



TOLL COLLECTION SYSTEMS

First half year results 2011/2012

En millions d'euros	31/03/2012	31/03/2011
Production	36,33	37,19
Gross margin	19,54	20,48
Operating income	8,16	8,28
Net income	5,36	5,20

The supervisory board met on 31 May 2012 and reviewed the interim financial statements for the first half of the year ended on 31 March 2012.

During the first half of the year GEA achieved a production of 36.33 M€. Thanks to an efficient cost control the company, which design and manufacture all its toll equipment in France, was able to improve its operating margin rate.

The net income amounted to 5.36 M€ and has strengthened the financial independence of the company characterized by 43.6 M€ capital, net cash of 40.5 M€ and no debt. This will enable GEA to increase its commercial and technical advance having the means to achieve its strategic investments.

Highlights :

Internationally numerous commercial successes were obtained, especially in Morocco where the company was chosen by the Motorway Company of Morocco for the supply of the toll equipment of the Berrechid-Beni Mellal motorway and the Casablanca bypass. Several contracts were also signed in China, in the Philippines and in Croatia.

In France GEA continued provision and renewal of toll equipment to nearly all motorway companies.

Being at the forefront of developments in the field of toll automation technology, GEA has continued to successfully deploy during the first half of the year the new nonstop 30

km/h tolling system (TSA) on the motorways of AREA (EIFFAGE Group), ASF, COFIROUTE, ESCOTA (VINCI Group) and SANEF (ABERTIS Group).

After having opened in 2011 its first 130 km/h free-flow electronic toll system, GEA has been selected by THALES for the supply of the road side equipment for the national French ECOTAX toll system for trucks.

The first half of the financial year has also been marked by the signing of several contracts.

SANEF (Société des Autoroutes du Nord et de l'Est de la France) has chosen GEA to supply its automated vehicles classification equipment.

A multi-year contract was also signed with ASF (Autoroutes du Sud de la France) for the supply and deployment of electronic equipment for the adaptation of the toll system to the new EMV standard chip card reading.

COFIROUTE and ESCOTA (Société des Autoroutes de l'Est et de la Côte d'Azur) have on their side renewed their trust in GEA through the signature of new contracts for the supply of automated equipment.

GEA has also been awarded by ATLANDES (EGIS PROJECTS Group) the contract for the supply of the toll equipment of the Salles-Saint Geours de Maremne motorway (A 63).

Finally it should be noted that GEA has been selected by the Lyon Airports Company to equip all its car parks in Saint Exupéry airport (15 000 places).

As of 31 March 2012 the order book stood at more than 75 M€, the highest level ever recorded by the company (29 % of which were international orders).

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