



## GSE

**A year of vigorous growth for the General Contractor asserting a strategy of innovation and diversification in France and on the international scene**

28 March 2008

- ✓ **Turnover of 493 Million euros (+ 18%)**
- ✓ **Income of 10.4 Million euros (+33%)**
- ✓ **Record order levels (+ 40%): 1.4 million m<sup>2</sup> for a worth of 455 million euros**

### **Strong Group growth in 2007**

Mr. Jean-Pierre Hugues, Chief Executive Officer of GSE, has announced significantly higher annual earnings for 2007. GSE, a General Contractor based in Avignon and **leader on the European market for design and construction of professional real estate**, has published its results for 2007, and the figures clearly express the Group's sound condition. Earnings before interest, taxes, depreciation and amortisation, up 33%, have reached 10 million euros, and sales have increased by 18%, reaching 493 million euros.

### **Strategy of growth by sector: balance and diversification**

The GSE Group, historically the leader in the logistics sector, has turned its attention towards a balanced presence in several sectors :

- The industry and services sector, in France and abroad (sales up by 46%), with diversification into health facilities, laboratories and offices.
- The small and medium business sector in France thanks to growth in its subsidiary CCR (sales up by 60%).
- Shopping centres in France and abroad thanks to cooperation between GSE and GAM Ingénieries since September 2007.

GSE CEO Jean-Pierre Hugues points out: *“We are moving towards a more balanced business portfolio, and we have developed a strategy of diversification in order to have a stronger presence in the high-potential sectors of health and service”*.



## **A Strategy of innovation**

The GSE Group has strengthened and revitalized its innovation strategy with a team of 20 persons specifically dedicated to R&D. GSE intends to focus on offering pioneering, environmentally-friendly products, and has created its NAZCA subsidiary (February 2008) for this purpose. NAZCA is dedicated to turnkey installation of photovoltaic panels.

## **Geographic strategy**

41% of GSE Group's sales come from activity on the international level. GSE has defined a solid strategy and put together a dynamic team to work with GSE clients in their international expansion plans. This year, GSE sales outside of France have grown by 16%, and by 230% in Eastern Europe. Business in France remains very strong, due in part to the success of the CCR subsidiary, with 45% growth in the small and medium business sector.

## **Perspectives for 2008**

These successful results also hold great promise for the years to come, for current order levels are up by 40%, calling for 1.4 million m<sup>2</sup>, which is a value of 455 million euros. For the year 2008, the GSE group has set the goal of reaching sales of 600 million euros through its strategies for diversification and international growth. To sustain the Group's growth, recruitment of fifty new hires is currently underway. *"The success of our group is based on our company values of autonomy and responsibility that we develop and pursue with our original, innovative human resources policy,* explains GSE Group President.

## **About GSE**

The GSE Group is specialized in constructing turnkey buildings in the industrial, office and logistics sectors. Since being founded in 1976, GSE has become the benchmark for the General Contractor business based on global construction project service, including financial and legal arrangements, land identification, technical studies, design and construction. Working closely with the client and attentive to client requirements, GSE's services are based on firm guarantees covering quality, cost and deadlines.

In 30 years, GSE has delivered more than 12 million m<sup>2</sup> for clients such as Auchan, Alstom, Alcatel, Coca Cola, Danone, Lafarge Plâtres, L'Oréal, Michelin, Rexel, Renault, Thales, Schneider, Aventis Pasteur, Castorama, La Poste... Today, GSE has 450 employees working throughout the world, in France, Great-Britain, Ireland, Germany, Italy, Spain, Portugal, Poland, Hungary, United States, Mexico, China, Ukraine, Romania, Croatia and Russia.

## **Contact**

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