

# FIRST-HALF 2018 RESULTS

30 AUGUST 2018

PRESENTATION

A woman in a dark blue top and light-colored pants is walking on a modern, green rooftop terrace. The terrace is filled with various plants and trees, including a large tree in the center and several potted plants. The background shows a city skyline with various buildings. The terrace has a glass railing and a modern architectural design with a curved, slatted ceiling.

**BOUYGUES**

This presentation contains forward-looking information and statements about the Bouygues group and its businesses. Forward-looking statements may be identified by the use of words such as “will”, “expects”, “anticipates”, “future”, “intends”, “plans”, “believes”, “estimates” and similar statements.

Forward-looking statements are statements that are not historical facts, and include, without limitation: financial projections, forecasts and estimates and their underlying assumptions; statements regarding plans, objectives and expectations with respect to future operations, products and services; and statements regarding future performance of the Group. Although the Group’s senior management believes that the expectations reflected in such forward-looking statements are reasonable, investors are cautioned that forward-looking information and statements are subject to various risks and uncertainties, many of which are difficult to predict and generally beyond the control of the Group, that could cause actual results and developments to differ materially from those expressed in, or implied or projected by, the forward-looking information and statements. Investors are cautioned that forward-looking statements are not guarantees of future performance and undue reliance should not be placed on such statements. The following factors, among others set out in the Group’s Registration Document (*Document de Référence*) in the chapter headed Risk factors (*Facteurs de risques*), could cause actual results to differ materially from projections: unfavorable developments affecting the French and international telecommunications, audiovisual, construction and property markets; the costs of complying with environmental, health and safety regulations and all other regulations with which Group companies are required to comply; the competitive situation on each of our markets; the impact of tax regulations and other current or future public regulations; exchange rate risks and other risks related to international activities; industrial and environmental risks; aggravated recession risks; compliance failure risks; brand or reputation risks; information systems risks; risks arising from current or future litigation. Except to the extent required by applicable law, the Bouygues group makes no undertaking to update or revise the projections, forecasts and other forward-looking statements contained in this presentation.

# ITEMS IMPACTING 2018 RESULTS

- **REMINDER: APPLICATION OF IFRS 9 AND IFRS 15 FROM 1 JANUARY 2018**

- **Slight impact** over the year at **Group level**
- Main impacts of **IFRS 15**:
  - > **Bouygues Immobilier**: backlog, sales, current operating profit and net profit attributable to the group
  - > **Bouygues Telecom**: sales, current operating profit, net profit attributable to the group, capex and free cash flow
  - > The 2017 figures have been restated by business segment; the quarterly impacts on the 2017 results are detailed in the Annex

- **SCOPE EFFECTS**

- **Acquisition of the Miller McAsphalt group** by Colas on 28 February 2018
  - > The provisional acquisition price of €585m for 100% of the equity interest has been recognized as provisional goodwill
  - > The contribution to results for March through June was booked in Q2 2018
- **Acquisition of the aufeminin group** by TF1 on 27 April 2018
  - > Acquisition of the Axel Springer group's majority equity interest (78.07%) on 27 April 2018. At 4 July 2018, the closing date of the simplified public tender offer, TF1 held 93.28% of aufeminin
  - > Results for the months of May and June were consolidated in Q2 2018

# CONTENTS

- **HIGHLIGHTS AND KEY FIGURES**
- REVIEW OF OPERATIONS
- FINANCIAL STATEMENTS
- OUTLOOK

# H1 2018 HIGHLIGHTS

- **Good commercial performance and robust growth** in results at **Bouygues Telecom**
- **Backlog for the construction businesses at a record level.** Following the adverse impact of poor weather conditions in Europe in Q1, **current operating profit improved in Q2 year-on-year**, despite strikes at SNCF in rail business in France and difficulties in completing three energy and services projects
- **Outlook confirmed**



New coastal road on Reunion Island – France



# GROUP KEY FIGURES

- **Sales up 4% year-on-year**
- **H1 2018 current operating profit of €303m reflects**
  - > Higher profitability at Bouygues Telecom
  - > Current operating profit in the construction businesses still impacted by Q1
- **Net profit attributable to the Group was up 18% (+€40m)**
  - > Up 6% excluding exceptional items

€m	H1 2017 restated	H1 2018	Change
<b>Sales</b>	<b>15,108</b>	<b>15,743</b>	<b>+4%<sup>a</sup></b>
<i>o/w France</i>	9,797	10,143	+4%
<i>o/w international</i>	5,311	5,600	+5%
<b>Current operating profit</b>	<b>347</b>	<b>303</b>	<b>-€44m</b>
<i>o/w Bouygues Telecom</i>	135	148	+€13m
<i>o/w TF1</i>	108	101	-€7m
<i>o/w construction businesses</i>	122	70	-€52m
<b>Operating profit</b>	<b>379<sup>b</sup></b>	<b>383<sup>c</sup></b>	<b>+€4m</b>
<b>Net profit attributable to the Group</b>	<b>220</b>	<b>260</b>	<b>+€40m</b>
<b>Net profit attributable to the Group excl. exceptional items<sup>d</sup></b>	<b>197</b>	<b>209</b>	<b>+€12m</b>

(a) Up 5% like-for-like and at constant exchange rates

(b) Including non-current charges of €12m at TF1 and €4m at Colas and non-current income of €48m at Bouygues Telecom

(c) Including non-current charges of €11m at TF1 and non-current income of €91m at Bouygues Telecom

(d) See reconciliation on slide 38

# ROBUST FINANCIAL STRUCTURE

- **NET DEBT AT END-JUNE 2018, UP €0.8B YEAR-ON-YEAR, INCLUDES THE ACQUISITION OF THE MILLER McASPHALT GROUP BY COLAS AND OF THE AUFEMININ GROUP BY TF1**

- The increase in net debt versus end-December 2017 reflects the usual seasonal effect of Colas' business
- Net debt at end-June 2018 does not include the acquisition of Alpiq Engineering Services by Bouygues Construction and Colas (enterprise value of CHF 850m)

- **MOODY'S**

- **Credit rating upgraded** from Baa1, positive outlook, **to A3, with a stable outlook**, on 5 July 2018

- **STANDARD & POOR'S**

- **Credit rating of BBB+, positive outlook maintained**, on 12 July 2018

€m	End-Dec 2017 restated	End- June 2018	Change	End-June 2017 restated	Change
Shareholders' equity	10,416	9,947	-€469m	9,380	+€567m
Net debt	(1,917)	(5,042)	-€3,125m	(4,265)	-€777m
Net gearing	18%	51%	+33 pts	45%	+6 pts

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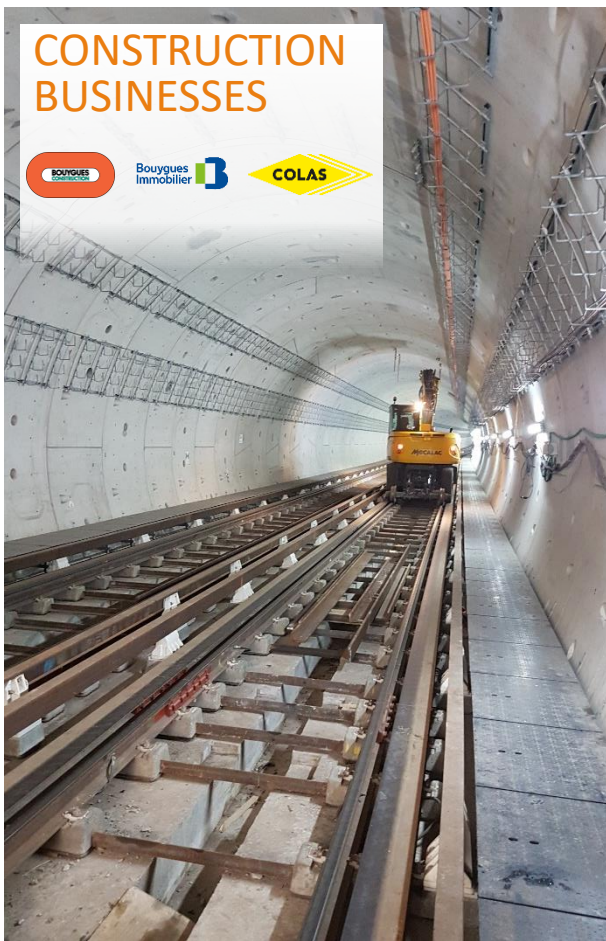
- HIGHLIGHTS AND KEY FIGURES
- **REVIEW OF OPERATIONS**
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# CONSTRUCTION BUSINESSES



Bouygues Immobilier



Paris metro Line 14 North, Grand Paris project



Green Office Quartz – Issy-les-Moulineaux



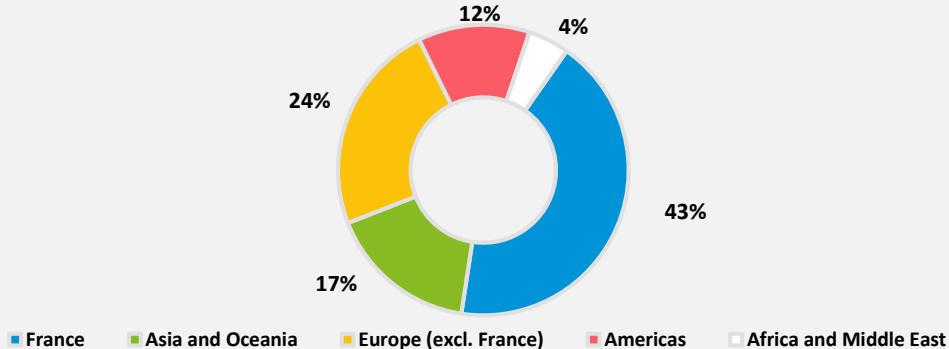
Resurfacing of the Circuit Paul Ricard race track for the French Grand Prix

# RECORD BACKLOG

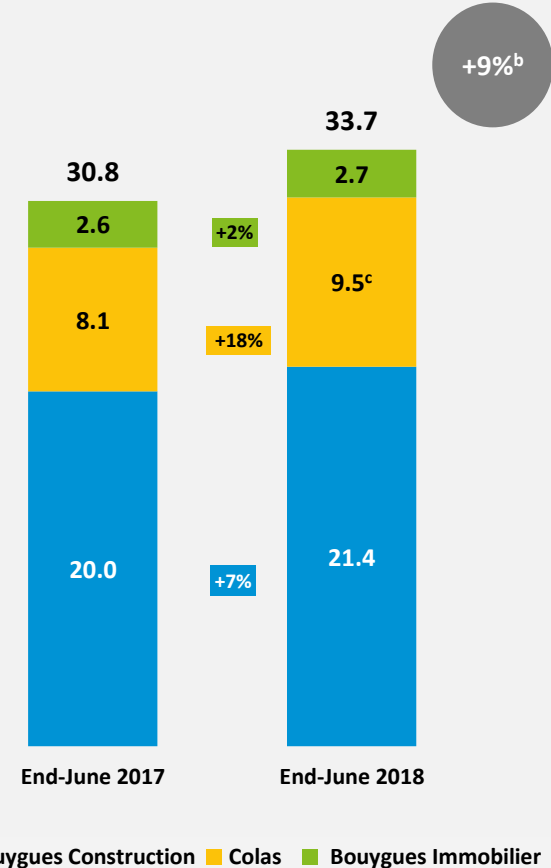
- BACKLOG AT END-JUNE 2018: €33.7B**

- **Up 9%** year-on-year and **up 13%** at constant exchange rates
- **57% of the backlog** at Bouygues Construction and Colas in **international markets**

Backlog at Bouygues Construction and Colas by geographic region (at end-June 2018)



## Backlog<sup>a</sup> (€b)



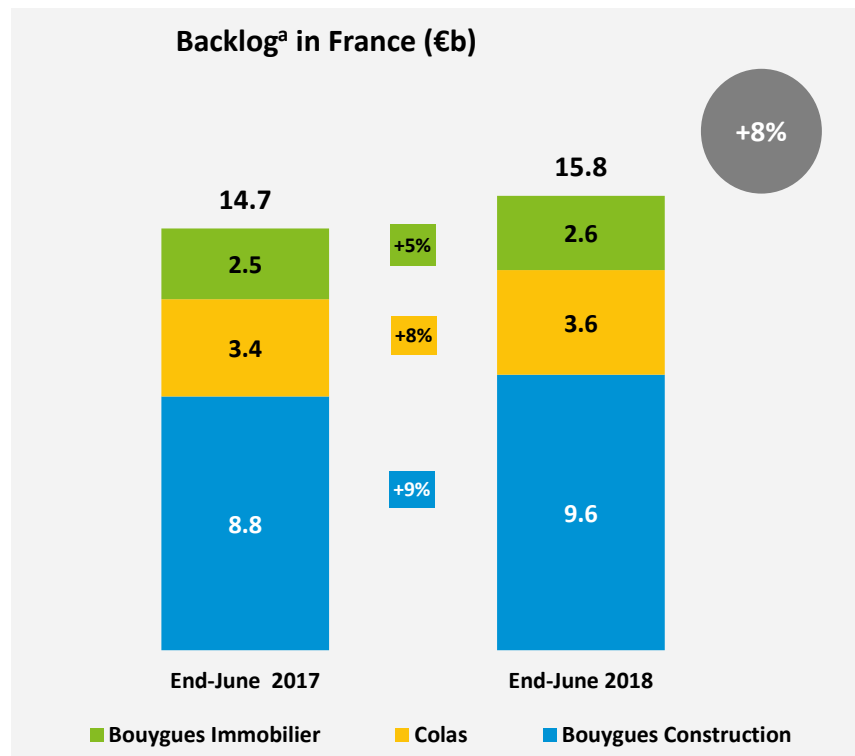
(a) Restated for IFRS 15

(b) Up 13% at constant exchange rates

(c) Including the Miller McAsphalt group backlog for €0.8b

# GOOD COMMERCIAL MOMENTUM IN FRANCE

## EXAMPLE OF CONTRACTS WON IN Q2 2018



(a) Restated for IFRS 15



Construction of Line B of Angers tram system (€63m)



Design and construction of the Lille metropolitan authority offices (€154m)



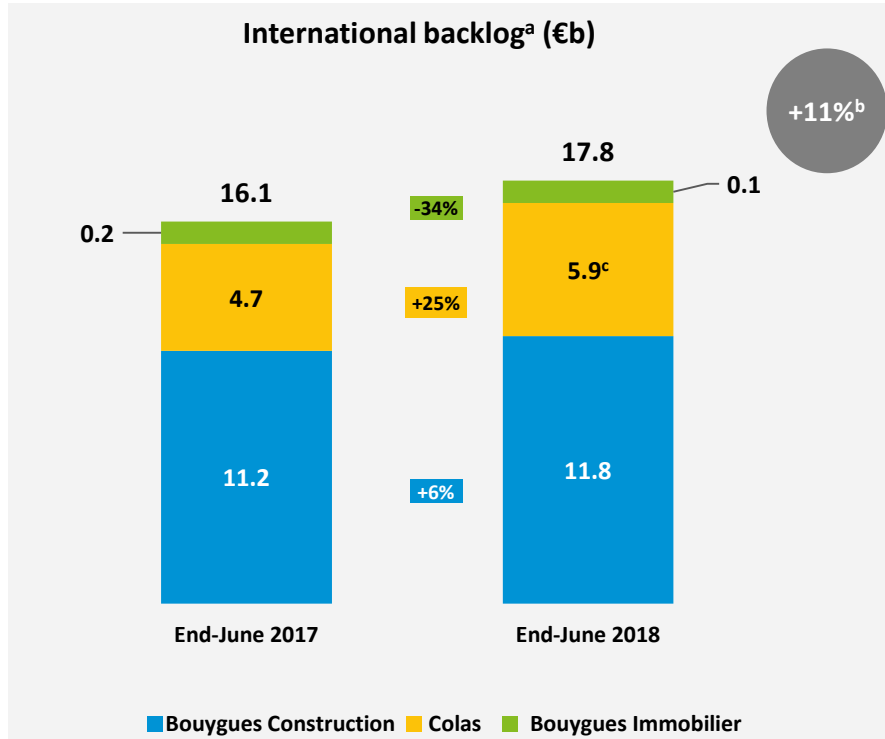
Building and operation of the Biology-Pharmacy-Chemistry cluster for Paris-Sud University, at Saclay (€335m)



Construction of Maubeuge Hospital (€63m)



# UPBEAT INTERNATIONAL MARKETS



(a) Restated for IFRS 15

(b) Up 17% at constant exchange rates and up 12% at constant exchange rates and excluding the Miller McAsphalt group

(c) Including the Miller McAsphalt group backlog for €0.8b

## EXAMPLE OF CONTRACTS WON IN Q2 2018



# KEY FIGURES IN THE CONSTRUCTION BUSINESSES

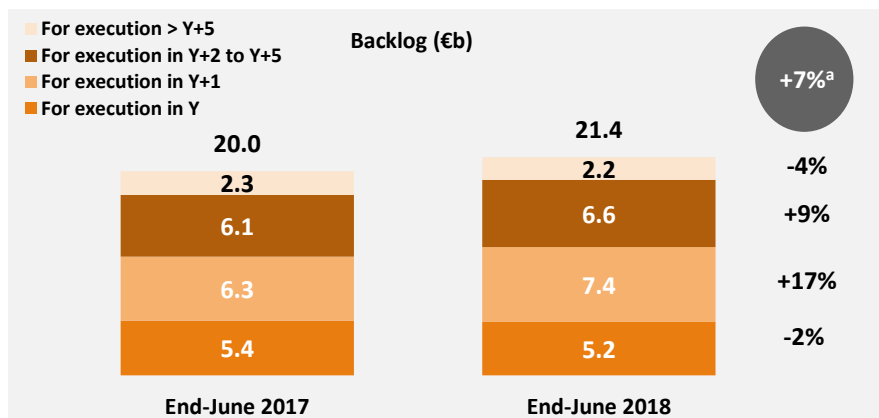
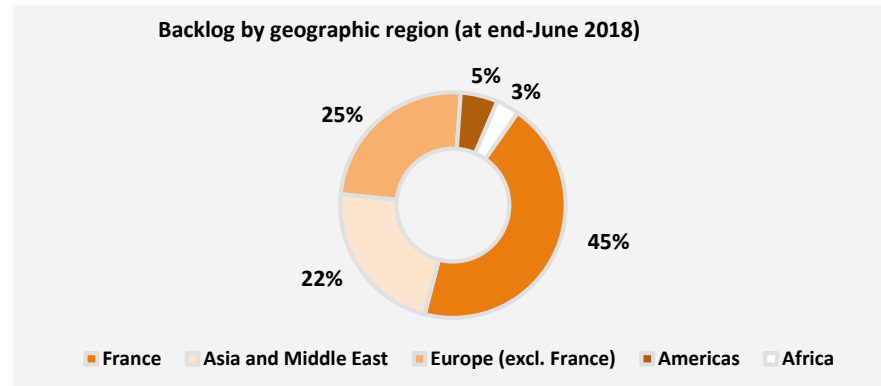
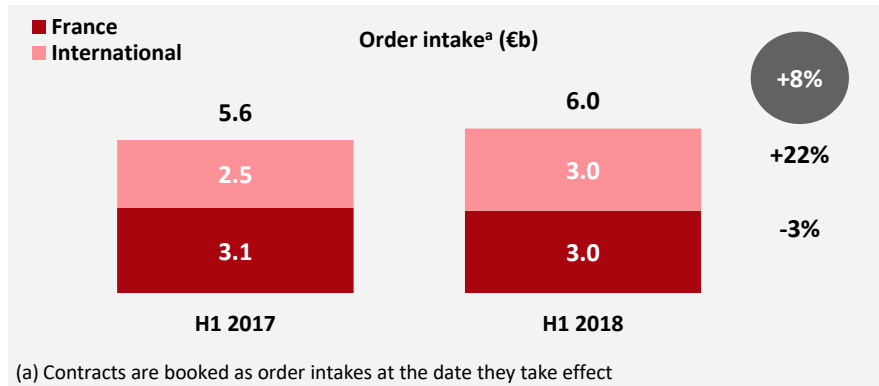
€m	Q1 2018	Change vs Q1 2017	Q2 2018	Change vs Q2 2017	H1 2018	Change vs H1 2017	Lfl & constant fx <sup>a</sup>
<b>Sales</b>	<b>5,058</b>	<b>-2%</b>	<b>7,057</b>	<b>+8%</b>	<b>12,115</b>	<b>+4%</b>	<b>+5%</b>
<i>o/w France</i>	<i>2,922</i>	<i>0%</i>	<i>3,658</i>	<i>+5%</i>	<i>6,580</i>	<i>+3%</i>	<i>+3%</i>
<i>o/w international</i>	<i>2,136</i>	<i>-4%</i>	<i>3,399</i>	<i>+11%</i>	<i>5,535</i>	<i>+5%</i>	<i>+7%</i>
<b>Current operating profit</b>	<b>(192)</b>	<b>-€58m</b>	<b>262</b>	<b>+€6m</b>	<b>70</b>	<b>-€52m</b>	
<b>Current operating margin</b>	<b>-3.8%</b>	<b>-1.2 pts</b>	<b>3.7%</b>	<b>-0.2 pts</b>	<b>0.6%</b>	<b>-0.4 pts</b>	

(a) Like-for-like and at constant exchange rates

- **Growth in Q2 2018 sales and current operating profit** year-on-year
  - The sharp increase in current operating profit at Bouygues Immobilier and a higher contribution from Colas' roads business more that offset the negative impact of strikes at SNCF on rail business in France and difficulties in completing three energy and services projects in Ireland and the United Kingdom
- **Current operating margin of 3.7%** in Q2 2018
  - Excluding the three Bouygues Energies & Services projects in Q2 2018, the Q2 current operating margin is 4.1%.
- Improvement in **current operating profit<sup>b</sup>** and **current operating margin<sup>b</sup>** confirmed for 2018

(b) Excluding the capital gain of €28m on Nextdoor in 2017

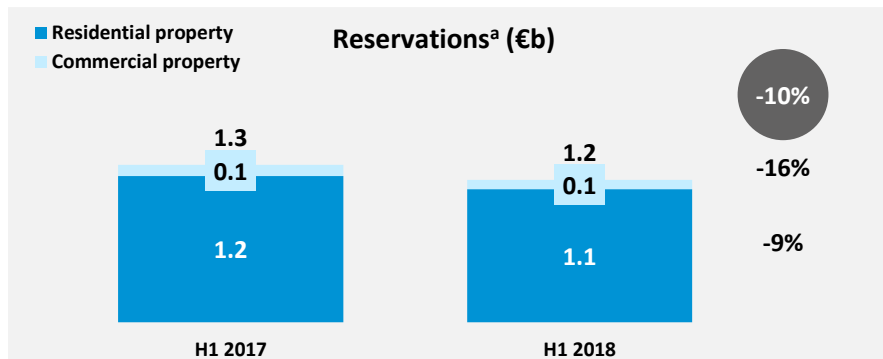
## KEY FIGURES AT BOUYGUES CONSTRUCTION



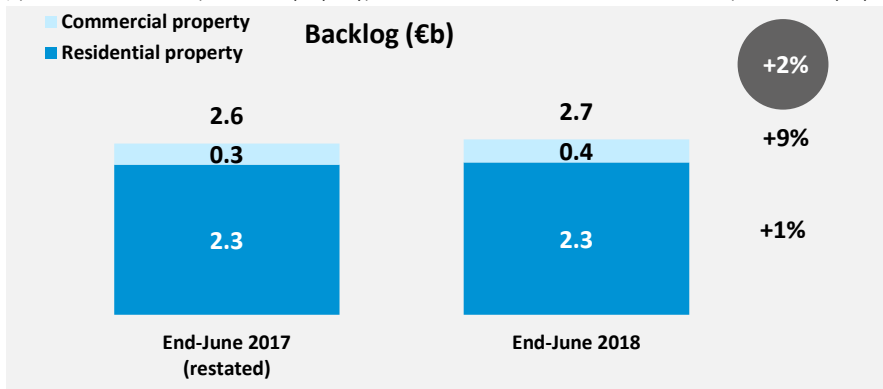
€m	H1 2017 restated	H1 2018	Change
<b>Sales</b>	<b>5,714</b>	<b>5,726</b>	<b>+0%<sup>a</sup></b>
<i>o/w France</i>	2,662	2,739	+3%
<i>o/w international</i>	3,052	2,987	-2%
<b>Current operating profit</b>	<b>196</b>	<b>167</b>	<b>-€29m</b>
<i>Current operating margin</i>	3.4%	2.9%	-0.5 pts
<b>Operating profit</b>	<b>196</b>	<b>167</b>	<b>-€29m</b>

(a) Up 5% like-for-like and at constant exchange rates

## KEY FIGURES AT BOUYGUES IMMOBILIER



(a) Net of cancellations (residential property) and firm orders which cannot be cancelled (commercial property)



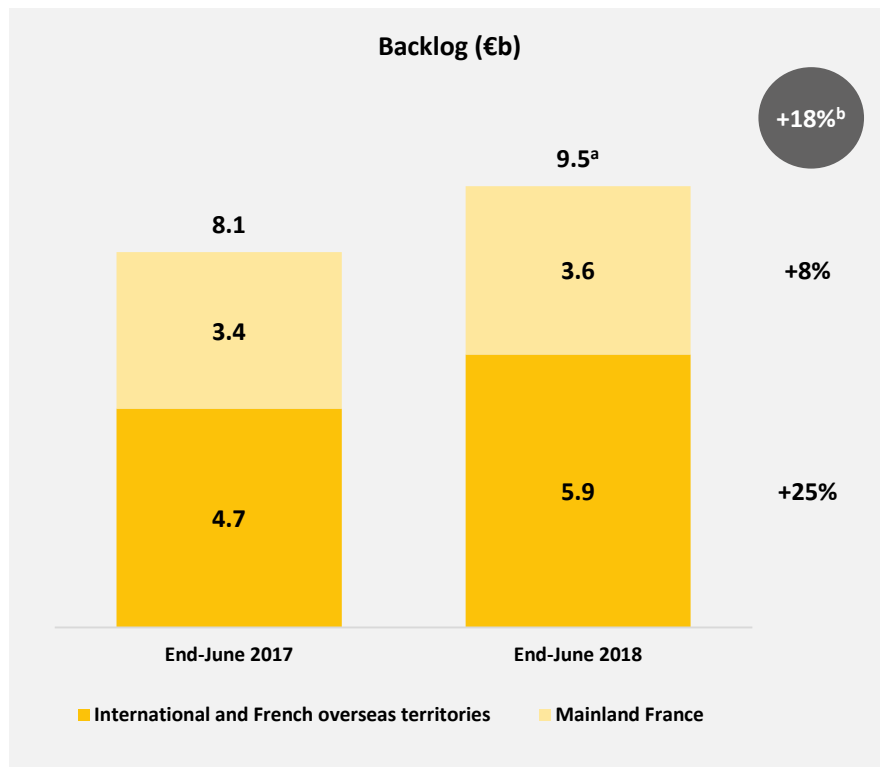
Nanterre Cœur Université eco-neighborhood – France

€m	H1 2017 restated	H1 2018	Change
<b>Sales</b>	<b>1,123</b>	<b>1,140</b>	<b>+2%<sup>a</sup></b>
<i>o/w residential</i>	972	996	+2%
<i>o/w commercial</i>	151	144	-5%
<b>Current operating profit</b>	<b>62</b>	<b>77</b>	<b>+€15m</b>
<i>Current operating margin</i>	5.5%	6.8%	+1.3 pts
<b>Operating profit</b>	<b>62</b>	<b>77</b>	<b>+€15m</b>

(a) Up 3% like-for-like and at constant exchange rates



## KEY FIGURES AT COLAS



(a) Including the Miller McAsphalt group backlog for €0.8b

(b) Up 21% at constant exchange rates and up 11% at constant exchange rates and excluding the Miller McAsphalt group

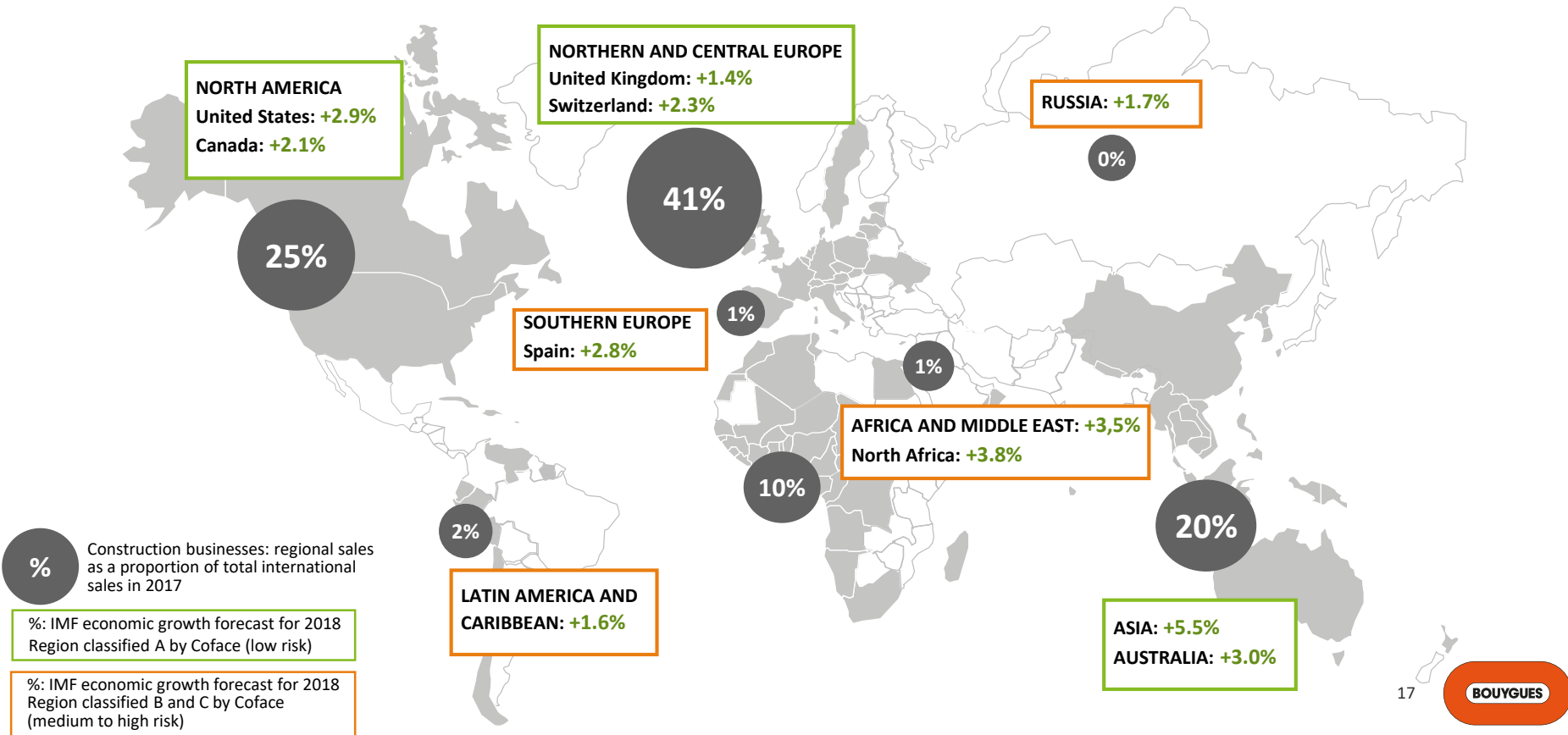
€m	H1 2017 restated	H1 2018	Change
<b>Sales</b>	<b>5,002</b>	<b>5,361</b>	<b>+7%<sup>a</sup></b>
<i>o/w France (incl. French overseas territories)</i>	<i>2,812</i>	<i>2,855</i>	<i>+2%</i>
<i>o/w international</i>	<i>2,190</i>	<i>2,506</i>	<i>+14%</i>
<b>Current operating profit/(loss)</b>	<b>(136)</b>	<b>(174)</b>	<b>-€38m</b>
<i>Current operating margin</i>	<i>-2.7%</i>	<i>-3.2%</i>	<i>-0.5 pts</i>
<b>Operating profit/(loss)</b>	<b>(140)<sup>b</sup></b>	<b>(174)</b>	<b>-€34m</b>

(a) Up 4% like-for-like and at constant exchange rates

(b) Including non-current charges of €4m related to preliminary works for the dismantling of the Dunkirk site

# A STRONG AND SELECTIVE INTERNATIONAL PRESENCE

## BOUYGUES OPERATES IN GROWING COUNTRIES WITH A LOW-RISK PROFILE





19.3 million viewers (82% audience share) watched the Soccer World Cup Final (5pm-7pm) on TF1 on 15 July 2018

# KEY FIGURES AT TF1

- **SALES UP 4% YEAR-ON-YEAR**

- **Good performance of advertising revenue** for the five unencrypted channels
- **First revenue** streams from distribution of the **TF1 Premium** service

- **CURRENT OPERATING MARGIN OF 9.3% IN H1 2018**

- The cost of the Soccer World Cup (€46m in H1 2018) was partially offset by tight control of programming costs and growth in production activities
- Excluding the cost of the Soccer World Cup, the current operating margin is **13.5%** in H1 2018

€m	H1 2017 restated	H1 2018	Change
Sales	1,043	1,084	+4% <sup>a</sup>
<i>o/w TF1 group advertising</i>	784	812	+4%
Current operating profit	108	101	-€7m
<i>Current operating margin</i>	10.4%	9.3%	-1.1 pts
Operating profit	96 <sup>b</sup>	90 <sup>c</sup>	-€6m

(a) Up 1% like-for-like and at constant exchange rates

(b) Including non-current charges of €12m related to amortization of audiovisual rights remeasured as part of the acquisition of Newen Studios

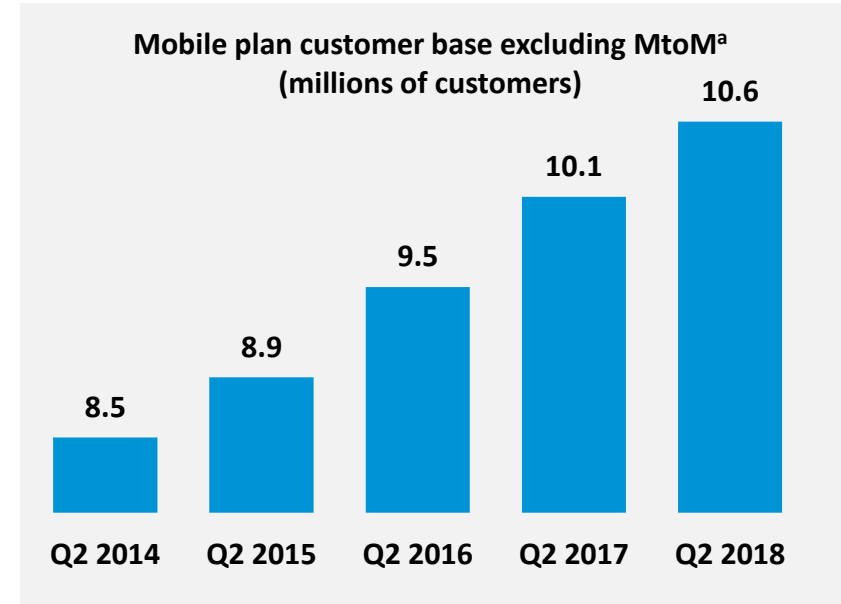
(c) Including non-current charges of €11m related to amortization of audiovisual rights remeasured as part of the acquisition of Newen Studios





# ROBUST GROWTH IN MOBILE

- **15.3 MILLION MOBILE CUSTOMERS AT END-JUNE 2018**
  - **+901,000 customers** in H1 2018
  - **+448,000 customers** in Q2 2018
- **OF WHICH 10.6 MILLION MOBILE PLAN CUSTOMERS EXCLUDING MTOM<sup>a</sup>**
  - **+253,000 customers** in H1 2018
  - **+120,000 customers** in Q2 2018



(a) Machine-to-Machine

# BRINGING VERY-HIGH-SPEED MOBILE TO AS MANY PEOPLE AS POSSIBLE

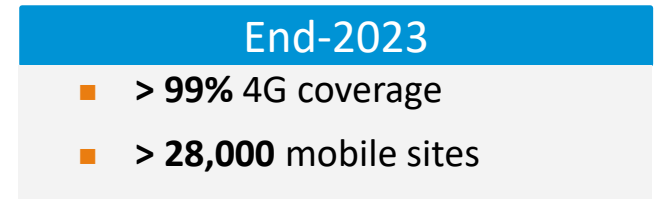
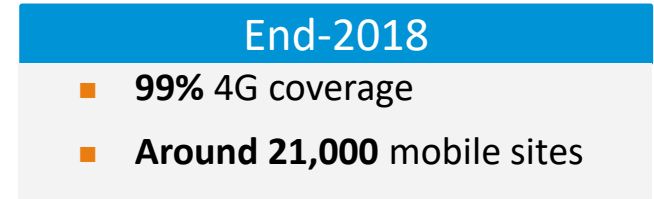
- **IN LESS DENSE AREAS**

- **82% of shared network rolled-out** at end-June 2018 (95% at end-2018)
- **Strategic agreement with Fnac Darty** to sell Bouygues Telecom mobile offers in around 50 *Fnac Connect* stores opening from 2018 in the regions

- **IN VERY DENSE AREAS**

- **Network densification with 2,000 additional sites** by 2022, up 50%

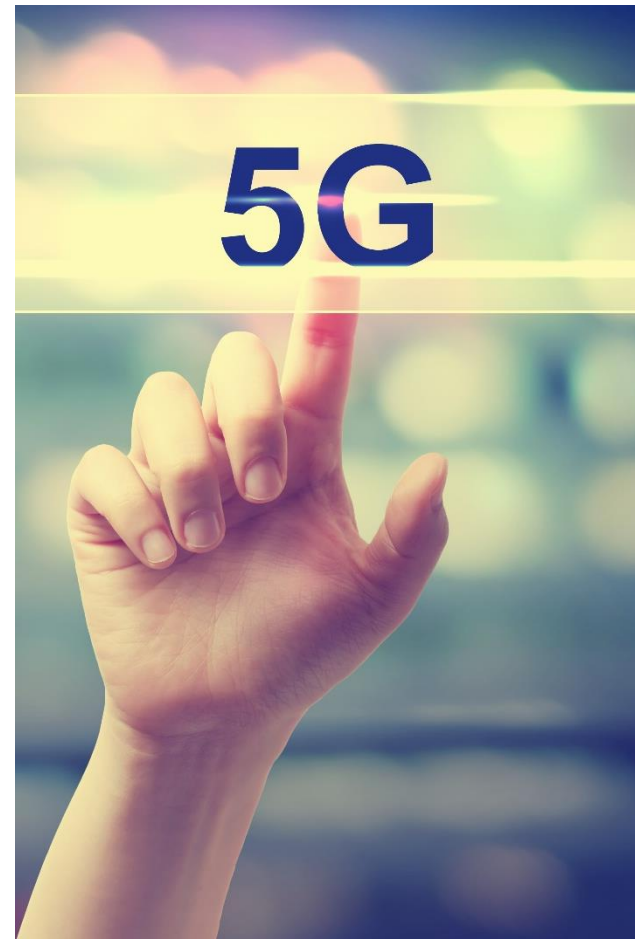
➔ **97% 4G COVERAGE AT END-JUNE 2018**





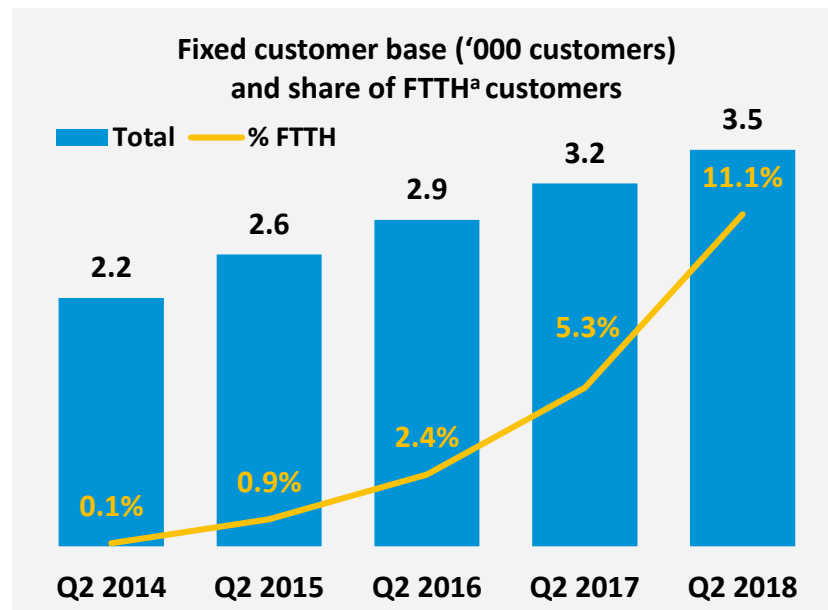
# PREPARING FOR 5G

- **Preparing for the roll-out of the 5G mobile network**
  - > **100% of mobile sites in cities connected with fiber by 2020**
  - > Construction of more than 100 5G Regional/Edge hosting site
- **First 5G pilot site operating under real conditions in France** launched in early July 2018 with Huawei in Bordeaux
- **Creation of a “SmartX\_5G” incubator** bringing together all of the Bouygues group’s 5G initiatives (smart mobility, smart city, smart building and smart entertainment)



# GOOD PERFORMANCE IN FIXED, DRIVEN BY FTTH<sup>a</sup>

- **3.5 MILLION CUSTOMERS AT END-JUNE 2018**
  - +91,000 customers in H1 2018
  - +41,000 customers in Q2 2018
- **391,000 FTTH CUSTOMERS AT END-JUNE 2018**
  - +126,000 customers in H1 2018
  - +62,000 customers in Q2 2018



(a) Fiber-To-The-Home – optical fiber from the central office (where the operator's transmission equipment is installed) all the way to homes or business premises (Arcep definition)

# BRINGING VERY-HIGH-SPEED FIXED TO AS MANY PEOPLE AS POSSIBLE

## ● EXPANSION OF BOUYGUES TELECOM'S FTTH FOOTPRINT

- **25 million premises secured** at end-June 2018  
(+4.9 million vs end-December 2017)
  - > Partnership agreement signed with Orange in Q2 2018, raising **Bouygues Telecom's PIN coverage<sup>b</sup> to 90%**
- **5.5 million premises marketed** at end-June 2018  
(+1.5 million vs end-December 2017)
  - > Presence in **62 French departments**
  - > Target of **12 million premises marketed at end-2019** and of 20 million by 2022



(a) Fiber-To-The-Home – optical fiber from the central office (where the operator's transmission equipment is installed) all the way to homes or business premises (Arcep definition)

(b) Public Initiative Networks awarded

# 6.5% GROWTH IN SALES YEAR-ON-YEAR

€m	H1 2017 restated	H1 2018	Change
Sales	2,406	2,563	+6.5% <sup>a</sup>
o/w sales from services	1,978	2,074	+4.8%
o/w sales billed to customers	1,882	1,977	+5.0%

(a) Up 6.5% like-for-like and at constant exchange rates

- **SALES FROM SERVICES IN H1 2018: +4.8% VS H1 2017, IN A COMPETITIVE MARKET**

- Launch of **new range of fixed and mobile offers in Q2 2018**

- > In fixed, enhancement of offers and promise of “Internet Guaranteed” for all customers in the event of a connection interruption or a move
- > In mobile, improvement of Sensation offers with exclusive services for customers (bonuses, fast and fluid customer service), with the option of subscribing to Sensation plans without smartphone

- **Positive impact of price increases** introduced in May 2017

# ROBUST GROWTH IN RESULTS AT BOUYGUES TELECOM

- **IMPROVEMENT IN PROFITABILITY YEAR-ON-YEAR**

- **EBITDA up 12%** to €549m
- **EBITDA margin of 26.5%** in H1 2018 (+1.7 pts vs H1 2017)

- **GROSS CAPEX IN LINE WITH THE €1.2B EXPECTED FOR 2018**

€m	H1 2017 restated	H1 2018	Change
Sales	2,406	2,563	+6.5% <sup>a</sup>
<i>o/w sales from services</i>	1,978	2,074	+5%
EBITDA	490	549	+12%
<i>EBITDA/sales from services</i>	24.8%	26.5%	+1.7 pts
Current operating profit	135	148	+10%
Operating profit	183 <sup>b</sup>	239 <sup>c</sup>	+31%
Gross capex	546	621	+€75m

(a) Up 6.5% like-for-like and at constant exchange rates

(b) Including non-current income of €72m related to the capital gain on the sale of sites to Cellnex and non-current charges of €33m related to network sharing

(c) Including non-current income of €104m related to the capital gain on the sale of sites to Cellnex and non-current charges of €18m related to network sharing

## KEY INDICATORS AT BOUYGUES TELECOM

	Q1 2017 restated	Q2 2017 restated	Q3 2017 restated	Q4 2017 restated	2017 restated	Q1 2018	Q2 2018
Sales from mobile services (€m)	705	713	750	737	2,904	719	734
Sales from fixed services (€m)	278	283	296	309	1,166	312	309
Mobile customer base	13,359	13,641	13,935	14,387		14,840	15,288
Mobile customer base excl. MtoM <i>o/w plan<sup>a</sup></i>	10,773 9,947	10,819 10,057	10,874 10,167	10,998 10,317		11,097 10,449	11,175 10,570
Mobile ABPU <sup>b</sup>	19.3	19.5	19.6	19.4		19.2	19.6
Data usage(MB/month/subscriber) <sup>c</sup>	3,312	4,503	5,267	n/a		5,415	6,171
Fixed broadband customer base <sup>d</sup> <i>o/w FTTH<sup>e</sup></i>	3,189 144	3,234 171	3,344 209	3,442 265		3,492 329	3,533 391
Fixed ABPU <sup>f</sup>	26.6	26.3	27.0	27.2		26.3	25.6

(a) Plan subscribers: total customer base excluding prepaid customers according to the Arcep definition

(b) Average Billing Per User (see glossary on slide 59): excluding MtoM SIM cards and free SIM cards

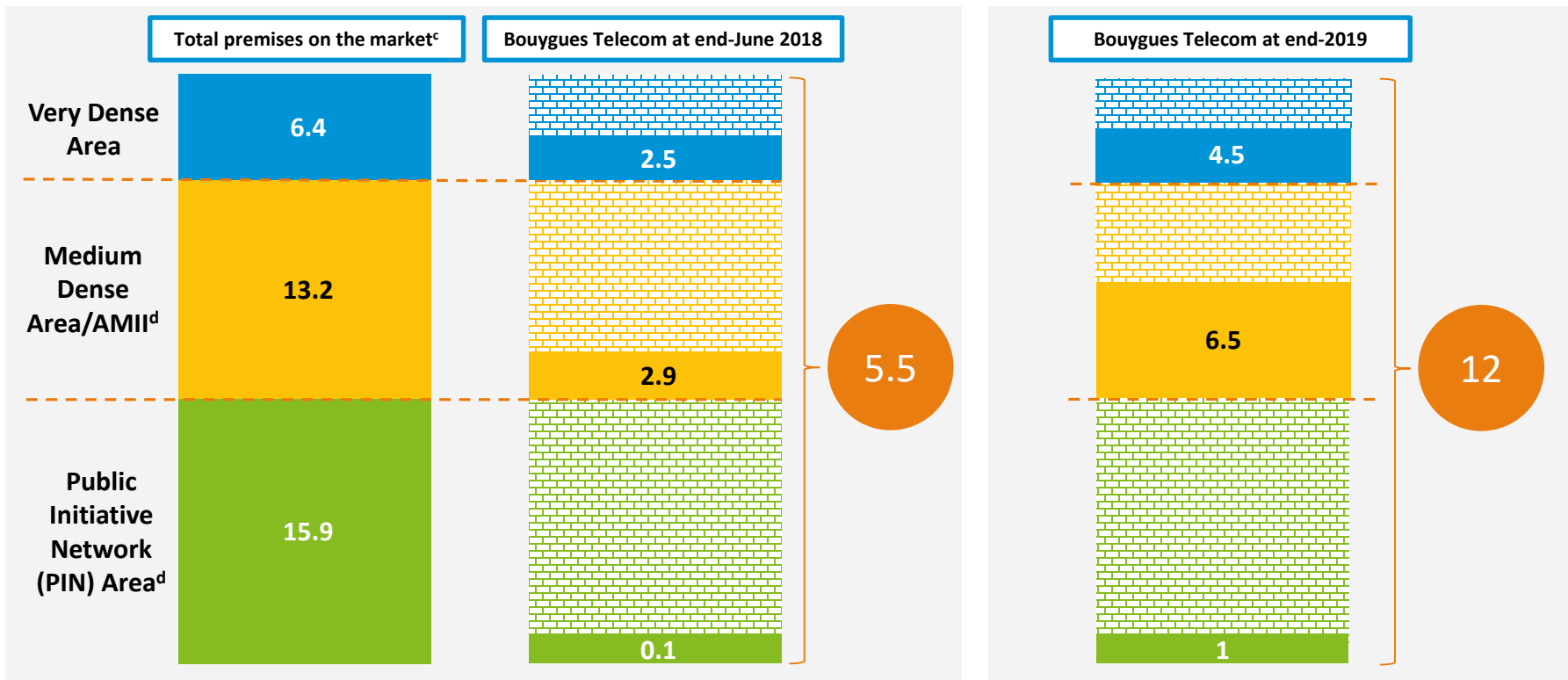
(c) Quarterly usage, adjusted on a monthly basis, excluding MtoM SIM cards

(d) Includes broadband and very-high-speed subscriptions according to the Arcep definition

(e) Arcep definition: subscriptions with a peak download speed higher or equal to 100 Mbit/s

(f) Average Billing Per User (see glossary on slide 59), excluding B2B

# FTTH<sup>a</sup> PREMISES MARKETED<sup>b</sup> (MILLIONS)



(a) Fiber-To-The-Home – optical fiber from the central office (where the operator's transmission equipment is installed) all the way to homes or business premises (Arcep definition)

(b) Premises marketed: the connectable sockets, i.e. the horizontal and vertical deployed and connected via the concentration point

(c) As disclosed by Arcep in its public consultation of 5 October 2017

(d) In accordance with deployment by building operators in the AMII zone and by operators in the PIN zone



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# CONDENSED CONSOLIDATED INCOME STATEMENT (1/2)

€m	H1 2017 restated	H1 2018	Change
Sales	15,108	15,743	+4% <sup>a</sup>
Current operating profit	347	303	-€44m
Other operating income and expenses	32 <sup>b</sup>	80 <sup>c</sup>	+€48m
Operating profit	379	383	+€4m
Cost of net debt	(115)	(107)	+€8m
<i>o/w financial income</i>	10	15	+€5m
<i>o/w financial expenses</i>	(125)	(122)	+€3m
Other financial income and expenses	7	4	-€3m

(a) Up 5% like-for-like and at constant exchange rates

(b) Including non-current charges of €12m at TF1 corresponding to amortization of audiovisual rights remeasured as part of the acquisition of Newen Studios and of €4m at Colas related to preliminary works for the dismantling of the Dunkirk site, and non-current income of €48m at Bouygues Telecom (of which non-current income of €72m related to the capital gain on the sale of sites to Cellnex and non-current charges of €33m related to network sharing)

(c) Including non-current charges of €11m at TF1 corresponding to amortization of audiovisual rights remeasured as part of the acquisition of Newen Studios and non-current income of €91m at Bouygues Telecom (of which non-current income of €104m related to the capital gain on the sale of sites to Cellnex and non-current charges of €18m related to network sharing)

# CONDENSED CONSOLIDATED INCOME STATEMENT (2/2)

€m	H1 2017 restated	H1 2018	Change
Income tax	(84)	(57)	+€27m
Share of net profit of joint ventures and associates	85	89	+€4m
<i>o/w Alstom</i>	45 <sup>a</sup>	73 <sup>a</sup>	+€28m
Net profit from continuing operations	272	312	+€40m
Net profit attributable to non-controlling interests	(52)	(52)	€0m
Net profit attributable to the Group	220	260	+€40m
Net profit attributable to the Group excl. exceptional items <sup>b</sup>	197	209	+€12m

(a) Before the application of IFRS 15

(b) See reconciliation on slide 38

## SALES BY SECTOR OF ACTIVITY

€m	H1 2017 restated	H1 2018	Change	Lfl & constant fx <sup>a</sup>
<b>Construction businesses<sup>b</sup></b>	<b>11,691</b>	<b>12,115</b>	<b>+4%</b>	<b>+5%</b>
<i>o/w Bouygues Construction</i>	5,714	5,726	+0%	+5%
<i>o/w Bouygues Immobilier</i>	1,123	1,140	+2%	+3%
<i>o/w Colas</i>	5,002	5,361	+7%	+4%
<b>TF1</b>	<b>1,043</b>	<b>1,084</b>	<b>+4%</b>	<b>+1%</b>
<b>Bouygues Telecom</b>	<b>2,406</b>	<b>2,563</b>	<b>+7%</b>	<b>+7%</b>
<b>Holding company and other</b>	<b>73</b>	<b>76</b>	<b>nm</b>	<b>nm</b>
<b>Intra-Group elimination<sup>c</sup></b>	<b>(253)</b>	<b>(207)</b>	<b>nm</b>	<b>nm</b>
<b>Group sales</b>	<b>15,108</b>	<b>15,743</b>	<b>+4%</b>	<b>+5%</b>
<i>o/w France</i>	9,797	10,143	+4%	+4%
<i>o/w international</i>	5,311	5,600	+5%	+8%

(a) Like-for-like and at constant exchange rates

(b) Total of the sales contributions (after eliminations within the construction businesses)

(c) Including intra-Group eliminations of the construction businesses

CONTRIBUTION TO GROUP EBITDA<sup>a</sup> BY SECTOR OF ACTIVITY

€m	H1 2017 restated	H1 2018	Change
<b>Construction businesses</b>	<b>252</b>	<b>179</b>	<b>-€73m</b>
<i>o/w Bouygues Construction</i>	<i>200</i>	<i>173</i>	<i>-€27m</i>
<i>o/w Bouygues Immobilier</i>	<i>53</i>	<i>53</i>	<i>€0m</i>
<i>o/w Colas</i>	<i>(1)</i>	<i>(47)</i>	<i>-€46m</i>
<b>TF1</b>	<b>187</b>	<b>223</b>	<b>+€36m</b>
<b>Bouygues Telecom</b>	<b>490</b>	<b>549</b>	<b>+€59m</b>
<b>Holding company and other</b>	<b>(15)</b>	<b>(19)</b>	<b>-€4m</b>
<b>Group EBITDA</b>	<b>914</b>	<b>932</b>	<b>+€18m</b>

(a) EBITDA: current operating profit before net depreciation and amortization expense, net provisions and impairment losses, reversals of unutilized provisions and impairment losses and before effects of acquisition/loss of control

## CONTRIBUTION TO GROUP CURRENT OPERATING PROFIT BY SECTOR OF ACTIVITY

€m	H1 2017 restated	H1 2018	Change
<b>Construction businesses</b>	<b>122</b>	<b>70</b>	<b>-€52m</b>
<i>o/w Bouygues Construction</i>	<i>196</i>	<i>167</i>	<i>-€29m</i>
<i>o/w Bouygues Immobilier</i>	<i>62</i>	<i>77</i>	<i>+€15m</i>
<i>o/w Colas</i>	<i>(136)</i>	<i>(174)</i>	<i>-€38m</i>
<b>TF1</b>	<b>108</b>	<b>101</b>	<b>-€7m</b>
<b>Bouygues Telecom</b>	<b>135</b>	<b>148</b>	<b>+€13m</b>
<b>Holding company and other</b>	<b>(18)</b>	<b>(16)</b>	<b>+€2m</b>
<b>Group current operating profit</b>	<b>347</b>	<b>303</b>	<b>-€44m</b>

## CONTRIBUTION TO GROUP OPERATING PROFIT BY SECTOR OF ACTIVITY

€m	H1 2017 restated	H1 2018	Change
<b>Construction businesses</b>	<b>118</b>	<b>70</b>	<b>-€48m</b>
<i>o/w Bouygues Construction</i>	<i>196</i>	<i>167</i>	<i>-€29m</i>
<i>o/w Bouygues Immobilier</i>	<i>62</i>	<i>77</i>	<i>+€15m</i>
<i>o/w Colas</i>	<i>(140)</i>	<i>(174)</i>	<i>-€34m</i>
<b>TF1</b>	<b>96</b>	<b>90</b>	<b>-€6m</b>
<b>Bouygues Telecom</b>	<b>183</b>	<b>239</b>	<b>+€56m</b>
<b>Holding company and other</b>	<b>(18)</b>	<b>(16)</b>	<b>+€2m</b>
<b>Group operating profit</b>	<b>379<sup>a</sup></b>	<b>383<sup>b</sup></b>	<b>+€4m</b>

(a) Including non-current charges of €12m at TF1 corresponding to amortization of audiovisual rights remeasured as part of the acquisition of Newen Studios and of €4m at Colas related to preliminary works for the dismantling of the Dunkirk site, and non-current income of €48m at Bouygues Telecom (of which non-current income of €72m related to the capital gain on the sale of sites to Cellnex and non-current charges of €33m related to network sharing)

(b) Including non-current charges of €11m at TF1 corresponding to amortization of audiovisual rights remeasured as part of the acquisition of Newen Studios and non-current income of €91m at Bouygues Telecom (of which non-current income of €104m related to the capital gain on the sale of sites to Cellnex and non-current charges of €18m related to network sharing)



# CONTRIBUTION TO NET PROFIT ATTRIBUTABLE TO THE GROUP BY SECTOR OF ACTIVITY

€m	H1 2017 restated	H1 2018	Change
<b>Construction businesses</b>	<b>104</b>	<b>55</b>	<b>-€49m</b>
<i>o/w Bouygues Construction</i>	<i>159</i>	<i>139</i>	<i>-€20m</i>
<i>o/w Bouygues Immobilier</i>	<i>30</i>	<i>42</i>	<i>+€12m</i>
<i>o/w Colas</i>	<i>(85)</i>	<i>(126)</i>	<i>-€41m</i>
<b>TF1</b>	<b>33</b>	<b>29</b>	<b>-€4m</b>
<b>Bouygues Telecom</b>	<b>108</b>	<b>141</b>	<b>+€33m</b>
<b>Alstom</b>	<b>45<sup>a</sup></b>	<b>73<sup>a</sup></b>	<b>+€28m</b>
<b>Holding company and other</b>	<b>(70)</b>	<b>(38)</b>	<b>+€32m</b>
<b>Net profit attributable to the Group</b>	<b>220</b>	<b>260</b>	<b>+€40m</b>
<b>Net profit attributable to the Group excl. exceptional items<sup>b</sup></b>	<b>197</b>	<b>209</b>	<b>+€12m</b>

(a) Before the application of IFRS 15

(b) See reconciliation on slide 38

# IMPACTS OF EXCEPTIONAL ITEMS ON NET PROFIT ATTRIBUTABLE TO THE GROUP

€m	H1 2017 restated	H1 2018	Change
<b>Net profit attributable to the Group</b>	<b>220</b>	<b>260</b>	<b>+€40m</b>
<i>o/w non-current income/charges related to the construction businesses (net of taxes)</i>	4	0	-€4m
<i>o/w non-current income/charges related to TF1 (net of taxes)</i>	3	3	€0m
<i>o/w non-current income/charges related to Bouygues Telecom (net of taxes)</i>	(30)	(54)	-€24m
<b>Net profit attributable to the Group excluding exceptional items</b>	<b>197</b>	<b>209</b>	<b>+€12m</b>

# CONDENSED CONSOLIDATED BALANCE SHEET

€m	End-Dec 2017 restated	End-June 2018	Change
Non-current assets	17,568	18,702	+€1,134m
Current assets	18,697	18,493	-€204m
Held-for-sale assets and operations	38	16	-€22m
<b>TOTAL ASSETS</b>	<b>36,303</b>	<b>37,211</b>	<b>+€908m</b>
Shareholders' equity	10,416	9,947	-€469m
Non-current liabilities	8,128	9,070	+€942m
Current liabilities	17,759	18,194	+€435m
Liabilities related to held-for-sale operations	-	-	-
<b>TOTAL LIABILITIES</b>	<b>36,303</b>	<b>37,211</b>	<b>+€908m</b>
Net debt (-)/Net surplus cash (+)	(1,917)	(5,042)	-€3,125m

# CONDENSED CONSOLIDATED BALANCE SHEET

€m	End-Dec 2017 restated	End-June 2018	Change
Non-current assets	17,568	18,702	+€1,134m
Current assets	18,697	18,493	-€204m
Held-for-sale assets and operations	38	16	-€22m
<b>TOTAL ASSETS</b>	<b>36,303</b>	<b>37,211</b>	<b>+€908m</b>
Shareholders' equity	10,416	9,947	-€469m
Non-current liabilities	8,128	9,070	+€942m
Current liabilities	17,759	18,194	+€435m
Liabilities related to held-for-sale operations	-	-	-
<b>TOTAL LIABILITIES</b>	<b>36,303</b>	<b>37,211</b>	<b>+€908m</b>
Net debt (-)/Net surplus cash (+)	(1,917)	(5,042)	-€3,125m

Of which:

- Property, plant & equipment: +€239m
- Goodwill: +€864m
- Investments in JVs and associates: +€40m

# CONDENSED CONSOLIDATED BALANCE SHEET

€m	End-Dec 2017 restated	End-June 2018	Change
Non-current assets	17,568	18,702	+€1,134m
Current assets	18,697	18,493	-€204m
Held-for-sale assets and operations	38	16	-€22m
<b>TOTAL ASSETS</b>	<b>36,303</b>	<b>37,211</b>	<b>+€908m</b>
Shareholders' equity	10,416	9,947	-€469m
Non-current liabilities	8,128	9,070	+€942m
Current liabilities	17,759	18,194	+€435m
Liabilities related to held-for-sale operations	-	-	-
<b>TOTAL LIABILITIES</b>	<b>36,303</b>	<b>37,211</b>	<b>+€908m</b>
Net debt (-)/Net surplus cash (+)	(1,917)	(5,042)	-€3,125m

Of which:

- Current operating assets: +€2,117m
- Cash: -€2,315m

# CONDENSED CONSOLIDATED BALANCE SHEET

€m	End-Dec 2017 restated	End-June 2018	Change
Non-current assets	17,568	18,702	+€1,134m
Current assets	18,697	18,493	-€204m
Held-for-sale assets and operations	38	16	-€22m
<b>TOTAL ASSETS</b>	<b>36,303</b>	<b>37,211</b>	<b>+€908m</b>
Shareholders' equity	10,416	9,947	-€469m
Non-current liabilities	8,128	9,070	+€942m
Current liabilities	17,759	18,194	+€435m
Liabilities related to held-for-sale operations	-	-	-
<b>TOTAL LIABILITIES</b>	<b>36,303</b>	<b>37,211</b>	<b>+€908m</b>
Net debt (-)/Net surplus cash (+)	(1,917)	(5,042)	-€3,125m



# CONDENSED CONSOLIDATED BALANCE SHEET

€m	End-Dec 2017 restated	End-June 2018	Change
Non-current assets	17,568	18,702	+€1,134m
Current assets	18,697	18,493	-€204m
Held-for-sale assets and operations	38	16	-€22m
<b>TOTAL ASSETS</b>	<b>36,303</b>	<b>37,211</b>	<b>+€908m</b>
Shareholders' equity	10,416	9,947	-€469m
Non-current liabilities	8,128	9,070	+€942m
Current liabilities	17,759	18,194	+€435m
Liabilities related to held-for-sale operations	-	-	-
<b>TOTAL LIABILITIES</b>	<b>36,303</b>	<b>37,211</b>	<b>+€908m</b>
Net debt (-)/Net surplus cash (+)	(1,917)	(5,042)	-€3,125m

Of which:

- Net profit: +€312m
- Dividends: -€680m
- Capital transactions: -€22m
- Income and expense recognized directly in equity: -€13m
- Scope effects and other: -€65m

# CONDENSED CONSOLIDATED BALANCE SHEET

€m	End-Dec 2017 restated	End-June 2018	Change
Non-current assets	17,568	18,702	+€1,134m
Current assets	18,697	18,493	-€204m
Held-for-sale assets and operations	38	16	-€22m
<b>TOTAL ASSETS</b>	<b>36,303</b>	<b>37,211</b>	<b>+€908m</b>
Shareholders' equity	10,416	9,947	-€469m
Non-current liabilities	8,128	9,070	+€942m
Current liabilities	17,759	18,194	+€435m
Liabilities related to held-for-sale operations	-	-	-
<b>TOTAL LIABILITIES</b>	<b>36,303</b>	<b>37,211</b>	<b>+€908m</b>
Net debt (-)/Net surplus cash (+)	(1,917)	(5,042)	-€3,125m

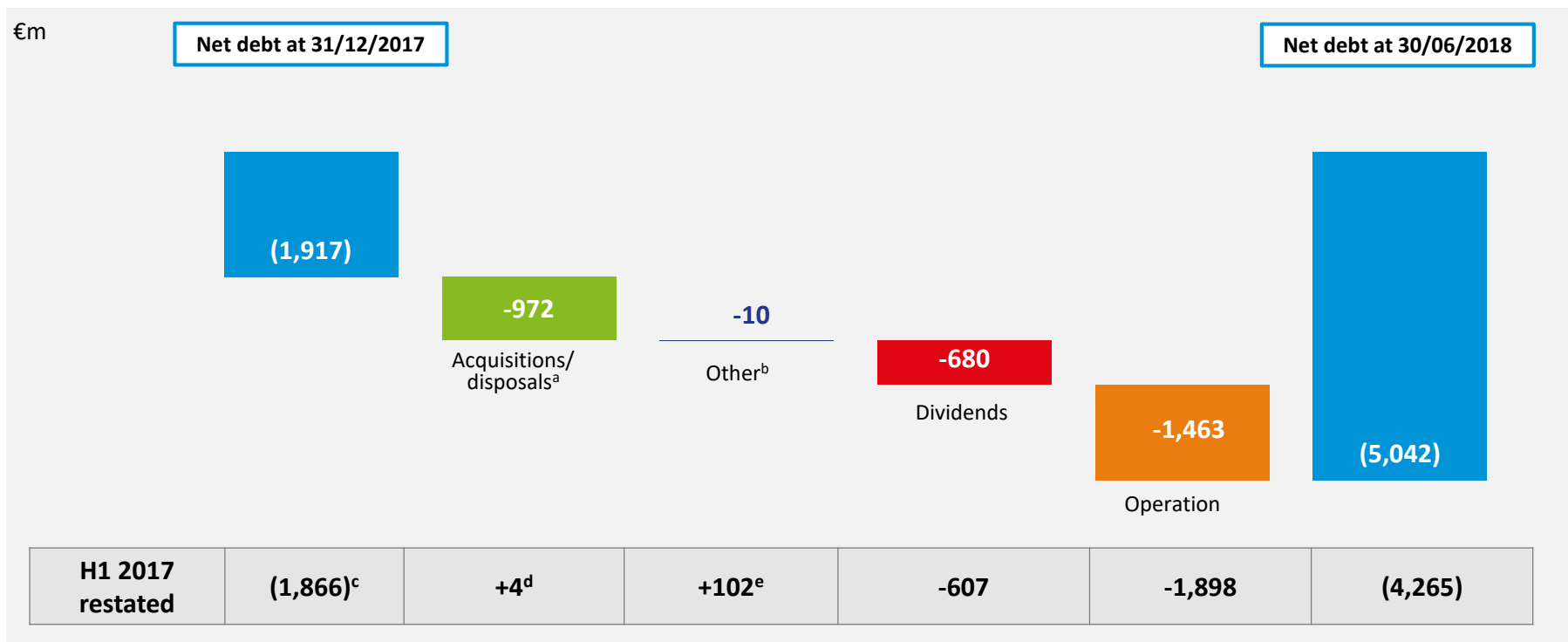
Of which:

- Non-current debt: +€995m

# CONDENSED CONSOLIDATED BALANCE SHEET

€m	End-Dec 2017 restated	End-June 2018	Change
Non-current assets	17,568	18,702	+€1,134m
Current assets	18,697	18,493	-€204m
Held-for-sale assets and operations	38	16	-€22m
<b>TOTAL ASSETS</b>	<b>36,303</b>	<b>37,211</b>	<b>+€908m</b>
Shareholders' equity	10,416	9,947	-€469m
Non-current liabilities	8,128	9,070	+€942m
Current liabilities	17,759	18,194	+€435m
Liabilities related to held-for-sale operations	-	-	-
<b>TOTAL LIABILITIES</b>	<b>36,303</b>	<b>37,211</b>	<b>+€908m</b>
Net debt (-)/Net surplus cash (+)	(1,917)	(5,042)	-€3,125m

# CHANGE IN NET DEBT POSITION IN H1 2018 (1/2)



(a) Including the acquisition of the Miller McAsphalt group by Colas and of the aufeminin group by TF1

(b) Including share buybacks, exercise of stock options and the remainder of the Bouygues Confiance n°9 capital increase reserved for employees

(c) At 31 December 2016

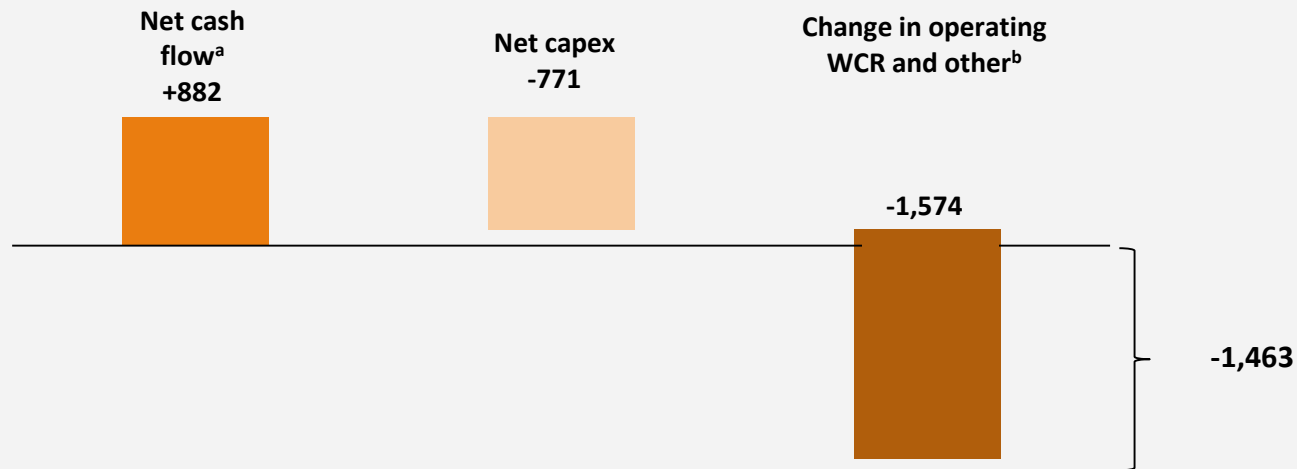
(d) Including divestment of Groupe AB by TF1, acquisition of Tuvalu Media, Minute Buzz and Studio 71 by TF1 and scope effects

(e) Including exercise of stock options and the remainder of the Bouygues Confiance n°8 capital increase reserved for employees

# CHANGE IN NET DEBT POSITION IN H1 2018 (2/2)

€m

## Breakdown of operation



<b>H1 2017 restated</b>	<b>+787</b>	<b>-684</b>	<b>-2,001</b>	<b>-1,898</b>
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(a) Net cash flow = cash flow - cost of net debt - income tax expense

(b) Operating WCR: WCR relating to operating activities + WCR relating to net liabilities related to property, plant & equipment and intangible assets + WCR related to tax

CONTRIBUTION TO GROUP NET CASH FLOW<sup>a</sup> BY SECTOR OF ACTIVITY

€m	H1 2017 restated	H1 2018	Change
<b>Construction businesses</b>	<b>318</b>	<b>310</b>	<b>-€8m</b>
<i>o/w Bouygues Construction</i>	216	204	-€12m
<i>o/w Bouygues Immobilier</i>	38	43	+€5m
<i>o/w Colas</i>	64	63	-€1m
<b>TF1</b>	<b>149</b>	<b>172</b>	<b>+€23m</b>
<b>Bouygues Telecom</b>	<b>380</b>	<b>434</b>	<b>+€54m</b>
<b>Holding company and other</b>	<b>(60)</b>	<b>(34)</b>	<b>+€26m</b>
<b>TOTAL</b>	<b>787</b>	<b>882</b>	<b>+€95m</b>

(a) Net cash flow = cash flow - cost of net debt - income tax expense

# CONTRIBUTION TO NET CAPITAL EXPENDITURE BY SECTOR OF ACTIVITY

€m	H1 2017 restated	H1 2018	Change
<b>Construction businesses</b>	<b>183</b>	<b>220</b>	<b>+€37m</b>
<i>o/w Bouygues Construction</i>	34	64	+€30m
<i>o/w Bouygues Immobilier</i>	11	4	-€7m
<i>o/w Colas</i>	138	152	+€14m
<b>TF1</b>	<b>91</b>	<b>88</b>	<b>-€3m</b>
<b>Bouygues Telecom</b>	<b>405</b>	<b>461</b>	<b>+€56m</b>
<b>Holding company and other</b>	<b>5</b>	<b>2</b>	<b>-€3m</b>
<b>TOTAL</b>	<b>684</b>	<b>771</b>	<b>+€87m</b>



CONTRIBUTION TO GROUP FREE CASH FLOW<sup>a</sup> BY SECTOR OF ACTIVITY

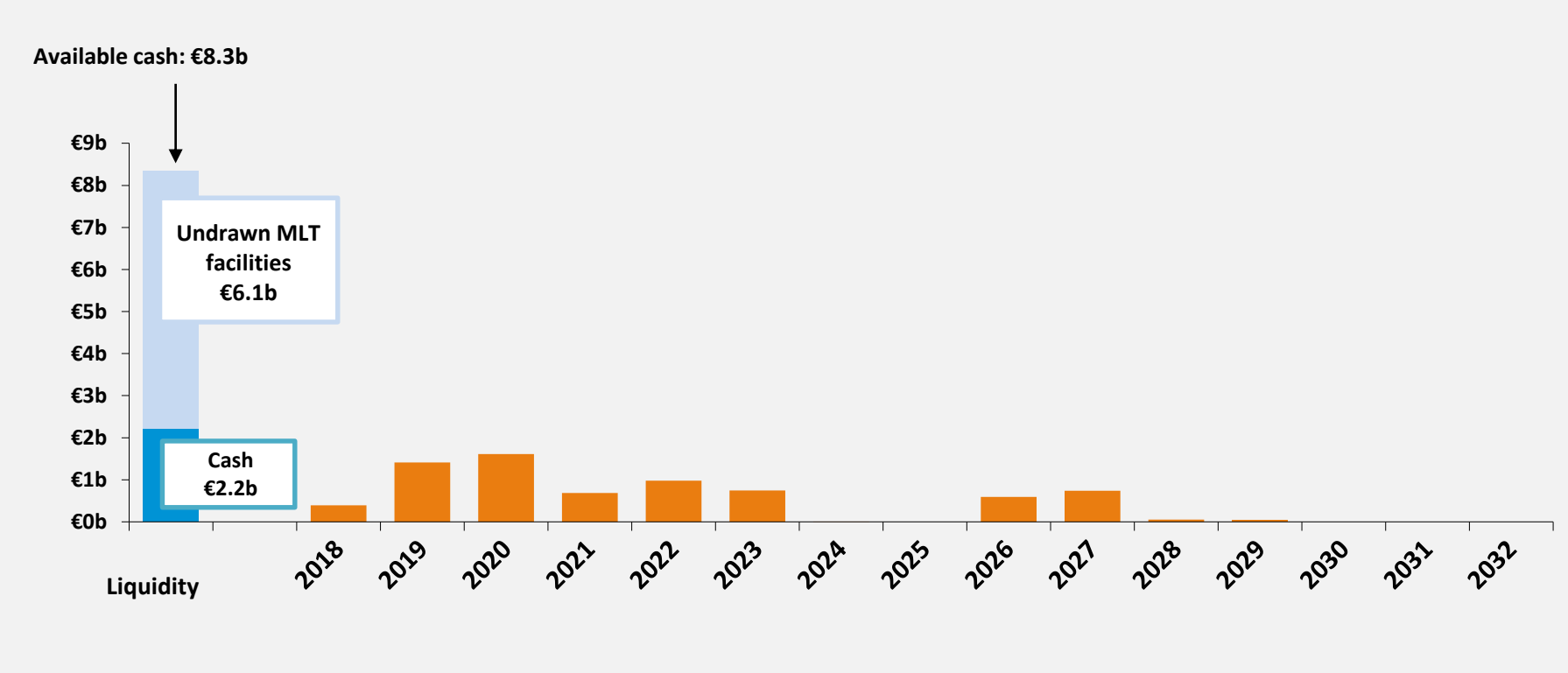
€m	H1 2017 restated	H1 2018	Change
<b>Construction businesses</b>	<b>135</b>	<b>90</b>	<b>-€45m</b>
<i>o/w Bouygues Construction</i>	<i>182</i>	<i>140</i>	<i>-€42m</i>
<i>o/w Bouygues Immobilier</i>	<i>27</i>	<i>39</i>	<i>+€12m</i>
<i>o/w Colas</i>	<i>(74)</i>	<i>(89)</i>	<i>-€15m</i>
<b>TF1</b>	<b>58</b>	<b>84</b>	<b>+€26m</b>
<b>Bouygues Telecom</b>	<b>(25)</b>	<b>(27)</b>	<b>-€2m</b>
<b>Holding company and other</b>	<b>(65)</b>	<b>(36)</b>	<b>+€29m</b>
<b>TOTAL</b>	<b>103</b>	<b>111</b>	<b>+€8m</b>

(a) Free cash flow = cash flow - cost of net debt - income tax expense - net capital expenditure. It is calculated before changes in WCR

## NET DEBT (-)/NET SURPLUS CASH (+)

€m	End-Dec 2017 restated	End-June 2018	Change
Bouygues Construction	3,409	2,993	-€416m
Bouygues Immobilier	(86)	(491)	-€405m
Colas	433	(1,314)	-€1,747m
TF1	257	(122)	-€379m
Bouygues Telecom	(976)	(1,201)	-€225m
Holding company and other	(4,954)	(4,907)	+€47m
<b>TOTAL</b>	<b>(1,917)</b>	<b>(5,042)</b>	<b>-€3,125m</b>

# DEBT MATURITY SCHEDULE AT END-JUNE 2018



# IMPACT OF IFRS 15 ON 2017 FINANCIAL STATEMENTS

€m	2017 reported	o/w Bouygues Immobilier	o/w Bouygues Telecom	o/w TF1	2017 restated
Sales	32,904	+37	-26	+7	32,923
Current operating profit	1,420	-5	-9	0	1,406
Operating profit	1,533	-5	-9	0	1,519
Income tax	(303)	0	+4	0	(299)
Share of net profit of joint ventures and associates	163	+6	0	0	169
Net profit from continuing operations	1,205	+1	-5	0	1,201
Net profit attributable to non-controlling interests	(120)	0	+1	0	(119)
Net profit attributable to the Group	1,085	+1	-4	0	1,082

## IMPACT OF IFRS 15 ON 2017 INTERIM RESULTS

€m	Q1			Q2			Q3			Q4		
	Reported	Impact	Restated	Reported	Impact	Restated	Reported	Impact	Restated	Reported	Impact	Restated
<b>Sales</b>	<b>6,847</b>	<b>-10</b>	<b>6,837</b>	<b>8,315</b>	<b>-44</b>	<b>8,271</b>	<b>8,666</b>	<b>-22</b>	<b>8,644</b>	<b>9,076</b>	<b>+95</b>	<b>9,171</b>
<i>o/w Bouygues Telecom</i>	1,222	-12	1,210	1,212	-16	1,196	1,293	-4	1,289	1,359	+6	1,365
<i>o/w Bouygues Immobilier</i>	517	-3	514	638	-29	609	591	-19	572	966	+88	1,054
<i>o/w TF1</i>	499	+4	503	538	+2	540	429	+2	431	659	-1	658
<b>Current operating profit</b>	<b>(67)</b>	<b>-8</b>	<b>(75)</b>	<b>452</b>	<b>-30</b>	<b>422</b>	<b>591</b>	<b>-5</b>	<b>586</b>	<b>444</b>	<b>+29</b>	<b>473</b>
<i>o/w Bouygues Telecom</i>	41	-9	32	121	-18	103	128	0	128	39	+18	57
<i>o/w Bouygues Immobilier</i>	31	0	31	42	-11	31	66	-5	61	84	+11	95
<b>Operating profit</b>	<b>(84)</b>	<b>-8</b>	<b>(92)</b>	<b>501</b>	<b>-30</b>	<b>471</b>	<b>641</b>	<b>-5</b>	<b>636</b>	<b>475</b>	<b>+29</b>	<b>504</b>
<i>o/w Bouygues Telecom</i>	34	-9	25	176	-18	158	185	0	185	75	+18	93
<i>o/w Bouygues Immobilier</i>	31	0	31	42	-11	31	66	-5	61	84	+11	95
<b>Net profit attributable to the Group</b>	<b>(38)</b>	<b>-3</b>	<b>(41)</b>	<b>278</b>	<b>-17</b>	<b>261</b>	<b>473</b>	<b>-4</b>	<b>469</b>	<b>372</b>	<b>+21</b>	<b>393</b>

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- HIGHLIGHTS AND KEY FIGURES
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# OUTLOOK CONFIRMED

## ● THE GROUP SHOULD CONTINUE TO IMPROVE ITS PROFITABILITY IN 2018

- With an upbeat environment in France and abroad, the **construction businesses** will continue to be selective and focus on profitability rather than volumes
  - > Improvement in **current operating profit<sup>a</sup>** and **current operating margin<sup>a</sup>** confirmed for 2018
- **TF1** confirms its targets to improve profitability:
  - > In 2018, deliver a **higher current operating margin** than in 2017, excluding major sporting events
  - > In 2019, target of **double-digit current operating margin**, and activities other than advertising on the five unencrypted channels should contribute **at least a third of consolidated sales**
  - > **Annual average cost of programs reduced to €960m<sup>b</sup>** for the 2018-2020 period for the five unencrypted channels
- **Bouygues Telecom** is experiencing profitable growth momentum with a **free cash flow<sup>c</sup> target of €300m for 2019**
  - > In 2018, **sales from services** are expected to **grow** more than 3% vs 2017, the **EBITDA margin<sup>d</sup>** should be **higher** than in 2017 and **gross capex** is forecast at around €1.2 billion

(a) Excluding the capital gain of €28m on Nextdoor in 2017

(b) Excluding major sporting events

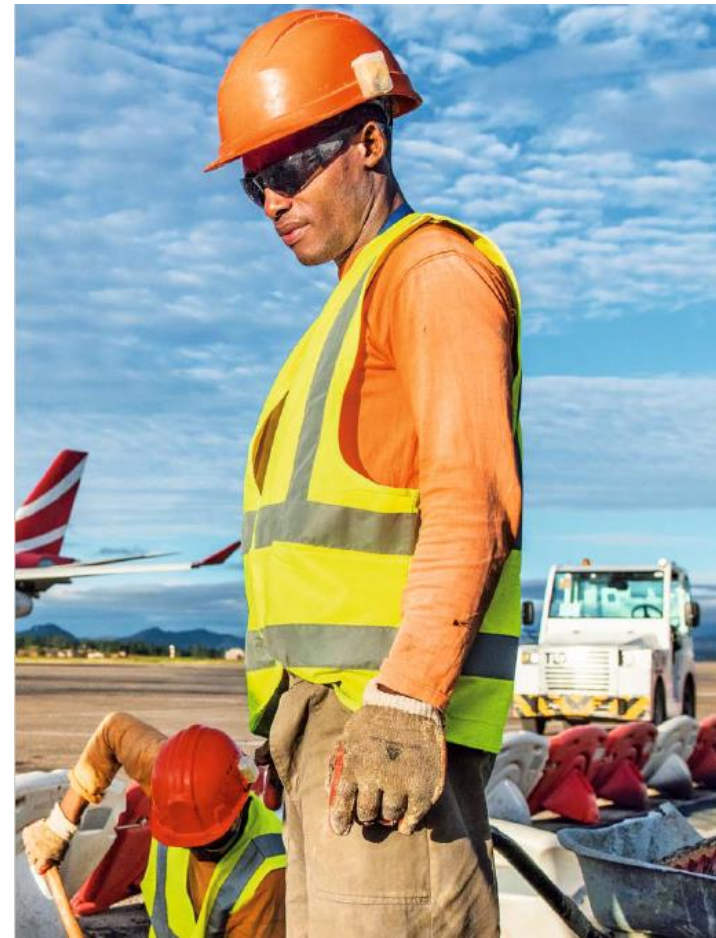
(c) Free cash flow = cash flow - cost of net debt - income tax expense - net capital expenditure. It is calculated before changes in WCR

(d) EBITDA/sales from services



# CALENDAR

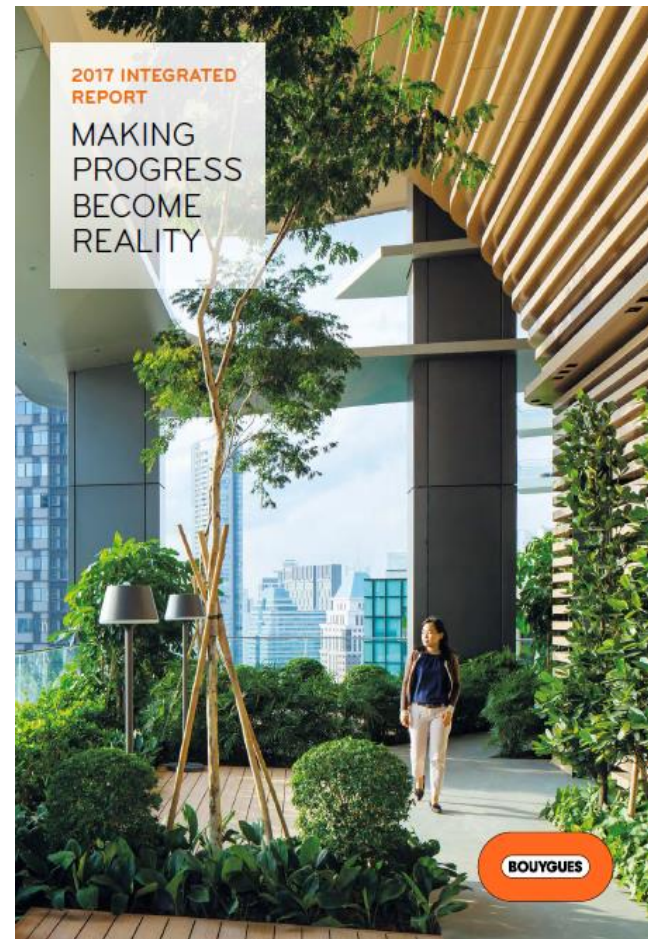
- **CAPITAL MARKETS DAY FOR THE CONSTRUCTION BUSINESSES**  
2 October 2018 (8.30am CET) in Paris
- **NINE-MONTH 2018 RESULTS**  
15 November 2018 (7.30am CET)
- **FULL-YEAR 2018 RESULTS**  
21 February 2019 (7.30am CET)



Work on Ivato Airport – Madagascar

# BOUYGUES PUBLISHES ITS FIRST INTEGRATED REPORT

**FIND THE GROUP'S INTEGRATED REPORT ON  
BOUYGUES.COM**



# GLOSSARY

## SALES FROM SERVICES COMPRISE:

### - Sales billed to customers, which include:

#### In Mobile:

- For BtoC customers: sales from outgoing call charges (voice, texts and data), connection fees, and value-added services
- For BtoB customers: sales from outgoing call charges (voice, texts and data), connection fees, and value-added services, plus sales from business services
- Machine-To-Machine (MtoM) sales
- Visitor roaming sales
- Sales generated with Mobile Virtual Network Operators (MVNOs)

#### In Fixed:

- For BtoC customers: sales from outgoing call charges, fixed broadband services, TV services (including Video on Demand and catch-up TV), and connection fees and equipment hire
- For BtoB customers: sales from outgoing call charges, fixed broadband services, TV services (including Video on Demand and catch-up TV), and connection fees and equipment hire, plus sales from business services
- Sales from bulk sales to other fixed line operators

### - Sales from incoming Voice and Texts

- Spreading of handset subsidies over the projected life of the customer account, required to comply with IFRS 15

- Capitalization of connection fee sales, which is then spread over the projected life of the customer account

## ABPU (AVERAGE BILLING PER USER):

- Sales billed to customers divided by the average number of customers over the period