



HEALTH & SAFETY
SUSTAINABLE CITY
WE'RE ALL BOUYGUES
CONSTRUCTION
BIM
CUSTOMERS
MULTI-LOCAL
WOMEN
OPEN INNOVATION
THE MOST
BEAUTIFUL
PLACE ON EARTH
ETHICS
ENERGY EFFICIENCY
COMMITTED
ECO-DESIGN
MULTI-CULTURAL
PARTNERS
UPSTREAM/
DOWNSTREAM
EXCELLENCE
CONNECTED

Key Points **2015**



Shaping a **Better Life**

➔ Bouygues Construction, the leader in sustainable construction

BOUYGUES CONSTRUCTION IS A GLOBAL PLAYER
IN CONSTRUCTION AND SERVICES.
OPERATING IN 80 COUNTRIES, OUR TEAMS DESIGN,
BUILD AND OPERATE BUILDINGS AND STRUCTURES
WHICH IMPROVE THE QUALITY OF PEOPLE'S LIVING
AND WORKING ENVIRONMENT.



€12bn

Sales of which
52% abroad



2.9%

Current operating
margin



€19.3bn

Order book



48%

Research
& Development budget
devoted to sustainable
construction

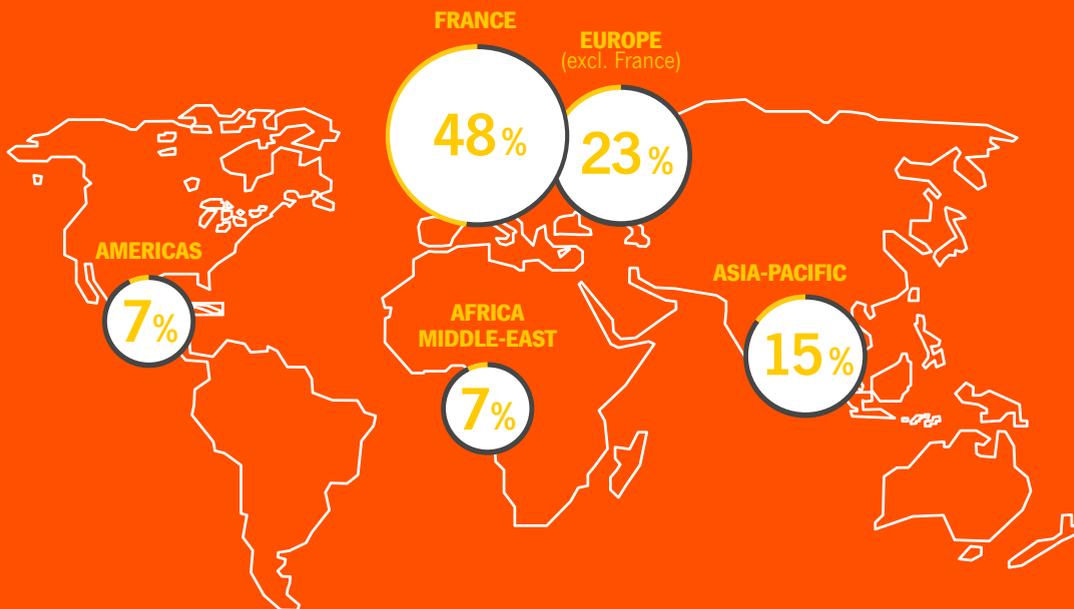


50,000

Employees

➔ A multi-local group

IN 2015, BOUYGUES CONSTRUCTION GENERATED 52% OF ITS SALES OUTSIDE FRANCE. THE INCREASED PACE OF ITS DEVELOPMENT OWES MUCH TO THE STRENGTH OF ITS TEAMS' LOCAL ROOTS IN THE 80 COUNTRIES IN WHICH IT OPERATES.



EXAMPLES OF STRONG LOCAL ROOTS

Canada

- > Sales in 2015: €490m
- > 270 employees
- > Present since 2008
- > Reference: **Jim Pattison Hospital** in Surrey

Cuba

- > Sales in 2015: €166m
- > 160 employees
- > Present since 1999
- > Reference: **Hotel Laguna del Este** on Cayo Santa Maria

United Kingdom

- > Sales in 2015: €1.4bn
- > 3,850 employees
- > Present since 1997
- > Reference: **Urban renovation** in Canning Town, London

Switzerland

- > Sales in 2015: €838m
- > 2,460 employees
- > Present since 1991
- > Reference: **Prime Tower** in Zurich

Ivory Coast

- > Sales in 2015: €125m
- > 1,140 employees
- > Present since 1973
- > Reference: **Henri Konan Bédié Bridge** in Abidjan

Morocco

- > Sales in 2015: €108m
- > 2,450 employees
- > Present since 1991
- > Reference: **Tangiers Med container port**

Qatar

- > Sales in 2015: €89m
- > 620 employees
- > Present since 2009
- > Reference: **QP District property complex** in Doha

Thailand

- > Sales in 2015: €164m
- > 3,400 employees
- > Present since 1989
- > Reference: **Soleq Solar photovoltaic farms** in Tak and Sukhotai provinces

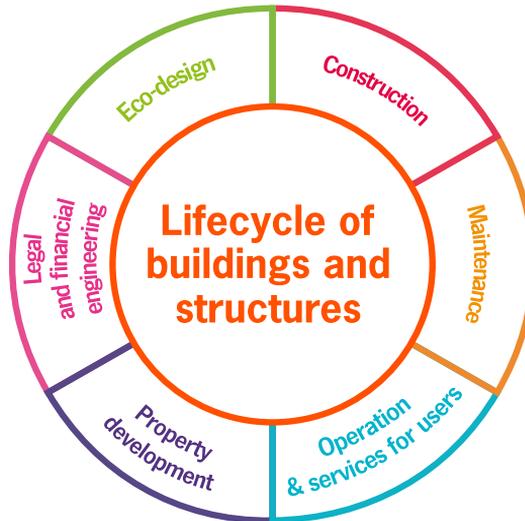
Hong Kong

- > Sales in 2015: €861m
- > 3,720 employees
- > Present since 1986
- > Reference: **Trade and Industry Tower**

Australia

- > Sales in 2015: €165m
- > 270 employees
- > Present since 1985
- > Reference: **NorthConnex Tunnels** in Sydney

→ Involved in the entire value chain of construction



→ Our key sectors

Bouygues Construction's wide-ranging expertise gives it a key role in public and private buildings, eco-neighbourhoods, transport infrastructures and energy and communications networks. It delivers a global and innovative approach to its customers, providing them with support over the long term.



BUILDINGS



CIVIL WORKS



ENERGIES AND SERVICES



CONCESSIONS

26,880
employees

60%
of Group sales

56%
of Group order intake

9,650
employees

22%
of Group sales

23%
of Group order intake

12,130
employees

18%
of Group sales

21%
of Group order intake

860*
employees

€655m
of revenues

*of whom 33 are included in the consolidated workforce.

→ Our commitments, our definitions

WE PRESENT THE NEW DEFINITIONS THAT MATTER THE MOST TO US:
HEALTH & SAFETY, THE SUSTAINABLE CITY, OPEN INNOVATION AND ETHICS.

From **upstream** to **downstream**, all areas of expertise forming part of the value chain of construction lead to **the most beautiful place on earth**: the construction site. This is why **health and safety** for all and zero accidents constitute our very highest priorities. But we think about more than just our sites; we also concentrate on the regions in which we operate. We are more **committed** to them than ever, contributing to their economic vitality. From Hong Kong to the United Kingdom, from Switzerland to Singapore, from Morocco to Australia, the Group has deepened its **multi-local** roots and strengthened its **multi-cultural** teams. The pooling of resources and a culture of sharing and of removing barriers take on more importance than ever. Throughout the world, as the men and **women** of the Group, **we are all Bouygues Construction**. We are committed to **innovation** in all of our projects and to creating ever greater value for our customers. But also driven by the single ambition of aiming for **excellence** by being the best at meeting the challenges that now redefine the act of building, such as **eco-design**, **BIM**, the **sustainable city**, **connected** infrastructure and homes, and **energy efficiency**. What guides us? Our **ethics** and the respect we show in the field, day after day, to all our **partners**.



Health & Safety

New Definition

“Our no. 1 priority. Protecting the health and the safety of our employees and of everyone involved with our construction sites is our primary responsibility. On a human level, and with respect to our customers. It is also a driver of performance: the projects with the best safety records are very often also the most efficient.”



Sustainable city

New Definition

“The cities of tomorrow. Sustainable, desirable. Cities that are better integrated into their environment, that consume less energy and are more pleasant to live in. We have multiple areas on which to act - including eco-neighbourhoods, soft mobility, renovation, renewable energies and social and functional diversity - but they all impose the same degree of urgency: we must work with other stakeholders to make the planet sustainable when 7 in 10 of its inhabitants are city-dwellers by 2050.”

➔ Ambition: zero accident

- > Among the best indicators in the profession
- > 39% of training hours delivered to Group employees in 2015 were devoted to health and safety

➔ Reinventing the city

- > Greencity eco-neighbourhood in Zurich (Switzerland) and Eole Evangile in Paris (France)
- > Refurbishment of the University of Bordeaux (France)
- > Adaptable high school, Clisson (France)
- > University of Hertfordshire Campus (United Kingdom)
- > Installation of 5,000 electric vehicle recharging stations in France
- > Erlenmatt West eco-neighbourhood in Basel (Switzerland)





Open innovation

New Definition

“Innovation is the means by which we have always advanced. It’s our culture. But today, the complexity of the environmental, economic and social challenges that we are facing demands that we innovate alongside others. With our minds open. We have to share our own areas of expertise with others, and combine them with other disciplines. Connect up with those who are imagining the world of tomorrow, whether they are start-ups, universities, or other large companies. Tomorrow, no one will innovate in isolation.”



Ethics

New Definition

“A standard within the company, and a responsibility to our customers. We have made ethics one of our core values. Ethics relates to the way in which we act and behave, individually and collectively, in all areas: management, business, partnerships. It is a demand on us, every day and at all times.”

→ Our initiatives

- > Matching Up programme to identify high-potential start-ups
- > The Start-Up Minute, an opportunity for start-ups to meet our employees
- > Internal Innovation Competition

→ A core value

- > A collective and individual duty
- > A requirement for management
- > Employee education initiatives
- > A clear framework



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