

### 2013 first-half results

31 July 2013 meeting

#### **Disclaimer**



This presentation may contain forward-looking objectives and statements about VINCI's financial situation, operating results, business activities and growth strategy.

These objectives and statements are based on assumptions that are dependent upon significant risk and uncertainty factors that may prove to be inexact. The information is valid only at the time of writing and VINCI does not assume any obligation to update or revise the objectives on the basis of new information or future or other events, subject to applicable regulations.

Additional information on the factors that could have an impact on VINCI's financial results is contained in the documents filed by the Group with the French securities regulator (AMF) and available on the Group's website at www.vinci.com or on request from its head office.



Thierry Dol, Marc Feret and Pierre Legrand, our colleagues from Sogea-Satom (VINCI Construction), along with Daniel Larribe, an employee of Areva, were taken hostage in Niger on 16 September 2010







Our thoughts are with them!



1. 2013 first-half highlights

2. Financial data

3. ANA acquisition

4. Outlook



### 2013 first-half highlights

Xavier Huillard - Chairman and CEO

### Concessions Signature of the ANA acquisition contract (Portugal)





### Concessions Financial closing of the Ohio East End Crossing project (USA)





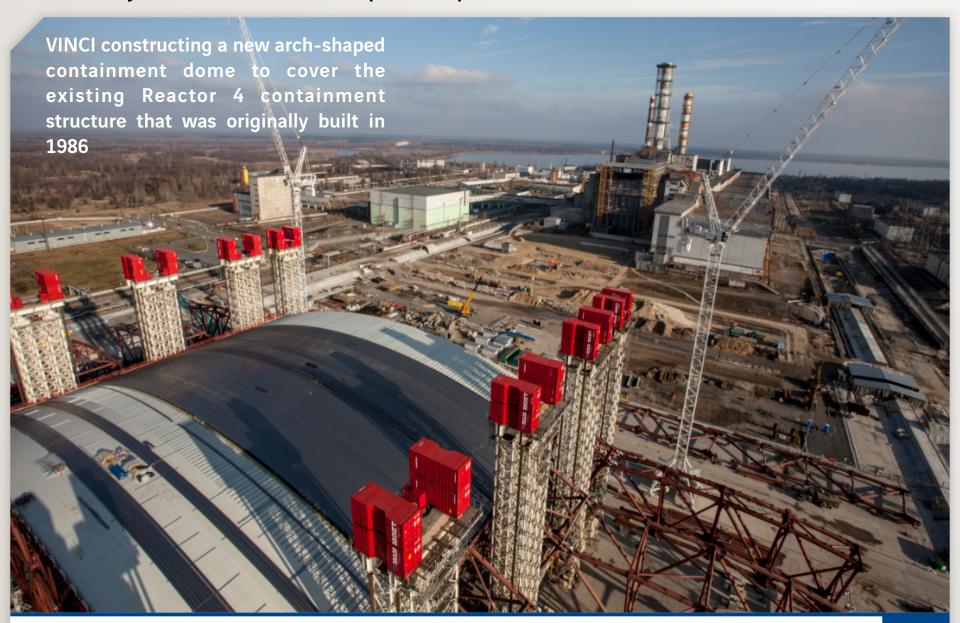
### **Contracting Fondation Louis Vuitton (France)**





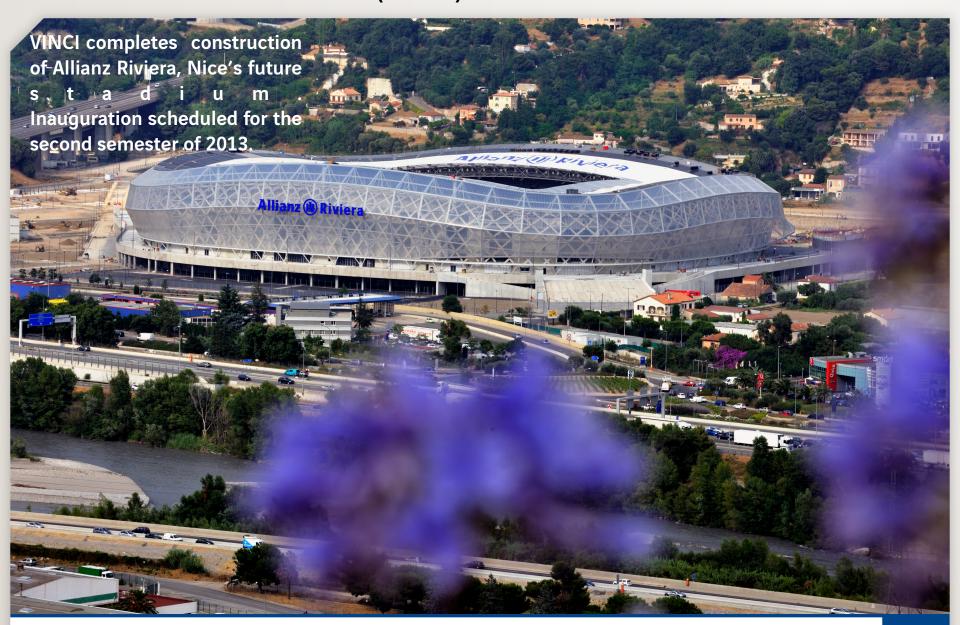
### Contracting Chernobyl containment dome (Ukraine)





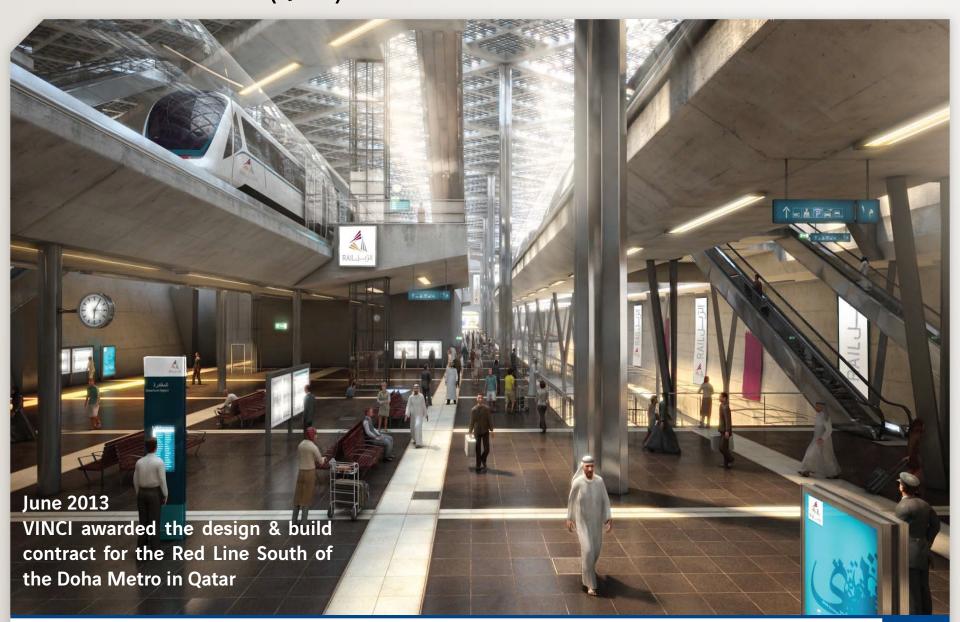
### Contracting Allianz Riviera Stadium at Nice (France)





### Contracting Doha Metro contract (Qatar)





### Contracting Dynamo Moscow Stadium (Russia)





### 2013 first-half highlights



Revenue growth in complex economic and poor weather environments

+4.3%
Revenue

**EBITDA\*** increase

+1.5% EBITDA

Limited decrease in operating and net incomes

-2.7%

-4.7%

Operating income

Net income

Net financial debt reduction Liquidity strengthened €1.2 bn

Net financial debt reduction over 12 months

**Backlog renewal** 

€31.8 bn

Backlog

**+1.7%** since 01/01/13

### 2013 first-half key figures

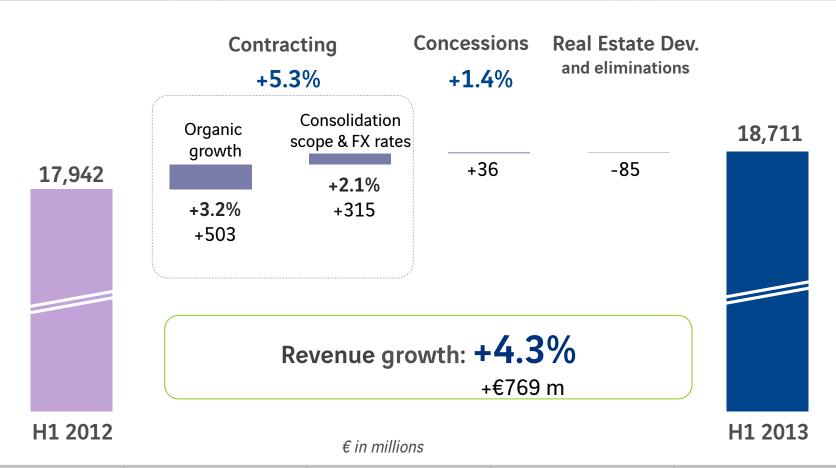


	1 <sup>st</sup> half	1 <sup>st</sup> half		Full year
€ in millions	2013	2012	Δ13/12	2012
Revenue*	18,711	17,942	+4.3%	38,634
EBITDA	2,383	2,347	+1.5%	5,418
as a % of revenue	12.7%	13.1%		14.0%
EBIT	1,487	1,547	-3.8%	3,679
as a % of revenue	7.9%	8.6%		9.5%
Operating income	1,484	1,526	-2.7%	3,660
as a % of revenue	7.9%	8.5%		9.5%
Net income attributable to owners of the parent	748	785	-4.7%	1,917
Diluted earnings per share (€)	1.37	1.44	-4.7%	3.54
Net financial debt (period end)	(12,998)	(14,239)	+1,242	(12,527)
Backlog (period end - € in bns)	31.8	33.2	-4.3%	31.3

<sup>\*</sup> Excluding concession subsidiaries' revenue derived from works carried out by non-Group companies (IFRIC 12)

#### Consolidated revenue



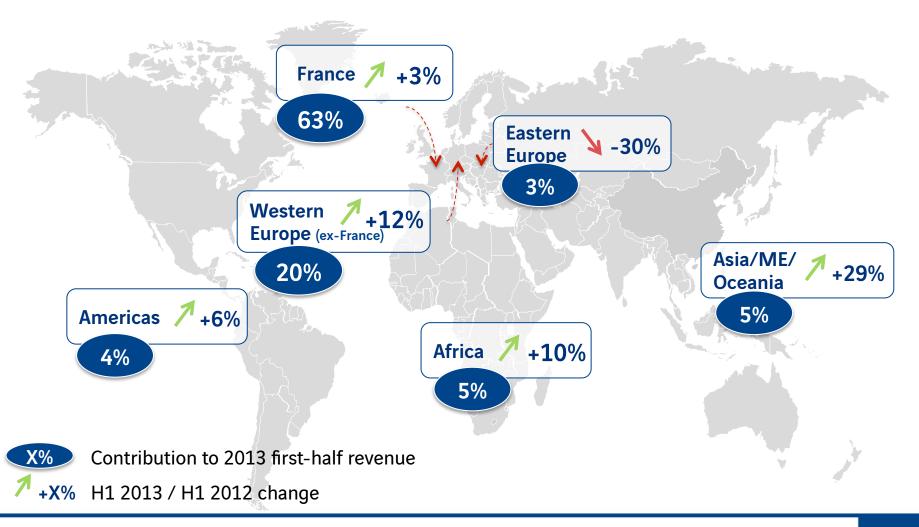


H1 13 vs H1 12	Organic growth	Consolidation scope	Exchange rates	Change in revenue
Concessions	+2.0%	-0.5%	-0.1%	+1.4%
Contracting	+3.2%	+2.6%	-0.4%	+5.3%
Total VINCI	+2.6%	+2.1%	-0.4%	+4.3%

### Revenue by geographical area

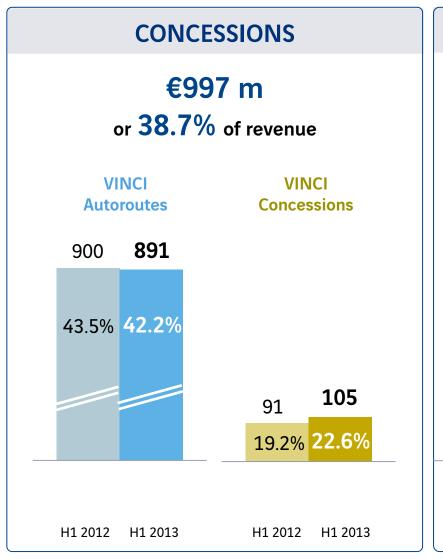


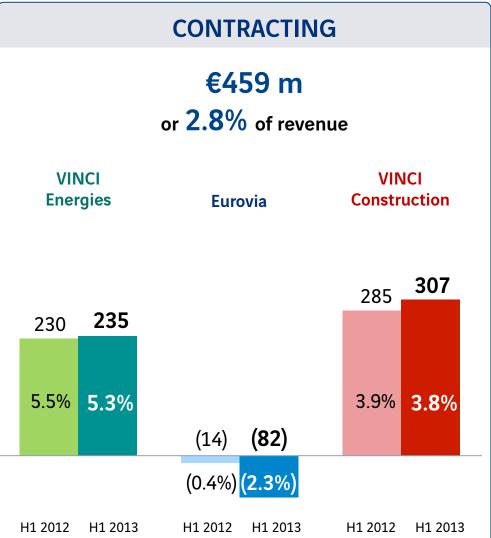
### Resilience in France, strong growth in areas outside of Eastern Europe





#### as % of revenue and in € millions





### VINCI Autoroutes 2013 first-half key figures\*



**Traffic – intercity network:** 

+0.3%

Toll revenue:

+2.1%

EBITDA\*\*:

€1,474 m

or 69.8% of revenue

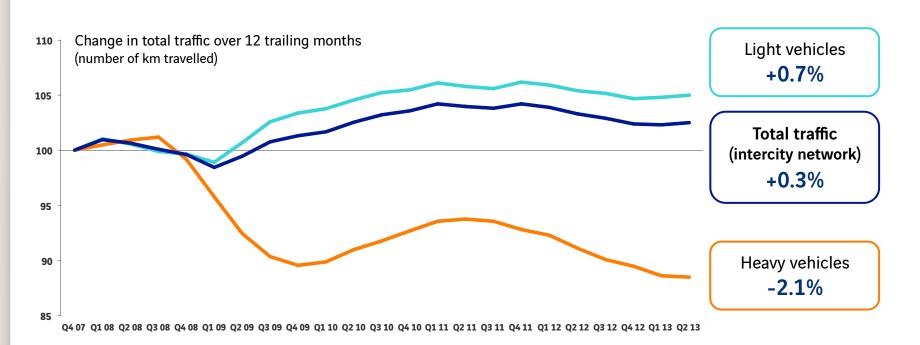
A86 Duplex traffic:

+12%

Average of 26,561 vehicles per business day

**Development capex:** 

€0.3 bn



<sup>\*</sup> Percentages, except EBITDA margin, expressed as yoy change vs H1 2012



#### Good momentum in France and internationally

#### **VINCI Airports**

**+20**%

Traffic growth at Cambodian airports

- **+11**%
  - Traffic growth at Nantes airport
- Chambéry Savoie Airport

VINCI Airports management contract renewed for 16 years



#### **Transport Infra & Stadiums**

- Allianz Riviera (Nice)End of construction
- Stade de Bordeaux Construction start-up
- Ohio East End CrossingUS project financing closed
- Aisne & Meuse river dams Partner contract with VNF to replace 29 dams



#### **VINCI Park**

Resilient

Revenue ex-exceptional items holding up well both inside and outside of France

- International development moving ahead
- "Open Park"
   Launch of new B2B initiative

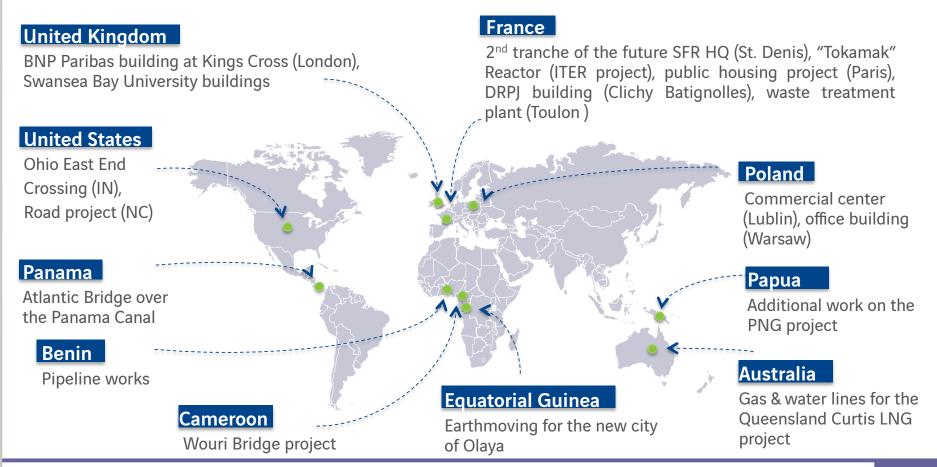


### **Contracting order intake**



2013 first-half order intake\*: **€16.9** Bn

**-1.2%** yoy



<sup>\*</sup> Excluding newly signed contracts for the Doha Metro Red Line South in Qatar and the Dynamo Moscow Stadium in Russia (backlog entry expected in H2 2013)



### 2013 first-half financial data

Christian Labeyrie - Executive Vice-President and CFO

### Income statement (1/2)



	1 <sup>st</sup> half	1 <sup>st</sup> half	
€ in millions	2013	2012	Δ 13/12
Revenue	18,711	17,942	+4.3%
EBITDA	2,383	2,347	+1.5%
as a % of revenue	12.7%	13.1%	
EBIT	1,487	1,547	-3.8%
as a % of revenue	7.9%	8.6%	
of which: VINCI Autoroutes net amortisation charge	(592)	(538)	
Operating income	1,484	1,526	-2.7%
as a % of revenue	7.9%	8.5%	
Dont: - share based payment expense (IFRS 2)	(43)	(49)	
- profit of cos. under equity method	41	29	

### Income statement (2/2)

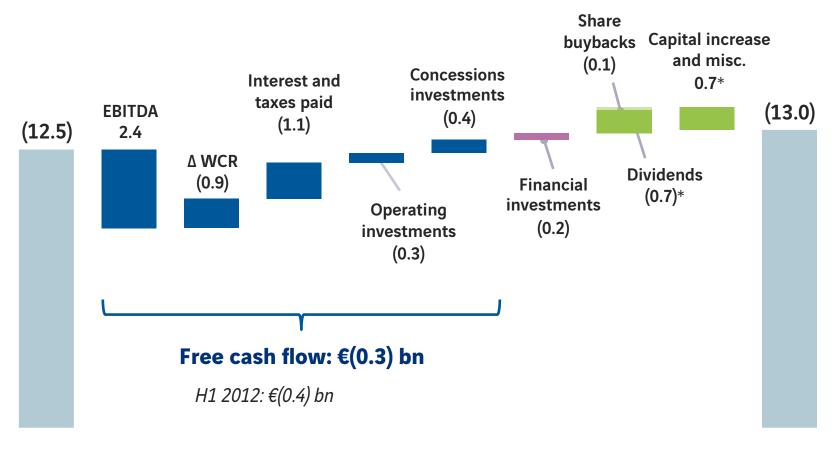


€ in millions	1 <sup>st</sup> half 2013	1 <sup>st</sup> half 2012	Δ 13/12
Operating income	1,484	1,526	-2.7%
Financial income/(expense)	(307)	(306)	
of which: - cost of net financial debt	(295)	(326)	
- borrowing costs capitalised	13	36	
Income tax expense	(385)	(392)	
Effective tax rate	33.9%	32.9%	
Non-controlling interests	(45)	(43)	
Net income attributable to owners of the parent	748	785	-4.7%
as a % of revenue	4.0%	4.4%	
Diluted earnings per share (in €)	1.37	1.44	-4.7%

### 2013 first-half change in net financial debt







Net financial debt at 31 December 2012

Net financial debt at 30 June 2013

### **Consolidated balance sheet**



€ in millions	30 June 2013	31 Dec. 2012	30 June 2012
Non-current assets – concessions	26,300	26,459	26,719
Non-current assets – contracting and other	8,797	8,848	8,471
WCR and current provisions	(5,515)	(6,699)	(5,686)
Capital employed	29,582	28,608	29,504
Equity	(14,386)	(13,768)	(13,111)
Non-current provisions and misc. long-term debt	(2,298)	(2,313)	(2,154)
Permanent financing	(16,531)	(15,882)	(15,097)
Gross financial debt	(18,540)	(17,510)	(18,134)
Net cash managed	5,542	4,983	3,895
Net financial debt	(12,998)	(12,527)	(14,239)

### Net financial debt by entity



€ in millions	30 June 2013	NFD/ EBITDA*	30 June 2012	NFD/ EBITDA*	Δ 13/12	31 Dec. 2012
Concessions	(17,589)	5.1 x	(18,857)	5.6 x	1,268	(18,058)
VINCI Autoroutes	(16,091)	5.1 x	(17,090)	5.6 x	999	(16,617)
VINCI Concessions	(1,498)	5.3 x	(1,766)	5.7 x	268	(1,441)
Contracting	887	-	1,083	-	(196)	2,095
Holding cos. and VINCI Immobilier	3,704	-	3,534	-	170	3,436
Net financial debt	(12,998)	2.4 x	(14,239)	2.6 x	1,241	(12,527)

### Financial debt management



### Optimised maturity profile of gross debt

Average maturity of gross financial debt at end June 2013: **5.9 years** 



### Refinancing carried out in good conditions

Reduction of gross debt cost:

3.63% at 31 Dec. 2012 at 30 June 2013

Bond issues at VINCI and ASF in H1 2013 :

€1.9 bn

### Maintain high liquidity level

€11.9 bn

Liquidity at 30 June 2013, including

- €5.5 bn in available cash
- €6.4 bn in confirmed, unused bank facilities

### Safeguard credit ratings

BBB+ Baa1

S&P

Moody's

- Stable outlook -

Credit ratings unchanged since 2002 and confirmed in 2013 following the ANA transaction



### **ANA** acquisition

Xavier Huillard - Chairman and CEO

### A major strategic acquisition





### A structurally important step in VINCI's strategy to expand its airport business internationally

## Why invest in airport concessions?

- P To benefit from the **growth** in air traffic
- P To make the most of the potential for **improving the performance** of existing assets
- P To meet the **considerable needs** for new airport infrastructure in emerging economies
- P To diversify VINCI's portfolio of concessions

# The acquisition of ANA is a perfect fit with VINCI's strategy

- P VINCI Airports becomes a **major player** in airport operation
- P Acquisition of a portfolio of **high quality** airports with a strong focus on international travel
- P Transparent regulatory environment that encourages improvement in performance
- P A platform for VINCI Airports' future international expansion
- P A **50-year** concession contract  $\implies$  extension of the **average maturity** of VINCI's portfolio

#### **ANA** in brief

2012 revenue: €36m



### **Scope of transaction**



2012 revenue: €350m



### 2012 key figures

2012 revenue: €43m

	2012	Δ 12/11
Passenger traffic (mpax)	30.5	+1.4%
Revenue* (€m)	429	+1.0%
EBITDA* (€m)	203	-0.7%
EBITDA as % of revenue	47.4%	
Free cash flow (€m)	109	x 2.1
No. of employees (year end)	2,828	+2.1%

#### 10 airports





23 airports in France, Portugal and Cambodia40.1 mpax in 2012 \*\*

\* Excl. IFRIC 12 \*\* 2012 pro forma **30** 

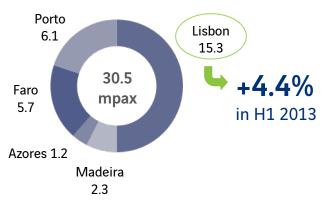
### Dynamic traffic with levers for growth



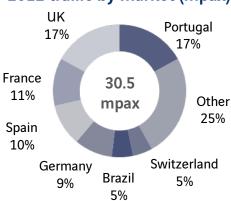
#### Dynamic, diversified traffic

P ANA traffic in H1 2013: **+3.8**%

#### 2012 traffic by airport (mpax)



#### 2012 traffic by market (mpax)



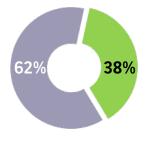
### Levers for growth

- ✓ Development of Low Cost offer
- Development of Short City Break(Lisbon, Faro)
- ✓ Significant VFR traffic\*
- Extended catchment area
- ✓ Lisbon hub traffic driven by development of links between Europe and South America and Africa
- ✓ Brazil: football world cup in 2014 and Olympic Games in 2016

### A portfolio of diversified activities with strong potential for performance improvement







Non-æronautical activities







- ✓ Transparent regulation with incentives for performance improvement
  - Application of inflation-linked indexing formula that guarantees tariffs adjustments
  - Additional tariff incentives linked to traffic

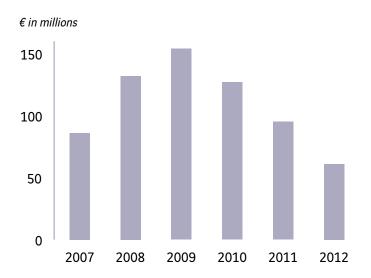
### ✓ Not regulated

- Average revenue per passenger currently far below the average of main European airports
- Opening of new retail space in Lisbon in 2013: **10**% increase in retails space in passenger terminals (ANA Group)
- Renegotiation of most contracts with distributors end 2014

### Limited future investment required



#### **Previous investment**



#### **Forecast investment**

Over the next ten years:

Approx. €50 m / yr
Average annual investment

These investments will allow to increase Lisbon airport (Portela) capacity to 25 mpax

Longer term, the development of a new Lisbon airport (NLA) will be brought up

ANA has an exclusive right of negotiating in this matter



### **Outlook**

Xavier Huillard - Chairman and CEO

### **Contracting backlog**



€31.8 bn

at end June 2013

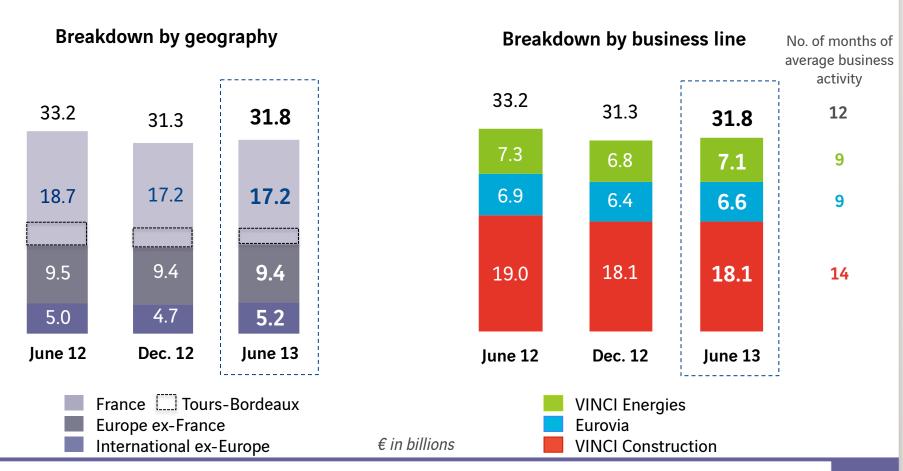
+1.7%

vs. 31/12/12

+4.0% ex-Tours-Bordeaux HSR

> 90%

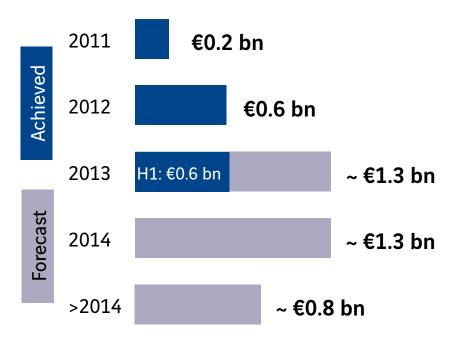
of 2013 forecast activity in hand at end June 2013



### **Contracting - Tours-Bordeaux HSR**



### Work progress on-track despite very poor weather during the first half of 2013



- 7,400 people currently on-site
- All of the Group's expertise employed
- Prudent margin recognition policy at this stage of the project



Tours-Bordeaux HSR worksite: construction of the Auxance viaducts



#### 2013 top priorities

Concessions

- VINCI Autoroutes: press ahead with discussions with the grantor regarding the terms of a stimulus capex plan
- VINCI Airports: integrate ANA

Contracting

- Tours-Bordeaux HSR: targeting 50% contract completion at the end of 2013
- Cost reduction plans to adapt to lower activity in certain sectors (Central Europe, Facilities)
- International expansion: fast-track growth initiatives outside of Europe while reinforcing Group-wide synergies



#### 2013 trends

#### Revenue

- Slight increase in Group revenue on a comparable basis
- VINCI Autoroutes: confirmation of upturn in traffic
- VINCI Airports: continuation of sustained traffic growth

#### Results

- EBITDA\* progression
- Operating income and net income limited decline:
  - Despite the negative impact of VINCI Autoroutes investments coming into operation (accounting depreciation)
  - Decline should be smaller than 1<sup>st</sup> half 2013

# Net financial debt

ANA acquisition impact of €3 bn on net financial debt

## 2013 interim dividend: unchanged



Interim dividend: €0.55 per share

(as decided by the Board of directors on 30 July 2013)

Ex-date: 11 November 2013

Payment date: 14 November 2013

## Thank you for your attention





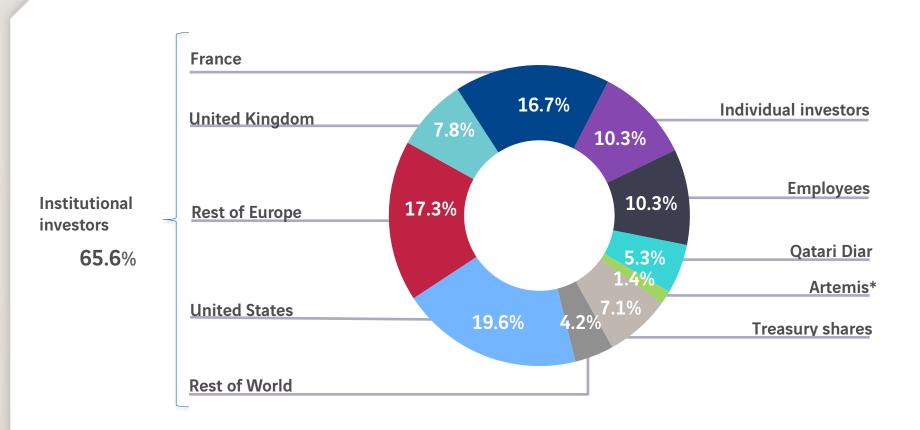


# **Appendixes**

Shareholder base
Additional information by business line
Financial data

#### Shareholder base at 30 June 2013





- Over 500 institutional investors
- Almost 240,000 individual shareholders
- 115,000 Group employees and former employees are shareholders, including ~14,000 outside France
- Slight increase in number of treasury shares (3.5 million shares purchased in 1H 2013)

# VINCI Autoroutes First half 2013 toll revenue: +2.1%

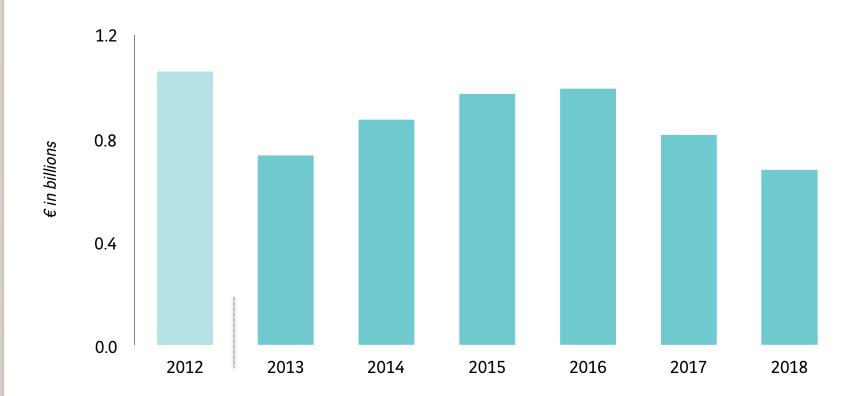


YoY change	Q1	Q2	H1 2012	Q3	Q4	2012	Q1	Q2	H1 2013
Traffic - intercity network	-1.3%	-2.4%	-1.9%	-1.0%	-2.2%	-1.7%	-0.3%	+0.7%	+0.3%
of which: Light vehicles	-1.2%	-2.0%	-1.7%	-0.6%	-2.1%	-1.4%	+0.4%	+0.9%	+0.7%
Heavy vehicles	-2.1%	-4.7%	-3.5%	-4.6%	-2.6%	-3.5%	-3.7%	-0.6%	-2.1%
A86 Duplex	+0.3%	+0.2%	+0.2%	+0.1%	+0.1%	+0.2%	+0.1%	+0.1%	+0.1%
Other impacts	+2.2%	+2.0%	+2.2%	+2.1%	+2.1%	+2.1%	+1.6%	+2.0%	+1.7%
Toll revenue	+1.2%	-0.2%	+0.5%	+1.2%	0.0%	+0.6%	+1.3%	+2.8%	+2.1%

# VINCI Autoroutes Current capex forecast



VINCI Autoroutes planned capex 2013 - 2018 Including the ASF and Escota 5-year plans (2012-2016)



## **ANA** – Economic regulation



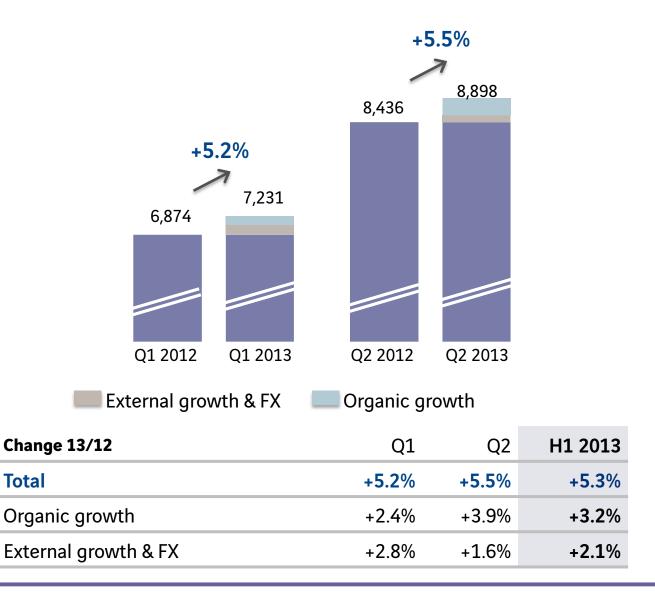
## Assumed change in æronautical charges 2013-2022



# Contracting Quarterly revenue comparison



€ in millions





# Detailed consolidated financial statements

#### **Consolidated revenue**



Δ 13/12

€ in millions	H1 2013	H1 2012	Actual	Comparable
Concessions	2,577	2,542	+1.4%	+2.0%
VINCI Autoroutes	2,112	2,066	+2.2%	+2.2%
VINCI Concessions	465	476	-2.2%	+1.0%
Contracting	16,129	15,310	+5.3%	+3.2%
VINCI Energies	4,419	4,177	+5.8%	-0.4%
Eurovia	3,603	3,832	-6.0%	-6.3%
VINCI Construction	8,107	7,301	+11.0%	+10.4%
VINCI Immobilier	360	358	+0.6%	+0.6%
Eliminations	(355)	(268)		
Revenue*	18,711	17,942	+4.3%	+2.6%

<sup>\*</sup> Revenue excluding concession subsidiaries' revenue derived from works carried out by non-Group companies (IFRIC 12)

#### **Consolidated revenue - France**



Δ 13/12

€ in millions	H1 2013	H1 2012	Actual	Comparable
Concessions	2,427	2,386	+1.8%	+1.8%
VINCI Autoroutes	2,105	2,060	+2.2%	+2.2%
VINCI Concessions	323	326	-1.0%	-1.0%
Contracting	9,367	9,005	+4.0%	+3.5%
VINCI Energies	2,652	2,656	-0.1%	-0.8%
Eurovia	2,308	2,360	-2.2%	-2.2%
VINCI Construction	4,407	3,990	+10.4%	+9.8%
VINCI Immobilier	360	358	+0.6%	+0.6%
Eliminations	(345)	(253)		
Revenue*	11 810	11,495	+2.7%	+2.4%

<sup>\*</sup> Revenue excluding concession subsidiaries' revenue derived from works carried out by non-Group companies (IFRIC 12)

#### **Consolidated revenue – international**



_	_	_		_
Λ	1	2	/1	า
Δ	ш	. J	/ Т	. ∠

H1 2013	H1 2012	Actual	Comparable
150	156	-4.1%	+6.5%
8	6	+14.8%	+22.1%
142	150	-4.9%	+5.8%
6,761	6,305	+7.2%	+2.8%
1,766	1,522	+16.1%	+0.1%
1,295	1,472	-12.1%	-12.6%
3,700	3,311	+11.8%	+11.1%
(10)	(14)		
6,902	6,447	+7.1%	+2.9%
	150 8 142 6,761 1,766 1,295 3,700 (10)	150       156         8       6         142       150         6,761       6,305         1,766       1,522         1,295       1,472         3,700       3,311         (10)       (14)	150       156       -4.1%         8       6       +14.8%         142       150       -4.9%         6,761       6,305       +7.2%         1,766       1,522       +16.1%         1,295       1,472       -12.1%         3,700       3,311       +11.8%         (10)       (14)

<sup>\*</sup> Revenue excluding concession subsidiaries' revenue derived from works carried out by non-Group companies (IFRIC 12)

# EBIT - operating income from ordinary activities by business line



€ in millions	H1 2013	% of revenue*	H1 2012	% of revenue*	Δ 13/12
Concessions	997	38.7%	991	39.0%	+0.6%
VINCI Autoroutes	891	42.2%	900	43.5%	-0.9%
VINCI Concessions	105	22.6%	91	19.2%	+15.2%
Contracting	459	2.8%	502	3.3%	-8.5%
VINCI Energies	235	5.3%	230	5.5%	+2.0%
Eurovia	(82)	-2.3%	(14)	-0.4%	ns
VINCI Construction	307	3.8%	285	3.9%	+7.6%
VINCI Immobilier	17	4.8%	34	9.4%	-48.4%
Holding companies	14		20		
EBIT	1,487	7.9%	1,547	8.6%	-3.8%

<sup>\*</sup> Revenue excluding concession subsidiaries' revenue derived from works carried out by non-Group companies (IFRIC 12)

# Financial income/(expense)



€ in millions	H1 2013	H1 2012	Δ 13/12
Cost of net financial debt	(295)	(326)	(30)
Concessions	(319)	(343)	24
Contracting	3	10	(7)
Holding companies and misc.	20	6	14
Other financial income and expenses	(12)	20	(32)
Capitalised borrowing costs for investments in progress	13	36	(23)
Discounting retirement obligations and provisions	(30)	(43)	12
Dividends received, translation differences, gain/ (loss) on sales of shares, provisions and misc.	5	27	(22)
Financial income/(expense)	(307)	(306)	(1)

# Net income attributable to owners of the parent by business line



€ in millions	H1 2013	% of revenue*	H1 2012	% of revenue*	Δ13/12
Concessions	407	15.8%	404	15.9%	+0.8%
VINCI Autoroutes	340	16.1%	350	16.9%	-2.7%
VINCI Concessions	67	14.3%	54	11.4%	+23.1%
Contracting	275	1.7%	316	2.1%	-13.0%
VINCI Energies	137	3.1%	139	3.3%	-1.2%
Eurovia	(80)	-2.2%	(26)	-0.7%	ns
VINCI Construction	218	2.7%	203	2.8%	+7.0%
VINCI Immobilier	11	2.9%	21	5.7%	-48.8%
Holding companies	56		45		
Net income attributable to owners of the parent	748	4.0%	785	4.4%	-4.7%

<sup>\*</sup> Revenue excluding concession subsidiaries' revenue derived from works carried out by non-Group companies (IFRIC 12)

# EBITDA - cash flow from operations before tax and financing costs by business line



€ in millions	H1 2013	% of revenue*	H1 2012	% of revenue*	Δ 13/12
Concessions	1,628	63.2%	1,581	62.2%	+3.0%
VINCI Autoroutes	1,474	69.8%	1,424	68.9%	+3.5%
ASF/Escota	1,054	69.3%	1,014	68.4%	+3.9%
Cofiroute	407	71.0%	397	70.2%	+2.4%
VINCI Concessions	154	33.1%	157	33.0%	-2.0%
VINCI Park	100	33.1%	102	33.2%	-2.4%
VINCI Airports	44	43.7%	37	42.7%	+16.7%
Contracting	730	4.5%	722	4.7%	+1.2%
VINCI Energies	247	5.6%	240	5.7%	+3.1%
Eurovia	20	0.5%	86	2.2%	-77.2%
VINCI Construction	464	5.7%	396	5.4%	+17.0%
VINCI Immobilier	17	4.8%	34	9.4%	-48.9%
Holdings	8		11		
EBITDA	2,383	12.7%	2,347	13.1%	+1.5%

<sup>\*</sup> Revenue excluding concession subsidiaries' revenue derived from works carried out by non-Group companies (IFRIC 12)

## Operating investments, net



€ in millions	H1 2013	H1 2012	Δ 13/12
Concessions	32	26	+6
VINCI Autoroutes	17	13	+4
VINCI Concessions	15	13	+2
Contracting	327	387	(60)
VINCI Energies	48	40	+8
Eurovia	106	110	(4)
VINCI Construction	173	237	(64)
VINCI Immobilier and holdings	1	0	1
Purchases of PP&E and intangible assets	360	414	(54)
Proceeds from sales of PP&E and intangible assets	(62)	(56)	(6)
Operating investments (net of disposals)	298	358	(60)

## **Growth investments in concessions and PPPs**



€ in millions	H1 2013	H1 2012	Δ 13/12
Concessions	362	583	(221)
VINCI Autoroutes	348	544	(196)
ASF / Escota	283	441	(158)
Cofiroute	63	102	(39)
VINCI Concessions	14	39	(25)
Contracting	37	15	22
Growth investments in concessions and PPPs (net)	399	598	(199)

# Cash flow statement (1/2)



€ in millions	H1 2013	Concessions	Contracting	H1 2012
Cash flow from operations	2,383	1,628	730	2,347
Change in WCR	(801)	(5)	(804)	(802)
Change in current provisions	(80)	0	(78)	(118)
Income taxes paid	(690)	(358)	(315)	(511)
Net interest paid	(372)	(373)	(25)	(346)
Dividends received from companies accounted for under the equity method	23	7	16	27
Net operating investments	(298)	(31)	(266)	(358)
Operating cash flow	165	866	(742)	240
Growth investments in concessions & PPPs	(399)	(362)	(37)	(598)
Free cash flow (after investments)	(233)	504	(779)	(359)

## Cash flow statement (2/2)



€ in millions	H1 2013	H1 2012
Free cash flow (after investments)	(233)	(359)
Net financial investments	(135)*	(390)**
Other financial cash flows	(79)	(32)
Cash flow before movements in share capital	(447)	(780)
Share capital increases and other operations	689	302
Dividends	(701)	(698)
Share buy-backs	(124)	(456)
Net cash flow for the period	(583)	(1,632)
Other and consolidation impacts	112	(18)
Change in net financial debt	(471)	(1,650)

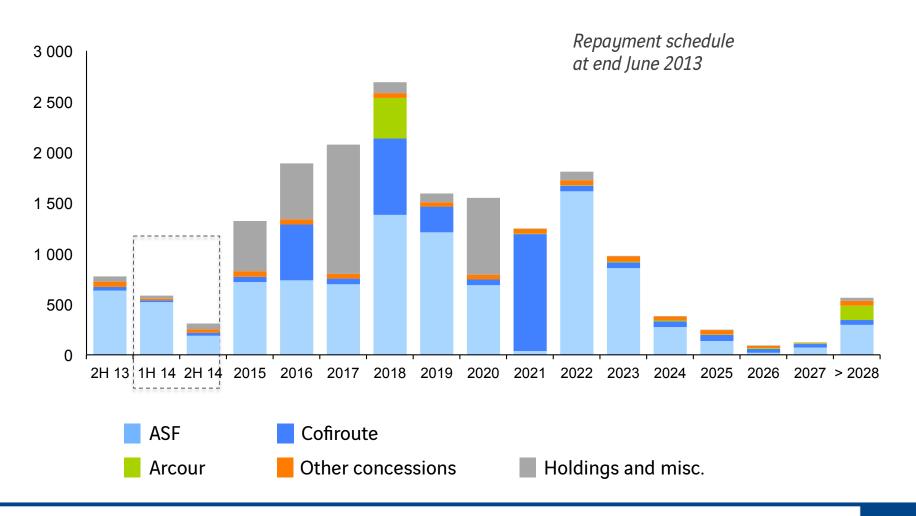
<sup>\*</sup> including a €100m down payment related to the ANA acquisition

<sup>\*\*</sup> including the buy out of Entrepose Contracting minorities

## Maturity of gross financial debt



Average maturity of gross financial debt at end June 2013: **5.9 years** (Concessions: 6.3 years)



## IR Contacts and Agenda



#### **CONTACTS**

G. Christopher Welton <a href="mailto:christopher.welton@vinci.com">christopher.welton@vinci.com</a>

Tel: +33 1 47 16 45 07

Thomas Guillois <a href="mailto:thomas.guillois@vinci.com">thomas.guillois@vinci.com</a>

Tel: +33 1 47 16 33 46

#### **AGENDA**

24 October 2013

3<sup>rd</sup> quarter 2013 information press release

**11** November 2013

Interim dividend ex-date

**14** November 2013

Interim dividend payment date