

# Company Presentation Turkey

Istanbul – October 2008



# Contents

**Profile – The Total Company: strong partner for complete solutions**

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**References in Turkey**

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**International References**

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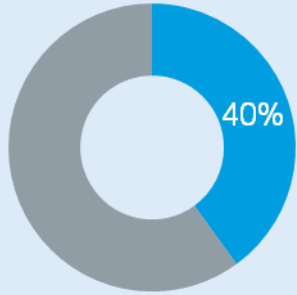

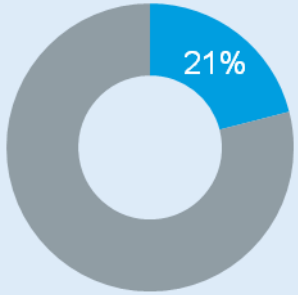

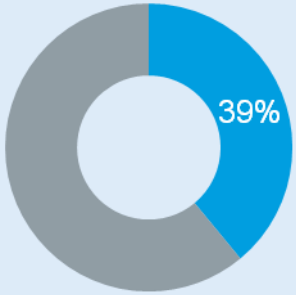


## Bilfinger Berger – We are expanding our leading position national and international

We are the leading Multi Service Group for Real Estate, Industrial Facilities and Infrastructure

Engineering	High rise and industrial construction	Services	Project Investment
Bilfinger Berger Ingenieurbau Bilfinger Berger Umwelttechnik Bilfinger Berger Polska	Bilfinger Berger Hochbau	Bilfinger Berger Industrial Services Bilfinger Berger Power Services <b>Bilfinger Berger Facility Services</b> Fru-Con	Bilfinger Berger Project Investments
Bilfinger Berger Nigeria			
Bilfinger Berger Australia			




# Overview of the performance of the individual business branches

## Overview business branches

	Engineering	High rise and industrial construction	Services	Project Investment
2007	 <p>International share (in %):</p> 	 <p>International share (in %):</p> 	 <p>International share (in %):</p> 	<p>International share (in %):</p> 
2007	3.647 Mio. €	1.965 Mio. €	3.606 Mio. €	Own capital commitment
2008e	3.950 Mio. €	2.050 Mio. €	3.850 Mio. €	05/2008: 175 Mio. €

## The Bilfinger Berger Facility Service business unit is organized in operational columns with individual market presence

### Overview BBFS

Bilfinger Berger Facility Service GmbH		
		
<ul style="list-style-type: none"> <li>✓ Facility Management Consultancy</li> <li>✓ Technical FM</li> <li>✓ Commercial FM</li> <li>✓ Infrastructural FM</li> <li>✓ Technical building equipment support</li> <li>✓ Technical Due Diligence</li> <li>✓ Energiemanagement</li> <li>✓ Projectmanagement and Start-up</li> <li>✓ Contracting</li> </ul>	<ul style="list-style-type: none"> <li>✓ Funds- und Portfoliomanagement</li> <li>✓ Value Add</li> <li>✓ Investment Consulting</li> <li>✓ Valuation &amp; Advisory</li> <li>✓ Work out</li>   <li>✓ Real Estate Management</li> <li>✓ Center Management</li> <li>✓ Space Management</li> <li>✓ Construction management</li> <li>✓ Leasing</li> <li>✓ FM Consulting</li> </ul>	<ul style="list-style-type: none"> <li>✓ Patients- and Stationservice</li> <li>✓ Gastronomie and Catering</li> <li>✓ Maintenance- and OP-Cleaning</li> <li>✓ Housekeeping Services</li> <li>✓ Operation of hospital hotels</li> </ul>

## **Vision 2010+: We will be the leading international contact partner for innovative and efficient solutions regarding real estate**

### **Aim and Guidelines**

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„...The interest of our Client is our interest...“

„...customer satisfaction through highly professional performance and engagement...“

„...deployment of our broad knowhow and experienced employees for your specific needs...“

„...integrated Facility Management performance supported with process- and lifecycle orientation...“

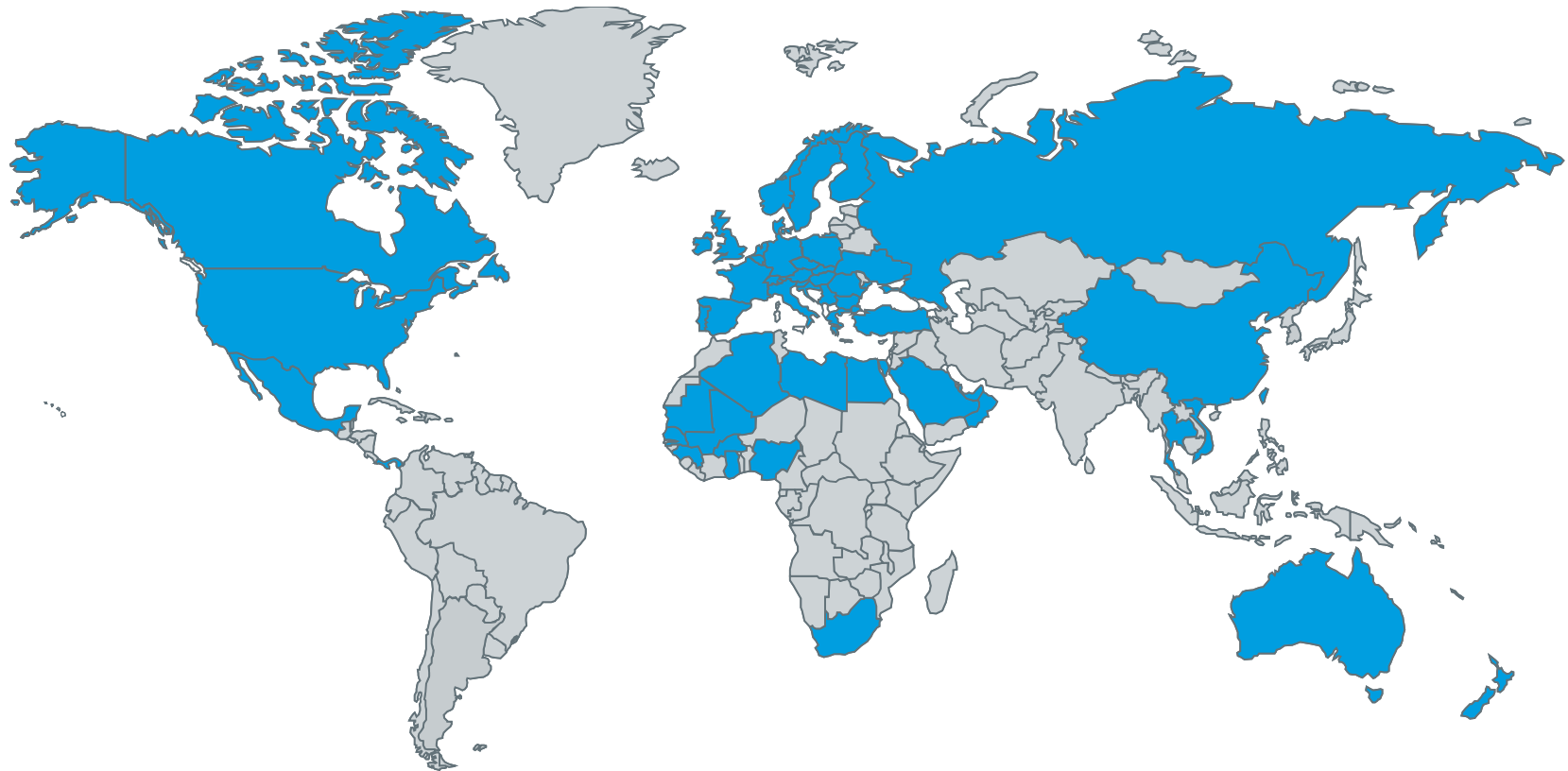
„...Think in advance. Creating added value together...“

„...Think global but act local...“

# Bilfinger Berger AG worldwide

## International presence of the Multi Service Group

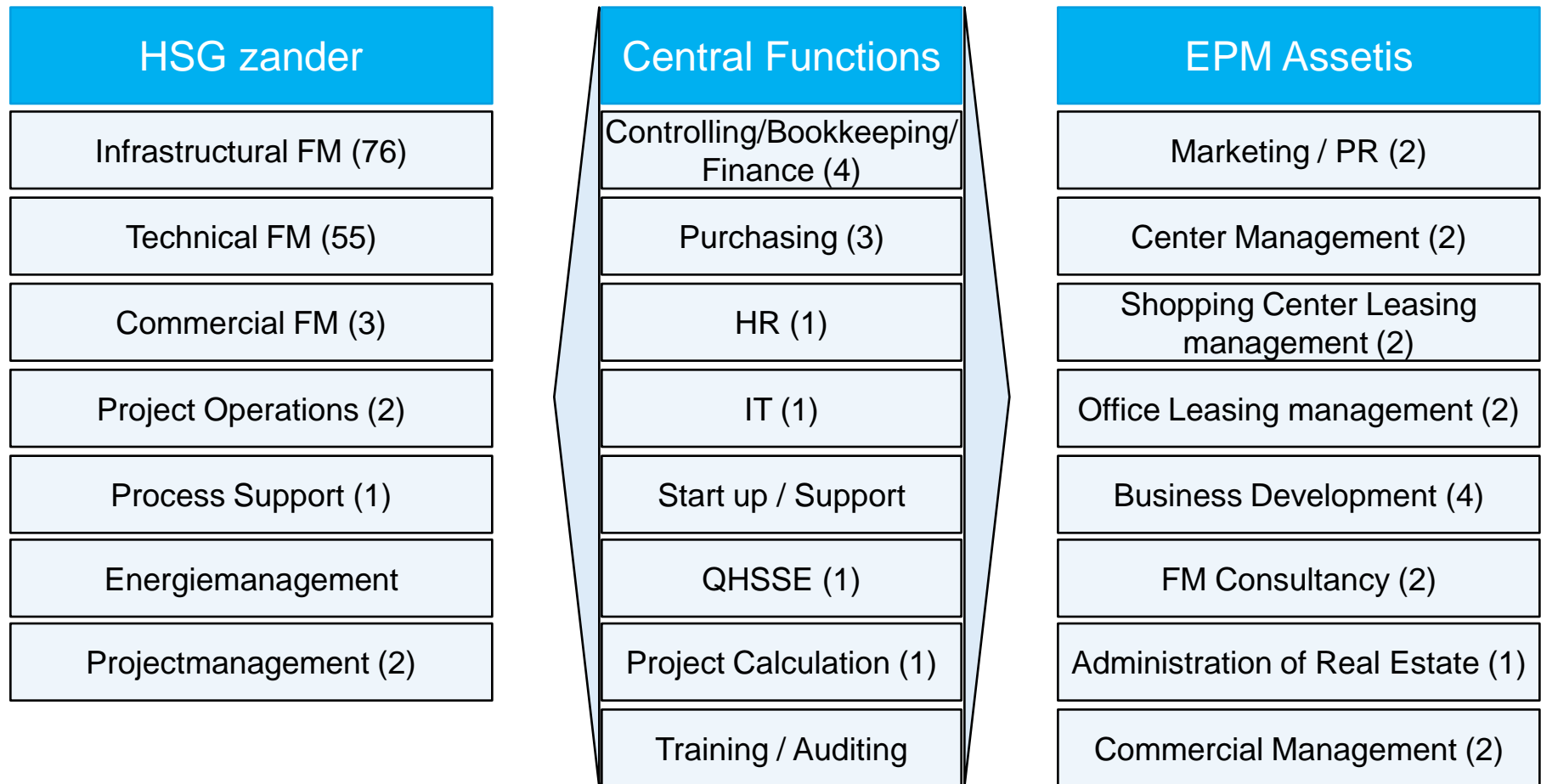
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International presence of the Multi Service Group

## Organisation - Turkey

### Bilfinger Berger Facility Services Turkey





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**Profile – The Total Company: strong partner for complete solutions**

**References in Turkey**

**International References**

## Cevahir

**Owner:**  
Kuwait Investment Authority

**Gross Building Area:**  
365.000 m<sup>2</sup>

**Shopping Center:**  
95.000 m<sup>2</sup> NLA  
around 350 shops, around 50  
restaurants, 13 cinemas, leisure park, bowling,  
4 car park levels

**Number of Visitor:**  
17 Mio. per year

**Car Park:**  
2.500

**Scope of activities HSG zander:**

- Commercial Facility Management
- Technical Facility Management
- Infrastructural Facility Management



**Location:**

Cevahir lies in the heart of Istanbul and is characterized as Europe's biggest and world-wide the second largest shopping center. The combination of Metro 4.Levent to Taksim and the numerous bus services are just outside the door. Thanks to its good location will Cevahir will, in the future, continue to develop positively. Nearby are many companies who's employees use the food court during the lunch breaks.

## Airport

**Owner:**

Londra Camping

**Gross Building Area :**

80.000 m<sup>2</sup>

**Building costs:**

55 Mio. \$

**Number of visitors:**

6 Mio. per year

**Shopping center:**

29.000 m<sup>2</sup>

124 shops

**Entertainment:**

Ice skating ring 350 m<sup>2</sup>

Cinema, leisure park, bowling

**Car park:**

1.600



**Scope of activities EPM Assetis starting February 2008:**

- Lease management
- Center management
- Real Estate management

**Scope of activities HSG zander starting February 2008:**

- Commercial Facility Management
- Technical Facility Management
- Infrastructural Facility Management

**Location:**

Airport Shopping Center is located on the European side of Istanbul and is on Highway E5. Because of its excellent location, the shopping center very easy to reach.

In close proximity (about 2 km away) is Istanbul Ataturk Airport and the Culture University of Istanbul with about 6.000 students. With its high population density of approximately 2.1 million in the core catchment area and approximately 4.3 million in the surrounding areas, Airport Shopping Center has a big advantage over its competitors.

# Buyaka

**Owner:**

Artell and Koytür

**Gross Building Area:**

215.000 m<sup>2</sup>

**Building costs:**

300 Mio. \$

**Number of visitors:**

Expectation: 10 Mio. per year

**Shopping Center:**

106.000 m<sup>2</sup> (150 shops)

**Office:**

More than 50.000 m<sup>2</sup>

3 Towers with 23 floors each

**23 floors of residential area**

130 Residences

**Car park:**

1.250

**Sport center :**

13.500 m<sup>2</sup>

**Scope of activities EPM Assetis:**

- Lease management
- Center management
- Property Management
- Commercial Property Management

**Scope of activities HSG zander:**

- Commercial Facility Management
- Technical Facility Management
- Infrastructural Facility Management

**Location:**

Buyaka is on the Asian side in Ümraniye / Istanbul. The property is only 8 km away from the second bridge (FSM-bridge) which connects the European and the Asian side of Istanbul. Many bus connections and services and in the direct proximity. The area is characterized by well-known companies such as IKEA, Media-Markt and Carrefour, as well as by numerous housing compounds.

On an area of 42,687 m<sup>2</sup>, a trapezium shaped shopping center and 4 towers will be erected. The complex will be used for offices, retail and luxury residential property.



## Hydropower dam Birecik

**Location:**

Şanlıurfa/Anatolia

**Purpose:**

Irrigation and power generation

**Water volume:**

1.220,20 hm<sup>3</sup>

**Water surface:**

56.25 km<sup>2</sup>

**Hydropower potential:**

At 672 MW, 2.518 GWh annually

**Scope of activities HSG zander:**

- Technical Facility Management
- Infrastructural Facility Management



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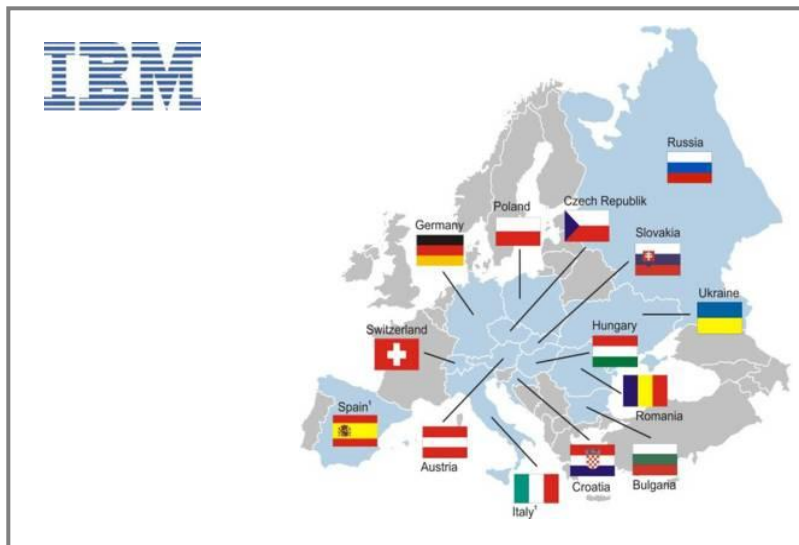
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■ **International References**

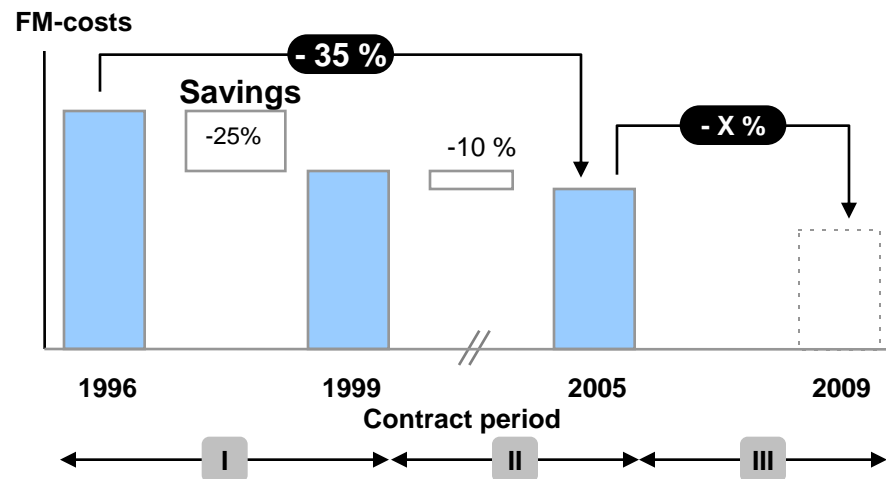
# Our key account model is a guarantee for long-term growth and successful internationalization (1/3)

Example: Key Account IBM



- Cooperation agreement since 1995
- Serviceable Area: > 1 Mio. m<sup>2</sup>
- Services:
  - Integrated Facility Management with
    - Operation Data Center and Back-up-Recovery Center
    - Management of all projects and maintenance (Lead Consult)
    - Security services
    - Technical Facility Management

## Performance and capabilities




**Methods for cost reductions**

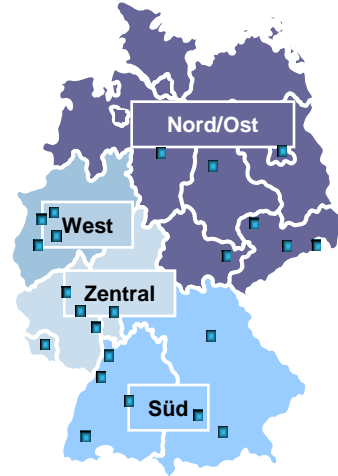
- I**
  - Optimized deployment of personnel
  - Increase own performance in the technical activities
  - Bundling / optimizations in purchasing
- II**
  - Standardized FM processes at all locations
  - Introduction of Service Levels
- III**
  - Process optimization

# Our key account model is a guarantee for long-term growth and successful internationalization (2/3)

Example: Key Account Deutsche Bank

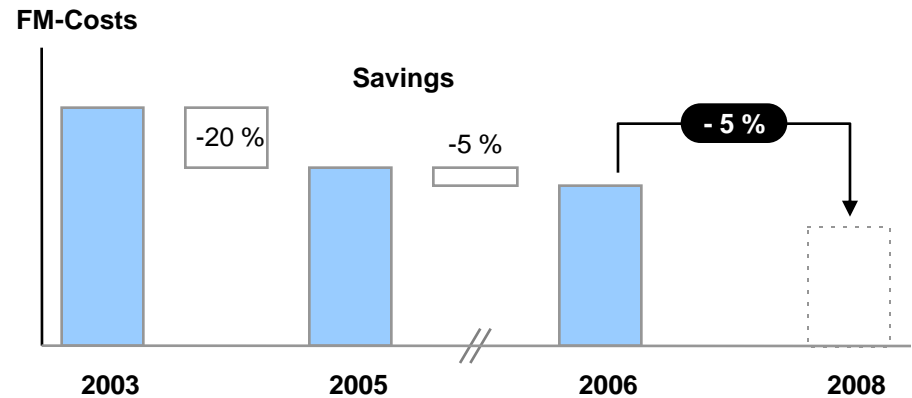


- Deutsche Bank Moscow since 2000
- Deutsche Bank Germany since 2003
- Deutsche Bank Switzerland since 2008
- Expansion planned for other European counties



- Serviceable area: > 1.5 Mio. m<sup>2</sup>
- Services (Summary):
  - Infrastructural Facility Management
  - Technical Facility Management
  - Lease contracts administration
  - Moving services
  - Projects
  - Art management
  - Risk management
  - Energy management

## Performance and capabilities

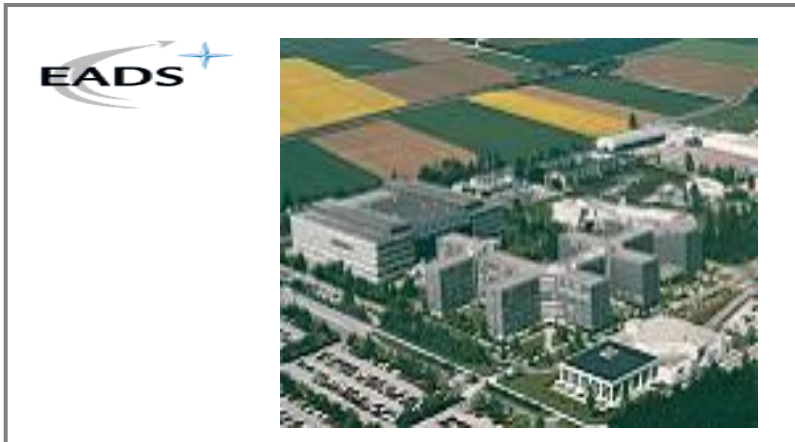


### Methoden zur Kosten-reduzierung

- I
  - Transfer of more than 320 employees in several phases
  - Improved staff concept (transfer, integration, development)
  - High degree of personal power
  - Pooling / Purchasing Optimization
- II
  - Standardization of processes and SLAs
  - Implementation of „ELIM“ Mobile Handyman Service for branches
- III
  - Expansion of services (p.e. projects)
  - Process improvement and acquisition of related activities within the workforce

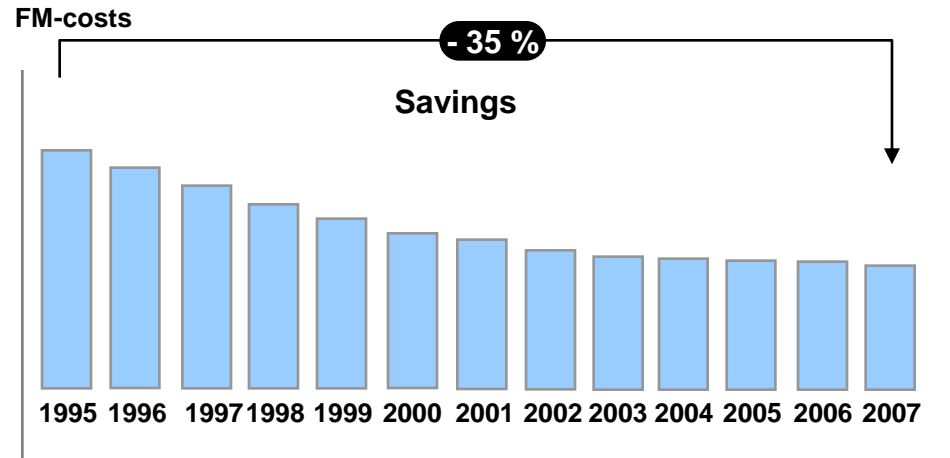
# Our key account model is a guarantee for long-term growth and successful internationalization (3/3)

Example: Key Account EADS



- Contract since 1995
- Serviceable area: 610.000 m<sup>2</sup>
- Specific project information Ottobrunn:
  - Seat of the Management of EADS
  - Germany's property with the highest security criteria
  - Sensitive production facility of Aerospace
  - Volume of waste disposal and supply of materials is similar to a small city
- Integrated Facility Management Services including High End Catering (two restaurants serving 6.500 meals a day)

## Performance and capabilities



**Cost and performance transparency**

- HSG Zander assigns the costs according to activity (about 200,000 records per month), this is also done with the labour of the infrastructural services

**Quality**

- HSG Zander has been awarded as „supplier of excellence“ with a Master Agreement by the EADS for its Facility Management performance

## Summary of our references

### Embassy and Consulate

#### Spanish Embassy, Berlin

Start: 01.05.2007  
Serviceable area: 3.000 m<sup>2</sup>

The Embassy of Spain resides, since 1943, in the old diplomatic quarter in the Lichtensteinallee no. 1. The building, designed and built in 1938 by the brothers Walter and John Krueger, was severely damaged by bombs in 1944. Today - after refurbishment (1996-2003) - the building is being used as the Spanish Embassy and residence.



BOTSCHAFT VON SPANIEN

#### Scope of activities HSG zander:

- **Technical Facility Management**
  - Airhandling
  - Heating
  - Lifts
  - Doors and gates
  - Kitchen
  - H&S, Fire protection
  - Cooling
  - CO-alarm system
  - Generator
  - Telephone system
  
- **Infrastructural Facility Management**
  - Concierge services
  - Landscaping

## Summary of our references

### Embassy and Consulate

#### British Embassy, Berlin

##### Project info:

- Gross capacity: 52,035 m<sup>3</sup>
- Gross floor area: 11,181 m<sup>2</sup>
- Net floor area: 7,943 m<sup>2</sup>
- Building area: 2,303 m<sup>2</sup>

The building of the British Embassy - designed by Architect Michael Wilford & Partners - is embedded in the historic centre of Berlin near the Brandenburg Gate located near the government quarter. After historic decision of the Bundestag 1991 to relocate the seat of government from Bonn to Berlin, the British Government decided to relocate its embassy back to the place where they were before the 1875-1939 war - in the Wilhelmstraße next to Hotel Adlon.

From trade and Consular Affairs of political contacts to Press and Public Relations about 125 diplomats and local employees occupy the premises.



#### Scope of activities HSG zander:

##### ■ Technical Facility Management

- Air handling
- Heating
- Lifts
- Doors and gates
- Kitchen
- H&S, Fire protection
- Cooling
- CO-alarm system
- Generator
- Telephone system

## Summary of our references

### Embassy and Consulate

European wide technical Facility Management together with the main contractor Interserve FM.

Technical Facility Services provided for the following offices:

- Düsseldorf
- Munich
- Vienna
- Geneva
- Bern
- Bratislava
- Prague
- Budapest
- Warsaw
- Amsterdam
- The Hague
- Brussels
- Luxemburg



### Scope of activities HSG zander:

#### ■ Technical Facility Management

- Air handling
- Heating
- Lifts
- Doors and gates
- Kitchen
- H&S, Fire protection
- Cooling
- CO-alarm system
- Generator
- Telephone system

# Summary of our references

## High rise buildings

**DG Hochhaus, Frankfurt**



- Commercial-technical Facility Management
- Lease coordination
- Gross building area 70.000 m<sup>2</sup>

**Messturm, Frankfurt**



- Technical Facility Management
- 24 h-Services
- Planning and execution of special projects
- Infrastructural FM
- Budget planning and -control
- Height 257 m, Gross building area 62.000 m<sup>2</sup>

**Trianon, Frankfurt**



- Technical Facility Management
- Infrastructural Facility Management
- Gross building area 118.000 m<sup>2</sup>

**„FBC“ Frankfurt Büro Center, Frankfurt**



- Technical Facility Management
- Infrastructural Facility Management
- Gross building area 60.000 m<sup>2</sup>

# Summary of our references

## Banks

### Münchener Hypothekenbank © Bernhard Müller



- Technical Facility Management
- Gross building area 20.000 m<sup>2</sup>

### Citibank, Düsseldorf



- Technical Facility Management
- Maintenance cleaning
- Window cleaning
- Concierge services
- Waste disposal services
- Landscaping
- Energy management
- Project management
- Moving services
- Winter services
- Planning und construction supervision

### Sparkasse Bremen, Bremen



- Technical Facility Management
- Maintenance cleaning
- Concierge services
- Event services
- Real Estate administration
- Waste disposal management
- Print center
- Post-, document- and Logistic service
- Landscaping
- Security services
- Energy management
- Quality assurance
- Moving services

### Postbank, Leipzig



- Technical Facility Management
- Gross building area 35.000 m<sup>2</sup>

# Summary of our references

## Fund Companies

### MEAG Real Estate Management GmbH



- Technical Facility Management
- Infrastructural Facility Management
- Operational services for 85 MEAG-real estates around Hamburg

### Trias Holzmarktstraße, Berlin



- Technical Facility Management
- Commercial Facility Management
- Gross building area 27.000 m<sup>2</sup>

### Deka, MainOffice, Frankfurt



- Technical Facility Management
- Infrastructural Facility Management
- Gross building area 28.500 m<sup>2</sup>

### Fortress Asset Management GmbH, Frankfurt



- Technical Facility Management
- Infrastructural Facility Management
- Commercial Facility Management
- 4.300 work places
- Gross building area 160.000 m<sup>2</sup>

# Summary of our references

## Automotive industry

### BMW Werk, Leipzig



- Technical and infrastructural Facility Management:
- Prod. capacity: 650 units/day
- Series: BMW 3 series Limousine
- Employees: 5.500
- Investment: ~ € 1,3 Billion
- Total area: ~ 2,08 Mio. m<sup>2</sup>
- Closed area: 287.000 m<sup>2</sup>
- Gross building area 491.000 m<sup>2</sup>
- Roads: 265.000 m<sup>2</sup>
- Car park: 3.900

### Ford Forschungszentrum, Aachen



- Technical Facility Management
- Infrastructural Facility Management
- Certification Ford Q1 HQSSE

### BMW Werk, Spanien



- Technical Facility Management
- maintenance technical installations
- Cleaning
- Landscaping
- Project supervision
- Planning and construction supervision
- Reception/Helpdesk
- Health & Safety
- Asset Management
- Lease management
- Energy optimization

### DaimlerChrysler Hauptverwaltung Polen



- Commercial Facility Management
- Technical Facility Management
- Infrastructural Facility Management
- Leasing
- Gross building area 40.000 m<sup>2</sup>

# Summary of our references

## Technology

### EDS, Deutschland



- Technical Facility Management
- Cleaning
- Post service
- Waste disposal management
- Reception services

### CSC Ploenzke AG, Wiesbaden



- Technical Facility Management
- Maintenance cleaning
- Window cleaning
- Concierge services
- Event management
- Waste disposal management
- Print center
- Post- and Logistic services
- Landscaping
- Security services
- Energy management
- Moving services

### Lucent Technologies, Nürnberg



- Technical Facility Management
- Energy management
- Technical management VIP Center
- Technical event support
- Project management
- Concierge services

### SAP SI AG, Bensheim



- Technical Facility Management incl. Energy management, reconfiguration/ redevelopment
- Infrastructural FM (Concierge services, Cleaning, Security services, Winter services, Conference area services, Post- and courier services)
- Gross building area 18.000 m<sup>2</sup>
- 10.000 m<sup>2</sup> with 500 locations

# References

## Health Care, Hospital Engineering

Atos-Klinik, Heidelberg  
(Germany)



- Technical Facility Management incl. energy management
- Maintenance and repair of fire extinguishing equipment
- Infrastructural Facility Management (cleaning, landscaping, organization of special events, meeting room services etc.)

Kreiskrankenhaus, Nagold  
(Germany)



- Technical Facility Management
- Supporting occupational health & safety
- Check safety engineering & measurement technology

# References

## Shopping Centers

Ruhr-Park, Bochum  
(Germany)



- Center Management
- Commercial Facility Management
- Infrastructural Facility Management
- Technical Facility Management
- Rentable area approx. 125.000 m<sup>2</sup>

Breuninger GmbH & Co.,  
Germany



- Technical Facility Management
- 14 real estates

# References

## Shopping Centers

EKZ Elbe-Park, Hermsdorf  
(Germany)



- Technical Facility Management
- Infrastructural Facility Management (cleaning, security services etc.)
- Gross floor space approx. 50.000 m<sup>2</sup>

City Galerie, Aschaffenburg  
(Germany)



- Centre management
- Commercial Facility Management
- Rentable area approx. 59.350 m<sup>2</sup>

## References

### Industrial Sites

SIG, Neuhausen  
(Switzerland)



- Technical FM
- Infrastructural FM
- Effective area 74.000 m<sup>2</sup>

Georg Fischer,  
Schaffhausen (Switzerland)



- Full FM
- Effective area 130.000 m<sup>2</sup>

# References

## Chemical & Pharmaceutical Industry

Solvay Deutschland GmbH,  
Rheinberg (Germany)



- Maintenance
- Optimization
- Coordination of subcontractors
- Budget & investment planning
- 270 buildings
- area 261 hectare

Fresenius AG – Headquarter,  
Bad Homburg (Germany)



- Technical Facility Management
- Warranty management
- Emergency management with helpdesk
- Gross floor space 35.500 m<sup>2</sup>

# References

## Logistics

Rhenus Contract Logistics,  
Schaffhausen (Switzerland)



- Technical Facility Management
- Infrastructural Facility Management
- Effective area 30.000 m<sup>2</sup>
- Project & construction management
- Available space for 10.000 pallets

Logistic Centre – Magna Park  
Plötzing (Germany)



- Technical Facility Management
- Infrastructural Facility Management
- Gross floor space approx. 200.000 m<sup>2</sup>

# References

## Chain Operation Management (mobile)

Xerox, Germany



- Commercial Facility Management
- Infrastructural Facility Management
- Technical Facility Management
- Approx. 60 real estates in Germany

ABB Immobilien,  
Switzerland



- Technical Facility Management
- Infrastructural Facility Management
- Commercial Facility Management
- Management of 175 real estates on 11 sites in Switzerland
- Effective area 450.000 m<sup>2</sup>

# References

## Arenas

Kölnarena, Köln  
(Germany)



- Technical Facility Management incl. energy management
- Sound & lighting equipment
- Infrastructural Facility Management
- Effective area 83.700 m<sup>2</sup> on 12 levels
- Seating capacity of 18.000 visitors

COMMERZBANK ARENA,  
Frankfurt (Germany)



- Technical Facility Management
- Infrastructural Facility Management
- Commercialization of intellectual property rights (SPORTFIVE)
- Event management
- Gross floor space approx. 138.000 m<sup>2</sup>

# We can make it possible

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