

PARIS, NOVEMBER 27, 2012

## Investor Day dedicated to Elis and Foncia

Eurazeo is holding an Investor Day today focusing on Elis, European leader in the rental and cleaning of textiles and professional working clothes, and Foncia, European leader in residential real estate services, companies in which Eurazeo holds 82.6% and 33.8%, respectively.

Eurazeo CEO Patrick Sayer said: *"Through this Investor Day, we are providing Elis and Foncia, both leaders in their sectors, the opportunity to present their business models. It also is an opportunity for the financial community to assess the past and ongoing Eurazeo-supported transformations of both companies and to better understand their value creation potential."*

### **Elis, the European leader in the rental and cleaning of textiles and professional working clothes**

Elis has developed a multi-services model, implementing a strategy in recent years to focus the organization on its 290,000 customers, offer a diversified range of products and services and invest to strengthen its territorial coverage and improve industrial efficiency. This strategy has enabled Elis to grow even in times of major crisis, including in 2008-2009. Elis benefits from significant growth drivers: the significant potential for conversion to rental and cleaning in France, international expansion and the development of new commercial offers. In the coming years, Elis expects to achieve **average annual revenue growth exceeding 3% and continuous improvement of its EBITDA margin**.

Elis will expand its multi-services offering with the **launch of a new comprehensive pest control offer in January 2013**, which will include treatment against insects and rodents and preventive monitoring at customer facilities.

The company also announced the **launch of a work clothing business in Sao Paulo**, Brazil, a region with particularly strong industrial growth and high outsourcing potential and in which the number of employees is increasing at an annual rate of about 5%.

### **Foncia, European leader in residential real estate services**

Foncia, Europe's leader in residential real estate services, operates in France, Belgium, Switzerland and Germany. The Group provides clients with a comprehensive range of residential real estate services including joint-property management, lease management, real estate brokerage, real estate investment trusts management, insurance and technical analysis. The Group has launched an ambitious transformation plan to create a virtuous circle of organic growth and steadily improving operational efficiency. Foncia operates in a highly fragmented market that offers numerous acquisition opportunities. The outlook for developing revenues combined with operational efficiency efforts should generate **average EBITDA growth between 5% and 10% per year**.

Foncia's vision to become a leader in service quality and innovation is reflected in the July launch of its extranet site, **MyFoncia**. The company is pleased to announce that, as of today, the platform already has attracted 200,000 visitors (owners, landlords and tenants) after only five months of operation. MyFoncia represents another step in improving customer relationships by offering users seamless, real time access to information about their property and online payment solutions. MyFoncia will increase service quality, provide new services and enable an increasing virtualization of transactions, translating into substantial savings for the company.

Investor Day presentations are available on Eurazeo's web site at: <http://www.eurazeo.com/en/investor-relations/publications2/annual-review>.



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### About Eurazeo

With a diversified portfolio of nearly 4 billion euros in assets, Eurazeo is one of the leading listed investment companies in Europe. Its mission is to identify, accelerate and enhance the transformation potential of companies in which it invests. Its solid family shareholder base, its lack of debt and its flexible investment horizon enable Eurazeo to support its companies over the long term. Eurazeo is the majority or leading shareholder in Accor, ANF Immobilier, APCOA, Edenred, Elis, Europcar, Foncia, Moncler and Rexel.

Eurazeo's shares are listed on the Paris Euronext Eurolist.  
ISIN: FR0000121121 - Bloomberg: RF FP - Reuters: EURA.PA

<b>Eurazeo financial calendar</b>	March 20, 2013	2012 results
	May 6, 2013	1 <sup>st</sup> Quarter 2013 revenues
	August 28, 2013	1 <sup>st</sup> Half 2013 results

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