



## FAIVELEY TRANSPORT: STRONG INCREASE IN ORDER BOOK AND GROWTH IN REVENUES DURING FINANCIAL YEAR 2010/2011

Saint-Denis, France, 27 April 2011,

(€ millions)	2009/2010	2010/2011	% Change as reported	Organic growth	Forex effects
Q4: 1 Jan to 31 March	262	287	+9.4%	+6.5%	+2.8%
<b>Annual revenues</b>	<b>876</b>	<b>914</b>	<b>+4.3%</b>	<b>+0.5%</b>	<b>+3.8%</b>
<b>Order book (end of period)</b>	<b>1 302</b>	<b>1 453</b>	<b>+11.6%</b>	<b>+11.3%</b>	<b>-0.2%</b>

### Sales growth in the 4<sup>th</sup> quarter and annual revenues in line with expectations

Revenues for the fourth quarter 2010/11 stood at € 287 million, up 9.4% from the fourth quarter of 2009/10. At constant exchange rates and group structure, revenues grew by 6.5% during the quarter.

Consolidated revenues for the full year 2010/11 totalled € 914 million, an increase of 4.3% compared to the previous financial year. At constant exchange rates and group structure, group revenues grew slightly (+0.5% organic growth), in line with forecasts announced at the start of the financial year. Currencies contributed to a favourable foreign exchange effect of 3.8%.

The slight growth in consolidated revenues, at constant exchange rates and group structure, reflects contrasting trends by region:

- Strong growth in the Asia-Pacific region (up 25%), driven by China and India;
- Positive uptake in the Americas (up 7%), thanks to a strong performance in Brazil and the start of recovery in the US freight market;
- Declining sales in Europe (down 7%), particularly in Spain (impact of the economic crisis) and in France (completion of delivery of major programmes, such as the AGC).

Customer Service activity reports organic sales growth of 5%, due to a growing installed base of equipment and thanks to the group's strategy of extending the range of services offered to railway operators. Original equipment revenues declined by 2%, primarily due to the postponement of delivery timetables of certain customers' programmes.

### Order book increase by 12% year-on-year

The order book at 31 March 2011 amounted to € 1,453 million, compared to € 1,302 million at 31 March 2010, representing a year-on-year increase of 11.6% (up 11.3% at constant exchange rates and Group structure).

In the fourth quarter, the Group was awarded major contracts, primarily in Europe and North America:

- In Europe, air conditioning units and couplers for Swiss intercity trains built by Bombardier (436 cars) and braking systems for the Italian V300 Zefiro high speed trains developed by the Ansaldo-Bombardier consortium (400 cars);

- In North America, the supply of on-board doors for 469 cars for Montreal underground network, built by the Alstom-Bombardier consortium and 160 auxiliary converters to Nippon Sharyo for suburban trains in Chicago.

Furthermore, during the financial year 2010/11 as a whole, the Group was awarded a large number of other significant contracts, notably on new train platforms.

- In Europe, the supply of doors, pantographs, brakes and electronics for 129 Regio2N trains ("Porteur Hyper Dense") built by Bombardier for SNCF;
- In Asia, braking systems for 160 Datong locomotives, air conditioning systems for the line 12 of the Shanghai underground and optional orders for the Delhi underground (brakes, air conditioning and on-board doors);
- In Russia, air conditioning systems for 200 RIC sleeping cars built by Siemens and TZD and air conditioning equipment for 100 cars for the Moscow underground for Metro Wagon Mash;
- In North America, the supply of brakes, on-board doors, air conditioning systems and pantographs for 182 trains for the extension of the Toronto tramway (Metrolinx), built by Bombardier.

### **Changes to the Group structure during the financial year**

Since October 1<sup>st</sup> 2010, Faiveley Transport and Amsted Rail, leading manufacturer of bogie equipments for freight cars, are partners in a joint venture dedicated to AAR-approved braking systems for the railway freight market. Faiveley Transport contributed to this new company its related assets and experience in engineering, project management and industrial manufacturing for the US freight market. The joint venture is 62.5% owned by Faiveley Transport.

In the fourth quarter of 2010/11, Faiveley Transport announced the acquisition of 80% of the Swiss company Urs Dolder AG, specialised in railway heating solutions, and the acquisition of the remaining 25% minority interests in its Czech subsidiary, Lekov, which is a centre of competence for pantographs and electromechanical equipment.

### **Solid growth outlook**

Commercial activity should remain dynamic during 2011/12 financial year. In Europe, major tenders are expected over the coming quarters, in particular in Germany (ICEx programme) and in the UK (Thameslink, IEP). The US market should benefit from a strong recovery in new freight cars investments. In Asia, the Indian market should continue to grow, in particular with the extension of the Delhi underground network and the launch of similar projects in other cities. In China, the recent change of team at the Ministry of Railways may lead to the postponement of orders in coming quarters, before restarting with different priorities in terms of platforms, speed or technologies.

The significant number of contracts awarded on new train platforms and the decrease in repeat orders resulted in an increase in the duration of the order book. The engineering, testing and certification phases for these new programmes take an average of 18 months to complete.

In this context, the Group forecasts moderate sales growth, at constant exchange rate and Group structure, for financial year 2011/12, followed by an acceleration in subsequent years.

Financial agenda: 14 June 2011 (after close of trading) Annual Results.  
15 June 2011 Annual Results Presentation

## **FAIVELEY TRANSPORT, WORLD LEADER IN THE RAILWAY INDUSTRY**

### **About Groupe Faiveley Transport**

*Faiveley Transport, a specialist player in the global market for high-tech components for rail systems, is extending its range of products across seven business lines: air conditioning, power information & control, passenger access systems, platform screen doors, braking, couplers and customer service.*

*Boasting the most comprehensive range of equipment and services in the market, Faiveley Transport's mission is to supply the railway industry, operators and rail maintenance organizations the world over.*

*As a supplier, the Faiveley Transport Group comprehensively covers the value chain, from design to production, marketing and services.*

*Faiveley Transport is a provider of high value-added services combined with excellent levels of quality and safety to guarantee customers the highest levels of product availability.*

*Faiveley Transport stands out from its competitors by its flexibility, reliability and capacity to innovate.*

### **FAIVELEY Transport**

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