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1st quarter 2011 results



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This presentation contains projections and forecasts. They express objectives based on the current assessments and estimates of the Group's senior management which are subject to many factors and uncertainties. The following factors among others set out in the Registration Document (*Document de Référence*) filed with the French Financial Markets Authority could cause actual figures to differ significantly from projected figures: unfavourable 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 current or future public regulations; exchange rate risks and other risks related to international activities; risks arising from current or future litigation. Bouygues gives no commitment to updating or revising the projections and forecasts contained in this presentation.

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BOUYGUES GROUP: key operating figures (1/3)

€ million	Q1 2010	Q1 2011	Change
Sales ⁽¹⁾	6,443	6,686	+4%
<i>o/w Construction businesses⁽²⁾</i>	4,509	4,675	+4%
<i>o/w TF1</i>	597	614	+3%
<i>o/w Bouygues Telecom</i>	1,340	1,404	+5%

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

(2) Bouygues Construction + Bouygues Immobilier + Colas (sales contribution)

Q1 2011 sales in line with expected return to growth in 2011

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BOUYGUES GROUP: key operating figures (2/3)

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€ million	Q1 2010	Q1 2011	Change
Current operating profit	170 ^(*)	153	-€17m
o/w Construction businesses	(62) ^(*)	(52)	+€10m
o/w TF1	44	62	+€18m
o/w Bouygues Telecom	197	153	-€44m
Current operating margin	2.6%	2.3%	-0.3 pts
o/w Construction businesses	-1.4%	-1.1%	+0.3 pts
o/w TF1	7.4%	10.1%	+2.7 pts
o/w Bouygues Telecom	14.7%	10.9%	-3.8 pts

* -€8m have been reclassified to the "other operating income and expenses" line at Colas

- Q1 2011 operating performance in line with our expectations
 - ✓ Solid start of the year for the Construction businesses
 - ✓ TF1 is pursuing its recovery with good cost control
 - ✓ In a very competitive environment, Bouygues Telecom maintains a stable EBITDA excluding the Mobile termination rates differential decrease impact

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BOUYGUES GROUP: key operating figures (3/3)

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€ million	Q1 2010	Q1 2011	Change
Net profit attributable to the Group	181	34	-81%

- The €147m decrease in net profit is essentially explained by
 - ✓ A capital gain of €41m on Alstom Hydro Holding shares exchange included in Q1 2010 net profit
 - ✓ A €92m drop of Alstom's contribution: €23m in Q1 2011 vs. €115m in Q1 2010
- Alstom's contribution to Bouygues net profit in Q1 2011 is heavily impacted by the €473m provision for restructuring charges taken by Alstom in H2 2010/11
- Alstom's contribution should improve as early as Q2 2011. According to Bouygues' method of calculation (using only Alstom's previous published semi-annual results) and in light of current available information, the estimated contribution should be €71m in Q2 2011 (vs. €101m in Q2 2010)

Details of Alstom's contributions calculation are provided in appendix slide 30

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ALSTOM: FY 2010/11 results

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- **Strong rebound of orders in H2 2010/11**
 - ✓ In FY 2010/11, orders were €19.1 billion, up 28% including Grid (+5% excl. Grid)
 - Positive momentum in H2 with orders up 54% (+28% excl. Grid)
 - ✓ Major successes were registered in emerging countries which accounted for around 60% of the orders booked (versus 35% in 2009/10) and where demand is expected to continue to grow
- **The geographical shift of demand requires geographical presence adaptation**
 - ✓ Downsizing in Europe and North America
 - ✓ Industrial investments in BRIC countries and initiation of several partnerships (Russia, India, China)
- **Operating margin guidance confirmed: between 7% and 8% for FY 2011/12**

A new business phase


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BOUYGUES GROUP: financial position (1/2)

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€ million	End-March		Change
	2010	2011	
Shareholders' equity	10,079	10,546	+€467m
Net debt	3,230	3,293	+€63m
Gearing ratio	32%	31%	-1pts

Stability in net debt and net gearing

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BOUYGUES GROUP: financial position (2/2)

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€ million	Q1 2010 ⁽¹⁾	Q1 2011	Change
Cash Flow	462	458	-€4m
- Cost of net debt	(82)	(74)	+€8m
- Income tax expense	(24)	(29)	-€5m
- Net capital expenditure	(200)	(273)	-€73m
Free Cash Flow ¹	156	82	-€74m

(1) Before change in WCR

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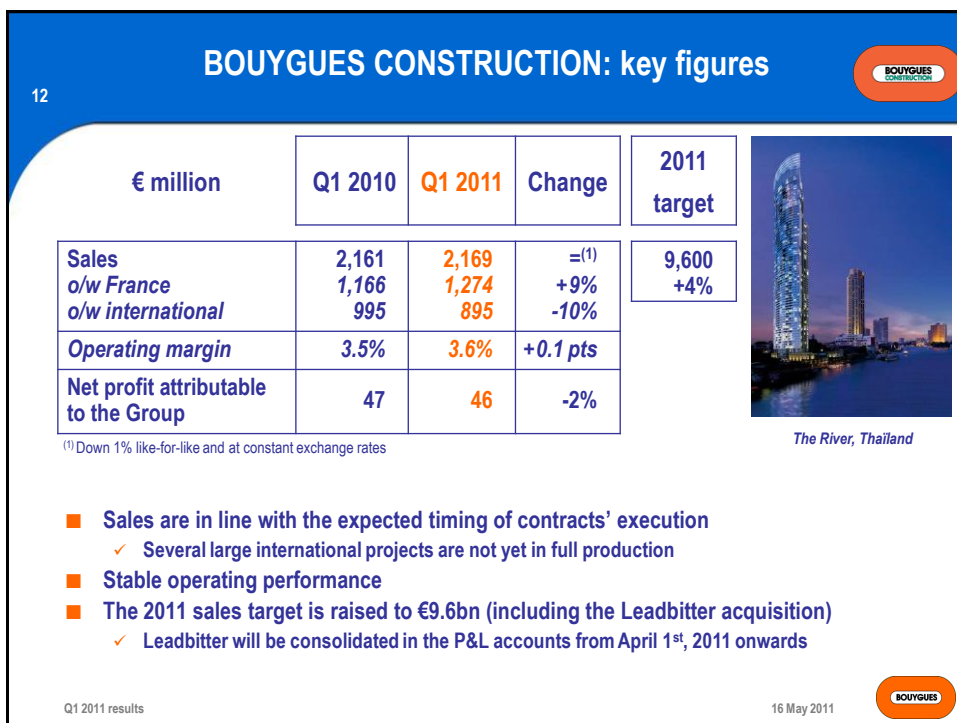
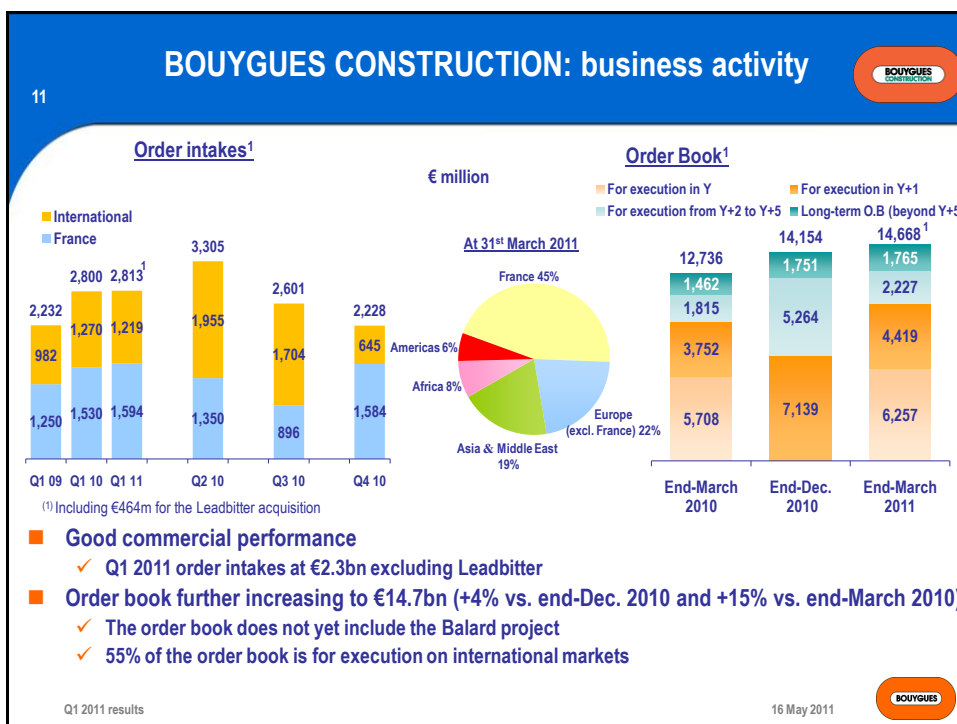
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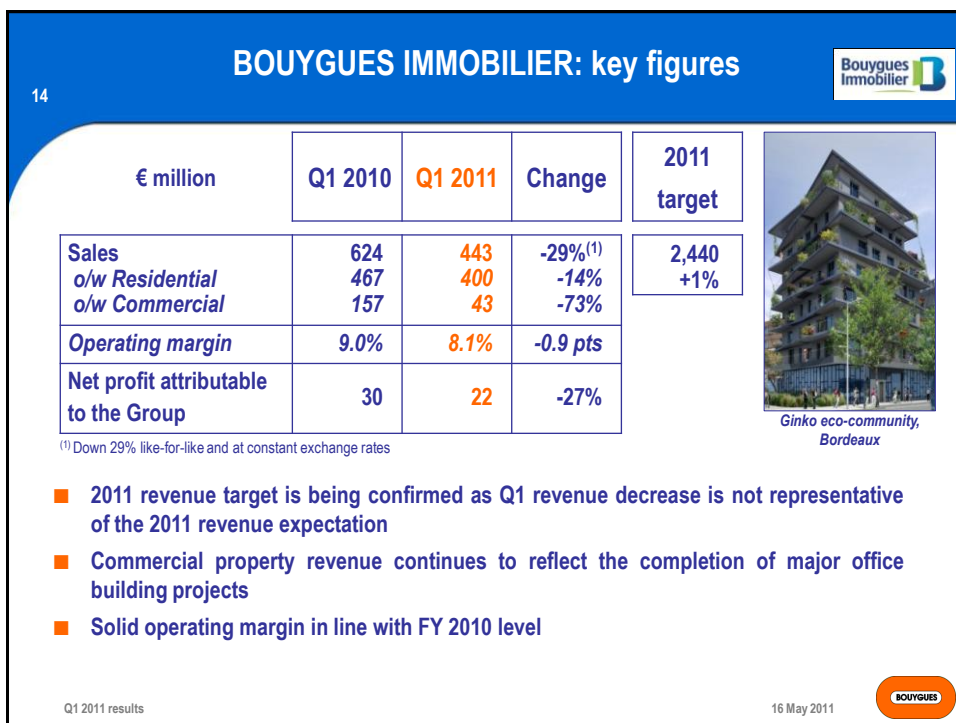
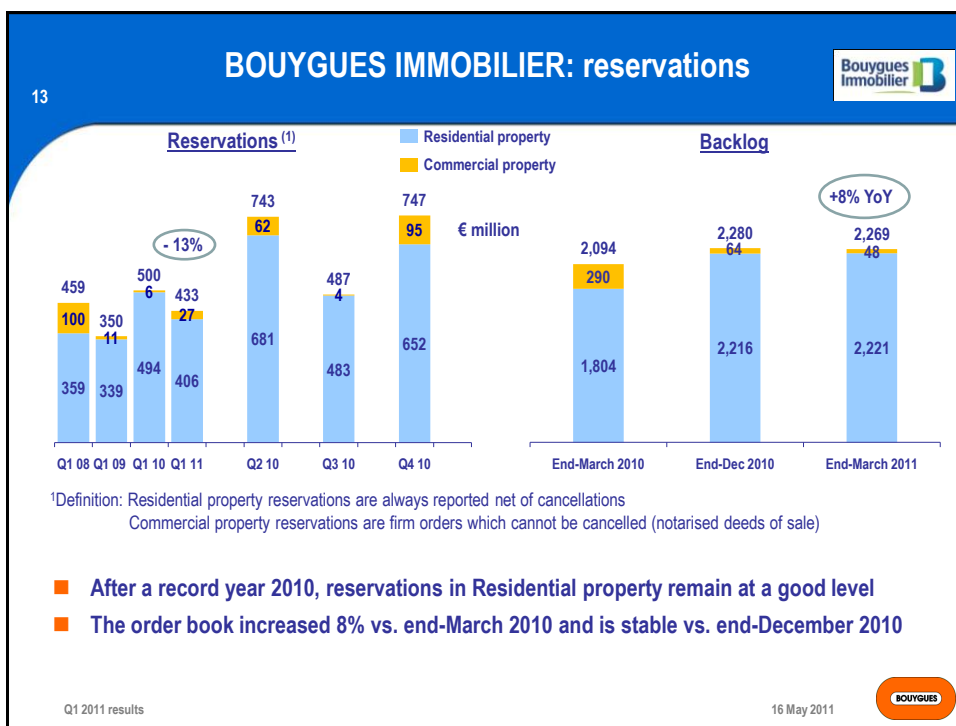
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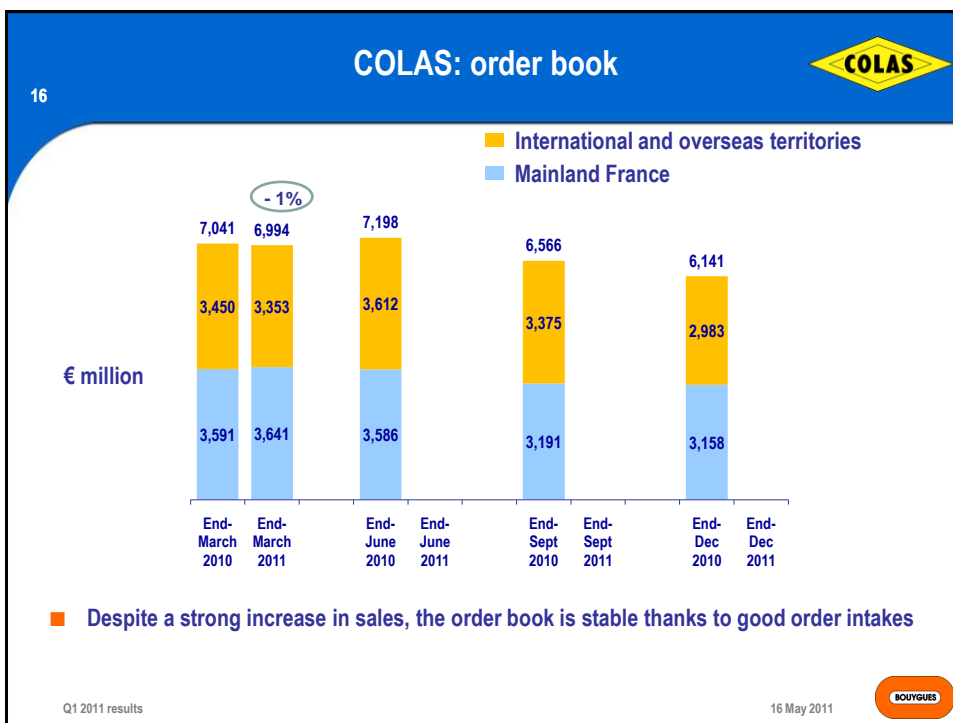
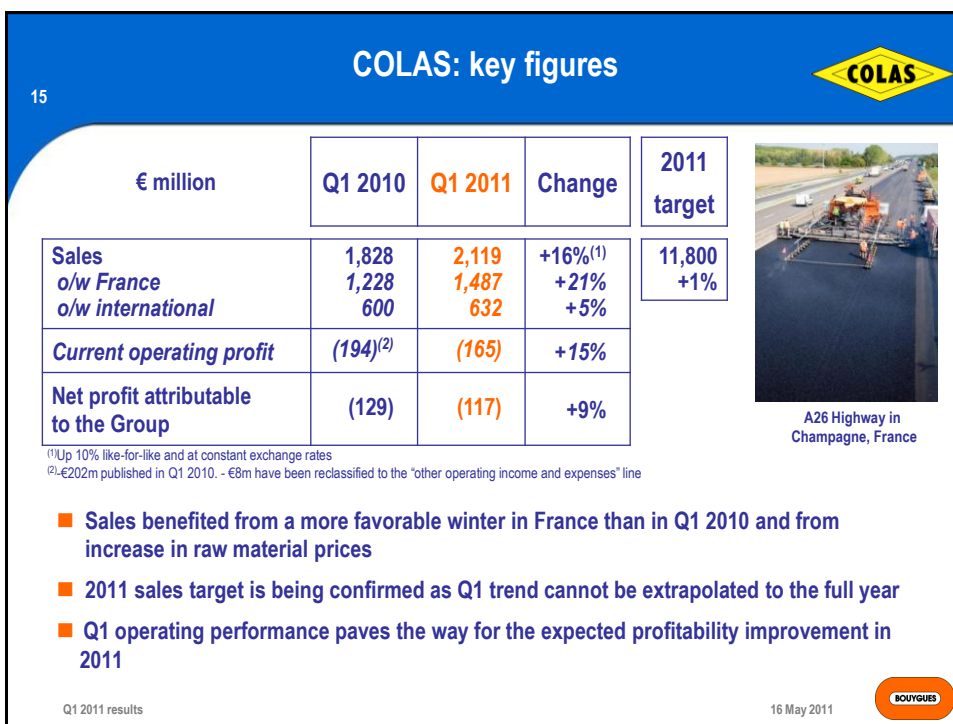
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TF1: key figures



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€ million	Q1 2010	Q1 2011	Change	2011 target
Sales	597	614	+3% ⁽¹⁾	2,630 =
o/w TF1 channel advertising	363	353	-3%	
o/w other activities	234	261	+12%	
Operating margin	7.4%	10.1%	+2.7 pts	
Net profit attributable to the Group	33	46	+39%	




Harry Roselmack,
journalist

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

- Revenue growth is driven by TMC/NT1 performance and integration while visibility remains low in the advertising market
- Business model adaptation and tight cost control continue to bear fruit with operating margin up 2.7 points

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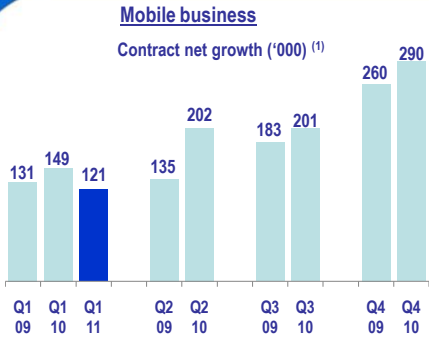
BOUYGUES TELECOM: commercial performance



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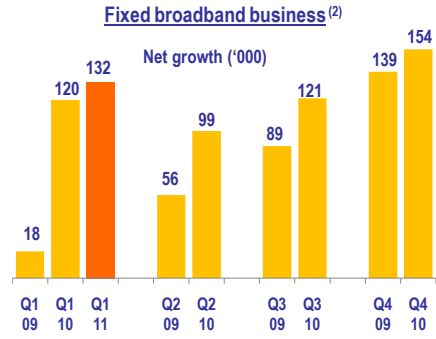
Mobile business

Contract net growth ('000) ⁽¹⁾




Fixed broadband business ⁽²⁾

Net growth ('000)




- Successful growth strategy driving market share gains in a very competitive environment
 - ✓ Mobile business: 30% of net growth⁽³⁾ with 121,000 new contract customers in Q1 2011
 - ✓ Fixed broadband business: leader in net growth for the 4th quarter in a row with 132,000 new customers in Q1 2011

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⁽¹⁾ According to ARCEP definition (French communications regulator)
⁽²⁾ The number of fixed broadband customers includes xDSL and cable subscriptions
⁽³⁾ ARCEP figures

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BOUYGUES TELECOM: key figures




€ million	Q1 2010	Q1 2011	Change	2011 target
Sales	1,340	1,404	+5% ⁽¹⁾	5,730
Sales from network	1,237	1,264	+2%	+2%
EBITDA	357	321	-10%	
EBITDA/sales from network	28.9%	25.4%	-3.5 pts	
Operating profit	197	153	-22%	
Net profit att. to the Group	128	99	-23%	



Bouygues Telecom advertising


⁽¹⁾Up 5% like-for-like and at constant exchange rate

- Continuation of double-digit organic growth in sales from network
 - ✓ 10% growth excluding voice and SMS mobile termination rate (MTR) cuts
- EBITDA stable excluding the MTR differentials cuts
 - ✓ MTR differentials cuts cost €41m in Q1 2011
 - ✓ Organic growth compensated for the VAT increase not passed to customers and for incremental commercial costs related to rising customer base

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BOUYGUES: condensed consolidated income statement (1/2)

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€ million	Q1 2010	Q1 2011	Change
Sales	6,443	6,686	+4%
Current operating profit	170 ^(*)	153	-10%
Other operating income and expenses	(8)	0	ns
Operating profit	162	153	-6%
Cost of net debt	(82)	(74)	-10%
<i>o/w financial income</i>	13	17	+31%
<i>o/w financial expense</i>	(95)	(91)	-4%
Other financial income and expenses	33	(5)	ns

* €162m published on June 1st 2010. -€8m have been reclassified to the "other operating income and expenses" line at Colas

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BOUYGUES: condensed consolidated income statement (2/2)

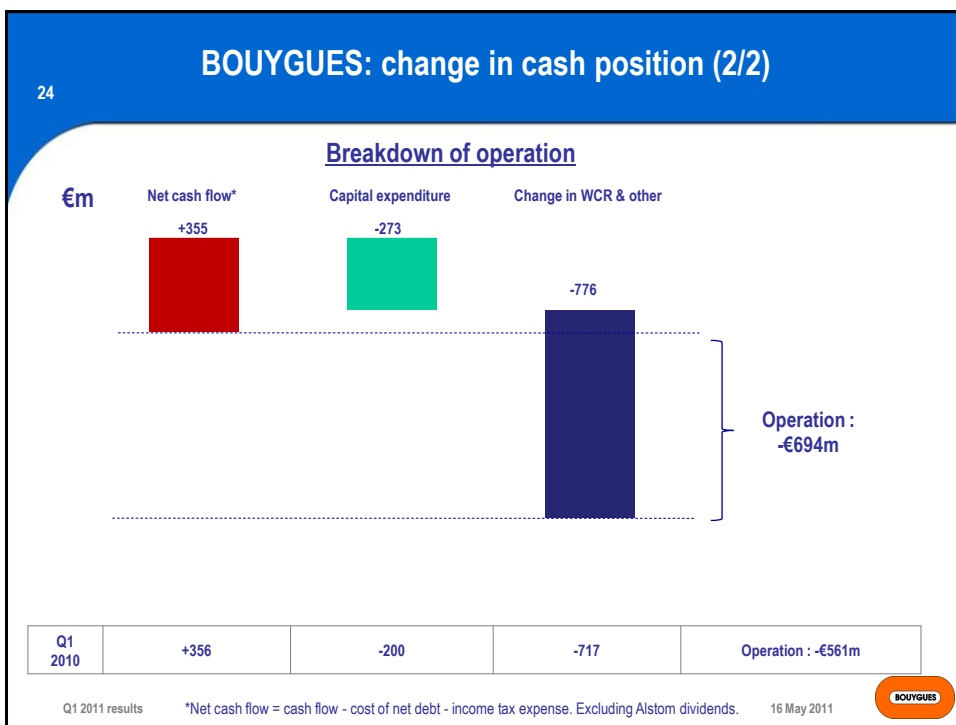
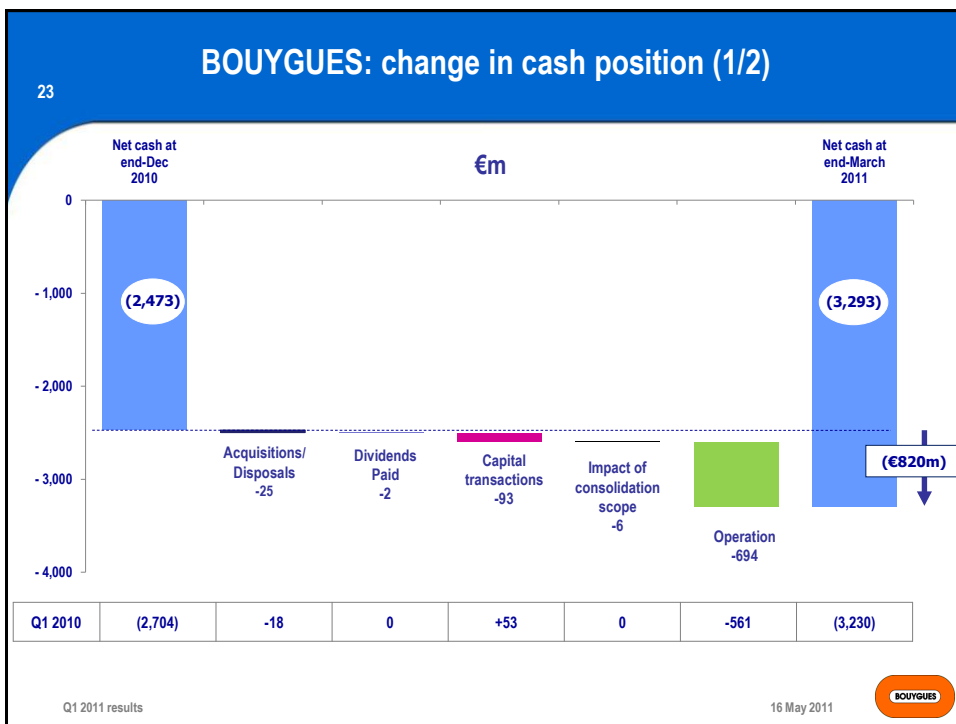
22

€ million	Q1 2010	Q1 2011	Change
Income tax expense	(24)	(29)	+21%
Share of profits and losses of associates	121	24	-80%
Net profit	210	69	-67%
Minority interests	(29)	(35)	+21%
Net profit attributable to the Group	181	34	-81%

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Contribution of business areas to Group net capital expenditure

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€ million	Q1 2010	Q1 2011	Change
Bouygues Construction	61	44	-€17m
Bouygues Immobilier	1	2	+€1m
Colas	33	71	+€38m
TF1	14	8	-€6m
Bouygues Telecom	90	148	+€58m
Holding company and other	1	0	-€1m
TOTAL	200	273	+€73m

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BOUYGUES GROUP: 2011 sales targets

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€ million	2010	2011 target		Change 2011/2010
		In March	In May	
Bouygues Construction	9,235	9,400	9,600	+4%
Bouygues Immobilier	2,418	2,440	2,440	+1%
Colas	11,661	11,800	11,800	+1%
TF1	2,622	2,630	2,630	=
Bouygues Telecom	5,636	5,730	5,730	+2%
Holding company and other	132	120	120	ns
Intra-group eliminations	(479)	(420)	(420)	ns
TOTAL	31,225	31,700	31,900	+2%
o/w France	21,576 ⁽¹⁾	22,000	22,100	+2%
o/w international	9,649 ⁽¹⁾	9,700	9,800	+2%

⁽¹⁾Sales in Mayotte have been reclassified in France following the change in status of Mayotte, which became a French department

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BOUYGUES: calendar (CET¹)

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- 30 August 2011 First-half 2011 results 5.45pm
- 31 August 2011 First-half 2011 results presentation 11.00am
- 15 November 2011 Nine-month 2011 results 5.45pm

¹All times are Central European Times

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BOUYGUES

Calculation of Alstom contribution to Bouygues net profit in H1 2011

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■ Reminder

- ✓ Alstom contribution to Bouygues' net income is always calculated using the latest Alstom reported semi-annual net income
- ✓ Q4 2010 hypothesis: the calculation was based on Alstom H1 2010/11 net income (€401m) and included a provision related to Alstom restructuring plan announced in October 2010 (-€66m for Bouygues share)

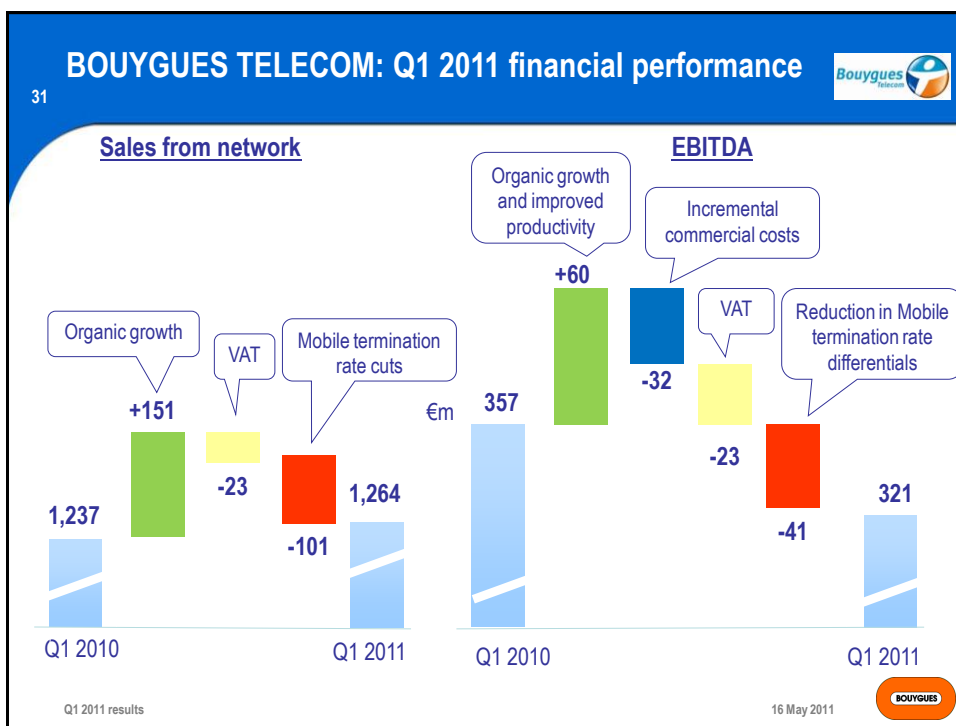
€ million	Alstom	Bouygues (quarterly)	
	(semi-annual)	100%	30.8%
Alstom H2 2010/11 reported	61	61/2	+9
Retroactive adjustment vs. Q4 2010 estimated		(61-401)/2	-52
Reversal of the provision taken in Q4 2010			+66
Contribution of Alstom to BY net income in Q1 2011			+23
Alstom H2 2010/11 reported	61	61/2	+9
Restructuring charges (after tax) in H2 2010/11 and Grid acquisition costs (after tax) booked by Alstom ¹	$(473+44) \times (1-22\%) = 403$	403/2	+62
Estimated contribution of Alstom to BY net income in Q2 2011 based on currently public information		464/2	+71

(1) €473m relating to the restructuring plans booked in H2 2010/11 (before tax) and €44m for Grid acquisition costs (before tax) / (2) Alstom normalized tax rate

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BOUYGUES TELECOM: key indicators

Bouygues Telecom

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	Contracts		Prepaid		Total customer base	
	First quarter		First quarter		First quarter	
	2010	2011	2010	2011	2010	2011
SIM cards ('000)	8,075	8,889	2,319	2,302	10,394	11,191
SIM cards (% mix)	77.7%	79.4%	22.3%	20.6%		
No. of fixed broadband customers ('000) ²					434	940
<i>Unit data – mobile customers</i>						
ARPU (€/year/customer) ²	581	529	175	159	482	448
Data usage (MB/month/customer) ³					40	85
SMS usage (SMS/month/customer) ⁴	183	279	80	118	157	242
Voice usage (min/month/customer) ⁴	330	337	80	79	267	279
Marketing costs⁵/sales from network					14.7%	16.9%

¹The number of fixed broadband customers includes xDSL and cable subscriptions
²Rolling 12-month period, excluding machine-to-machine SIM cards, including fair share of the ideco discount
³Rolling 12-month period, adjusted on a monthly basis
⁴Rolling 12-month period, adjusted on a monthly basis, excluding machine-to-machine and internet SIM cards
⁵Mobile and fixed subscriber acquisition and retention costs

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