



Rueil Malmaison, 3 May 2007

VINCI, preferred bidder for a second motorway concession in Greece

The Apion Kleos consortium, led by VINCI, has been announced preferred bidder by the Greek government on the country's biggest motorway concession project.

The projects calls for the financing, design, construction and/or repair of 365 km of toll motorway between Athens and Tsakona, in the south-west of the Peloponnese, via Corinth and Patras. It also includes operating the motorway for 30 years.

The concession consortium comprises VINCI (leader with 36%), Hochtief of Germany and three Greek companies, Aktor (a subsidiary of Elliniki Technodomiki), J&P-Avax and Athena.

The works, valued at approximately €2.1 billion, will last six years. They will be carried out by a construction consortium in which VINCI Construction Grands Projets holds the biggest share (36%). The company will be in charge of the operational management of the project.

The project strengthens VINCI's position in Greece, where the Group already operates the Rion-Antirion bridge under a concession contract. In addition, as part of a consortium comprising VINCI Concessions (13.75%), Hochtief (leader) and several large Greek companies (including Elliniki Technodomiki and J&P-Avax), it recently won the 30-year concession contract for the Maliakos-Kleidi motorway, which covers 230 km on the northern part of the Athens-Thessalonica corridor.

Success on this project illustrates once again the aptness of the Group's integrated concession and construction business model. The new contract is both the biggest construction worksite and the biggest concession ever won by VINCI outside France. It gives the Group a firm foothold in Greece, which still has major infrastructure needs and where the PPP culture is now well established, as well as a bridgehead into the Balkans.

Press contact: Vanessa Lattès
Tel: +33 1 47 16 31 82
e-mail: vlattes@vinci.com