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Press release

SPIE, acquisitions in 2007 post full-year sales exceeding €600 million

The electrical and HVAC engineering group is following its European expansion.

Strengthening SPIE's European presence

In Northern Europe, the acquisitions of Matthew Hall in the United Kingdom, Controlec in the Netherlands and Anca-Tech in the Benelux countries opens up new prospects for SPIE and has increased the share of sales generated outside France from 28% to 42%. SPIE Matthew Hall specialises in engineering, installation and multitechnical maintenance services. It has sales exceeding €500 million and some 2,300 employees, and since the acquisition in September 2007 has been the largest group subsidiary in terms of sales. The acquisition has enabled SPIE to re-establish its presence in the United Kingdom in its core business activities following the disposal of former subsidiary SPIE Rail to the Colas group in 2007 as part of the group's strategic repositioning. In the Netherlands, SPIE is now a major player in electrical engineering, automation and mechanical engineering through the acquisition of Controlec. Based in Rotterdam, the company generates sales of €55 million and has a staff of 450. In Southern Europe, SPIE has strengthened its position in Portugal through the acquisition of ACI, which specialises in maintenance in the industrial and commercial sectors.

Developing the group's range of services

In France, SPIE has followed its strategy of acquiring specialised companies, enabling the group to expand its local multitechnical services offering and round out its geographic coverage. No less than nine companies were acquired in 2007, representing sales in excess of €50 million. The acquisitions included Gemco, a company based near Pau and specialising in the renovation and maintenance of rotating machines that generated sales of €13.3 million in 2006, to form part of SPIE Oil & Gas Services, and Acem, based to the north of Clermont-Ferrand and specialising in industrial maintenance that had sales of €7.4 million in 2006, which was acquired by SPIE Sud-Est. In addition, at the end of 2007 SPIE Ile-de-France Nord-Ouest acquired Paternoster, which specialises in high- and low-voltage electrical engineering services. Paternoster posted sales of €13 million in 2006. "2007 was a historical year for the group in terms of sales, which increased by nearly 30%* relative to 2006 in the electrical engineering activities", stated SPIE's Chief Executive Officer, Gauthier Louette, adding that "in 2007 the group finalised its strategic repositioning on its local technical services activities and crossed a decisive threshold in its ambition to become the European leader in its sector". * Pro forma sales for 2007, consolidating 100% of SPIE Matthew Hall Contact SPIE SA

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