

**SIGNIFICANT GROWTH IN THE ORDER BOOK  
CONFIRMATION OF THE FULL-YEAR SALES TARGET  
RECENT KEY ORDERS IN SERVICES**

*Gennevilliers, 30 January 2014*

<b>Sales</b> <i>(€ millions)</i>	<b>2012/2013</b>	<b>2013/2014</b>	<b>% change published</b>	<b>% change organic</b>	<b>Forex effect</b>
Q3: 1 Oct. – 31 Dec.	248.7	<b>234.8</b>	(5.6%)	(5.0%)	(2.4%)
<b>9 months 2013/2014</b>	<b>709.7</b>	<b>693.4</b>	<b>(2.3%)</b>	<b>(2.0%)</b>	<b>(2.0%)</b>

## ORDER BOOK OF €1,687 MILLION

At 31 December 2013, the order book stood at €1,687 million, a year-on-year increase of 4.4% and an increase of 4.4% compared to 31 March 2013 (up 7.2% at constant exchange rate).

Major orders won by the Group in the third quarter include:

- In Europe:
  - an additional order resulting from an increase from 10 to 12 cars on 130 German ICx high-speed trains, built by Siemens and Bombardier, for which the Group is supplying braking systems, on-board doors and air conditioning systems;
  - braking systems for 30 new E464 locomotives built by Bombardier for Trenitalia;
  - a repeat order for brakes and air conditioning systems for 46 Coradia Nordic X60 trains built by Alstom for Swedish rail operator SL;
  - two major orders for the Services division from Alstom, the first to overhaul brakes systems on Trenitalia locomotives and the second to overhaul the air conditioning systems, brakes and couplers on a fleet of 32 X60 trains in Sweden;
- In the United States:
  - Energy converters for the refurbishment of 257 commuter trains for the city of Chicago;
- In the Asia-Pacific region:
  - In China, braking systems for 70 8-axle locomotives built by Datong, bringing the number of locomotive braking systems ordered over the year to 260;
  - In Malaysia, on-board doors for 58 metro trains built by Siemens for the city of Kuala Lumpur.

Furthermore, since January, Faiveley Transport has won two key orders in Services, which are not booked in the order backlog as of 31 December 2013.

In Algeria, the Group has received the award of a contract worth more than €45 million to modernise and retrofit 202 passenger cars for the *Société Nationale des Transports Ferroviaires* (SNTF). Under this contract, the Group will supply railway equipment from its entire range: on-board doors, air conditioning, passenger information and braking systems.

In addition, the Group has recently won a contract in Sweden worth more than €10 million to overhaul the on-board doors of 36 SJ2000 trains as part of a modernisation programme by the Swedish state railway company (SJ).

### SALES FOR THE THIRD QUARTER

Faiveley Transport generated sales of €234.8 million in the third quarter of 2013/2014, a decrease of 5.6% compared to the same period in the previous financial year. Like-for-like sales were down 5.0% over the quarter.

As a result, Group sales in the first nine months of 2013/2014 totalled €693.4 million, a decrease of 2.3% compared to the previous financial year, including a 2.0% like-for-like reduction. Changes in Group structure (integration of Schwab) led to a 1.8% growth, countered by a negative foreign exchange effect of 2.0%.

In the first three quarters, the change in like-for-like sales across the three main geographic regions was as follows:

- Europe posted organic growth of 1.5%, thanks to strong activity levels in France and the UK, and a significant recovery in Spain;
- the Asia-Pacific region experienced a decrease of 9% at comparable exchange rates, mainly due to the reduced number of deliveries for metro projects in China and India. The strong recovery in deliveries of locomotive braking systems in China is expected to offset over the financial year this temporary downturn in the country;
- the Americas region saw a 3% decline, with fewer deliveries on Transit projects compared to the previous year.

The Services division posted organic growth of 1% over nine months, driven by China, Italy and the integration of Schwab, all of which offset the downturn in France, Brazil and South Korea. The Services division enjoys an excellent year in terms of new orders, and the Group therefore expects continued solid growth in this division. Over the first nine months, the Group's Original Equipment activities were down 4% on a like-for-like basis.

## CONFIRMATION OF THE FULL-YEAR SALES TARGET

The Group has confirmed its target of achieving slight organic sales growth over the financial year; strong growth is expected in the final three months of the year, mainly due to the number of European projects for which deliveries have been postponed until the fourth quarter.

Next communication: 30 May 2014 (after close of trading), annual results 2013/2014.

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

*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 5,500 people in 24 countries.*

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