

BOUYGUES

## Simplified Group organisation chart at 27 February 2007



\* consolidated at 89.5% since June 2005

#### Group senior management at 27 February 2007

Bouygues parent company

**Martin Bouygues** Chairman and CEO

Olivier Poupart-Lafarge **Deputy CEO** 

**Olivier Bouygues Deputy CEO** 

**Alain Pouyat Executive VP.** 

**Information Systems and New Technologies** 

Jean-Claude Tostivin

Senior VP, Human Resources and Administration

**Lionel Verdouck** 

Senior VP. Cash Management and Finance

Jean-François Guillemin **Corporate Secretary** 

Heads of the five business areas

Yves Gabriel

Chairman and CEO, Bouygues Construction

François Bertière

Chairman and CEO, Bouygues Immobilier

Alain Dupont

Chairman and CEO, Colas

Patrick Le Lay

Chairman and CEO, TF1

Philippe Montagner

Chairman and CEO, Bouygues Telecom

#### **Board of Directors** at 27 February 2007

**Martin Bouygues** 

Olivier Poupart-Lafarge

**Olivier Bouygues** 

**Pierre Barberis** 

Former Deputy CEO, Oberthur

**Patricia Barbizet** CEO and director. Artémis

François Bertière

Chairman and CEO, **Bouygues Immobilier** 

Mrs Francis Bouygues

Georges Chodron de Courcel Deputy CEO, BNP Paribas

Charles de Croisset International Advisor to

Goldman Sachs International

**Michel Derbesse** Former Deputy CEO, Bouygues

**Lucien Douroux** Former Chairman of the Supervisory Board, Crédit

Agricole Indosuez

**Alain Dupont** Chairman and CEO. Colas

Yves Gabriel Chairman and CEO. **Bouvgues Construction** 

Jean-Michel Gras Director representing employee shareholders

**Thierry Jourdaine Director representing** employee shareholders

Patrick Kron Chairman and CEO, Alstom

Patrick Le Lay Chairman and CEO, TF1

Jean Peyrelevade Vice-Chairman. Leonardo France

François-Henri Pinault Chairman and CEO, PPR

Michel Rouger

Former Presiding Judge of the Paris Commercial Court

#### Largest shareholders at 31 December 2006

18.7% (voting rights: 27.6%) Employees: 13.2% (voting rights: 17.1%)

SCDM is a company controlled by Martin and Olivier Bouygues.

#### Our assets

 A strong corporate culture
 A strategy that looks to the long term . Solid positions on buoyant markets with good visibility • A major international presence

Long-term executive and employee shareholders • A balanced financial profile

# AN OUTSTANDING PERFORMANCE



B ouygues turned in an outstanding performance in 2006, achieving a 50% rise in net profit and a 10% rise in sales.

Profitability in the three construction businesses improved further in a context of intensive commercial activity buoyed by favourable economic conditions.

Bouygues Construction booked a 38% increase in orders to reach record levels. Bouygues Immobilier grew faster than the market, especially in the residential sector. Colas increased its order book by 18% for

the second year running and reported a substantial improvement in sales and net profit.

**TF1, which continues to be France's leading TV channel** in terms of audience share and advertising revenue, has refocused on its business as a multimedia content provider.

**Bouygues Telecom has been a shining success** thanks to its Neo and Exprima contracts. It now has 8.7 million customers and reported the fastest sales growth of the three French operators in 2006.

A major event, the acquisition of a stake in Alstom in April 2006, was backed up by a cooperation agreement which is implemented pragmatically, giving Bouygues an opportunity to expand in the promising power and transport sectors.

The ordinary dividend is to rise by 33%. The Board of Directors will ask the Annual General Meeting on 26 April 2007 to approve the payment of a dividend of €1.20 per share.

We stepped up our sustainable development policy with initiatives that included publishing a Code of Ethics and signing up to the UN Global Compact. In 2007 we will be launching Bouygues Partage, a new capital increase reserved for employees, to give them an ever-increasing share of the Group's performance.

I am confident in our future, since the outlook is bright indeed. By the end of 2007, we will have recruited 35,000 new employees worldwide in two years, 20,300 of them in France. I should like to thank our employees for their hard work and their commitment, on which our present and future success depend, and our shareholders, whose confidence and support are essential.

27 February 2007 Martin Bouygues Chairman and CEO H.3-11-

Sales €26.408m



Operating profit € 1.877m



Net profit att. to the Group € 1,246m



Earnings per share €3.71



Debt-to-equity ratio



Cash flow €3,155m



Net dividend per share € 1.20



Sales target 2007 €28,600m



# HIGHLIGHTS OF 2006

## Bouygues-Alstom partnership

In a new strategic move for the Group in the power and transport sectors, Bouygues and Alstom signed a commercial and operational partnership agreement on 26 April 2006. At the same time, Bouygues acquired a 21% stake in Alstom which it raised to 25.1% in December. Cooperation between the two groups has now been established, with teams working increasingly side by side (see pp. 24-25).



# Strong commercial activity in construction

Bouygues' construction businesses benefited in particular from favourable conditions in the building segment in France and across the entire roads sector.



- Bouygues Construction's order intakes:
  - **38% up** on 2005
- Bouygues Immobilier's reservations:
- 31% up on 2005
- Colas' order book:18% up on 2005

#### TFI

TF1 took a 33.5% stake in the television group AB. The tie-up between TPS and Canal+ Group was completed, generating a €212 million capital gain for TF1.

## Major success for Neo



UN NOUVEAU MONDE, LE VÔTRE



Ten years after introducing the talk plan concept in France, Bouygues Telecom has put unlimited calling at the core of its strategy with the launch on 1 March 2006 of Neo and Exprima, two completely new types of contract. Boosted by these innovative offerings, Bouygues Telecom reported excellent sales in 2006, signing up over 1.2 million Neo customers by 31 December.

## Sustainable development

The Group took a number of major initiatives during the year, such as stepping up executive training, publishing a Code of Ethics and signing up to the UN Global Compact (see pp. 7-8).

# **FACTS AND FIGURES**

16,700

employees hired by the Group in 2006, including 10,300 in France. The Group expects to hire at least the same number again in 2007.

# 22.2 million

viewers of the Football World Cup semi-final between Portugal and France on 5 July. It was the highest audience rating for any channel since the creation of Médiamat\* in 1989. 13.2%

is the percentage of the share capital owned by employees at 31 December 2006, making Bouygues the CAC 40 company with the highest level of employee share ownership.

€ 16.3 billion

was Bouygues' market capitalisation at 31 December 2006, 17% higher than at 31 December 2005.

<sup>\*</sup> the main TV audience measurement system in France

# **SHARP RISE IN PROFITABILITY**

CONSOLIDATED BALANCE S	HEET	AT 3I
ASSETS (€ million)	2005	2006
Tangible and intangible fixed assets	5,671	6,061
Goodwill	4,618	4,781
Non-current financial assets	1,155	4,298
NON-CURRENT ASSETS	11,444	15,140
Current assets	9,375	10,904
Cash and equivalents	3,215	3,776
CURRENT ASSETS	12,590	14,680
Held-for-sale assets	564	
TOTAL ASSETS	24,598	29,820

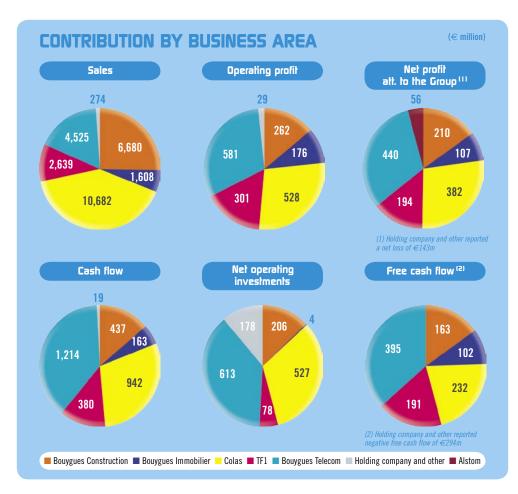
DECEMBER	
LIABILITIES (€ million) 2005	2006
• Shareholders' equity att. to the Group 4,630	5,347
• Minority interests 931	1,146
SHAREHOLDERS' EQUITY 5,561	6,493
• Long-term debt 4,721	6,844
• Non-current provisions 1,265	1,432
• Other non-current liabilities 89	75
NON-CURRENT LIABILITIES 6,075	8,351
• Debt (amount due within one year) 694	867
• Current liabilities 11,740	13,862
<ul> <li>Overdrafts and short-term bank borrowings 178</li> </ul>	247
CURRENT LIABILITIES 12,612	14,976
• Liabilities on held-for-sale assets 350	
TOTAL LIABILITIES 24,598	29,820
• Net debt 2,352	4,176

CONSOLIDATED INCOME STA	TEME	NT
(€ million)	2005	2006
SALES	23,983	26,408
CURRENT OPERATING PROFIT	1,849	1,921
Other operating income and expenses	(104)	(44)
OPERATING PROFIT	1,745	1,877
• Cost of net debt	(186)	(200)
Other financial income and expenses	(29)	(22)
• Income tax expense	(570)	(555)
Share of profits and losses of associates	62	118
NET PROFIT BEFORE RESULTS OF DISCONTI	NUED	
AND HELD-FOR-SALE OPERATIONS	1,022	1,218
Net profit of discontinued and held-for-sale operations	16	364
NET PROFIT	1,038	1,582
Minority interests	(206)	(336)
CONSOLIDATED NET PROFIT attributable to the Group	832	1,246

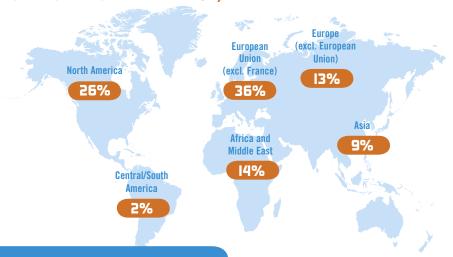
CONSOLIDATED CASH FLOW	STATE	MENT
(€ million)	2005	2006
Operating activities		
Cash flow from operations	3,090	3,155
Change in working capital requirement related to operations	(511)	(18)
A - NET CASH FLOW GENERATED By operating activities	2,579	3,137
Investing activities		
Net operating investment	(1,229)	(1,606)
Other investing activities	688	(2,528)
B - NET CASH FLOW USED IN INVESTING ACTIVITIES	(541)	(4,134)
Financing activities		
Dividends paid during the year	(2,004)	(437)
Other financing activities	(93)	1,953
C - NET CASH FLOW Used in Financing activities	(2,097)	1,516
D - EFFECT OF FOREIGN Exchange fluctuations	88	(27)
CHANGE IN NET CASH (A + B + C + D)	29	492
Net cash position at beginning of period	3,008	3,037
Net cash position at end of period	3,037	3,529

# THE GROUP'S PERFORMANCE IN 2006





# INTERNATIONAL SALES: €7,825m



# **KEY INDICATORS OVER THE LAST IO YEARS**

2004 2005 2006

**IFRS** 

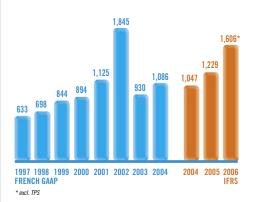


FRENCH GAAP

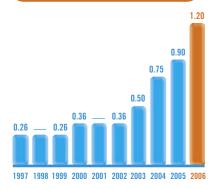
\* excl. TPS and Bouygues Telecom Caraïbe (BTC)

#### Net operating investments (€m)

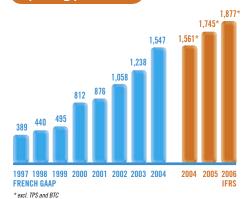
1997 1998 1999 2000 2001 2002 2003 2004



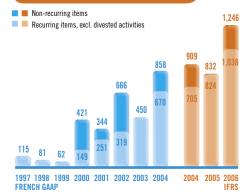
## Ordinary dividend (€ per share)



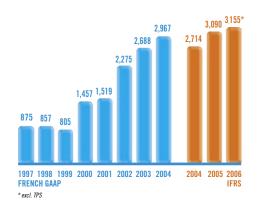
## Operating profit (€m)



#### Net profit att. to the Group (€m)



#### Cash flow (€m)



# SUSTAINABLE DEVELOPMENT



## Our strategy

Sustainable development is an integral part of the Group's strategy in all its businesses.

Applying the principle of continuous improvement, Bouygues SA and its subsidiaries have drawn up roadmaps in response to the challenges they face. The roadmaps include measurable targets. In 2005, Bouygues SA created a Sustainable Development Department headed by Deputy CEO Olivier Bouvgues. Its mission is to foster a virtuous circle based on sharing best practices and improving performance across the board. The aim is to step up and rationalise efforts in that direction and measure their longterm effects.

Customers and staff alike have high expectations for sustainable development.

## **Code of Ethics**

Martin Bouygues, Chairman and CEO, decided in September 2006, with the approval of the Board of Directors, that Bouygues should



have a Code of Ethics. The 16page document contains 18 principles for action.

They apply to all employees at all times, everywhere in the world. The Code of Ethics aims to unite employees and managers around the Group's core convictions, of which it is the formal, written expression.

It should help them to take decisions and encourage them to consult their line managers and legal departments when in doubt. It institutes a whistleblowing system. Translated into 26 languages, the Code of Ethics is being distributed to all Bouygues group employees.

# **Global Compact**

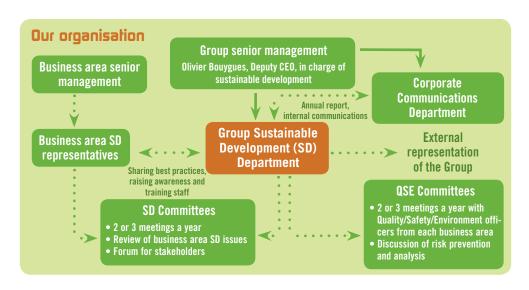
Bouygues SA signed up to the United Nations Global Compact on 8 December 2006. The participation



of the parent company, joining Bouygues' five business areas, means that the entire Group is now committed to the initiative.

THE GLOBAL COMPACT

Within the framework of the Global Compact, Bouygues undertakes to embrace, support and enact a set of core values in the areas of human rights, labour standards, the environment and anti-corruption.



# SUSTAINABLE DEVELOPMENT

# **Bouygues Parlage**

To give our employees a share in the Group's good results, an employee share ownership plan — accessible



on equal terms — will be introduced in 2007, subject to approval from the French stock market

regulator, the AMF. Bouygues Partage combines three advantages:

- a 20% discount for the subscription of three Bouygues shares.
- an employer's matching contribution equivalent to the purchase price of nine shares per investor.
- gearing, which brings the number of subscribed shares to 120. After five years, each employee will thus be able to own 12 shares and any capital gains on 108 other shares.

# Francis Bouygues Foundation

The Francis Bouygues Foundation, created in 2005, helps deserving high-school leavers to continue in higher education. With a Bouygues employee as their mentor, each student is given a grant of  $\[imser$  1,500 to  $\[imser$  8,000 a year for four to six years. Following the 17 students selected in 2005, the Foundation chose 49 recipients to form its Class of '06.

# High-school experiment

Bouygues is providing €200,000 a year over three years to support an experimental high-school project instigated by the Paris Institute of Political Studies to combat under-achievement at school in the northern suburbs of Paris. The project, launched in September 2006, concerns 17 general and vocational tenth-grade classes in four high schools.

# Ethics and training

A total of 2,511 managers have attended "Development of Bouygues Values" and "Respect & Performance" seminars since their creation. Organised by Bouygues SA, the seminars recommend how managers should approach issues of ethics and respect in their relations inside and outside the Group. A new seminar on "Social & Environmental Responsibility" was introduced at the end of 2006 and will be attended by over 100 managers in 2007.

# The Minorange Guild

The Minorange Guild, created by Francis Bouygues in 1963 to recognise achievement in the construction trades, now has 949 members in 16 orders. Colas has applied the guild principle in the roads sector with its Order of Compagnons de la Route.

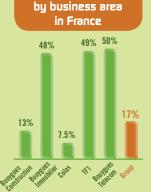
# Employee share ownership

Counting all staff-only mutual funds, employees are jointly Bouygues' second largest shareholder with 13.2% of the stock and 17.1% of the voting rights. This figure makes Bouygues the French CAC 40 company with the highest level of employee share ownership.



# 122,561 employees (+6%) at 31 December 2006

# Frofessional status 53% 27% 20% Site workers Clerical Managerial & technical 69,000 employees in France 96.4% of employees on permanent contracts 3.6% on fixed-term contracts



Proportion of women

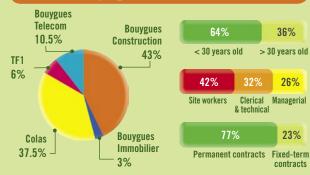
# Average age in France: 39





Average seniority in France: II years

## 10,340 employees hired in France in 2006



#### Our values

People are our greatest resource.

**Customers** are the reason for the company's existence and satisfying them our only goal.

**Quality** is the key to competitiveness.

Creativity enables us to offer our customers original, practical solutions at the best cost

Technical innovation, which improves the cost and efficiency of our products, underpins our success.

Respect for oneself, for others and for the environment inspires our everyday behaviour.

**Promotion** is based on individual merit.

Training gives our people the means to extend their knowledge and enhance their professional life

Young people and their potential will forge the company's future.

Challenge drives progress. To stay a leader, we must act like a challenger.

Attitude is more powerful than technical and economic strength alone.

R&D expenditure € 102m in 2006

# SUSTAINABLE DEVELOPMENT

# Challenges in 2007

## **Bouygues Construction**

The challenges facing Bouygues Construction are reflected in seven priorities for progress, including:

- ensure that our businesses respect the environment.
- lead our business sectors in terms of health and safety,
- develop employees' skills and establish balanced, long-term relationships with partners, suppliers and sub-contractors.

#### **Bouygues Immobilier**

- Take even greater account of environmental criteria in housing projects (see opposite).
- Systematically conduct quality surveys.
- Recruit more widely, especially through apprenticeships.
- Continue to make housing more widely accessible with the Maisons Elîka line (see opposite).

#### Colas

- Continue to lead the way in recruitment and safety.
- Save energy, especially reducing dependence on fossil energies.
- Introduce eco-design and lifecycle analysis for new bitumen substitutes, road marking resins, etc.
- Recycle, notably with the introduction of a specific indicator.

## Highlights of 2006



#### Organisation

In 2006, Bouygues Construction's sustainable development policy, which used to rely on isolated initiatives, was structured around seven priorities for progress. These seven priorities have in turn generated 42 practical actions to be implemented by subsidiaries.

#### New ergonomic form panel

With a supplier, Bouygues
Construction has developed a
new form panel\* with optimised
ergonomic, safety and performance
features. Over 200 people were
involved in the design process.
The new form panel will gradually
replace the 48,000-sq.-metre stock
of existing panels.

# Sustainable Development Charter

A Sustainable Development Charter for suppliers and subcontractors was drawn up in 2006. By signing it, they agree to comply with rules relating to working standards, health and safety, fairness and respect for the environment. The charter will gradually be attached to contracts and included in an audit policy.

#### Integration of the disabled



ETDE, Bouygues Construction's electrical contracting and maintenance subsidiary, has signed a three-year agreement between unions and management containing four commitments to integrating the disabled: raising awareness among staff, recruiting disabled workers (60 by 2008), keeping currently employed disabled workers (130), and sub-contracting work to the sheltered sector (€100,000 in sales in 2006).



(\*) used for pouring concrete walls

# Bouygues Immobilier

#### **H&E** certification

As of 1 July 2007, all building permit applications submitted by Bouygues Immobilier for housing developments will have "Habitat & Environment" certification A number of environmental criteria must be met in order to obtain the H&E certificate, which is issued by Cerqual, a body comprising consumer associations, housing sector players, public authorities and public-interest organisations.

#### **Sponsorship**



A founding partner of the Cité de l'Architecture et du Patrimoine, Bouygues Immobilier has signed a three-year sponsorship agreement with the museum, established in 2006 to promote architecture in France

#### Maisons Elîka

In November 2006, Bouygues Immobilier launched Maisons Elîka, affordable housing for people with monthly income of €1,500–2,500 who are currently unable to get onto the housing

ladder. The aim is to complete the first Maisons Elîka detached houses in 2007 and build 1,000 houses a year from 2010, which could represent up to 10% of Bouygues Immobilier's housing husiness

#### More apprentices

Bouygues Immobilier recruited 370 employees in 2006, increasing its headcount by over 30%. The company opted to multiply the number of apprentices by six, helping to train the young people concerned for a recognised diploma.

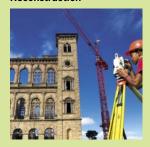


#### Prize-winning oysters

Prosign, a Colas subsidiary, gained the Pierre Potier award for Ostréa, a road-marking product which replaces limestone with recycled oyster shells. It also uses the Vegemark binder, made from oleaginous raw materials instead of petrochemical products.



#### Reconstruction



Under the aegis of UNESCO, Colas is rebuilding the Rova, also known as the Queen's Palace, a historic monument in Antananarivo, the capital of Madagascar. Colas has donated €500,000 to the cost of the project, visited in 2006 by Kofi Annan, then Secretary-General of the United Nations.

#### Savings in Portsmouth

The authorities in Portsmouth, UK have reported savings of 20% a year since Colas started to manage the city's road network under a PPP contract. The savings stem in particular from optimised maintenance choices and flexible intervention in the event of damage.

#### A valuable alternative

A technical alternative proposed by Colas for the bypass project in Carmaux, southern France enabled the town to make a 40% saving on mixes, representing 44,000 tonnes of materials including 3,000 tonnes of bitumen. The alternative also cut construction time by 9% and reduced the overall cost by 20% compared with the basic design.

# SUSTAINABLE DEVELOPMENT

# Challenges in 2007

#### TF1

- Continue actions to ensure full compliance with the CSA Charter and BVP (advertising standards authority) recommendations, taking part in discussions on emerging issues relating to the social responsibility of the media and advertisers
- Reflect the concerns and diversity of society in our programme schedules.
- Keep a strong link between the TF1 group and civil society and step up community action.
- Keep company benefits at a high level and ensure that working conditions continue to enhance the well-being of staff.
- Ensure that environmental measures correspond to best practice in the service sector, in particular by involving suppliers and employees.

## **Bouygues Telecom**

- Continue to improve coverage and ensure access to mobile telephony throughout France while integrating base stations into their environment.
- Step up the collection of used handsets in partnership with Bouygues Telecom's subsidiary RCBT in order to recycle them through suitable channels and promote ecologically responsible behaviour among consumers.
- Contribute to better consumer protection, in particular by improving customer information, following the reports issued by the Conseil National de la Consommation in 2006.

## Highlights of 2006



#### Carbon audit

With support from Ademe, the French environment and energy management agency, the TF1 group carried out its first carbon audit in 2006 in order to measure greenhouse gas emissions related to its activities. The results and the corresponding action plan will be published in 2007.



#### **Diversity**

TF1 continued its efforts in 2006 to ensure that diversity of cultures and origins is reflected in its

programme schedules. Visible minorities are to be found in the cast lists for drama series, among journalists on TF1 and LCI, in audiences and among candidates for game and reality shows.

#### Helping good causes



For the 17th year running, TF1 lined up with the Paris-France Hospitals Foundation in January 2006 for the "Pièces Jaunes" fundraising campaign, featuring a special edition of *Who Wants to Be a Millionaire?* and special reports on news bulletins. In February, the channel aired a cancer campaign free of charge. TF1 also partnered the "Rose Marie Claire" campaign to use International Women's Day on 8 March to promote schooling for girls.



#### **Nouvelle Cour**

In 2006, TF1 and TBWA France created the Nouvelle Cour communications agency based in La Courneuve, north of Paris. Each year, the agency will take five or six young people with an advanced vocational diploma and offer them a first job for a maximum of one to two years. The project aims to foster potential talent in underprivileged suburbs.

#### Teleshopping and WEEE

The European directive on waste electrical and electronic equipment lays down the "polluter pays" principle. To better organise the management of waste produced by the items it sells, on 15 November 2006 Teleshopping, TF1's home shopping subsidiary, joined Ecologic, a government-approved organisation which collects and recycles waste electrical and electronic equipment.



#### Handset collection

The 500 Bouygues Telecom stores took back almost 50,000 old handsets in 2006, representing 3.5% of products sold in the year. Since 15 November 2006, the initiative has been extended to business and e-commerce customers. A scheme for employees has also been introduced. Profits from the collection initiative will be donated to the Nicolas Hulot Foundation



and used to finance environmental awareness camps for children.

#### Handsets for the disabled

To fulfil its commitment to make mobile telephony accessible to the disabled, since 2006 Bouygues Telecom has labelled its handsets according to criteria defined in conjunction with associations representing disabled people.

#### **Earth Challenge**

Bouygues Telecom's contribution to the Nicolas Hulot Foundation's Earth Challenge in 2006 took the form of an art competition, open to customers and staff, dubbed "Mobil'isons-Nous Pour La Terre". Participants were invited to create



an artwork designed to convince as many people as possible to sign up to the Earth Challenge. A total of 3,268 Bouygues Telecom employees and 153,615 customers had signed up by the end of 2006, representing 24% of all French members of the Earth Challenge.

# **HQE-compliant Customer Relations Centre**

The new Customer Relations
Centre at Bourges, opened on
5 June 2006, has been awarded
High Environmental Quality (HQE)
certification. Bouygues Telecom's
first HQE-compliant site, it ensures
that environmental impacts



are tightly controlled and offers optimum working conditions for customer advisers.

#### Disabled employees

The number of disabled employees at Bouygues Telecom rose by 50% in 2006 and sales with the sheltered sector almost doubled. Measures taken to support this effort included giving all staff a brochure explaining the company's policy and training executives and HR managers to give them a better understanding of disability.



# **FULL-SERVICE CONTRACTOR**

# Excellent commercial and financial performance in 2006



civil works and electrical and HVAC engineering, its know-how covers the entire project life-span from design to maintenance.

Bouggues Construction is one of the world's leading construction firms. Operating in building,

#### France

Bouygues Construction achieved 14% growth in both the Paris area and the rest of France in 2006. This excellent result was driven by the building segment, especially high value-added activities like property development\*. The number of public-private partnership (PPP) projects is increasing. With work beginning on the A41 motorway, sales from Bouygues Travaux Publics remained above the €300 million level.

#### International

**In Western Europe**, Bouygues Construction confirmed its focus on high value-added projects such as property development in Switzerland, notably with the acquisition of Marazzi, and Private Finance Initiative (PFI) projects in the UK, including social housing, as well as hospitals and schools.

**In Eastern Europe,** Bouygues Construction consolidated its positions, acquiring VCES in the Czech Republic and stepping up its expansion in Russia (+64%).

**In Africa,** sales fell following the disposal of Basil Read in 2005.

The Asia-Pacific zone continued to flourish, with major projects in Thailand and Macao.

In Central America and the Caribbean, sales rose, driven by hotel construction and transport infrastructure projects.

In the Middle East, Bouygues Construction won a number of substantial contracts.

#### **Electrical contracting and maintenance**

ETDE continued to grow strongly (+41%). In France, ETDE broadened its range of skills and extended its geographical coverage through a proactive acquisition strategy. Elsewhere, ETDE focused on expanding its presence in Europe, acquiring four companies in 2006.

## Highlights

#### PPP / PFI projects

- Prisons in Le Havre, Le Mans and Poitiers in France (€234m).
- Waltham Forest Schools in the UK (€39m).
- Street lighting in Redcar and Cleveland in the UK (€59m).

#### Major contracts concluded

- A41 motorway in France (€512m).
- Cyprus airports (€488m).
- Flamanville EPR nuclear power plant in France (€348m).
- Ritz-Carlton Hotel in Dubai (€155m).

#### **Projects under construction**

- Olkiluoto nuclear power plant in Finland (€170m).
- T1 tower in Paris-La Défense (€97m).

#### Projects delivered in 2006

- Lok Ma Chau tunnel in Hong Kong (€290m).
- Central Middlesex Hospital in London (€108m).

Sales 2006

**€6,923**m

(+13%)

Current operating margin

4.4%

(+0.3 point)

Net profit att. to the Group

**€209**m

(+19%)

Order book

**€8,668**m

(+45%)

New accounting method

**Employees** 

42,900

Sales target 2007

€7,800m

\* identification of sites, introductions between investors and users, input of design and construction know-how





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Bouygues Construction operates on buoyant markets with bright prospects for growth. The order book amounted to €8,668 million at end-December 2006, covering 68% of forecast sales in 2007. The Group will pursue its strategy of focusing on high value-added business, especially:

- public-private partnership projects involving schools, hospitals and street lighting in France and the UK:
- property development, which generates a growing share of building activity in France and Europe;
- infrastructure concessions, which offer attractive prospects in the transport sector in France and elsewhere;
- electrical contracting and maintenance, where ETDE is maintaining a policy of external growth in France and in Europe while continuing to grow organically.

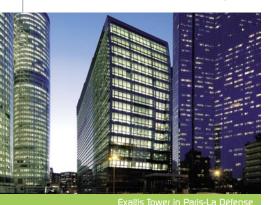
CONSOLIDATED BALANCE SH	IEET AT :	BI DECEMBER
ASSETS (€ million)	2005	2006
Tangible and intangible fixed assets	265	400
Goodwill	175	293
Non-current financial assets	218	
NON-CURRENT ASSETS	658	
Current assets	2,255	
Cash and equivalents	2,074	2,399
Financial instruments (debt-related)	4 000	- - 000
• Held-for-sale assets	4,329	5,293
	-	-
TOTAL ASSETS	4,987	6,205
LIABILITIES (€ million)	2005	5006
Shareholders' equity att. to the Group	414	526
Minority interests	4	5
SHAREHOLDERS' EQUITY	418	
Long-term debt	122	229
Non-current provisions	519	587
Other non-current liabilities	1	3
NON-CURRENT LIABILITIES	642	819 5
<ul> <li>Debt (amount due within one year)</li> <li>Current liabilities</li> </ul>	4 3.849	4.744
Overdrafts and short-term bank borrowings	3,049 74	4,744
Financial instruments (debt-related)	- 14	100
CURRENT LIABILITIES	3,927	4.855
Liabilities on held-for-sale assets		-,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,
TOTAL LIABILITIES	4.987	6,205
NET DEBT	(1,874)	(2,059)
	(.,571)	(=,500)

CONSOLIDATED INCOME STAT	EME	NT
(€ million)	2005	2006
SALES	6,131	6,923
CURRENT OPERATING PROFIT	249	305
Other operating income and expenses	(11)	(43)
OPERATING PROFIT	238	262
Income generated by net financial surplus	32	51
Other financial income and expenses		9
Income tax expense	(114)	(119)
Share of profits and losses of associates	19	8
NET PROFIT BEFORE RESULTS OF DISCONTINUED		
AND HELD-FOR-SALE OPERATIONS	176	211
Net profit of discontinued		
and held-for-sale operations		
NET PROFIT	176	211
Minority interests	(1)	(2)
CONSOLIDATED NET PROFIT		
attributable to the Group	175	209

# Bouygues Immobilier

# A LEADING PROPERTY DEVE

# Record growth in residential reservations and a sharp rise in profit



Highlights

#### Residential

- 10,852 housing units reserved (+32%).
- Sharp rise outside the Paris area (+43%).
- Expansion in Poland (+68%).

#### Commercial/corporate

- Recovery in France (145,000 sq. metres sold).
- Rise in reservations (+27%) to €466m.
- Sale of 38,000 sq. metres in Nanterre.
- Delivery of 36,000 sq. metres of office space in Madrid (Cristalia).

#### Development

- Contract awarded for La Berge du Lac in Bordeaux: 1,545 housing units on a 30-hectare (75-acre) site.
- Agreement with Cerqual for "Habitat & Environment" certification of all housing development projects in France.
- Launch of Maisons Elîka, a range of affordable housing.

Sales 2006

**€I,608**m

(+3%)

• • •

Current operating margin

IU.9%

(+0.9 point)

• • •

Net profit att. to the Group

€107m

(+19%)

Employees

1,245

Sales target 2007

€2,000m

With 33 branches in France and eight subsidiaries elsewhere in Europe, Bouygues Immobilier develops residential, office and retail park projects. The company increased its market share in 2006.

In robust financial health and on the back of a 19% rise in profit, Bouygues Immobilier opened new branches in Caen, Metz and Reims in 2006. It also created a special unit to work on major urban development projects with local government partners, combining social or unregulated housing, shops, offices and public amenities.

#### **Residential property**

The residential property market continued to thrive in 2006, sustained by generally low (albeit rising) interest rates. Growth in house prices slowed, as did the rate of sales, while remaining firm.

The number of reservations rose by 32% to 10,852 units, including 643 in Europe (excluding France). The rise in France was also 32%, with the Paris area contributing 14% and the rest of the country 43%, driven by strong growth in southern and south-eastern France, the Rhône-Alpes region and the Atlantic coast.

Residential property sales increased by 20%.

#### **Commercial and corporate property**

The French corporate property market picked up as placed demand (leases signed) rose sharply. Bouygues Immobilier reported a 59% increase in reservations by value to  $\leqslant$ 417 million, led by strong growth outside the Paris region (+69%).

A number of projects are currently under way in the Paris area, including in Issy-les-Moulineaux (160,000 sq. metres), Meudon (79,000 sq. metres), Saint-Denis (39,000 sq. metres) and Nanterre (15,000 sq. metres).

#### **Europe**

Bouygues Immobilier continued to expand its operations in Europe, generating 13.5% of its 2006 sales in Spain, Portugal, Poland, Germany and Belgium.

# LOPER





## Outlook for 2007

Bouygues Immobilier intends to consolidate its position as France's leading property developer and as a key player in Europe. Its strategy for 2007 is as follows:

- residential property: pursue vigorous but managed growth, especially in the French regions, Poland and Belgium;
- offices: focus on the sale and production of projects during the development phase;
- "Habitat & Environment" certification: implement the process for all housing development projects;
- maintain a high level of profitability and a robust financial structure.

The company expects a further rise in residential property reservations to grow its share of a stable market and a sharp upturn in the corporate property segment. Sales in 2007 are likely to increase significantly as a result of vigorous commercial activity in 2005 and 2006.

<b>CONSOLIDATED BALANCE SH</b>	HEET AT 3	BI DECEMBER
ASSETS (€ million)	2005	2006
Tangible and intangible fixed assets	47	13
Goodwill		
Non-current financial assets	34	46
NON-CURRENT ASSETS	81	59
Current assets	957	
Cash and equivalents     Financial instruments (daht valets)	237	144
• Financial instruments (debt-related) CURRENT ASSETS	1,194	1,628
Held-for-sale assets	1,134	1,020
TOTAL ASSETS	1,275	1,687
IOTAL M22E12	1,273	1,007
LIABILITIES (€ million)	2005	2006
Shareholders' equity att. to the Group	284	330
Minority interests	1	1
SHAREHOLDERS' EQUITY	285	331
Long-term debt	72	38
Non-current provisions	79	85
Other non-current liabilities	5	3
NON-CURRENT LIABILITIES	156	126
Debt (amount due within one year)	14	78
Current liabilities	819	1,150
Overdrafts and short-term bank borrowings     Financial instruments (dabt related)	1	2
Financial instruments (debt-related)     CURRENT LIABILITIES	834	1,230
Liabilities on held-for-sale assets	034	1,230
TOTAL LIABILITIES	1 275	1 607
	1,275	1,687
NET DEBT	(150)	(26)

CONSOLIDATED INCOME STAT	reme	NT
(€ million)	2005	2006
SALES	1,557	1,608
CURRENT OPERATING PROFIT	156	176
Other operating income and expenses		
OPERATING PROFIT	156	176
Cost of net debt	1	(1)
Other financial income and expenses	(12)	(10)
Income tax expense	(53)	(56)
Share of profits and losses of associates		
NET PROFIT BEFORE RESULTS OF DISCONTINUED		
AND HELD-FOR-SALE OPERATIONS	92	109
Net profit of discontinued		
and held-for-sale operations		
NET PROFIT	92	109
Minority interests	2	2
CONSOLIDATED NET PROFIT		
attributable to the Group	90	107



# THE WORLD'S LEADING ROA

# Further profitable growth in 2006, sharp rise in sales and net profit



# Highlights

#### **Mainland France**

Resurfacing of the A5, A9, A16, A26 and A29 motorways; construction of bypasses in Meaux, Beauvais and Jarnac; renovation of runway 4 at Orly airport; tramways and bus lanes in Marseille, Montpellier, Saint-Étienne, Le Mans, Paris and Nantes; waterproofing and cladding of satellite S3 at Roissy-CDG airport; completion of tracklaying for the East European high-speed rail line; urban surfacing projects using Vegecol-based asphalt mixes.

# International and French overseas territories

PFI contract in Portsmouth, UK; construction of a section of the D1 motorway in Slovakia; construction of a wastewater treatment plant at Csepel, Hungary; renovation of the I-25, I-75 and I-585 Interstate Highways in the United States; construction of infrastructure for a mine in Madagascar; long-term road maintenance contracts in Alberta. Canada.

Sales 2006

**€10,716**m

(+12%

Current operating margin

4.9%

(+0.5 point)

Net profit att. to the Group

**€396**m

(+29%)

Employees

60,600

Sales target 2007

€II,400m

Colas operates in all segments of roadbuilding and transport infrastructure. It also spans the full range of upstream industrial activities, from quarries and mixing plants to units producing emulsions and binders.

Colas reported 12% sales growth in France and on international markets in 2006 thanks to the excellent performance of its network of local subsidiaries, which operate in buoyant markets in over 40 countries, and favourable weather conditions.

Net profit rose by 29% to €396 million despite an almost constant rise in raw material prices, especially oil products.

#### **Mainland France**

Sales in mainland France rose by 14%, fuelled by growth in the roads, safety equipment, waterproofing and railway activities. The factors driving this performance included investment by local authorities in road maintenance, urban amenities and public transport, by the private sector in property, logistics, industrial plant and energy, and ongoing motorway, airport and railway projects, notably the East European high-speed rail line.

#### International and French overseas territories

Sales outside mainland France increased by 10.5%. Sales in North America (United States and Canada) rose by 15.7% to a record  $\leqslant 2.1$  billion.

Sales in the Africa/Indian Ocean/Asia zone amounted to €515 million, boosted by major infrastructure projects in Madagascar and expanding production and sales of bitumen and asphalt binders in Asia.

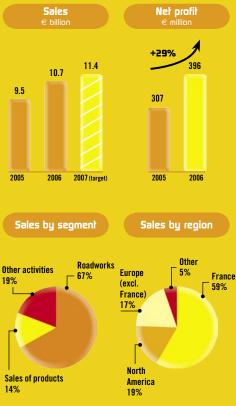
Sales in Europe amounted to €1.8 billion, a rise of 2.4%, muted by the effect of the completion of exceptional projects in Hungary and Belgium in 2005.

## **Industrial activity**

Colas produced 113 million tonnes of aggregates in 2006 (it has 23 years' reserves), 54.7 million tonnes of asphalt mix, 1.5 million tonnes of emulsions and binders (of which it is the world's leading producer) and 22 million sq. metres of waterproofing membranes.

# **DBUILDER**





## Outlook for 2007

The order book at end-December 2006 was 18% higher than in 2005 (+12% in France, +25% in international units and in French overseas territories) and evenly spread across all activities, subsidiaries and regions.

Colas is preparing a number of tenders for motorway projects (new sections operated under concession contracts) and railway projects under PPPs.

Available information suggests a high level of activity in the first half of 2007, both in France and internationally. External growth could be higher than in 2006.

Colas can therefore look forward to further expansion in 2007, continuing its profitable growth strategy.

<b>CONSOLIDATED BALANCE SH</b>	EET at 3	I DECEMBER
ASSETS (€ million)	2005	2006
Tangible and intangible fixed assets	1,687	1,888
Goodwill	205	222
Non-current financial assets	428	503
NON-CURRENT ASSETS	2,320	
Current assets     Coch and agriculants	2,960 661	3,446 704
Cash and equivalents     Financial instruments (debt-related)	9	704 4
CURRENT ASSETS	3,630	4.154
Held-for-sale assets	-	-
TOTAL ASSETS	5,950	6,767
LIABILITIES (€ million)	2005	2006
Shareholders' equity att. to the Group	1.451	1.694
Minority interests	27	,
SHAREHOLDERS' EQUITY	1.478	27 1.721
SHAREHOLDERS' EQUITY		
	1,478	1,721
SHAREHOLDERS' EQUITY  • Long-term debt  • Non-current provisions  • Other non-current liabilities	1,478 108 471 59	1,721 137 513 63
SHAREHOLDERS' EQUITY  • Long-term debt  • Non-current provisions  • Other non-current liabilities  NON-CURRENT LIABILITIES	1,478 108 471 59 638	1,721 137 513 63 713
SHAREHOLDERS' EQUITY  Long-term debt  Non-current provisions  Other non-current liabilities  NON-CURRENT LIABILITIES  Debt (amount due within one year)	1,478 108 471 59 638 38	1,721 137 513 63 713 32
SHAREHOLDERS' EQUITY  Long-term debt  Non-current provisions  Other non-current liabilities  NON-CURRENT LIABILITIES  Debt (amount due within one year)  Current liabilities	1,478 108 471 59 638 38 3,687	1,721 137 513 63 713 32 4,171
SHAREHOLDERS' EQUITY  Long-term debt  Non-current provisions  Other non-current liabilities  NON-CURRENT LIABILITIES  Debt (amount due within one year)  Current liabilities  Overdrafts and short-term bank borrowings	1,478 108 471 59 638 38 3,687 100	1,721 137 513 63 713 32 4,171 126
SHAREHOLDERS' EQUITY  Long-term debt  Non-current provisions  Other non-current liabilities  NON-CURRENT LIABILITIES  Debt (amount due within one year)  Current liabilities	1,478 108 471 59 638 38 3,687 100	1,721 137 513 63 713 32 4,171 126
SHAREHOLDERS' EQUITY  Long-term debt Non-current provisions Other non-current liabilities NON-CURRENT LIABILITIES Debt (amount due within one year) Current liabilities Overdrafts and short-term bank borrowings Financial instruments (debt-related)	1,478 108 471 59 638 38 3,687 100	1,721 137 513 63 713 32 4,171 126
SHAREHOLDERS' EQUITY  Long-term debt  Non-current provisions Other non-current liabilities NON-CURRENT LIABILITIES  Debt (amount due within one year) Current liabilities Overdrafts and short-term bank borrowings Financial instruments (debt-related) CURRENT LIABILITIES	1,478 108 471 59 638 38 3,687 100	1,721 137 513 63 713 32 4,171 126

#### CONSOLIDATED INCOME STATEMENT (€ million) 2005 2006 SALES 9,540 10,716 **CURRENT OPERATING PROFIT** 422 524 • Other operating income and expenses (32)4 OPERATING PROFIT 390 528 Cost of net deht (10)(15) Other financial income and expenses 4 3 Income tax expense (121)(168) Share of profits and losses of associates 49 54 NET PROFIT BEFORE RESULTS OF DISCONTINUED AND HELD-FOR-SALE OPERATIONS 312 402 Net profit of discontinued and held-for-sale operations 312 402 **NET PROFIT** Minority interests (5)(6) CONSOLIDATED NET PROFIT attributable to the Group 307 396



# NUMBER-ONE TELEVISION

# Still the most-watched TV channel, a winning diversification strategy



Highlights

 December: acquisition of a 95% stake in 1001 listes, the leading wedding list website; announcement of the acquisition of a 33.5% minority interest in AB group. Almost 5 billion page hits on tf1.fr in 2006.

• October: launch of JET, a game show channel.

 August: French Finance Ministry approval of the merger between Canal+ Group and TPS.

June: creation of WAT,
 France's leading cross-platform multimedia content publishing site; acquisition of a 20% stake in Over-Blog, the second biggest blog platform in France.

• March: distribution of LCI, TV Breizh and TF1 in Belgium.

 January: advertising and content partnership with Neuf Cegetel. Sales 2006

€2,654m

(+6%)

**Current operating margin** 

II.3%

(-2.2 points)

Net profit att. to the Group

€452m

(+92%) incl. €254m from TPS

• • •

Employees

3,800

Sales target 2007

€2,875m

(+8%)

TFI is using a multimedia content strategy to consolidate its leading position. The group, now organised into cross-functional divisions by programme format, offers advertisers a combination of high-profile programming and strong ties with larget audiences.

TF1 confirmed its position as France's most-watched TV channel with 98 of the 100 top audience ratings in 2006 (97 in 2005), its best performance since 1991. The list included 20 football matches. The Football World Cup semi-final between France and Portugal came out No. 1, attracting 22.2 million viewers and an audience share of 76.7%, the highest-ever score recorded by any channel since Médiamat started tracking French TV viewing figures in 1989. The TF1 group reported sales of €2,654 million in 2006, an increase of 6%.

#### **Advertising**

Net advertising revenue from the TF1 core channel rose by 3.7% to €1,708 million, mainly due to heavier spending by advertisers in the telecommunications and service sectors.

#### Diversification

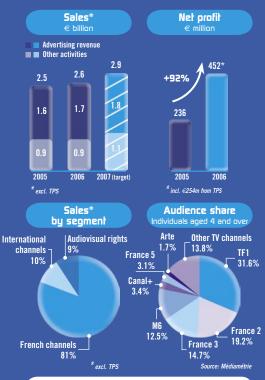
Revenue from other activities increased by 10% to €946 million. The subsidiaries that contributed to sales growth included:

- Teleshopping, as a result of thriving internet sales and new activities, especially infomercials and stores;
- TF1 Entreprises, thanks to hits in the music business (Le Roi Soleil, Laurent Voulzy, etc.), rising sales by TF1 Games and the contribution of TF1 Hors Média:
- theme channels, five of which feature in the top 10 (figures from MediaCabSat Wave 11);
- TF1 International, with the theatrical distribution of blockbusters like Priceless and The Departed;
- Eurosport International, as a result of the growing number of subscriber households (over 100 million in all\*) and new offerings like Eurosport 2 and WTCC (World Touring Car Championship<sup>TM</sup>).

<sup>\*</sup> excl. Eurosport France (6.8 million households at end-December 2006)

# **GROUP IN FRANCE**





## Outlook for 2007

- Strengthen its unifying role by consolidating TF1
  as France's leading TV channel, developing its other
  channels and offering new formats for programmes
  and services suited to new technologies and new
  modes of consumption, such as mobile phones.
- Expand international operations with pan-European theme offerings like Eurosport, JET and WAT, and extend the distribution of its channels in Frenchspeaking areas.
- Implement a multimedia content strategy based on the channel's major programme formats (news, sport, films, series, etc.).

The TV advertising market in France opened up to mass retailers on 1 January 2007, thereby benefiting TF1. The cost of programmes on the TF1 core channel, excluding major sporting events, is expected to rise by 2.5-3% in 2007.

CONSOLIDATED BALANCE SH	IEET AT 3	I DECEMBER
ASSETS (€ million)	2005	2006
Tangible and intangible fixed assets	332	311
Goodwill	481	505
Non-current financial assets	118	754
NON-CURRENT ASSETS	931	1 570
Current assets	1,787	1,851
Cash and equivalents	176	275
Financial instruments (debt-related)	12	2 120
CURRENT ASSETS  • Held-for-sale assets	1,975 564	2,128
		-
TOTAL ASSETS	3,470	3,698
LIABILITIES (€ million)	2005	2006
Shareholders' equity att. to the Group	1,051	1,358
Minority interests	(1)	
SHAREHOLDERS' EQUITY	1,050	1,358
Long-term debt	513	506
Non-current provisions	32	34
Other non-current liabilities	49	38
NON-CURRENT LIABILITIES	594	578
Debt (amount due within one year)	25	147
Current liabilities	1,450	1,612
Overdrafts and short-term bank borrowings	1	2
• Financial instruments (debt-related)	1 470	1 700
CURRENT LIABILITIES	1,476	1,762
Liabilities on held-for-sale assets	350	-
TOTAL LIABILITIES	3,470	3,698
NET DEBT	351	379

#### **CONSOLIDATED INCOME STATEMENT** (€ million) 2005 2006 SALES 2.509 2.654 **CURRENT OPERATING PROFIT** 339 301 Other operating income and expenses 14 OPERATING PROFIT 353 301 · Cost of net debt (13)(12)(5) Other financial income and expenses (115) Income tax expense (99) Share of profits and losses of associates (5)13 NET PROFIT BEFORE RESULTS OF DISCONTINUED AND HELD-FOR-SALE OPERATIONS 220 198 Net profit of discontinued and held-for-sale operations 14 254 NET PROFIT 234 452 Minority interests 2 CONSOLIDATED NET PROFIT attributable to the Group 236 452



# MOBILE COMMUNICATION

# Excellent performance in 2006 thanks to the success of Neo and Exprima



## Highlights

- November: launch of a trial of contactless mobile technology across the entire Paris region mass transit system.
- October: Neo passes the 1-million customer mark, seven months after launch.
- July: start of rollout of the HSDPA network.
- June: creation of the Bouygues Telecom Foundation, focusing on medical and social initiatives, the environment and the French language.
- May: tenth anniversary of Bouygues Telecom's commercial launch.
- April: sale of Bouygues
   Telecom Caraïbe to Digicel.
- March: launch of Neo and Exprima, two unlimited call plans.

€4,539m

(+2%)

Current operating margin

12.8%

(-1.9 points)

Net profit att. to the Group

€4**9**I m

(+39%)

\* incl. €110m from BTC

Employees

7,400

Sales target 2007

**€4,630**m

(+2%)

Bouygues Telecom put unlimited calling at the core of its strategy with the launch of the Neo and Exprima call plans on I March 2006. A total of I.5 million customers had signed up to the new plans by the end of December.

#### Sales and marketing

Bouygues Telecom completely overhauled its call plans in the first half of 2006. Two unlimited call plans have been available since 1 March:

- Neo: unlimited calls to all fixed and mobile operators in France every day from 8.00pm to midnight, plus calls to Europe and North America at the same price as calls to France. Seven plans are on offer, ranging from two to 15 hours:
- Exprima: unlimited calls to all fixed operators every day from 8.00pm to midnight. Six plans are on offer, ranging from one to eight hours.

With Neo and Exprima plus i-mode<sup>®</sup>, Bouygues Telecom offers a converging range of mobile voice and internet solutions with unlimited calling. These all-new offers in France have proved highly popular.

Universal Mobile, with 680,000 customers at end-December, has continued to attract young people. Since August, Universal Mobile and Nomad customers with a compatible handset have also had access to i-mode<sup>®</sup>. The launch of the EDGE broadband network in 2005 enabled Bouygues Telecom to increase its share of the business service market. The number of lines rose by 19% in one year on the back of demand from high-value SMEs and professionals.

#### **Exceptional results**

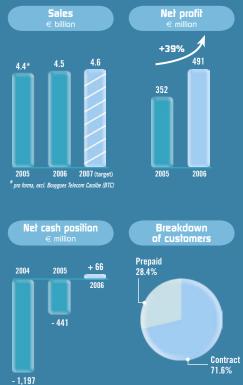
Successful marketing, especially of the Neo plan, enabled Bouygues Telecom to report exceptional results. In mainland France, it had a 27% market share of net contract additions, increasing its contract customer base by 15% in a year to 6.2 million. Contract customers accounted for 71.6% of the total customer base at end-2006, 3.2 points more than at end-2005. Commercial investment led to a controlled 1.9-point drop in the current operating margin.

#### Disposal of BTC

BTC, Bouygues Telecom's Caribbean subsidiary, was sold to Digicel at the end of April, generating a profit of  $\leqslant$ 110 million.

# **SERVICES**





## Outlook for 2007

**The HSDPA network** will come on stream in major urban areas in 2007. Rollout began in 2006.

Bouygues Telecom expects to be ready to embark on the pre-launch of mobile digital TV by the end of 2007, using the DVB-H standard, provided that the government allocates frequencies in time.

Trials of contactless applications will continue, especially on public transport and for payments via mobile phone.

The 18% cut in Bouygues Telecom's call termination rates from 1 January 2007 will curb growth in net sales from network, as in previous years, although the figure is still expected to rise by 3% over the year to  $\le$ 4.325 million.

<b>CONSOLIDATED BALANCE SH</b>	EET AT :	BI DECEMBER
ASSETS (€ million)	2005	2006
Tangible and intangible fixed assets	3,078	3,045
Goodwill	12	
Non-current financial assets	205	
NON-CURRENT ASSETS	3,295	
<ul><li>Current assets</li><li>Cash and equivalents</li></ul>	1,011 5	1,010 92
Financial instruments (debt-related)	. J	92
CURRENT ASSETS	1,016	1,102
Held-for-sale assets		
TOTAL ASSETS	4,311	4,215
LIABILITIES (O. III.)		
LIABILITIES (€ million)	2005	
Shareholders' equity att. to the Group	2,132	2,214
Minority interests     SHAREHOLDERS' EQUITY	2.132	2.214
• Long-term debt	434	
Non-current provisions	54	100
Other non-current liabilities		
NON-CURRENT LIABILITIES	488	119
Debt (amount due within one year)	11	6
Current liabilities	1,679	1,875
Overdrafts and short-term bank borrowings		1
• Financial instruments (debt-related) CURRENT LIABILITIES	1 1,691	1,882
Liabilities on held-for-sale assets	1,001	1,002
TOTAL LIABILITIES	4,311	4,215
NET DEBT	441	(66)
CONSOLIDATED INCOME STA	TEME	NT
(€ million)		2006
SALES	4,447	4,539
CUIDDENT ODERATING DROEIT	CES	

CONSOLIDATED INCOME STAT	EME	NT
(€ million)	2005	2006
SALES	4,447	4,539
CURRENT OPERATING PROFIT	653	581
Other operating income and expenses	(58)	
OPERATING PROFIT	595	581
Cost of net debt	(25)	(9)
Other financial income and expenses		
Income tax expense	(220)	(191)
Share of profits and losses of associates	-	-
NET PROFIT BEFORE RESULTS OF DISCONTINUED		
AND HELD-FOR-SALE OPERATIONS	350	381
Net profit of discontinued		
and held-for-sale operations	2	110
NET PROFIT	352	491
Minority interests		
CONSOLIDATED NET PROFIT		
attributable to the Group	352	491

# ALSTOM PROMISING COOPERATION



On 26 April 2006, Bouygues and Alstom concluded a major non-exclusive cooperation agreement. Bouggues has a 25.1% stake in Alstom.

#### A major strategic decision

Cooperation with Alstom enables Bouygues to expand in fast-growing sectors to meet transport infrastructure and power generation needs worldwide, with a shared client focus.

On entering into the partnership, Bouygues acquired the French government's 21% stake in Alstom at a price of €68.21 per share, representing a total investment of €2 billion. Bouygues agreed to keep the shares bought from the government for at least three years. It also acquired Alstom shares on the market, raising its stake to 25.1% at 31 December 2006

#### A key player in its business areas

With operations in 70 countries and some 60,000 employees, Alstom has two lines of business.

In the power sector, where it is the world's third largest operator, Alstom provides turbines, boilers and other power generation equipment, especially under turnkey contracts (Power Systems). It also offers customers a comprehensive range of services, including comprehensive operation and maintenance contracts (Power Service).

Alstom is the world's second largest operator in the transport sector. As well as building railway rolling stock, especially TGV high-speed trains, it supplies signalling systems and transport system operating services. Alstom sold its shipbuilding business on 31 May 2006.

## Highlights

- Implementation of commercial and operational cooperation between Bouygues and Alstom.
- September: contracts awarded in conjunction with Alstom in Reims (design, financing, construction and operation of a tramway) and for the Flamanville nuclear power plant (civil engineering and steam turbine).





Patrick Kron, Chairman and CEO of Alstom



#### Remarkable performance

Alstom's results since 2005 reflect the success of the recovery plan introduced to turn the company around after a major crisis in 2003.

Alstom's financial year ends on 31 March, but results for the first half of FY 2006/07 confirm that the group has now entered a phase of profitable growth. Likeon-like, order intakes in the first six months rose by 46%, sales were up 8% and profitability continued to improve (the operating margin has risen from 5.3% to 6.3%). Net profit attributable to the group increased by 67% to €227 million and the group generated substantial free cash flow (€747 million). Net debt amounted to €611 million compared with €1,248 million at 31 March 2006 and the debt-to-equity ratio fell from 68% to 30%.

The third quarter of FY 2006/07 confirmed this positive trend: the level of orders came to €4.7 billion, bringing the order book to €31 billion, or 28 months' sales. The Power Systems sector reported record business, almost doubling its order intakes at 31 December in comparison with the previous year. Orders in the Power Service sector also remained buoyant.

In contrast, third-quarter orders in the Transport sector were relatively low, though major orders

for locomotives in China and the sub-contracting of suburban trains in the Paris region were not included in these figures.

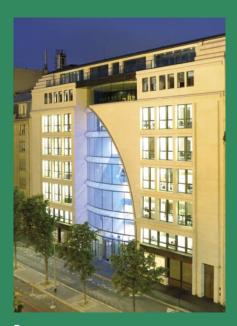
Alstom's share price stood at €102.70 on 29 December, the last trading day of 2006.

The Citadis tramway project in Reims (France)

## Outlook

Alstom is benefiting from favourable conditions on the power market. A surge in business in recent years, coupled with the level of orders taken in the first six months, should produce a 10% rise in sales in the year to 31 March 2007 on a like-on-like basis in relation to the previous year.

As opportunities arise, Alstom and Bouygues will offer their clients integrated projects, as the two groups did on a number of occasions before concluding their nonexclusive cooperation agreement.



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