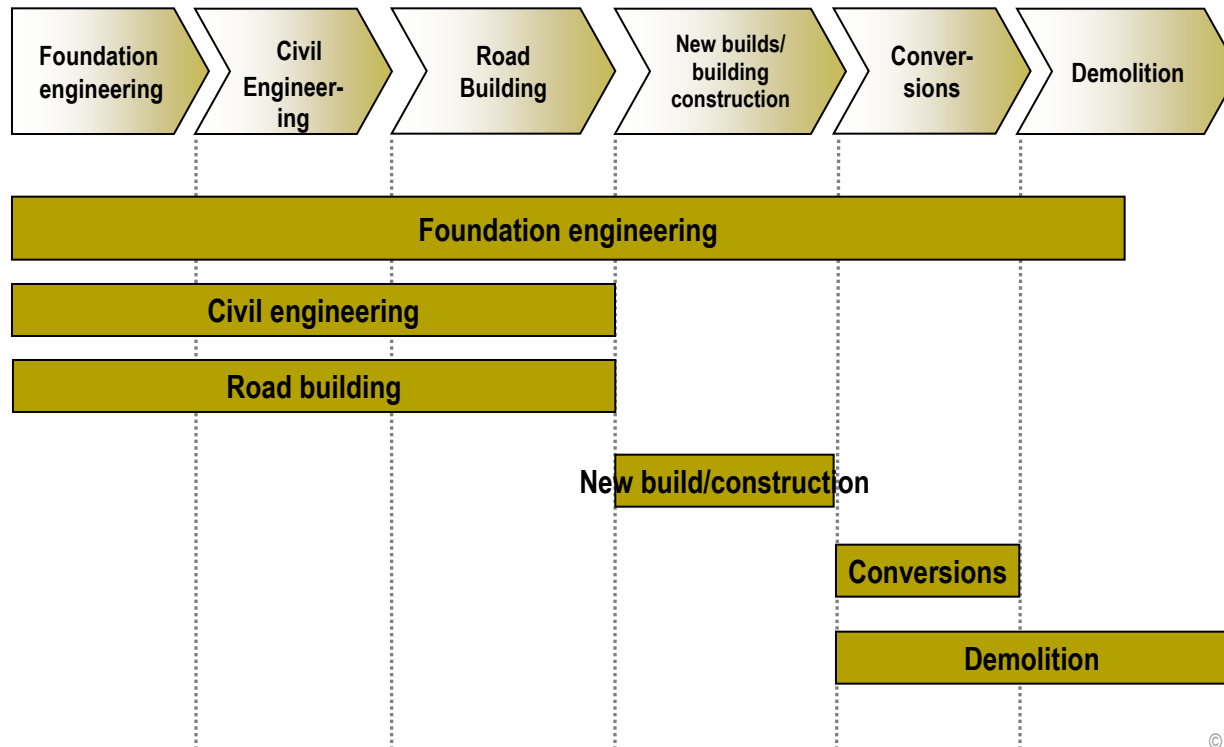
JTI, Geneva



# Implenia Group and basic information

## Brought based construction references

The Infrastructure Division engages in the following activities throughout Switzerland: foundation engineering, civil engineering, road building, building construction and conversions.



### Infrastructure Construction



- Building construction (new builds / Conversions)
- Road building / civil engineering
- Civil engineering
- Foundation engineering

**Revenue:**  
CHF 1,148 million  
**Production output:**  
CHF 1,288 million  
**Headcount:**  
4138



# Implenia Group and basic information

## Implenia Infrastructure Construction



Bridge repairs,  
Brüttisellen  
Intersection (ZH)

# Implenia Group and basic information

## Implenia Infrastructure Construction



Expansion railway  
station Oerlikon,  
Zurich



# Implenia Group and basic information

## Implenia Infrastructure Construction



Spalenberg,  
Basel

# Implenia Group and basic information

## Overview Industrial Construction

Industrial Construction is the international Partner for sustainable and complex infrastructure and real estate projects. IC offers individual and overall solutions in the areas of transportation, water, energy and prime buildings. IC acquires construction contracts in complex segments such as tunnel construction, micro-tunnelling, special underground construction and excavation. It is a total contractor, subcontractor, a joint venture partner or a syndicate partner. IC also provides consulting and project management services for complex large-scale projects.

### Industrial Construction



- Tunneling
- Special Tunnel Works
- NRLA lot
- Total Services Contract.
- Infrastructure projects
- Real estate projects
- Services

#### Revenue:

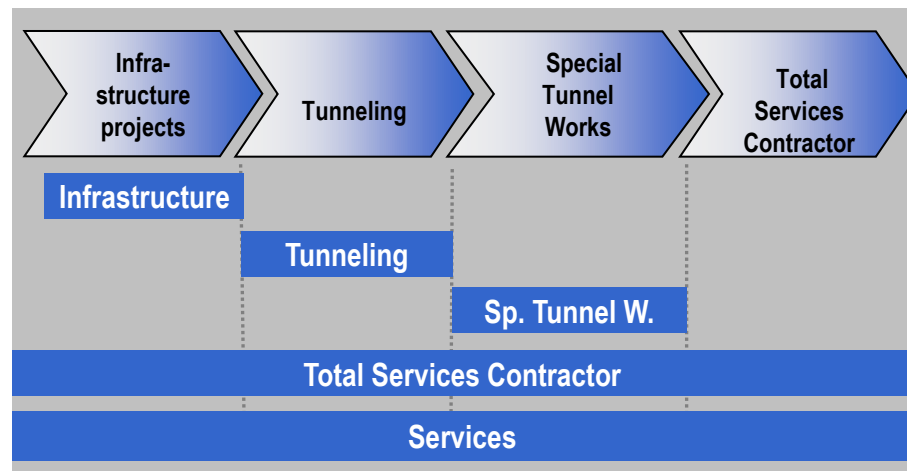
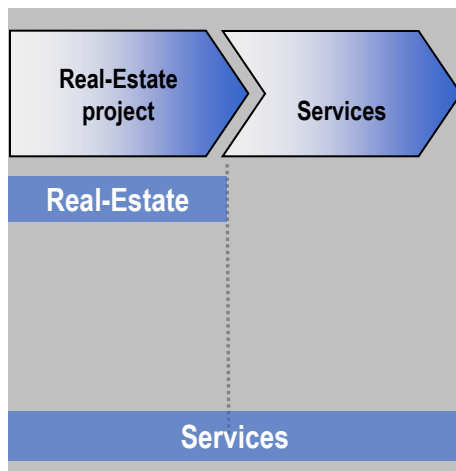
CHF 263 m

#### Production output:

CHF 424 m

#### Headcount:

833





# Implenia Group and basic information

## Implenia Industrial Construction



Weinbergtunnel  
(Structural work &  
Equipment), Zurich

# Implenia Group and basic information

## Implenia Industrial Construction



Gevingåsen Tunnel,  
Stjørdal



# Implenia Group and basic information

## Implenia Industrial Construction



Incinerator,  
Bern



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builds for life.  
With pleasure.