

PRESS RELEASE**CONSOLIDATED NET SALES FOR THE YEAR 2000 (*)**

- **Net sales up 10% in 2000**
- **Business activity strong in all areas**
- **International growth**
- **Continued implementation of selective order-taking**
- **Good outlook for 2001**

Vinci has posted sales of 17.2 billion euros for the year 2000 (slightly up on the last forecasts given), an increase of 10.3% over 1999.

All the group's areas of business grew their sales while continuing to implement a very selective order-taking policy:

- Concessions	(8 % of the total) :	+11.0%
- Energy-Information	(19% of the total) :	+11.8%
- Roads	(31% of the total) :	+11.0%
- Construction	(42% of the total) :	+9.4%

Sales in France, which account for 62% of the total, were up by 14%.

There was especially strong growth in:

- the energy and information business, in information and communication technologies (+20%)
- roads (+16%)
- building (+15%).

Concessions grew overall by more than 6%.

Cofiroute posted sales of almost 800 million euros, up by 4%, despite the one-off negative impact on traffic of the increase in fuel prices and the oilspill on the coast of Brittany.

In car park management, the effect of some contracts reaching their termination date were offset by new business and rising contributions from some more recent contracts.

On international markets sales were up by almost 5%. Excluding Germany, where Vinci deliberately reduced business in building, the increase is 12.5%.

In addition to the boost given by the favourable foreign exchange effect (+ 150 million euros), driven by the appreciation of the dollar and sterling, international growth has come mainly through acquisitions, as part of Vinci's strategy of redeployment into businesses with good visibility and high value added:

- in the energy and information division: acquisition of the Swedish company Emil Lundgren;
- in car parks: a total of 140,000 additional spaces, mainly in the UK, Spain and Portugal;
- in roads: acquisitions in the Czech Republic and Chile;
- in facility management: the acquisition of BSSI in the United States.

Vinci's order backlog on 31 December 2000 was up 10% over the same date in 1999. The outlook at the beginning of this year is on the whole positive in all the group's business activities.

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

() provisional pro forma data: so as to give an accurate appreciation of the new group following the absorption of Groupe GTM by Vinci, the net consolidated sales figure has been recalculated as a full year by including the sales realised both by Groupe GTM subsidiaries (apart from the industrial division sold to Suez), and Cofiroute and Stade de France, that are now integrated into the new entity.*

In addition, the 1999 sales figures for Sogeparc (car parks) and Teerbau (roadworks), consolidated on 1 July 1999, have also been recalculated for the whole year.



VINCI

Public Limited Company ("Société Anonyme") with a capital stock of 791,546,010 euros
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PRO FORMA CONSOLIDATED NET SALES FOR 2000 (provisional)

(in millions of euros)

	2000 pro forma	1999 pro forma	2000/1999 variation
<u>CONSOLIDATED NET SALES</u>			
Concessions (*)	1,339.3	1,206.9	11.0%
Energy-Information	3,230.4	2,889.9	11.8%
Roads (**)	5,356.7	4,824.8	11.0%
Construction	7,171.2	6,557.4	9.4%
Miscellaneous and double counts	127.7	134.8	
Total	17,225.3	15,613.9	10.3%
<u>Of which in France</u>			
Concessions (*)	1,191.9	1,122.0	6.2%
Energy-Information	2,137.8	1,867.0	14.5%
Roads (**)	3,162.6	2,728.9	15.9%
Construction	4,029.3	3,503.7	15.0%
Miscellaneous and double counts	94.9	93.1	
Total	10,616.4	9,314.7	14.0%
<u>Of which outside France</u>			
Concessions (*)	147.4	84.9	73.6%
Energy-Information	1,092.6	1,022.9	6.8%
Roads (**)	2,194.2	2,095.9	4.7%
Construction	3,141.9	3,053.8	2.9%
Miscellaneous and double counts	32.8	41.7	
Total	6,608.9	6,299.2	4.9%
(*) Including Sogeparc for 12 months			
(**) Including Teerbau for 12 months			