

SALES FOR THE FOURTH QUARTER OF 2012

	4 th quarter 2011	4 th quarter 2012	% change
<i>In millions of euro</i>			
CONSTRUCTION	1,038	1,068	+2.9%
<i>Of which Property</i>	196	206	
PUBLIC WORKS	1,019	1,084	+6.4%
ENERGY	853	884	+3.6%
METAL	212	236	+11.3%
Sub-total Contracting Activities	3,122	3,272	+4.8%
CONCESSIONS (excluding IFRIC 12)	491	502	+2.2%
TOTAL GROUP (excluding IFRIC 12)	3,613	3,774	+4.5%
Construction revenue of Concessions (IFRIC 12)	13	87	n/m

SALES FOR THE YEAR ENDED 31 DECEMBER 2012

	2011	2012	Actual	Like for like
<i>In millions of euro</i>				
CONSTRUCTION	3,781	3,798	+0.4%	+3.0%
<i>Of which Property</i>	575	599		
PUBLIC WORKS	3,889	3,941	+1.3%	+1.4%
ENERGY	3,143	3,229	+2.7%	+1.3%
METAL	775	892	+15.1%	+11.7%
Sub-total Contracting Activities	11,588	11,860	+2.3%	+2.7%
CONCESSIONS (excluding IFRIC 12)	2,144	2,175	+1.4%	+2.1%
GROUP TOTAL (excluding IFRIC 12)	13,732	14,035	+2.2%	+2.6%
Of which:				
France	11,579	11,889	+2.7%	+2.8%
Rest of Europe	1,983	1,903	-4.0%	-2.1%
Rest of world	170	243	+42.9%	+42.9%
Construction revenue of Concessions (IFRIC 12)	186	225	n/m	

With consolidated sales of €3.8bn, EIFFAGE posted upbeat performances for the fourth quarter of 2012, up 4.5% from the fourth quarter of 2011, of which 4.8% for the Contracting activities and 2.2% for the Concessions.

For the whole year 2012, consolidated sales came to €14.0bn, in line with management guidance; it is up by 2.6% on a like-for-like basis.

On an actual basis, consolidated sales increased by 2.2%, with a more pronounced increase in France (+2.7%), whereas sales contributed by the rest of Europe were down overall (-4.0%) where a number of loss-making activities have been discontinued towards the end of 2011.



In 2012, the **Contracting** activities recorded a further increase in sales to €11.9bn (up by 2.3% on an actual basis and by 2.7% on a like-for-like basis), with a particularly strong performance in the fourth quarter (up 4.8% to €3.3bn).

Construction: sales of €3,798m (up by 0.4% on an actual basis and by 3.0% on a like-for-like basis)

- . In France (€3,112m, up 5.3% on a like-for-like basis), EIFFAGE CONSTRUCTION continued to post particularly upbeat performances (up by 4% over the year as a whole and by 4.5% in the fourth quarter), particularly in the Ile-de-France region. As regards the Property business, 885 residential units were sold in the fourth quarter for a total of 2,785 in 2012, down by only 11.3% compared with 2011, whereas the sector is expecting a far steeper decline.
- . In Europe (€686m, down 6.5% on a like-for-like basis), sales declined slightly in the Benelux countries (down 2.0%) but more sharply in Poland (down 26.6%), due notably to a more stringent selectivity of orders intake.

Public Works: sales of €3,941m (up by 1.3% on an actual basis and by 1.4% on a like-for-like basis)

- . In France (€3,221m, up 2.5% on a like-for-like basis), all of the activities of EIFFAGE TRAVAUX PUBLICS performed strongly in the fourth quarter, with an overall increase in sales of 6.4%. After trailing by 1.5% in the first nine months, the Road Construction and Maintenance business posted an increase of 0.4% over the year as a whole. The Large Projects and Civil Engineering businesses, recorded an increase of 7.4%.
- . In Europe, (€590m, down 6.5% on a like-for-like basis), activity continued to decline in Spain (23.4% decrease in a still depressed economic environment whereas activity remained stable in Germany).
- . In the rest of the world (€130m, up 14.0% on a like-for-like basis), most of the activity was concentrated in Senegal.

Energy: sales of €3.229m (up by 2.7% on an actual basis and by 1.3% on a like-for-like basis)

- . In France (€2,663m, down 0.2% on a like-for-like basis), sales contributed by the ENERGY division increased by 1.4% over the year as a whole and by 2.3% in the fourth quarter, thanks notably to the aeronautics, nuclear and space sectors.
- . In Europe (€524m, up 7.5% on a like-for-like basis), after the 7.1% decrease recorded in 2011, sales continued to grow in Italy with a 10.4% increase, while they recovered significantly in Germany (up 24,1 %), in Belgium (up 5,6 %) and in Spain (up 2,1 %).
- . In the rest of the world, sales remained modest at €42m but increased by 27.3% in 2012.

Metal: sales of €892m (up by 15.1 % on an actual basis and by 11.7% on a like-for-like basis)

- . In France (€722m, up 5.2% on a like-for-like basis), EIFFAGE CONSTRUCTION MÉTALLIQUE recorded an overall increase of 7.1% compared with 2011, fuelled mainly by metallic construction (up 5.0%) and facades (up sharply by 32.8%), whereas industrial services recorded a slight decrease in 2012.
- . In Europe (€103m, up 15.4% on a like-for-like basis), sales increased slightly in Germany (up 0.8%) but very strongly in Spain (construction of windmill masts).
- . In the rest of the world (€67m), sales increased nearly threefold (from €23m in 2011) thanks mainly to work performed in Nigeria on Total's Ofon platform.

In **Concessions**, total traffic on the APRR network, as measured by the number of kilometres travelled, declined by 2.7% in the fourth quarter of 2012 and by 1.7% over the year as a whole.

Light vehicle traffic declined by 1.3% in 2012 mainly because of the unfavourable weather conditions in the first half, while heavy goods vehicle traffic declined by 3.8%, still affected by the slowdown in economic activity.

As toll revenues increased by 0.5% and other revenues by 11.3%, sales contributed by APRR increased to €2,039m in 2012, up by 0.8% from €2,022m in 2011.

Overall traffic on the MILLAU VIADUCT was down by 1.9% compared with 2011, with decreases of 1.7% for light vehicles and 3.7% for heavy goods vehicles. Toll revenues increased by 2.4% to €37m in 2012.

As regards the A65 motorway operated by A'LIÉNOR, overall traffic increased sharply by 4.6%, with increases of 4.3% for light vehicles and of 9.1% for heavy goods vehicles. Toll revenues increased by 9.9% to €38m in 2012.

THE AUTOROUTE DE L'AVENIR in Senegal generated nearly €4m in toll revenues in its first year of operation.

Facilities operated under PUBLIC PRIVATE PARTNERSHIPS (PPPs) and other concessions generated sales of €58m in 2012, up 12.9% from €51m in 2011 (which included a contribution of €13m by Optimep, which was sold at the end of 2011).



The order book came to €12.2bn at 1 January 2013, down by 9.7% compared with 1 January 2012. However, it is up 13% from 1 January 2011 and remains at an historically high level.

This order book, which represents more than 12 months of Contracting revenues, ensures a sustained level of activity for 2013.



Results for the year ended 31 December 2012 will be published on 27 February after market.



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