



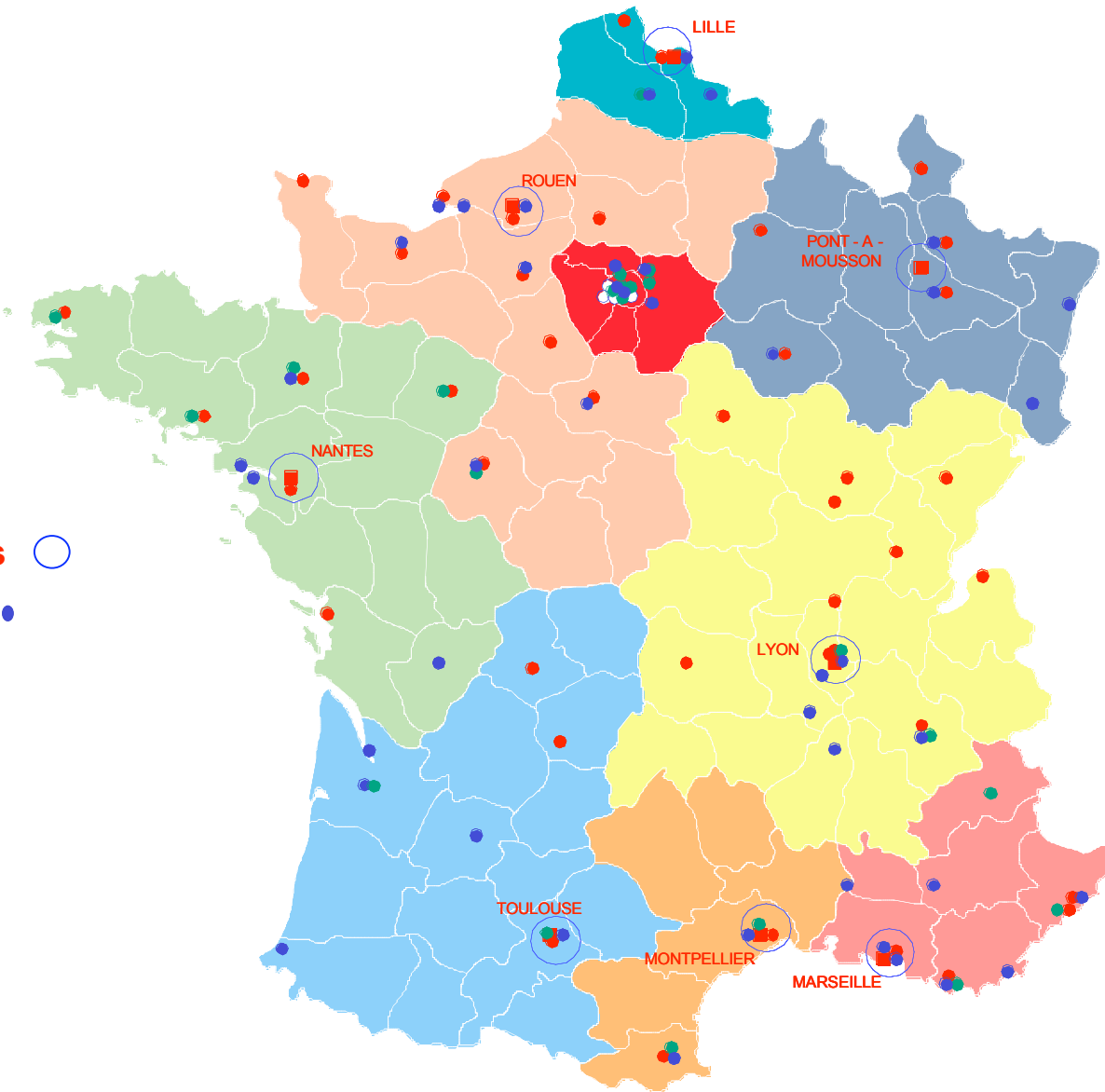
Presentation of SOGEA Construction to financial analysts

Lille, France - 17 December 2004





Organisation



18 regional departments ○
220 profit centres ●

- BUILDING
- CIVIL ENGINEERING
- HYDRAULIC ENGINEERING





Consolidated key figures for 2003

Net sales	€2,135m
Operating income	€90m 4.2 %
Net income after tax	€64m 3.0 %
Net cash and equivalents at 31 December	€576m
No. of employees	11,950

SOGEA CONSTRUCTION
2004 net sales: €2,300m



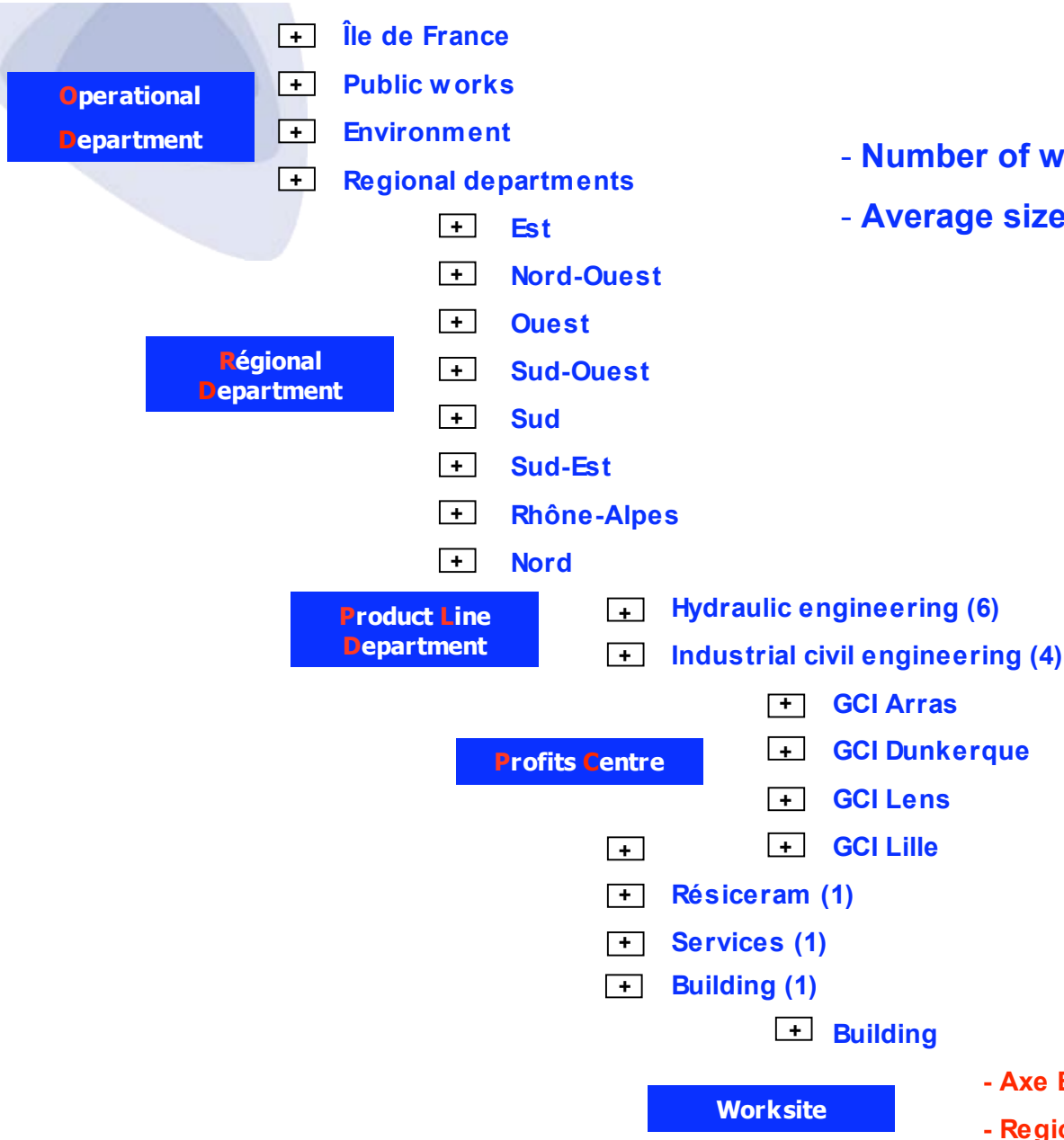
Public works
Civil engineering

Building
Services

Building / Civil engineering
Hydraulic engineering / Services

Diversification

Tree diagram of SOGEA

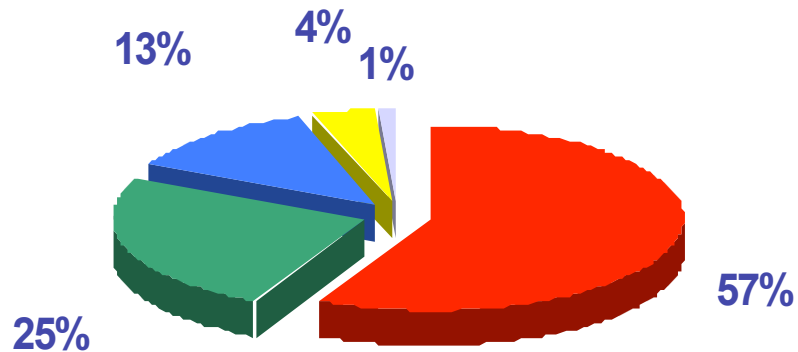


- Number of worksites managed a year : 3,500
- Average size : €0.7m

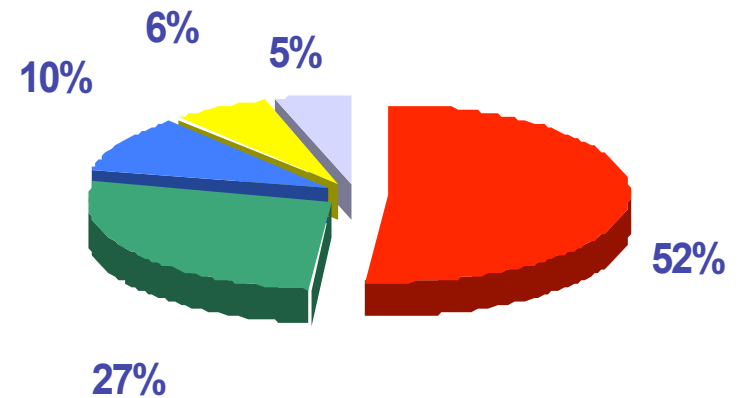
- Axe Europe
- Regional HQ

Net sales and margins by business line (2003)

Net sales : €2,135m




Net income : €64m

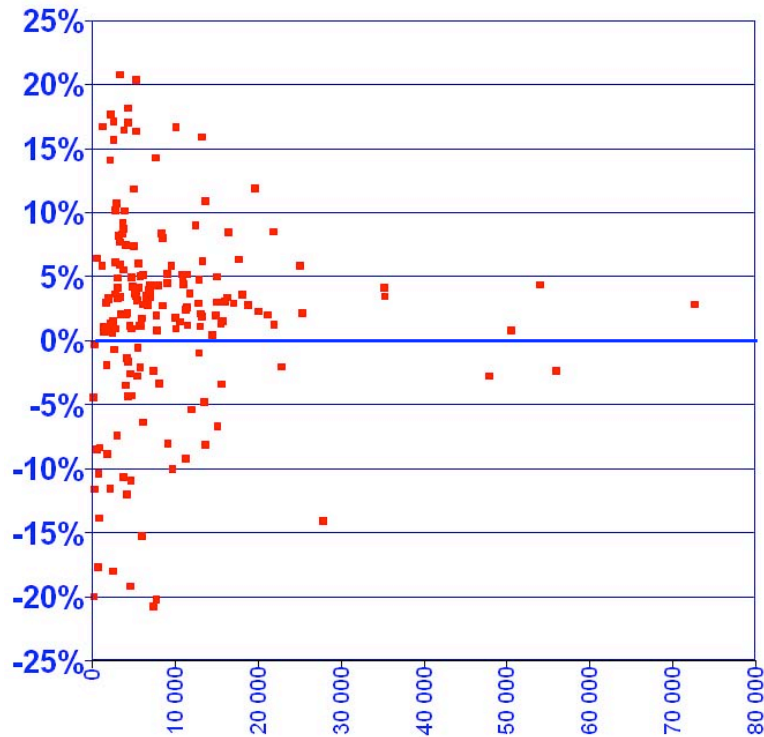


- Building
- Public works and civil engineering
- Hydraulic engineering
- Services
- Other

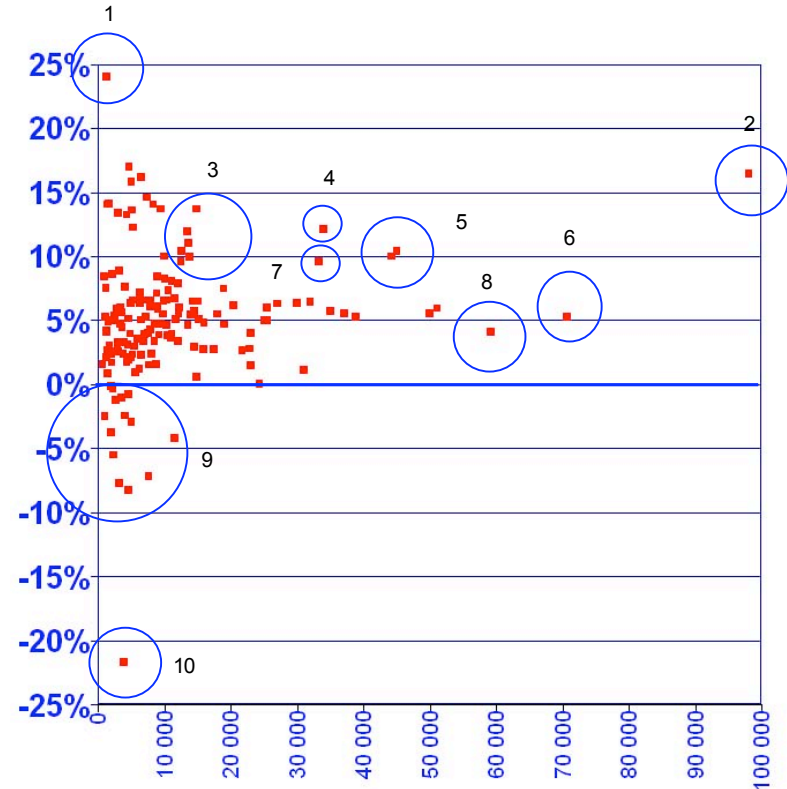




Change in profitability of profit centres (net income before tax as a % of net sales)



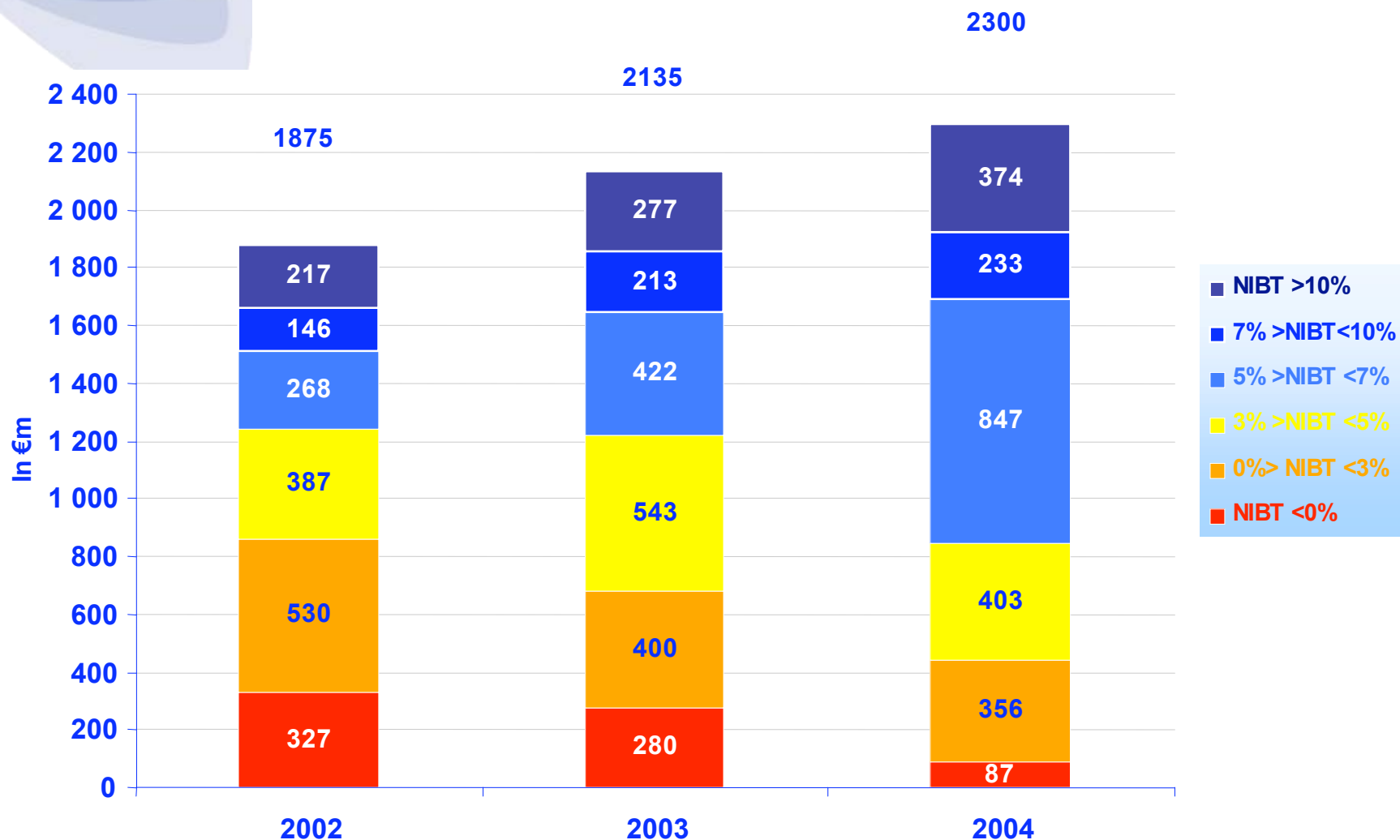
2001



2004

Net sales by profit centre and by profitability

Net income before tax (NIBT)





Sogea Construction business lines



From subsidised housing to high-rise office buildings in La Défense – **Building division**

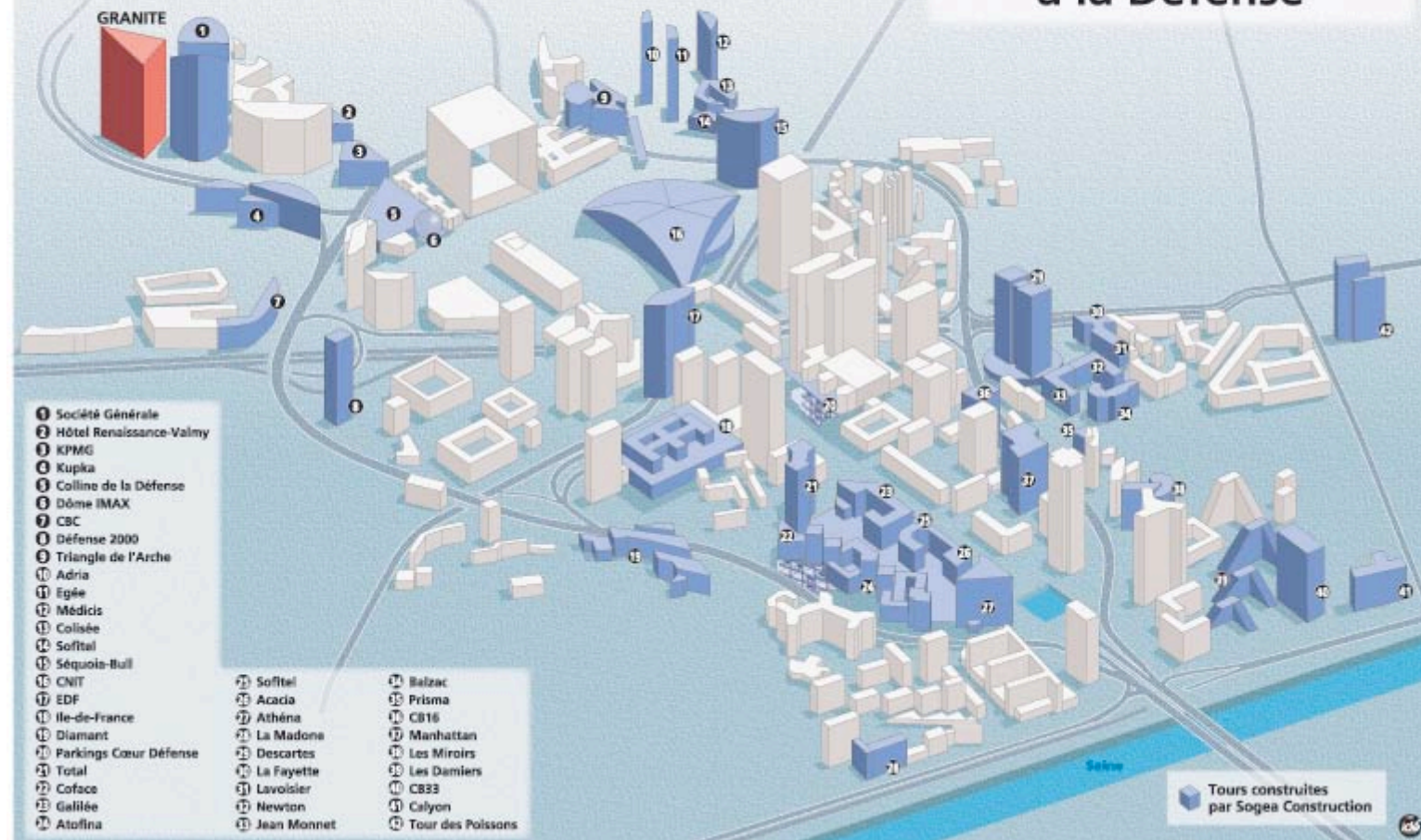


Refurbishment of 124 apartments in Maisons-Alfort



Sogea has participated in many high-rise office building projects in La Défense

Les références de Sogea Construction à la Défense

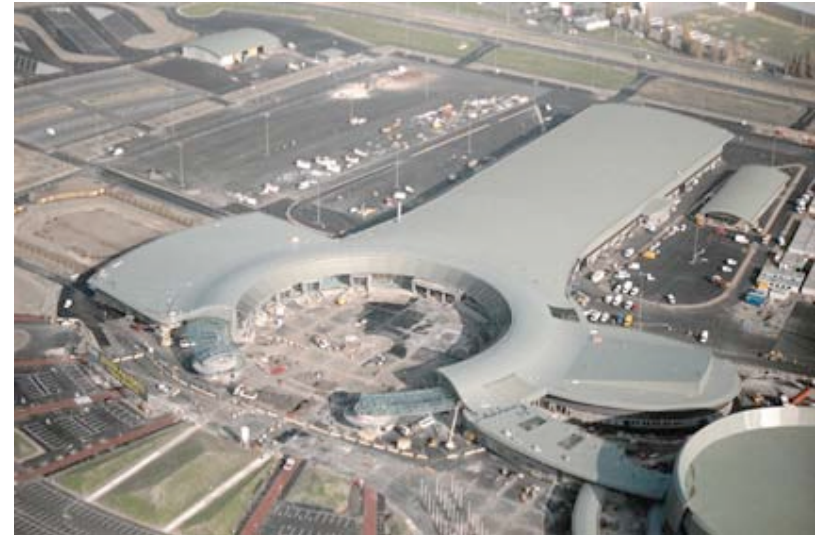




From schools to the Zénith theatre of the Grande Halle d'Auvergne

Building division

Boucicaut high school



Grande Halle d'Auvergne, Clermont-Ferrand

A major project: Sainte Anne's military hospital in Toulon - **Building division**

Mock-up of project



Current status (November 2004)



Historic monuments

Chanzy-Pardoux, Pateu Robert, SLCP, SRC, Cavalier

Repairs to the ceiling of the Madeleine church in Béziers



Restoration of Strasbourg Cathedral



Maintenance of buildings and structures

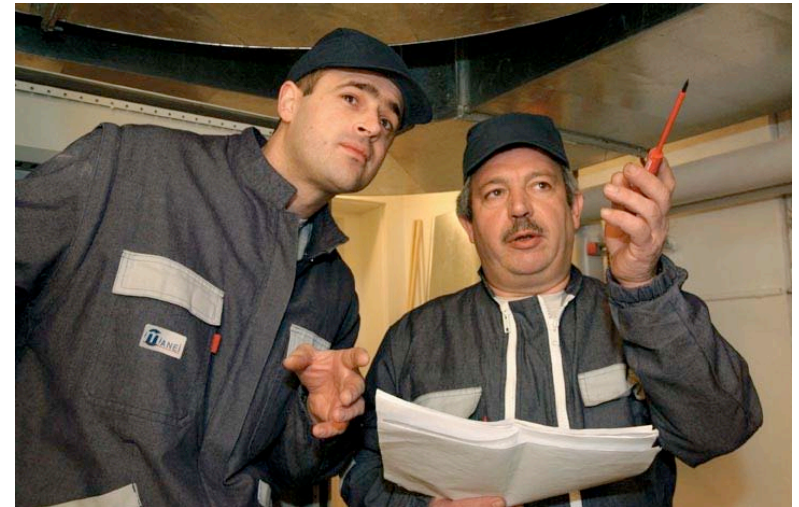
Manei, Bourdarios Assistance



Minor maintenance
works performed by
Bourdarios Assistance



Multi-technical and multi-service maintenance





New forms of contract

PPP, long-term leases with local authorities, property development



Development and construction of police housing in Corrèze



La Visitation shopping centre in Rennes



Through PERL, Sogea offers new home ownership schemes

Specialist hydraulic engineering techniques

Barriquand

Barriquand carrying out conventional pipe installation work in Picardy...



... The company also participates in regional authorities' special projects (vacuum sewers, trenchless pipe rehabilitation)

Distribution and collection systems

Drinking water, wastewater



Replacement of 4,000 lead service pipes in 16 districts to the south-west of Paris

The 11 km sea outfall for the Montpellier wastewater treatment plant



Installation of 1,800 mm diameter pipes for the networks below the new Paris tram



Structures

Gauthier, Dodin, Campenon Bernard TP



Installation of scaffold on the Cascatel des Corbières bridge to carry out diagnostics



Viaduct over the Sioule river on the A89 motorway between Clermont-Ferrand and Bordeaux

The Sioule viaduct





Underground work, boring Campenon Bernard TP

Remote-controlled boring technique, referred to as
microtunnelling



Toulouse metro



From roads, paths and miscellaneous networks to major earthworks

Deschiron

Minor works on public right of way



Earthworks on the A89 motorway



Special foundations

Botte Fondations

Installation of bored piles at Clermont Ferrand, and jet grouting on the Socatop worksite



Implementation of Botte's know-how on the worksite of the LGV Est Européen high-speed rail link



CBX Tower construction site in La Défense



Marine and river works

EMCC, Armor, Serra Travaux Maritimes, Dodin

Reinforcing the banks of the River Loire



Le Havre harbour facilities



Sogea, a partner of the French federation of marinas, proposes solutions to members along the entire coastal area of France

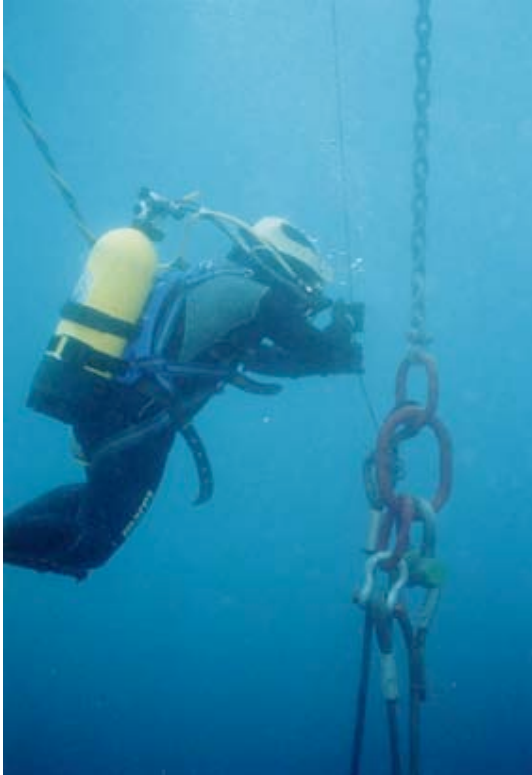


Specialists in working underwater and at a height

CTS

CTS specialists using mountain climbing techniques installed the stay cables on the Millau viaduct for Freyssinet

Underwater work



Inspection of an Atofina storage sphere in Balan





Sludge, flue gas and waste treatment and recycling - VINCI Environnement, Speic, Extract

Dredging operation in the lake at Vélizy
and extraction at sludge plant



Improving the combustion
parameters of London Waste's
household waste incineration plant

Water and wastewater treatment plants

Regional synergies and European partnerships

The water treatment department works with regional authorities in France to build their water and wastewater treatment plants



Partnership with Membratéc (Switzerland), and marketing agreement covering the licence of Kaldnes (Norway)



Water and wastewater treatment plants

Drinking water, wastewater, sand and grit

Rock reed filter process



Strasbourg wastewater treatment plant : 1,000,000 equivalent population



Deployment of optical fibre networks

VINCI Networks




Optical fibre network for the Maine-et-Loire local authority



Installation of 1,400 km of optical fibre between Paris and Hendaye for the operator, Télia



The Nord regional department



Key figures for 2003 – 2004 – Nord region

	2003	2004
Net sales	€111m	€125m
Net income before tax	€5.7m 5.1 %	€9.0m 7.2 %
Net cash and equivalents at 31 December	€33m	€26m
No. of employees	693	711

The Nord regional department





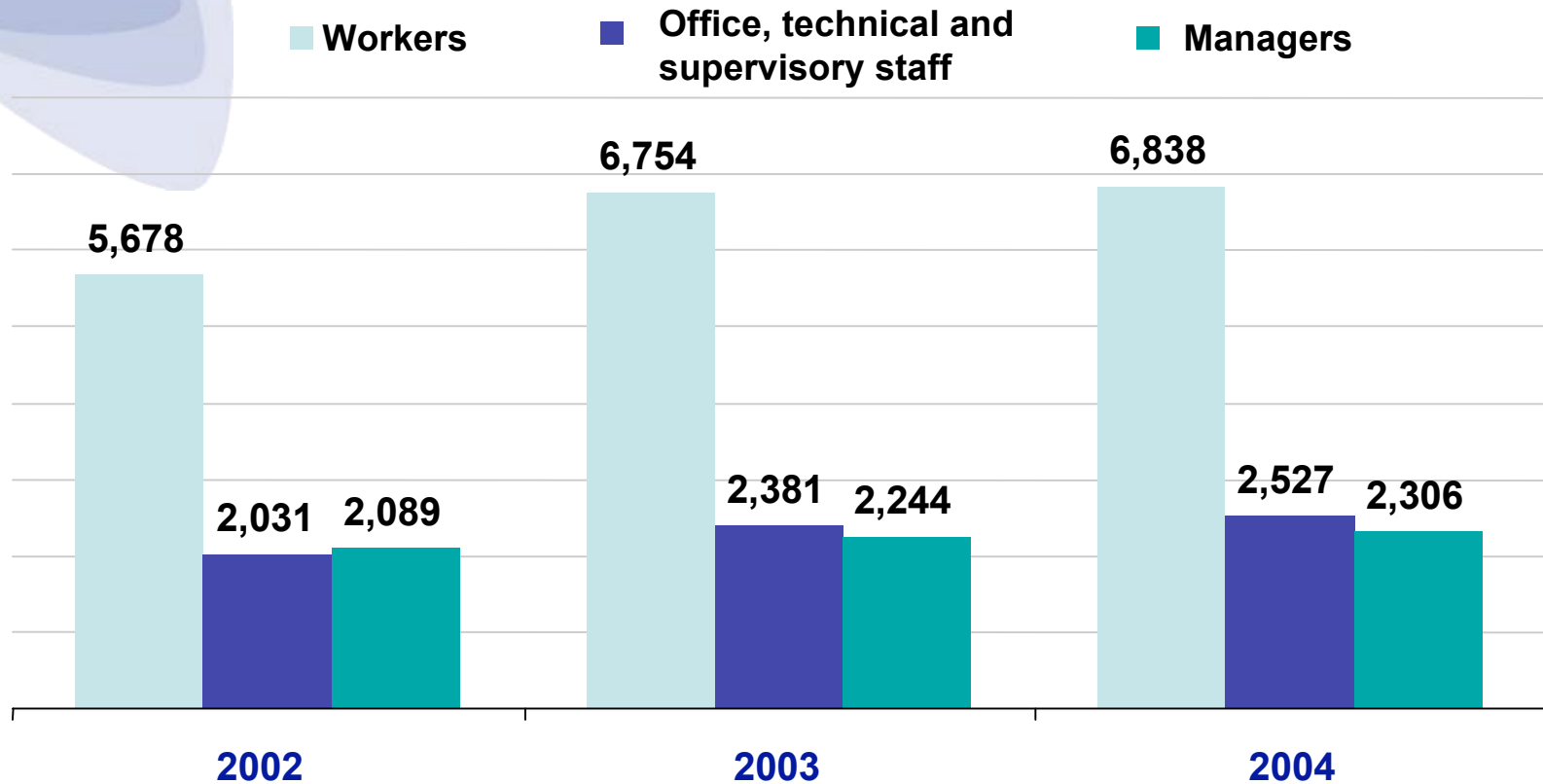
Control systems

- The worksite is at the heart of sogea
- Methods: an essential phase in worksite preparation
- Performance control: monitoring workforce, schedule and supplies
- Performance indicators:
 - One of the fundamental tools for the profit centre manager
 - An auditor-approved tool



Human resources

The more time goes by...



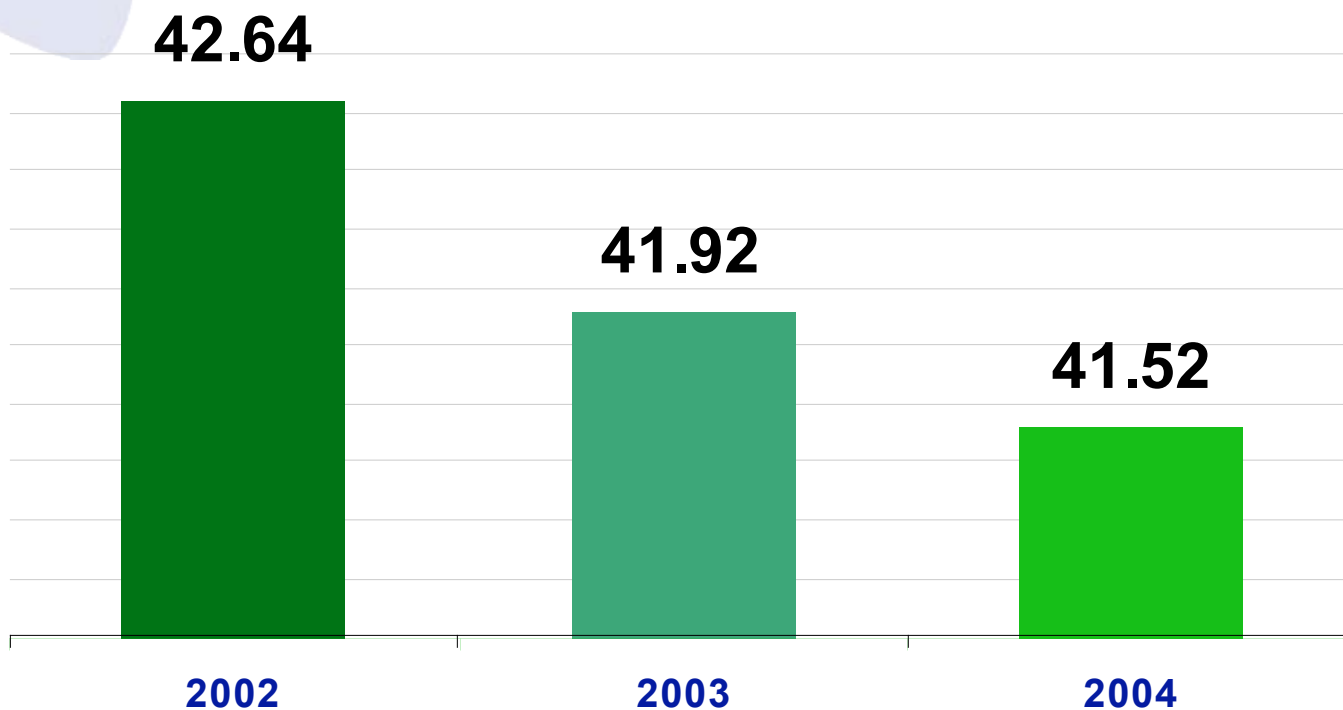
... the more numerous we are !





The more time goes by...

Average age



☛ ... the younger we are !



The more time goes by...



BÂTIMENT - GÉNIE CIVIL - HYDRAULIQUE

tu cherches un Job en Béton !

SOGEA
SUD

- Un salaire motivant et évolutif,
- La maîtrise d'un métier d'avenir,
- Une vraie formation professionnelle,
- De réelles perspectives d'évolution de carrière,
- Un suivi et un encadrement adapté.

contacte nous...
04 67 69 72 11



une société de **VINCI**

NOUS RECRUTONS, NOUS FORMONS

recrutement@ssu.sogea.fr

... the more we recruit



Une société de VINCI 

BÂTIMENT
GÉNIE CIVIL
HYDRAULIQUE

NOUS RECRUTONS DANS VOTRE RÉGION REJOIGNEZ NOS ÉQUIPES

- Métiers d'avenir
- Perspectives d'évolution
- Formations assurées


Contactez-nous au  N°Azur 0 810 58 59 59

ou sur : recrutement@so.sogea.fr



Newly qualified tunnel works technicians Class of 2003 - 2004





Our seven « future site foremen » receiving their diplomas from Jean Rossi on 10 November at the construction site of the Regional Council headquarters in Lille.

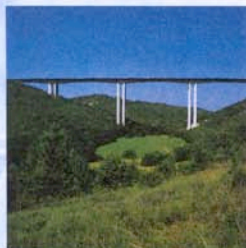


Rejoignez la "Coaching Team" Sogea Construction



Vous êtes un jeune diplômé
bac + 2 à bac + 5, passionné par l'acte
de construire.

Vous êtes mobile, courageux,
vous avez envie de réussir,
de vous investir et vous aimez le chantier.



Sogea Construction,
leader du bâtiment, du génie civil
et des travaux hydrauliques,
11 000 collaborateurs, chiffre d'affaires
de 1,9 milliard d'euros,
recherche 40 jeunes talents
dans le cadre d'un parcours d'intégration.



Vous êtes intéressé...



Déposez votre candidature sur le site intranet Sogea Construction
ou adressez-nous votre candidature par courrier au :

SERVICE RECRUTEMENT :

9, place de l'Europe

92851 RUEIL-MALMAISON Cedex.

• Recrutement@sogea-construction.com

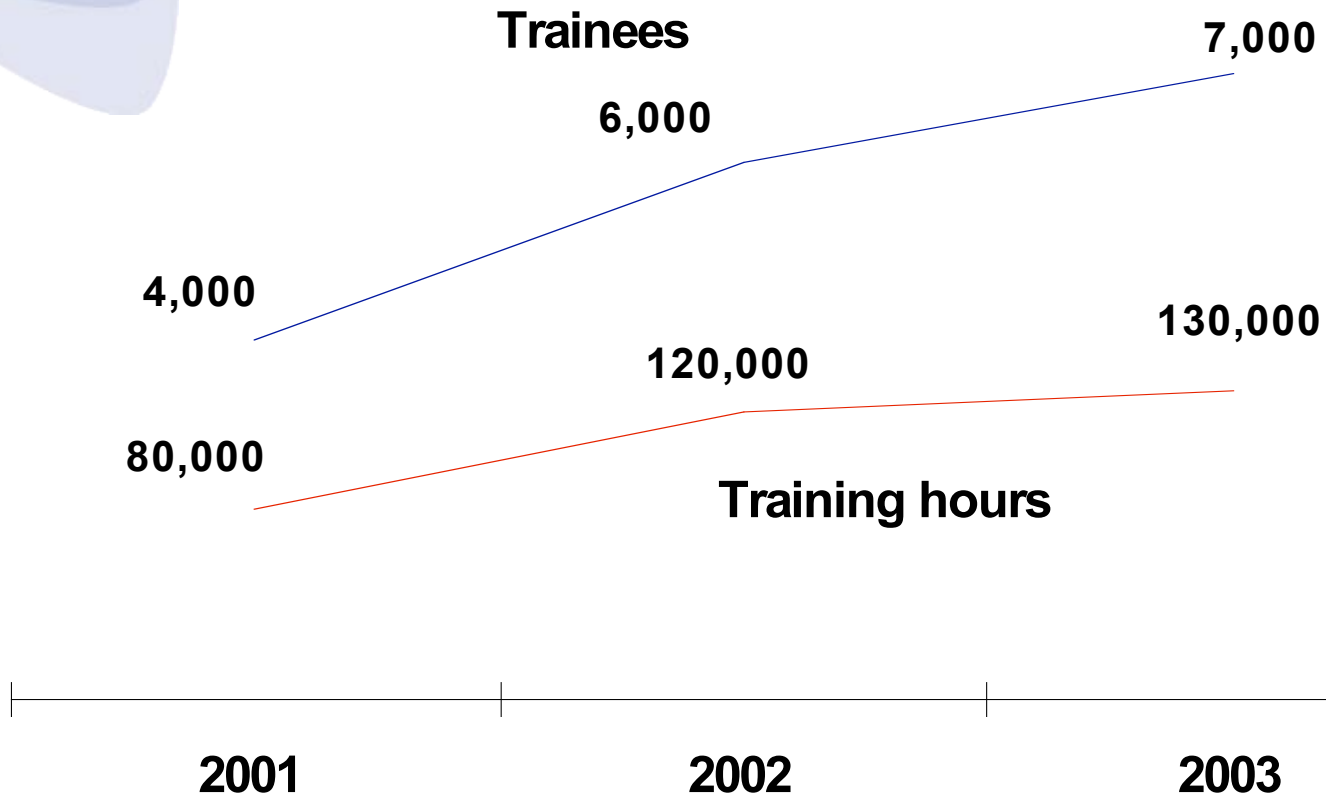
• Internet : www.sogea-construction.com



Une société de VINCI

Une société de **VINCI**
CONSTRUCTION

The more time goes by...



... the more skills we acquire

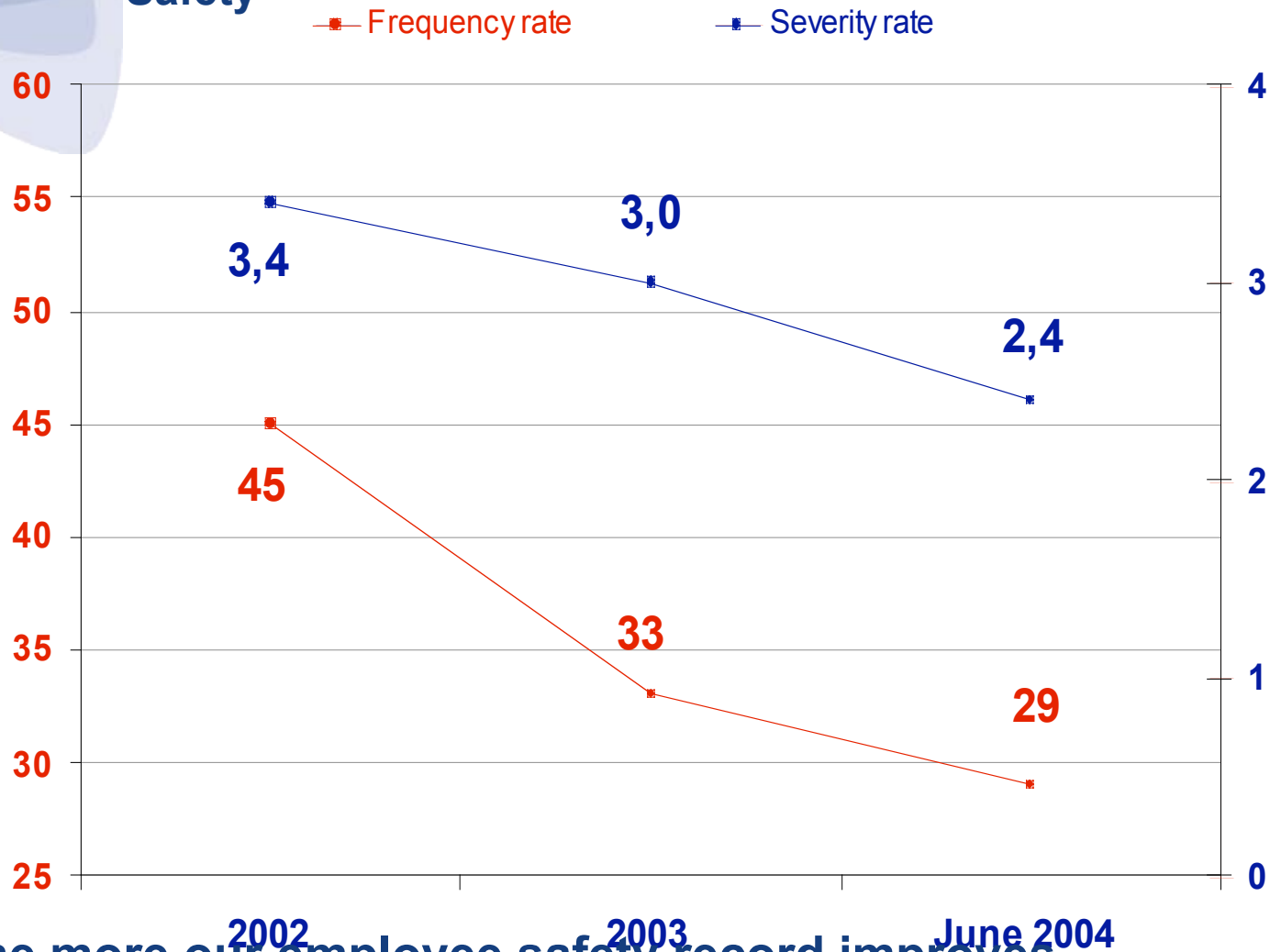


Training: a key component of Sogea's HR policy

- An in-house training centre, Sogeform, located at Melun on our equipment depot site
- Local training programmes (in regional or subsidiary offices or on site)
- Programmes developed in partnership (AFPA, Egletons, etc...)
- Tailored training programmes, developed internally for the most part
- Training for everyone, including skilled workers, team leaders, site foremen, works engineers, works directors and profit centre managers
- Practical, technical and theory in programmes on safety, legal issues, purchasing, management and so on

The more time goes by...

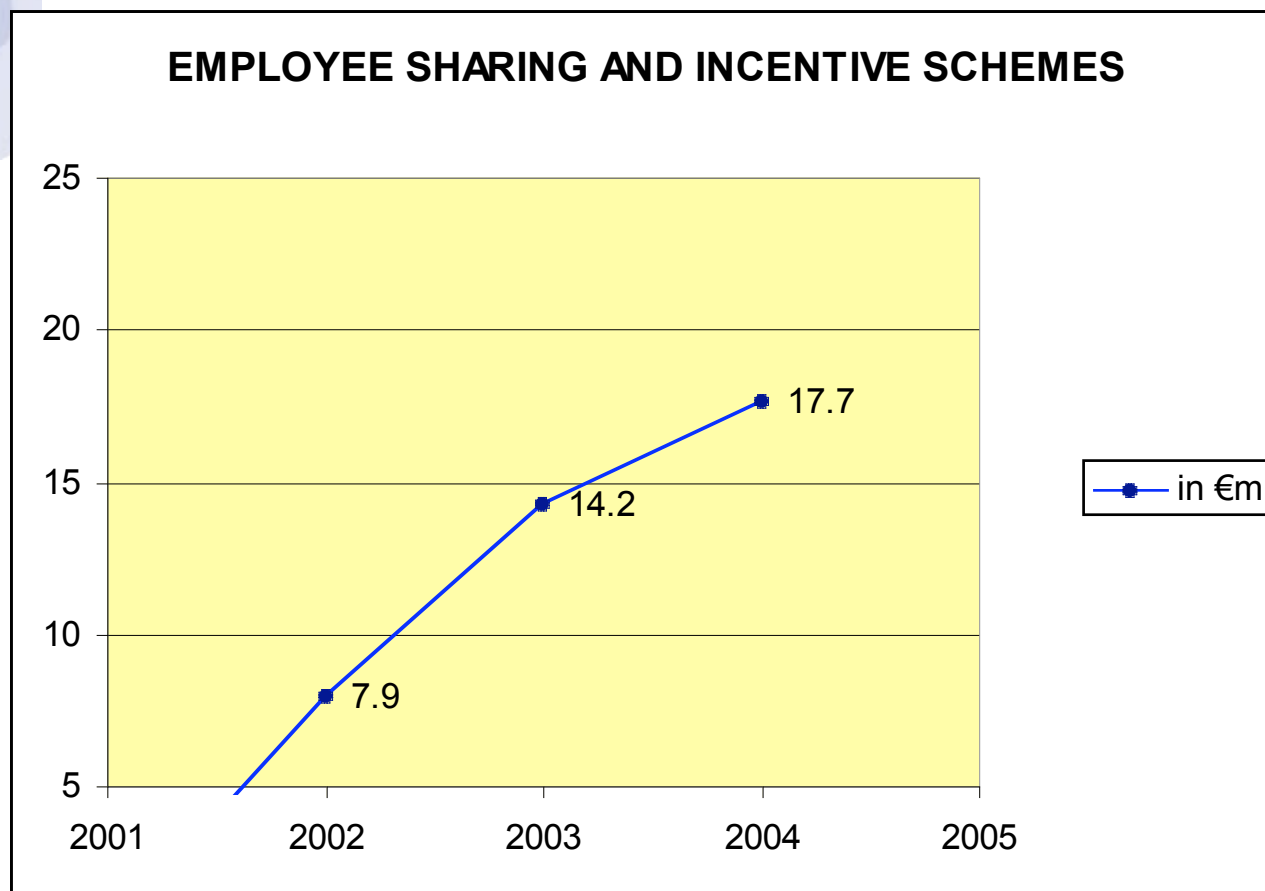
Safety



... the more our employee safety record improves



The more time goes by...



... the more we distribute in employee sharing and incentive schemes





STRATEGY

- Sogea's strategy is based on three principles:
 - Organisational structure
 - The fundamentals
 - Conduct



1. Organisational structure

- « Local – Global »

- Deeply rooted and close to customers
- Network and synergies
- Small transactions and major projects

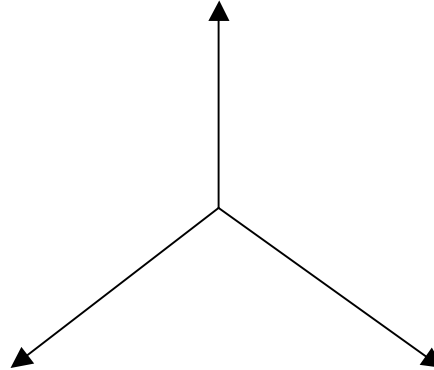
- « A different approach to building and public works »

- A broad array of business lines and comprehensive proposals
- A policy of services and value added
- Niches, property development and support services



2. The fundamentals

Worksite
and production excellence



Marketing
and customer satisfaction

Employees
and a dynamic HR policy



3. Conduct

- Corporate culture
- Values
- Goals



Une société de **VINCI** 
CONSTRUCTION

