



EIFFAGE

CONSTRUCTION

2016

Essentials



4 businesses in synergy for a fully integrated offer

Urban planning, property development, construction, maintenance and work & services are the key complementary businesses underpinning Eiffage Construction's contribution to the most challenging projects in France and other countries.

With its unique model of integrated expertise, the company is a special partner for public and private sector clients for whom quality is synonymous with innovation and commitment.

When it comes to designing projects jointly with its customers, proposing customised solutions to complex problems or complying with a specific sustainable development approach, Eiffage Construction's expertly-managed, comprehensive offering enables it to foresee and respond proactively to all requirements in every market and business sectors.

Furthermore, its decentralised structure optimises its responsiveness, proximity and ability to manage local challenges.

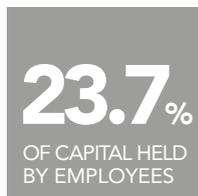
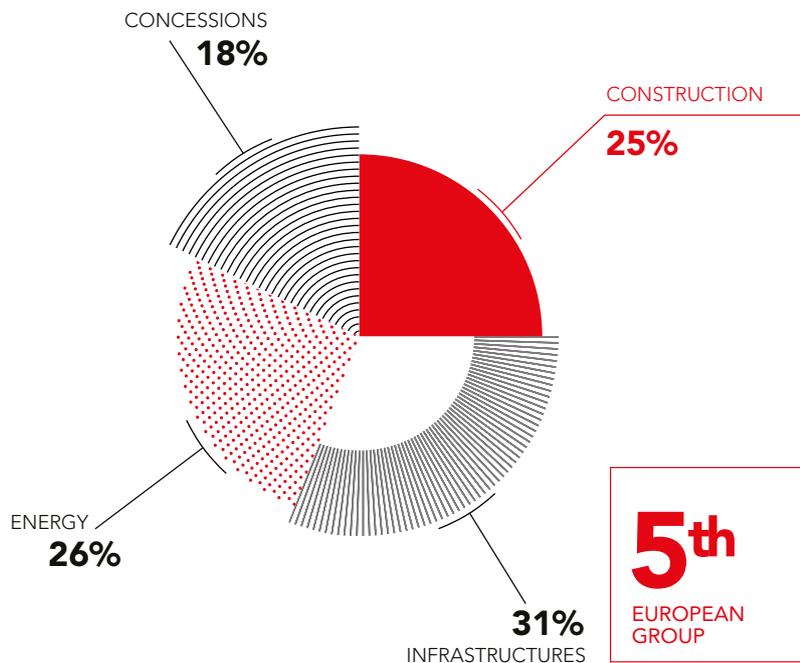


Eiffage Group

Eiffage stands out for the wide range of skills and know-how it deploys in business fields including construction, property development, urban planning, civil engineering, metallic construction, roads, energy and concessions. This diversity of expertises enables the company to propose integrated offerings meeting the needs of each and every customer.

Eiffage also stands out for the commitment demonstrated by its salarées in a share ownership model unmatched in Europe.

..... • BREAKDOWN OF 2015 REVENUES BY BUSINESS AREA

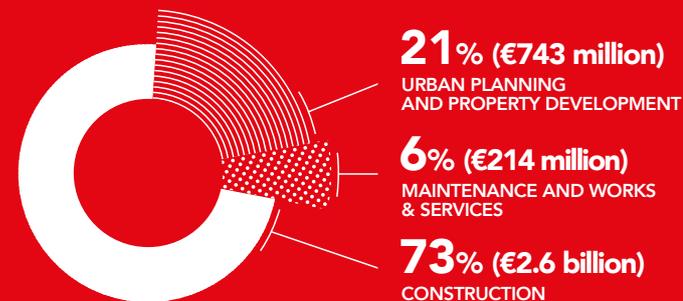


Data based on figures as at 31 December 2015

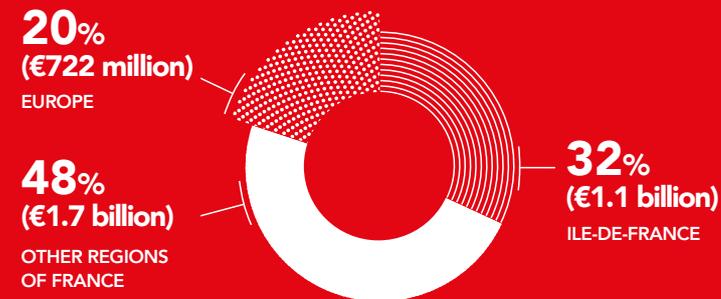
Eiffage Construction



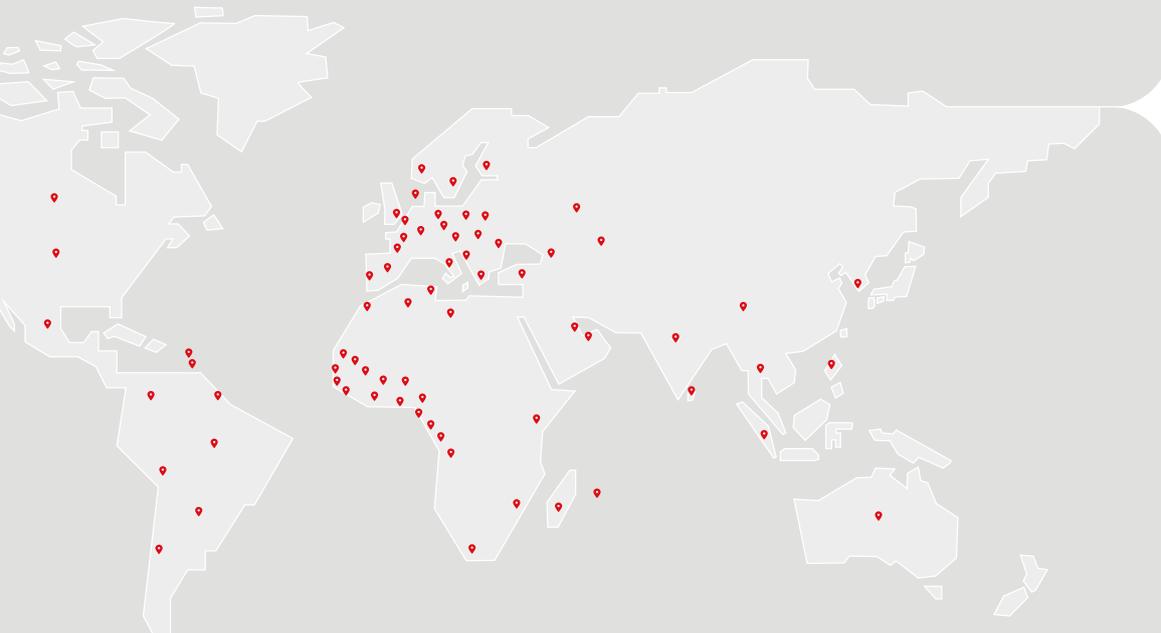
..... • BREAKDOWN OF 2015 REVENUES BY BUSINESS AREA



..... • BREAKDOWN OF 2015 REVENUES BY GEOGRAPHIC AREA



International presence



Eiffage

64,093
EMPLOYEES



13,225

EMPLOYEES
OUTSIDE FRANCE

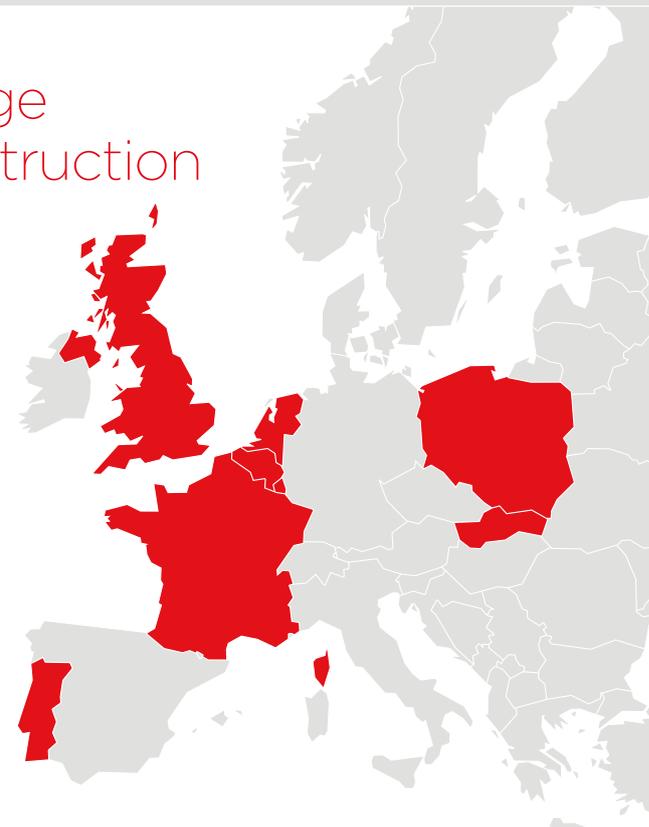
100,000
PROJECTS A YEAR



70
COUNTRIES

€2.6 Bn
INTERNATIONAL
REVENUES

Eiffage Construction



11,785
EMPLOYEES



7
COUNTRIES
IN EUROPE

**A decentralised
structure**

With nearly 80 establishments covering the whole of France, Eiffage Construction provides its customers with responsiveness and local presence at every stage of their projects.

9

REGIONAL
DEPARTMENTS

1

MAJOR PROJECTS
DEPARTMENT

Taking up the challenges of construction

1

THE CITY OF TOMORROW



As a committed partner to local authorities, Eiffage Construction stands right beside them to design the cities of tomorrow and forge social ties. Backed by Phosphore, Eiffage's prospective research programme on sustainable cities, the company pioneers **innovative, sustainable construction focused on users**.

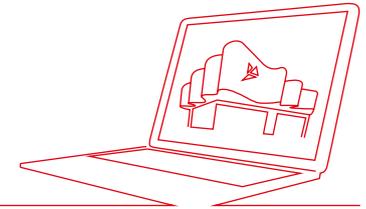
2

HOUSING SUSTAINABILITY

Housing - which can be modular to allow evolution in family units - **is changing** in step with developing techniques and home automation, enabling elderly people to remain in their own homes. The renovation and **conversion of offices as housing units** is also contributing to successful progress in this area.

3

INNOVATION AND DIGITAL TRANSITION



The company is constantly **innovating to take up new urban challenges, meet the requirements of clients' specifications and become more competitive**. The march of digital transformation is also reflected by the increasing use of BIM, the robotisation of production facilities and the deployment of the Internet of Things, etc.

4

ENSURING ENERGY PERFORMANCE

The issues of buildings' energy and environmental performance are **key criteria in Eiffage Construction's new-build and renovation projects**. Using energy performance contracts (EPC), the company provides long-term assistance for these **new approaches** and provides users with training in **best practices**.

5

THE ENVIRONMENT AND BIODIVERSITY

Eiffage Construction is committed **to promoting clean work sites and ecological engineering** in order to mitigate and offset the environmental impacts of work. With the aim of conserving biodiversity, the company is introducing **solutions with effects reaching as far as construction methods**, where dry-process applications (notably using wood) come into their own.

Urban planning

For 30 years, Eiffage Aménagement has been helping local and regional authorities with their urban development. From restructuring city centres to creating new districts, the company offers specifically targeted, sustainable solutions to local problems while integrating economic, social and environmental requirements from the outset.

800,000

sq. m

UNDER
DEVELOPMENT



500,000

sq. m

UNDER
CONSTRUCTION
OR PLANNING

Launch of the international centre for gastronomy and wine (*Cité internationale de la gastronomie et du vin*) in Dijon.

Successful bid as part of a consortium for the Parc d'Affaires project covering 137,000 sq. m in Asnières-sur-Seine.

Development of a mixed-use district covering 52,000 sq. m at Châteauneuf area in Guyancourt.

Smartseille, the Euromed II demonstrator district in Marseille, 58,000 sq. m, in progress.

Redevelopment of 36,000 sq. m at ZAC Lénine area in Gentilly.

HIGHLIGHTS

Creating diversity

By combining housing, offices, urban shopping and public facilities on the same site, projects designed by Eiffage Aménagement create functional and social diversity at the heart of the city. The company's teams unite all the city's interested parties in an innovative, participative approach with a common goal: making individuals the focus of urban planning.

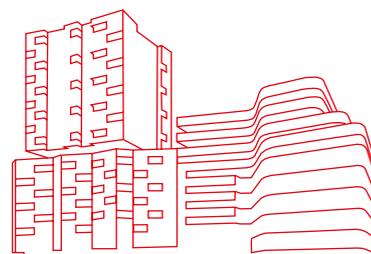
EIFFAGE AMÉNAGEMENT'S METHODOLOGY

- **Close collaboration** with high-profile architects, urban planners and landscapers.
- **A comprehensive approach and partnership** with local authorities, from the co-design of projects to new life for districts.
- **Full integration of CSR challenges**, with the support of the Phosphore research programme specialised in the city of tomorrow and new uses.

FOCUS ON CSR

Collaborative development

Eiffage Aménagement joined Réseau National des Aménageurs, the French network of land development companies founded in 2015 by the French ministry for territorial and rural development. This collaborative public-private network aims to establish a lasting partnership between land development companies, the French State and local authorities.



Property development

Eiffage Immobilier is a specific player in the real estate sector thanks to its unique business model as a builder-developer. Having developed an audacious multi-product approach, backed by the expertise of Eiffage Construction, it ranks among France's 10 leading real estate developers.

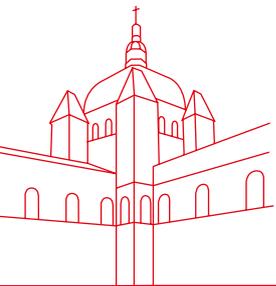
Developing in all market segments

Eiffage Immobilier deploys its expertise in all real estate sectors, from residential to tertiary sector as well as commercial planning and hotels. This multi-product strategy includes major mixed-use projects aimed at breathing new life into districts in large towns and cities as well as extensive restructuring and building conversion projects.



90

ONGOING PROJECTS



Ongoing renovation of Grand Hôtel-Dieu in Lyon, conversion of the biggest historic building under private-sector scheme in France (51,500 sq. m).

Launch of the restructuring of the Halle Debat-Ponsan in Bordeaux.

Brussels: 500 housing units under construction for the Greenwood project.

HIGHLIGHTS



More than
4,000

BOOKINGS
EVERY YEAR

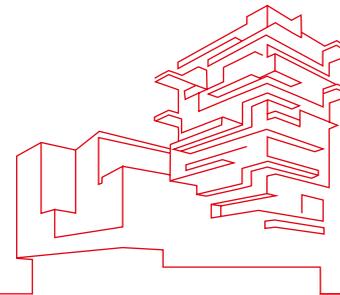
SERVICES AND PRODUCTS WITH ADDED VALUE

- Optimisation of construction costs by a semi-industrialised process incorporating the **EcoEco and H2CO concepts**.
- The **"Suites Home" trademark** covering a range of managed business, student or tourist residences.
- An **innovative intergenerational housing concept – Cocoon'Agés** – launched in 2015, with six projects under planning and another 20 under development.

FOCUS

Promoting the conversion of real estate assets

In 2015, Eiffage Immobilier and Eiffage Construction joined forces with AG Real Estate and EDF Invest to set up a fund to finance the restructuring and conversion of real estate assets in Paris and Ile-de-France. While they are especially complex from the financial and technical point of view, these operations are essential in a context marked by the scarcity of property and housing crisis.



Successful bid for the contract to build the Hypérion tower block in Bordeaux, the tallest timber-frame tower in the world (57 m high).

Espace Confluent in Rezé: a mixed-use project currently under way, incorporating apartments, shops, elderly people's residences and services.

Construction

France's third-largest construction company, Eiffage Construction covers all public and private sectors for both new-build and renovation projects, with constant focus on quality ensuring optimal costs, compliance with deadlines and protection for the environment. Its teams of experts are dedicated to providing tailor-made solutions for customers while supporting them at every step of their most challenging projects.



40%
OF REVENUES
FROM HOUSING

1st

OPERATOR IN HOUSING,
FOR THE PERFORMANCE
OF ENERGY-EFFICIENT
RENOVATION WORK UNDER
EPC AGREEMENTS

Renovation of Hall 7 at Versailles exhibition centre (Parc des Expositions).

Renovation, under a DBOM contract, of the campus for Lyon Tech La Doua.

Cologen PPP for the construction of three junior high schools in France's Var department.

EPC for 936 apartments located in 23 buildings for social housing organisation Habitat 76.

Handover of the Poznan shopping mall in Poland – one of the largest in Europe.

Construction of The One office tower block in Brussels.

Renovation of the Grande Arche in La Défense.

HIGHLIGHTS

A fully integrated offer

Eiffage Construction's integrated offering enables the company to consider every aspect of projects, from design to operation and maintenance. It regularly provides assistance with major projects, working under contracts ideally suited to the specific circumstances, such as design and build, DBOM (design, build, operate and maintain) EPC (energy performance contracts) and PPP (public-private partnerships).

RENOVATION – EXPERTISE IN A WIDE RANGE OF APPLICATIONS

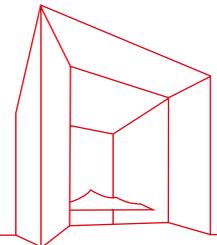
As a respected player in the new-build sector, Eiffage Construction also carries out renovation work of all types:

- **Renovation of occupied or unoccupied sites**, through its **Renovalis**® solution tackling the asset management challenges of institutional investors, social housing organisations and joint property owners, especially in terms of energy performance. Its teams also help optimise their use of buildings.
- **Renovation of historic assets**, relying on stonemasons and other craftsmen whose specialised skills help give centuries-old buildings a new lease on life.

FOCUS ON CSR

Records in cross-laminated timber construction

Eiffage Construction and Promicea worked in 2016 on Europe's largest CLT (cross-laminated timber) based residential construction project which provide 140 apartments in Ris-Orangis. The Eiffage Construction Concept Lignum® brand's 2D modules is at the core of this building which is a pilot project for France's new BBCA low-energy building label. The company was also awarded a contract, along with Eiffage Immobilier, to build the Hypérior tower in Bordeaux – currently the tallest timber-framed tower in the world at 57 m high.



Maintenance and Works & Services

The Maintenance Works & Services activity, which has enjoyed several years of steady growth, completes Eiffage Construction's offering to its public and private sector customers. The teams make an active contribution to preserving structures by carrying out maintenance, upgrading and renovation, and bringing buildings into compliance with regulations.



Reliable local presence

Eiffage Construction carries out this work on the basis of multi-annual maintenance contracts, framework agreements or small, individual projects. The company's close-knit nationwide network mobilises its 800 site workers for projects on occupied or unoccupied sites all over France.

Four-year renewable framework agreement for all-trades maintenance and servicing of buildings for soldiers in the French Army engineering corps, worth a total of €2 million.

Framework contract for the all-trades upgrading of La Poste commercial premises in Auvergne and Limousin, and framework agreement for similar projects in Finistère and Morbihan.

HIGHLIGHTS

70

LOCAL BASES

SERVICE TAILORED TO MEET NEEDS IN THE FIELD

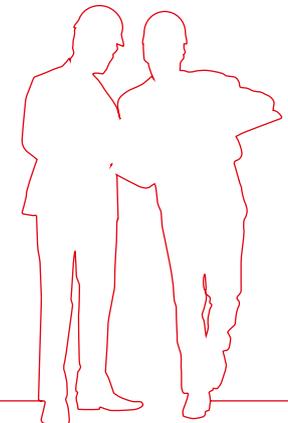
- **Work in all building trades** on occupied or unoccupied sites.
- **Combining the power and expertise with the flexibility of a small company**, while ensuring that all customers (local authorities, firms and individuals) receive the same quality of service.
- **Lasting trust-based relationships**, backed by assistance at every step of each project.

Contracts for the renovation of small stores, such as work on Galeries Lafayette facades in Limoges, redevelopment of the Orange store in Metz and a Jules shop in Lille.

FOCUS

A wide range of optimised services

Cross-divisional and commercial synergy is optimised by specialised Maintenance and Works & Services officers at each regional department so that customers nationwide can be provided with comprehensive solutions and the same level of quality.



Targeting performance


 More than
60%
 OF EMPLOYEES
 TRAINED EVERY YEAR

Commitment to employees

- At Eiffage Construction, employees are at the very heart of a management policy fostering the development of skills through **training** and **mobility**.
- Ensuring **equal opportunities for one and all**, regardless of their gender, age, nationality, religious beliefs, social background or state of health is a top priority.
- The company actively promotes **access to employment**, notably by sponsoring courses at universities and engineering schools, and maintains a constant level of recruitment.
- **Work integration** for one and all is supported through regional initiatives taken in collaboration with the CREPI regional work integration clubs created by the Eiffage Group in 1993 and which have enabled 30,000 people to find jobs.
- The **safety of workers** on all sites is ensured by means of prevention campaigns involving workers and management staff alike.

Commitment on all work sites

- A **policy of constant innovation** on the basis of original concepts (such as H2CO cabins, EcoEco, HVA, Lignum and Cocoon'Agés) for in-building location and building construction methods.
- **Energy performance** for all projects, whether new-build or renovation, in line with the strictest certification requirements (NF HQE, BREEAM, etc.).
- **Optimal intrinsic quality of buildings**, using innovative materials, especially bio-sourced and eco-certified materials.
- An **eco-friendly approach** promoting the conservation and protection of biodiversity on all construction sites.

1,000

HOUSING UNITS
 IN LINE WITH
 H2CO AND ECOECO
 CONCEPTS UNDER
 CONSTRUCTION

CORPORATE PHILANTHROPY: LONG-TERM SUPPORT

Eiffage Construction provides support for projects closely linked to its business activities, notably by supplying skills to make this support especially meaningful. In this context, renovation work on housing in collaboration with the Abbé Pierre charitable foundation has been ongoing for 11 years. The company contributed to the upgrading of heritage assets by offering its services for the project to renovate the French Republican Guard's Manège Battesti building in Paris. Through the Eiffage Foundation, Eiffage Construction also supported socially-oriented projects sponsored by employees.



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