Presentation of SOGEA Construction to financial analysts

Lille, France - 17 December 2004
Organisation
18 regional departments
220 profit centres

- BUILDING
- CIVIL ENGINEERING
- HYDRAULIC ENGINEERING
Consolidated key figures for 2003

- **Net sales**: €2,135m
- **Operating income**: €90m, 4.2%
- **Net income after tax**: €64m, 3.0%
- **Net cash and equivalents at 31 December**: €576m
- **No. of employees**: 11,950
SOGEA CONSTRUCTION
2004 net sales: €2,300m

Public works
- Environnement
- EMCC
- Botte Fondations
- Sogea TPI
- CB TP
- Dodin
- Deschiron

Building île de France
- Sicra
- Bateg
- CBC
- SRC
- Manei

Regional departments
- Est
- Nord
- Nord-Ouest
- Ouest
- Sud-Ouest
- Sud
- Sud-Est
- Rhône-Alpes

Support services
- Vinci Environnement
- Water treatment
- Vinci Networks
- Property development

Public works
Civil engineering
Building Services
Building / Civil engineering
Hydraulic engineering / Services
Diversification
- Number of worksites managed a year: 3,500
- Average size: €0.7m
**Net sales and margins by business line (2003)**

- **Net sales:** €2,135m
- **Net income:** €64m

**Categories:**
- Building
- Public works and civil engineering
- Hydraulic engineering
- Services
- Other

**Breakdown:**
- 57%: Building
- 27%: Public works and civil engineering
- 13%: Hydraulic engineering
- 4%: Services
- 1%: Other
- 10%: Services
- 6%: Public works and civil engineering
- 5%: Hydraulic engineering
- 27%: Building
- 52%: Building
Change in profitability of profit centres
(net income before tax as a % of net sales)

2001

2004
Net sales by profit centre and by profitability

Net income before tax (NIBT)
Sogea Construction business lines
From subsidised housing to high-rise office buildings in La Défense – Building division

Sogea has participated in many high-rise office building projects in La Défense

Refurbishment of 124 apartments in Maisons-Alfort
Les références de Sogea Construction à la Défense
From schools to the Zénith theatre of the Grande Halle d’Auvergne
Building division

Boucicaut high school

Grande Halle d’Auvergne, Clermont-Ferrand
A major project: Sainte Anne’s military hospital in Toulon - Building division

Current status (November 2004)

Mock-up of project
Historic monuments
Chanzy-Pardoux, Pateu Robert, SLCP, SRC, Cavalier

Repairs to the ceiling of the Madeleine church in Béziers

Restoration of Strasbourg Cathedral
Maintenance of buildings and structures
Manei, Bourdarios Assistance

Minor maintenance works performed by Bourdarios Assistance

Multi-technical and multi-service maintenance
New forms of contract
PPP, long-term leases with local authorities, property development

Development and construction of police housing in Corrèze

La Visitation shopping centre in Rennes

Through PERL, Sogea offers new home ownership schemes
Specialist hydraulic engineering techniques

Barriquand

Barriquand carrying out conventional pipe installation work in Picardy...

... The company also participates in regional authorities’ special projects (vacuum sewers, trenchless pipe rehabilitation)
Distribution and collection systems

Drinking water, wastewater

Replacement of 4,000 lead service pipes in 16 districts to the south-west of Paris

Installation of 1,800 mm diameter pipes for the networks below the new Paris tram

The 11 km sea outfall for the Montpellier wastewater treatment plant

Replacement of 4,000 lead service pipes in 16 districts to the south-west of Paris

Installation of 1,800 mm diameter pipes for the networks below the new Paris tram

The 11 km sea outfall for the Montpellier wastewater treatment plant
Installation of scaffold on the Cascatel des Corbières bridge to carry out diagnostics

Viaduct over the Sioule river on the A89 motorway between Clermont-Ferrand and Bordeaux
The Sioule viaduct
Remote-controlled boring technique, referred to as microtunnelling.
From roads, paths and miscellaneous networks to major earthworks

Deschiron

Minor works on public right of way

Earthworks on the A89 motorway
Special foundations
Botte Fondations

Installation of bored piles at Clermont Ferrand, and jet grouting on the Socatop worksite

Implementation of Botte’s know-how on the worksite of the LGV Est Européen high-speed rail link

CBX Tower construction site in La Défense
Marine and river works
EMCC, Armor, Serra Travaux Maritimes, Dodin

Reinforcing the banks of the River Loire

Le Havre harbour facilities

Sogea, a partner of the French federation of marinas, proposes solutions to members along the entire coastal area of France
Specialists in working underwater and at a height

CTS

CTS specialists using mountain climbing techniques installed the stay cables on the Millau viaduct for Freyssinet

Underwater work

Inspection of an Atofina storage sphere in Balan
Sludge, flue gas and waste treatment and recycling - VINCI Environnement, Speic, Extract

Dredging operation in the lake at Vélizy and extraction at sludge plant

Improving the combustion parameters of London Waste’s household waste incineration plant
Water and wastewater treatment plants
Regional synergies and European partnerships

The water treatment department works with regional authorities in France to build their water and wastewater treatment plants.

Partnership with Membratec (Switzerland), and marketing agreement covering the licence of Kaldnes (Norway).
Water and wastewater treatment plants

Drinking water, wastewater, sand and grit

Rock reed filter process

Strasbourg wastewater treatment plant: 1,000,000 equivalent population
Deployment of optical fibre networks

VINCI Networks

Optical fibre network for the Maine-et-Loire local authority

Installation of 1,400 km of optical fibre between Paris and Hendaye for the operator, Télia
The Nord regional department
Key figures for 2003 – 2004 – Nord region

<table>
<thead>
<tr>
<th></th>
<th>2003</th>
<th>2004</th>
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<tbody>
<tr>
<td>Net sales</td>
<td>€111m</td>
<td>€125m</td>
</tr>
<tr>
<td>Net income before tax</td>
<td>€5.7m</td>
<td>€9.0m</td>
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<tr>
<td></td>
<td>5.1 %</td>
<td>7.2 %</td>
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<tr>
<td>Net cash and equivalents</td>
<td>€33m</td>
<td>€26m</td>
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<td>at 31 December</td>
<td></td>
<td></td>
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<tr>
<td>No. of employees</td>
<td>693</td>
<td>711</td>
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The Nord regional department
Control systems

- The worksite is at the heart of sogea
- Methods: an essential phase in worksite preparation
- Performance control: monitoring workforce, schedule and supplies
- Performance indicators:
  - One of the fundamental tools for the profit centre manager
  - An auditor-approved tool
Human resources
The more time goes by…

... the more numerous we are!
The more time goes by…

<table>
<thead>
<tr>
<th>Year</th>
<th>Average Age</th>
</tr>
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<tbody>
<tr>
<td>2002</td>
<td>42.64</td>
</tr>
<tr>
<td>2003</td>
<td>41.92</td>
</tr>
<tr>
<td>2004</td>
<td>41.52</td>
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</tbody>
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... the younger we are!
The more time goes by…

… the more we recruit
NOUS RECRUTONS DANS VOTRE RÉGION
REJOIGNEZ NOS ÉQUIPES

- Métiers d’avenir
- Perspectives d’évolution
- Formations assurées

Contactez-nous au  
N°Azur 0 810 58 59 59
ou sur : recrutement@so.sogea.fr
Newly qualified tunnel works technicians
Class of 2003 - 2004
Our seven « future site foremen » receiving their diplomas from Jean Rossi on 10 November at the construction site of the Regional Council headquarters in Lille.
Rejoignez la "Coaching Team"
Sogea Construction

Vous êtes un jeune diplômé bac + 2 à bac + 5, passionné par l'acte de construire.
Vous êtes mobile, courageux, vous avez envie de réussir, de vous investir et vous aimez le chantier.

Sogea Construction, leader du bâtiment, du génie civil et des travaux hydrauliques, 11 000 collaborateurs, chiffre d'affaires de 1,9 milliard d'euros, recherche 40 jeunes talents dans le cadre d'un parcours d'intégration.

Vous êtes intéressé...

Déposez votre candidature sur le site Intranet Sogea Construction ou adressez-nous votre candidature par courrier au :

SERVICE RECRUTEMENT : 9, place de l'Europe 92851 RUEIL-MALMAISON Cedex,
• Recrutement@sogea-construction.com
• Internet : www.sogea-construction.com
The more time goes by…

... the more skills we acquire
Training: a key component of Sogea’s HR policy

- An in-house training centre, Sogeform, located at Melun on our equipment depot site
- Local training programmes (in regional or subsidiary offices or on site)
- Programmes developed in partnership (AFPA, Egletons, etc...)
- Tailored training programmes, developed internally for the most part
- Training for everyone, including skilled workers, team leaders, site foremen, works engineers, works directors and profit centre managers
- Practical, technical and theory in programmes on safety, legal issues, purchasing, management and so on
The more time goes by…

Safety

- Frequency rate
- Severity rate

…the more our employee safety record improves
The more time goes by...

... the more we distribute in employee sharing and incentive schemes
Sogea’s strategy is based on three principles:

- Organisational structure
- The fundamentals
- Conduct
1. Organisational structure

- « Local – Global »
  - Deeply rooted and close to customers
  - Network and synergies
  - Small transactions and major projects

- « A different approach to building and public works »
  - A broad array of business lines and comprehensive proposals
  - A policy of services and value added
  - Niches, property development and support services
2. The fundamentals

Worksite and production excellence

Marketing and customer satisfaction

Employees and a dynamic HR policy
3. Conduct

- Corporate culture
- Values
- Goals