PRESS RELEASE

PRESS RELEASE NO. XX – PARIS, 13 FEBRUARY 2014

SNCF GROUP
FINANCIAL INFORMATION

2013 ANNUAL RESULTS

In a difficult economic environment, SNCF Group reported **revenue of €32.2 billion in 2013, up a slight 0.5%** from 2012 at constant scope of consolidation and exchange rates.

A steep 4.2% rise in infrastructure and engineering at the SNCF Infra division reflected **an increase in rail network upgrades** (+13.5%), particularly in the Paris region.

Full-year figures show **a moderate +1.1% rise in rail business at the SNCF Proximités division** (passenger rail services provided under agreements with local and state authorities: Transilien, TER, Intercités and Keolis), **a -1.4% decline for the SNCF Voyages division** (TGV high-speed passenger rail services), **with traffic almost unchanged at -0.7%** due to the economic crisis, and **a -1.8% decline for the SNCF Geodis division** (freight transport and logistics), reflecting an outright recession in freight transport.

The Group as a whole turned in a strong performance, with full-year EBITDA at €2.8 billion, or 8.7% of revenue compared with 8.5% in 2012, **reflecting successful cost control** and the positive impact of France's new CICE tax credit (*Crédit d'Impôt pour la Compétitivité et l'Emploi*).

SNCF Group recruited more than **10,000 new employees in 2013**, while achieving **structural savings (overheads, purchasing and IT) of over €225 million at the parent company,** thus exceeding the target set in its cross-functional performance plan.

After a €1.4 billion write-down of TGV trainsets, net profit attributable to equity holders of the parent company was a negative €180 million thanks to **a robust €582 million in recurring net profit** and reversal of the impairment of assets at the SNCF Infra division in an amount of €546 million.

Capital investment reached a record high of over €2.2 billion, fully covered by self-financing capacity.

Free cash flow of €464 million was positive for the third year running, setting a new record, and in keeping with the strategic vision in the Excellence 2020 programme, net debt stabilized at under €7.5 billion.

- Revenue of €32.232 billion, up 0.5% from 2012
  at constant scope of consolidation and exchange rates
- EBITDA of €2.804 billion
- Recurring net profit of €582 million
- Net profit (loss) attributable to equity holders of the parent of (€180 million)
- Self-financing capacity of €2.232 billion
- Capital investment of €2.240 billion
- Free cash flow of €464 million
- Net financial debt of €7.391 billion at Dec. 31, 2013

Guillaume Pepy, Chairman and CEO of SNCF, comments:

"**Against a backdrop of ongoing economic crisis**, SNCF demonstrated excellent resilience in 2013. Given limited growth in public transport delivered under agreements with local and state authorities, a slight decline in high-speed passenger service, and the recession in freight transport at the outset of the year, **our unrelenting efforts to keep costs under control helped us meet the challenge and preserve our profit margin.**

In this context, **our EBITDA is up and our recurring net profit stands at nearly €600 million.**

Over the same period, **we invested more than €2.2 billion** to deliver high-quality service, in particular through the acquisition and refurbishment of rolling stock and the renovation of stations in the Greater Paris area.

Debt has stabilized at below €7.5 billion."

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KEY FIGURES AT DECEMBER 31, 2013
SNCF GROUP

Consolidated data **(€ MILLIONS)**	2012 Pro forma (1)	**2013**	Including change At constant scope of consolidation and exchange rates(2)	
Revenue	32 225	**32 232**	+177	+0.5%
Gross profit (EBITDA) *As % of revenue*	2 748 *8.5%*	**2 804** *8.7%*	+107	
Current operating profit (loss)	1 382	**1 000**	-333	
Operating profit (loss) After share of net profit of companies consolidated on an equity basis	1 194	**303**	-781	
Financial profit (loss)	-450	**-299**	+79	
Recurring net profit	689	**582**		
Net profit (attributable to equity holders of the parent company) *As % of revenue*	376 *1.2%*	**-180** *-*	-565	

			Change(2)
Self-financing capacity	1 885	**2 232**	+311
SNCF capital investment	-2 077	**-2 240**	-32
Disposals	1 344	**472**	-67
Free cash flow	251(3)	**464**	+211(3)
Net indebtedness	7 521	**7 391**	-131

(1) 2012 figures are pro forma, i.e., take into account the impact of application of new IFRS 10-11-12.

(2) Excludes impact of accounting method used under the new agreement between Transilien and STIF (local Transport Organizing Authority), and the sale of receivables.

(3) Excludes the exceptional €952 million sale of financial receivables in 2012 relating to Transilien rolling stock.

WARNING: CHANGES IN ACCOUNTING FOR CONSOLIDATION UNDER NEW IFRS 10, 11 AND 12)

Since January 1, 2013, SNCF has applied new accounting standards for consolidation.

Joint ventures, previously consolidated under the proportionate method, are now consolidated using the equity method:

- SNCF Proximités: Keolis UK joint ventures (including London Midland, First, London South Eastern Railway and Southern Railway);
- SNCF Voyages: Eurostar and Westbahn;
- SNCF Geodis: Chemfreight GmbH, within Ermewa (equipment management).

The revenue and expenses of these joint ventures thus no longer appear in SNCF Group's consolidated income statement. Their net result alone appears as a line item: "share in results of companies consolidated under the equity method".

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SNCF GROUP PERFORMANCE

- **Revenue**

Full-year consolidated revenue totalled €32,232 million, unchanged from 2012.

A comparison with 2012 figures at December 31 shows:

- **€42 million in acquired sales,** including +€37 million for the SNCF Proximités division

- **An exchange-rate effect of -€153 million** (rise in the euro) ;

Group revenue rose 0.5% at constant scope of consolidation and exchange rates. This included declines for the SNCF Geodis division (-1.8%) and the SNCF Voyages division (-1.4%), offset by growth at both the SNCF Infra division (+4.2%) and the SNCF Proximités division (+1.1%).

The final quarter of 2013 in particular saw growth at constant scope of consolidation and exchange rates of +1.2%. This was driven primarily by SNCF Infra (+3.7%) and SNCF Proximités (+1.5%), but also by SNCF Geodis which reported a slight 0.2% rise after four consecutive quarterly declines.

In 2013, 20% of Group revenue was generated on international markets, on a par with pro forma results at year-end 2012.

Excluding the SNCF Infra division, international business represented 24% of the total at December 31, 2013. Including Keolis business in the UK and Eurostar in particular, **international sales accounted for 28% of the total.**

- **Gross profit (EBITDA)**

EBITDA rose to €2,804 million or 8.7% of total revenue, up from 8.5% in 2012.

But performance varied from division to division:

There was a steep rise in EBITDA at SNCF Geodis, which pursued its cost-adjustment programme. The gain was due mainly to stronger showings at Fret SNCF (rail freight in France) and Geodis.

However the SNCF Voyages division reported a decline, reflecting higher track access charges and a decline in income from ticket sales.

The cross-functional performance plan deployed in early 2013 for a three-year period generated over €225 million in savings for the EPIC SNCF cost structure, including overheads, purchasing and IT expenditure.
Not counting the impact of France's new tax credit (*Crédit d'Impôt pour la Compétitivité et l'Emploi*), EBITDA was nearly steady (-€11 million) from 2012 to 2013.

- **Operating profit**

Current operating profit totalled €1,000 million, down €333 million from 2012 at constant scope of consolidation and exchange rates. This was due mainly to unfavourable provisions in 2013 and favourable provisions in 2012.

Operating profit after net profit of companies consolidated under the equity method totalled €303 million, down €781 million from 2012 at constant scope of consolidation and exchange rates. It was severely affected by a total €886 million in impairment losses in 2012 with two major items appearing in 2013 accounts: further impairment of TGV high-speed trains and reversal of impairment of assets for the SNCF Infra division.

Impairment of TGV assets:

2013 saw a worsening in the steep decline in profitability of TGV high-speed passenger business in France (under the TGV and IDTGV brands) and in Europe (high-speed passenger travel in Europe excluding Eurostar) observed since 2008. This had already been acknowledged in 2011 with that year's initial €700 million write-off of TGV rolling stock, linked to a slowdown triggered by the economic crisis and higher track access charges, and it worsened in 2013. At year-end 2013, trends included:

- A steep, steady and ongoing rise in track access charges boosting TGV contributions to network financing;
- Weak growth and traffic linked to the ongoing economic crisis, combined with competition from low-cost airlines and the emergence of car-sharing;
- Delivery of new trainsets, as well as new orders placed in 2013;
- Integration into the business plan of new high-speed routes (second phase of the TGV Est serving Eastern France; Brittany and the Loire Valley; Southern Europe/Atlantic seaboard; Nîmes-Montpellier bypass) that are both more numerous and on a less and less profitable trend due to high track access fees and catchment areas with less potential traffic.

With the value of TGV rolling stock thus no longer covered by projections of future cash flow generated by the business, the Group was forced to write off impairment losses of €1,400 million to comply with accounting standards.

Technically, this write-off indicates that current business is not profitable enough to justify the assets' book value and allow investment in new cars. As an accounting safeguard for prudence sake, it does not result in any out-flow of cash, but does require reassessment of the sustainability of the current business model applied to TGV operations.

Reversal of impairment loss on assets of SNCF Infra division:

The €1,400 million write-off of TGV rolling stock was partially offset by the reversal of €546 million in impairment losses at SNCF Infra in the first half of 2013, following the confirmation of improved prospects. The net book income that resulted totalled €546 million.

- **Financial profit**

Financial profit was up €79 million from 2012, when a reduction in the new current rates applied to the financial cost of commitments to staff took a toll.

- **Corporate profits tax**

Tax on corporate profits for 2013 came to €166 million compared with €346 million for 2012. The €180 million reduction was due in particular to a negative taxable result for 2013 within the scope of tax integration.

- **Recurring net profit**

Recurring net income totalled €582 million in 2013, down €107 million from 2012.

- **Net profit (loss) attributable to equity holders of the parent company**

The combined impact of these trends resulted in **a net loss attributable to equity holders of the parent company of €180 million**, a €565 million decline from 2012 at constant scope of consolidation and exchange rates.

INVESTMENTS

In 2013, SNCF made investments totalling €2,240 million, on top of investments financed by transport organizing authorities. **Total gross investments thus stood at €3,171 million, with:**

- **66% in rolling stock and equipment, specifically**:
  - Delivery of six Tram-Train trainsets and 36 Francilien trainsets;
  - Delivery of 14 TGV trainsets and exercise of options for the purchase of 40 new-generation TGV trainsets for delivery starting in 2015;
  - locomotives
  - as part of their business, Keolis, Geodis, STVA, Akiem and Ermewa are responsible for regular expansion and refurbishment of their fleets of vehicles and rolling stock.

- **34% in Technicentres and workshops, upgrading and modernizing stations (particularly in the Greater Paris region).** Projects included Transilien commuter facilities in Créteil, Issy Val de Seine and Saint Quentin en Yvelines; Hall 2 of the Paris-Gare de Lyon station, the concourse at the Nice-Thiers station, and Toulon station, among others); passenger information systems; maintenance equipment for tracks, bridges and other structures; and IT systems for business.

EMPLOYMENT

During the year, SNCF Group hired more than 10,000 new employees on permanent contracts, including over 6,300 hired by EPIC SNCF (State-owned parent company). It signed more than 500 youth employment contracts.

FINANCIAL POSITION

Although SNCF's 2013 **capital investments** remained high at €2.2 billion, they were **covered by the Group's self-financing capacity.**

2013 disposals (€472 million) included in particular a second sale of receivables related to Transilien rolling stock in an amount of €142 million.

Free cash flow totalled €464 million at December 31, 2013, sharply higher than in 2012 when restated for exceptional items (disposal of receivables related to Transilien rolling stock).

Net financial debt stood at €7,391 million at the end of 2013, compared to €7,521 at the end of 2012.

DIVISION PERFORMANCE

Revenue by division at December 31, 2013

€ MILLIONS	2012 Pro forma (1)	2013	Change	Change at constant scope of consolidation and exchange rates
SNCF Infra (infrastructure &engineering)	5 497	**5 521**	+0.4%	+4.2%*
SNCF Proximités (regional passenger transport)	11 889	**11 964**	+0.6%	+1.1%**
SNCF Voyages (long-distance passenger services and distribution)	6 933	**6 831**	-1.5%	-1.4%
SNCF Geodis (freight transport & logistics)	9 410	**9 141**	-2.9%	-1.8%
Gares & Connexions (station management & development)	969	**1 185**	+22.3%	+8.5% *

(1) 2012 figures are pro forma, taking into account the impact of application of new IFRS 10-11-12.

* Restated for the transfer of SNCF building maintenance previously managed by the SNCF Infra division to the Gares & Connexions division at January 1, 2013.

** Excludes the impact of accounting methods for the new agreement between Transilien and STIF, and the sale of receivables.

Gross profit (EBITDA) by division at December 31, 2013

€ MILLIONS	2012 Pro forma (1)	2013	Change	Change at constant scope of consolidation and exchange rates
SNCF Infra	290	**318**	+28	**+28**
as % of revenue	*5.3%*	***5.8%***		
SNCF Proximités	645	**655**	+11	**+69**
as % of revenue	*5.4%*	***5.5%***		
SNCF Voyages	876	**782**	-94	**-93**
as % of revenue	*12.6%*	***11.4%***		
SNCF Geodis	131	**337**	+206	**+197**
as % of revenue	*1.4%*	***3.7%***		
Gares & Connexions	183	**244**	+61	**+61**
as % of revenue	*18.9%*	***20.6%***		

(1) 2012 figures are pro forma, taking into account the impact of application of new IFRS 10-11-12.

SNCF INFRA DIVISION

- **2013 highlights**

- Strong growth in revenue driven by **a programme of track maintenance and upgrades throughout France**, and by engineering works to link the network to future high-speed lines (LGV East-Europe, Southern Europe-Atlantic seaboard, Brittany-Loire Valley and Nîmes-Montpellier bypass). **Work on many projects in the Greater Paris area**, in particular on the future westward extension of RER line E and the launch of a new service offering on the northern section of RER line B.

- **Continued upgrades of division equipment** through the acquisition of maintenance vehicles and high-power locomotives in particular.

- Following the serious accident south of Paris at Brétigny-sur-Orge, **launch of the Vigirail programme**. This will accelerate the schedule for replacing track equipment starting in 2014, and deploy new network monitoring procedures (recording devices and a shift to digital technology for rail teams).

- **Acquisition, with a Chinese partner, of an interest** in a structure set up to invest in the production and sale of a high-speed rail catenary (40% of SNCF Infra LBA Développement SAS).

- **Systra's expansion** in fast-growing markets:
  Awarded a contract for assistance in oversight of three lines of the metro to be built in Riyadh, Saudi Arabia.

- **Revenue**

Revenue came to €5,521 million, up 0.4% from 2012.
Restated for the transfer of SNCF building maintenance previously managed by the SNCF Infra division to the Gare & Connexions division effective January 1, 2013, **growth stood at +4.2%.**

This rise reflects an increase in **renovation works on the rail network (+13.5%), particularly in the Greater Paris area** (including the Eole link westward, the RER North B, C and D lines, and the Tangentielle Nord link).

In the second half of 2013 in particular, the division saw **business gather pace, with revenue up 5.9%.**

- **Gross profit (EBITDA)**

Gross profit (EBITDA) stood at €318 million, a rise of €28 million from 2012 at constant scope of consolidation and exchange rates that was directly linked to the increase in infrastructure works and cost controls.

SNCF PROXIMITÉS DIVISION

- **2013 highlights**

  - **Transilien (rail services in the Greater Paris region)**

- A major wave of works and trainset refurbishment to modernize operations in the Greater Paris area. Ongoing drive to roll out the new Francilien self-propelled units; following work in northern Paris, deployment this year concerned the Paris-Est and Paris-Saint-Lazare sectors.

  - **TER (regional express trains)**

- Renewal of three TER contracts: Limousin, Franche-Comté and Picardy.

  - **Intercités**

- Signature of an amendment extending the agreement between Intercités and the French State (Organizing Authority) in 2014 and of an agreement to replace rolling stock and build new maintenance centres.

  - **Keolis**

  - **In France: 7 contracts renewed in 2013**. Operation of part of the Cars du Rhône intercity coach network, management of public transport in Châtellerault; management of urban transport and transport of reduced-mobility passengers in Angers; and contracts in Montluçon, Saintes and Le Grand Auch.

  - **Major transport contracts on international markets**:

    United States:
    - Won main contract to operate a transport system serving metropolitan **Las Vegas** (30 million passengers/year).
    - Won contract to provide transport for reduced-mobility passengers in **Fresno (California),** strengthening Keolis Transit America (KTA)'s presence in the western USA.
    - Also significant: the announcement **in early 2014 of a successful bid to operate Boston's rail network** for an 8-year period starting in July 2014.

Benelux: Acquisition of two companies specialized in school transport.

Sweden: Renewal of a contract to operate public transport in **Stockholm (8 years, renewable 4 years**; aim is to revamp the network and boost traffic by 20%).

China:
- Opening of **offices in Wuhan** and signature of **a strategic cooperation agreement with the Shanghai Shentong Metro group.**

- **Revenue**

Revenue of €11,964 million. At constant scope of consolidation and exchange rates, and excluding the impact of accounting methods and the sale of receivables related to Transilien rolling stock under the agreement with STIF, this represents a 1.1% rise.

Transilien commuter rail services in the Greater Paris area reported a 1.7% rise linked to indexing of payments to STIF in its role as transport organizing authority for the region. Income from ticket sales was stagnant, with traffic (measured in passenger-kilometres) down 1.4%.

TER regional express train revenue rose +1.1%, thanks in particular to a slight rise in ticket sales (+1.2%) and despite an overall 1.4% fall-off in TER traffic (with the exception of commuter travel, which saw a rise).

Intercités revenue was down -3.9%, due mainly to a -3.2% decline in ticket sales, linked in turn to a lacklustre economy that weighed heavily on private/leisure travel, and a reduced offering.

Keolis reported a 2.4% rise, including an increase in France and growth in international business, primarily in the United States.

At the end of December 2013, Keolis achieved 34% of its revenue from markets outside France (not counting Keolis business in the United Kingdom which is no longer included in SNCF consolidated accounts; instead it has been consolidated under the equity method since January 1, 2013).

- **Gross profit (EBITDA)**

Gross profit (EBITDA) of €655 million. At constant scope of consolidation and exchange rates and excluding the impact of accounting methods and sale of receivables related to Transilien rolling stock, gross profit (EBITDA) was up €69 million thanks to good control of costs during the year and, in particular, the impact of the new CICE tax credit.

SNCF VOYAGES DIVISION

- **2013 highlights**

- **Expanded transport offering including:**

  - A high-speed, budget rail service called **Ouigo** carrying passengers between Marne-la-Vallée (east of Paris) and destinations in southern France: Marseille and Montpellier;
  - A new iDTGV service to **Quimper and southern Brittany** in addition to approximately 30 existing routes;
  - A new **Eurostar link between London and Lyon, Avignon and Aix-en-Provence** on weekends**;**
  - **new iDBus coach routes** between southern France and northern Italy;
  - direct service from France to **Barcelona and Madrid** following the opening of a high-speed line between Figueras and Barcelona.

- Launch of new "door-to-door" services by iDTGV **including an option allowing clients to book a shuttle to get to the station;**

- Order placed for 40 TGV® Euroduplex trainsets;

- **Thalys:** negotiations **under way between SNCF and SNCB (Belgium) to set up a completely separate company** to improve Thalys service (Paris-Brussels-Amsterdam links), in a fiercely competitive environment;

- **Voyages-SNCF.com becomes the sole brand** for the division's online sales in Europe.

- **Revenue**

Revenue of €6,831 million, down -1.4% from 2012 at constant scope of consolidation and exchange rates. With the ongoing economic crisis, income from ticket sales was nearly unchanged at -0.9% (passenger numbers -0.7%). Growth in European business linked to growth in the high-speed rail links to Spain (Gala), Switzerland (Lyria) and Germany (Alleo) partially offset a decline in business travel and the impact of car-sharing in France. Revenue also suffered from a decline in State contributions to cover special low fares that SNCF is required to apply to certain passenger profiles.

At year-end 2013, **SNCF Voyages achieved nearly 15% of its revenue from markets outside France** (compared with 20% in 2012), reflecting Eurostar's exit from consolidation and inclusion in Group accounts under the equity method from January 1, 2013.

- **Gross profit (EBITDA)**

Gross profit (EBITDA) of €782 million 2013, down €93 million from 2012 at constant scope of consolidation and exchange rates: growth in track access charges (+5.8%) is no longer covered by rising income from ticket sales. Excluding access charges, division EBITDA was up 0.5% thanks to measures deployed to offset lower revenue.

PRESS RELEASE

SNCF GEODIS DIVISION

- **2013 Highlights**

- **Division's main commercial successes**:
  - **Geodis**
    - **Opened a 32,000 sq m logistics centre in Hamburg (Germany),** dedicated entirely to leading distributors of **consumer goods and e-commerce specialists.**
    - **Extension of Geodis partnership with Mattel**. Contract for majority of transport in Europe for two years, new contract in addition to management contract for regional distribution warehouses managed since 2012 by Geodis Logistics in Marseille, and since 2013 in Brazil.
  - **STVA**
    - Renewal and acquisition by STVA of intra-European rail transport logistics for **Volkswagen** (400,000 vehicules, 3 years).

  - **Rail and multimodal transport**

    - **Contract between VFLI and Lafarge** to carry aggregates used for the A1 motorway between Paris and Lille;
    - **Fret SNCF secured a transport contract for Caterpillar** track-laying vehicles **vehicles** and won traffic for Gefco back from road hauliers. Several other contracts were renewed, including those with Roquette, Tevenin & Ducrot (oil products), Sitfa (transport of Toyota vehicles), Aperam (alloys), Owens-Illinois (bottles and glassware), Holcim (cément), Kronenbourg and Saint-Gobain.

  - **Equipment management**
    - **Ermewa renewed a major rental contract with Dupont group** for dedicated containers transporting refrigerated products in the US, China, Japan and Europe.

- **Expansion**:

    - **Transport Ferroviaire Holding (TFH) and Spanish services group ComsaEmte** signed an agreement providing for TFH to become a shareholder of Comsa Rail Transport (CRT). At the same time, CRT, ComsaEmte and the Fret SNCF division signed a commercial agreement to promote rail freight between France, Central Europe and the Iberian peninsula as a whole;

    - **Acquisition of Sweden's Railcare Tag AB**, expanding the SNCF Geodis division's European rail freight offering with positions in the Germany/Sweden corridor;

    - French government announced launch of new **Atlantique and Calais-Le Boulou rolling motorway services** to be operated by SNCF Geodis.

- **Revenue**

Revenue of €9,141 million, down -1.8 % at constant scope of consolidation and exchange rates.

This came against a backdrop of economic recession that continued in Western Europe in 2013, but with first signs of stabilization appearing toward the end of the year.

2013 saw growth in areas including:
- Logistics (+2.8%),
- Freight forwarding (air and sea transport commission) (+1.3%)
- Equipment management (+0.5%).

During the year, the following activities lost ground:
- Parcel deliveries, down -6.2%,
- Rail and freight transport through the TFM hub, down -3% and STVA down -9% (reflecting a -5.7% drop in new car registrations in France to their lowest level in 15 years).
- Road haulage, down -2.1%.

In 2013, organic growth in revenue outside Europe was +4.2%, whereas revenue at constant scope of consolidation and exchange rates within Europe declined by -3.1%.

Despite another full-year decline in revenue for the division, a 2.9% fall in sales in the first half gave way to a -0.8% decline in the second, with business levelling off in the fourth quarter (+0.2%).

At year-end 2013, **SNCF Geodis achieved nearly 47% of its revenue from international markets.**

- **Gross profit (EBITDA)**

Gross profit (EBITDA) stood at €337 million, up €197 million at constant scope of consolidation and exchange rates, **due mainly to a concerted effort to cut operating losses at the Fret SNCF division** (rail freight in France). Gross profit (EBITDA) at the Transports Ferroviaires de Marchandises (TFM) hub was up a steep €156 million at €95 million excluding exceptional items (while remaining in the red with a €175 million loss), buoyed by Fret SNCF and its ongoing drive to raise productivity ("Efficacité Industrielle et Développement").
The rest of the rise is attributable in particular to Geodis (€44 million) despite lower revenue.

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GARES & CONNEXIONS DIVISION

- **2013 highlights**

- In 2013, division investments were used to upgrade the **Montpellier-Saint-Roch, Toulon, Paris-Austerlitz, Cannes, Lille-Flandres, Paris-Saint-Lazare and Bordeaux-Saint-Jean** train stations, along with a continued focus on accessibility, passenger information, historical properties, video surveillance and other special programmes.
- **Steep rise in investment in train stations in the Greater Paris area.**
- **AREP continued work on projects, particular on international markets:** train stations in Turin (Italy), Qingdao (China), and the port of Casablanca (Morocco).

- **Revenue**

Revenue stood at €1,185 M€, a strong 8.5% rise from 2012, excluding the impact of the transfer of SNCF building maintenance previously managed by SNCF Infra to the Gares & Connexions division effective January 1, 2013.

Growth was due mainly to an increase in rental income from commercial premises and spaces (advertising, catering and parking in particular), especially at the Paris-Saint-Lazare station where these facilities opened in March 2012.

At year-end 2013, nearly 25% of division revenue came from the rental of shops and offices in stations, a rise of over +7% from the end of 2012.

- **Gross profit (EBITDA)**

Gross profit (EBITDA) stood at €244 million, a marked rise from 2012 that reflects increased income from commercial leases, particularly at Paris-Saint-Lazare station, and an increase in services provided under the RFF agreement on station services.

PRESS RELEASE

2014 OUTLOOK: SEVERE CONSTRAINTS AHEAD

- **After marking time in 2013, the economy shows signs of a moderate recovery shaping up in 2014.** But the business outlook is tempered by severe constraints:
    - **Public funding** (from Transport Organizing Authorities) **is under increasing pressure;**
    - **Taxes are heading up**, with French VAT on passenger tickets rising from 7% to 10% and corporate profits tax set to increase from 36.1% to 38.0%.
    - Indexing of fee schedules means that **track access fees** will rise by **4.8%.**

- As a result, 2014 projections call for **freight volumes to stagnate and passenger rail travel to rise slightly** or even contract a little (-0.3%) for the SNCF Voyages division.

- **SNCF's financial targets for 2014 are nonetheless in line with the financial performance defined for the first year of its Excellence 2020 programme.**
    - **Revenue growth of over 2.0%,** thanks to strong momentum expected at SNCF Infra and Keolis; in both cases, international expansion is a driver, with major calls for tender scheduled in Britain, Australia and North America.
    - **Ambitious growth in gross profit (EBITDA)** for SNCF Geodis and Keolis to offset difficulties anticipated at SNCF Voyages, where a decline in traffic and a further rise in track access fees will take a toll.
    - **A selective policy of substantial investments totalling €2.3 billion**; these are needed to deliver high-quality service, in particular for the acquisition and refurbishment of rolling stock and the renovation of stations in the Greater Paris region;
    - **Balanced free cash flow and firm control of debt.**

To meet these 2014 targets, the company **must pursue its performance programme relentlessly, generating €350 million in savings including nearly 2/3 in structural costs.**

UPCOMING ANNOUNCEMENTS

First-quarter 2014 revenue: April 23, 2014
First-half 2014 results: July 31, 2014
9-month 2014 revenue: October 30, 2014

Consolidated full-year accounts for 2013 are available
on the SNCF Group website under "Finance":
www.sncf.com/finance/a-la-une

About SNCF Group

SNCF is a French world leader in mobility and logistics with a presence in 120 countries and a total workforce of over 250,000 generating revenue of €32.2 billion in 2013. International markets accounts for 25% of business volumes. A public sector group dedicated to public service, SNCF builds on its foundations in the French rail industry to offer an extended range of services for smooth door-to-door mobility in the interest of transport and logistics operators, passengers and the regional and local governments that are its organizing authorities. Targeting cross-border and international markets, SNCF Group is made up of five divisions: SNCF Proximités, operating local, urban and regional passenger services; SNCF Voyages, operating long-distance passenger services and distribution; SNCF Geodis, providing freight and logistic services; Gares & Connexions, charged with train-station management and development and SNCF Infra, managing, operating, maintaining and developing rail and related infrastructure. **www.sncf.com**