

PURCHASING WITH YOU



PURCHASING

Shared **innovation**

COMPETITIVENESS DIVISION FOR OUR BUSINESSES, PARTNER ENGAGED WITH OUR SUPPLIERS

The purchasing division is there to listen to and work on behalf of all Bouygues Construction business lines by suggesting solutions to boost competitiveness and CSR performance.

The purchasing division is forging sustainable partnerships with suppliers and subcontractors built on high quality and safety requirements in order to continue improving the services provided at construction sites. Together with suppliers and subcontractors, the purchasing division is seeking continuous improvement through innovation and sustainable construction.



€3.3 BILLION
WORTH OF PURCHASES
GENERATED BY THE
DIVISION IN 2018

5 15 31
EMPLOYEES LOCATIONS
35
NATIONALITIES

DISTRIBUTION OF
EXPENSE VOLUME
35% **65%**
INTERNATIONAL FRANCE

NEARLY **2400**
SUPPLIERS
UNDER CSR EVALUATION

30 PROCUREMENT
FAMILIES
COVERING ALL THE GROUP'S ACTIVITIES

MORE
THAN **450**
FRAMEWORK CONTRACTS

A MAJOR DIVISION



EDITORIAL

ERIC BOURET,
CHIEF PURCHASING OFFICER
BOUYGUES CONSTRUCTION

With more than 500 highly coordinated employees directly integrated into our worldwide operations, Bouygues Construction's purchasing department is a cross-functional function for all of the Company's businesses.

Our employees present diverse and complementary expert profiles that create value at every stage of the purchasing process. This know-how and this expertise make it possible to propose innovative solutions that contribute to strengthening the competitiveness of the Company and to ensuring a sustainable competitive advantage for our entities.

As Bouygues Construction pursues a proactive health and safety policy with the aim of "Zero Accidents", the involvement of our suppliers and subcontractors is essential to meeting our commitments and the expectations of our customers. In France and internationally, they are involved in carrying out our operations with a view to optimising quality and economic performance. Our requirement for our partners is the first step in a relationship of trust that we want to build with them over the long term in order to progress together and meet the challenges of sustainable construction in all our businesses. Because the maintenance of our leading position in our markets depends on our ability to innovate, we are listening to the innovative proposals of our suppliers and we support them in their deployment across the entire value chain of construction, in France and abroad.

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ERIC BOURET
CHIEF PURCHASING OFFICER
BOUYGUES CONSTRUCTION

THE EXPERTISE OF PROFESSIONALS

SERVING OPERATIONAL PERFORMANCE

The strength of a global network of experts combining three complementary profiles.

Serving all the Group's business lines, the Purchasing division has more than 500 employees worldwide, attached to Bouygues Construction Purchasing or integrated into the entities. In close proximity to the Group's major projects and markets, they work in close coordination within a global network.

PROJECT PURCHASER THE BAND-LEADER

- Strong proximity with operational individuals.
- Anticipation and adaptation to the evolving needs of the sites.
- Direct attachment to a Group entity.
- Purchasing network relay.

CATEGORY PURCHASER THE SPECIALIST

- Thorough knowledge of markets and their evolution.
- Guarantor of the economic performance.
- Cross-disciplinary view on all volumes of Bouygues Construction purchases.
- Development and management of purchasing strategies for its categories.

INTERNATIONAL PURCHASER THE SOURCING PRO

- A global service: sourcing (CSR audit, economic and technical) and qualification of suppliers, purchase on area from packages submitted by Project or Category purchasers, international supply chain.
- Management of a panel of suppliers on the 5 continents.



1. CITY OF DREAMS HOTEL IN MACAU • 2. BORDEAUX MÉTROPOLE ARENA
 • 3. "DUBBO" SOLAR FARM IN AUSTRALIA • 4. COLAS HEADQUARTERS
 IN ISSY-LES-MOULINEAUX • 5. HIPPODROME DE LONGCHAMP - PARIS
 • 6. THE HONG KONG – ZHUHAI – MACAU BRIDGE



OUR STRATEGIC AXES

INNOVATION

GOVERNANCE

> An **Innovation Steering Committee** brings together Purchasing Managers and Technical Managers to **deploy** high value-added **innovations**.

CHALLENGES

> **Supplier challenges** to **co-develop** solutions related to **operational issues**.

215

INNOVATIONS
IDENTIFIED IN 2018

INNOVATIONS DAYS

> **Suppliers** come to present their **innovative products** to operational and technical departments.

START UP/SME PARTNERSHIP

> **Collaboration** with the **Open Innovation service**
+ **1400** startups and SMEs identified
+ **120** startups and SMEs tested
+ **10** startups and SMEs being deployed.



DIGITALISATION

DIGITALISATION OF THE PURCHASING FUNCTION

- Modernisation of Purchasing tools.
- Prospective watch.

ACCULTURATION & GOVERNANCE

- E-learning related to collaborative tools.
- Sensitisation of the purchasing division to digital.

PERFORMANCE & DATA MANAGEMENT

- Data visualisation.
- Real-time reporting.

ACCOMPANYING THE BOUYGUES CONSTRUCTION DIGITAL STRATEGY

- BIM & Development of the Digital Project Management Platform.

INTERNATIONALISATION

Integration and professionalisation of international employees based in the Operational Units:

- International trainings.
- Deployment of tools.
- Alignment of purchasing processes.

205

BUYERS OUTSIDE
FRANCE

29

RECIPIENT
COUNTRIES

32

PURCHASING
COUNTRIES

INTERNATIONAL PURCHASES

OUR **PRIORITY** AXES

STANDARDISATION

PRODUCT STANDARDISATION MEETS THE LEVELS
OF RANGES EXPECTED BY OUR CUSTOMERS



INNOVATION & DIGITALISATION

Integration of innovative products and new services



OPTIMISATION

Targeted standard products and optimised range in total cost of acquisition



CONTINUOUS IMPROVEMENT

Exploitation of feedback, enrichment of the approach

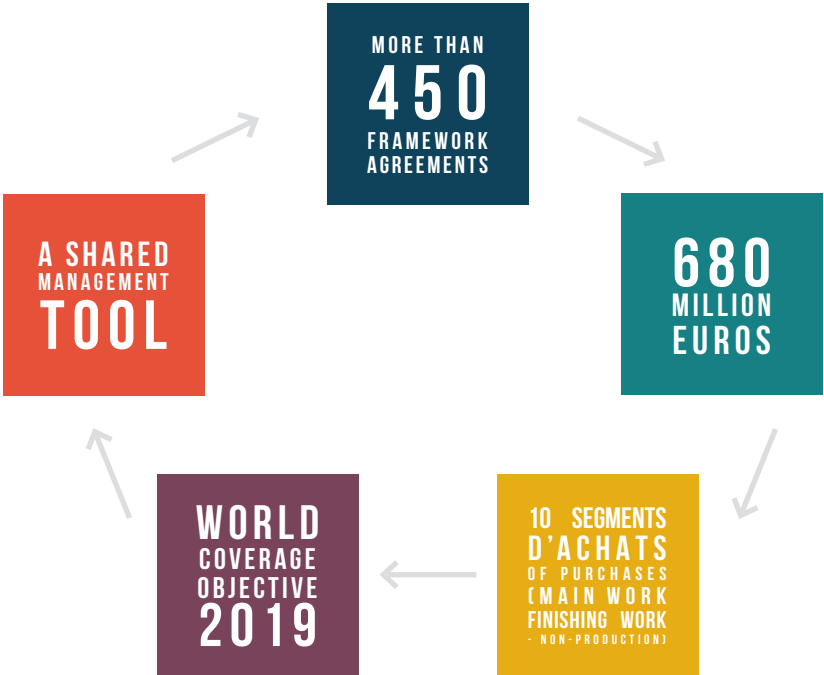


BULKING

Increase of volumes for each product

FRAMEWORK AGREEMENTS

STRENGTHENING THE MANAGEMENT OF OUR CONTRACTS



RESPONSIBLE PURCHASING AND CSR: OUR AMBITIONS

TO BUY RESPONSIBLE AND INVOLVE OUR SUPPLIERS



PURCHASERS

Purchasing Code of Ethics and Ethics Charter



LOCAL ECONOMIC DEVELOPMENTS

(Vocational Rehabilitation Centre, SME, etc.)



CSR CHARTER

Supplier commitment



EVALUATION AND MANAGEMENT OF PERFORMANCE

(CSR Audits)



RELATIONS OF CONFIDENCE



MONITORING THE FINANCIAL HEALTH OF SUPPLIERS



REDUCING THE ENVIRONMENTAL IMPACT



RISK CONTROL
