

Q4 2013 turnover: €19.7 million
2013 turnover: €47.4 million



- **Turnover in the fourth quarter rose considerably to €19.7 million compared with the fourth quarter of 2012.**
- **2013 turnover: €47.4 million compared with €61.7 million for 2012, which included high volumes of batteries due to the increased role of Autolib' in the first half of 2012.**

Turnover

Consolidated turnover of Blue Solutions in the fourth quarter reached €19.7 million compared with €6.9 million in the fourth quarter of 2012. Sales of batteries in the fourth quarter were boosted by the continued growth of Autolib', the launch of car-sharing services in Lyons and Bordeaux, and sales of solutions (equipment etc) in an amount of €3.9 million (€6.9 million for the whole of the year) to other Blue Applications companies for stationary projects.

For the whole of 2013, turnover amounted to €47.4 million compared with €61.7 million for the previous financial year. This 23% drop was explained by large volumes of batteries delivered in the first half of 2012 due to the increased role of the Autolib' car-sharing service activities.

Comparison of turnover

(in millions of euros)

	4 th quarter				First 12 months			
	2012	2012 (like-for-like and at constant exchange rates)	2013	% change like-for-like and at constant exchange rates	2012	2012 (like-for-like and at constant exchange rates)	2013	% change like-for-like and at constant exchange rates
Blue Solutions	6.9	6.9	19.7	x 3	61.7	61.7	47.4	-23%

Changes in sales by quarter

(in millions of euros)

	1 st quarter			2 nd quarter			3 rd quarter			4 th quarter		
	2012	2012 (like-for-like and at constant exchange rates)	2013	2012	2012 (like-for-like and at constant exchange rates)	2013	2012	2012 (like-for-like and at constant exchange rates)	2013	2012	2012 (like-for-like and at constant exchange rates)	2013
Blue Solutions	24.4	24.4	0.7	30.6	30.6	18.8	-0.1	-0.2	8.2	6.9	6.9	19.7