VINCI ENERGIES, PART OF VINCI’S NEW ENERGIES BUSINESS LINE, IS A MAJOR PLAYER IN EUROPE, OFFERING ITS CUSTOMERS HIGH VALUE-ADDED SERVICES IN ENERGY AND INFORMATION TECHNOLOGIES.

Serving as the interface between users and equipment suppliers, VINCI Energies offers a broad range of value-added design, implementation, maintenance and operations services to customers across four lines of business: industry, the service sector, infrastructure and telecommunications.

The diversity of services provided by VINCI Energies through its 800 close-knit network of business units and six network brands deployed throughout Europe, enables it to offer solutions that are both local and global. With 32,000 employees in 21 countries, the Group generates more than 30% of its revenue outside France.
2009 will be remembered as a year of economic and financial crisis. But our business units, building on the knowledge of their markets and ability to tailor their offerings to their customers’ requirements, weathered the downturn remarkably well. More than in previous years, our business volume depended on the professionalism and commitment of our teams. Their performance demonstrated the effectiveness of our organisation and management model, with our business units leveraging the solidarity and twinning system to ride out tough economic times and give us the flexibility, responsiveness and agility to focus on our customers, adapt to their needs and explore new markets. The reconstruction of power lines downed by the January 2009 windstorm called Klaus and the repair of the Channel Tunnel during the same period are two outstanding cases in point.

We gave priority to the quality of our contracts and refused to sacrifice the long to the short term, so our revenue declined from 2008. That said, many business units did manage to hold their revenue steady at a satisfactory level. This was particularly true of the BUs working in the fine chemicals and food processing sectors in Industry, energy efficiency in the Service Sector, power transmission and urban mobility in Infrastructure and new information technologies and optical fibre in Telecommunications. Outside France, our volume held up well overall, especially in Germany, Switzerland, Slovakia, Scandinavia and the Netherlands.

Our Group today is sound. We have what it takes to get through the current difficult period and ensure our expansion. Growth drivers are on the horizon, especially in the renewable energies sector, a source of business opportunities now and going forward. We are preparing for the future by building on our fundamental values: day-to-day safety is an absolute priority and ongoing accident prevention measures are being taken on the ground to strive to meet our Zero Accidents goal; we remain strongly focused on welcoming, training and hiring young people as part of our commitment to enhancing the skills of all our employees and preparing for the challenges that lie ahead; and innovation enables us to support our partners and our customers. VINCI Energies is a resolutely active group that owes its strength to its mutually supportive, generous and courageous teams. Our motto, “Connecting Our Energies”, serves as a constant reminder of the spirit that underpins our work.
VINCI ENERGIES’ SOUND BUSINESS MODEL GIVES PRIORITY TO THE HUMAN VALUES OF SOLIDARITY, TRUST, AUTONOMY, EMPOWERMENT AND ENTREPRENEURSHIP. IN CULTIVATING THIS MINDSET AMONG ITS TEAMS, THE GROUP IS CONFIDENTLY BUILDING ITS FUTURE.
FOCUSBING ON HUMAN VALUES
In an uncertain economic environment, VINCI Energies business units undertook a broad range of outreach and development activities, welcoming young people, enhancing skills, fostering entrepreneurship and solidarity, increasing the efficiency of networking and striving for diversity on the ground. By focusing on the professional fulfilment of its employees, VINCI Energies ensures its future.

CREATING A CONFIDENT WORK ENVIRONMENT
To maintain and develop a confident work environment, VINCI Energies puts its fundamental principles of outreach and sharing into practice. It does this by welcoming young people (offering over 3,500 internships and work-study places in 2009, both in France and abroad) and by providing a large number of in-house mentors. Employee mobility and networking, combined with extensive twinning of business units (which join forces to put together bids) are the hallmark of the VINCI Energies business model. It proved effective in limiting the effects of the downturn. The VINCI Energies model also places great emphasis on diversity and equal opportunities as part of its social responsibility. Outreach is a constant value and is cultivated even in difficult periods, as illustrated by the signature of an agreement with the French association Agefiph on employment of people with disabilities in France.

The French school of engineering “Ecole des Mines” in Douai and VINCI Energies Romania have set up a partnership in which Romanian students from the polytechnic institutes in Bucharest, Timisoara and Galati spend two years at the Ecole des Mines and do their internships in VINCI Energies business units, with the prospect of employment within the Group in Romania. VINCI Energies demonstrates its confidence in the future by setting up such school partnerships and undertaking to hire young graduates.

Keeping our eyes on the long term
In a period of economic turmoil, VINCI Energies business units continued to pursue their training and knowledge-sharing programmes. In 2009, the Académie VINCI Energies welcomed 4,300 Group employees, providing nearly 80,000 hours of training and offering some 60 different courses in its training catalogue. The Académie VINCI Energies also succeeded in creating momentum among business units across Europe. By disseminating its training modules, the Académie enabled each entity to select its own programmes and adapt them to its own employees. Because they are interconnected, VINCI Energies business units are also able to capitalise on their best practices and share their experience. The United Kingdom, Romania and Spain, for example, made use of the system to give their project managers training in sales and marketing.

Sales and marketing training for a group of project managers in Spain.
PROMOTING DAY-TO-DAY SAFETY

Safety is a major goal for all VINCI Energies business units and a large number of ongoing activities (worksite orientation, raising PPE awareness, risk evaluation, etc.) are carried out at all levels to ensure that accident prevention is taken on board and strive to achieve the Zero Accidents goal. Best practices are disseminated through such programmes as the VINCI Energies 15-Minute Safety Session. Scheduled on World Safety Day, April 28, the event is an ever increasing success.

In 2009 employees were asked to discuss accident prevention as an aspect of professionalism.

The Group’s 2009 safety results show a substantial improvement, albeit with scope for further progress. Two out of three business units achieved the Zero Accidents goal; the number of lost work time accidents was down 17% from 2008 at equivalent hours worked; and accidents among temporary workers were halved over a period of two years.

In 2009 67% of business units achieved zero accidents.
Road safety is a vitally important goal at VINCI Energies. Several employee awareness raising programmes were initiated, including one programme focused on risks encountered in day-to-day work (loading a van properly to prevent tools from falling in case of impact, driving on slippery roads, etc.). They are being continued in 2010.

REDUCING ENERGY CONSUMPTION

Demand for energy reduction and renewable energy services, including solar installations, grew substantially in 2009, as did demand for energy audits. VINCI Energies is developing highly effective software solutions for its customers that will enable them to track their carbon footprint and calculate the energy consumption of their buildings.

This approach has now been extended to worksites, providing a comprehensive calculation of the amount of CO₂ they generate. Meanwhile, innovative solutions are on offer to reduce energy consumption. VINCI Energies is also committed to limiting its own environmental impact. For the last two years its business units have been carrying out an annual carbon review, which is then audited and published. Since 85% of CO₂ emissions are related to employee travel, VINCI Energies’ new environmental objectives concentrate on optimising travel by expanding the use of video-conferencing and promoting eco-driving to reduce fuel consumption.

Citéos won the VINCI 2009 Innovation Awards Competition prize in the Marketing and Services category for its IT decision-support tool designed for local authorities wishing to reduce their public lighting costs. The tool is simple (Excel-based), environmentally friendly, cost-effective and accessible. It calculates the energy savings that can be achieved by the proposed solutions and the corresponding return on investment. With this tool, Citéos boosts its credibility among elected officials, sets itself apart from the competition and positions itself as an innovative, expert provider.
lines of business

PROVIDING LOCAL AND GLOBAL SOLUTIONS

VINCI ENERGIES’ BUSINESS UNITS OFFER WIDERYERING COMPLEMENTARY EXPERTISE. WORKING EITHER IN SYNERGY WITH OTHER BUSINESS UNITS OR INDEPENDENTLY, THEY CAN PUT TOGETHER GLOBAL ADDED VALUE SOLUTIONS TAILORED TO THEIR CUSTOMERS’ PROCESSES. THEY OPERATE IN INDUSTRY, THE SERVICE SECTOR, INFRASTRUCTURE AND TELECOMMUNICATIONS.
Thanks to the expertise of its network brands specialised in engineering, implementation (Actemium) and maintenance (Opteor), VINCI Energies supports its industrial customers in optimising their plant and equipment by offering both single site and multi-site integrated solutions.

- Electrical engineering, monitoring and control, instrumentation, mechanical engineering
- HVAC, insulation, fire protection, building management systems (BMS)
- Multi-technical and multi-site maintenance

VINCI Energies business units implement interior fitting equipment in all types of service-sector buildings (power supply, thermal engineering, fire detection and protection, access control, building automation systems, etc.). The Opteor network also offers dedicated energy efficiency solutions.

- Energy networks, HVAC, plumbing, fire detection and protection, access control systems, building automation systems (BAS)
- Multi-technical and multi-site maintenance

VINCI Energies provides comprehensive offerings in power transmission, transformation and distribution, public lighting and urban and transport infrastructure. Its systems integration approach is particularly in evidence in the solutions implemented by Omexom for high-voltage systems and by Citéos for urban lighting.

- Power transmission, transformation and distribution
- Urban lighting, heritage enhancement, festive illumination and dynamic urban equipment
- Urban and transport infrastructure equipment

In Europe, VINCI Energies works through two networks: Graniou, which provides fixed-line and mobile network infrastructure for telecommunications operators and local authorities, and Axians, which has a comprehensive network and company communication integration offering (data transmission and security, telephony, video over IP, etc.).

- Telecommunications infrastructure
- Company communication (voice-data-image)
- Information systems
VINCI ENERGIES SUPPORTS EUROPEAN INDUSTRIAL UNDERTAKINGS OF ALL SIZES BY EQUIPPING, DEVELOPING AND MAINTAINING THEIR OPERATIONS. WITH ITS DENSE NETWORK OF BUSINESS UNITS OPERATING CLOSE TO THEIR MARKETS AND NETWORKING WITH EACH OTHER FOR SUPPORT AND EXPERTISE, VINCI ENERGIES CAN PROVIDE ITS CUSTOMERS WITH LOCAL AND MULTI-SITE SOLUTIONS, ESPECIALLY UNDER THE ACTEMIUM AND OPTEOR BRANDS.
While production declined in most European industries, VINCI Energies’ Industry line of business proved resilient and generated satisfactory revenue. Work for the automotive industry was down, but the VINCI Energies’ other core industrial markets, such as food processing, pharmaceuticals, oil and gas infrastructure and power generation exhibited substantial growth. VINCI Energies owes this performance to the effectiveness of its business model, which is based on networked Group business units working in close proximity with their customers and prepared to provide mutual assistance when needed. The model also enables VINCI Energies to marshal its forces to undertake new projects and penetrate expanding markets.

A number of industrial sectors such as fine chemicals and power generation represent major growth drivers. This is because investment in these sectors was maintained despite the economic downturn. In healthcare, the advent of generic drugs, the launch of new vaccines and the rapid development of biotechnologies are boosting demand for VINCI Energies’ competencies in the implementation of state-of-the-art industrial and pharmaceutical facilities (automation, traceability, etc.). In the energy sector, solar energy, in which VINCI Energies is actively involved, and the upgrade of conventional thermal power stations to environmental standards are promising markets.

The pharmaceutical sector accounts for 17% of Actemium’s revenue.

Pharmaceuticals

Actemium worked on the new GSK Biologicals site at Saint Amand les Eaux, which freeze-dries, fills and packages vaccines. Several tasks were involved: installation of the high current networks for process machinery, power distribution for lighting and sockets, rollout of the plant’s IT network and installation of an automated airlock management system.

Olivier Bazin
Project Manager - Actemium

Paper

VINCI Energies Deutschland installed the active fire protection system in the Palm paper mill at the King’s Lynn site in the United Kingdom. The German entity also implemented the monitoring and control system for Europe’s most modern paper machine, which produces newprint from recycled paper. Teams from Actemium Project Management and Calanbau Augsburg, the two VINCI Energies Deutschland business units involved in the project, worked side by side at the site for six months. The project represented the second-largest capital investment in the United Kingdom after the works carried out for the 2012 Olympics.

Arnold Dreher, Project Manager, Actemium, and Gerhard Mayr, Project Manager, Calanbau Augsburg
NEW DEVELOPMENT OPPORTUNITIES

Service Sector

VINCI ENERGIES BUSINESS UNITS PROVIDE THEIR SERVICE SECTOR CUSTOMERS WITH BUILDING MANAGEMENT SYSTEMS AND ENERGY EFFICIENCY SOLUTIONS: ELECTRICAL AND INFORMATION SYSTEMS, REFRIGERATION, SAFETY, FIRE PROTECTION, THERMAL ENGINEERING, ETC. VINCI ENERGIES HAS A WIDE ARRAY OF SEGMENTED EXPERTISE AND A RESPONSIVE AND SUPPORTIVE ORGANISATION, WHICH ENABLE IT TO ADAPT TO EVERY OPPORTUNITY IN A CHANGING MARKET.
VINCI Energies’ service line of business was affected by the economic downturn. The decline must, however, be seen in the context of the sector’s very strong growth in recent years. In addition, the suspension of major service-sector property developments in the Paris region, which was partly responsible for the downturn, appears to be temporary since a number of renovation and new construction projects in the Paris – La Défense business district are still on the drawing board. In the French regions, core business activities, spread over a large number of very diverse lines of business and customers, proved more resilient. Against this backdrop, VINCI Energies’ business units carried out some impressive projects, including the Microsoft head office in Issy les Moulineaux and the Novartis campus in Basel, Switzerland.

To cope with strong price competition, VINCI Energies business units relied on networking and team twinning to smooth fluctuations in volume and to thereby maintain their profit levels. Meanwhile, they positioned themselves in a number of buoyant markets, particularly the energy efficiency market. To help its customers meet new environmental standards set by the Grenelle Environment Forum for new building construction (less than 50 kWhpe\(^*\) per sq. metre per year from 2011) and existing building renovation, VINCI Energies has been working with them to develop audit and energy performance solutions and tools to reduce their energy consumption. In the United Kingdom, after the completion of a comprehensive thermographic audit at Eton College, VINCI Energies installed a new high-efficiency heating system.

Energy consumption: 
less than 
50 kWhpe\(^*\)/sq. metre 
per year, starting in 2011, 
in new buildings

Opteor obtained HQE Exploitation (HEQ management) certification for the Paris head office of the French insurance company MACIF. The certification is awarded to buildings in which environmental and energy performance meets current best practices. Opteor teams, which are responsible for multi-technical maintenance in this building, optimised energy consumption there and drafted a best practices guide for MACIF employees.

Thibaud Giraud
Business Unit Manager – Opteor

*pe: primary energy
VINCI ENERGIES’ INFRASTRUCTURE LINE OF BUSINESS BRINGS TOGETHER THREE MARKET SEGMENTS: POWER TRANSMISSION, TRANSFORMATION AND DISTRIBUTION, URBAN AND INTERURBAN MOBILITY INFRASTRUCTURE, URBAN LIGHTING AND DYNAMIC URBAN EQUIPMENT. ITS EXPERTISE AND CUSTOMISED SOLUTIONS, RANGING FROM DESIGN TO MAINTENANCE UNDER THE OMEXOM AND CITÉOS BRANDS, ARE RECOGNISED BY CUSTOMERS AND SPECIFIERS ALIKE.
Omexom is rolling out a new high-performance conductor on the 2 x 400,000 Volt line between Tamareau and Tavel in southern France for RTE, the French power transmission network. This is the first use in France of the large cross-section, low-dilation cable, which will enable RTE to safely increase transit transmission by up to 30%, the equivalent of installing a new line. Omexom also set up “anti-cascade” pylons to prevent a domino effect collapse. The brand’s excellent performance gives VINCI Energies a foothold in a market driven by very large network renovation requirements.

Marc Dupasquier
Business Unit Manager – Omexom

In Romania, VINCI Energies business unit TIAB Infra Bucuresti regularly works on the Bucharest metro, installing and upgrading the lighting, fire protection, HVAC (heating, ventilation, air conditioning) and power supply systems. TIAB Infra Bucuresti has been a partner of Metrorex for three decades and over the last three years it has carried out works with a total contract value of €11 million on Line 4.

Cristian Cazan
Business Unit Manager – TIAB Infra Bucuresti
VINCI ENERGIES OPERATES IN TELECOMMUNICATIONS AND INFORMATION (VOICE-DATA-IMAGE) NETWORKS THROUGH ITS TWO BRANDS: GRANI OU FOR FIXED LINE AND MOBILE INFRASTRUCTURE AND AXIANS FOR COMPANY COMMUNICATION NETWORKS. THEIR RANGE OF SERVICES FOR OPERATORS, EQUIPMENT SUPPLIERS, BUSINESSES AND LOCAL AUTHORITIES EXTENDS FROM ROLLOUT TO MAINTENANCE AND IS CONSTANTLY BEING ADAPTED TO STRUCTURAL AND TECHNOLOGICAL CHANGE (4G STANDARD, OPTICAL FIBRE, CONVERGENCE, ETC.).
Operating in France and six other European countries, Graniou was able to limit its decline in business volume in 2009, thanks to its position on the French FTTH (Fibre to the Home) rollout market, where it works for SFR and Free. Ongoing optical fibre projects will connect 300,000 households. As the radio communications rollout leader in France, Graniou works for the three national operators (SFR, Orange and Bouygues Télécom) and also directly for local authorities, for which it implements very high speed networks. The Regional Electricity Board of the French department of Ain, for instance, makes an FTTH infrastructure available to operators. Outside France, Graniou has consolidated its position by establishing close working relationships with operators such as Ericsson in Denmark, SwissCom in Switzerland and TPSA in Poland.

In the company communications sector, Axians’ profit held up well despite the economic downturn, while revenue held steady at the 2008 level and order volume increased. In France and in the rest of Europe, companies are making increasing use of new information technologies and especially video-conferencing. They are continuing to invest substantial amounts in IT network development and communication system (mobile, fixed line, IP) convergence. Axians’ major projects during the year included studio equipment set up in the European Parliament in Brussels, the IT network of the Manpower head office in the Dutch city of Diemen and the IT infrastructure at IBM’s new French head office in La Garenne Colombes.

The Graniou network won a France Télécom – Orange contract at the end of 2008 covering technical maintenance of 6,500 fixed-line and mobile telecommunications sites in 25 departments in southwestern France, Overseas France and Mayotte. The contract covers preventive and corrective maintenance. The three-year (one-year renewable) contract represents annual business volume of €10 million. To meet its requirements, VINCI Energies business units had to mobilise more than 60 people in just a few months.

Christophe Caizergues
Director

The adidas Group moved its head office to new premises in Amsterdam, large enough to accommodate its subsidiary Reebok as well. To set up the new common space, adidas called on Axians to implement the new IT network infrastructure, including wireless rollout and a backup system to ensure high availability and upgrade potential. Following this project, Axians was asked to install the new IT network at adidas’s distribution centre in Maasslakte.

Rob Wennekendonk
Director
Our ambitions
Several favourable economic trends hold out new medium- and long-term market opportunities: the increasing focus on energy issues such as renewables and building and process energy performance, growing urbanisation and related mobility requirements and new communication technologies.

TRENDS THAT WILL GENERATE GROWTH
The markets in which VINCI Energies operates are driven by fundamental issues that will bolster business volume over the long haul: power generation, transmission and distribution are a major focus as our societies face increasing energy demand, especially for renewable energy, energy efficiency, which is now a priority for both the public and the private sectors: mobility, which requires new safe and cost-effective urban and interurban transport systems, urban development, driving growing demand for security and traffic decongestion; industry, in which the new goals are production optimisation, safety and traceability, and telecommunications, with the growing number of networks, increased capacity requirements to cover the demand for very high speed service, new mobile telephony standards and data convergence.

A SHARED VISION
Echoing its operating method based on business unit networking and twinning, VINCI Energies works in synergy with the other VINCI Group business lines, which share the same strategic economic vision and the same human values. On this basis, public-private partnerships (PPPs) are a powerful growth lever. VINCI Energies offers public authorities one-stop project solutions encompassing design, implementation, operation, maintenance and financing.

VINCI Energies business units, backed by the VINCI Group, are trusted providers that meet the new needs of their customers by broadening the range of opportunities, penetrating new markets and rolling out common expertise to deliver standout innovative solutions.

Synerail, a company in which VINCI holds a 30% interest, SFR 30%, AXA 30% and TDF 10%, signed the GSM-R (Global System for Mobile Communication – Railway) public-private partnership agreement with Réseau Ferré de France (RFF). The contract includes equipping all standard and high-speed rail lines with a digital radio communications network. The interoperable system, compatible throughout Europe, will enable communication between train crews and dispatchers. The contract covers financing, design, implementation, operation and maintenance of the GSM-R system that will be gradually rolled out between now and 2015 on 14,000 km of railway lines. The work, with an estimated value of €520 million, will be carried out over a period of five years by a company in which VINCI Energies holds a 60% stake. Operation and maintenance, with a value of €430 million, will be awarded to a 40% subsidiary of VINCI Energies.

Signature of the contract by Hubert du Mesnil, Chairman of Réseau Ferré de France, and Jean-Michel Bégué, Chairman of Synerail.