

SALES FOR THE SECOND QUARTER OF 2008

<i>In millions of euros</i>	2nd quarter 2007	2nd quarter 2008	% change
Construction	965	1,090	+13.0%
<i>Of which Property</i>	155	171	
Public Works	1,052	1,144	+8.7%
Electrical and Multi-technical Installations	607	741	+22.1%
Metallic Construction	71	109	+53.5%
Sub-total Contracting Activities	2,695	3,084	+14.4%
Concessions	453	462	+2.0%
Total	3,148	3,546	+12.6%

SALES FOR THE FIRST HALF OF 2008

<i>In millions of euros</i>	1st half 2007	1st half 2008	% change
Construction	1,827	2,056	+12.5 %
<i>Of which Property</i>	276	313	
Public Works	1,849	1,941	+5.0 %
Electrical and Multi-technical Installations	1,159	1,412	+21.8%
Metallic Construction	133	197	+48.1%
Sub-total Contracting Activities	4,968	5,606	+12.8%
Concessions	876	916	+4.6%
Total	5,844	6,522	+11.6%
Of which:			
* France	4,871	5,236	+7.5%
* Rest of Europe	888	1,211	+36.4%
* Rest of world	85	75	-11.8%

Sales reported by Eiffage increased by 11.6% year-on-year to €6.5bn in the first half of 2008, with sales in the second quarter up 12.6% year-on-year.

In France, sales growth reached €5.2bn in the first half of 2008, up 7.5% like in the first quarter. In the rest of Europe, the 36.4% growth was due largely to the acquisitions completed in the second half of 2007, which contributed 22.5 percentage points to the first half growth.



The **Contracting** divisions recorded sales growth of 12.8% in the first half of 2008.

Construction: sales of €2,056m (up 12.5% on a reported basis and 5% at constant consolidation scope)

- In France, Eiffage Construction recorded sales of €1,594m, up 7%, with the resumption of acquisitions contributing 1 percentage point to this increase. At the Property business, where sales are recognised applying the percentage of completion method, progress on programme in the course of delivery meant that sales increased by 13% in the first half. The marketing of new programmes confirms that the property market is experiencing a sharp slowdown.
- In the rest of Europe, sales increased by 37%, nearly all of which was contributed by acquisitions (notably of Tchas in the Czech Republic), to €462m, equivalent to 22% of the division's sales.

Public Works: sales of €1,941m (up 5% on a reported basis and 3% at constant consolidation scope)

- In France, sales increased to €1,541m, up 1.2% fuelled solely by organic growth, thanks notably to a good level of activity in road construction and maintenance.
- In the rest of Europe, the Spanish market came to halt, while in other countries, notably Germany and Portugal, growth was fuelled by acquisitions and several major contracts.

Electrical and Multi-technical Installations: sales of €1,412m (up 21.8% on a reported basis and 9% at constant consolidation scope)

- In France, activity held at a high level in the second quarter, as a result of which Forclum recorded sales growth of 19.5% in the first half of 2008, with organic growth contributing 6.4 percentage points and acquisitions 13.1 percentage points.
- In the rest of Europe, the trend observed in the first quarter carried over, with sales growth shared between acquisitions, which contributed 13.2 percentage points, and satisfactory conditions in those markets where Eiffage is present.

Metallic Construction: sales of €197m (up 48.1% on a reported basis and 42.4% at constant consolidation scope)

- In France, Eiffel recorded a 30% increase in sales to €132m in the first half of 2008.
- In the rest of Europe, sales also increased strongly to €65m, up 85% at constant consolidation scope, with Germany making by far the largest contribution.



As regards **Concessions**, traffic on the APRR network, as measured by the number of kilometres travelled, increased by 1.1% year-on-year in the first half of 2008 thanks to a good first quarter and despite the downturn observed since April. APRR recorded consolidated sales of €902.3m in the first half of 2008, up 4.4% from €864.1m in the first half of 2007.

In the first six months of 2008, traffic on the Millau Viaduct increased by 6.9% (6.1% for light vehicles and 14.3% for heavy goods vehicles), while revenues increased by 13.2% to €12.9m.

The order book amounted to €10.1bn at 1 July 2008, up 3.7% year-on year. It held steady compared with the previous quarter and still represents 11 months of activity at the Contracting divisions.

Results for the first half of 2008 will be approved by the Board of Directors and communicated to the market on 28 August after trading.

