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Increased pace of growth at Vinci Park: more than 800,000 parking spaces managed at the end of 2003

France: three contracts and an acquisition

Europe: acquisition in Slovakia and greater presence in the UK and Luxembourg

Disposal of non-strategic assets in Hong Kong

Services at the heart of Vinci Park's strategy

Vinci Park increased its pace of growth in 2003. The year showed a net increase of 70,000 parking spaces, as a result of new contracts and acquisitions; in parallel, contracts for more than 50,000 spaces, which had reached their term, were renewed. This growth brings the total number of parking spaces managed in France and elsewhere to more than 800,000 at the end of 2003, confirming Vinci Park's position as leader in parking in Europe.

France: three new contracts obtained and a car park acquired

On December 16, 2003 Vinci Park was the successful bidder in the tender launched by the City of Toulouse to operate the 930-space Place du Capitole car park under a 23-year concession. Designed more than thirty years ago to operating standards that are now out-of-date, this car park will be completely restructured in order to better match the exceptional quality of its surroundings, one of the most prestigious squares in Europe. The investment will amount to €20 million, including renovation and refitting work.

Vinci Park also won a contract on November 4, 2003 at Grenoble to operate 10,000 on-street paid-parking spaces. Under this three-year service provision contract, which can be extended to five years, Vinci Park will provide the City with a unique IT infrastructure, enabling data to be collected and processed on the management of its 575 parking meters, and including software enabling modeling of economic data on parking.

On December 19, 2003, Sarreguemines confirmed Vinci Park's appointment as operator of 900 on-street paid-parking spaces in the town for six years under a service provision agreement.

Lastly, on December 31, 2003 Vinci Park finalized the acquisition of the Etoile-Wagram car park in Paris, with a capacity of 531 spaces, situated near to the Arc de Triomphe, strengthening the company's strategic holdings of fully-owned property.

These various deals, won in strongly competitive contexts, show Vinci Park's ability to provide local authorities with an innovative and economically attractive offer, combined with an original and comprehensive range of services.

These successes are of particular importance as we reach 2004, the year that will see the removal, in June, of the official restrictions placed on Vinci Park's commercial growth when Vinci and GTM merged.

Europe: growth in Central Europe and greater presence in the UK and Luxembourg

On December 22, 2003 Vinci Park obtained a 50-year concession to operate a 358-space car park in the center, full of history, of Bratislava, Slovakia. This forms part of Vinci's strategy of increasing its activities in Central and Eastern Europe, where strong growth is expected and where the Group already has a network of successful undertakings in its other business lines.

Vinci Park was awarded a contract on October 24, 2003 with British Airports Authority to manage 9 staff car parks at London Heathrow airport and 11 staff car parks at London Gatwick airport, under a service provision agreement. This contract is for five years, can be extended to seven years, and represents total capacity of 17,500 spaces.

In Luxembourg, on December 19, 2003 the town of Esch-sur-Alzette contracted with Vinci Park for the management of 1,700 on-street paid-parking spaces, bringing the total number of spaces managed in Luxembourg to more than 31,000.

International: disposal in Hong Kong

On November 30, 2003, Vinci Park moved out of its non-strategic businesses in Hong Kong in security guarding and access control equipment. Vinci Park also operates 30,500 parking spaces in Hong Kong under concession and service provision agreements.

Services at the heart of Vinci Park's strategy

The policy of services and customer satisfaction lies at the heart of Vinci Park's strategy, as is shown by the company's commercial successes in 2003 in France, in Europe and internationally. This bold policy has recently been recognized by the award on October 1, 2003 by the European Parking Association of the European Parking Award for excellence, in the new car park category, to the Parking du Centre at Lausanne, Switzerland. This prize, awarded every two years, was won against competition from many other European sites of quality.

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