

SALES FOR THE FOURTH QUARTER OF 2008

<i>In millions of euros</i>	4 th quarter 2007	4 th quarter 2008	% change
Construction <i>Of which Property</i>	1,052 194	1,063 146	+1.0%
Public Works	1,230	943	-23.3%
Electrical and Multi-technical Installations	751	774	+3.1%
Metallic construction	116	105	-9.5%
Sub-total Contracting Activities	3,149	2,885	-8.4%
Concessions	436	428	-1.8%
Total	3,585	3,313	-7.6%

SALES FOR THE YEAR ENDED 31 DECEMBER 2008

<i>In millions of euros</i>	12 months 2007	12 months 2008	% change
Construction <i>Of which Property</i>	3,801 592	4,118 631	+8.3%
Public Works	4,114	3,932	-4.4%
Electrical and Multi-technical Installations	2,529	2,912	+15.1%
Metallic construction	318	396	+24.5%
Sub-total Contracting Activities	10,762	11,358	+5.5%
Concessions	1,834	1,868	+1.9%
Total	12,596	13,226	+5.0%
Of which			
* France	10,192	10,733	+5.3%
* Rest of Europe	2,229	2,357	+5.7%
* Rest of the world	175	136	-22.3%

Sales reported by Eiffage increased by 5% year-on-year to €13.2bn in the year ended 31 December 2008, with sales in the fourth quarter declining by 7.6% year-on-year on a reported basis and by 7.1% at constant consolidation scope.

In France, sales increased to €10.7bn in the year ended, up 5.3%, with organic growth of 3.1%. In the rest of Europe, sales increased to €2.4bn, up 5.7% but decreased by 4.4% at constant consolidation scope.



The **Contracting** divisions recorded a 5.5% increase in sales to €11.4bn in the year ended 31 December 2008.

Construction: sales of €4,118m (up 8.3% on a reported basis and up 4.1% at constant consolidation scope)

- . In France, Eiffage Construction recorded a 6.2% increase in sales to €3,153m, of which €34m in respect of recently acquired subsidiaries, which therefore contributed 1.1 percentage point to this growth. As regards the Property business, housing sales negotiated in 2008 were down 53% compared with 2007.
- . In the rest of Europe, sales increased by 15.8% to €965m, thanks mainly to acquisitions, which contributed 15.2% percentage points to this growth.

Public Works: sales of €3,932m (down 4.4% on a reported basis and down 6.1% at constant consolidation scope)

- . In France, Eiffage Travaux Publics recorded sales of €3,235m, down 1.1% on a reported basis and down 1.6% at constant consolidation scope, the slowdown at the Road Construction and Maintenance business since the 2008 municipal elections having become more pronounced in the fourth quarter.
- . In Portugal, activity fell sharply, due notably to the sale of TGA in December. The Group's subsidiaries in Germany and Spain contributed sales of €483m, down 14.2% at constant consolidation scope.

Electrical and Multi-technical Installations: sales of €2,912m (up 15.1% on a reported basis and up 6.7% at constant consolidation scope)

- . In France, Forclum recorded sales of €2,204m, enjoying further strong growth, its full-year contribution rising by 16.4% on a reported basis and by 7.2% at constant consolidation scope. Looking ahead to 2009, the division will be strengthened by the acquisitions of Clemessy and Crystal at the end of 2008.
- . In the rest of Europe, growth slowed in the fourth quarter, but sales nonetheless increased to €653m, up 6.7% at constant consolidation scope.

Metallic Construction: sales of €396m (up 24.5% on a reported basis and up 22.0% at constant consolidation scope)

- . All of Eiffage's business lines enjoyed a strong level of activity in 2008 with growth of over 20% both in France (€275m, up 21.7%) and in the rest of Europe (€121m, up 22.8% at constant consolidation scope).



As regards **Concessions**, traffic on the APRR network, as measured by the number of kilometres travelled, decreased by 1.2% year-on-year in 2008, down 0.8% for light vehicles and 3.3% for heavy goods vehicles. APRR recorded consolidated sales of €1,834m in the year ended 31 December 2008, up 1.7% from €1,803m in 2007.

In the year ended 31 December 2008, traffic on the Millau Viaduct increased by 3.0% year-on-year, up 2.6% for light vehicles and 8.1% for heavy goods vehicles, while toll revenues grew by 8.9% to €31m.



The order book amounted to €10.4bn at 1 January 2009, an increase of 6.1% year-on-year. This represents 10 months of activity at the Contracting divisions.

Results for the year ended 31 December 2008 will be approved by the Board on 26 February 2009 and released that same day along with the Group's 2009 prospects.



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