

SALES FOR THE FOURTH QUARTER OF 2007

<i>In millions of euros</i>	4th quarter 2006	4th quarter 2007	Change
Construction	937	1,052	+ 12.3%
<i>Of which Property</i>	149	194	
Public Works	989	1,230	+ 24.4%
Multi-technical Installations	563	751	+ 33.4%
Metallic Construction	65	116	+ 78.5%
Sub-total Contracting Activities	2,554	3,149	+ 23.3%
Concessions	409	436	+ 6.6%
Total	2,963	3,585	+ 21.0%

SALES FOR 2007

<i>In millions of euros</i>	2006	2007	Change
Construction	3,370	3,801	+ 12.8%
<i>Of which Property</i>	520	592	
Public Works	3,635	4,114	+ 13.2%
Multi-technical Installations	2,006	2,529	+ 26.1%
Metallic Construction	244	318	+ 30.3%
Sub-total Contracting Activities	9,255	10,762	+ 16.3%
Concessions	1,490	1,834	+ 23.1%
Total	10,745	12,596	+ 17.2%
Of which:			
* France	9,199	10,192	+ 10.8%
* Rest of Europe	1,421	2,229	+ 56.9%
* Rest of the world	125	175	+ 40.0%

Eiffage reported 2007 consolidated sales of €12.6bn, a 17.2% increase compared with 2006.

Full-year sales reached €10.2bn in France (up 10.8%, of which organic growth of 6.3 points) and €2.2bn in the rest of Europe (up 56.9%, of which 38.7 points from acquisitions).



In the full year, the **Contracting** divisions recorded a 16.3% increase in sales to €10.7bn, including almost €750m from acquisitions. Sales were sustained in the fourth quarter (up 23.3%) across all businesses.

Construction: €3,801m (up 12.8% at actual scope; up 8.2% at constant consolidation scope)

- . In France, EIFFAGE CONSTRUCTION recorded sales of €2,968m, a 7.6% increase entirely from organic growth, which was more marked in the provinces than in Ile-de-France.
- . Sales in the rest of Europe grew by 36.6% (up 11.3% at constant consolidation scope), accounting for 22% of the division's sales.

Public Works: €4,114m (up 13.2% at actual scope; up 9.3% at constant consolidation scope)

- . In France, sales at EIFFAGE TRAVAUX PUBLICS (€3,271m) rose by 6%, with acquisitions contributing 1 point to this figure; the Earthworks and Environment divisions showed particularly dynamic growth.
- . Strong growth was registered from large-scale public works and acquisitions in the rest of Europe, with the purchase of quarries in the Iberian Peninsula. Europe (Spain, Portugal and Germany) accounted for 18% of sales in 2007.

Multi-technical Installations: €2,529m (up 26.1% at actual scope; up 7.2% at constant consolidation scope)

The pace of development in Multi-technical Installations stepped up during the fourth quarter of 2007 (up 33.4% relative to the same period in 2006).

- . In France, FORCLUM reported a 15.5% increase in sales (up 5.8% at constant consolidation scope) to €1,893m; the three main acquisitions during the year were Alsatel, Camom and Samia.
- . In the rest of Europe, a dozen of companies were acquired in Belgium, Germany and Spain during 2007, raising the proportion of sales realised outside France from 18% to 25%.

Metallic Construction: €318m (up 30.3% at actual scope; up 3% at constant consolidation scope)

- . Sales held steady in France (€226m), with GOYER enjoying healthy markets and offsetting the fall registered in the traditional EIFFEL businesses.
- . In the rest of Europe, the acquisition of KSH rounded out EIFFEL's holdings in Germany (€92m sales in 2007).



In **Concessions**, traffic increased by 2.8% compared with 2006 in the APRR network, measured in the number of kilometres travelled, including a 2.8% rise for light vehicles and one of 2.7% for heavy goods vehicles. Combined with price hikes, this rise increased toll revenues by 7.9% compared with 2006.

Traffic on the Millau viaduct increased by 4.2% in 2007 (3.7% for light vehicles and 10.9% for heavy goods vehicles), taking total revenue to €29 million.



The order book at 1 January 2008 stood at €9.8 billion, up 12.1% year-on-year and representing approximately 11 months' activity for the Contracting divisions.

The Eiffage Board of Directors will finalise the Group's results for full-year 2007 on 28 February and report them to the market after the market closes that day.

