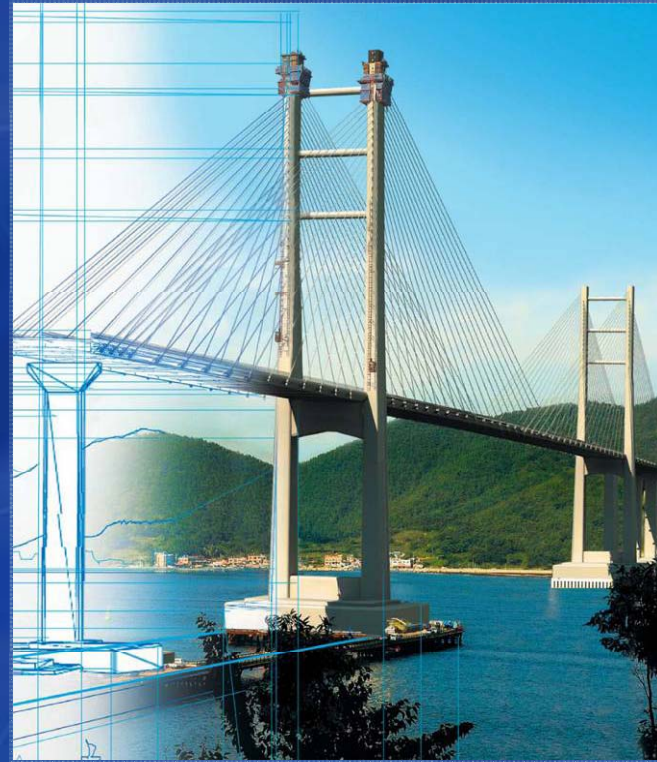


Bouygues Travaux Publics



Infrastructure Projects in PPP

Energy - transport

ALSTOM

30 %

BOUYGUES

145 150 total personnel
CA 2008: 32,7 Md€

Pole Construction

Pole telecom & medias

100%

100%

100%

**CIVIL
WORKS**

REAL ESTATE

Road construction

43%

89,5%

MEDIAS

TELECOMS



THE "GOOD" REASONS TO USE PPP MODEL

FOR THE PUBLIC AUTHORITY

- An optimized project in respect of design, financing and schedule
- A single partner from the design stage through to financing, construction and operation and maintenance
- Certainty that costs will be controlled and deadlines met
- Transfer of certain technical, financial and commercial risks to the private sector
- An answer to restrictions on public-sector debt

NECESSARY GENERAL ENVIRONMENT

- ① A strong political will on the public sector side
- ② An appropriate legal framework in the host country
- ③ The possibility of international arbitration of disputes between the parties
- ④ Freely convertible and transferable funds for foreign investors
- ⑤ Project land to be made available by Public Sector
- ⑥ A concession period long enough to optimize the financing.

« KEY SUCCESS FACTORS »

① Sound project economics

- the private sector will not subsidize a financially unattractive project

② Appropriate risk allocation

- the first PPP project requires a conservative risk allocation in order to attract investors

③ Financial or “in-kind” contribution by the public sector is very likely to be required

④ Experienced and knowledgeable people on both sides

- Experienced advisors are necessary

« KEY SUCCESS FACTORS »

⑤ Design responsibilities

- project basic design with performance specifications and project boundaries (alignment corridor for linear projects) by Public sector
- detailed design (with project cost optimization) by Private Sector

⑥ Avoid mega-projects

- Much easier to undertake it stage by stage especially when there is no track record

Operation

Works

Financial closing

Europe

Croatia Bina Istra

[BY interest: 50.2%]

Germany WQG Rostock

[BY interest: 30%]

France ALIS A28

[BY interest: 33.2%]

France A41

[BY interest: 50%]

Asia

UK
New Tyne Tunnel

South Korea
Port of Pusan

DI Motorway
Slovaquia

Masan Bay Bridge
[BY interest: 15%]

USA
Miami Port Tunnel

America

Jamaica TJH H2000
[BY interest: 66%]

Africa

Tram Train
Reunion Island

South Africa
Gautrain

Track record in Concessions / PPP Projects

Total Kms of highway	1 000	Total Equity Total Equity injected by BYTP	730.7 M€ 138.3 M €
Total Kms of rails	100	Total Construction value	7 220 M€
Total Linear meters of Port berth	1 400	Total Project value	10 345 M€

Date	Country	Project	Characteristics	Concession period	Cost of construction In M€	Cost of Invest. In M€	Subsidy in M€	Remarks
1994	France	Stade de France	80 000 seats capacity	30 years	305	407	7	Operational
1995	Australia	Railway Sydney	New Southern Railway Line Sydney	30 years	396	457	305	Concession taken back by the state
1995	Hungary	M5, Phase 1	158 km	35 years	557	1118	142	Concession taken back by the state
2004		M5, Phase 2						
2005		M5, Phase 3						
1996	Germany	Rostock Warnow tunnel	4 km, 800m tunnel	30 years	158	218	28	Operational

Track record in Concessions / PPP Projects

Date	Country	Project	Characteristics	Concession Period	Cost of Construction In M €	Cost of Investment In M €	Subsidy In M €	Remarks
1997	Croatia, Istria,	Adriatic Motorway Phase 1A	144 km	28 years	160	286	213	Operational
2003		Adriatic Motorway Phase 1B						
1997	South Africa/ Mozambique	N4	Toll Road of 490 km	30 years	232	332	60	-
2002	France,	A28	125 km	62 years	660	916	343	Operational
2002	Jamaica	Highway 2000 EFC Phase	33 km	35 years	183	253	-	Operational
2004		FC1A Phase FC1B Phase	12 km 37.5 km					
2004	South Korea,	Massan Bay Bridge	Cable-stay bridge of 1 650 m	30 years	183	257	51	Operational

Track record in Concessions / PPP Projects

Track record in Concessions / PPP Projects

Date	Country	Project	Characteristics	Concession period	Cost of construction In M€	Cost of investment In M€	Subsidy in M€	Remarks
2005	France	A41	18,8 km section	55 years	595	871	697	Operational
2007	South Africa,	Gautrain	Railways 80 km	15 years	2 299	2686	2340	Under construction
2007	France	Rheims Tramway	10 km long tram line	30 years	278	374	134	Under construction
2007	South Korea	Pusan Container Terminal	New container port	33 years	380	729	-	Under construction
2007	England	New Castle Immersed tunnel	2.7 km immersed tunnel	30 years	405	620	130	Under construction
2008	Croatia	Adriatic Motorway Phase 2A	Doubling of the highway on 102 km	32 years	330	821 (including refinancing Phase 1B)	-	Under construction
2007	Jamaica	Highway 2000	Phase 2 Section Mont-Rosser	35 years	100	-	-	Under construction



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