

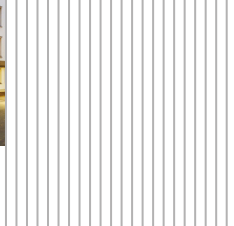
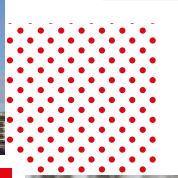
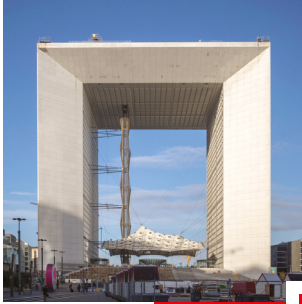


EIFFAGE

CONSTRUCTION

2017

Essentials



4 businesses in synergy for a fully integrated offer

Urban planning, property development, construction, maintenance and works & 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.

SCAN THIS CODE FOR MORE

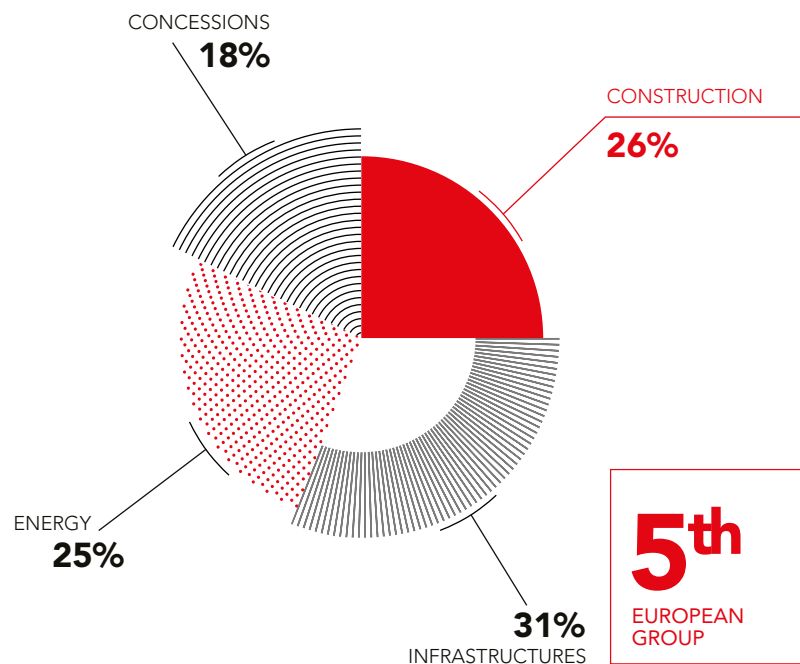


Eiffage Group

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 employees in a share ownership model unmatched in Europe, that sees almost 80% of employees being shareholders.

..... BREAKDOWN OF 2016 REVENUES BY BUSINESS AREA

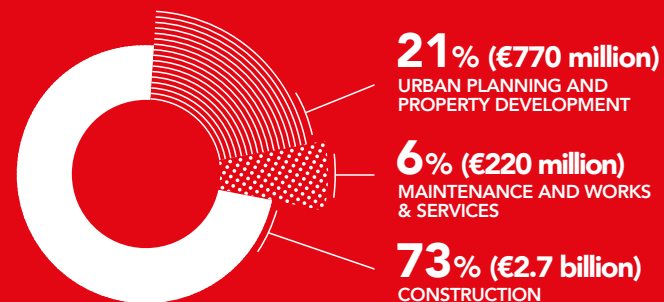


Data based on figures as at 31 December 2016

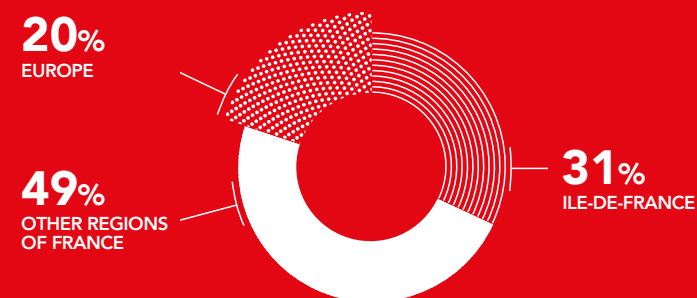
Eiffage Construction



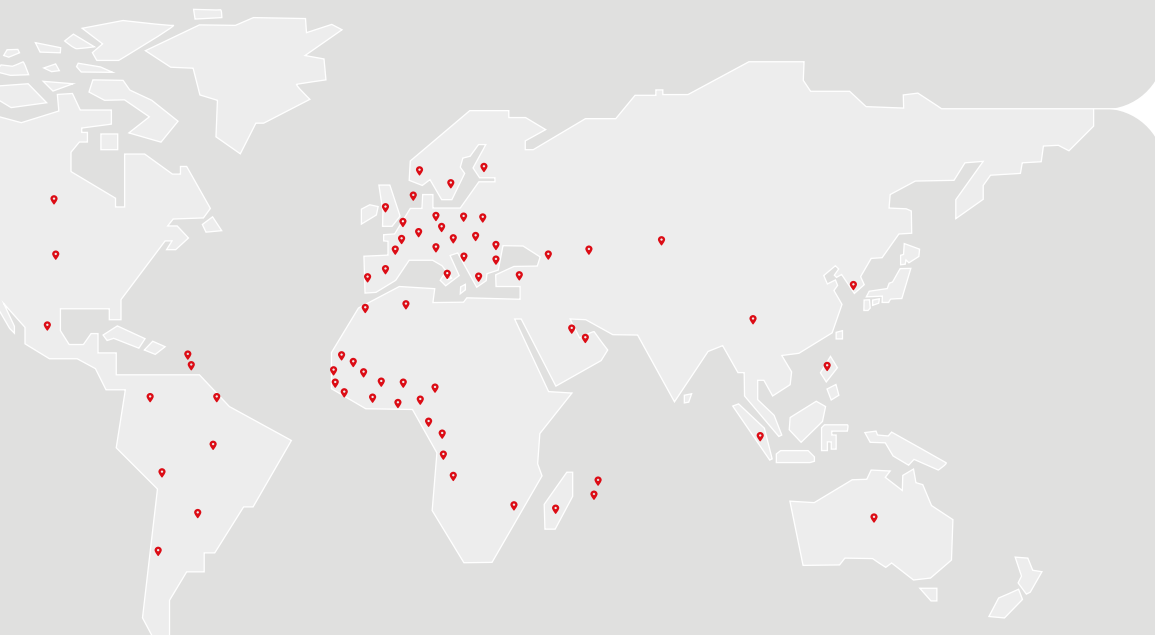
..... BREAKDOWN OF 2016 REVENUES BY BUSINESS AREA



..... BREAKDOWN OF 2016 REVENUES BY GEOGRAPHIC AREA



International presence



Eiffage

63,165
EMPLOYEES



13,315

EMPLOYEES
OUTSIDE FRANCE

100,000
PROJECTS A YEAR



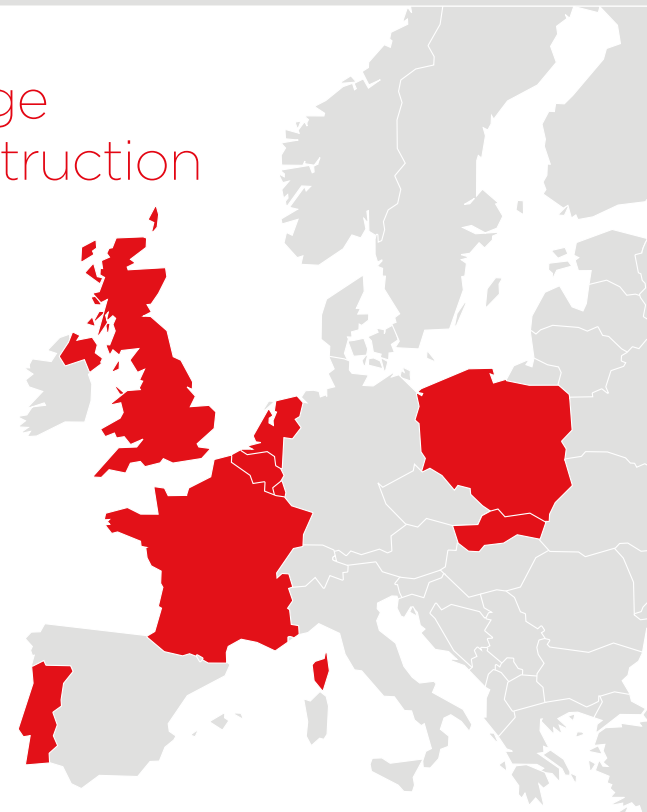
65
COUNTRIES

€ 2.8 bn

INTERNATIONAL
REVENUES

Data as at 31 December 2016.

Eiffage Construction



11,285

EMPLOYEES



7

COUNTRIES
IN EUROPE

8

REGIONAL
DEPARTMENTS

1
MAJOR
PROJECTS
DEPARTMENT

A decentralised structure

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

A strengthened presence in Europe

Eiffage Construction is consolidating its activities outside France through external growth with, for example, the acquisition of Vuylsteke in Belgium in 2016.

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.

Eiffage Construction is committed ...

...to work alongside men and women



53%
CRAFTSMEN

17%
OF EMPLOYEES,
TECHNICIANS
AND SUPERVISORS

30%
MANAGEMENT

- At Eiffage Construction, employees are at the very heart of a management policy fostering the development of skills through **raining 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 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, which enabled 30,000 people to find new jobs and generated 105,000 hours' work on site in 2016.
- **The safety of workers** on all sites is ensured by prevention campaigns involving workers and management alike.

96%

OF EMPLOYEES
ON PERMANENT
CONTRACTS



72%

OF YOUNG
PEOPLE UNDER 30
RECRUITED



800

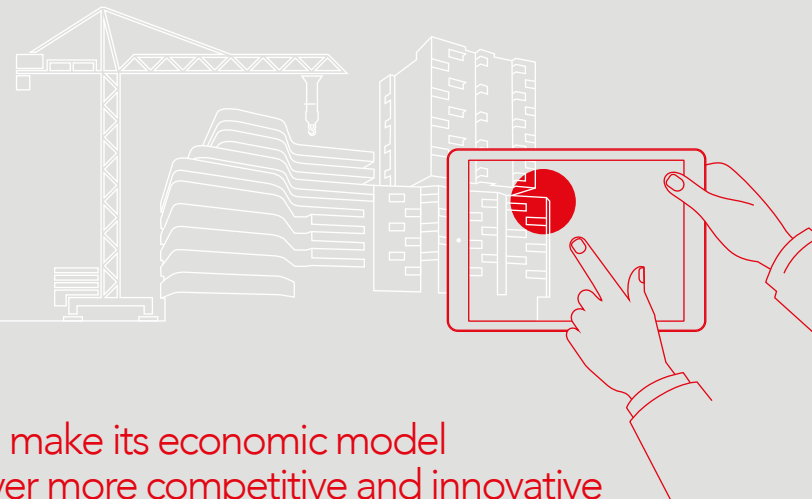
INTERSHIPS
OFFERED
PER YEAR

6

OUT OF
10 EMPLOYEES
RECEIVED
TRAINING



Data as at 31 December 2016.



... to make its economic model ever more competitive and innovative

- Eiffage Construction's **BIM strategy** is deployed across France with training to ensure that everyone masters the basics.
- The company is accelerating the **digitisation of its businesses** through close collaboration with a number of startups and incubators supported by an Eiffage financing fund.
- Five **Start' Labs** have been created by Eiffage, four of which directly involve Eiffage Construction, with a view to formulating innovative commercial offerings.
- Reflections on sustainable cities by Eiffage's **Phosphore** R&D laboratory have fuelled many achievements. This is the case with Smartseille, one of the winning operations from the "Industrial prototypes for sustainable cities" call for projects launched by the French Ministry of Housing and the Environment.
- The development of **dry-process construction** is a strategic focus for Eiffage Construction with projects combining wood and concrete such as the Hypérion tower in Bordeaux and the BBKA-certified Ris-Orangis housing complex. The use of prefabricated elements such as HVA Concept cabins contributes to this.
- The company incorporates **original concepts** (such as H2CO, EcoEco, Cocoon'Agés and Kaps etc.) for building construction and in-building location methods. By using innovative materials, especially **bio-sourced and eco-certified materials**, it strives for optimal intrinsic quality of buildings.
- **Energy performance** for all projects, whether new-build or renovation, is given priority by stipulating the strictest certification standards. Eiffage Construction also supports the E+C- initiative that anticipates future environmental regulations in France.
- An eco-friendly approach promoting the conservation and protection of **biodiversity** is applied on all construction sites.

Urban planning

Eiffage Aménagement has been helping local and regional authorities with their urban development for over 30 years. 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.

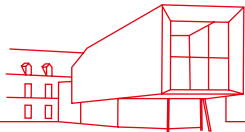
UNDER
DEVELOPMENT



650,000 sq.m.

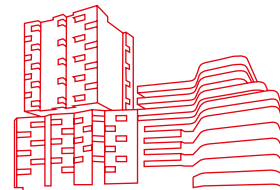
UNDER
CONSTRUCTION
OR PLANNING

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



Planning for the Parc d'Affaires project in Asnières-sur-Seine (137,000 sq. m).

Successful tender for the first development SEMOP for the Centrale Parc project in Châtenay-Malabry, an eco-district of 213,000 sq. m.



Smartseille, 58,000 sq. m under construction. The Euromed II prototype district in Marseille, the brainchild of Eiffage's R&D laboratory, Phosphore.

Launch of a 39,000 sq. m neighbourhood project around a new river port at L'Isle-Adam.

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 laboratory specialised in the city of tomorrow and new uses.

FOCUS ON CSR

Collaborative development

Eiffage Aménagement is a member of the 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 occupies a special place in the real estate sector due to its business model as a builder-developer. Having developed a bold 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.



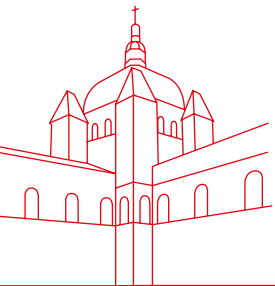
SERVICES AND PRODUCTS WITH ADDED VALUE

- Optimisation of construction costs using a semi-industrialised process incorporating the **EcoEco** and **H2CO** concepts.
- An **innovative intergenerational housing concept** – “Cocoon’Ages” – launched first in Aubagne, Marseille and Guyancourt, and now with 20 other sites under development.
- **Socially-cohesive housing** with the launch of the **KAPS tender**: co-rentals for students involved in a social project in their district.

FOCUS

Promoting the conversion of real estate assets

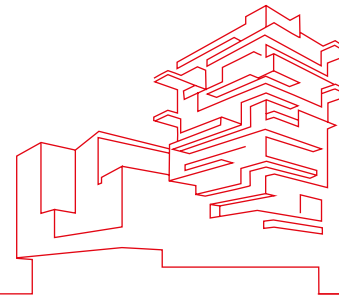
In 2015, Eiffage Immobilier and Eiffage Construction joined forces with AG Real Estate and EDF Invest to set up a fund to finance the restructuring and conversion of real estate assets in Paris and Ile-de-France. While they are especially complex from the financial and technical point of view, these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



Ongoing renovation of the Grand Hôtel-Dieu in Lyon, the largest private-sector scheme to convert a historic building in France (51,500 sq. m).

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

500 housing units under construction for the Greenwood project in Brussels and an initial project undertaken in the Belval district of Luxembourg.



Successful tender for the contract to build the Hypérion tower in Bordeaux, the tallest timber-frame tower in the world (56 m high).

Off-plan sale (VEFA) of 21,150 sq. m in the Network office building in the Cœur de Quartier district, Nanterre.

Construction

Eiffage Construction - France's third-largest construction company - covers all public and private sectors for both new-build and renovation projects, with constant focus on quality to ensure 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.



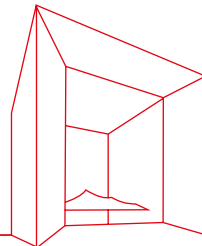
1st

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

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

Launch of CREM work on the Palais des Congrès in Metz.

La Défense: renovation of the Grande Arche, restructuring of 38,500 sq. m Window offices and renovation/heightening of the Carré Michelet building.



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

Winner of a 10-year CPE for the renovation of 950 occupied housing units owned by Habitation Moderne in Ostwald.

Handover of the Posnania shopping mall in Poland, one of the largest in Europe.

Construction of The One office tower in Brussels.

HIGHLIGHTS

A fully integrated offer

Eiffage Construction's integrated offering enables the company to consider every aspect of a project, 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 and unoccupied sites using its Renovalis® solution** that meets 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** by 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

In 2016, Eiffage Construction and Promicea worked together on Europe's largest CLT (cross-laminated timber) residential construction project consisting of 140 apartments in Ris-Orangis. The Eiffage Construction Concept Lignum® 2-D modules are core to this building, which is a pilot project for France's new BBCA low-energy building certification system. The company was also awarded a contract, along with Eiffage Immobilier, to build the Hypérion tower in Bordeaux, currently the tallest timber-framed tower in the world at 56 m.

Maintenance and Works & Services

The Maintenance and 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 undertakes 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-phase all-trades renovation contract for the premises and laboratories of the Technical and Scientific Police Department based in Ecully.

Protective work with concrete treatment for the *Puits des Combes* in La Ricamarie and the Hall Debat-Ponsan in Bordeaux.

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 of a large group with the flexibility of an SME**, 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.

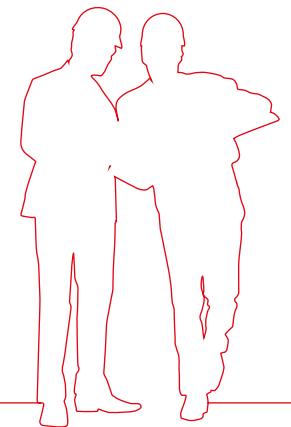
All-inclusive maintenance contract with a schedule of prices, for three industrial sites of the Safran Group in Gironde for a period of three years.

Occupied hospital site contracts for renovation, restructuring and extension work: Langon Hospital, Aix-en-Provence Hospital, Lyon East and South Hospital Group...

FOCUS

A wide range of optimised services

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



Eiffage Construction

Head Office

11, place de l'Europe

78140 Vélizy-Villacoublay

FRANCE

T +33 (0)1 34 65 89 89

www.eiffageconstruction.com

www.eiffage-amenagement.fr

www.corporate.eiffage-immobilier.fr

www.eiffage-immobilier.fr

