

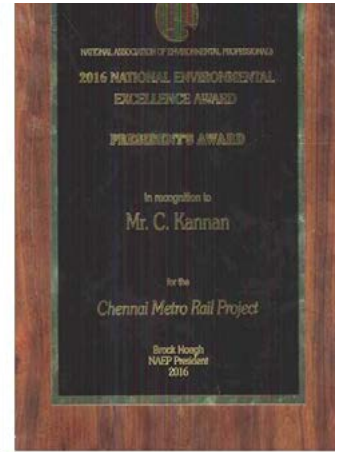
April 2016

Connect

Conversation

with

**Mr. V. K. Joshi,
General Manager,
Tech., NHAI**



**Environmental Excellence
Award for Egis from
NAEP, USA**

**Egis sets up branch
office in Lucknow to
stay closer to the
customers in
North India**

Egis Road Operations India (EROI):

**Renewal of ISO Certifications for ISO
9001, ISO 14001 & OHSAS 18001**



**Egis News
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Egis: annual results for 2015



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Conversation

**Mr. V. K. Joshi (VKJ),
General Manager, Tech., National
Highways Authority of India (NHAI)
in conversation with Connect**

Mr. V.K. Joshi, General Manager, Tech, in conversation with Connect, shares details about his current important project - 4-laning of Ghaghra Bridge to Varanasi section of NH-233 (from km 121.800 to km 180.420) and other topics close to his heart...

4 Laning of Ghaghra Bridge...request you to kindly share with us the details of the project

VKJ: The project road provides connection to Nepal and utilising the bridge on Ghaghra will provide shorter route between Basti and Tanda. The project will avoid several built up and congested sections along the present alignment and provide a smooth and safe traffic flow conditions enhancing safety aspect. Upgradation of road network in the region, by the way of smooth and safe traffic flow, will be ensured and substantial gain in terms of reduced Vehicle Operating Cost (VOC) and reduced ravel time would be achieved. The development scheme will be ensured that road capacity; speed and safety will match minimum benchmarks of National Highways.

Which regions would be benifitted by the project?

VKJ: The project is covered in the districts of Ambedkar Nagar, Kaptanganj, Azamgarh, Rani Ki Sarai, Mohamadpur, Bindra Bazar, Gosai Bazar, Lalganj, Devgao, Bajrang Bazaar, Chandwak, Cholakpur and Varanasi.

Could you please share with us the role of Egis in the project?

VKJ: Egis is chosen as the Consultant to act as Authority's Engineer for implementation of this EPC project, for both the construction and maintenance parts of the project. Egis on behalf of the Authority would be responsible for the end to end management of the project ensuring timely delivery and quality.



Could you please share with us the role of NHAI in the infrastructure development proposed by the Government of India ?

VKJ: I see NHAI continuing to play a pivotal role in the infrastructure development in the country. The proposed Smart Cities and the Make in India Campaign will boost investments and manufacturing in India. This will lead to more movement of passengers and goods across the country. Around 70-80 percent of this traffic will be using the highways and roads network that is developed and managed by NHAI.

So NHAI will only be growing stronger and playing a more critical role in the development of the nation in the coming years.

How long have you been associated with the Roads & Highways Sector ?

VKJ: I have been associated with the Roads & Highways sector for nearly 15 years now. I started my career with Ministry of Road Transport and Highways in the year 2002 as an AEE in the Central Engineering Services, Road Cadre.

In 2012, I was posted in NHAI and have been with NHAI ever since...

How do you unwind after long hours at work?

VKJ: Spending time with family is the best stress-buster for me. I am also a big fan of bollywood. I regularly try to watch the new releases in Hindi with family. It acts as a good opportunity to spend some light moments with family and friends.

Your favourite business leaders?

VKJ: I am a big fan of Ratan Tata, Azim Premji, Warren Buffet and Steve Jobs. I try to imbibe their philosophies and try to implement them in my day to day life.

Your vision for the sector?

VKJ: I share the vision of NHAI for the sector which is “ To meet the nation’s need for the provision and maintenance of National Highways network to global standards and to meet user’s expectations in the most time bound and cost effective manner, within the strategic policy framework set by the Government of India and thus promote economic well being and quality of life of the people.”

Environmental Excellence Award for Egis from NAEP, USA

Egis's role in the Chennai Metro Rail project involves the execution of work activities in such a manner so as to minimize or reduce the environmental degradation and pollution within the permissible standards. A continuous monitoring of environmental parameters like ambient air quality, ground water quality and noise levels is done periodically. Waste management is given prior importance in the project. Based on the site specific waste disposal plan, we are disposing different types of waste including hazardous and biomedical waste to authorized agencies approved from the central/state pollution control boards only after having a proper channel through agreement or Memorandum of Understanding (MoU). Besides waste disposal, we also promote 3R (Reduce, Reuse and Recycle)

practices in our work activities.

During the execution phase of this project, Egis has planted more than 68,000 saplings having survival rate of 77.7%. Apart from this Egis was engaged in performing transplantation of rare endangered plant species with a 100% survival rate. By doing so there was a substantial increase in the green cover in around Chennai.

A large number of trees have been planted in between the course of this project which will provide fresh air, shelter during summers, a good landscape and will help in curbing out pollution. These practices also generate employment to the local people which in turn can improve their economic condition.



THINK TANK



aims for water transport to handle about 15 per cent of the overall traffic of goods and passengers, as against 3.5 per cent currently.

Smart Cities

The new manufacturing units set up under 'Make in India' will spur a massive shift of people away from rural areas. This will accentuate the need for smart cities and modern mass transportation systems. New factories will also produce additional waste, and there is a pressing need for environment-friendly mechanisms to absorb and eradicate waste. There will also be a need for new educational, healthcare and recreational facilities for the migrating populations. Smart cities – whether greenfield or brownfield – will need to meet all of these requirements, and the government has announced plans to develop 100 smart cities, starting with 20 in the first phase.

India is looking, as well, to adopt world-class transportation models. The introduction of high-speed rail, the upgradation of existing rail networks, and numerous metro projects

Currently, India is constructing 18 km of national highways a day, which it seeks to scale up to about 30 km a day. The overall target is to build 150,000 km of highways, up from the existing 97,000 km.

– ongoing as well as planned – are a huge step in this direction.

Healthcare and wellness

The healthcare and wellness sector should see an upswing, too. Indian doctors are amongst the best in the world, and healthcare is offered in this country at a fraction of the cost incurred in developed

economies. To encourage foreign patients, however, quality needs to be benchmarked against global norms. While there are some institutions that offer world-class standards at affordable rates, India needs more such centres if it is to be considered a serious alternative treatment and wellness destination.

A word of caution

India is making a major effort to cover up for lost time on infrastructure development. However, many projects remain at a nascent stage, and they will take time to become operational. The government will need to keep its attention and resources focused in this area, or else risk derailing growth. Only through consensus on infrastructure development at the Central and state levels can it keep the momentum going, and thus achieve the goal of translating investment into economic and social growth.



Ashish Tandon (AT), is MD, Egis in India

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2024 Olympic and Paralympic Games Can Populous and Egis chosen to support the bid

At the conclusion of an extensive consultation period undertaken by the Paris international sports and entertainment design practice Populous and Egis, an offering engineering, project structuring and operations services, have been selected for technical assistance in the development of plans for 38 Olympic and Paralympic 2024 bid.

The scope of this partnership, in association with ISC, a sport and culture consultancy, is to ensure existing venues are ready for the scale and needs of Olympic and Paralympic 2024 bid.

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During visit of French President to Jordan, Egis signs strategic agreement in water supply sector

Nicolas Jachiet, Chairman and CEO of Egis, has signed an agreement with the Jordanian government for the improvement of drinking water supply in the metropolitan area of Amman.

Shapoorji Pallonji ENGINEERING & CONSTRUCTION

Creating landmarks that are Built to last

Egis featured in the following magazines: CFO-Connect, www.infrabuddy.com, www.insightsuccess.com

Egis commences operation of Lucknow Branch Office

Uttar Pradesh, which is one of the largest and populous state in India, is witnessing a huge spurt of activities being undertaken both by the Government of India and the State Govt in the Infrastructure segment. This includes Urban development works like Town planning, Riverfront side development works, Expressways, Metro

Rail projects etc. EGIS which is uniquely placed to cater to all these needs has opened a Branch office in the capital city of Lucknow in March '16 to increase proximity to the customer and play a pro active role in the various success stories being scripted in the state.

EROI: Renewal of ISO Certifications for ISO 9001, ISO 14001 & OHSAS 18001



These ISO certifications are awarded to Egis for its commitment to Environmental Management System, Quality Management System and Occupational Health and Safety Management System.

Improved Group performance

In 2015, the Group's managed turnover amounted to €937 million, up 10% compared with 2014 (€854 million). This figure is encouraging, considering the caution displayed by actors on a great many markets and persistently challenging economic conditions, in particular in France.

This growth can be attributed to our acquisitions which account for approximately 6 percentage points, but it is also due to our business development: 4% excluding scope effects.

Following a drop in 2014, the order intake for engineering has resumed an upward trend. It represented 14 months of business in 2015, taking the order book to 22 months of activity at the end of 2015, which is a positive signal for the coming year.

Recurrent operating profit stood at €47.4 million, as against €31.7 million in 2014.

Distributable net profit (Group share) stood at €26.9 million in 2015. Excluding capital gains, the figure is €24.4 million, a substantial increase compared with 2014 (€13.5 million).

A Group expanding internationally

60% of our turnover in 2015 was generated outside France. This figure compares with 53% in 2015 and 49% in 2014. This geographical shift in our business is in line with our strategy to go where the growth is. We have notably

consolidated our presence in India, the Middle East and Brazil, positioning these three regions as strategic platforms for the future development of our company.

Our substantial growth outside France had a positive effect on our financial results. It also allowed us to save jobs in France by reallocating some of our employees to international projects, thereby compensating for the drop in our business in France.

Major achievements in 2015

In 2015, Egis recorded a substantial increase in its international business, and in particular in the Middle East (which now accounts for 13% of Group turnover) where it acquired Projacs, one of the region's leading project management consultancies.

The Group was awarded a number of significant projects relating to the construction of major transport infrastructure all over the world, such as the engineering, procurement and construction management (EPCM) of line 3 of the Mumbai metro in India, of line 13 of the São Paulo metro in Brazil and of line 3 of the Guadalajara metro in Mexico; the operational management of the National Highway NH-8D toll motorway in India; and the EPCM of the improvement and widening of the Grenoble orbital motorway (A480) and the widening of the A75 south of Clermont-Ferrand.

Contracts were also won in the area of water in Qatar (EPCM for the rehabilitation of the Al Karaana lagoon and super-

vision of construction work on the main sewer of the Doha waste water treatment network), in energy (design and build programme management for the heating network at Paris-Saclay, EPCM of the climate control network at the Saint-Jean Belcier business park in Bordeaux), in urban development (design and works supervision for the Um Alhoul Economic Zone in Qatar), and in building (EPCM of the renovation of the Stade du 5-Juillet in Algiers, and the project coordination of the construction of the Sorbonne Nouvelle in Paris).

In 2015, Egis continued to develop its activities in new mobility services and, among other achievements, was awarded a contract for on-street parking services in the city of Amsterdam which feature among the most advanced in the world.

Finally, in 2015 Egis won a number of prestigious awards for its innovations including the French National Engineering Awards' "Industry and Technology" prize for Wind-it®, its telecommunication mast incorporating wind turbines, the "Climate Change" award in the "Innovation in technology" category at the World Efficiency 2015 show for its ROSAU methodological approach to improve urban resilience, and the "Outstanding Project of the Year" distinction for the Philharmonie de Paris in the 2015 FIDIC Awards.

Populous and Egis chosen to support the Paris 2024 Olympic and Paralympic Games Candidature

At the conclusion of an extensive consultation period undertaken by the Paris

2024 Bid Committee, international sports and entertainment design practice Populous and Egis, an international group offering engineering, project structuring and operations services, have been selected for the provision of technical assistance in the development of plans for 38 Olympic and Paralympic venues for the Paris 2024 bid.

The scope of this partnership, in association with ISC, a sport and culture consulting agency, will include ensuring existing venues are ready for the scale and needs of Olympic and Paralympic events; as well as designing both new and temporary venues and facilities, allowing Paris 2024 to deliver successful and truly memorable Olympic and Paralympic Games.

With unique major events experience comprising involvement in 13 Olympic and 7 Paralympic Games, including 2012 London, 2016 Rio and 2000 Sydney, Populous are also the only firm to have designed 3 main Olympic Stadia.

Populous Senior Principal Ben Vickery said, "This is a great opportunity for Paris to showcase a beautiful international city and its proud sporting history. For Populous, it will be an exciting step on our Olympic Games journey, showcasing our expertise in designing experiences that can be enjoyed by millions of people, whether they're at the events, soaking up the atmosphere in the host city or watching from around the world."

Populous' event and overlay designs support cities from all around the world to host successful major international

events. Their long-term design relationships include the NFL Super Bowl, the FIFA World Cup, Cricket and Rugby World Cups, as well as the inaugural 2015 European Games in Baku, Azerbaijan. Populous' work takes in the full design and delivery spectrum, from assisting bid teams with submissions, helping masterplan the major venues and facilities, to the design of the main stadium and hundreds of temporary venues needed to support modern Games.

Populous Principal Francois Clement said, "We truly believe that our knowledge and experience, both of Olympic and Paralympic Games work and of working in France on the new stadium for Olympic Lyonnais will, together with Egis, help Paris to create an incredible event in 2024. We are very proud to be working with the Paris bid team."

Nicolas Jachiet, Egis Chairman and CEO said "Our Group is proud to participate in this Olympic Bid adventure with our partner Populous. Our consulting teams will

enthusiastically bring all their expertise and know-how in project management so that Paris could host the Olympics in 2024. Egis is an international group with extensive experience in designing major sports complexes and sports events for many years. Thanks to the multiplicity of its skills and its cross specialization process, Egis is now recognized as a major player in the engineering of stadiums."

Egis teams have been mobilized on major projects such as the construction or renovation of most of the stadiums that will host, in less than 70 days, matches of the 2016 UEFA Euro Cup: Matmut-Atlantique stadium in Bordeaux, Saint-Etienne stadium, Allianz Riviera stadium in Nice, Velodrome stadium in Marseille, and Pierre-Mauroy stadium in Lille.

Outside France, Egis is also involved in several sports facilities such as the "Stade du 5-Juillet" and the Baraki stadium in Algiers, Algeria; the Olympic stadium in Istanbul, Turkey; and stadiums in Marrakech and Tangiers in Morocco.



Jordan : Egis signs strategic agreement in water supply sector

Nicolas Jachiet, Chairman and CEO of Egis, has signed an agreement with the Jordanian government for the improvement of drinking water supply in the governorates of the North of Jordan. This project in which Egis will provide technical assistance to the Yarmouk Water Company (YWC) will address problems relating to drinking water shortages in Jordan and connected with the huge influx of Syrian refugees into the country since 2011.

The Yarmouk Water Company manages 80 million m³ of water per year. Between now and 2030, a further 30 million m³ will be necessary to meet drinking water requirements in the governorates of the North of Jordan (Irbid, Mafraq, Jerash and Ajloun).

Since the beginning of the armed conflict in Syria in 2011, the arrival of refugees has compounded the problems facing the supply of drinking water, which was already under considerable strain due to growing demand for water, limited resources and a high ratio of water loss on the main network, otherwise known as non-revenue water (NRW).

This led the Yarmouk Water Company to take the decision to launch a long-term programme to improve water distribution capabilities in each of the governorates in question.

Over a period of 14 months, teams from Egis Eau in association with VINCI Construction Grands Projets will contribute their extensive technical skills to assist the contracting authority in the delivery of this vast project. This will involve performing work on existing networks

(diagnosis, prioritisation, replacement and renovation) but also introducing operational and asset management tools, collecting data (taking measurements on the network) and analysing findings through the use of indicators.

A project with many issues at stake

1. Network operation and reduction of non-revenue water

Improve the network's operating capacity

Improve the quality of water supply and the revenue of YWC in some water service areas (by reducing NRW).

2. Asset management

Improve the ability of YWC to manage its distribution and production facilities

Optimise maintenance and renovation plans in certain water service areas

3. Performance management

Improve energy efficiency and reduce YWC's pumping costs in certain water service areas

Develop and test innovative, measur-



able and performance-based approaches and methods to effectively reduce non-revenue water.

Egis Easytrip Services acquires Versluis

To strengthen its position of European market leader in the field of services to Heavy Goods Vehicles (HGV), Egis Easytrip Services has just completed today the acquisition of Internationaal Administratiekantoor J.W. Versluis N.V., trading as Versluis, a VAT and excise recovery specialist located in Ridderkerk (Netherlands).

Egis Easytrip Services acquired 100% of Versluis, a company targeting international HGV customers and providing VAT recovery and Excise recovery.

Located in the vicinity of the existing Dutch office of Easytrip, Versluis will complement the current activity of Easytrip on that VAT & Excise recovery field. Teams from both companies will work together to achieve process and business synergies, while enhancing the level of service to our customers. Versluis' customers will also from now onwards benefit from the large expertise of Easytrip: European electronic tolling, train booking, ferries and tunnels booking, fuel payments, etc.

Emmanuel Michaux, Chief Executive Officer at Egis Easytrip Services, comments: "With this acquisition, Egis Easytrip Services takes a new step forward in its strategic objective to become one of the Top-5 European leaders as international service provider to Heavy Goods Vehicles."

Auke Schenk, owner of Versluis, said: "I am delighted to join Egis Easytrip Services to further develop our business in

Belgium, Netherlands and elsewhere in Europe. I will be able to bring my deep understanding of the VAT end excise business to further strengthen Easytrip activity in this field".

With the following acquisition, Easytrip is now positioned as one of the foremost road mobility service actor to serve its transport and logistics clients, business fleets and private individuals with:

- more than 14,000 HGV fleets and 500,000 individual customers;

- a large panel of road mobility services such as electronic tolling, ferry and train booking, parking and electrical vehicles payment and VAT and excise recovery, services;



- about EUR 500 million of annual amount collected across the different services of the business;

- geographic coverage of 25 local offices across Europe, Morocco and the Philippines.

On the tolling side, it has now positioned itself on the growing independent tolling business in continental Europe (stimulated by the European Electronic Toll Service - EETS directive). Versluis will join the Easytrip brand to offer to their HGV customers their wide portfolio of advices and services, their pan-European sales organisation and their skills in the B2B segment.

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