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## PRESS RELEASE

### **VINCI expands on the maintenance services market with the acquisition of Energilec.**

SOGEA, a subsidiary of Vinci (the world's leading company in construction and associated services), has acquired a new company, Energilec.

Energilec has been rapidly expanding its multi-technology operating and service activities since 1988. In order to meet growing customer expectations it has also diversified with the creation of subsidiaries Energie Sécurité and Energilec Tous Corps d'Etat, and through the purchase of another operator, Viron.

Energilec, which generates sales of Euro35m (FF230m), has a workforce of 700 and manages 760 contracts, including several for large groups of residential buildings, and 8 tower blocks at La Défense in particular.

This latest acquisition is part of Vinci's strategy of development in businesses offering recurring income, in particular a wide range of maintenance and service technologies. It comes as an addition to an offering that is today supplied by various subsidiaries in the group that generated combined sales in excess of  $\approx$ 350m in the year 2000:

- in France, Gespace, Sicra Maintenance and Energilec,
- in Germany, SKE, that operates essentially through maintenance contracts with the US Army in Germany, including the "Total Maintenance Contract" at Hanau, which provides comprehensive maintenance services for the 104<sup>th</sup> military region for a duration of several years and is worth more than  $\approx$ 150m.
- in the United States, Dallas-based BSSI (Baker Support Services, Inc.), which posted sales of over US\$65m in 2000. The company employs a workforce of 900 and has 35 locations throughout the country. One of its longest-standing customers in the American Department of Defense.

Vinci's growth in Facility Management operations is a response to the rapid expansion, in Europe and the United States, of outsourcing. This trend has been driven by an increasing tendency in local government and big business to turn to outside suppliers for the maintenance of their property stock (infrastructure, systems, facilities and buildings), most often under total maintenance contracts covering several years.

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