FINANCIÈRE DE L'ODET

PRESS RELEASE

Results of 1st half of 2016 — September 1st, 2016

- **As anticipated, following the reduction in commodities and increased expenditures on Electricity Storage, reduction in turnover of -7% (-5% on constant scope and exchange rates) and reduction in operating income of -10%**

- **Net income, Group share: 177 million euros compared to 249 euros particularly taking into account provisions on securities and the effects of unfavorable exchange rates**

- **Cash from operating activities: 428 million euros, compared to 378 million euros in the first half of 2015**

The Board of Directors of Financière de l'Odet, meeting on September 1, 2016, approved the financial statements for the first half of 2016.

Turnover down by 7% as reported and by 5% at constant scope and exchange rates:

At constant scope and exchange rates, turnover for the first half of 2016 was down 5%. This change results from the 18% decline in the oil logistics business following the ongoing decline in prices of oil products and the 5% shrinkage of the Transportation and Logistics business in an environment of declining freight rates in freight forwarding and the sharp drop in the prices of commodities that penalizes the activity in some African countries. It also incorporates the good performance in Communications (+3%) businesses, and the growth in the Electricity Storage and Solutions business (+21%).

On an unadjusted basis, foreign currency fluctuations primarily impacting the Transportation and Logistics and Communications businesses have a negative effect of 137 million euros on the Group's turnover.

First half 2016 EBITDA: 487 million euros, -9% | Operating income: 305 million euros, -10%

The Group's operating income stood at €305 million, down by 10% compared to the first half of 2015, taking into consideration:

- the decline in operating results from the Transportation and Logistics business. The performance of freight forwarding throughout the world and port terminals in Africa did not offset the decline in results from Logistics in Africa, following the fall in oil and commodities' prices;
- the growth in the Oil Logistics business thanks to solid performance from distribution in France and business in Germany and Switzerland;
- the growth in the Communications segment mainly due to the stronger results from Havas and the medias division;
- accelerated expenses in electricity storage (batteries, electric vehicles, stationary).

The decline in operating income is accentuated by adverse foreign exchange effects.

Net income, Group share in the 1st half 2016: 177 million euros, -29%

- Financial income stood at 221 million euros, compared with 259 million euros in the first half of 2015. It includes 325 million euros in net dividends received from Vivendi, but is penalized by negative foreign exchange effects of -32 million euros in the first half of 2016.
- The share in the net income of non-operating companies accounted for using the equity method totaled - 4 million euros, compared with 58 million euros in the first half of 2015. This change includes mainly provisions on Mediobanca securities.

Given these elements and after taking into consideration 117 million euros in taxes (112 million euros in the first half of 2015), net consolidated income reached 404 million euros, compared to 543 million euros in the first half of 2015. Net income, Group share, amounted to 177 million euros, compared with 249 million euros in the first half of 2015, down by 29%.

Net debt: 4,810 million euros | Market value of portfolio 4,230 million euros

- Net debt totaled 4,810 million euros, up by 131 million euros, mainly due to the seasonality of the Havas business.
- Shareholders' equity stood at 7,758 million euros, down by 866 million euros due to the decline in market values.
- The ratio of net debt to shareholders' equity was 62%, compared to 54% at end-2015.
- The market value of the portfolio of listed securities (Vivendi, Mediobanca, Groupe Socfin, etc.) totaled 4,230 million euros at June 30, 2016 compared to 4,979 million euros at December 31, 2015. Early repayment in cash, total or partial of the hedging and financing operation that was carried out to purchase 34 million Vivendi shares (2.5% of Vivendi share capital). This repayment does not change the Group's interest in Vivendi.
- The Group's liquidity[1] was up, with an undrawn available amount of more than 2 billion euros[2] compared with 1.9 billion euros at the end-2015. The average maturity of the debt also increased to 3.6 years.

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[1] Excluding Havas
[2] nearly 3 billion euros with Havas

Consolidated key figures for Financière de l'Odet

(in millions of euros)	1er half 2016	1st half 2015 (5)	Variation
Turnover	4,953	5,343	(7%)
EBITDA (1)	487	535	(9%)
Amortization and provisions	(182)	(198)	(8%)
Operating income	**305**	338	(10%)
Financial income	221	259	
Share in net income of non-operating companies accounted for using the equity method	(4)	58	
Taxes	(117)	(112)	
Net income	**404**	**543**	(26%)
of which Group share	**177**	**249**	(29%)
Earnings per share (in Euro) (2)	41.7	58.7	(29%)
Net cash from operating activities	**428**	**378**	49
Net industrial investments	(315)	(335)	20
Net financial investments	(57)	(2,443)	2,386

	June 30, 2016	December 31, 2015	Variation (M€)
Shareholders' equity	**7,758**	**8,624**	(866)
of which Group share	3,369	3,808	(439)
Net debt	**4,810**	**4,679**	131
Net debt/shareholders' equity ratio	62%	54%	
Market value of portfolio of listed securities (3)	4,230	4,979	(749)
Liquidity – Undrawn amount available (4)	~ 2,120	~1,880	240

(1) Including Income of operating companies accounted for using the equity method
(2) Excluding treasury shares
(3) Taking into account the impact of financing on Vivendi securities
(4) Excluding Havas
(5) Restated to reflect the amendment to IAS 41

Change in turnover by business

(in millions of euros)	1st half 2016	1st half 2015 (at constant scope and exchange rate)	1st half 2015	Variation on an unadjusted basis	Variation (at constant scope and exchange rates)
Transportation and logistics	2,723	2,866	2,973	(8%)	(5%)
Oil logistics	959	1,164	1,169	(18%)	(18%)
Communications (Havas, media, telecoms)	1,111	1,077	1,068	4%	3%
Electricity storage and solutions	148	122	123	21%	21%
Other (agricultural assets, holdings)	13	11	10	31%	19%
Total	**4,953**	**5,240**	5,343	**(7%)**	**(5%)**

Change in turnover per quarter

(in millions of euros)	1st quarter			2nd quarter		
	2016	2015 (at constant scope and exchange rates)	2015	2016	*2015 (at constant scope and exchange rates)*	*2015*
Transportation and logistics	1,352	1 418	1,463	1,371	1,448	*1,510*
Oil logistics	463	617	619	496	546	550
Communications (Havas, media, telecoms)	516	499	485	594	578	583
Electricity storage and solutions	69	59	59	79	64	64
Other (agricultural assets, holdings)	7	5	5	6	6	6
Total	**2,407**	**2 598**	**2,631**	**2,546**	**2,642**	**2,712**

Operating income by activity

(in millions of euros)	1st half 2016	1st half 2015	Variation
Transportation and logistics (6)	255	290	(12%)
Oil logistics	25	18	41%
Communications (Havas, media, telecoms)	119	106	13%
Electricity storage and solutions	(77)	(53)	
Other (agricultural assets, holdings)	(17)	(23)	
Operating income	**305**	**338**	**(10%)**

(6) Before trademark fees

Detailed presentation of the financial statements is available online at www.financiere-odet.fr.
The procedures for a limited review of the half-year financial statements have been carried out. The limited review report is being issued.