

Turnover for first nine months of 2014: €68.2 million

Turnover for the third quarter of 2014: €22.2 million

- Turnover of €68.2 million for the first nine months of the year vs. €27.7 million for the same period in the preceding year, owing to increased deliveries of batteries, due in turn to growth in car-sharing and expansion in stationary storage;
- The third quarter saw €22.2 million vs. €8.2 million in the third quarter of 2013;
- The outlook for FY2014 indicates turnover of €90 to 100 million and a positive EBITDA for the whole year.

Turnover

Consolidated turnover for Blue Solutions in the third quarter of 2014 reached €22.2 million vs. €8.2 million in the same period of 2013, a multiple of 2.7.

Over the first nine months of 2014, it amounted to €68.2 million, vs. €27.7 million for the same period in the preceding year, a multiple of 2.5.

The first nine months of FY2014 saw high volumes from Bluecar, helped by the growth in car-sharing and sales of vehicles to private individuals and companies.

In the stationary field, batteries have also been acquired by Bluestorage as part of building 180 kWh *shelters* to equip Blue Zones, particularly in Africa.

In total, counting in other applications, particularly batteries for Bluebuses, 1,669 batteries were delivered by Blue Solutions during the first nine months of 2014, vs. 636 for the same period in 2013.

Turnover (in millions of euros)	3 rd quarter				9-month total			
	2013	2013 (at constant structure and exchange rates)	2014	% change at constant structure and exchange rates	2013	2013 (at constant structure and exchange rates)	2014	% change at constant structure and exchange rates
Blue Solutions	8.2	8.2	22.2	X 2.7	27.7	27.7	68.2	X 2.5

Other items and outlook

§ **Partnership with Renault in electric vehicles:** After signing a letter of intent in September 2013, the French Groups Renault and Bolloré partnered in early September 2014 to jointly advance electric vehicles, based on three agreements involving:

- industrial co-operation: The Renault plant in Dieppe (Seine Maritime, France) will assemble the Bolloré Group's Bluecar electric vehicles, starting in the second half of 2015;
- creation of a joint venture for selling total car-sharing systems for electric vehicles in France and across Europe;

- and a feasibility study that the Bolloré Group has asked the Renault Group to produce covering the design, development and manufacturing by Renault of a new electric vehicle for city use, equipped with a 20 kWh Lithium Metal Polymer (LMP) battery.

§ **The Louis Vuitton Foundation**, which opened its doors on October 20, 2014 in the Bois de Boulogne, chose **Bluebus**, a clean mode of transport, to make it easier for visitors from Paris to get there. The Bolloré Group's 100% electric bus, made in Laval (Mayenne) and using Blue Solutions batteries, was chosen for its technical performance, unmatched anywhere, its environmental friendliness, its ease of use, its compactness and its accessibility for people with reduced mobility.

The key operating and financial indicators at the close of the third quarter of 2014 are in line with Blue Solutions' projections, which indicate turnover of €90 to 100 million and a positive EBITDA for the year as a whole.

Turnover by quarter (in millions of euros)	1 st quarter			2 nd quarter			3 rd quarter		
	2013	2013 (at constant structure and exchange rates)	2014	2013	2013 (at constant structure and exchange rates)	2014	2013	2013 (at constant structure and exchange rates)	2014
Blue Solutions	0.7	0.7	20.1	18.8	18.8	25.9	8.2	8.2	22.2