

## Consolidated net sales in the first three quarters of 2007: 4 billion euros

### The Group continues to report sustained organic growth: +7%<sup>(1)</sup>

Wendel reported an 8% increase in proforma<sup>(2)</sup> consolidated net sales in the first three quarters of 2007 to 4 billion euros.

This rise well reflects the performance of the Group's business sectors, their sustained average organic<sup>(1)</sup> growth (+7%), and their dynamic acquisition policy.

During the period, in keeping with its profile as a professional shareholder, Wendel focused on the integration of the companies it acquired in 2006 and, since September, has pursued its investment and diversification policy.

- In order to enable Bureau Veritas to move on to a new stage in its development, Wendel realised the IPO for its subsidiary on October 24. Wendel sold 1.2 billion euros of shares (after the over-allotment option exercise) at 37.75 euros per share, at the high end of the estimated price range. Wendel remains the largest shareholder of Bureau Veritas with 63.6% of the capital. Wendel reported an internal rate of return of 46% per year on its 2004 investment and has multiplied the value of its investment by 6 since 1995.
- Since September, Wendel has progressively acquired 58.1 million Saint-Gobain shares for approximately 4.25 billion euros. Wendel now owns 15.5% of Saint-Gobain's capital, and is the company's largest shareholder. Within the framework of this transaction, Wendel has mobilized 1.4 billion euros of its own resources as well as non recourse financing.
- Wendel sold most of its minority shareholding interest in Neuf Cegetel, representing 2.3% of the capital, for a total of 138 million euros. After this transaction, Wendel still owns 280,000 shares, which account for 0.1% of the capital.

For Jean-Bernard Lafonta, Chairman of the Executive Board, "Wendel was particularly active in the last few months. Acquisition, IPO and divestments organized since September provide a perfect illustration of Wendel's strategy – to implement the ambitious growth strategies of the Group's business sectors, and exercise Wendel's role as a long-term industrial shareholder that works in partnership with the companies' management teams."

### Net asset value

Wendel's net asset value totaled 6.8 billion euros as of November 2007, i.e. 135 euros per share compared with 107 euros per share in November 2006. Accounting for the 2 euro dividend paid in June, the annual increase was 28%.

### Proforma<sup>(2)</sup> consolidated net sales

| (millions of euros) | 9 months<br>2007 | 9 months<br>2006<br>Proforma <sup>(2)</sup> | Change     | Organic<br>growth <sup>(1)</sup> |
|---------------------|------------------|---|------------|----------------------------------|
| Bureau Veritas      | 1,467.2          | 1,348.6                                     | +9%        | +9%                              |
| Materis             | 1,383.9          | 1,216.6                                     | +14%       | +8%                              |
| Editis              | 540.9            | 540.9                                       | -          | +2%                              |
| Deutsch             | 328.6            | 329.6                                       | -          | +4%                              |
| Oranje-Nassau       | 174.9            | 179.3                                       | -2%        | NS                               |
| Stallergènes        | 104.0            | 89.1  | +17%       | +17%                             |
| <b>Total</b>        | <b>3,999.5</b>   | <b>3,704.0</b>                              | <b>+8%</b> | <b>+7%</b>                       |

<sup>(1)</sup> Organic growth is calculated excluding Oranje-Nassau, at which changes in net sales are linked to the price of oil and to production levels.

<sup>(2)</sup> Increase on a constant consolidation basis: proforma consolidated net sales include the net sales of Materis and Deutsch for the first three quarters of 2006

## Published consolidated net sales

| (millions of euros) | 9 months<br>2007 | 9 months<br>2006 | Change      |
|---------------------|------------------|------------------|-------------|
| Bureau Veritas      | 1,467.2          | 1,348.6          | +9%         |
| Materis             | 1,383.9          | 715.1            | ns          |
| Editis              | 540.9            | 540.9            | -           |
| Deutsch             | 328.6            | 72.5             | ns          |
| Oranje-Nassau       | 174.9            | 179.3            | -2%         |
| Stallergènes        | 104.0            | 89.1             | +17%        |
| <b>Total</b>        | <b>3,999.5</b>   | <b>2,945.5</b>   | <b>+36%</b> |

## Net sales of companies accounted for by the equity method

| (millions of euros) | 9 months<br>2007 | 9 months<br>2006 | Change | Organic<br>growth |
|---------------------|------------------|------------------|--------|-------------------|
| Legrand             | 3,095.5          | 2,781.7          | +11%   | +9%               |
| Stahl               | 231.9            | 236.4            | -2%    | +0.3%             |

### Bureau Veritas

Net sales in the first nine months of 2007 totaled 1,467 M€, up a significant 9%. Organic growth stood at +9%, particularly boosted by the dynamism of the Marine division (+21%), linked to strong demand for the certification of new ships and ships in service; by the performance of the Industry division (+19%), mainly linked to the oil and electricity sectors; and by the recovery of the Government Services and International Trade division (+20%) with recent contracts in Africa and Asia. The Consumer Products division also reported strong organic growth (+10%), especially in the segment of electrical and electronic products in France and the United States.

At +2%, external growth mainly represented the contribution of the companies acquired in Australia, the United States, Austria and Germany. The trend in foreign exchange rates had a negative impact of 2%.

With the acquisition of 100% of the capital of ECA GLOBAL in October, the Bureau Veritas group will more than triple its size in Spain, where it is now the Spanish leader in in-service inspection and verification, services for industry, certification and technical control for construction.

### Materis

At the end of September 2007, Materis reported strong growth of 14% in net sales, which totaled 1,384 million euros. Organic growth rose by 8%: Aluminates benefited from dynamic activity in building chemicals in Europe and good performance in the flow and refractory segments in Asia and Europe. The Mortars business reported high sales levels in France, Spain, Argentina and Asia, offsetting the downturn in the United States. The Admixtures division was sustained by satisfactory sales in all countries, with particular success around the Mediterranean zone and in Africa. Organic growth in Paints was more moderate, in line with market growth in France and southern Europe.

External growth was +7%, mainly the result of acquisitions made in 2006 in Argentina and Switzerland in the Paints branch, and in Spain, China and the United States in the Mortars branch. Foreign exchange had a negative impact of -1%.

### Editis

Net sales totaled 541 million euros at the end of September 2007, with organic growth of +2%, as it continued to outperform the publishing market. In the third quarter, organic growth was stronger than in the first half, and stood at +4%, boosted on the one hand by the dynamism of external publishers distributed through Interforum, and on the other hand by the performance of Group publishers in school textbooks.

In the first nine months of the year, the acquisition of DNL and the Belgian group De Boeck, which reported satisfactory performance levels, made a significant contribution to consolidated net sales (+9%), and offset the termination of the Universitaire distribution contract transferred to Lagardère Group of as of January 1, 2007 (-11%).

In the third quarter, Editis pursued its development strategy with the acquisition of Editions Gründ, which serves to bolster its publishing offer, and Paraschool, which strengthens its digital content position.

### Deutsch

Net sales totaled 329 million euros in the first nine months of 2007, with continued sustained organic growth (+4%) since the beginning of the year, in spite of a high base for comparison in the third quarter of 2006. The new organization based on global divisions (Industry and Aerospace) has been operational since the beginning of the second quarter and has already begun to produce the desired effects.

The Aerospace division reported strong organic growth (+10%) as a result of the new cross-marketing strategy, especially in the United States.

The Industry division was stable, with a significant downturn in business volume for heavy vehicles in the United States, in line with expectations, which was nevertheless offset by strong growth in sales in Europe.

The depreciation of the US dollar vis-à-vis the euro had a negative impact of 4%.

### **Oranje-Nassau**

In the first nine months of the year, oil production increased 5%, boosted by the startup of operations at the Buzzard oil deposit at the beginning of 2007. Net sales at Oranje-Nassau – excluding real estate activities – totaled 175 million euros, down 2% from the same period in 2006 after the negative impact of the depreciation of the US dollar vis-à-vis the euro.

In October 2007, Oranje-Nassau announced the sale of all its real estate holdings, reflecting the company's strategy to focus on the expansion of its investments in the oil and gas sector and on private equity activities.

### **Stallergènes**

Stallergènes continued to report very strong growth in net sales, up +17% from 2006 to 104 million euros in the first nine months of the year. Organic growth was also +17%, fueled by the dynamic performance of the company's sublingual allergy treatments, whose reputation benefits from the future launch of allergy treatment tablets. Construction of the new allergy treatment production facility has been completed, and the German agency P.E.I. is studying the company's request for authorization to market ORALAIR® Graminées allergy treatment tablets.

### **Stahl** (accounted for by the equity method)

In the third quarter of 2007, Stahl reported organic growth of +4%, in particular reflecting the good performance of the high performance coatings (Permuthane) division. After a first half down -1%, net sales in the first nine months of the year totaled 232 million euros, up slightly from the same period in 2006, excluding the foreign exchange impact. In the third quarter, Stahl's management pursued its plan to reduce fixed costs.

### **Legrand** (accounted for by the equity method)

Net sales totaled 3,095 million euros, up 11% in the first nine months of the year, with organic growth of +9% on a constant consolidation and foreign exchange basis. External growth made a positive contribution (+4%), while the foreign exchange impact was unfavorable (2%).

Organic growth was high in France (+7%) as a result of excellent performance levels in new product lines, illustrating the success of the strategy to upgrade lines. After an exceptionally strong first half, growth in Italy also remained high (+8%) in the first nine months. In the United States and Canada, Legrand demonstrated excellent resistance notably thanks to its high value added products, resulting in organic growth of 1%. Emerging countries reported the highest rate of growth in the group, with organic growth of +18% in the first three quarters, representing close to 24% of the group's net sales.

Since the beginning of the year, Legrand has pursued its targeted, self-financed external growth strategy with four acquisitions: HPM in Australia, UStec in the United States, Kontaktor in Russia, and more recently, Macse in Mexico. On an annual base, these four companies should contribute net sales of more than 170 million euros in 2007.

### **About Wendel**

*Wendel is one of Europe's leading listed investment firms. It invests in France and internationally in companies such as Bureau Veritas, Legrand, Editis, Materis, Deutsch, Stallergènes, Oranje-Nassau, Stahl. As an industrial shareholder, it implements long-term development strategies designed to expand the growth and profitability of companies of significant size in order to bolster their positions as market leaders.*

*Wendel reported consolidated net sales of 4.3 billion euros in 2006.*

*Wendel is listed on the Eurolist at Euronext Paris.*

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