

# SUSTAINED PROGRESSION IN ORDER BOOK: +14.2%

# SALES GROWTH IN LINE WITH OBJECTIVES

# GOOD COMMERCIAL OUTLOOK 2010-2011

Saint-Denis, 26 April 2010

| € million              | 2009/2010 | 2008/2009 | Variation published | Variation<br>organic | Perimeter<br>effect |
|------------------------|-----------|-----------|---------------------|----------------------|---------------------|
| Q1 : 1 April - 30 June | 216.1     | 184.3     | +17.2%              | +13.6%               | +3.2%               |
| Q2 : 1 July - 30 Sept  | 198.5     | 199.4     | -0.5%               | -1.1%                | +0.8%               |
| Q3 : 1 Oct – 31 Dec    | 199.0     | 224.5     | -11.4%              | -10.4%               | -0.1%               |
| Q4 : 1 Jan – 31 March  | 262.5     | 243.8     | +7.7%               | +6.9%                | +0.1%               |
| Year                   | 876.1     | 852.0     | +2.8%               | +1.9%                | +0.9%               |

### SALES GROWTH : +2.8%

For the 4th quarter of the year, sales were recorded at  $\in$ 262.5m, an increase of 7.7% compared to the 4<sup>th</sup> quarter of the previous year. At constant exchange rate and scope of consolidation, this is a change of +6.9%. Delays in car builders' projects during the 3<sup>rd</sup> quarter have been absorbed for the most part.

As announced at the beginning of the year, sales for the year registered limited growth at €876.1m. At constant exchange rate and scope of consolidation, this represents an increase of +1.9%.

## SUSTAINED GROWTH OF THE ORDER BOOK: + 14.2%

As in the previous year, 2009-2010 records sustained growth of the order book at €1,301m, compared to €1.139m at 31 March 2009, an increase of 14.2%.

Over the year, the Group has again won some large contracts, in particular the Toronto tramway with Bombardier Transport for USD \$40m, and more recently the contract 'Porteur Polyvalent' with Alstom Transport for the SNCF. This framework contract for the first 200 trains includes a firm 100 train order, for a value of around €45m, of which €15m were recorded in the Order Book of 31 March 2010. This order includes braking equipment, doors and electronic systems.

Over and above these large contracts, the Group continues to win very varied orders in all of its markets.



### SOLID OUTLOOK IN THE MID TERM

The market structure is going through an unusual phase, with a drop in repeat orders for trains, which are a few years old, and an increase in the launch of new types of train, representing larger contracts, for which Faiveley Transport has already been successful. Considering the tender offers that are currently underway, the Group is counting on good commercial activity for 2010/2011.

The contracts won on the new types of train generate a lot of engineering activity in a first stage, for equipment that will be sold at least 12 months later. Due to this fact, the Group foresees stable sales for 2010-2011, before returning to strong sales growth in the consequent years.

China remains the market showing the most solid outlook for growth where the Group is reinforcing resources to win significant market share.

### **FAIVELEY TRANSPORT, A WORLD LEADER IN THE RAIL INDUSTRY**

#### About Faiveley Transport

The Faiveley Group is one of the world's leading suppliers of technical railway systems and services, offering a wide range of products in eight activities: air conditioning, electro-mechanics, on-board doors, platform doors & gates, on-board electronics, braking systems, couplers and customer services.

Profiting from a booming international market, FaiveleyTransport is using its industrial and commercial power on a global level to strengthen its position with major rail builders and operators.

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