

SALES FOR THE FOURTH QUARTER OF 2010

<i>In millions of euros</i>	4 th quarter 2009	4 th quarter 2010	% change
CONSTRUCTION	893	1,011	+13.2%
<i>Of which property</i>	112	198	
PUBLIC WORKS	1,018	965	-5.2%
ENERGY	826	809	-2.1%
METAL	191	199	+4.2%
Sub-total Contracting Activities	2,928	2,984	+1.9%
CONCESSIONS (excluding IFRIC 12)	443	463	+4.5%
TOTAL GROUP (excluding IFRIC 12)	3,371	3,447	+2.2%
Construction revenue of Concessions (IFRIC 12)	107	84	n/s

SALES FOR THE FULL YEAR 2010

<i>In millions of euros</i>	2009	2010	Change
CONSTRUCTION	3,704	3,620	-2.3%
<i>Of which Property</i>	531	456	
PUBLIC WORKS	3,731	3,888	+4.2%
ENERGY	3,194	3,094	-3.1%
METAL	706	737	+4.4%
Sub-total Contracting Activities	11,335	11,339	+0.0%
CONCESSIONS (excluding IFRIC 12)	1,898	1,991	+4.9%
TOTAL GROUP (excluding IFRIC 12)	13,233	13,330	+0.7%
Of which:			
* France	11,159	11,185	+0.2%
* Europe	1,959	2,046	+4.4%
* Rest of world	115	99	-13.9%
Construction revenues of Concessions (IFRIC 12)	365	306	n/s

As in the two preceding quarters, EIFFAGE reported a 2.2% increase in its consolidated sales for the fourth quarter of 2010. Consolidated sales for the fourth quarter amounted to €3.4bn, with increases in both the Contracting activities (1.9% growth) and Concessions (4.5% growth).

Consolidated sales for the full year 2010 came to €13.3bn, in line with expectations at the start of the year, compared with €13.2bn in 2009. This represents 0.7% growth, but a decrease of 1.3% at constant scope and exchange rates.



In the **Contracting activities**, stable 2010 sales of €11.3bn matched those of 2009, mainly reflecting external growth. At constant scope and exchange rates, sales decreased by 2.4%, with a larger drop in figures for Europe excluding France, down 6.9%, than for France, down 1.3 %.

Construction: sales of €3,620m millions (down 2.3% on a reported basis and down 2.7% at constant consolidation scope and exchange rates)

- . In France, EIFFAGE CONSTRUCTION recorded sales of €2,843m, thanks to high growth in the fourth quarter. This high figure brought the full-year decline down to 3.9. Property sales picked up strongly at year-end. Reservations booked by EIFFAGE IMMOBILIER in 2010 amounted to 2,962 residential units, matching the pre-crisis level. This compares with 2,600 units in 2009 and 1,500 in 2008.
- . In the rest of Europe, sales increased by 2.5% in total, to €777m. In Benelux sales grew by 4.2% and in Poland by 15.1%, whereas further decreases were recorded in the Czech Republic, down 12.6%.

Public works: sales of €3,888m (up 4.2% on a reported basis and down -1.2% at constant consolidation scope)

- . In France, EIFFAGE TRAVAUX PUBLICS experienced problems with adverse weather conditions and protest-linked supply interruptions for asphalt and fuel oil during the fourth quarter. Sales were down 11.5%. For the full year, sales of €3,179m nearly matched the 2009 level, with a 0.3% decline.
- . In the rest of Europe, sales increased by 32.6% to €655m. Acquisitions of FABER and EIFFAGE RAIL doubled sales in Germany to €414m. Meanwhile, the Spanish market remained very difficult, and sales fell by more than 13%.

Energy: sales of €3,094m (down 3.1% on a reported basis and down 3.2% at constant consolidation scope)

- . In France, the change in trend that began at mid-year was confirmed, and after activity stabilised in the third quarter, it picked up slightly in the fourth quarter with sales growth of nearly 2%. For the full year, sales reached €2,544m, decreasing just 0.6%. Order intake increased at both FORCLUM and CLEMESSY.
- . In the rest of Europe, sales came to €519m, down 9.9%. Activity for 2010 as a whole varied by country, with 5% growth in Germany, a moderate 5% decline in Benelux, and steeper declines in the Iberian peninsula and Italy.

Metal: sales of €737m (up 4.4% on a reported basis and down 3.5% at constant consolidation scope)

- . In France, sales of EIFFEL's Metal business grew by 15.2%, buoyed by positive performance in metallic construction and 10.1% external growth. These factors offset lower activity in tertiary-sector facades and industrial services and maintenance.
- . In the rest of Europe, sales declined to €88m, down 38.9%. The steep pullback resulted from completion of EIFFEL DEUTSCHLAND's large project at the Berlin airport. Order intake in 2010 consolidated order book.



In **Concessions**, traffic on the APRR network increased by 2.6%, as measured by the number of kilometres travelled. Light vehicle traffic grew by a solid 2% for the year as a whole, and the recovery in heavy goods vehicle traffic that began in the first quarter was confirmed during the subsequent quarters for full-year growth of 6.1%. Consolidated sales contributed by APRR (excluding IFRIC 12) amounted to €1,940m for 2010, compared with €1,860m in 2009, an increase of 4.3%.

Traffic on the Millau Viaduct totalled 4,750,000 vehicles in 2010, up 0.9%. Light vehicle traffic grew by 0.7% and heavy goods vehicles traffic grew by 4.1%. Toll receipts rose by 2.4% to €34m.

A'Liéonor, which holds the concession to operate the A65 Pau-Langon motorway, opened the road to traffic on 16 December 2010. The operation is off to a satisfactory start, with receipts of €2m.

Eiffage's optical fibre networks concession produced sales of €5m in 2010 compared with €2m in 2009. The currently operating Public-Private Partnerships had sales of €10m compared with €2m in 2009.



The Group's order book rose by 7.7% during the last three months of 2010 and by 8.7% for the full year to €10.7b. It represents more than 11 months of activity for the works divisions.

Results for the full year ended 31 December 2010 will be published on 24 February 2011 after trading hours.



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