



COOPERATION IN **THIRD PARTY COUNTRIES**

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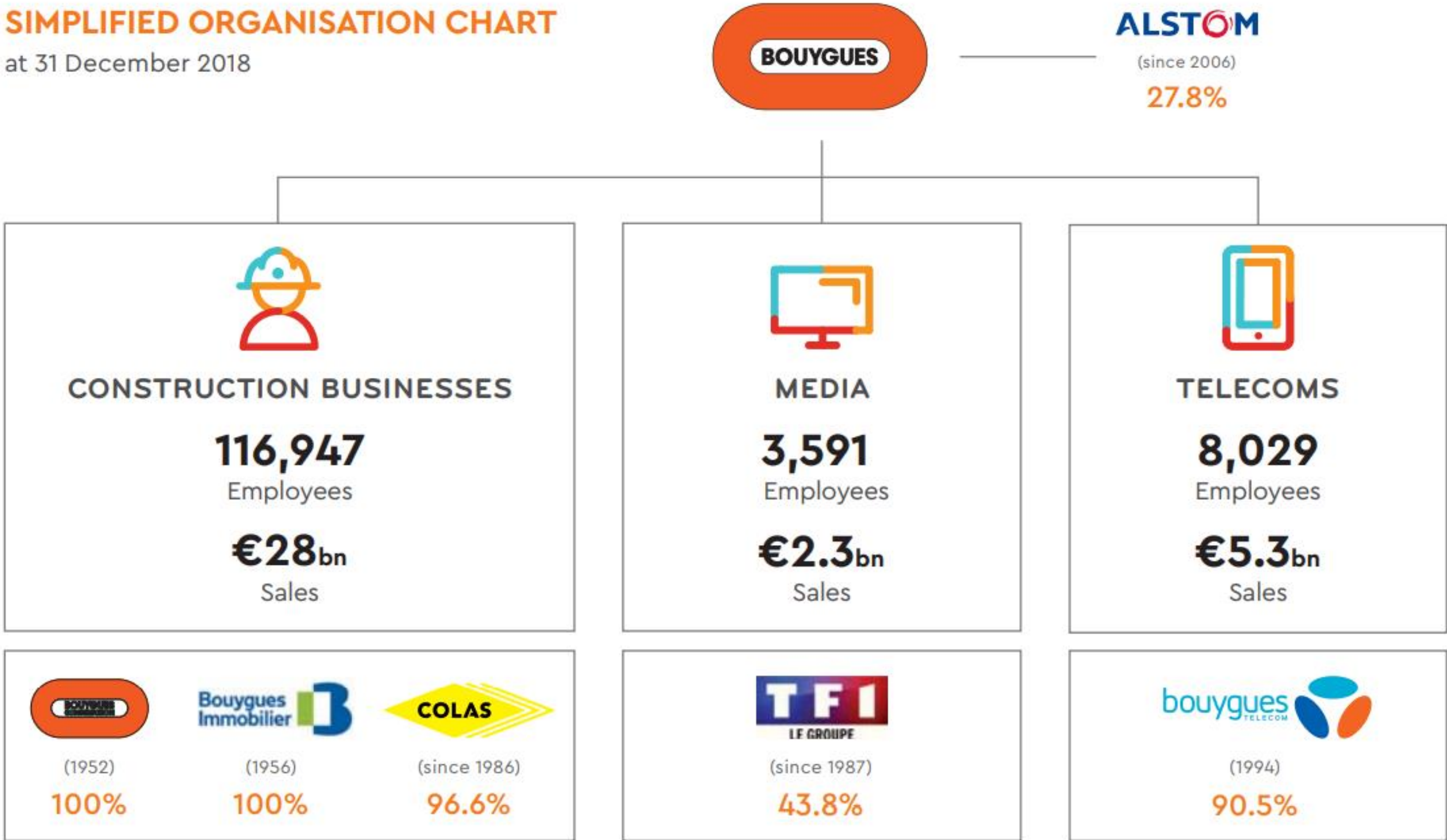


BOUYGUES IN BRIEF

Operating in nearly 90 countries, Bouygues is a diversified industrial group whose businesses are organised around three sectors of activity: construction, telecoms and medias

SIMPLIFIED ORGANISATION CHART

at 31 December 2018




2018 KEY FIGURES

at 31 December


 Headcount
129,000


 Worldwide presence
93 countries

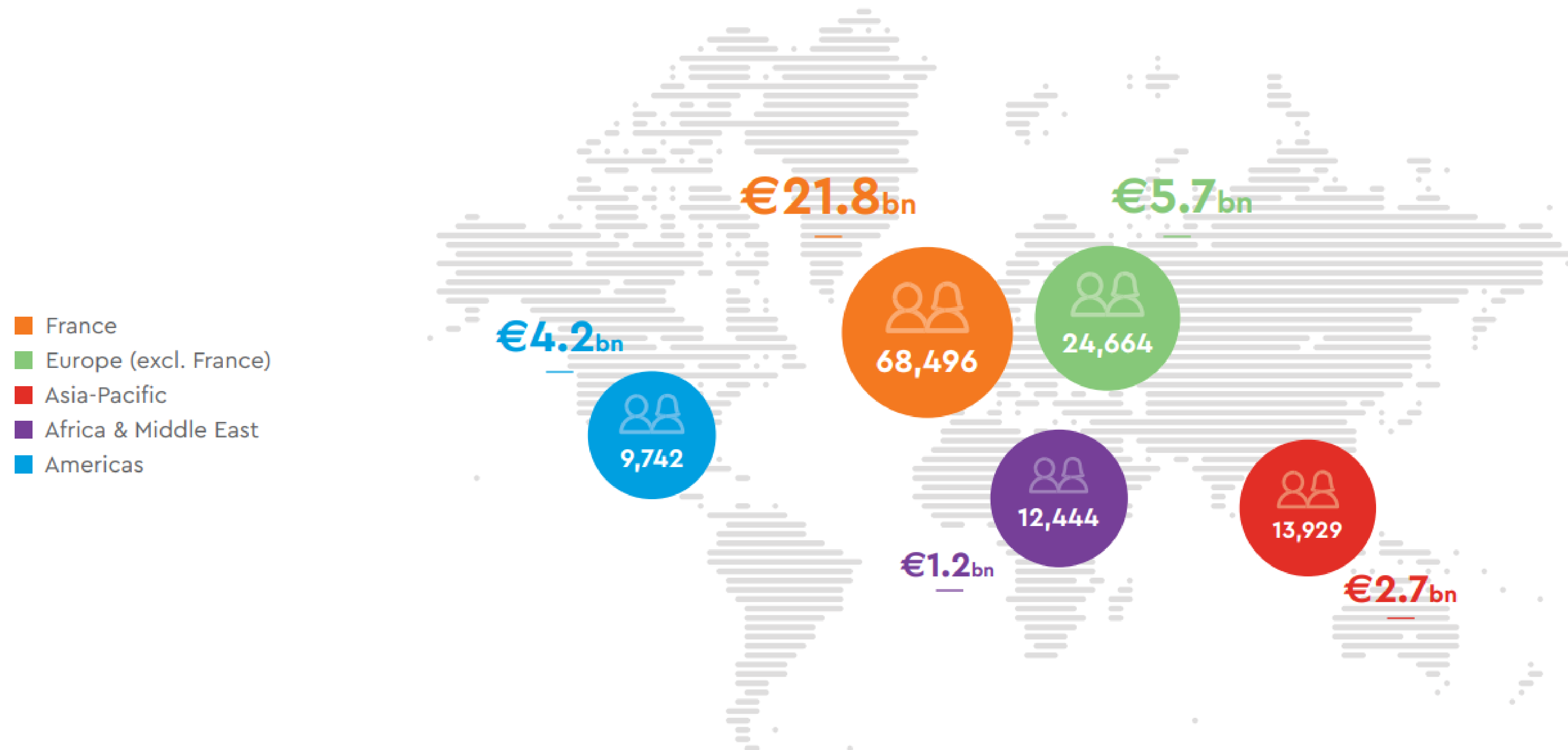

 Sales
€35.6bn


 Net profit attributable to the Group
€1,311m

See also p. 12-13

BOUYGUES IN 2019 – AN INTERNATIONAL GROUP

GROUP HEADCOUNT AND SALES BY REGION



EXPERIENCE IN AFRICA



BOUYGUES CONSTRUCTION IN AFRICA

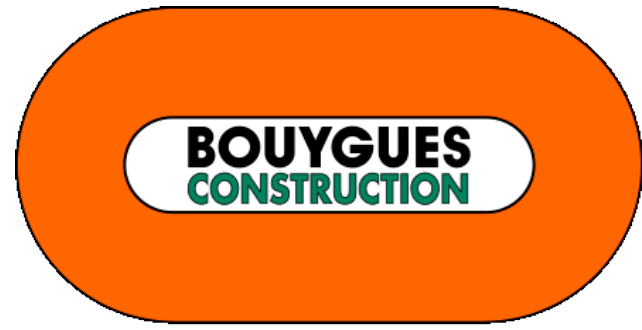
Bouygues Construction is a world leader in construction with over 60 years of experience supported by first-rate technical expertise, including Structural, E&M design and Methodology.

Bouygues Construction philosophy is based on an in-house fully integrated multi-disciplinary approach, combining design, methods, material and construction.

The potential of development in Africa is massive as the need of infrastructure is enormous to ensure the economic development of the continent. The African market is really dynamic, complex but can also be unpredictable.

To be successful in Africa, **experience** is fundamental and so is having the right support. A new comer would have to partner with an “experienced” company to reduce its risk exposure.





50 YEARS OF EXPERIENCE IN MANY AFRICAN COUNTRIES ENSURING KNOWLEDGE OF CULTURE AND MASTERY OF LOCAL ENVIRONMENT

SUCCESSFUL PROJECTS IN AFRICA



CAMEROON
REGIONAL ROAD N'GAOUDERE-
TOUBORO MOUNDOU

MOROCCO
TANGIER PORT

EGYPT
CAIRO METRO

SOUTH AFRICA
GAUTRAIN RAILWAY
JOHANNESBURG

LESOTHO
KATSE DAM



NIGERIA
ABUDJA STATION

IVORY COAST
HENRI KONAN NEDIE
BRIDGE

MOZAMBIQUE / SOUTH AFRICA
NATIONAL 4

LA REUNION
VIADUC ON ROAD
OFFSHORE

CONGO
HIGH VOLTAGE LINE

GHANA
RIDGE HOSPITAL ACCRA



WE OPEN THE WAY

COLAS IS HIGHLY INTERESTED IN WATER RELATED PROJECTS SUCH AS PIPELINES SYSTEMS, WATER CONVEYANCE, WATER PURIFICATION etc.,

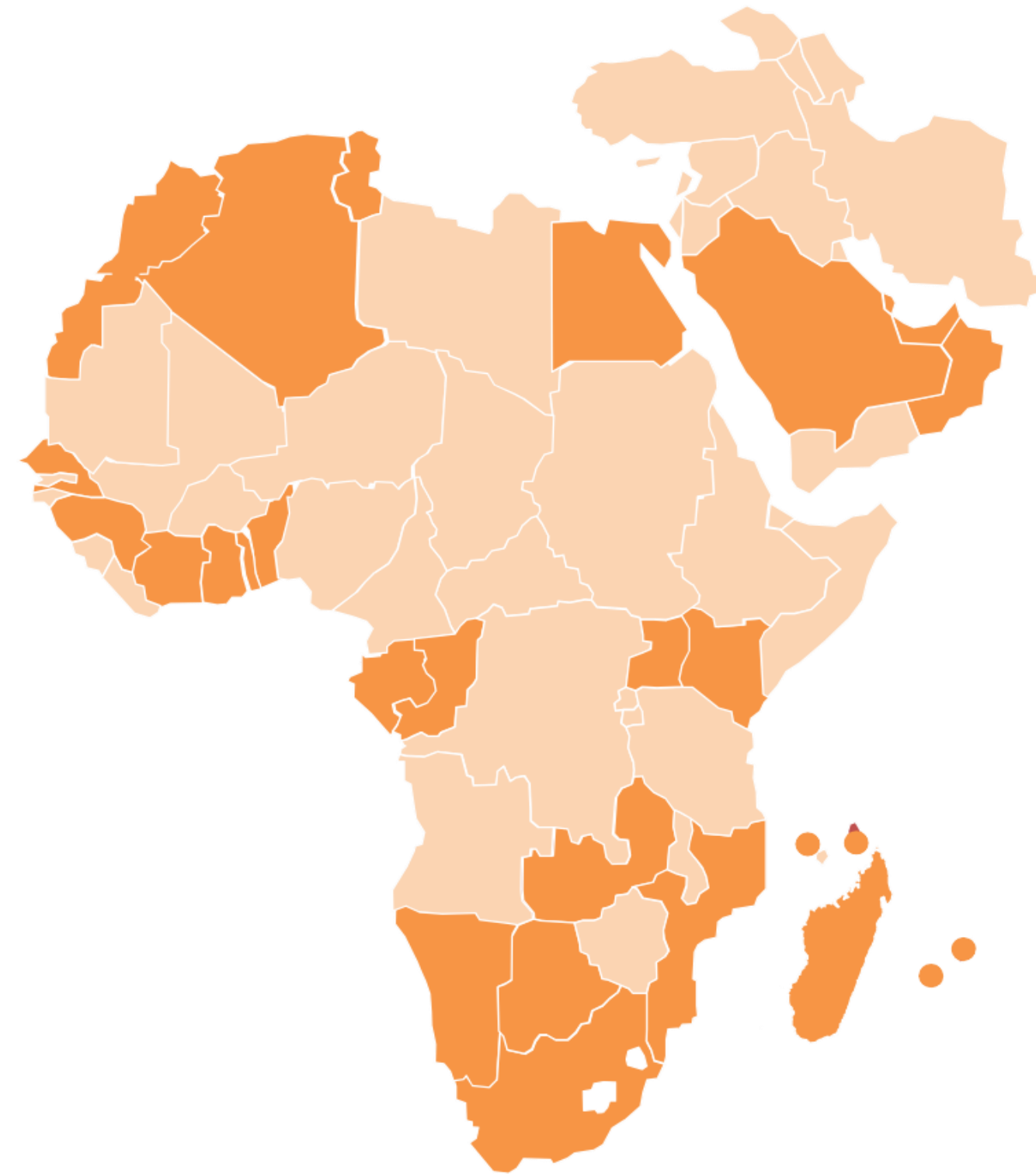
COLAS IN AFRICA

ROAD CONSTRUCTION

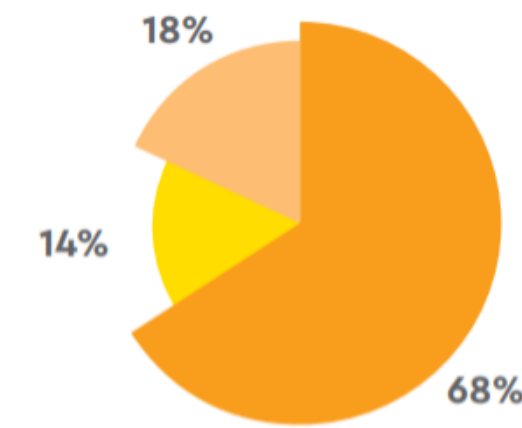
INCL. CIVIL ENGINEERING AND BUILDING



SALES OF CONSTRUCTION MATERIALS

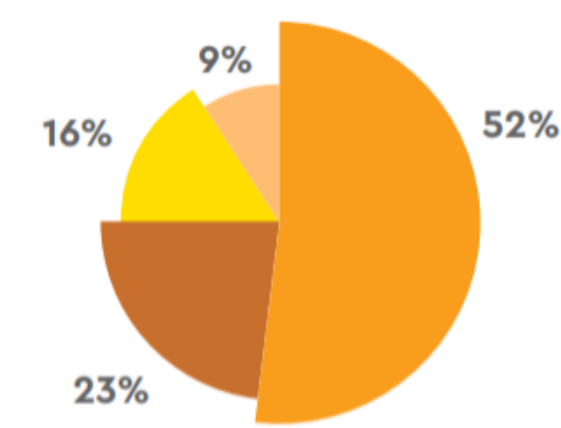


Sales by activity



- Roads
- Sale of construction materials
- Specialised activities

Sales by region



- France
- North America
- Europe (excl. France)
- Rest of the world

RAILWAYS
by COLAS RAIL



WATERPROOFING
by SMAC



SAFETY AND SIGNALING
by AXIMUM



NETWORKS by SPAC



COLAS HAS MORE 80 YEARS OF EXPERIENCE IN AFRICA, DELIVERING THOUSANDS OF PROJECTS.

9300 EMPLOYEES.97% FROM AFRICA

SPECIALIZED ACTIVITES

EXAMPLES OF COLLABORATION

HONG KONG, MYANMAR, VIETNAM



COLLABORATION IN MYANMAR

LANDMARK PROJECT YANGON



4 TOWERS :

- 2 OFFICE TOWERS
- 1 HOTEL TOWER
- 1 RESIDENTIAL TOWER



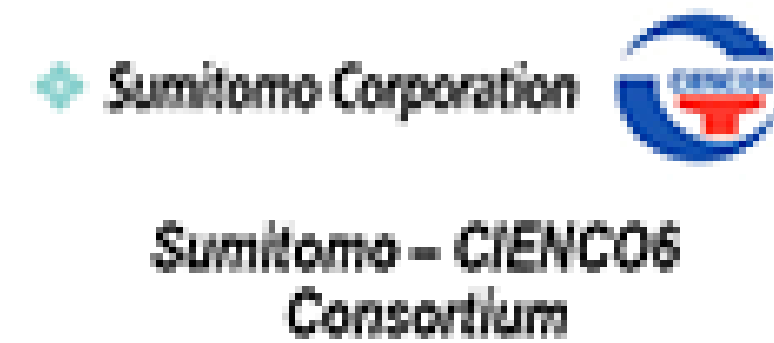
ON TOP OF A LARGE RETAIL PODIUM WITH
5 LEVELS OF BASEMENT

COLLABORATION IN VIETNAM

HO CHI MINH METRO LINE



NHAT TAN BRIDGE



MINISTRY OF TRANSPORT



COLLABORATION IN HONG KONG

KOWLOON CANTON RAILWAY
CORP



HK WEST DRAINAGE TUNNEL



MRT 703 MASS TRANSIT
RAILWAY CORP



FRANCE JAPAN COLLABORATION

SOME KEY PRINCIPLES

“Ethics are a permanent, daily obligation that concerns everyone”
MARTIN BOUYGUES – C.E.O



SELECTION PROGRAM BASED ON POTENTIAL RATHER THAN BRUTE KNOWLEDGE

TRAINING PLAN WITH KNOWLEDGE TRANSFER, SAFETY FOR ALL COMMITMENT, MEET WITH INTERNATIONAL STANDARDS

RETENTION STRATEGY FOR TALENTS WITH PROJECT TO PROJECT MOBILITY PLAN
➔ EMPLOYEES LOYALTY

KEY PRINCIPLES TO WORK IN **THIRD PARTY COUNTRIES**



SUSTAINABLE BUSINESS IS BASED ON GOOD KNOWLEDGE OF THE LOCAL RULES AND ESTABLISHED CONFIDENCE

BEING SELECTIVE ON PROJECT CHOOSING VALUABLE PARTNERS

BEING SMART ON THE CONTRACT MODEL

KEY PRINCIPLES TO WORK IN **THIRD PARTY COUNTRIES**



ESTABLISHED RELATIONSHIPS WITH LOCAL AUTHORITIES

INTERNAL SECURITY ADVISORS TO ANTICIPATE RISK OF INSTABILITY EVENTS

STRONG AND RESILIENT PROCEDURES PROCESSES WITH REGULAR ASSESSMENT



ABLE TO MOBILIZE FROM EACH COUNTRY WITH GOOD KNOWLEDGE OF REGULATIONS AND CUSTOMS

ABLE TO BE SELF SUFFICIENT IN SUPPLYING SOME OF THE MATERIALS

INTERNATIONAL PROCUREMENT HUB TO ENSURE THE BEST PRICES FOR EACH PROJECT



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