

## 16.3% SALES GROWTH IN THE FIRST 9 MONTHS CONFIRMATION OF FULL-YEAR SALES TARGET

Gennevilliers, France, 29 January 2013

Sales (€ millions)	2011/2012	2012/2013	% change published	% change organic	Forex effect
Q3: 1 Oct. – 31 Dec.	229.9	248.7	+8.2%	+1.6%	+1.7%
<b>9 months 2012/2013</b>	<b>610.2</b>	<b>709.7</b>	<b>+16.3 %</b>	<b>+7.5%</b>	<b>+3.1%</b>

### 7.5% ORGANIC SALES GROWTH IN THE FIRST 9 MONTHS

Faiveley Transport generated sales of € 248.7 million in the third quarter of its 2012/2013 financial year, an increase of 8.2% compared to the third quarter of the previous year. On a like-for-like basis, sales grew by 1.6% during the quarter.

For the first nine months of 2012/2013, Group sales were € 709.7 million, a 16.3% increase compared to the previous year, including growth of 7.5% on a like-for-like basis. Group structure effects (integration of Graham-White) contributed growth of 5.7%, while favourable foreign exchange effects generated an additional 3.1% increase.

During the first three quarters, organic sales growth was recorded in all geographic regions:

- Europe grew by 6.2% on a like-for-like basis, thanks to strong business activity in Italy, as well as for deliveries to Switzerland, Belgium (Brussels RER equipment for SNCB) and the UK (London Underground). The Group also benefited from a favourable comparative basis in the first quarter;
- The Asia-Pacific region recorded organic growth of 7.3% with strong growth in Russia, where the Group's sales more than trebled. The trend was also positive in both China and India;
- The Americas reported organic growth of 13.3% on a like-for-like-basis, due to a significant number of Passenger projects at the delivery phase, which offset the slowdown noted in the freight segment since the summer of 2012.

The Service activity continued to post steady growth with an organic increase of 11% during the period, and currently accounts for 40% of Group sales. The three Original Equipment activities recorded growth of 5% on a like-for-like basis.

## ORDER BOOK OF € 1,616 MILLION

At 31 December 2012, the order book totalled € 1,616 million, a year-on-year decline of 4.2% and a decline of 4.4% compared to 31 March 2012 (down 4.5% on a like-for-like basis). The Group has won an important number of smaller size orders following several years of exceptional growth of the order book, mainly due to the award of major new platforms in Europe and Canada.

Main orders won by the Group during the last quarter originated from all geographic regions:

- France:
  - As part of the extension of Line 14 of the Paris Metro, access door systems to equip 14 trains supplied to RATP by Alstom with deliveries scheduled for 2014 and 2015;
  - Braking systems for 27 trains of the Lille Metro, also built by Alstom;
  - Refurbishment of all access doors for 14 Eurostar trains, awarded to the Service activity.
- Germany:
  - Overhaul of access doors of ET423 regional trains to improve accessibility for people with reduced mobility;
  - Air conditioning systems on the Coradia regional trains sold by Alstom to Deutsche Bahn.
- Turkey:
  - Air conditioning systems for 40 commuter trains in Izmir, built by Rotem
- Asia-Pacific:
  - Order for braking systems to equip 10 tramways for the Greater Sydney area, built by CAF;
  - In China, an order for compressors to equip the new 8-axle locomotives built by Zhuzhou and Datong;
- South America:
  - Braking systems for 18 metro trains, supplied by Alstom to the Panama Metro
  - In Brazil, supply of brake systems for 40 tramways of the City of Cuiaba built by CAF.

In China, the Group signed a framework agreement in January with the car builder Datong regarding the supply of braking systems for 150 new 8-axle locomotives, of which one hundred should be delivered during the 2013/2014 financial year.

## CONFIRMATION OF FULL-YEAR TARGETS

The Group confirms its objective of sales growth over the full financial year, with modest organic growth and the positive contribution of the acquisition of Graham-White. As forecasted, operating profit is expected to improve as compared to the previous fiscal year.

The market outlook is consistent with previous announcements, particularly regarding the recovery of investment in China, which has been confirmed by the Ministry of Railways and resulted in the framework agreement signed by the Group for the provision of brakes to Datong's locomotives.

Shareholders' agenda: 26 April 2013 (after close of trading), 2012/2013 Annual Sales.

## FAIVELEY TRANSPORT, WORLD LEADER IN THE RAILWAY INDUSTRY

### **About Faiveley Transport Group**

*Faiveley Transport is a global leader in high-tech components for rail systems. The Group supplies manufacturers, operators and railway maintenance bodies worldwide with the most comprehensive range of systems in the market: air conditioning, passenger access systems, platform doors and gates, braking systems, couplers, power collectors, passenger information and services.*

*FAIVELEY Transport employs more than 5,000 people in 25 countries.*

*For more information, please visit [www.faiveleytransport.com](http://www.faiveleytransport.com).*

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