



2018
ESSENTIALS



EIFFAGE
CONSTRUCTION



What is our business? Above all, two centuries of passion

The story of Eiffage Construction, which began as far back as 1844, is the fruit of successive partnerships that have consolidated our technical expertise over many generations and enable us to pass on our entrepreneurial passion. Today too, it is this spirit that drives all our employees and pushes us to encourage initiative and increase our expertise.

AN AMBITIOUS BASED ON VALUE STRATEGY CREATION BUSINESS

The Eiffage Construction dynamic focuses on its four businesses: urban planning, property development, construction, and maintenance and works & services. This unique model of integrated expertise increases our ability to create value for all our stakeholders and operate nationwide in collaboration with our partners. We grow the strengths of our geographical presence inside and outside France to encourage the local contacts that foster lasting partnerships and relationships.

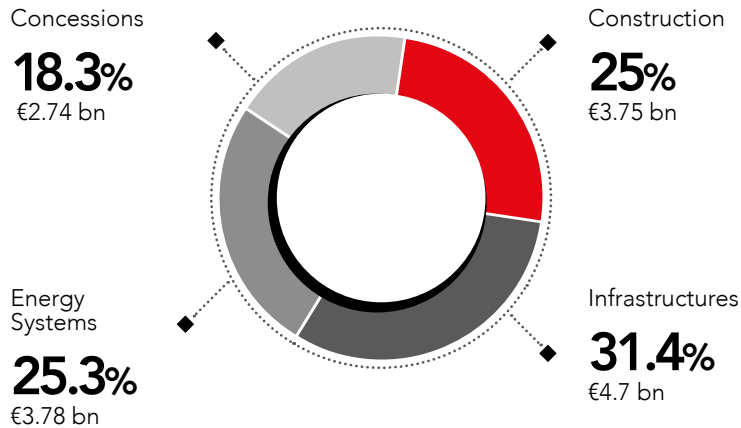


Find out more on:
www.eiffageconstruction.com

COMPLEMENTARY BUSINESSES FOR AN INTEGRATED OFFER

EIFFAGE GROUP

/ BREAKDOWN OF 2017 REVENUES BY BUSINESS AREA

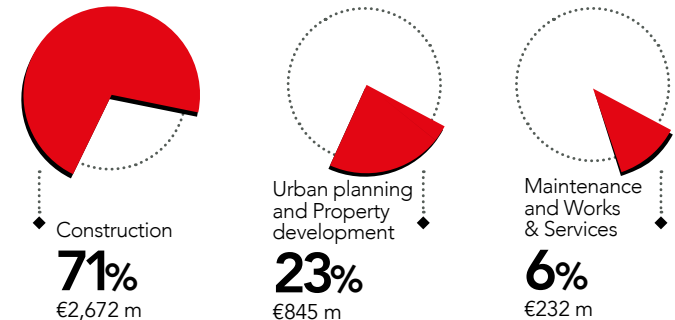


Our financial results reflect the performance and dynamism of all our businesses. We maintained our growth in 2017, with revenues and orders both up.

EIFFAGE CONSTRUCTION



/ BREAKDOWN OF 2017 REVENUES BY BUSINESS



/ BREAKDOWN OF 2017 REVENUES BY GEOGRAPHIC AREA



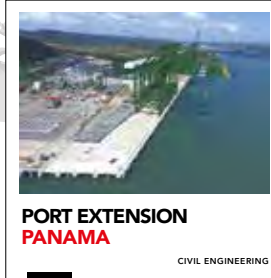
PROUD OF BEING A SOLID GROUP

Eiffage is France's third-largest construction and concessions group and the fifth-largest in Europe. Our expertise in eight businesses – construction, property development, urban planning, civil engineering, metallic construction, road-building, energy and concessions – is founded on the strong values common to all our workforce. Eiffage also stands out for the commitment demonstrated by its employees over the years, with a share ownership model unmatched in Europe that sees 70% of employees holding 19.6% of its share capital*.



QUILAPILÙN SOLAR POWER PLANT
CHILE

ENERGY SYSTEMS



PORT EXTENSION
PANAMA

CIVIL ENGINEERING

CREATION OF A REGIONAL DEPARTMENT OCCITANIA

Our nationwide network, which was strengthened in 2017 by the creation of an Occitanian regional directorate, contributes to our responsiveness and local coverage.

CONSTRUCTION



GRANDE ARCHE
FRANCE

CONSTRUCTION / ENERGY / CONCESSIONS



ACQUISITION OF PRIORA AG
SWITZERLAND

We are pursuing our growth strategy including in 2018 the acquisition of Priora AG in Switzerland, which is a major player in the new-build and renovation sectors.

CONSTRUCTION



SEAWATER DESALINATION PLANT
DJIBOUTI

CIVIL ENGINEERING



DAKAR EXPRESS REGIONAL RAILWAY
SENEGAL

CIVIL ENGINEERING

EIFFAGE IN BRIEF



65,000
employees



15,000
employees outside France



100,000
projects a year



50
countries

EIFFAGE CONSTRUCTION



11,100
employees



9
Regional departments



1
Major Projects department



+80
establishments in France



6
European locations

* As at 31/12/2017

A UNIQUE MODEL OF INTEGRATED EXPERTISE

Eiffage Construction's fully integrated offer draws on the expertise of all its employees. This enables the group to consider every aspect of a project, from design to operation and maintenance.

Innovation, meticulousness, quality and attentiveness are the watchwords of our teams, whose commitment contributes to our success each day.



PROPERTY DEVELOPMENT

Eiffage Immobilier is one of the largest property development in France. As a construction and property development company, it masters the entire value chain and adopts a multi-product approach to the residential, office, hotels, serviced residences and commercial planning sectors.

> see p.12



CONSTRUCTION

A key player in the new-build and renovation construction industry, Eiffage Construction is active in all public and private sectors. Its teams of experts can complete even the most complex projects, working under contracts suited to the specific circumstances, including design and build, DBOM (design, build, operate and maintain), EPC (energy performance contracts) and PPP (public-private partnerships).

> see p.14



URBAN PLANNING

Eiffage Aménagement anticipates the latest developments and imagines the city of tomorrow, enabling it to master large-scale, innovative urban planning projects. The company unifies the urban players around each project and assists local authorities in restructuring their city centres or creating new districts.

> see p.10



MAINTENANCE AND WORKS & SERVICES

Maintenance and Works & Services completes the range of business activities offered by Eiffage Construction. Its multidisciplinary teams carry out maintenance, upgrading and renovation work or bring empty or occupied buildings into compliance with regulations.

> see p.16



URBAN PLANNING

As key player in the urban planning sector, Eiffage Aménagement adopts a partnership approach to assisting local authorities in revitalising their city and town centres and renovating or extending districts.



LÉNINE URBAN DEVELOPMENT ZONE - GENTILLY

The Lénine urban development zone in Gentilly, which has been in a state of decay for 30 years, was finalised in 2017 and is an outstanding example of social diversity. Its 36,000 sq.m area offers varied accommodation, a residence for researchers and a publicly-accessible wooded area.

INSPIRING DIVERSITY

Providing a pleasant living environment and maintaining the social framework form an integral part of Eiffage Aménagement's projects. By fostering social and functional diversity, the company adopts a global partnership approach to unifying all urban players around the economic, social and environmental issues.

SERVING NATIONWIDE CIVIL ENGINEERING

Totally committed to providing tailored, sustainable answers to local problems, Eiffage has launched PhosphoreCity, an urban planning "serious game" that can be used to outline a complex

urban plan from sustainable conceptual and technical solutions.

CONTRIBUTING TO URBAN PLANNING PROSPECTIVE

Eiffage Aménagement, convinced that experience sharing and innovative business practices benefit all concerned, is a founder 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. The company has jointly chaired the network since the beginning of 2018.

35 years OF EXPERTISE SERVING THE URBAN ENVIRONMENT

1 million sq.m UNDER DEVELOPMENT

750,000 sq.m UNDER CONSTRUCTION



CHÂTENAY-MALABRY

LAVALLÉE, CENTRALE PARC URBAN DEVELOPMENT ZONE

— In France's first development SEMOP, the Centrale Parc project in Châtenay-Malabry – a mixed-use eco-district of 213,000 sq.m – will be constructed on the historic, 20-hectare Ecole Central site in Paris.



MONTIGNY-LÈS-METZ

LIZÉ DISTRICT

— Eiffage Aménagement, representing the land development group, was awarded this 57,000 sq.m redevelopment project in 2018 with the aim of restimulating social connections in this urban environment.



CLAMART

GRAND CANAL DISTRICT

— With a total floor area of 90,000 sq.m, this new mixed-use urban complex is to be certified HQE Aménagement compliant. It includes a group of schools financed, partly by Eiffage Aménagement, via an "urban partnership project" (PUP) agreement.



PROPERTY DEVELOPMENT

Eiffage Immobilier's expertise as both a constructor and a property developer makes it a unique player in its business sector. When combined with Eiffage Construction, the company creates even more value for its clients.

PRESENT IN ALL MARKETS

Eiffage Immobilier covers all sectors, from residential to tertiary, as well as commercial planning and hotels. This multi-product strategy enables us to undertake 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.

NEW PROSPECTS

Deeply committed to "living together better", Eiffage Immobilier explores the most attractive solutions for meeting the social trends and challenges of tomorrow. This leads the company to develop innovative new concepts such as the intergenerational Cocoon'Agés project.

5,000

HOUSING UNITS PUT ON THE MARKET IN 2017

4,530

UNITS BOOKED IN 2017
10% up on 2016

90

PROGRAMS ON THE MARKET

OUR SOLUTIONS FOR SIMPLIFYING YOUR LIFE

Continuing its quality approach towards home buyers, Eiffage Immobilier launched its customer charter in September 2017. This charter represents a commitment by the company's employees regarding the following 10 key aspects of customer satisfaction: trust, quality, dialogue, compliance, information, aesthetics, personalisation, support, calm and attentiveness.

www.carrement-engage.eiffage-immobilier.fr



LYON

GRAND HÔTEL-DIEU

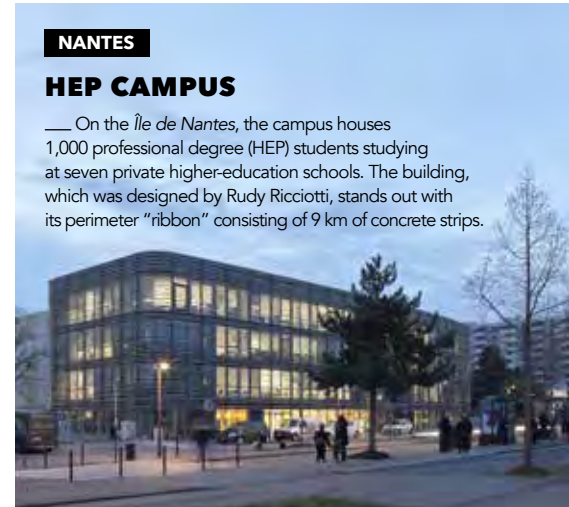
— The largest ever private conversion of a historic monument in France, the refurbishment of the Grand Hôtel-Dieu building in Lyon is an extraordinary project. Eight years of studies and design work involving all branches of the Eiffage group were needed to rejuvenate this architectural heritage site covering 51,500 sq.m.



TOULOUSE

MAMA SHELTER

— The new 120-room Mama Shelter built close to the Capitole is breathing new life into the hotel accommodation in the centre of Toulouse. This harmonious project with its well-preserved architecture, consisting of a property development contract with Eiffage Immobilier, is intended to provide a convivial and cultural place to live.



NANTES

HEP CAMPUS

— On the Île de Nantes, the campus houses 1,000 professional degree (HEP) students studying at seven private higher-education schools. The building, which was designed by Rudy Ricciotti, stands out with its perimeter "ribbon" consisting of 9 km of concrete strips.

POLAND

RESIDENTIAL BUSINESS

— Eiffage Immobilier is extending its business in Europe with its first building projects in Poland: Villa Sadyba in Warsaw, a luxury six-flat residence delivered in 2018, and the 84-flat Kalwaryjska residence in Krakow, scheduled for delivery in 2019.





CONSTRUCTION

France's third-largest construction company, Eiffage Construction maintains its market position with private and public clients by drawing on its synergies between the Group's businesses. A custom solution is implemented for each project by drawing on the different fields of expertise required.

40%
OF REVENUES ARE
FROM HOUSING

2017 ORDER BOOK

15,500
HOUSING UNITS

including nearly
7,000
RENOVATED

AN INNOVATIVE OPERATOR

Technological developments and changes in demand lead Eiffage Construction to constantly seek to optimise its construction processes. Our constant dynamic of innovation and our role as joint designer ensures our operational performance.

CUSTOM ASSISTANCE

Well-known in the new-build sector, Eiffage Construction also carries out renovation work on unoccupied or occupied sites.

Our services meet the heritage and energy performance issues of institutional investors, social housing organisations and joint property owners.

HISTORIC HERITAGE

In the heritage protection field, Eiffage Construction also carries out projects to renovate historic properties. Our teams of exceptionally skilled craftsmen help give centuries-old buildings a new lease on life.

PORTE DE VALENCIENNES HOUSING LILLE

A literal island of greenery on the edge of the Lille conurbation, this project, which consists of 234 flats in eight buildings, forms part of the *Porte de Valenciennes* district's urban transformation. The technical challenge involved in this project, in which Eiffage Construction provided all trades, consisted in creating stained-finish concrete facings.



BRUSSELS

BNP PARIBAS FORTIS HEAD OFFICE

— Eiffage Benelux and Eiffage Construction have successfully tendered for building the BNP Paribas Fortis head office in Brussels. This 100,000 sq. m building will house 4,500 workstations and provide the highest levels of environmental and energy performance.

PARIS

HALL 7 PARIS EXPO EXHIBITION CENTRE PORTE DE VERSAILLES

— After 26 months of work by Eiffage Construction Major Projects, Hall 7 of the Paris expo exhibition centre is opening, with its new, energy efficiency performance (BBC-), Breeam- and HQE-certified 5,000-seat congress centre and vast 4,800 sq.m canopy.



CLERMONT-FERRAND

MICHELIN RDI CAMPUS

— The new 97,000 sq.m site has opened in the Ladoux Technology Centre. RDI being the French acronym for research, development and process engineering, the 14 RDI Campus buildings cover 7 ha and are laid out on a shared platform covered by a canopy forming an internal "street".



NANTES

COLLÈGE ST JOSEPH DE PORTERIE

— In 2017, Eiffage Construction delivered a college covering 20 school divisions in Nantes, in a design and build project for the Nantes General Council.



MAINTENANCE AND WORKS & SERVICES

The group's Maintenance and Works & Services business, which complements its construction business, maintains the buildings over time by means of maintenance, renovation, refurbishment or regulatory compliance operations.



LA COUPOLE - NÎMES

This structural work contract took eight months to refurbish the entrances of the La Coupole mall in the centre of Nîmes.

EVERYDAY PROXIMITY

The expertise of our 800 craftsmen, who cover all trades, is central to the company's commitments. The business undertakes this work throughout France on the basis of multi-annual maintenance contracts, framework agreements or small, individual projects.

PERSONALISED SERVICE

Eiffage Construction combines the expertise of a large group with the flexibility of a small business,

enabling it to guarantee the same level of quality to each of its clients (local authorities, firms and individuals).

LASTING TRUST-BASED RELATIONSHIPS

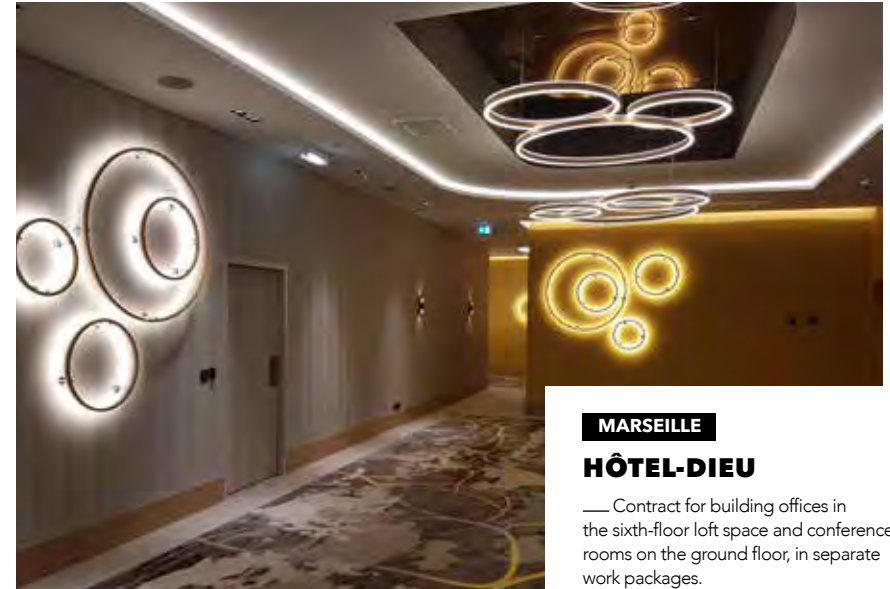
Maintenance and Works & Services dedicated staff in each regional department provide support to their clients at every step of their projects on occupied or unoccupied sites.

800

CRAFTSMEN

70

LOCAL PRESENCE



MARSEILLE

HÔTEL-DIEU

— Contract for building offices in the sixth-floor loft space and conference rooms on the ground floor, in separate work packages.

VILLENEUVE D'ASCO

MOLIÈRE COLLEGE

— Restructuring Molière College, while still occupied, for the Nord Department of France. This 24-month project, consisting of five successive phases, formed part of an energy control and management plan.



GRENOBLE

GRENOBLE ALPES MÉTROPOLE

— Umbrella agreement covering all-trades work during the 2016-2021 period. Various work carried out in and around the Stade des Alpes stadium in 2017.

FOCUS ON I N N O V A T I V E CHANGE

A N D S U S T A I N A B I L I T Y

01

THE CITY OF TOMORROW

Faithful to its user-focused approach, Eiffage Construction, with the help of Phosphore – its urban development research programme on the city of tomorrow –, is working towards innovative and sustainable construction. This is the case with the Smartseille winning tender from the “Industrial prototypes for sustainable cities” call for projects launched by the French Ministry of Housing and the Environment. More than 4,000 people will live and work in this pioneering, 58,000 sq.m ecocity linking the Nord districts with the city centre.



02

MODULARITY FOR SUSTAINABILITY

Eiffage Construction anticipates changing needs driven by a radically changing urban model. Housing is now modular and being transformed as required in order to meet changes in the family unit, enable seniors to stay in their own homes or allow people to work at home. For example, the cellar provided with the flats in the Cust’Home residence in Bordeaux is an adaptable 10 sq.m space that can be fitted out as a living room or as an office for working at home.

03

INNOVATION AND DIGITAL TRANSITION

In order to become more competitive and meet the specifications of our clients, we are gradually digitalising our businesses. These moves include making increasing use of BIM by creating a BIM department and organising training courses provided by Eiffage University, developing the Finalsafes security application and deploying the Finalcad mobile application to track our projects.



04

ENSURING ENERGY PERFORMANCE

Using energy performance contracts (EPC), Eiffage Construction provides long-term assistance for these new approaches and provides users with training in best practices. The company focuses on energy performance in all its new-build and renovation projects by stipulating the highest certification standards. This commitment can be seen in the major refurbishment of the Wihrel housing complex, consisting of 952 occupied flats in Ostwald, in the Bas-Rhin region of France. The 33-month project will greatly improve the energy performance of the 25 buildings.



05

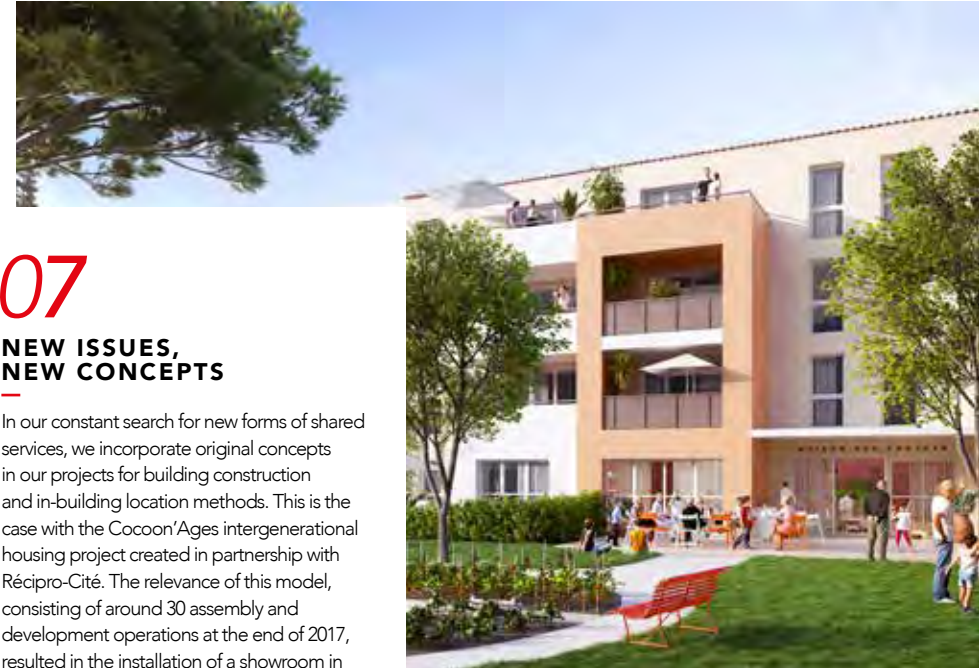
THE ENVIRONMENT AND BIODIVERSITY

Eiffage Immobilier and Eiffage Construction have signed the "Biodiversity" and "Objectif 100 hectares" charters, respectively, representing a further environmental commitment by the companies. Wanting to reduce the environmental impact of their projects, our teams choose eco-certified materials and are firmly committed to an ecological engineering approach. In Bordeaux Euratlantique, the first connected platform providing shared inter-project services, christened "Noé", was opened in partnership with Suez.

06

BUILDING DIFFERENTLY

Eiffage Construction is committed to developing new construction methods. In 2017, the company expanded its dry-process construction offer with the creation of a wooden construction business unit in the Île-de-France region. This business unit is currently working on projects in Strasbourg, Saint-Ouen, Paris and the Hyperion tower in Bordeaux. Its use of prefabricated elements such as HVA Concept cabins is another aspect of our sustainable construction approach.



07

NEW ISSUES, NEW CONCEPTS

In our constant search for new forms of shared services, we incorporate original concepts in our projects for building construction and in-building location methods. This is the case with the Cocoon'Agés intergenerational housing project created in partnership with Récipro-Cité. The relevance of this model, consisting of around 30 assembly and development operations at the end of 2017, resulted in the installation of a showroom in Aubagne to enable local authorities and social housing associations to discover this concept.



08

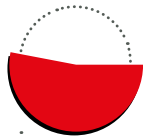
OPEN INNOVATION

Eiffage Construction makes maximum use of innovative ecosystems in its packaged, innovative and differentiating business offers: 5 Start'Labs have been created by Eiffage, 2 of which directly involve Eiffage Construction, to explore new horizons such as carbon-free construction and bio-based materials as well as the housing of tomorrow. The company is also working on other projects such as digital intelligent parking.

THE MEN AT THE HEART AND WOMEN OF OUR DNA



11,100
EMPLOYEES
AT THE END OF 2017



◆ **53%**
CRAFTSMEN



◆ **16%**
EMPLOYEES,
TECHNICIANS
AND SUPERVISORS



◆ **31%**
MANAGEMENT



/ DEVELOPING SKILLS

At Eiffage Construction, employees are at the very heart of a management policy fostering the development of skills through training and mobility, enabling each employee to enrich his or her career development. Eiffage University provides more than 500 courses covering all our businesses as well as how to carry them out. With our "Horizons Juniors" and "Horizons Confirmés" programmes, we help our employees to take up their duties.

/ ACTING FOR EQUAL OPPORTUNITIES

Our vision of social inclusion consists in helping to build a society in which everyone has a place as well as the means to advance and feel fulfilled. As a result, Eiffage Construction bases its social responsibility policy on promoting diversity, fighting discrimination and integrating people with disabilities.

95.5%
PERMANENT EMPLOYEES
AT THE END OF 2017

/ ATTRACTING TALENT

Sponsoring university and engineering school programmes provides a constant opportunity for recruitment. For example, the Group sponsored programmes at the ESTP, ESITC and Centrale-Sup'Elec engineering schools and regional INSA science institutes in 2017, as well as at the prestigious Polytechnique and Ponts et Chaussées engineering schools. Our employees also actively recruit talents by nominating potential employees, a system used throughout the business.

/ STEERING AND SUPPORTING WORK INTEGRATION

Work integration for one and all is supported through regional initiatives in collaboration with the CREPI regional work integration clubs. These business clubs, which were created 25 years ago by Eiffage Construction, are committed to actions on the ground and have enabled 30,000 people to find jobs and generated 195,000 hours' work on site in 2017.



/ SAFETY IS OUR WATCHWORD

The men and women working in our company are our most important asset. Their safety is therefore our major concern. Our accident prevention campaign intended for craftsmen as well as for all our employees, "Safety is our story", provides a reminder of the importance of best practices and the signage of hazardous situations. Eiffage Construction also won 5 Awards in the EGF.BTP "Prevention 2018" competition for outstanding regional accident prevention campaigns.



IMMO-INNO CHALLENGE: 1 ADVENTURE, 3 THEMES, 250 IDEAS...

"Immo-Inno" is the name of the call for innovative projects from all Group employees, which Eiffage Construction and Eiffage Immobilier launched at the end of 2017 to find the best residential offer by Eiffage Immobilier. Around 50 teams of between 3 and 5 employees have taken part in this adventure, which is based around three themes: "living together better", "new services" and "new technologies". The winning team's design concept will be developed and added to the range of solutions offered by Eiffage Immobilier.

+1,100
RECRUITMENT IN 2017

1 recruit in 2
IS UNDER 30 YEARS OLD

685
INTERNSHIPS IN 2017

127
SCHOOL CAMPAIGNS IN 2017

6
OUT OF 10 EMPLOYEES
RECEIVED TRAINING IN 2017

88.5%
OF ALL EMPLOYEES
RECEIVED TRAINING
IN THE LAST 3 YEARS



EIFFAGE CONSTRUCTION PROJECTS

REWARDED



SIATI TROPHY 2018

LaVallée
in Châtenay-Malabry



MIPIM AWARDS 2018

Îlot Sacré
in Brussels



PYRAMIDE D'ARGENT 2018

Philaé residences
in Grenoble and Vizio
at Euronantes



PRIX MONDIAL DE LA RÉGÉNÉRATION 2018

Rive Gauche mall
in Charleroi



PYRAMIDE D'ARGENT 2017

Univ'R Longchamp
in Marseille, Grand
Hôtel-Dieu in Lyon
and Mama Shelter
in Toulouse
(Special award by the jury)



INVENTONS LA MÉTROPOLE

Bi-Métal in Joinville



SIMI AWARDS 2017

Les Dunes in
Fontenay-sous-Bois



INNOV IMMO AWARDS 2017

Univ'R Longchamp
in Marseille
(Special award by the jury)



GREEN SOLUTIONS AWARDS 2017

Lyontech La Doua
Campus in Lyon



"CADRE DE VIE" AWARDS 2017

Le Castel
in Marseille



WINNER OF THE "PALMARÈS RÉGIONAL DE L'HABITAT" AWARD 2017

Carré St Lazare
in Marseille



BUILDING AWARDS 2017

Media library
in Vitrolles

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