

## FIRST QUARTER 2005 SALES

<i>In millions of euros</i>	<b>First quarter 2004 Reported</b>	<b>First quarter 2004 Proforma IFRS <sup>(1)</sup></b>	<b>First quarter 2005 IFRS <sup>(1)</sup></b>	<b>Change</b>
CONSTRUCTION AND CIVIL ENGINEERING	839	822	923	+ 12.3 %
<i>of which property</i>	80	63	118	
ROAD CONSTRUCTION AND MAINTENANCE	403	403	396	- 1.7 %
ELECTRICAL CONTRACTING	349	349	378	+ 8.3 %
METALLIC CONSTRUCTION	51	51	29	- 43.1 %
CONCESSIONS	3	3	23	x 7.7
<b>TOTAL</b>	<b>1,645</b>	<b>1,628</b>	<b>1,749</b>	<b>+ 7.4 %</b>
Of which				
* France	1,367	1,351	1,450	+ 7.3 %
* Rest of Europe	241	240	262	+ 9.2 %
* Rest of world	37	37	37	-

*(1) Note: the adoption of IFRS has an impact only on property development sales, which are now recorded based on the stage of completion of the building work.*

Consolidated sales increased by 7.4% in the first quarter of 2005 thanks to robust activity in most of the group's businesses (+ 3.8 %) in spite of the bad weather conditions, acquisitions (+ 2.4 %) and the first significant contribution from the integrated concession businesses.



Construction activity continued to grow in France, up by 8.4%, and benefited from a still buoyant property market.

Road construction and maintenance activity was hit by the bad weather conditions in March in France, but this should not have any impact on total sales for the full year.

In electrical contracting Forclum pursued an active acquisition policy, which accounted for the near-totality of the increase in sales.

As expected, sales were down for Eiffel following the end of the work on the Millau viaduct but the good level of the order book (€170 million) should enable it to achieve the sales target for the year.

Eiffage Parking contributed €20 million to the concession activity's first quarter sales compared with €3 million for the same period in 2004. Revenue from the Millau viaduct (€3 million) is in line with traffic projections for the winter months.



At 1 April 2005 the order book amounted to €7.2 billion, up by 2.1% over the quarter and by 4.3% year-on-year, and corresponding to 10.6 months of activity.