



10 November 2000

PRESS RELEASE

CONSOLIDATED NET SALES TO 30 SEPTEMBER 2000

- **Increase of 9% in consolidated net sales**
- **Strong growth in Concessions and in the Energy and Information Division**
- **Sustained business levels in Roads and Construction in France**
- **Upward revision of forecast annual sales to 17 billion euros**

As VINCI now holds 97.44% of Groupe GTM, consolidated net sales to 30 September 2000 were reconstituted on a pro forma basis, by including the first nine months of net sales of Groupe GTM (excluding the Industrial Division, which was separated and sold to SUEZ LYONNAISE DES EAUX), as well as the net sales of COFIROUTE and of STADE DE FRANCE, which are now included in the new scope of consolidation.

On this basis, VINCI's pro forma consolidated net sales for the first nine months of the year 2000 come to 12.5 billion euros, for an increase of 9% over net sales in the first three quarters of 1999, as calculated with a comparable base (*).

Sales outside France, which accounted for 37% of the total, were up 4%. In France, the increase reached 12%.

Vinci is continuing to refocus its business portfolio on activities with recurrent cash flow and growth potential:

In the area of Concessions, net sales were up 12% at almost one billion euros, due to the strong development over the period of the Car Park business (+23%), especially outside France (acquisitions of VALLEHERMOSO in Spain and of TFM in Great Britain). As for COFIROUTE, it had 607 million euros worth of sales, up 4% over the first three quarters of 1999.

(*) Including SOGEPARC and TEERBAU for the first 9 months of 1999. Excluding this restatement, pro forma sales increased by 13.7% over 1999.

The business activity of the Energy and Information Division also expanded substantially (+13%), due to the excellent performance of GTIE (+20% with net sales of 1.5 billion euros), based in particular on the development of telecommunications and information technologies related lines of business.

In Roads, net sales growth of almost 10% is a result mainly of business done in France (+15%), where order backlog is still at a high level (12% higher than at the end of September 1999). Outside France, the downturn observed since the beginning of the year in Germany, where the Group is continuing to streamline its organisation, is compensated for by the positive impact of foreign currency translation of business done in the United States and in Great Britain.

The Construction lines of business have been continuing their shift towards less cyclical areas of business. In the UK, the substantial increase in business volumes (+9%) was driven by the development of PFI. In Germany, withdrawal from traditional building activities has been going ahead, while continuing expansion in facility management. In France, sales grew by 12% thanks to sustained activity in private non-residential.

With a higher than expected growth rate in the first nine months of the year, and a good outlook for the last quarter, pro forma consolidated net sales in the year 2000 as a whole should be in the neighbourhood of 17 billion euros, up 9% over 1999.

Press contact: Pierre Coppey

Tel: +33 1 47 16 30 07 - Fax: +33 1 47 16 33 88

This press release is available in French and English
on the VINCI website: www.groupe-vinci.com

VINCI

Public Limited Company ("Société Anonyme") with a capital stock of 1,009,655,192 euros

Head Office: 1, Cours Ferdinand de Lesseps - 92851 Rueil Malmaison Cedex - France

Company Register RCS Nanterre B 552 037 806

PRO FORMA SALES VINCI + GTM TO 30 SEPTEMBER 2000 (9 months)

(in millions of euros)

	30.09.2000 pro forma	30.09.1999 pro forma	Change 2000/1999 on real basis
CONSOLIDATED NET SALES			
Concessions (*)	995.8	888.9	12.0%
Energy & Information	2,313.1	2,045.2	13.1%
Roads (**)	3,860.4	3,526.3	9.5%
Construction	5,105.4	4,765.7	7.1%
Miscellaneous and double counts	207.6	218.4	
Total pro forma net sales VINCI+GTM	12,482.3	11,444.5	9.1%
In France			
Concessions (*)	906.5	850.7	6.6%
Energy & Information	1,529.3	1,343.8	13.8%
Roads (**)	2,292.3	1,992.1	15.1%
Construction	2,951.2	2,644.5	11.6%
Miscellaneous and double counts	189.7	175.0	
Total	7,869.0	7,006.1	12.3%
Outside France			
Concessions (*)	89.3	38.2	133.7%
Energy & Information	783.8	701.4	11.7%
Roads (**)	1,568.1	1,534.3	2.2%
Construction	2,154.2	2,121.2	1.6%
Miscellaneous and double counts	17.9	43.4	
Total	4,613.3	4,438.4	3.9%
(*) Including Sogeparc for 9 months			
(**) Including Teerbau for 9 months			