



Annual results for 2018: profitable growth

- Turnover of €1.13 billion (+7.6%), an increase due mainly to our road operation and building engineering activities.
- An order intake for engineering of €839 million, up 15% compared with 2017.
- 89 million euros of EBITDA, up €21 million on 2017.
- Distributable Net Profit (excluding capital gains) of €21.9 million, up €13.7 million on 2017, essentially owing to a strong increase in engineering profits.
- 14,850 employees around the world (4,300 in France), including nearly 8,500 in engineering. A 9% increase in the workforce.

In 2018, our Group recorded an excellent economic performance, with our increase in turnover driven by the dynamism of our road operation and building engineering activities. The order intake for engineering is up by 15%. The combined efforts of our different business units helped to deliver a strong increase in our operating profits and our distributable net profit (excluding capital gains). Our solid financial position will enable us to look confidently towards a new phase of our development with high ambitions for growth.

Nicolas Jachiet, Chairman and CEO of Egis.

An increase in turnover

The Group's managed turnover this year reached €1.13 billion. Most of the growth (amounting to 7.6%) can be attributed to our road operation and fixed operating equipment activities and to our building engineering activities. The integration of OCACSA (a Mexican company specialising in the operation of toll-operated road infrastructure), acquired at the end of 2017, enabled us to subsequently win a major road operation project in Mexico. Another key achievement was the takeover of operations on the M40 motorway, one of the main highways in the West Midlands region of the United Kingdom. Furthermore, in engineering, the acquisition at the end of 2017 of 10 Design, an architecture and master planning consultancy based in Hong Kong, helped to reinforce our presence in Southeast Asia and contribute its top-level architectural skills to the Group.

- **Turnover in engineering, unchanged on 2017, amounted to €807 million** including 30% in Rail, 25% in Buildings and 18% in Roads (excluding operation).
- **Turnover in project structuring and operation recorded a strong 29% increase**, driven by the historical markets of road and airport operation. In airports, activity was up by 19%, in particular thanks to Antwerp and Ostend airports in Belgium.

The order intake for engineering amounted to €839 million, an increase of 15% in comparison to 2017. This represents more than one year of engineering turnover. The **order book** represents nearly **20 months** of turnover, an increase on last year.

Business still dominated by international activities

International business accounted for 63% of the Group's total business activity. While business was slower this year in the Middle East due to the drop in oil prices, it nonetheless expanded in Europe, Asia and particularly in Latin America, specifically in Mexico thanks to the win of the Golfo Centro operating concession and the delivery of the highway's fixed operating equipment.

In engineering, 46% of business was generated in France, the same proportion as in 2017.

A solid financial position

Our EBITDA (profit before provisions, depreciation, financial expenses and tax) amounted to **€89 million**, up by €21 million compared with 2017.

Our Distributable Net Profit excluding capital gains increased by €13.7 million in comparison with 2017, reaching **€28.9 million**.

Acquisitions to reinforce our assets

The Group made the following acquisitions in 2018:

- The acquisition of the **Plantier technical design consultancy** in Annecy will enable us to develop our expertise in the building field and reinforce our footprint in the Auvergne-Rhône-Alpes region.
- **The Michel Frustié economic consultancy**, based in Montpellier, joined the Group and will contribute the full extent of its know-how in building economics.
- **EXYZT, a company specialising in geomatics** based in Castres, consolidates our position on the street parking enforcement market.

2019: a growth trajectory

Our outlook for the coming year is ambitious but realistic. We aim to increase our turnover, especially in engineering, with business expected to recover in the Middle East. We also have ambitious goals for Asia, which is facing significant urban development challenges.

Urban, suburban and inter-urban transport and sustainable city planning offer high growth potential.

Another key challenge is the fight against global warming, which for many years has been a focus of our R&D work and our innovation strategy. We offer solutions to our public and private sector clients that are solidly rooted in the real world and help to reduce current emissions to a minimum, improve carbon sequestration potential and guarantee better resilience of the communities we serve.

Finally, one absolute priority of our Group is the development of digital technology which will continue to profoundly transform our organisation and the very nature of our lines of business. By 2020, BIM will be used in nearly 90% of our design activity, across all sectors.

About the Egis Group

IMAGINE. CREATE. ACHIEVE.
a sustainable future

At Egis, our 14,850 people are dedicated to supporting energy, ecology, digital and territorial transition to shape tomorrow's world.

We draw on our capacity for innovation and our ability to ingeniously transform ideas into solutions that are tangible, operational and, most importantly, useful for our clients all over the world.

Our assignments lead us to operate in a wide range of domains addressing the major challenges of the planet, such as transport, buildings, water, the environment, energy, urban development and mobility services. To deliver them, we call upon a broad spectrum of disciplines, ranging from the design of infrastructure to its operation, also including consulting, turnkey delivery and project structuring.

Egis is a 75%-owned subsidiary of Caisse des Dépôts, with the remaining 25% held by partner executives and employees. Our Group reported 1.13 billion euros of managed turnover in 2018.

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