CONNECTING OUR ENERGIES

VINCI ENERGIES

# 2014

CONTENTS

# GOALS



# GROUP



# BUSINESS LINES



Axians' Proof of Concept Lab (PoC Lab) in Cologne, Germany supports real time demonstrations for customers.

# KEY FIGURES

**REVENUE**
in € millions

| | |
|---|---|
| 2014 | 9,309 |
| 2013 | 9,248 |

**OPERATING PROFIT FROM ORDINARY ACTIVITIES**
in € millions

| | | |
|---|---|---|
| 2014 | 5.6% of revenue | 519 |
| 2013 | 5.6% of revenue | 517 |

**NET PROFIT**
in € millions

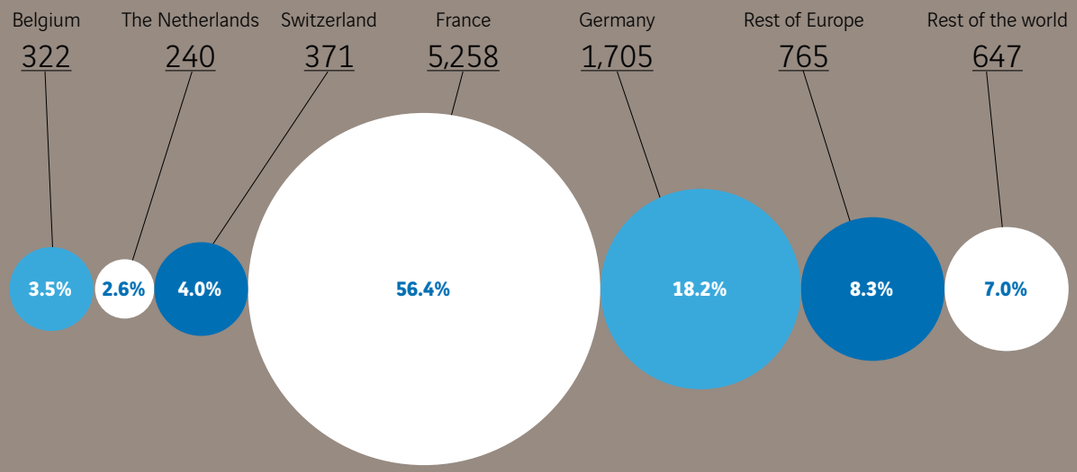
| | | |
|---|---|---|
| 2014 | 3.5% of revenue | 330 |
| 2013 | 3.4% of revenue | 318 |

**€9.3**
**BILLION REVENUE**

**63,000**
**EMPLOYEES**

**1,500**
**BUSINESS UNITS**

**GEOGRAPHICAL AREAS**
Revenue in € millions

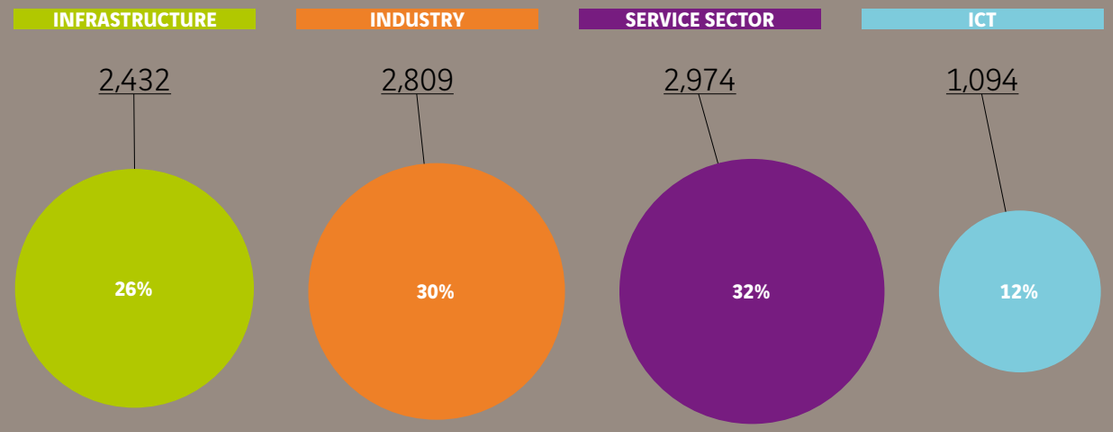



**OPERATING ON 5 CONTINENTS**

**LOCATIONS IN 51 COUNTRIES, INCLUDING 30 OUTSIDE EUROPE**

**44%**
**OF REVENUE GENERATED OUTSIDE FRANCE**

**4 BUSINESS LINES**
Revenue in € millions




**VINCI ENERGIES AROUND THE WORLD**

VINCI Energies also supports its customers in about 30 additional countries around the world.


**EUROPE**
Austria
Belgium
Bulgaria
Czech Republic
Denmark
France
Germany
Hungary
Ireland
Italy
Luxembourg
The Netherlands
Norway
Poland
Portugal
Romania
Slovakia
Spain
Sweden
Switzerland
United Kingdom

**OUTSIDE EUROPE**
Algeria
Angola
Australia
Bahrain
Brazil
Cameroon
Chile
China
Côte d'Ivoire
Democratic Republic of Congo
India
Indonesia
Kazakhstan
Malaysia
Morocco
Mozambique
New Zealand
Nigeria
Philippines
Qatar
Republic of Congo
Russia
Saudi Arabia
Senegal
Singapore
South Korea
Trinidad and Tobago
United Arab Emirates
United States
Vietnam

VINCI Energies serves public authorities and business customers, helping them to deploy, equip, operate and optimise their energy, transport and communication infrastructure, industrial facilities and buildings.

VINCI Energies combines expertise in its own technology areas – electrical power, heating, ventilation and air conditioning (HVAC), mechanical engineering, information and communication technologies – with expert knowledge of its customers' businesses. It leverages these capabilities to develop high-value-added solutions to address customers' efficiency, reliability and safety requirements.

VINCI Energies is a key provider of energy efficiency and renewable energy solutions. Its capacity to integrate complex systems is a key component of VINCI's overall offer.

# DEVELOPING SMART GRIDS AND TRANSPORT INFRASTRUCTURE FOR **SMARTER CITIES**

Today's cities are required to tackle a wide variety of issues, including rapid urbanisation, environmental challenges, changes in lifestyle and attractiveness for businesses and residents. This multifaceted urban reality calls for suitable ways to design the city, expand sustainable mobility and introduce smart electricity generation, transmission and distribution infrastructure.

**2,200,000 KM**
OF HIGH AND EXTRA HIGH VOLTAGE POWER LINES WORLDWIDE

2.7 MILLION
EXPECTED NUMBER OF ELECTRIC VEHICLES IN 2018*

1,300,000,000
PEOPLE WITHOUT ACCESS TO ELECTRICITY**

**19,800 TERAWATT HOURS**
ELECTRICITY GENERATED WORLDWIDE***

**25 MINUTES**
TIME NEEDED TO RECHARGE 80% OF THE VEHICLE BATTERY AT A FAST CHARGING STATION

37%
EXPECTED GROWTH IN ENERGY DEMAND BETWEEN NOW AND 2040****

* Source: Plug-in Hybrid & Electric Vehicle Research Center
** Source: ERDF
*** Source: Planetoscope
**** Source: central scenario of the International Energy Agency





## LA ROCHELLE: QUALITY OF LIFE AND URBAN QUALITY

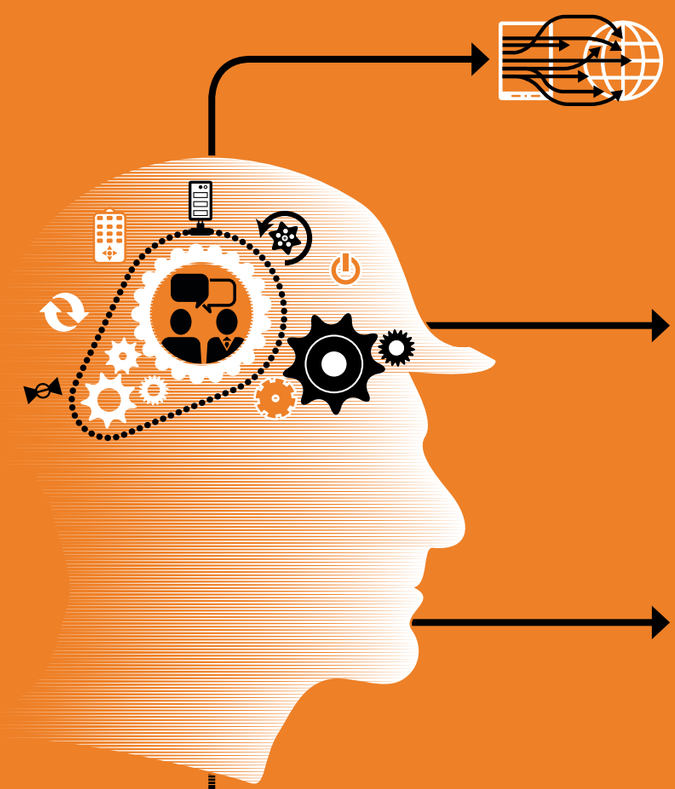
**Jean-François Fountaine**
Mayor of La Rochelle
Chairman of the Urban Community

For decades, La Rochelle has endeavoured to achieve quality of life and urban quality. To ensure that its citizens fully embrace their city and feel at home, La Rochelle approaches this key part of its identity holistically, with well-thought-out urban planning, a maximum number of green spaces, a focus on the presence of water in the city and many programmes designed to give priority to pedestrians. For example, we have a project designed to close the Old Port off to cars and allow only bicycle and pedestrian traffic there.

We support all these programmes by providing clean, accessible transport infrastructure designed to facilitate travel within the city, including self-service bicycles and electric cars, electric buses and a solar electric boat that crosses the port. Our long-term approach has substantially reinforced the attractiveness and vibrancy of our urban area. Many companies have located here to take advantage of our one-of-a-kind environment.

# OPTIMISING PRODUCTION PROCESSES AND COMMUNICATION FLOWS FOR **SMARTER INDUSTRY**

Industrial undertakings face challenges including competitiveness, energy efficiency, process optimisation and innovation. In the factory of the future, the Internet will be an integral part of the manufacturing process, along with sensors and PLCs. Tomorrow's "smart" factory will be able to generate dialogue between production lines to boost performance.



USE OF THE INTERNET IN INDUSTRY COULD ADD

## $10,000 TO $15,000 BILLION

TO GLOBAL GROSS DOMESTIC PRODUCT (GDP) OVER THE COMING TWO DECADES*

## 1 JOB

IN INDUSTRY GENERATES BETWEEN 1 AND 2 JOBS IN THE SERVICE SECTOR**

## $20 BILLION

VALUE OF THE WORLD SERVICE ROBOTICS MARKET ***

INDUSTRIE 4.0

## €200 BILLION

VALUE OF THE GERMAN GOVERNMENT'S "INDUSTRY 4.0" PLAN INITIATED IN 2012****

* Source: General Electric
** Source: Gimelec
*** Source: Capital.fr
**** Source: Usine digitale





## INDUSTRY 4.0, A GREAT OPPORTUNITY

**Ko van Belois**
Manufacturing Engineering Environment Director, Perfetti Van Melle Benelux

I believe that the Industry 4.0 concept is important for several reasons: it will help safeguard Europe's industrial capacity and competitiveness and it will maintain and drive a high level of upstream innovation. The concept's most clear-cut contribution will probably be in automation. With the new technologies supported by the Industry 4.0 concept, and more particularly the interconnection of machines via the Internet of Things and the Internet of Services, information will be universally available at all times. This will accelerate industrial processes and make them more efficient. Machines will, for example, be able to diagnose themselves, which will speed repairs and lower repair costs. Naturally the most advanced sectors, such as IT and automobiles, will be the first to adopt these technologies, which require substantial investments and highly qualified personnel. Nevertheless, in some of our 31 factories we have already begun experiments aimed at facilitating maintenance by making information more readily available. This is a first step towards smarter industry!

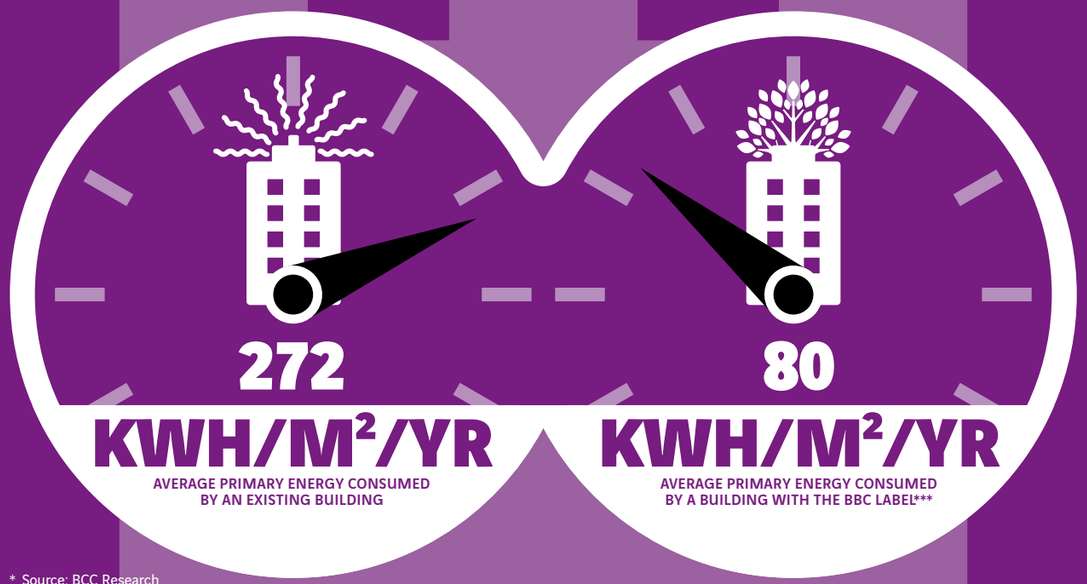
# MAKING IMPROVEMENTS FOR **MORE COMFORTABLE AND MORE EFFICIENT BUILDINGS**

One of the main ways to achieve the greenhouse gas emission reduction targets set out in the Kyoto Protocol and the European Climate Plan is to improve the energy efficiency of buildings. Owners and managers are also, however, eager to optimise comfort for the people who live and work in these buildings.

**40%**
SHARE OF WORLD ENERGY CONSUMPTION ACCOUNTED FOR BY BUILDINGS

**20%**
GREENHOUSE GAS REDUCTION TARGET SET BY THE EUROPEAN UNION FOR 2020

**5 TO 15%**
REDUCTION IN ENERGY SPENDING ACHIEVED BY INTRODUCING AN ENERGY INFORMATION SYSTEM (EIS)*




* Source: BCC Research
** Source: Fondation bâtiment énergie
*** Source: cad-magazine






## THE CONNECTED SMART BUILDING

**Alain Sevanche**
Conference Director
for IBS and BIM-World

The smart building is defined as a building that is both intelligent and connected, *i.e.* equipped with devices that can exchange information, respond to outside events and provide maximum comfort in use for both its end-users and its operators. All new service-sector buildings are now designed to meet these criteria. "Digital value added" in buildings is a foregone conclusion and five years from now buildings without sufficient digital comfort will be downgraded to the second-tier property market. However, the smart building concept is not limited to the installation of communicating sensors. Building information modelling – BIM – provides total continuity of the digital chain throughout the building's life cycle, from design to operation. Ultimately this makes it possible to optimise building management, which in turn generates substantial energy savings and improves living and working conditions for end-users.

# HELPING TO MEET GROWING COMMUNICATION DEMAND IN **AN INCREASINGLY CONNECTED WORLD**

Regional appeal, the need to be "connected" wherever one happens to be, greater volumes of data to be exchanged – these are just some of the challenges facing telephone system operators, local and regional authorities, companies and individuals connected to communication infrastructure. The Cloud, optical fibre, 4G and indoor mobile coverage all play a major role in the technology revolution that is taking place before our eyes.

**50 BILLION DEVICES**

(SMARTPHONES, TABLETS, COMPUTERS, ETC.) WILL BE CONNECTED TO THE INTERNET WORLDWIDE IN 2020


**$241 BILLION**

EXPECTED GLOBAL CLOUD COMPUTING MARKET IN 2020*

**1,000,000,000**

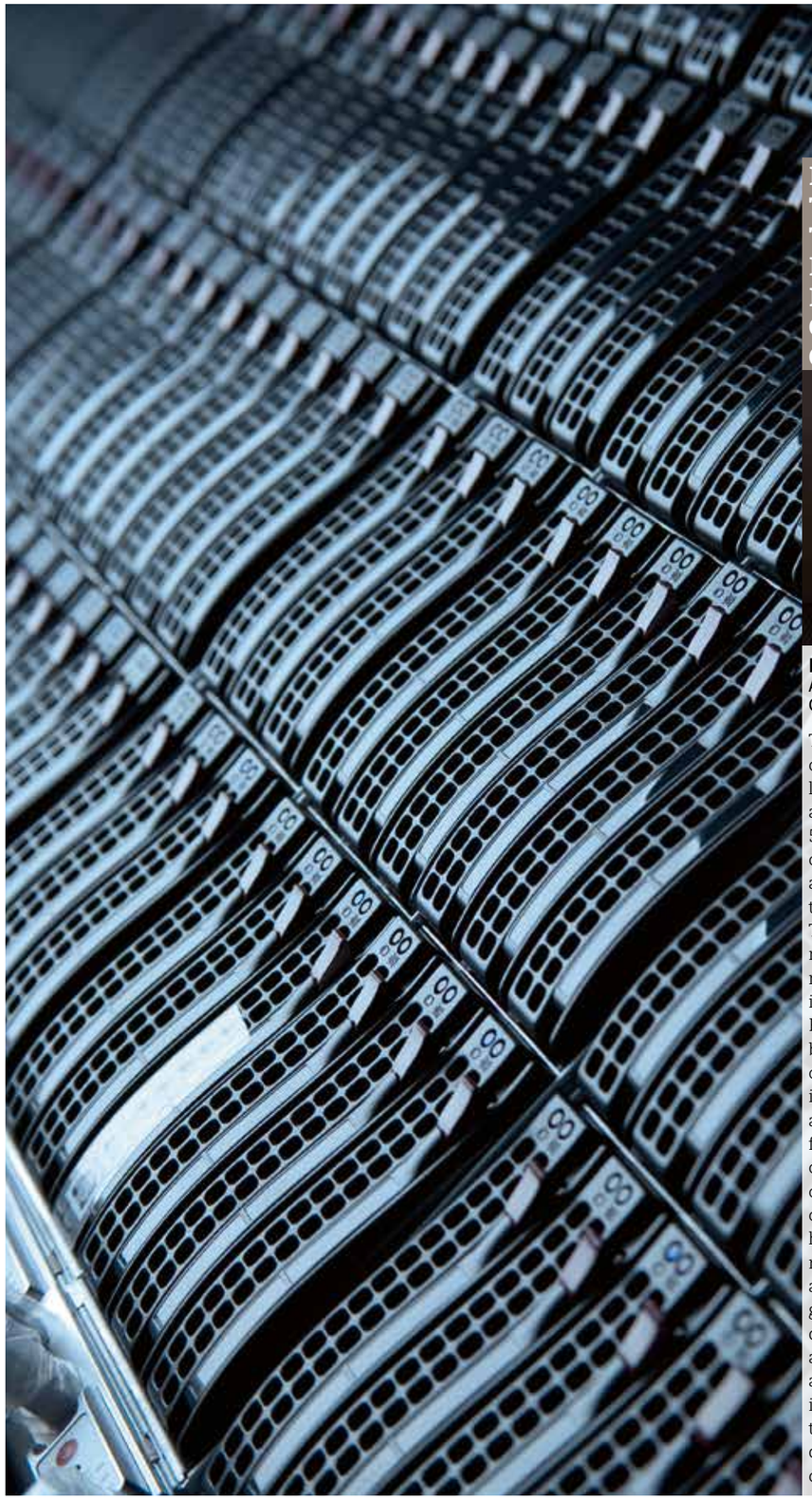
HUMAN BEINGS CURRENTLY OWN A SMARTPHONE AND THE NUMBER IS EXPECTED TO MORE THAN QUADRUPLE BETWEEN NOW AND 2018**

* Source: Salesforce

** Source: La Fabrique de la cité







## FOG COMPUTING, THE SOLUTION TO MANAGING BILLIONS OF INTERNET-CONNECTED OBJECTS

**Éric Greffier**
Architecture Director,
Cisco France

The Internet of Things will not only change our day-to-day lives, it will transform business and industry. By 2020, nearly 50 billion Internet-connected objects such as meters, sensors and probes will be in operation, producing a flood of data. This mass of information could not by any stretch of the imagination be consolidated directly in a data center or a cloud. Furthermore, transmission of billions of data via the Internet can rapidly cause problems in terms of both response time and bandwidth. This is where fog computing comes in. Fog computing differs from cloud computing in that it is located close to users. It offers them hosted services (processing resources, storage space, applications, etc.) that are geographically in the immediate vicinity of local networks and do not use the cloud or a data center. Fog computing is therefore able to reduce the time needed to manage data and to improve the quality of the service rendered.

INTERVIEW WITH THE CHAIRMAN

# 2014 WAS AN EXCELLENT YEAR **IN WHICH WE CONTINUED TO EXPAND AND OUR PERFORMANCE HELD STEADY.**

**Yves MEIGNIÉ**
Chairman and Chief Executive Officer of VINCI Energies





**What were the highlights of 2014 at VINCI Energies?**

In practical terms, 2014 again demonstrated our determination to constantly expand our range of expertise and our international operations. To achieve this, we acquired 20 companies that will generate full-year revenue of €1.1 billion. Two of them have major impact on our organisation. These are Imtech ICT, which operates in a half-dozen European countries and consolidates our Information and Communication Technologies (ICT) activities, and Electrix, a major infrastructure provider in Oceania, especially Australia and New Zealand, which will accelerate our expansion outside Europe.

**Do these acquisitions reflect a good level of business activity for VINCI Energies?**

Despite difficult market conditions, 2014 was an excellent year for us. It demonstrated the resilience of our network. Our revenue rose slightly (by 0.7%) and our operating profit held steady at a very high level of 5.6%. We owe this momentum to the diversity of our areas of expertise, the wide range of our solutions and services, the vitality of our management and the breadth of our geographical coverage. More than ever, we are building our expansion on a network of multi-local business units located very close to their customers on all continents. This decentralised model constitutes our strength. It enables us to build comprehensive offers for our customers, adapt quickly to market fluctuations and find new growth drivers to make up for declining investment in some of our existing market segments.

**For several years now, VINCI Energies has been strengthening its network brands. Did you continue this effort during the past year?**

Our network brands are part of our strategy. Our local relationships with our customers involve our longstanding local brands, which have strong roots in their geographical areas and currently make up 40% of our business activity. However, to meet the needs of large customers wishing to work with a local company that can provide them with overall solutions, we need to have leader brands with well-identified offers. In 2014, we therefore rolled out our Actemium and Omexom brands on a broad scale and decided to bring together all our business units operating in ICT under the new Axians brand. It is being set up as the logical follow-up to the Imtech ICT acquisition that has made VINCI Energies a leader in ICT integration and services in Europe, generating annual revenue of €1.5 billion.

**What impact will this have on your business activity?**

First, we will consolidate our ICT activities. They add a further dimension to our infrastructure, industry and service sector activities. By pooling our expertise, we are now able to serve as an integrator in nascent markets – such as smart grids, smart cities, smart buildings and Industry 4.0 – where the ICT component is crucial. We intend to build solutions and services that make sense for our customers in all these fields.

**This could create opportunities for the VINCI Group as a whole.**

We operate in high-potential markets, some of which already exist and some of which are in the early stages of development. Our positioning as an integrator creates synergies with the other VINCI business lines and enables VINCI to include systems, energy and ICT in its comprehensive bids on infrastructure and building contracts. In addition, the long-term partnerships we forge with our customers obviously bolster VINCI's long-range capabilities and give it access to other growth activities.

**Innovation, recruitment and safety are part of the life of large groups. Where do you stand in these areas?**

At VINCI Energies, innovation is part of our day-to-day work. Our innovation is technical, commercial and highly decentralised. We have set up more than 100 clubs to focus on specific themes and they disseminate the innovation culture throughout our business units on an ongoing basis. But innovation is also a crucial factor in our ability to attract new talent. With this in mind, we embarked on a project to make VINCI Energies a genuine "employer brand" and recruit in its name. The move demonstrates our confidence in the future and in our business activities. At the same time, we are setting up training programmes customised to fit the career path of each employee and we pay constant attention to employee safety. One good example is our Safety Day, held on 5 June 2014, in which all the employees in all our business units around the world participated.

**What is your approach to the coming year?**

We have a network of business units that are all set to go. The network is agile and resilient when times are hard, and it is also able to "hop to it" when opportunities for acquisitions arise. We will consider all opportunities to extend our markets, expand our positioning and increase the number of countries where we operate, but our focus will always be on broadening and deepening the scope of our network. We therefore have full confidence in the reliability of our fundamentals and can go forward with equanimity as we head into 2015.

**JANUARY**

## RELIABILITY UPGRADE OF A **HIGH VOLTAGE POWER LINE**

In the Democratic Republic of Congo, SNEL, the national power company, awarded contracts to Cegelec Belgique Export in a joint venture with Siemens France to refurbish the Inga and Kolwezi substations and increase their power transmission capacity from 500 to 1,000 MW. The two substations lie 2,200 km apart. Under another contract with SNEL, the business unit will refurbish the 30, 6.6 and 0.4 kV networks and the public lighting systems in the cities of Bandundu (Bandundu Province) and Yakusu (Oriental Province) as well as the region west of Kinshasa, where the project also includes the construction of a new 110 kV substation.

**FEBRUARY**

## **NEW HOSPITAL** IN MARSEILLE

Inaugurated on 20 February 2014, the 52,400 m² European Hospital in Marseille, France has 480 beds and a 630-space car park. Santerne Marseille Santé worked on the project within a VINCI Construction joint venture, handling all high and low current and fire safety system works packages at the new facility.

**MARCH**

## **ELECTRICITY AND INSTRUMENTATION** FOR BASF

A new plant producing TDI (toluene diisocyanate), a chemical used in the production of polyurethane, is under construction at the BASF site in Ludwigshafen, Germany. Building on the trust and the working relationship they have forged with BASF over several years, the Actemium teams took charge of all electrical systems as well as instrumentation and its installation.

**MAY**

## **ENERGY EFFICIENCY** CHARTER

On 28 May 2014, VINCI Energies signed an energy efficiency charter for public and private service sector buildings supported by France's Sustainable Building Plan. In doing so, VINCI Energies embarked on a renovation programme for its building stock that comprises over two million m² of floor area around the world, a major proportion of which is in France.

**JUNE**

## SOUNDPROOFED HANGAR AT **ZURICH-KLOTEN AIRPORT**

On 18 June 2014, the soundproofed hangar at the Zurich-Kloten airport in Switzerland was inaugurated following two years of work. The hangar has a surface area of nearly 10,000 m² and will significantly improve quality of life of those living near the airport by sharply reducing the noise generated by night-time jet engine testing. The building is designed to accommodate all types of aircraft, including the latest Boeing B747-800 jumbo jet. Teams from G+H Schallschutz carried out the soundproofing works in the hangar.

**OCTOBER**

## CHEOPS PROJECT FOR THE **CEA IN CADARACHE**

The Cadarache site in France is one of the 10 research centres operated by the French Alternative Energies and Atomic Energy Commission (CEA). Its activities are focused on nuclear energy, new energy technologies and plant biology. As part of the CHEOPS project, CEM Nucléaire and Actemium France Nuclear Projects, operating in a joint venture, will implement a test platform for the large components of the sodium circuit of the future Astrid fast neutron reactor.

**NOVEMBER**

## VINCI ENERGIES CONTINUES **ITS ACQUISITIONS**

Two major acquisitions were made outside France in 2014. These were Imtech ICT, the information and communication technologies division of Imtech, and Electrix.
Operating in Germany, Austria, Sweden, the United Kingdom and the Benelux countries, Imtech ICT broadens VINCI Energies' range of information and communication solutions and services. Meanwhile, Electrix is positioned primarily in the electricity grid construction and maintenance sector, ranging from very high to low voltage networks, as well as industry and the service sector. This acquisition marks a new stage in the growth of VINCI Energies outside Europe and gives it a springboard from which to expand in Oceania.

**DECEMBER**

## EFFICIENT **PUBLIC LIGHTING**

The Val de Bièvre urban community in France has awarded an eight-year energy performance contract to Citeos. The contract covers operation, maintenance and renovation of the public lighting systems (15,800 light points) and the traffic lights (170 intersections) of the seven cities making up the urban community. The goal is to achieve, by the end of the contract, a 29% energy saving and a maximum failure rate of 0.7%.





◀ Opening of the European Hospital in Marseille, France.

▼ Handover of a sound-proofed hangar at the Zurich-Kloten airport in Switzerland.

◀ CHEOPS project in Cadarache, France.


Facility management for Clarins in Paris, France. ▶

**MAY**

## **FACILITY MANAGEMENT** FOR CLARINS

To handle facility management at its future 10,200 m² head office in Paris's 17th arrondissement, the Clarins Group signed a three and a half year contract with VINCI Facilities. The teams will aim to ensure maximum comfort for employees while reducing energy consumption during the operational phase. This project is part of a strong environmental programme aimed at achieving "BREEAM Good level" and "NF Bâtiments Tertiaires - Démarche HQE*" certification and the "BBC-effinergie®" low consumption label for the building.

**DECEMBER**

## **OPTICAL FIBRE** NETWORK IN POLAND

Following a project carried out by Graniou Atem, the Wielkopolskie region in western Poland now has a high-speed broadband passive optical network. The teams carried out the engineering and construction work, which included a 568 km optical fibre backbone.

# AMBITION AND BUSINESS APPROACH – **SOLUTIONS AND SERVICES TO MEET MARKET CHALLENGES**

**In both energy and information technologies, VINCI Energies is able to put together smart integrated solutions with high value added that help meet the major challenges facing the world today. Its multi-local development has resulted in a close-knit network of business units that can support customers on five continents while maintaining a strong local relationship with them.**





VINCI Energies is an undisputed leader in the activities falling within its four business lines: infrastructure, industry, service sector and information and communication technologies (ICT). Its approximately 1,500 business units have longstanding roots in 51 countries on five continents. Everywhere it operates, its teams are driven by a single ambition: to create synergies across their diverse areas of expertise to support their customers as an integrated provider over the long term. Meanwhile, their ability to work together and devise value-creating solutions enables VINCI Energies to help drive the VINCI Group's international expansion.

## BEYOND BORDERS

Year after year, VINCI Energies pursues its expansion, via both organic growth and a strong acquisition policy. The acquisition in October 2014 of Imtech ICT, an information and communication technology specialist operating in several European countries, and Electrix, a major player in electricity transmission and distribution infrastructure in Oceania, is in keeping with the Group's "multi-local" positioning. Outside France, VINCI Energies now has strong permanent locations in countries on all the continents, including Germany (over 10,000 employees), Brazil (nearly 1,000 employees), Australia and New Zealand (over 1,500 employees in the two countries). This strategy consolidates the Group's ability to work alongside its customers – and particularly its industrial customers – on projects around the world.

## STRONG BRANDS

VINCI Energies delivers its solutions and services through its longstanding local brands, which have strong roots in their geographical areas, and its five network brands corresponding to its areas of activity and clearly identified by its major customers. Two events of major importance to VINCI Energies took place in 2014: the global rollout of the Actemium brand bringing together the business units specialising in industrial processes, and the decision to make Axians the single brand covering information and communication technologies (ICT) activities. Meanwhile, Omexom offers turnkey electricity generation, transmission and distribution solutions and Citeos is positioned in public lighting, architectural lighting and dynamic urban equipment. Lastly, VINCI Facilities occupies a recognised position in building services, providing multi-technical and multi-site maintenance as well as facility management services.

## THINK GLOBAL, ACT LOCAL

Alongside the local brands, network brands spearhead VINCI Energies' expansion. They are sources of innovation and they enable the Group to stay attuned to the major issues facing the market now and in future. These brands are designed to share expertise in order to devise solutions with increasing added value. VINCI Energies clearly states its ability to take charge of the entire project implementation chain for its customers, from design to engineering, construction, equipment optimisation and operation. As a simultaneously global and local player, the Group is positioned as a single interface for its customers, able to provide the best possible response to their expectations. This ambition is supported by the agility and the close-knit meshing of its business units, which are located close to customers, able to respond quickly and very attentive to the requirements of those who have placed their trust in them.

# RESPONSIBILITIES AND COMMITMENTS **MAKING THE MOST OF HUMAN RESOURCES**

**The 63,000 VINCI Energies employees are without a doubt the most valuable asset for the Group, which is deployed on five continents. Over 30,000 of them are working outside France - more than 23,000 in Europe and 7,000 on the other continents. Aware that its strength is based on the quality and diversity of its human resources, VINCI Energies implements a proactive policy of attracting, developing and retaining outstanding talent.**





To prepare the future, drive expansion, innovate and meet the needs of existing and nascent markets, VINCI Energies pursues an active recruitment strategy. As part of this drive, 5,000 new employees signed unlimited-term contracts in 2014. Nearly 50% of them are young people. In addition, the Group places heavy emphasis on work-study programmes and apprenticeships, for example by maintaining strong relationships with over 600 educational institutions around the world. The VINCI Energies employer brand rolled out in 2014 stresses the values – trust, autonomy, empowerment, entrepreneurship and solidarity – of a Group that is made up of 1,500 business units on a human scale but nevertheless offers all the career opportunities typical of a large company. At VINCI Energies, geographical and job mobility is strongly encouraged and very active. Mobility combined with exchanges among business units and countries enable VINCI Energies to address workload fluctuations.

## HIGH-POTENTIAL TEAMS

More than 5% of VINCI Energies' payroll is devoted to training, which offers all employees an opportunity to develop their professional skills. Each new manager takes a standard training course (administration, marketing, sales, etc.) that provides a grounding in the fundamentals of the management method that accounts for VINCI Energies' success. The course is conducted at the Académie VINCI Energies, which now has locations in some 15 countries. Meanwhile, the Group's business units carry out ongoing technical training. VINCI Energies has high-potential, highly trained teams, with engineers and technicians accounting for 65% of its workforce. These teams can offer and implement high-value-added solutions and services that are fully geared to the major trends of our times (smart grid, smart city, Industry 4.0, etc.).

## EVERYONE IS ACTIVELY INVOLVED IN SAFETY

VINCI Energies makes employee safety an absolute priority. Managers and worksite employees are constantly attuned to preventing workplace accidents and illnesses. Over the past five years, 6,000 managers have received safety training. Safety Day, held in all Group business units, was the standout event of the 2014 health and safety year. On Safety Day, every employee was given an opportunity to reaffirm his or her involvement in safety, and nearly 15,000 individual and collective voluntary safety commitments were made. The VINCI Energies safety programme, which focuses on human and behavioural factors, resulted in a further improvement in the severity rate (down to 0.39) and the lost time accident frequency rate (down to 6.73) in 2014. Over the past decade, the frequency rate has been reduced by two-thirds and three-fourths of VINCI Energies' business units reported zero lost-time accidents in 2014.

## A SHARED COMMITMENT

VINCI Energies' Corporate Social Responsibility (CSR) commitments are reflected in its attention to labour-management dialogue at all levels of the Group (resulting in the signature of nearly 700 collective bargaining agreements in 2014), development of efficient energy management solutions and services, reduction in consumption and priority focus on people. Particular emphasis is placed on workplace gender equality, diversity and employment of seniors.
In the wake of the agreement signed with Agefiph in 2013, strong action has been taken in France to integrate people with disabilities. This includes the dissemination of a specific communication kit, meetings held to raise awareness in the business units and active participation in France's Semaine pour l'emploi des personnes handicapées (SEPH – disabled persons employment week).


# INFRASTRUCTURE

VINCI Energies delivers comprehensive power generation, transformation, transmission and distribution solutions and services. The Group also serves the public lighting, urban equipment and transport markets.

- Power generation, transmission, transformation and distribution;
- Urban lighting, architectural lighting, festive illuminations and dynamic urban equipment;
- Urban and transport infrastructure (roads, public transport systems, airports, ports).

VINCI Energies' **Omexom** brand offers a comprehensive range of integrated services for the Power & Grid sector. Similarly, the **Citeos** brand covers the Group's lighting and dynamic urban equipment offering for local authorities.

# INDUSTRY

From engineering to implementation, commissioning and maintenance, VINCI Energies designs integrated solutions and services for its customers:

- Power distribution, industrial monitoring and control, PLCs, mechanical systems, pipe systems, air treatment, ventilation, insulation;
- Industrial maintenance and related services, multi-technical and multi-site contracts.

**Actemium**, the VINCI Energies brand entirely dedicated to industry, offers solutions and services focused on energy efficiency, optimisation and traceability of plant and equipment.


# SERVICE SECTOR

In new installation and refurbishment, VINCI Energies business units implement the full range of interior equipment that enables service sector buildings to meet the most demanding energy efficiency standards.

- Energy and communication networks, heating, air conditioning and commercial cooling, plumbing, safety and security, building automation systems, fire detection and protection;
- Energy efficiency (new build and retrofit);
- Facility management.

**VINCI Facilities** delivers facility management solutions that combine multi-technical maintenance, operation and end-user services.


# ICT

VINCI Energies offers a comprehensive range of ICT solutions and services:

- Design and implementation of ICT infrastructure: construction of networks for telecommunication operators and companies, data centers, IT security;
- Managed services: infrastructure maintenance and operation in hybrid mode (on-site and Cloud);
- Supply and implementation of application solutions: business solutions, business intelligence, business analytics and collaborative solutions.

**Axians**, VINCI Energies' ICT brand, delivers the full range of these solutions and services to a broad array of public and private sector companies, public authorities and telecommunication operators.


# 4 BUSINESS LINES
# DELIVERING LOCAL AND GLOBAL SOLUTIONS

**VINCI Energies delivers high-technology, high-service content solutions for companies and public authorities. The Group has set up 5 network brands (Actemium, Axians, Citeos, Omexom and VINCI Facilities) to address global markets, which supplement its longstanding local brands.**

# INFRASTRUCTURE

**VINCI Energies delivers comprehensive solutions for power supply, transport infrastructure and urban equipment projects. Anticipating changes in the market, the Group already operates across the entire "smart" sector, which ranges from smart grids to smart cities.**


The steady growth in electricity demand brings about an increasing need for power generation, distribution and transformation infrastructure. As urban areas expand and create a growing need for transport within and between cities, demand for suitable urban, road, rail and air transport development works is also growing.
VINCI Energies addresses all these markets with the same objective of rolling out energy efficient and "intelligent" equipment (smart grid, smart city, smart lighting, etc.) to optimise infrastructure. The Omexom brand, operating in over 40 countries, supports electricity suppliers by helping them carry out their "upstream of the meter" projects. Citeos, for its part, manages public lighting and dynamic urban equipment systems for local authorities in several European countries.

## 2014 ACTIVITY

### Energy infrastructure

VINCI Energies consolidated its leadership position in electrical infrastructure across its geographical scope. In France, Omexom took part in the project initiated by French operator RTE to digitise the PLCs in its substations. RTE also renewed three framework agreements covering design, construction and upgrade of HV lines and substations. The Group won other contracts in Europe, including HV substation maintenance in the Netherlands for Tenet, a contract to double the capacity of a 98 km 400 kV line for ČEPS in the Czech Republic and a contract to build HV lines and substations to connect a wind farm in northern Scotland to the grid. In Africa, a contract covering electrification of 100 municipalities was signed in Côte d'Ivoire, whilst the project aimed at reinforcing 2,200 km of HV lines in the Democratic Republic of Congo is in full swing.

Business was again brisk in the renewable energy activity. In France, clarification of regulatory uncertainties resulted in the resumption of wind farm projects including those in Fréligné, La Montagne and Preuseville, won by Omexom. The Group also delivered 12 turbines with 850 kW unit capacity to Adrar, Algeria and connected 30% of the wind projects in Morocco to the grid.
In the nuclear sector, post-Fukushima safety upgrades and the major re-fit of French plants were still pending, but VINCI Energies maintained its positions in the market by boosting its maintenance service offering, for example under the Areva contract for the GB II plant and the EDF contract at the Socodéi site. During the year, VINCI Energies teams worked on the Jules Horowitz reactor and won the contract covering the CHEOPS test loop for the CEA's future Astrid reactor.
VINCI Energies teams also worked on 19 EDF nuclear power plants and are involved in designing the Cigéo high-level waste repository for Andra, the French national radioactive waste management agency, in eastern France. The Group is also expanding outside France, carrying out non-destructive testing at several Chinese power plants. It was also chosen as an exclusive partner for the nuclear ventilation works package at the two future Hinkley Point EPRs in the United Kingdom.

**ILLUMINATING THE GARDENS IN CHAUMONT-SUR-LOIRE**

For the past six years **Citeos** has served as a partner and sponsor of the Garden Festival in Chaumont sur Loire, France. In 2014, the brand again illuminated the chateau and the gardens after nightfall.

EXPERT VIEWS
## THE ENERGY TRANSITION AND SMART GRIDS

**Jean-Nicolas Brun**
Managing Director, Accenture
New energies are here to stay and wind and solar farms are expanding. The challenge is to figure out how to manage the new energy flows. We must devise new ways to coordinate these flows and to enable companies, local authorities and individuals to modulate their consumption.

**Arnaud Banner**
Technical Director, Omexom
Smart grids are an important part of the energy transition. VINCI Energies is taking part in a large number of initiatives designed to optimise transit flows over power grids, including fully-digital substations for RTE, an electricity storage system at a solar plant in French Guiana and electricity storage in the form of kinetic energy that can be used in an electric vehicle.

### Urban lighting

Despite the slow-down in orders in the run-up to the French elections, business volume held steady at a high level for the 70 Citeos business units. In the Greater Paris area, Citeos renewed its seven-year energy performance contract with the Val de Bièvre urban community and signed a 12-year contract with the city of Bessancourt. In Cergy Pontoise, the first phase of the streetlight renovation project was handed over on schedule under a PPP with the urban community that began in 2013. Elsewhere in France, the brand began operating in Roubaix, Loriol and Eu. In Overseas France, the brand won the contracts to maintain the public lighting system in Dumbéa, New Caledonia and to renovate the departmental highway lighting system in Guadeloupe.
Citeos continued its expansion in its other areas of expertise, with a large number of architectural lighting projects throughout the year, including the Place Charles III square in Nancy (which won a prize awarded by the Syndicat Français des Entreprises de Génie Electrique et Climatique – SERCE), the Schuman bridge in Lyon and the chateaux of Maintenon and Chaumont-sur-Loire. In video surveillance, it installed 250 cameras in Marseille and won significant contracts in Clermont-Ferrand and Limeil-Brevannes. The brand was selected to install several hundred electric vehicle charging stations in Saint-Quentin-en-Yvelines and the Cher department and at sites belonging to Nissan, Renault and Auchan. Lastly, following the work by the Cluster Lumière, a smart public lighting pilot project with vehicle and pedestrian detection was rolled out in Aix-les-Bains.

### Transport

Three sectors – tunnels, railways and airports - drove the transport business activity in 2014.
In roads, major orders were booked in Switzerland to upgrade tunnels in the cantons of Geneva and Neuchâtel. In France, VINCI Energies won the contract to maintain tunnels in Greater Lyon and 22 underground structures in the Greater Paris area.
In railway works, the Group began installing the electrical equipment on the SEA high-speed line while continuing the East European HSL and GSM-R rollout projects in synergy with VINCI Concessions. Further highlights were the handover of the tram system in Aubagne and two BRT (Bus Rapid Transit) lines in Marseille. In the other European countries, VINCI Energies worked on the extension of the metro in Vienna, Austria and Group business units set up a hybrid "trolley and battery" electrical system for city buses in Eberswalde, Germany.
In airport works, 2014 was a busy year with projects including runway security and lighting systems in Doha, Qatar; Munich, Germany; and Roissy, France. During the year, ASECNA (Agency for Aerial Navigation Safety in Africa) awarded the contract to roll out weather station facilities at 27 African airports to VINCI Energies. The Group is also involved in airport terminal extension projects, including Orly South in France, where it will be working on the enlargement of the East concourse.

**OUTLOOK**

European countries are committed to the energy transition and determined to increase the share of renewables in the energy mix. This will have strong impact on electrical infrastructure. In the medium term, an increase in cross-border grid interconnection is expected, with France-Belgium, Belgium-Germany, Italy-France and cross-Channel interconnections already under consideration. Safety upgrade and plant life extension works at nuclear power plants – still in the planning stages – will also have a positive effect on business volume. In Northern Europe, major tunnel construction projects will be emerging soon, requiring investments amounting to hundreds of millions of euros. This will boost business volume in road and railway works over the long term.






### ELECTRICAL EQUIPMENT ON A RAILWAY LINE

**GA Netztechnik**, a subsidiary of GA Gruppe, won a call for tender to equip a 123 km section of high-speed rail line between Erfurt and Halle/Leipzig, Germany. This section is part of the new rail link between Berlin and Nuremberg, which in turn is part of a huge infrastructure programme initiated in the wake of German reunification.

### A SOLAR FARM IN SAINTE-HELENE

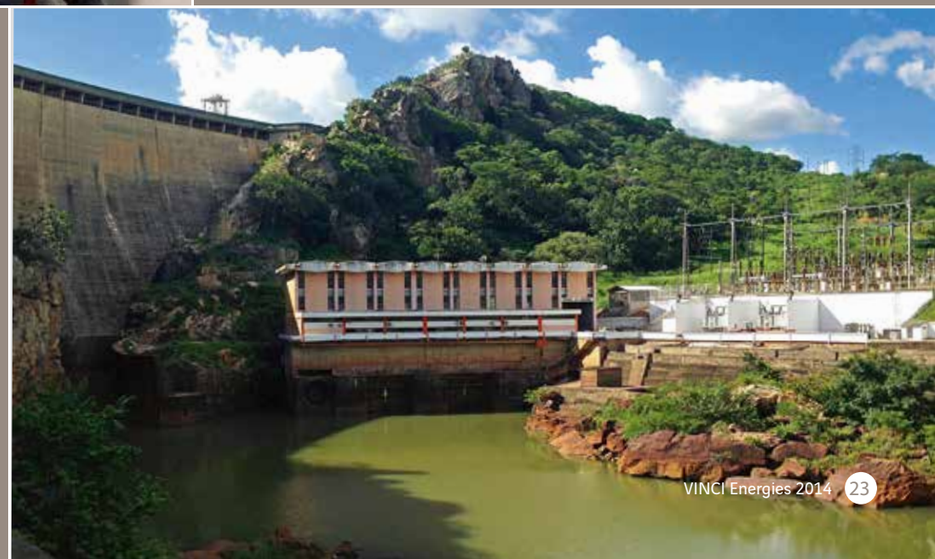
**Barde Sud-Ouest Garonne et Lot** is working in a joint venture with lead company **Electromontage Réseaux** and **Moter** to install a 12 MWp ground-based solar farm comprising more than 40,000 solar panels in the southern French municipality of Sainte-Hélène for Fonroche Energies, a world specialist in renewable energies.

### AUCHAN ACQUIRES ELECTRIC CHARGING STATIONS

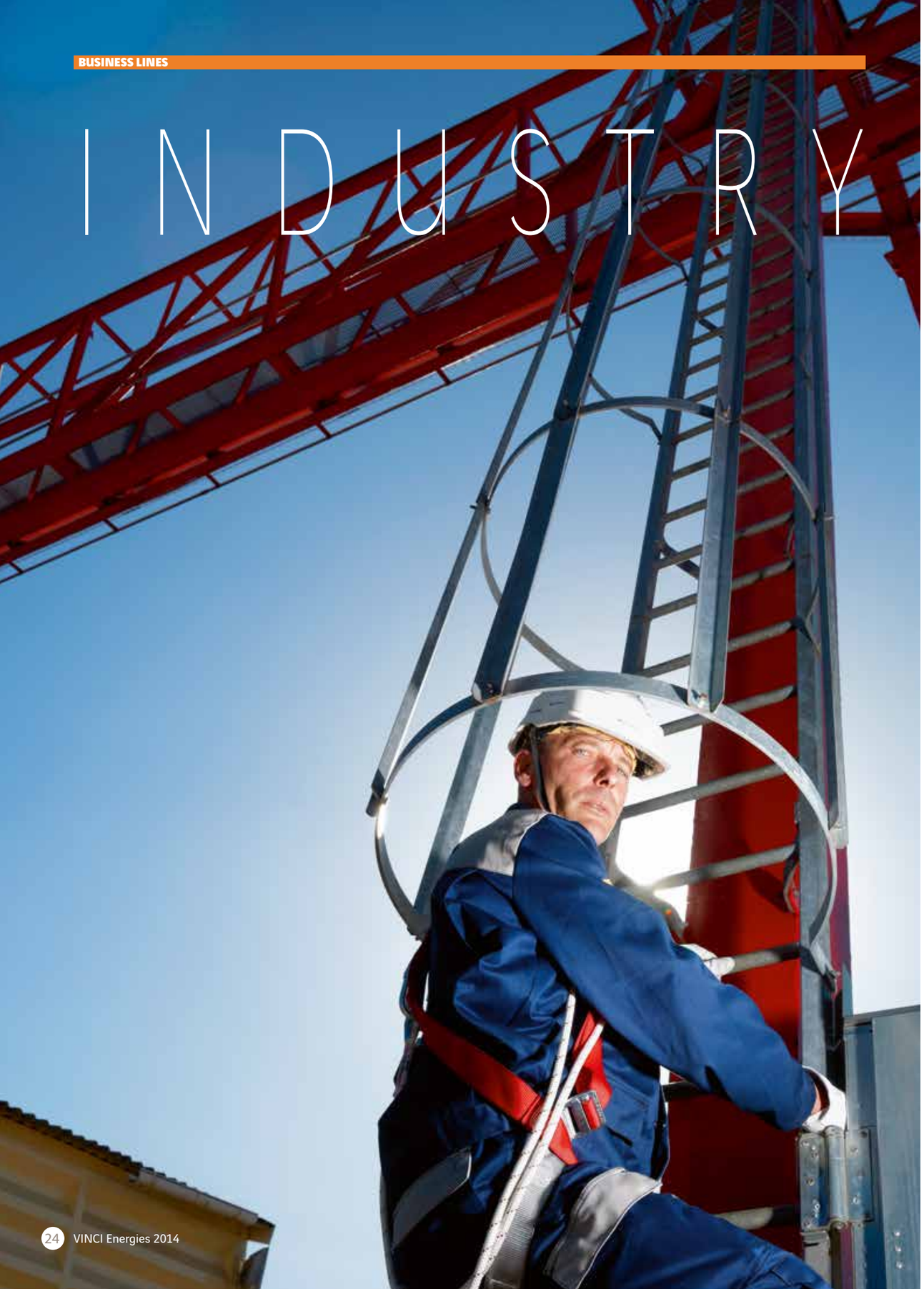
Nissan and Auchan awarded the contract to **VINCI Energies** to roll out France's largest network of rapid charging stations for electric vehicles. Over a period of several months, 130 charging stations delivering 50 kW output power, supplied by Nissan, will be installed in the car parks at Auchan stores. **SDEL Transport Grands Projets** and **Citeos** are overseeing the project, which involves more than 40 VINCI Energies business units throughout France. In Germany, **Omexom Umspannwerke Nord** signed a framework agreement with Nissan to install, commission and maintain rapid electric vehicle charging stations at all Nissan dealerships in Germany. The business unit also signed a framework agreement with Allego to implement, commission and maintain 860 charging stations in Berlin.

### TWO HYDROELECTRIC POWER PLANTS IN MOZAMBIQUE

**Cegelec Power Plants** is the lead company in the joint venture responsible for refurbishing the Mavuzi and Chicamba hydroelectric plants in Mozambique. The client is national operator EDM. In addition to civil engineering, the work involves the generators, the electrical and mechanical balance of plant and the monitoring and control system. The project will restore the 92.6 MW generating capacity of the plants and extend their lives by 30 to 40 years.



# INDUSTRY



**Process optimisation, safety and performance are a constant focus of attention in manufacturing industry. In each of these areas, VINCI Energies has the capability to take charge of the project as a whole. In addition, the Group has the expertise needed to roll out the communication systems required for the move to "smarter" industry.**



Despite reduced capital investment in Western Europe and pressure on some of Actemium's long-standing markets (petrochemicals, refining, steel-making, etc.), Actemium brand business units held up well in their areas of expertise, which include electrical engineering, automation, monitoring and control and mechanical engineering. Their resilience was driven among other things by their growing "export" activities outside their countries of origin in the buoyant food processing, automotive, environmental and oil & gas sectors. Growth was particularly strong in business units operating in high-value-added niche markets and business units providing integrated solutions and services. Actemium demonstrated its ability to cover the entire life cycle (engineering, implementation, maintenance) of customer projects in order to optimise existing industrial projects and enhance their safety.

## 2014 ACTIVITY

The highlight of the year was the operational roll-out of the new Actemium, which has become the single VINCI Energies brand covering all business units operating in the field of industrial process solutions and services. Over 150 business units adopted the Actemium brand during the year, joining about 120 business units already flying the Actemium colours. The brand now has a network of some 300 business units in 38 countries on five continents with a workforce of more than 20,000. Actemium generated revenue of more than €2 billion in 2014.

The brand now has a clear-cut, consistent identity that is recognised by industry all over the world. Building on its close-knit network of business units and their ability to work in synergy, Actemium can operate as both a global and a local provider of high-value-added, high-efficiency solutions in new construction and in maintenance and services for existing facilities.

### The world horizon

To support its customers around the world, Actemium broadened its scope. The brand opened a permanent location in Togliatti, Russia, to consolidate its operations for the Renault Group and to expand its operations in that country. Again in the automotive sector, it carried out – or signed contracts for – a number of significant projects during the year, including construction of a Mercedes semi tractor assembly line in Brazil and a production unit for Volvo in Sweden.

VINCI Energies also won significant contracts in the oil & gas sector including modernisation of the oil terminal on Halul Island, Qatar; installation of remote management systems for two pipelines in

**MAINTENANCE FOR BSI**

Actemium is working for BSI, a manufacturer of metal grain silos in Aunay sur Odon, France, notably on the gantry crane power supply system.

EXPERT VIEWS
## THE SMART FACTORY

**Frédéric Abbal**
President
of Gimélec
We are heading for a major revolution that will bring many innovations and create new market momentum. The changes involve, first, the industrial landscape in which the factory will become as much a digital platform as a production site. They will also re-shuffle the borderlines between sectors, with the supplier of the digitised service becoming more important than the plant manufacturing the product.

**Gerald Taraba**
Managing Director
at VINCI Energies
Deutschland
Actemium's strength lies in its ability to offer its customers comprehensive solutions ranging from installation to industrial maintenance. VINCI Energies now builds on synergies between Actemium's and Axians' expertise in optimising industrial processes, network systems and data security to take these capabilities to a new level and deliver a one-of-a-kind solution to support its customers' move to the connected factory.

China; and projects for Total on two platforms off the coasts of Norway and Nigeria. In South Korea, work continued throughout the year on the Ichtys and Egina Floating Production, Storage and Offloading Units (FPSO) that will be used in offshore fields in Australia and Nigeria respectively.
Other industrial sectors such as food processing and the environment held out substantial opportunities for Actemium. In food processing, the brand won the contract to implement the monitoring and control system at Ferrero's chocolate manufacturing line – one of the world's largest – in China. In environmental industries, Actemium was selected to take part in the reconstruction of a major waste recycling centre in France, Ivry-Paris XIII, and rolled out the supervision system for a large irrigation system in Portugal.
In Germany, projects for the mining sector included the Vattenfall contract to implement electrical engineering and PLCs for a new conveyor belt at the Reichwalde lignite mine in Saxony; the partial overhaul of a bucket excavator at the Hambach open-pit lignite mine in Rhineland-Westphalia; and implementation of the automatic operating system for a mobile materials unloading facility at the Schleenhain open pit mine in Saxony.

### Maintenance, a growth driver

Multi-technical and multi-site industrial maintenance is one of Actemium's main development drivers. The brand thus confirms its goal of supporting its customers wherever they operate under a long-term approach to contracts. This applies to all the industrial sectors in which VINCI Energies operates. The strategy of providing long-term customer support was again vindicated by a large number of contracts signed in 2014. In France, the latter included such projects as assembly lines for Airbus Group in aerospace; instrumentation and metering at research centres for Sanofi in pharmaceuticals; equipment at the Dunkerque site for Versalis in petrochemicals; test benches for Renault in automobiles; and production equipment for Alstom Thermal Products in heavy industry.
Elsewhere in Europe, the multi-technical contract signed with Romanian chemicals manufacturer Azomores will occupy 250 people for a period of three years; and in Switzerland the Geneva-based European Organisation for Nuclear Research (Cern) signed a further contract with Actemium to provide industrial maintenance at its sites and its particle accelerators.

**OUTLOOK**

In 2015, Actemium will continue its international expansion drive, opening new business units in Shanghai, China (dedicated to test benches for the manufacturing sector) and in Charlotte, N.C. in the U.S. The latter will consolidate Actemium's numerous projects for European chemical and pharmaceutical firms setting up locations in the Americas. Actemium business units will increasingly operate as a "multi-local" network to support the global scope adopted by the brand in 2014. The main strategic development focus will be on increased coordination of work carried out for major accounts, promotion of "smart" solutions and services (in synergy with VINCI Energies' Omexom and Axians brands) and innovation. The innovation drive will involve a three-pronged effort in the fields of industrial performance, industrial energy optimisation and the smart factory.





### ▲ ACTEMIUM SUPPORTS FERRERO IN CHINA

Following on from the projects carried out in France and Germany, chocolate manufacturer Ferrero again called on **Actemium** to support its expansion in China. Starting in September 2014, **Actemium Shanghai** has been rolling out the PLCs and the full range of electrical and mechanical systems at a chocolate manufacturing plant – one of the world's largest - in Hanghzou.

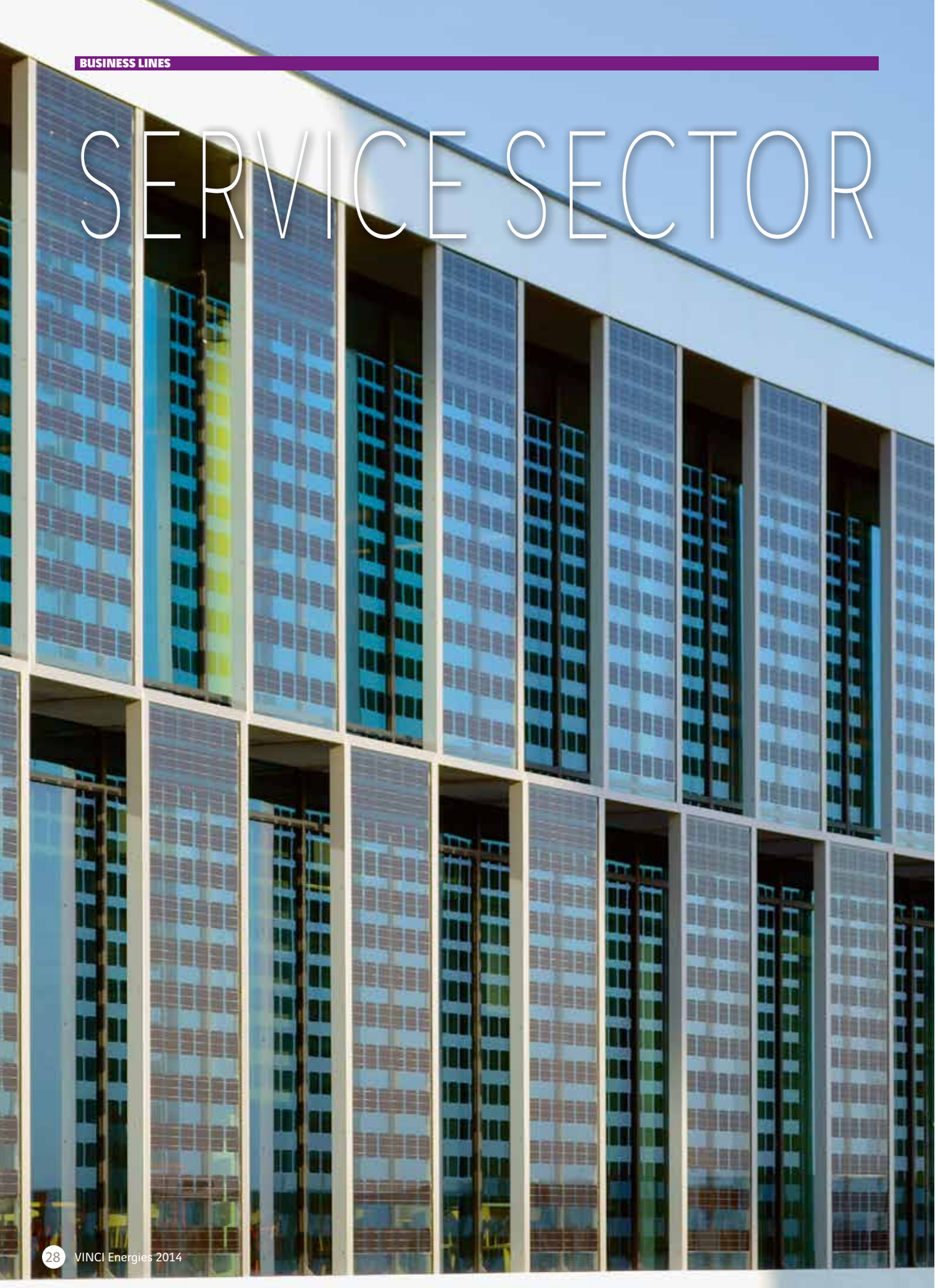
### ◀ OIL TERMINAL UPGRADE

On Halul Island, 80 km from Doha, **Actemium Qatar Projects, Actemium Oil & Gas Engineering** and **Actemium Emirates Projects** modernised a substation and two HIPS (High Integrity Protection System) for the oil terminal operated by Total E&P Qatar.

### ▼ SUPPORT FOR THE CEA IN CADARACHE

At the French Alternative Energies and Atomic Energy Commission (CEA) and the International Thermonuclear Experimental Reactor (ITER) site in Cadarache, France, the power supply for the 500 buildings, including 12 baseline nuclear installations and 20 facilities classified for environmental protection, is crucial. **Actemium** teams are building on their technical expertise to maintain and operate the power supply system under a contract that runs until the end of 2017.

# SERVICE SECTOR





**Energy efficiency and user comfort in service sector buildings are a major concern for property owners and operators. VINCI Energies designs, rolls out, operates and maintains the full range of equipment required to achieve these goals, in new build, retrofit and facility management projects alike.**



All the statistics produced by economic analysts show that business property remains a profitable investment. Regulatory requirements with respect to energy efficiency and safety, combined with property managers' drive to enhance the "green value" of buildings, have also helped to sustain the market. Despite a perceptible increase in the building vacancy rate, VINCI Energies' works (new build and retrofit) activity increased substantially in the service sector in France in 2014. The 6% increase was notably driven by the many projects initiated in the Greater Paris area. Business was buoyant in Switzerland and held steady in Belgium. VINCI Energies delivers expertise in electricity, heating, climate control, fire protection, plumbing and building management systems. With VINCI Facilities, which specialises in services for buildings and end users, the Group offers multi-technical maintenance and facility management services for service sector buildings in about 20 countries. VINCI Energies thus demonstrates its ability to manage structures in terms of energy efficiency, comfort, safety and use of premises.

## 2014 ACTIVITY

Customers are increasingly seeking to optimise costs and deal with a single point of contact in carrying out their projects. Meanwhile, an increasing number of building technical equipment contracts are being signed on the basis of large works packages. VINCI Energies' ability to handle these complex projects in their entirety is a major asset. In addition, a large number of projects are carried out under general contracts in synergy with VINCI Construction. These common operations, which covered both new construction and renovation works, accounted for about 30% of the revenue generated in the service sector activity in 2014. VINCI Energies played a leading role in high-profile projects such as the Louis Vuitton Foundation and the Peninsula luxury hotel in Paris; phase 2 of the SFR campus in Saint-Denis; and Arena 92 in Nanterre. VINCI Energies business units also took part in other major projects in France, including the construction of a building at the Toulouse teaching hospital and renovation of the high-rise buildings at the Pont de Sèvres bridge in Boulogne-Billancourt.

Elsewhere in Europe, VINCI Energies has won a large number of contracts in recent months. In Belgium, where VINCI Energies operates in all types of public and private service sector buildings, the teams are involved in implementing the sprinkler and access control works packages at two data centers in Bastogne and Vaux-sur-Sûre (BNP Paribas Fortis) as well as structural renovation projects at several hospitals and two prisons. VINCI Energies is also renovating several schools

### NEW R&D CENTRE IN BELGIUM

AGC, the leading European flat glass producer, called on Cegelec teams to handle the technical works packages (including HVAC, lavatories, electricity, fire detection and access control) at its new glass product research and development centre in Charleroi. VINCI Facilities will be in charge of maintaining the technical equipment.

EXPERT VIEWS
## BUILDING INFORMATION MODELLING (BIM)

**Mohammed-Ali El-Hani**
CEO, Impararia Solutions
BIM – Building Information Modelling – consists in building a virtual 3D model of a structure prior to the start of actual construction. With each participant contributing input, all project participants have the same level of understanding. New project participants can be added as the project proceeds and the entire history of the project is recorded.

**David Ernest**
Innovation & Energy Director,
VINCI Facilities
BIM FM will be central to the operator information system in future. Interfaced with existing CAMM and BAS business tools, it will increase operational efficiency and support new customer services in a wide variety of fields such as facility life cycle and space management optimisation.

as part of the "Schools for Tomorrow" programme initiated by the Flemish government and covering some 100 schools. Switzerland also reported a high level of activity. Highlights of the year were the construction of the head offices of Swatch Omega (watchmaking) in Bienne and Roche (pharmaceuticals) in Basel and a plant for Novartis (chemicals), also in Basel. In another noteworthy project, VINCI Energies worked with VINCI Construction to build a cut-and-cover tunnel for the East terminal at the airport in Geneva.

### Aiming for operational excellence

In 2014, VINCI Facilities began working on two contract management programmes that will set it on a path to achieving excellence in technical work and customer relations. The two programmes are targeted at combining business skills, total safety and focus on service. The first is a project rolled out business unit by business unit that makes technicians a central part of contract management, and gives them a single instruction: get it right, from the start of work. The second programme focuses on the self-management skills of the teams in the field, their communication with customer contacts and their ability to answer questions under all circumstances. Under this programme, 400 managers have already received special training and 2,500 operating personnel will receive it by the end of 2015. Meanwhile, VINCI Facilities continued its business unit segmentation programme in the Greater Paris area, aimed at specialising BUs' solution and service offerings by type of structure (offices, hospitals, data centers, stadiums, shopping centres, etc.). About 20 business units have already identified their respective development segments with a view to improving the service provided to their customers.

Throughout the year, VINCI Facilities pursued its strategy of refocusing its maintenance and facility management activities on high-technical-content, high-value-added services. This positioning enabled the brand to continue its expansion, with some 190 development contracts – ranging from local to multi-site – signed in France alone. Cushman, Crédit Agricole, SFR, EDF, Mondelez International, Safran, the Languedoc-Roussillon region and the Gironde department are just a few of the new customers choosing VINCI Facilities. They join existing customers renewing their contracts, including Viparis (Porte de Versailles exhibition grounds), RTE, Orange and BNP Paribas (for the facility management of 800 branches). Outside mainland France, VINCI Facilities won a number of major contracts in Belgium (BNP Paribas Fortis), the Netherlands (Thales), Switzerland (maintenance of a business centre), Germany (PPP for an army base in Krefeld) and Italy (Société Générale).

**OUTLOOK**

The weakness of the Western European economies has a knock-on effect on the service sector business environment, especially in France. However, the constant quest for energy efficiency in buildings continues to bolster the market. VINCI Energies offers a range of expertise – in new construction, retrofit, multi-technical maintenance and facility management – that enable it to go forward with confidence. Increasingly, synergies developed with VINCI Construction and VINCI Immobilier will serve as a catalyst to help win projects with high-value-added and high-technical content. In addition, VINCI Energies delivers totally integrated solutions and services, enabling it to build genuine long-term partnerships with its customers.





### ▲ EVIAN: REJUVENATION OF THE ROYAL HOTEL

Built in 1909, the Royal Hotel in Evian-les-Bains, France is undergoing a major refurbishment. Following the installation of 12 conference rooms in 2013, Danone subsidiary Société Anonyme des Eaux Minérales d'Evian awarded a further contract to **Cegelec Pays de Savoie** to renovate the 5-star luxury hotel's 75 rooms, including seven suites overlooking Lake Geneva. The renovation includes rollout of one kilometre of LED strip to light the facades, roofs and traffic areas, as well as installation of 1,300 hotspots. A first phase of works was handed over in mid-2014 and the entire project is scheduled for completion in May 2015.

### ◀ MAINTENANCE FOR MERCEDES-BENZ FRANCE

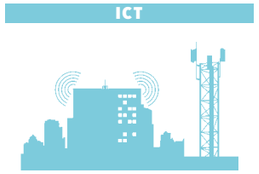
The Starcenter in Montigny-le-Bretonneux, France, opened in April 2014, brings together the Mercedes-Benz head office, financial department and training centre. **VINCI Facilities** teams are handling maintenance of the various technical systems (fire protection, electricity, heating, etc.) after carrying out very detailed monitoring of the equipment under the year-long warranty period.

### ◀ FACILITY MANAGEMENT FOR THALES IN THE NETHERLANDS

In the Netherlands, **VINCI Facilities** has been providing facility management at the Thales site in Hengelo since 2009. In 2014, the contract was extended to two further buildings. The contract was drawn up under the European EN 15221 standard that spells out the mutual commitments of the two parties and ensures transparency in the provision of services.

# ICT

**Demand for increasingly powerful networks on the part of operators, local authorities and companies helped drive the dynamic information and communication technology market in 2014. To meet these expectations, VINCI Energies broadened the scope of its solutions and services to support its customers in their move to an increasingly connected world.**




VINCI Energies' 2014 forecast in the field of fixed-line and mobile telecommunication infrastructure proved to be on target. Operators continued to roll out their 4G and optical fibre networks in response to exponential traffic growth requiring ever-greater bandwidth. In areas of medium and low population density, a growing number of local authorities keen to offer broadband services to companies and individuals within their jurisdiction contributed to market momentum. In addition, major investments in company communications enabled VINCI Energies to substantially increase its revenue on a like-for-like basis. Four main segments were particularly involved: remote data storage (cloud computing), information processing (big data), mobility and expanding social networks.

## 2014 ACTIVITY

Several acquisitions in Europe took VINCI Energies to a new level in the Information and Communication Technologies (ICT) market. With full-year revenue of €1.6 billion, the sector accounts for more than 15% of the Group's volume. The ICT division of the Dutch Imtech group was the year's most iconic acquisition, in terms of both annual revenue (€700 million) and geographical coverage (Germany, Austria, Belgium, the Netherlands, the United Kingdom and Sweden). Other acquisitions finalised during the year, including Crocodial in Germany and Plusine in the Netherlands, substantially broadened VINCI Energies' range of solutions and services. Supplementing telephone, network and data transmission infrastructure, new acquisitions now cover data storage, servers, software applications development and IT security. After pooling VINCI Energies' expertise for operators, companies and local authorities in a single brand – Axians – the Group can now offer a comprehensive range of services for its customers in some 15 European countries.

**NEW CLOUD ARCHITECTURE FOR THE CITY OF UTRECHT**

Imtech ICT implemented an innovative cloud architecture for the new Stadskantoor building in the city of Utrecht, The Netherlands.

EXPERT VIEWS
## THE SMART HOSPITAL

**Michaël de Block**
ICS Director at the hospital centre in Troyes
As a showcase for the new technologies in the healthcare sector, the hospital centre in Troyes sees itself as a bridgehead in the effort to ensure that healthcare technology becomes a reality for everyone. Our new information system is the basis for a wide variety of healthcare applications: electronic medical records, medication traceability, mobility of healthcare teams, etc.

**Jean-Yves Le Fèvre**
Director of the Axians brand
Today's healthcare facilities can use these very innovative quality healthcare technologies to diagnose, monitor and treat patients. Axians supports its customers during the preliminary design phase in a search for solutions that can provide patients with better care and facilitate the work of healthcare personnel.

### Towards greater system integration

Throughout the year, VINCI Energies was particularly active in operations designed to build broadband loops and FTTH networks for local authorities in markets such as the Allier, Loire, Manche, Haute-Savoie and Somme departments in France and the Wielkopolskie region in Poland. Meanwhile, the Group continued to work with telecommunication operators to roll our their networks (4G and optical fibre) and maintain their facilities. Around Europe, it also took part in indoor radio coverage projects for a large number of structures including the SFR campus in Saint-Denis, France and in "private cloud" projects including the Technopark in Zurich, Switzerland, the PSV Eindhoven stadium in the Netherlands and the school campus in the city of Groningen, The Netherlands, which brings together a score of primary and secondary schools. VINCI Energies also won a major contract awarded by the Polish National Railways that covers construction and radio engineering for 1,100 GSM-R towers.

High-profile contracts were also signed in the company communication activity. For example, Axians won the contract to supply, roll out and maintain IT networks for Pôle Emploi (the French government employment centre). The contract covers two data centers and 1,400 offices located throughout Mainland and Overseas France. In Overseas France, VINCI Energies designed and rolled out the full range of communication infrastructure for a major luxury hotel complex – The Brando – on the Tetiaroa atoll in Polynesia. Lastly, Exapaq, a French company specialising in package distribution, renewed its confidence with an order to implement and then maintain a new version of the CargoNET software package at its 62 sites in Mainland France. CargoNET is an IT tool entirely designed and developed by Imtech ICT teams based in Austria.

**OUTLOOK**

As the single VINCI Energies brand covering all ICT activities, Axians operates at the heart of growth markets such as the smart city and Industry 4.0. This positioning holds out a major opportunity for the Group, which will be able to offer its local and international customers a much more global approach that can generate "smart value". The ongoing expansion of high-speed broadband will continue to boost activity over the long term in both company communications and network infrastructure. A wide diversity of players are involved in these markets: telecommunication operators, local and regional authorities, companies and public undertakings in such areas as railways and motorways. Lastly, the growing number of indoor network projects constitutes another promising niche market.





### AXIANS IN THE HEALTHCARE SECTOR

**Axians** maintains, monitors and helps to operate fixed-line and WiFi IT systems at 34 teaching hospitals and public hospitals in France. Axians won the contract to provide these services following a call for tender issued by UniHA, one of Europe's largest healthcare purchasing organisations. The contract, which involves 12 Axians business units, provides for 24-hour on-call service and restoration of service within four hours following a breakdown.

### FILMING AT THE EUROPEAN PARLIAMENT

**Axians VP** supplied, wired and rolled out an automated filming system in seven committee rooms at the European Parliament in Brussels, Belgium and Strasbourg, France. The business unit also installed a local control room and developed a camera management interface to film speakers from different angles. The project has been up and running since the end of 2014. From now on European citizens will be able to watch meetings of the parliament by simply logging on to the Internet.

### CONNECTED LUXURY HOTEL

Located on the atoll of Tetiaroa in French Polynesia, The Brando is a hotel made up of 35 private villas that combine luxury and environmental sustainability. **Cegelec Polynésie** designed, supplied and integrated the communication structures. The passive "green" system is compliant with LEED (Leadership in Energy and Environmental Design) Platinum certification, North America's highest environmental quality standard for buildings.

### TEACHING HOSPITAL IN ZURICH

Several buildings at the teaching hospital in Zurich, Switzerland now have mobile indoor coverage. Thanks to the Graniou teams, people can now make telephone calls throughout the premises, including the underground levels.

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