

NINE-MONTH 2003 SALES

<i>In millions of euros</i>	9 months 2002	9 months 2003	% change
EIFFAGE CONSTRUCTION <i>of which property</i>	2,570 (349)	2,397 (179)	- 6.7%
APPIA	1,386	1,446	+ 4.3%
FORCLUM	937	959	+ 2.3%
EIFFEL	140	168	+ 20.0%
Holding companies and Concessions	27	37	n/a
TOTAL	5,060	5,007	- 1.0%
Of which:			
* France	4,292	4,169	- 2.9%
* Rest of Europe	649	700	+ 7.9%
* Rest of world	119	138	+ 16.0%

During the third quarter of 2003, Group sales were sustained at a level 2.5% higher than in the third quarter of 2002, with sales for the nine months to 30 September 2003 remaining broadly in line with those for the corresponding period last year.

At EIFFAGE CONSTRUCTION, sales in the construction and civil engineering sector were stable, while property sales continued to lag those of 2002.

In the road construction and maintenance sector, APPIA posted 4.3% sales growth resulting from the acquisitions made in 2002; sales in France were stable.

FORCLUM experienced a slowdown in the third quarter of 2003 but nevertheless posted a 2.3% rise in sales as a result of acquisitions made during the period in France and elsewhere in Europe. After growing strongly in the first two quarters, sales by EIFFEL have stabilised at the levels expected for the year.

Sales grew by a strong 7.9% in the rest of Europe, driven by the acquisitions made in Spain.

The good sales performance outside Europe is attributable largely to EIFFEL's offshore activities, although as a result of the Group's strategy for this geographic zone the full-year forecast is for a lower level of sales.

Overall, given the continuing high level of the order book – €6 billion at 1 October 2003 – and the trends observed in its various businesses, management expects Group sales for the full-year 2003 to be stable at around its previous forecast level of €7 billion.