

Turnover for first quarter of 2014: EUR 20.1 million.



Turnover in the first quarter of 2014 rose considerably to €20.1 million compared with €0.7 million in the first quarter of 2013. It was boosted by strong sales of batteries to Bluecar and Bluestorage.

Turnover

Consolidated turnover of Blue Solutions in the first quarter of 2014 reached €20.1 million compared with €0.7 million in the first quarter of 2013.

The first quarter was marked by strong sales with Bluecar, boosted by the growth of Autolib' and the launch of car-sharing services in Lyons and Bordeaux.

In stationary batteries activities, Bluestorage also acquired batteries for the construction of 8 shelters of 180 KWH to equip the "Blue Zone" in Africa.

In total, including other applications such as Bluebus and Blueboat, Blue Solutions supplied 517 batteries in the first quarter of 2014.

Comparison of turnover

(in millions of euros)

	1 st quarter		
	2013	2013 (like-for-like and at constant exchange rates)	2014
Blue Solutions	0.7	0.7	20.1

Notable events and outlook

- In March 2014, Bolloré Group announced that a new factory would be built on the Blue Solutions site in Ergué-Gabéric, at which Blue Solutions would produce Bluetrams, fully-electric trams with "super capacities". The first section of the new Bluetram production line will come on stream in early 2015 and will involve Bluetram investing EUR 10 million in a production capacity of 50 Bluetram per year.
- When the railway station in Niamey, Niger, was opened on 7 April, and the one of Lomé in Togo on 26 April, Vincent Bolloré announced the formation of a "Blue Zone", place where the Bolloré Group is rolling out a complete solution to produce, store and distribute decentralised clean and free electricity, that is generated from solar energy. Photovoltaic panels have been installed in partnership with Sunpower, a Total's subsidiary, in order to use solar energy that will be stored in LMP batteries produced by Blue Solutions. This green and limitless energy allows to supply railway stations and also multi-functional platforms which can be used by schools, health centres, sporting activities and craft workshops. These infrastructures allow the production of drinking water. "Blue Zone" will soon be installed in Benin and in Guinea-Conakry.
- The Group is continuing to introduce bus services in Africa using solar panel powered batteries. Universities of Yaoundé in Cameroon and Abidjan in Ivory Coast have a service carrying more than 60,000 students per month.
- Following the confirmed success of Autolib' in Paris and the Paris region, the cities of Lyons and Bordeaux adopted Bolloré Group's electric car-sharing activities in 2013, and these are soon to be introduced in Indianapolis and London.
- Lastly at the start of the year, the Bolloré Group submitted a bid to deploy 16,000 charging stations throughout France.

The principal industrial and financial indicators at the end of the first quarter of 2014 are in line with Blue Solutions' expectations. For the full year 2014, Blue Solutions expects turnover to amount to between 90 and 100 million with battery production of between 2,400 and 2,600 and a positive EBITDA for the full-year of 2014 thanks to improvements in productivity and materials yields.