

Press information

HOCHTIEF takes over Vattenfall energy contracting unit

Boost for Group's services offering - Now one of the leading energy management vendors in Germany

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HOCHTIEF is acquiring the German energy contracting unit of the Vattenfall Group. Vattenfall Europe Contracting GmbH, Hamburg, will form an important element in expanding the spectrum of what HOCHTIEF offers in the field of energy contracting and energy management. HOCHTIEF already operates successfully in this growing segment, and the acquisition - which comes into effect immediately - will make it one of the leading players in this sector in Germany, with aggregate sales revenues of EUR 90 million. 240 Vattenfall employees will be joining HOCHTIEF. Both sides have agreed to maintain confidentiality regarding the purchase price.

For HOCHTIEF, the acquisition represents another step in the systematic expansion of its services offering in a market with annual growth rates of around 15 percent. For business companies and public authorities, the intelligent combination of contracting, on the one hand, and PPP models or property and facility management, on the other, opens up interesting prospects. HOCHTIEF is already active in all these areas and networks its services along the value chain. "In this way, we tap the potential for synergies which could not be achieved if the individual service contracts were awarded separately. Our clients can then benefit, for instance, from innovative ideas or substantial cost savings", says Albrecht Ehlers, member of the Executive Board of HOCHTIEF.

In practice, contracting works like this: HOCHTIEF plans, finances, erects and operates the energy installations for a company or public-sector institution and guarantees a specific level of energy savings during an agreed period. The project is refinanced from the saved financial means and HOCHTIEF also receives its remuneration from this. For clients, contracting obviates the need for the high investment which would otherwise be required. Moreover, energy consumption is reduced or made easier to calculate reliably. In addition, the use of modern technology reduces the strain on natural resources.

HOCHTIEF is one of the leading international providers of construction-related services. With almost 47,000 employees and a sales volume of EUR 15.51 billion in FY 2006, the company is represented in all the world's major markets. In the USA, the biggest

construction market in the world, HOCHTIEF is the No. 1 general builder via its subsidiary Turner. With its Group company Leighton, HOCHTIEF is market leader in Australia. The HOCHTIEF service offering in the fields of development, construction, services, concessions and operation covers the entire value chain of real estate, facilities and infrastructure projects. Further information is available at www.hochtief.com/press.

HOCHTIEF Facility Management is a leading vendor of integrated facility management solutions in Europe. With around 4,500 employees, the company provides services in such business segments as Automotive, Chemical/Pharmaceutical Industries, Electronics/Semiconductors, Financial Service Providers/Real Estate Investors, Airports/Aviation, Healthcare, Sports Facilities and Energy. The solutions offered by HOCHTIEF Facility Management go far beyond the traditional concept of FM. The company takes an end-to-end view of buildings, the land they stand on, and the relevant plants and processes. Further information is available at www.hochtief-facilitymanagement.com.

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