



Q1 2016 Results Presentation

26 May 2016

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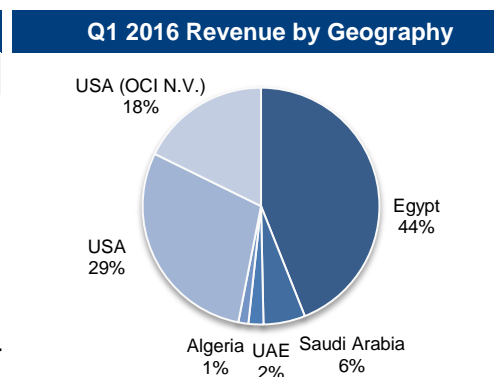
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Summary Financials

- **Return to profitability as the Group reported blended EBITDA margin of 5.0%, EBITDA of USD 48.8 million and net income of USD 23.0 million in Q1 2106**
 - Led primarily by the Group's performance in the MENA region
- **Backlog maintained at a healthy level of USD 6.1 billion as the Group signed new contracts amounting to USD 510.4 million in Egypt, Algeria and USA during Q1 2016**
- **BESIX partially impacted by cyclical conditions in Europe**
 - Standalone backlog grew 18% to EUR 3.5 billion, the highest point since 2011
- **Consolidated net cash position of USD 87.0 million**

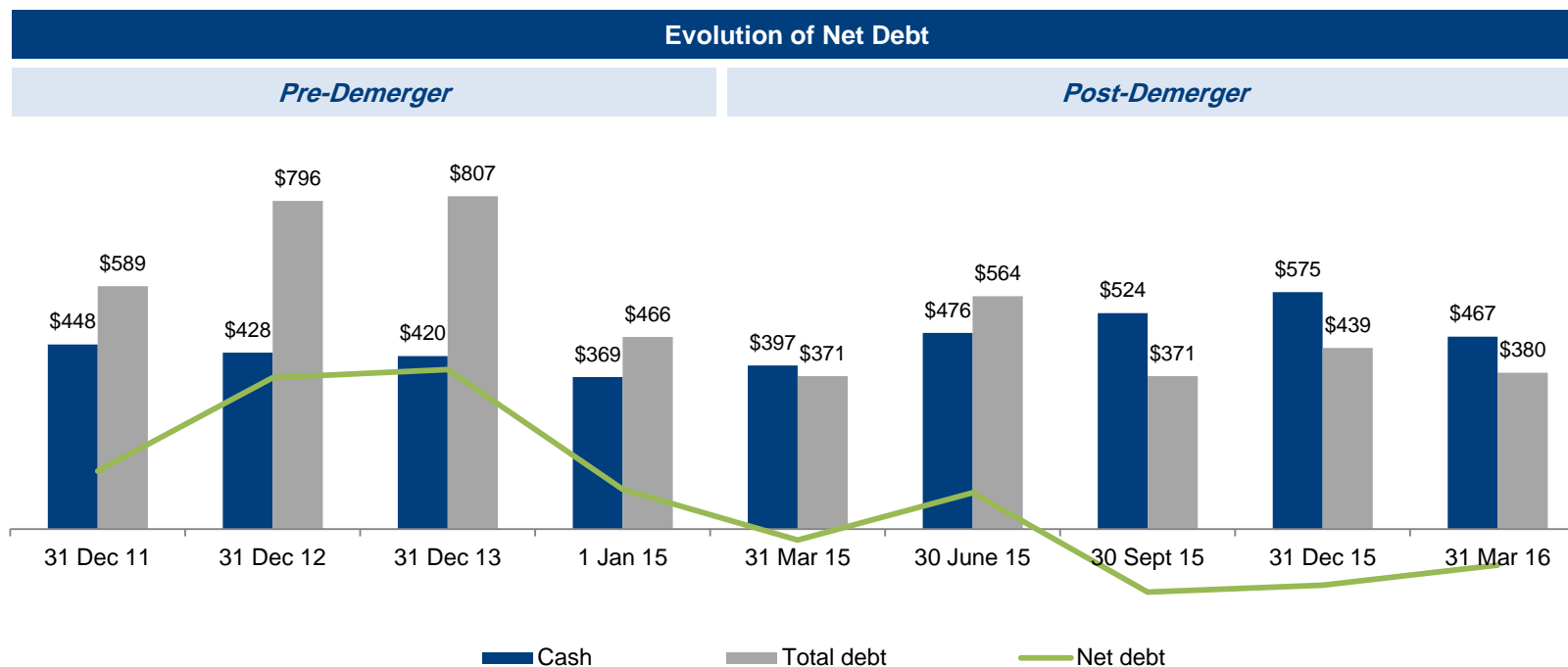
Summary Income Statement	Consolidated			Q1 Breakdown by Geography		
USD million	Q1 2016	Q1 2015	Change	MENA	USA	Total
Revenue	972.9	857.8	13.4%	516.6	456.3	972.9
EBITDA	48.8	37.9	28.8%	44.0	4.8	48.8
Margin	5.0%	4.4%	+60bp	8.5%	1.1%	5.0%
BESIX	2.0	(5.8)	134.5%	-	-	2.0
Net income attributable to shareholders	23.0	5.8	296.6%	18.7	2.3	23.0
Margin	2.4%	0.7%	+170bp	3.6%	0.5%	2.4%

Summary Balance Sheet	31-Mar-16	31-Dec-15	Change
USD million			
Cash and cash equivalents	466.7	574.9	(18.8%)
Total debt	379.7	439.4	(13.6%)
Total equity	531.2	560.5	(5.2%)
Net debt (cash)	(87.0)	(135.5)	(35.8%)



Net Cash Position as of 31 March 2016

Net cash position of USD 87.0 million as of 31 March 2016



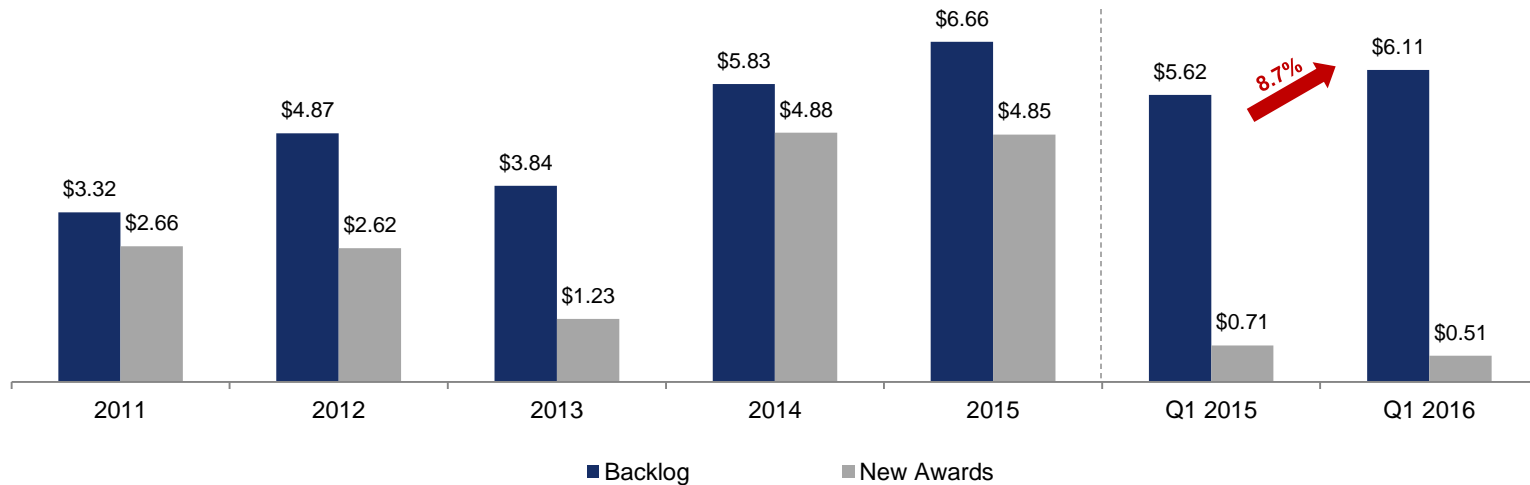
USD million	31 Dec 2011	31 Dec 2012	31 Dec 2013	1 Jan 2015	31 Mar 2015	30 June 2015	30 Sept 2015	31 Dec 2015	31 Mar 2016
Net debt	141	368	387	97	(26)	88	(153)	(136)	(87)
EBITDA	291	15	48	N/A	38 ⁽¹⁾	102 ⁽²⁾	163 ⁽³⁾	(302)	49 ⁽⁴⁾
Total equity	1,111	431	875	804	935	950	961	561	531
<i>Net debt/equity</i>	<i>0.13</i>	<i>0.85</i>	<i>0.44</i>	<i>0.12</i>	<i>(0.03)</i>	<i>0.09</i>	<i>(0.16)</i>	<i>(0.24)</i>	<i>(0.16)</i>

(1) Q1 2015 EBITDA; (2) H1 2015 EBITDA; (3) 9M 2015 EBITDA; (4) Q1 2016 EBITDA

Healthy Backlog Level Secures Future Profitability

Focus on pursuing quality projects where the Group has a competitive edge and is confident in the source of funding
 Growing US backlog to complement MENA operations and provide incremental value

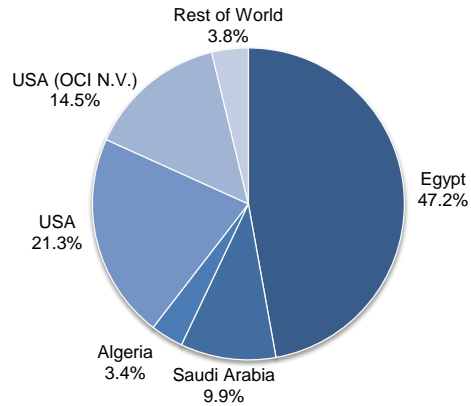
Consolidated Backlog Grew 8.7% in Q1 2016



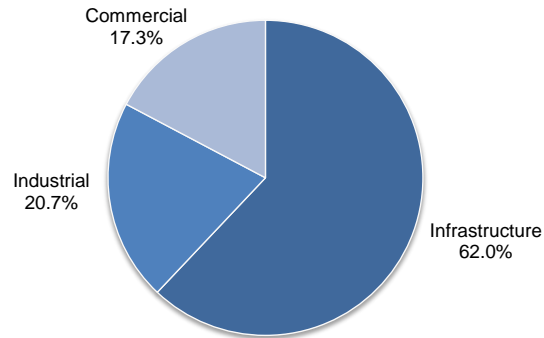
- Consolidated backlog at a healthy level of USD 6.1 billion, providing sufficient future revenue and profitability coverage
- The Group signed new awards totalling USD 510.4 million in Egypt, Algeria and USA during Q1 2016 and is positioned to build on the contracts already signed in Q2 2016
 - Q1 2016 new awards include two infrastructure and industrial projects in Algeria for USD 180 million
- Weitz and Contrack Watts' backlog in USA is up 26% y-o-y with a focus to further increase their contribution

Strategic Backlog Diversification

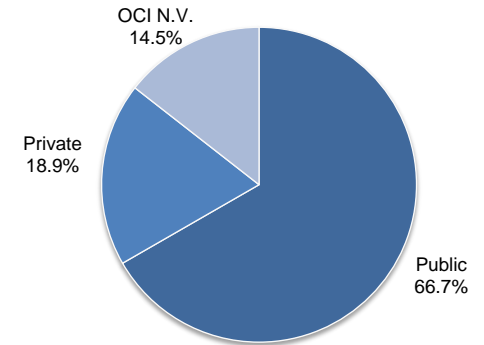
Backlog by Geography



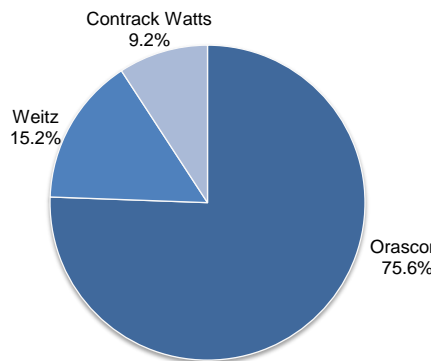
Backlog by Sector



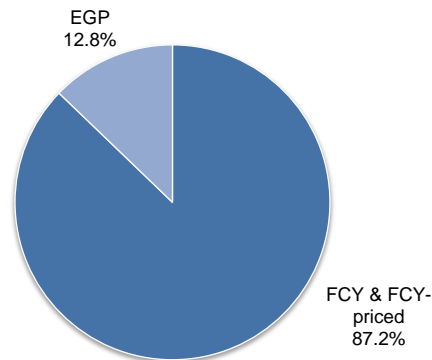
Backlog by Client



Backlog by Brand



Backlog by Currency

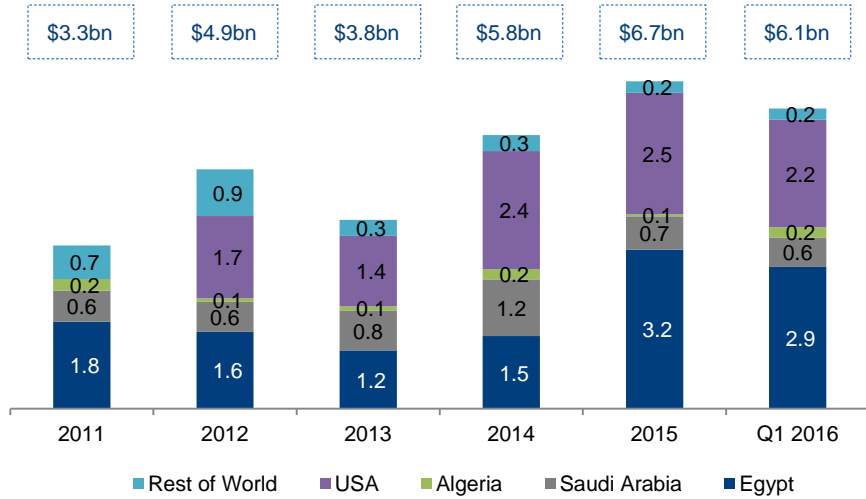


EGP Devaluation

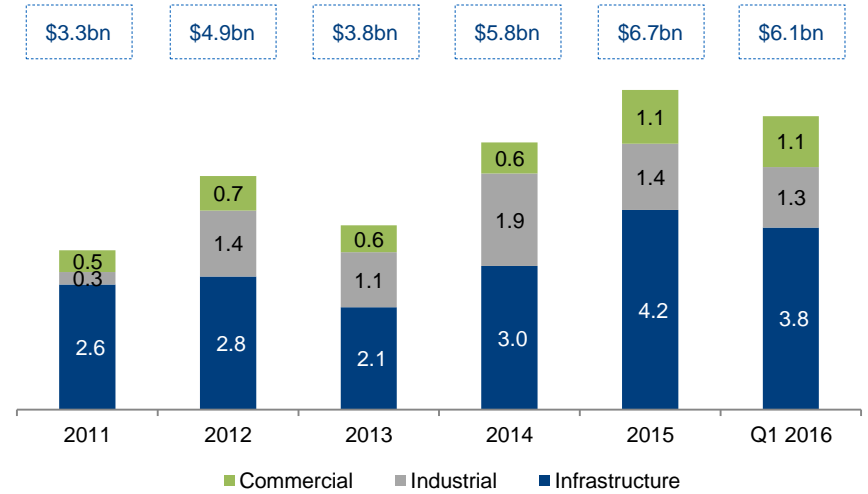
- 87% of the Group's total backlog is in FCY or priced in FCY
 - c.27% of backlog in Egypt is in EGP
 - FCY and FCY-priced backlog outweigh FCY costs in Egypt
- The Group also incorporates cost escalation clauses in the majority of Egypt contracts to protect against potential cost inflationary pressures

Backlog Evolution

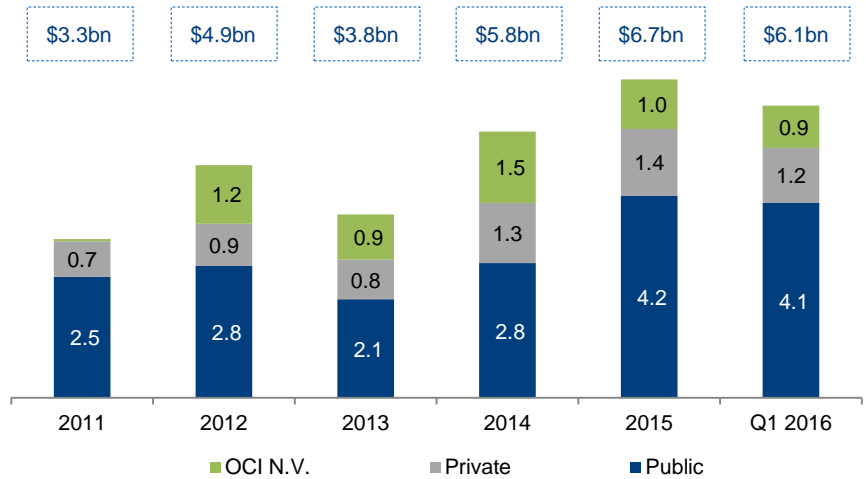
Backlog by Geography



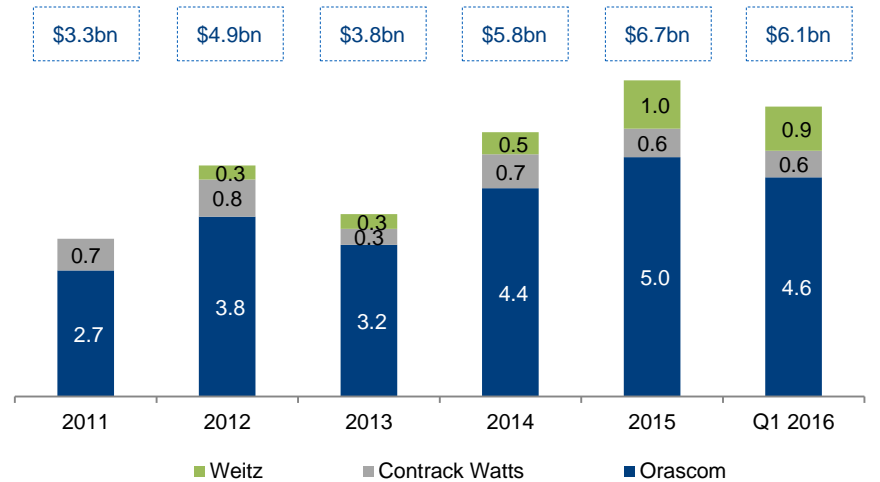
Backlog by Sector



Backlog by Client



Backlog by Brand

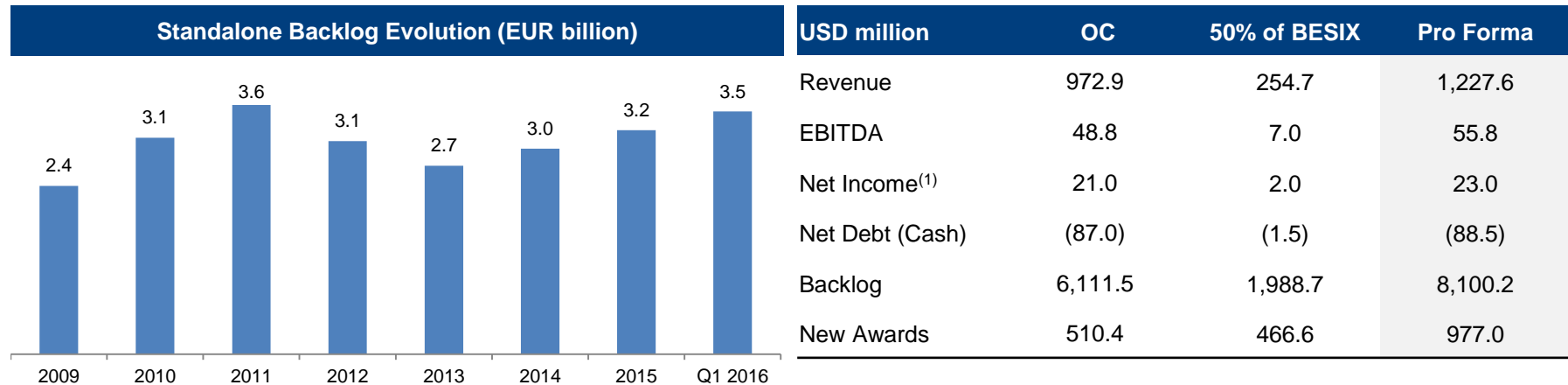


BESIX: Standalone Backlog Grew 18% to EUR 3.5 Billion

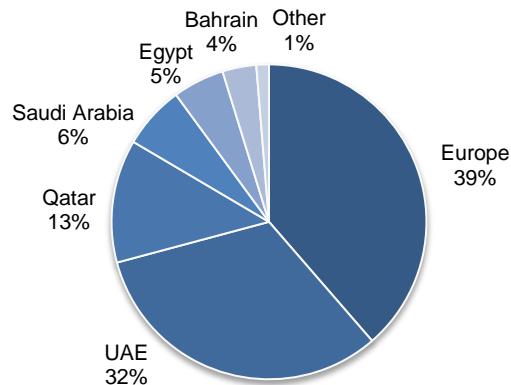
Increase in BESIX's standalone backlog to EUR 3.5 billion expected to improve future profitability

BESIX book value represents 56% of Orascom's total equity value of USD 531.2 million

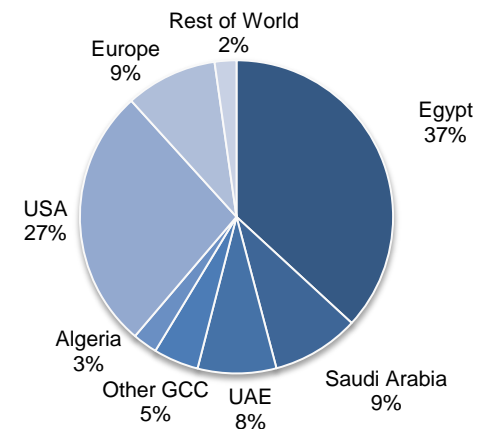
BESIX at a net cash position of EUR 2.6 million as of 31 March 2015



Standalone Backlog by Geography (EUR billion)









Pro Forma Backlog – 50% of BESIX



Complementary Construction Materials and Property Management Portfolio

Subsidiaries currently benefitting from increased construction and industrial activity

Operational synergies with Orascom and BESIX

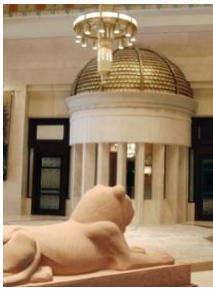
			
<ul style="list-style-type: none"> ▪ Ownership: 100% ▪ Q1 2016 revenue: USD 19 million ▪ Founded in 1995, manufactures and supplies fabricated steel products in Egypt and North Africa ▪ Operates four facilities plants in Egypt and Algeria, two of which are the largest in MENA ▪ Total capacity of 120k per year ▪ Increased demand from power and industrial projects including OC's recent large power plant projects 	<ul style="list-style-type: none"> ▪ Ownership: 100% ▪ Q1 2016 revenue: USD 3 million ▪ Established in 2000, manufactures and installs glass, aluminum and architectural metal works ▪ Provides services in projects across its core markets, often in conjunction with Orascom Construction and BESIX ▪ Operates facility in Egypt with a capacity of 250k sqm, supplying primarily Egypt and North Africa 	<ul style="list-style-type: none"> ▪ Ownership: 100% ▪ Q1 2016 revenue: USD 5 million ▪ Founded in 2004 and currently Egypt's premier facility and property management services provider ▪ Hard and soft facility management in commercial, hospitality and healthcare ▪ Clients include Nile City Towers, Smart Village, Fairmont Nile City and Capital Business Park 	<ul style="list-style-type: none"> ▪ Ownership: 60.5% ▪ Q1 2016 revenue: USD 0.7 million ▪ Established in 1998 ▪ Owner and developer of an 8.8 million square meter industrial park located in Ain Sokhna, Egypt ▪ Provides utility services for light, medium and heavy industrial users in Ain Sokhna, Egypt ▪ Sold a total of 500k sqm in Q4 2015 for a total of EGP 195 million; a third of the land is still vacant
	<p style="text-align: center;">United Paints & Chemicals</p>	<p style="text-align: center;">National Pipe Company</p>	
<ul style="list-style-type: none"> ▪ Ownership: 56.5% ▪ Q1 2016 revenue: USD 22 million ▪ Holds 50% stakes in BASF Construction Chemicals Egypt, Egyptian Gypsum Company and A-Build Egypt ▪ A group of companies that manufacture diversified building materials, construction chemicals and specializing contracting services ▪ Subs operate from 4 plants in Egypt and Algeria, supplying products primarily in Egypt and North Africa 	<ul style="list-style-type: none"> ▪ Ownership: 56.5% ▪ Q1 2016 revenue: USD 3 million ▪ Established in 1997, UPC owns DryMix, Egypt's largest manufacturer of cement-based ready mixed mortars in powdered form used by the construction industry ▪ Capable of producing 240k metric tons of productand ▪ Supplies products to clients in Egypt and North Africa 	<ul style="list-style-type: none"> ▪ Ownership: 40% ▪ Q1 2016 revenue: USD 1 million ▪ Manufactures precast/pre-stressed concrete cylinder pipes and pre-stressed concrete primarily ▪ The two plants located in Egypt supply Egypt and North Africa ▪ Annual production capacity of 86 km of concrete piping 	<ul style="list-style-type: none"> ▪ Ownership: 14.7% ▪ Q1 2016 revenue: USD 13 million ▪ Manufactures up to 70k kilolitres of decorative paints and industrial coatings primarily for the construction industry ▪ Founded in 1981 and operates two plants in Egypt, ▪ Supplies products to clients in Egypt and North Africa

Note: Revenue figures represent 100% of each unit's revenue

Legal Update

Golden Pyramids Plaza / City Stars Project Arbitration

- The Group and its partner, Consolidated Contractors International Co. SAL, were awarded a positive outcome against Golden Pyramids Plaza for the City Stars project in Egypt
- The claim related to the value of additional work performed, extension of time for all delays, return of the improperly liquidated bonds, and payment for outstanding re-measurement items
- A gain of USD 38.4 million was booked in Q4 2015 for awarded damages



SIDRA Medical Research Center arbitration

- The Group is part of an ongoing arbitration case against the Qatar Foundation for Education, Science & Community Development
- The arbitration relates to the design & build of Sidra Medical & Research Center in Doha, Qatar
- The project was under construction by a 55/45 consortium of OHL and Contrack



Appendix

Financial Statements

Income Statement

USD million	Q1 2016	Q1 2015	Q1 2016 Results Commentary
Revenue	972.9	857.8	Revenue:
Cost of sales	(891.5)	(801.7)	
Gross profit	81.4	56.1	<ul style="list-style-type: none"> Revenue up 13% y-o-y led by the MENA region 53% of Q1 2016 revenue from MENA and 47% from USA
<i>Margin</i>	<i>8.4%</i>	<i>6.5%</i>	Net financing cost:
Other income	1.9	2.2	
SG&A expenses	(47.7)	(34.7)	<ul style="list-style-type: none"> Finance income includes interest income of USD 4.9 million and USD 17.9 million FX gain in Q1 2016 Finance cost includes USD 7.4 million interest expense, USD 7.3 million fair value loss on derivatives and USD 10.2 million FX loss
Results from operating activities	35.6	23.6	Income from associates:
EBITDA	48.8	37.9	
<i>Margin</i>	<i>5.0%</i>	<i>4.4%</i>	<ul style="list-style-type: none"> BESIX contribution of USD 2.0 million to net income partially impacted by cyclical conditions in Western Europe
Financing income & expenses			Net income
Finance income	22.8	5.7	
Finance cost	(24.9)	(11.3)	<ul style="list-style-type: none"> Net income to shareholders increased to USD 23.0 at a margin of 2.4%
Net finance cost	(2.1)	(5.6)	
Income from associates (net of tax)	6.5	(1.7)	
Profit before income tax	40.0	16.3	
Income tax	(14.1)	(6.8)	
Net profit	25.9	9.5	
Profit attributable to:			
Owners of the company	23.0	5.8	
Non-controlling interests	2.9	3.7	
Net profit	25.9	9.5	

Balance Sheet

USD million	31 Mar 2016	31 Dec 2015	Q1 2016 Results Commentary
ASSETS			
Non-current assets			
Property, plant and equipment	262.0	280.2	<ul style="list-style-type: none"> ▪ PPE of USD 262.0 million, including USD 28.0 million in new additions purchased during Q1 2016 ▪ Goodwill relates to the acquisition of Weitz in December 2012 and of Alico in April 2015 ▪ Deferred tax asset includes USD 90 million carry loss forward in USA where the Group expects to realize via future profits in 2016-2019
Goodwill	13.8	13.8	
Trade and other receivables	29.0	33.0	
Investment in associates and joint ventures	347.8	339.4	
Deferred tax assets	99.0	102.0	
Total non-current assets	751.6	768.4	
Current assets			
Inventories	204.0	203.4	<ul style="list-style-type: none"> ▪ Growth in receivables and contracts work in progress is consistent with revenue growth ▪ Approximately 60% of the total USD 537.5 million trade receivables is not yet due
Trade and other receivables	1,218.0	1,194.9	
Contracts work in progress	686.0	485.4	
Current income tax receivables	3.9	8.9	
Cash and cash equivalents	466.7	574.9	
Total current assets	2,578.6	2,467.5	
TOTAL ASSETS	3,330.2	3,235.9	

Balance Sheet

USD million	31 Mar 2016	31 Dec 2015	Q1 2016 Results Commentary
EQUITY			
Share capital	118.0	118.0	
Share premium	772.8	772.8	
Reserves	(124.4)	(81.2)	
Retained earnings	(302.2)	(325.2)	
Equity to owners of the Company	464.2	484.4	
Non-controlling interest	67.0	76.1	
TOTAL EQUITY	531.2	560.5	
LIABILITIES			
Non-current liabilities			
Loans and borrowings	75.0	26.3	
Trade and other payables	15.0	13.8	
Deferred tax liabilities	7.3	7.3	
Total non-current liabilities	97.3	47.4	
Current liabilities			
Loans and borrowings	304.7	413.1	
Trade and other payables	1,074.4	1,075.2	
Advanced payments	617.8	598.4	
Billing in excess of construction contracts	513.4	278.4	
Provisions	144.9	210.3	
Current income tax payable	46.5	52.6	
Total current liabilities	2,701.7	2,628.0	
Total liabilities	2,799.0	2,675.4	
TOTAL EQUITY AND LIABILITIES	3,330.2	3,235.9	

Liabilities:

- Total debt down 14% due to debt settlement
- Total liabilities rose compared to opening balance due to increased operational activities
- Taxes payable related to the Group's MENA operations
- The decrease in provisions primarily relates to provisions used in USA

Cash Flow Statement

USD million	31 Mar 2016	31 Mar 2015	Q1 2016 Results Commentary
Net profit	25.9	9.5	Cash flow from operating activities:
Adjustments for:			<ul style="list-style-type: none"> The Group generated operating cash flow of USD 12.1 million in Q1 2016 compared to USD (2.8) million in Q1 2015 Cash flow mainly driven by the Group's operations in the MENA region and changes in working capital items
Depreciation	13.2	14.3	
Interest income (including gains on derivatives)	(4.9)	(1.2)	
Interest expense (including losses on derivatives)	14.7	9.4	
Foreign exchange gain / (loss) and others	(7.7)	(2.6)	
Share in income of equity accounted investees	(6.5)	1.7	
Loss (gain) on sale of PPE	0.1	(0.5)	
Income tax expense	14.1	6.8	
Change in:			
Inventories	(0.6)	1.4	
Trade and other receivables	(33.6)	18.9	
Contract work in progress	(200.6)	(270.1)	
Trade and other payables	(29.3)	(46.9)	
Advanced payments construction contracts	19.4	140.2	
Billing in excess on construction contracts	235.0	130.4	
Provisions	(0.1)	(0.2)	
Cash flows:			
Interest paid	(14.7)	(9.4)	
Interest received	4.9	1.2	
Income taxes paid	(17.2)	(5.7)	
Cash flow from / (used in) operating activities	12.1	(2.8)	

Cash Flow Statement

USD million	31 Mar 2016	31 Mar 2015	Q1 2016 Results Commentary
Investment in PPE	(28.0)	(22.8)	Cash flow used investing activities:
Proceeds from sale of PPE	5.2	2.8	
Cash flow from / (used in) investing activities	(22.8)	(20.0)	<ul style="list-style-type: none"> ▪ Cash outflow mainly driven by customary capex requirements in-line with the Group's expectations ▪ Total additional equipment purchased amounted to USD 28.0 million, mostly attributable to the Group's MENA operations
Proceeds from borrowings	78.4	173.1	
Repayments of borrowings	(138.1)	(268.4)	
Other long term liabilities	1.2	(10.5)	
Issue of new shares (net of transaction costs)	-	168.7	
Purchase of treasury shares	-	(4.2)	
Dividends paid to non-controlling interest	(0.9)	(0.4)	
Net cash from (used in) financing activities	(59.4)	58.3	
Net increase (decrease) in cash	(70.1)	35.5	
Cash and cash equivalents at 1 January 2016	574.9	368.9	
Currency translation adjustments	(38.1)	(7.7)	
Cash and cash equivalents at 31 March 2016	466.7	396.7	

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Backlog and new contract awards are non-IFRS metrics based on management's estimates of awarded, signed and ongoing contracts which have not yet been completed, and serves as an indication of total size of contracts to be executed. These figures and classifications are unaudited, have not been verified by a third party, and are based solely on management's estimates.



Contact Investor Relations:

Hesham El Halaby

hesham.elhalaby@orascom.com

T: +971 4 318 0900

NASDAQ Dubai: OC

EGX: ORAS

www.orascom.com