

SALES FOR THE FIRST QUARTER **2013/2014** CONFIRMATION OF SALES TARGET FOR THE FINANCIAL YEAR

Gennevilliers, 25 July 2013

Sales (€ millions)	2012/2013	2013/2014	% change published	% change organic	Forex effect
Q1: 1 April - 30 June	224.0	220.8	- 1.4%	- 1.9%	- 0.9%

SALES FOR THE FIRST QUARTER

Faiveley Transport reports sales of €220.8 million for the first quarter of the 2013/14 financial year, a modest 1.4% decline compared with the same period of the previous year, and a 1.9% decrease in sales over the quarter on a like-for-like basis. The integration of Schwab Verkehrstechnik, acquired in May 2013, made a positive contribution of 1.5%, whereas there was an unfavourable foreign exchange effect of 0.9%.

On a like-for-like basis, Group sales grew by geographic region as follows:

- Europe grew by 1%, with a healthy level of business in France offsetting a decrease in the delivery of projects in Germany;
- The Asia-Pacific region recorded a like-for-like decline of 9%, linked to reduced deliveries of equipment for metros in China and India in comparison to the previous financial year;
- The Americas region experienced a 4% decline over the half-year, reflecting the slowdown in the freight segment since the second quarter of 2012/13 and the delivery phasing of Transit projects.

The Services business continued its steady progress with organic growth of 6% over the quarter. The Original Equipment business posted a decline of 7% on a like-for-like basis over the period.





ORDER BOOK

At 30 June 2013, the order book amounted to €1,599 million, a 1.1% decline over the quarter (1.2% on a like-for-like basis).

Among the main orders for the quarter, the Group secured the following:

- In Russia:
 - Braking systems to equip seven high speed trains of 20 cars each, manufactured by Talgo for the Russian rail company RZD;
 - Air conditioning systems for 40 new regional trains built by Ural Locomotives (a joint venture between Siemens and Sinara). This is the first order on this new train platform in Russia;
- In Europe:
 - Repeat orders for air conditioning systems for 108 Flexity 2 type tramways manufactured by Bombardier, for the city of Basle and the Flanders region;
 - Air conditioning systems that will equip the first 40 Flirt 3 type tramways, a new platform of the manufacturer Stadler, for the Hungarian rail company MAV;
- In South America:
 - In Brazil, for Alstom, access doors to equip 80 metro cars for Rio de Janeiro, and 60 metro cars for the city of Porto Alegre;
 - In Chile, air conditioning systems for use in 92 metro cars manufactured by Alstom for Santiago;
- In China:
 - Repeat orders for braking systems for 60 additional locomotives, of which 30 8axle locomotives built by Datong and Dalian, in line with the framework agreement signed at the beginning of 2013.

Q1 2013 FINANCIAL POSITION

As a reminder, on 17 May 2013, Faiveley Transport acquired Schwab Verkehrstechnik AG, a leading designer and manufacturer of couplers and buffers for the freight and rail transit markets. This company, which achieved sales of CHF 23 million in 2012, is based in Schaffhausen, Switzerland.

The operating performance over the quarter is in line with Group expectations. As ever during the first quarter, the net debt increased, due to the reduction in trade receivables factoring, the increase in inventory levels required for future deliveries, and also this year, the acquisition debt relating to Schwab Verkehrstechnik.





CONFIRMATION OF SALES TARGET FOR THE FINANCIAL YEAR

The Group confirms its objective of achieving sales growth in the 2013/14 financial year, with organic growth of between 0% and 3% and moreover the contribution of the recently-acquired Schwab Verkehrstechnik.

FAIVELEY TRANSPORT, A 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 close to 6,000 people in 24 countries

For more information, please visit <u>www.faiveleytransport.com</u>.

Shareholders' agenda 12 September 2013 25 November 2013

Annual General Meeting HY1 sales and results 2013/14

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