



Rueil-Malmaison, 18 October 2004

Press release

A public-private partnership for VINCI in Romania

During the visit to Romania of Jean-Pierre Raffarin, the French Prime Minister, VINCI – the construction, concessions and related services company – initialled a public-private partnership (PPP) contract for the design, construction, financing and maintenance for 25 years of a 36 km section of a mountain motorway between Comarnic and Predeal.

Antoine Zacharias, Chairman and CEO of VINCI, and Miron Tudor Mitrea, Romania's Minister for Transport, Construction and Tourism, initialled a public-private partnership contract on Monday, 18 October, in the presence of France's Prime Minister, Jean-Pierre Raffarin, and Romania's Prime Minister, Adrian Nastase.

The contract covers the design, construction, financing, operation and maintenance of a 36 km section of motorway between Comarnic and Predeal. The partnership is for 30 years: five years for engineering studies and construction work, and 25 years for operation. The motorway route, which is in a very popular tourist area in the mountains, includes 37 bridges. In addition, there are four tunnels, of which one is 2.7 km long, to ensure the road blends better into its environment.

The section will help develop motorway traffic north of Bucharest, in an extension of the Pan-European Corridor IV road network (Berlin/Nuremberg–Prague–Budapest–Constanza/Thessaloniki/Istanbul).

The start-up of the work, worth €480 million excluding financing and operation, is subject to the raising of the financing needed to complete the project. The concession company can move ahead on this task now that the contract has been initialled. The financing will for the most part be made up of project-related debt without recourse to the shareholders of the concession company: VINCI Concessions and VINCI Construction Grands Projets (which will be in charge of the construction work).

VINCI, which has been operating in Romania since 1994 through its specialised civil engineering subsidiary, Freyssinet, has been strengthening its presence since 2000 by supporting French companies seeking to develop business there. VINCI

has, for instance, built the headquarters of Société Générale's Romanian subsidiary and a shopping centre including a Carrefour hypermarket and a mall. VINCI's net sales in Romania in 2003 amounted to €24 million; the company's total net sales in Central and Eastern Europe in 2003 exceeded €1 billion.

Romania, which was granted Europe's "functioning market economy" status last week and is expected to become a member of the European Union in 2007, adopted legislation providing for public-private partnerships in 2002.

In public-private partnerships, private operators are made responsible for the design, construction, financing and operation of public infrastructure in exchange for tolls or, as in this project, payments associated with the infrastructure's availability.

Through its many concessions contracts, VINCI has acquired recognised expertise in the development of public-private partnership operations. Recent examples of the successful application of its know-how in this area include a €63 million PPP contract for three prisons in Chile signed at the beginning of 2004, a €295 million contract for the modernisation of 43 schools in Germany signed in June 2004, and selection as prospective concession company for the A19 motorway in France a few days ago.

Press contact: Pierre Coppey

Tel: +33 1 47 16 30 08

Fax: +33 1 47 16 33 88

*This press release is available in French, English and German
on VINCI's website: www.vinci.com*