

2014 HALF YEAR
RESULTS
July 30th 2014
- 1 -



MAKING THE PLANET
SUSTAINABLE
IS THE BEST JOB
ON EARTH



2014 HALF YEAR RESULTS

JULY 30TH, 2014

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HIGHLIGHTS

Jean-Louis CHAUSSADE
Chief Executive Officer



MAKING THE PLANET
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AGENDA

- **HIGHLIGHTS & KEY FIGURES**
- **NEW SERVICES:** ADAPT MARKETING EFFORTS TO ACCELERATE THE ROLL-OUT OF THE GROUP'S STRATEGY
- **RECOVERY:** KEEPING ONE STEP AHEAD
- **INTERNATIONAL:** DEVELOP LOCAL SPECIFIC SOLUTIONS TO SUCCESSFULLY FIT CLIENTS' NEEDS
- **INDUSTRIAL WATER:** ACCELERATE DEVELOPMENTS TO CAPTURE ORGANIC GROWTH OF PROMISING SECTORS
- **CONCLUSION:** CONVERTING OUR VISION OF "SMART AND SUSTAINABLE ENVIRONNEMENT" INTO VALUE



H1 2014 HIGHLIGHTS

ACCELERATING DEVELOPMENTS IN PROMISING BUSINESSES

STRENGTHENED SHAREHOLDING STRUCTURE LA CAIXA, NEW LONG TERM SHAREHOLDER

- Complete integration of Agbar
- Reinforced positioning in water in **Spain & Chile**
- Ongoing **strategic partnership** with **la Caixa** in Spain
- Accelerated developments in **new water services**
- **Accretive** transaction from 2015 on Net Income Group share (≥€25m) and **EPS**

DEVELOPMENTS GENERATING FUTURE GROWTH

- Increased stake in Italian water market leader: **ACEA**
- Development in **waste recovery**: Nordic Recycling (UK) acquisition, commissioning of South Tyne & Wear (UK), Clermont Ferrand (France) EfW plants, and High 5 (state of the art glass optical sorting unit in Belgium)
- Selective acquisitions in **industrial markets**: Process Group (Australia, Middle-East), MAILS (Australia), partnerships with Evatherm (Switzerland)
- Sale of non core mature asset, **CEM (electricity in Macau)** in excellent conditions

VALUE CREATIVE DEVELOPMENTS IN STRATEGIC PRIORITIES



H1 2014 HIGHLIGHTS

STRONG MOMENTUM WITH SUSTAINED COMMERCIAL SUCCESSES

SOLID H1 PERFORMANCE IN LINE WITH GUIDANCE

- EBITDA: +1.6% organic growth
- Strong increase in Net Result Group share: +112%
- High capital gain: €+129m
- Net Debt/Ebitda ratio: reduced to 2,8x

SUCCESSFUL COMMERCIAL ACTIVITY ON OUR 4 STRATEGIC PRIORITIES

- **Smart Water & concessions:** 1.8 million cumulated smart meters sold in Europe, Canal de Navarra (Spain, 70 M€, 30y), Versailles-Saint Cloud (France, c. 250m€, 12y)
- **Waste recovery:** Le Grand Narbonne (“ecopole”, 250m€, 20y), Le Havre (EfW, 180m€, 10y), production of alternative fuel for RWE (wood) and Cemex (RDF)
- **Industrial water:** Petrobras, BP, PetroChina (Oil & gas), Heineken (Beverage), Codelco (Mining), Klabin (Paper)
- **International:** Nassau (US, €0.9bn, 20y), Nantong (China, hazardous EfW, 575m€, 30y), Meknes (Morrocco, 90m€, 20y), Edmonton (Canada, 54m€, 5y)



ANTICIPATIVE STRATEGY ON CHANGING BUSINESSES

NEW PROGRESSES IN H1 2014

ENHANCE CORE BUSINESS PERFORMANCE

- **Water Europe:** dynamic commercial strategy (positive net commercial activity in H1) and sharing of best practices between France and Spain
- **Waste Europe:** anticipating regulatory changes & commissioning state of the art units
- **International:** good commercial activity and positive prospects

INNOVATE TO CAPTURE NEW GROWTH OPPORTUNITIES

- Intensifying efforts on the strategic priorities
 - Advanced solutions in water (Aquadvanced™ & Influx™)
 - Implementation of a European waste trading platform
 - Integration of International commercial teams
 - Strong dedication to address industrial clients
- Increasing innovation: Blue Orange new investments (AgriEsprit)

EFFICIENT AND RELEVANT TWOFOLD STRATEGY



NEW SERVICES IN WATER: DEPLOYING OUR STRATEGY

LOCAL & GLOBAL STRATEGY TO ENHANCE OUR POSITIONS

Advanced solutions: solutions with european and international roll-out

SMART SOLUTIONS

- Smart metering deployed all around Europe: France, Spain, Italy
- Advanced solutions for water & waste water networks: real time optimization

REVENUE MANAGEMENT SOLUTIONS

- Services to clients: alerts, leaks detection...
- Deployment of billing solutions (tools & services) in France, Spain and Chile

INNOVATIVE TECHNOLOGIES FOR NETWORK EFFICIENCY

- Ice-pigging: water pipe cleaning (Spain, Chile, Australia, UK, US)
- Degrés Bleus : heating recovery from waste water (France, ...)
- Idroloc : helium gas leak detection (Spain, Chile, Perú, Brasil, UK, US)

Other new services

SOLUTIONS DEVELOPPED TO ANSWER NEW MARKET & CLIENT NEEDS LOCALLY

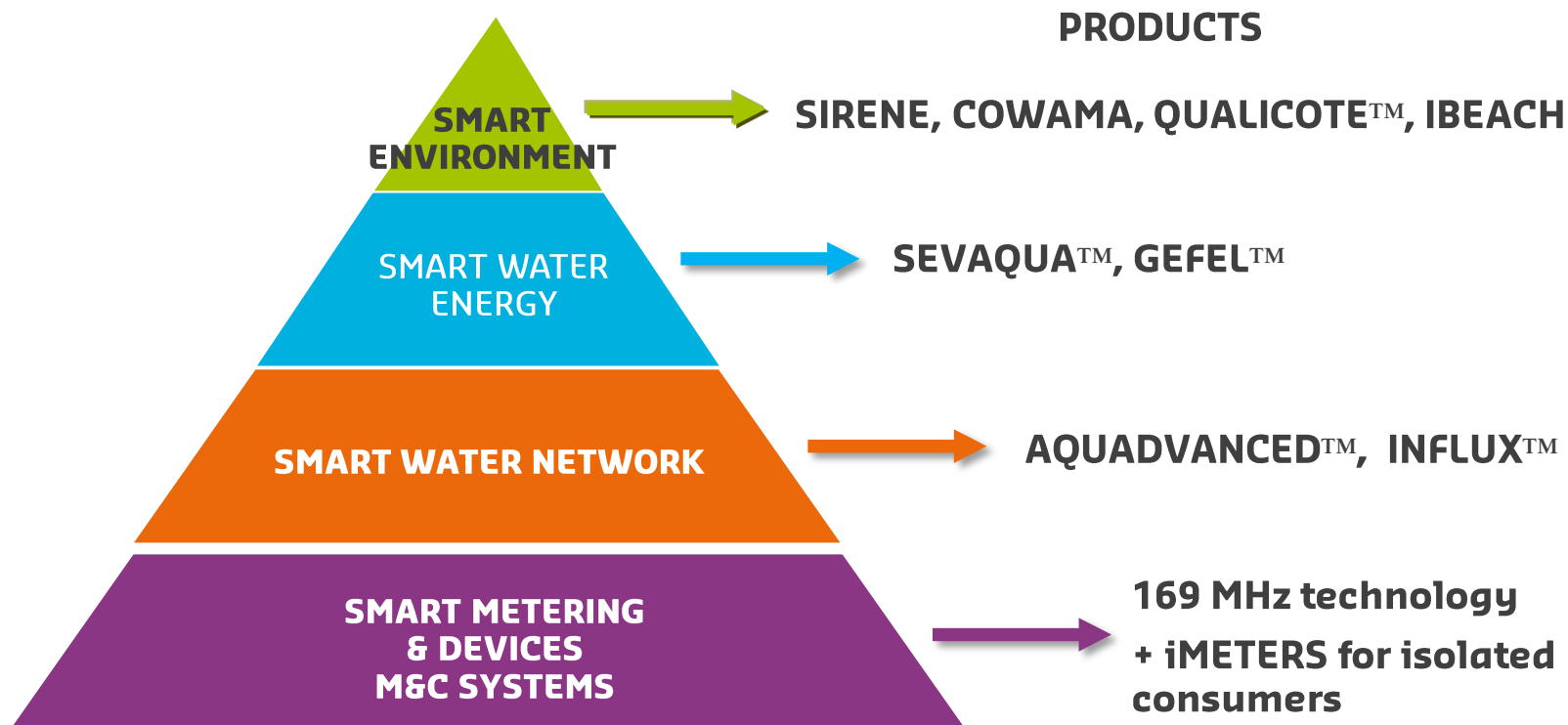
- Smart Building services
- Laboratory
- Irrigation, training
- Marinas & commercial ports, rivers dredging, swimming pools operation

ORGANIZING OUR OFFER TO INCREASE OUR MARKET SHARE AND STRENGTHEN DIFFERENTIATION



ADVANCED SOLUTIONS

FROM REAL TIME DATA AND MODELS TO SUSTAINABLE CITIES



MAIN REFERENCES

- Smart metering: More than 1,8 million smart meters sold (Malta 245 000, Alicante 200 000, SNCF 8 000)
- Smart drinking water: Barcelona, Dreux, Casablanca, Macao, Wetchester (USA)
- Smart waste water: SIAAP (Île de France), Bordeaux, Marseille, Barcelona
- Smart Environment: Ecological enhancement of the Port of Marseille, COWAMA™ & Ibeach in many French and Spanish coastal cities

WASTE RECOVERY: KEEPING ONE STEP AHEAD

INNOVATE IN HIGHER VALUE SOLUTIONS



BE AT THE FOREFRONT IN ENERGY PRODUCTION OF NON RECYCLABLE WASTE

- Enlarging existing expertise in EFW, methanisation & gazeification
- New technologies through partnerships with:
 - Déinove for ethanol production with specific bacteria
 - Cogebio for syngas from biomass
- Control of CSR sustainable production for energy intensive industries (long term contract to supply Cemex)

BETTER SORT TO IMPROVE RESOURCE MANAGEMENT...

- Glass optical sorting in High 5 plant (Belgium)
- C&D⁽¹⁾ waste sorting by robots with Zen Robotics (Finland)

...AND PRODUCE HIGH QUALITY RECYCLATES

- PET in Regene Atlantique plant (France) → 43% fiber (textile), 38% bottle to bottle, 19% food trays
- Polypropylene plant in the Netherlands

KEEP BEST IN CLASS OFFERING



(1) Construction & Demolition

WASTE RECOVERY: KEEPING ONE STEP AHEAD

UNIQUE EUROPEAN PLATFORM IN RECYCLATES TRADING

> 5MT of
recyclates
traded in Europe

0,3
MT



Plastics

2,9
MT



Paper
Cardboard

0,9
MT



Wood

1,1
MT



SRF
RDF

SECONDARY RAW
MATERIALS

SITA TRADING



PET
PVC
LDPE
PP

• Petrochemical
industry

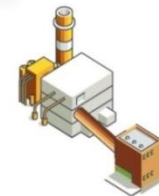
• Pulp & paper
industry

• Panel board
industry



• Energy from
waste

or



• Energy intensive
industry

• Customer /
Partnership

A WORLDWIDE PLAYER IN RECYCLING

INTERNATIONAL

ACCELERATION OF OUR DEVELOPMENT

GROW OUR EXISTING POSITIONS

- Nassau: 20-year agreement worth €0.9bn in total to operate, manage and maintain the wastewater treatment plants, pumping stations and sewers in Nassau County, New York.

LEVERAGE ON HISTORICAL FOOTPRINT FOR DEVELOPMENT MAINLY IN WASTE ACTIVITIES STILL UNDERREPRESENTED

- Morocco: state-of-the-art facility for landfilling in Meknes
- China: hazardous EfW plant in Nantong

PROPOSE FLEXIBLE & TAILOR MADE OFFERS COVERING THE FULL VALUE CHAIN

- Drinking water distribution improvement contract: Mumbai
- Training and knowledge transfer contracts: Baku
- Management of waste : Edmonton

REINFORCE PARTNERSHIPS WITH STRONG LOCAL PLAYERS

- Chongqing Water Group (China)
- Aecom (Canada)

**REINFORCED COMMERCIAL ORGANIZATION TO SERVE
OUR GROWTH AMBITIONS**



INTERNATIONAL

DYNAMIC WORLDWIDE ACTIVITY FUELING ORGANIC GROWTH

NORTH AMERICA

NASSAU (USA)

Wastewater

€0.9bn, 20y

EDMONTON (Canada)

Waste

€54m, 5y

WISCONSIN (USA)

Sludge WtE

€15m

AZERBAIJAN

BAKU

Know-how

€23m, 5y

CHINA

NANTONG

Hazardous WtE

€575m, 30y

YANGZHOU

Sludge drying

€24m, 30y

BRAZIL

PETROBRAS

Oil platforms

AFRICA

CASABLANCA (Morocco)

Waste €187m, 7y

MEKNES (Morocco)

Landfilling €90m, 20y

BITA (Angola)

DB water, €38m

GABAL EL ASFAR (Egypt),

O&M wastewater plant,

€28m

HASSI MESSAOUD

(Algeria), water &

wastewater, €25m

MIDDLE-EAST

MIRFA (Abu Dhabi)

Desalination plant

€100m

AL AMEIRAT (Qatar)

DBO, €22m

YANBU (Saudi Arabia)

Equipment €15m

INDIA

MUMBAI

Water distribution

improvement

€31m, 5y

PUNE

DBO water

€19m, 5y

BANGALORE

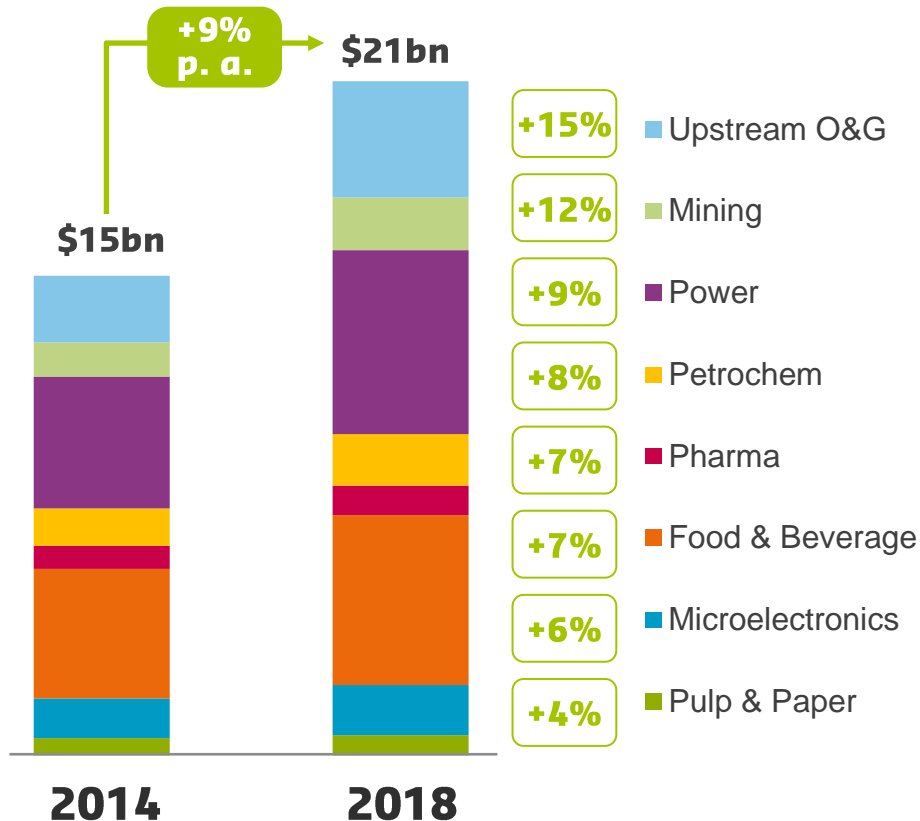
DBO wastewater

€11m, 7y

INDUSTRIAL WATER: A VERY ATTRACTIVE MARKET

TAKING SELECTIVE POSITIONS IN FAST GROWING MARKET

INDUSTRIAL WATER MARKET KEY SEGMENTS (2014-2018)



OUR PRIORITIES

→ OIL & GAS

- Upstream (Onshore and offshore)
- Refining & Petrochem (Middle-East, China, USA, Canada)
- Unconventional Oil & Gas (North America & China)

→ MINING

- Desalination (North America and Latin America)

→ POWER

- Services, O&M and mobiles services

→ PHARMACEUTICALS

- Services (Industrial parks)

→ FOOD & BEVERAGES

- Services, O&M (France, UK, Spain)

→ PULP & PAPER

- Development of Ozonia (UV and ozone disinfection systems)
- Strong presence in Latin America



Source: GWI 2014

INDUSTRIAL WATER: SPEED UP OUR DEVELOPMENT

STRONG AMBITIONS THROUGH ORGANIC AND TUCK-IN DEVELOPMENT

COMMERCIAL SUCCESSES

- Reduction of environmental impact
 - Delta Electricity (Australia)
 - PetroChina (China), Qatargas (Qatar)
- Production warranty
 - Klabin (Brazil)
 - Petrobras (Brazil)
 - Codelco (Chile)
- Water and energy consumption optimization
 - West Basin (USA)
 - Tractebel Energia (Brazil)
 - Heineken (UK)
- Costs and capex control:
 - ENI (Italy), PETROINEOS (UK)

EXTERNAL GROWTH

- Acquisition of client portfolio to access Tiers-1 industries
 - Shell, BHP Billiton, Chevron, Premier and Exxon Mobil (PG⁽¹⁾)
- Integration of complementary technologies
 - De-oiling (PG⁽¹⁾)
 - Zero liquid discharge (Evatherm)
- Positions in selected sectors
 - Gold mining (MAILS)
 - Food & beverages, chemical, paper, power (IWM⁽²⁾)
- Acceleration of expansion in all geographies
 - South East Asia & Middle East (PG⁽¹⁾)

BECOME A LEADER IN THE MARKET



(1) Process Group

(2) Industrial Water Management

CONCLUSION

A NEW STEP AHEAD

- Reinforcement of our core positions: Spain, Italy, increased stake in regulated businesses, PFI...
- Strengthened innovation and acquisition of companies able to complement our offer for complex and integrated demands

A MORE INTEGRATED ORGANIZATION

- Transversal approach across geographies and businesses to unify our offer around sustainable management of resources
- Clear objectives to optimize operating modes and means around the Group

FOR A RESOURCEFUL FUTURE



FINANCIAL RESULTS

Jean-Marc BOURSIER
Senior Executive VP Finance and Procurement



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SOLID H1 PERFORMANCE

2014 GUIDANCE REITERATED

- KEY FIGURES -

<i>In €m</i>	H1 2013 Restated	H1 2014	Δ 14/13	Organic growth
REVENUE	7,040	6,891	-2.1%	+0.8%
EBITDA ⁽¹⁾	1,229	1,326⁽²⁾	+8.0%	+1.6%
EBIT ⁽¹⁾	555	658	+18.5%	+1.9%
NET RESULT Group Share	132	280	+112%	
FREE CASH FLOW	210	215	+2.3%	
NET INVESTMENTS	482	497	+1.6%	
NET DEBT	7,798	7,295	-6.5%	
ND/EBITDA	3,1x ⁽³⁾	2,8x	-	

Good operating performance

- +1.6% EBITDA organic growth
- Reduction in capital intensity (EBIT org. growth > EBITDA org. growth)
- Significant FX effects

Strong increase in net profit

- Solid operating performance
- €129m capital gain

Net debt under control

- ACEA shares and Process Group acquisitions
- Pro active debt management
- Reduced leverage



(1) According to IFRS 10 and 11 rules and Group aggregates definitions, EBITDA, EBIT include net result group share of equity accounted entities

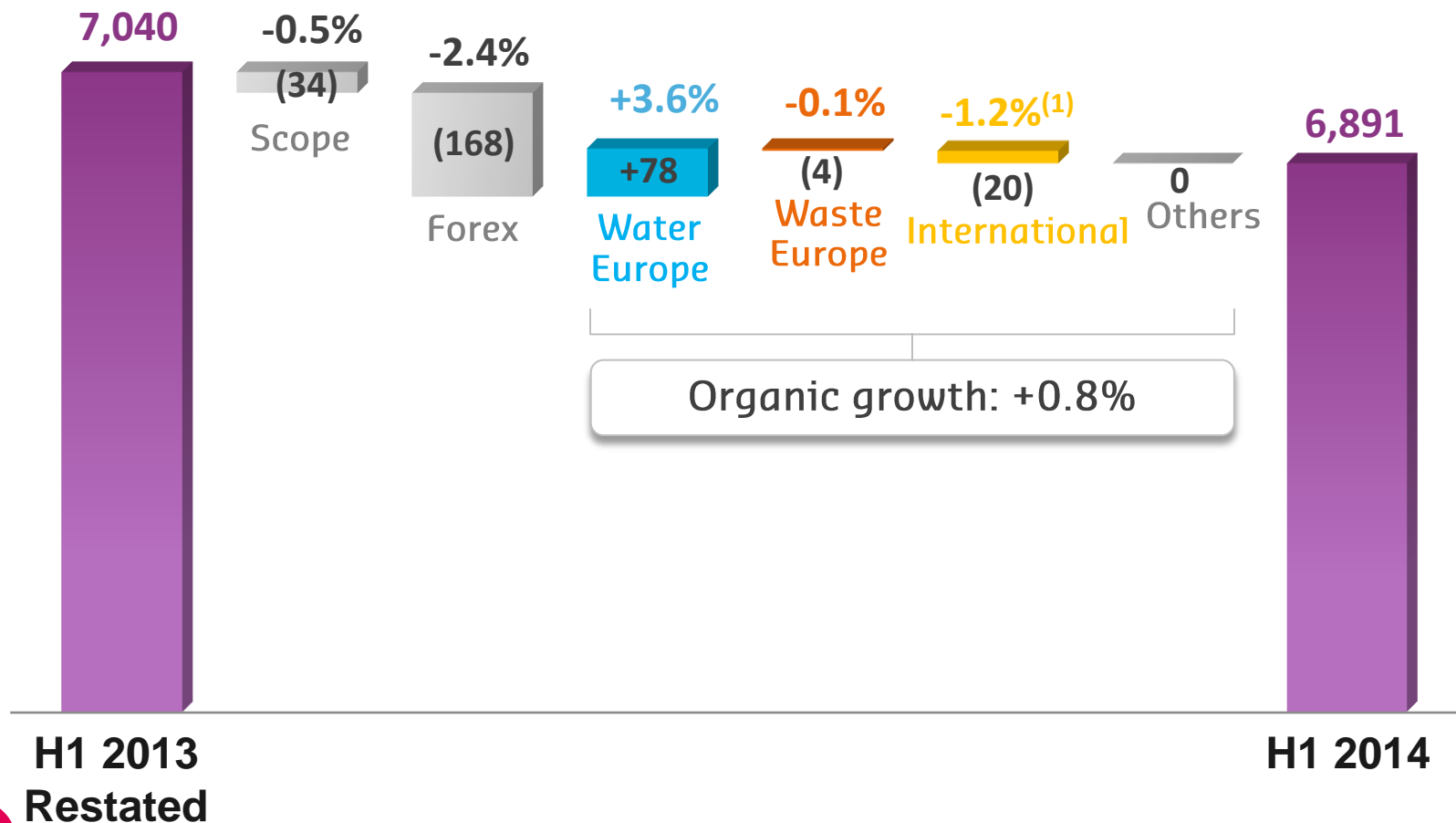
(2) Include a 129m€ capital gain related to the sale of CEM by Sino-French Holdings (equity accounted)

(3) Reported.

H1 2014 REVENUE

STRONG GROWTH IN WATER, NEGATIVE FOREX IMPACT

— In €m —

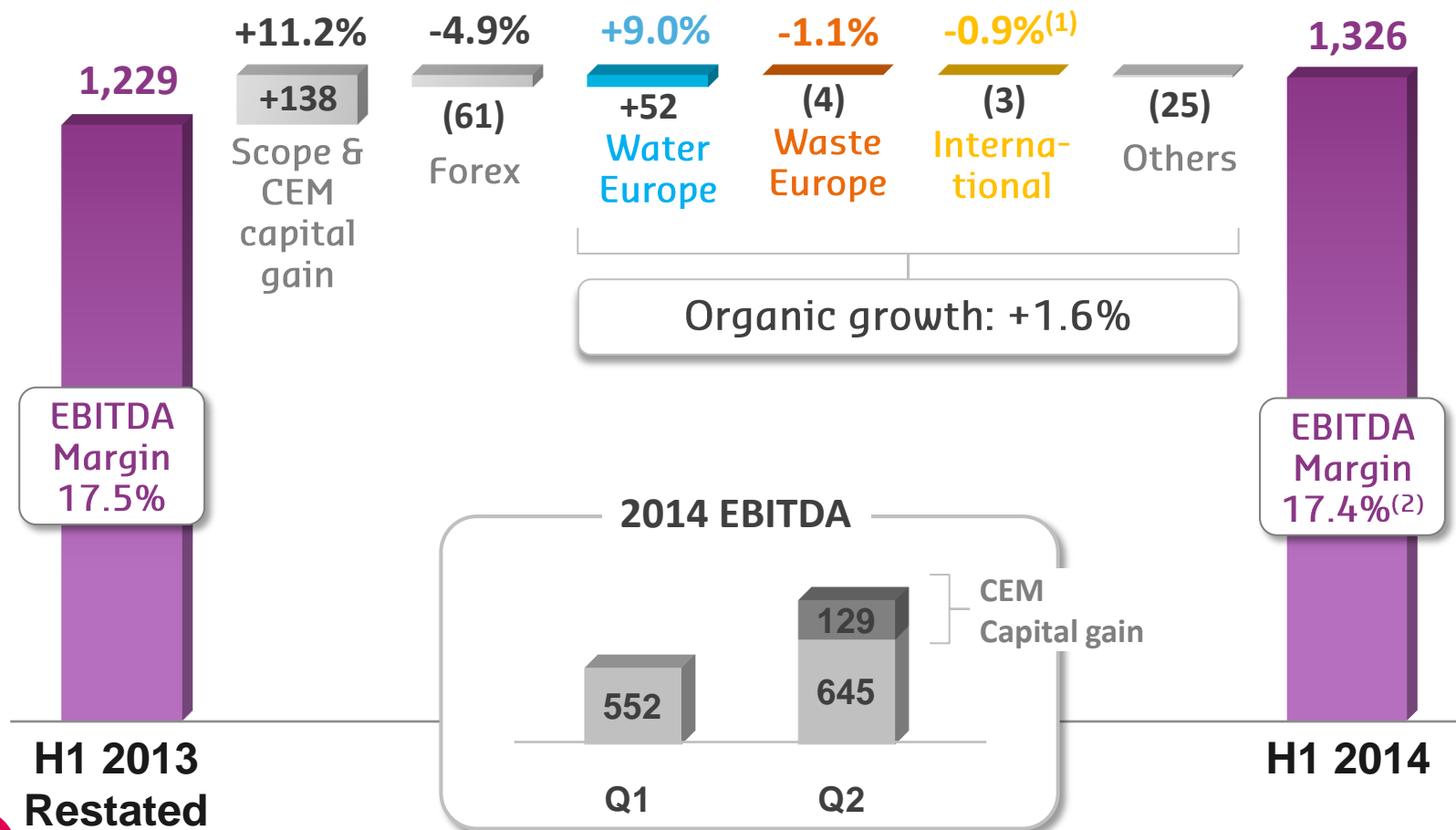


(1) Q2 2013 revenues included a 34m€ one-off contribution from Prospect Water Plant in Sydney

H1 2014 EBITDA

+1.6% ORGANIC GROWTH, STRONG PERFORMANCE OF WATER EUROPE

— In €m —

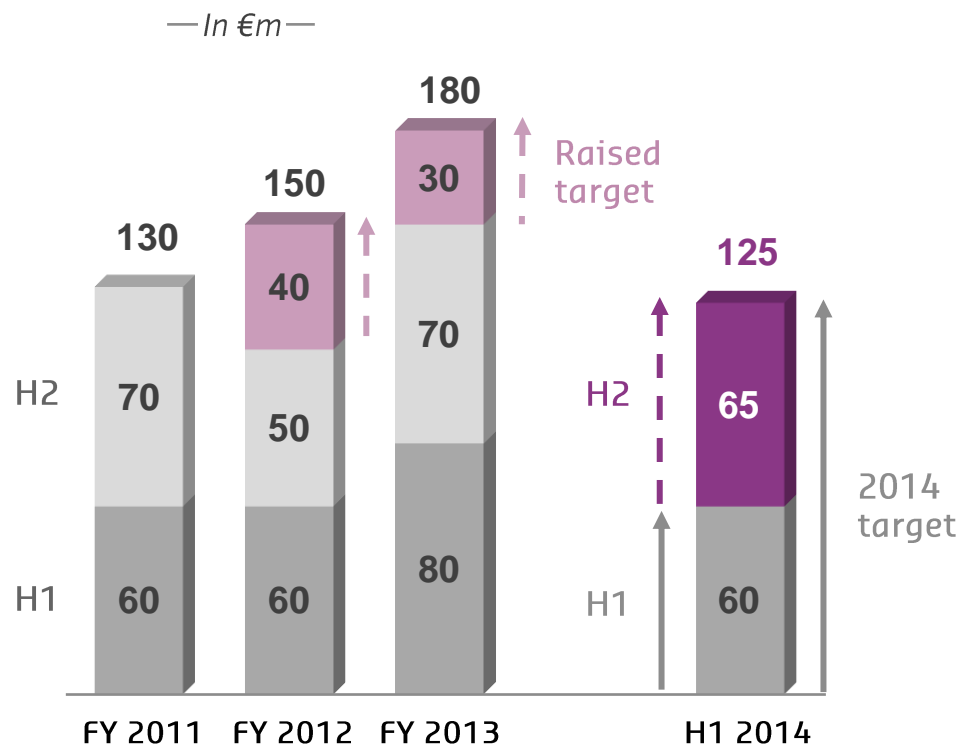


(1) Q2 2013 EBITDA included a 34m€ one-off revenue contribution from Prospect Water Plant in Sydney

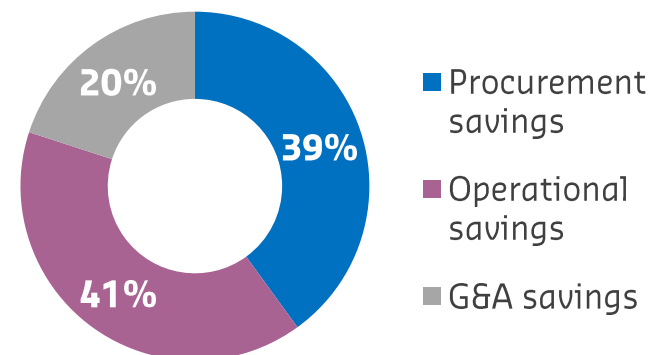
(2) Excluding the capital gain related to the sale of SUEZ ENVIRONNEMENT interest in CEM

COST OPTIMIZATION PLAN ON TRACK

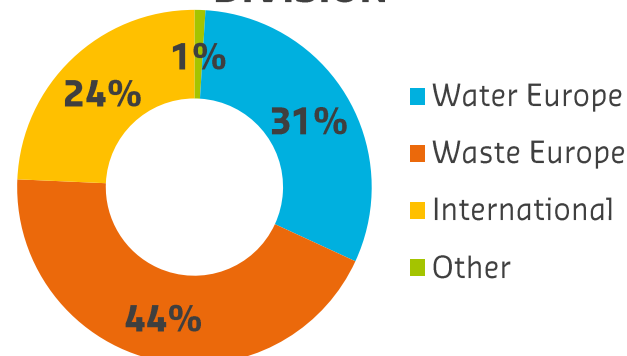
€60M OPEX SAVINGS ACHIEVED IN H1



H1 2014 BREAKDOWN BY NATURE



H1 2014 BREAKDOWN BY DIVISION

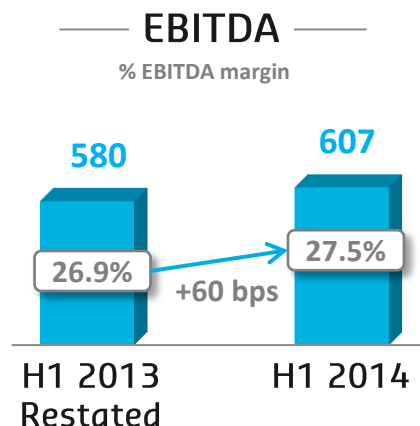
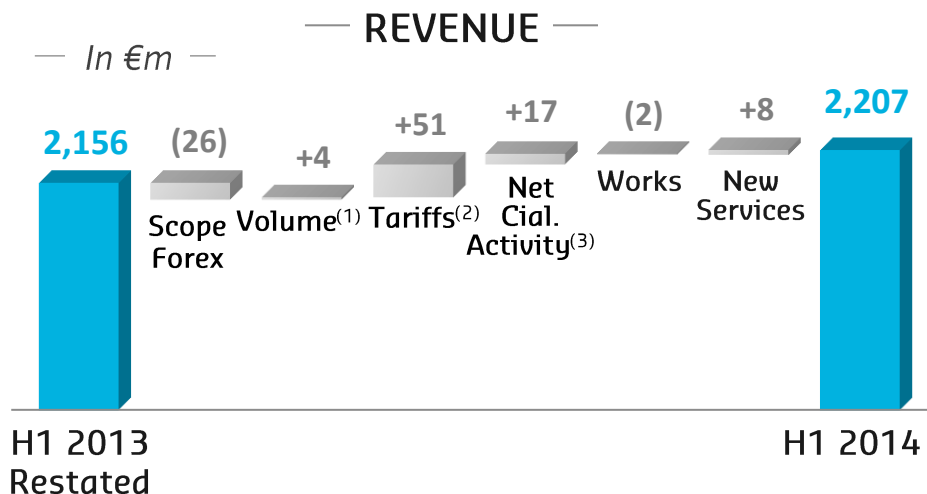


**CONTINUOUS EFFORTS
TO IMPROVE EFFICIENCY**



WATER EUROPE

EBITDA MARGIN IMPROVEMENT: +60 BPS



→ Overall volume increase

Mm ³ sold	H1 2014	Δ 14/13 ⁽¹⁾
LDEF	336	-0.9%
AGBAR Spain	358	+0.4%
AGBAR Chile	291	+3.1%

→ Tariff increases

- France: +1.2%⁽²⁾ on DSP⁽⁴⁾
- Spain: +3.2%⁽⁵⁾ average
- Chile: +7.3% average

→ Favorable summer period in Chile

→ Positive commercial activity: +17m€

→ New services: +6% in revenues

→ Strong improvement in EBITDA (+9.0% organically) for both LDEF and AGBAR



(1) At iso contracts

(2) Escalation formula

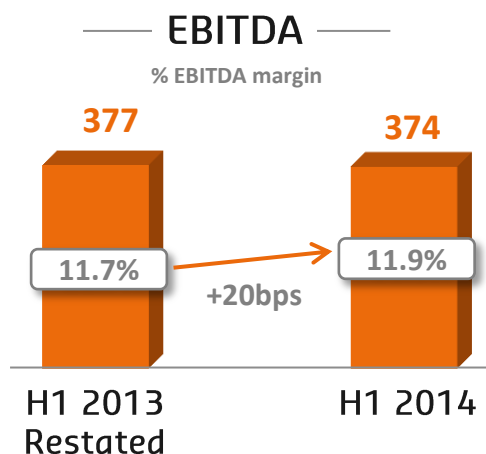
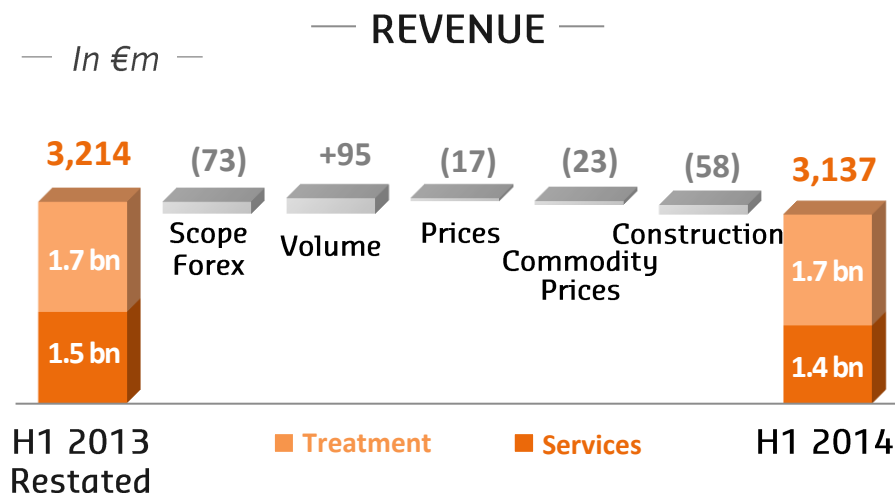
(3) Net balance between contracts gained / renewed / lost & amended

(4) Delegation of public services

(5) Excluding increase in local taxes and third party revenue; the total tariff increase amounts to +6.9%

WASTE EUROPE

RESILIENT PERFORMANCE



→ Volumes: weakening Q2 vs Q1

Mt	H1 2014	Δ 14/13
Elimination	5.1 ⁽¹⁾	-1.9%
Recovery	7.5	+3.4%
Energy from Waste (EfW)	3.8	+1.1%
Sorting & Recycling	3.7	+5.5%
Processed volumes	12.6	+1.2% ⁽²⁾

→ Positive volume effect

- New capacities: Clermont-Ferrand, South Tyne & Wear⁽³⁾
- Inert waste volumes in the UK
- Sluggish Industrial Production in H1 in Europe

→ Pressure on prices

- Negative trend in scrap metal (-7%), paper (-6%) & electricity (c.-20€/MWh in France)
- Fierce competition in the Netherlands and municipal collection in Poland

→ Stable EBITDA

- Improved profitability in the UK
- Temporary difficulties in Poland
- Stable EBITDA in France and Benelux



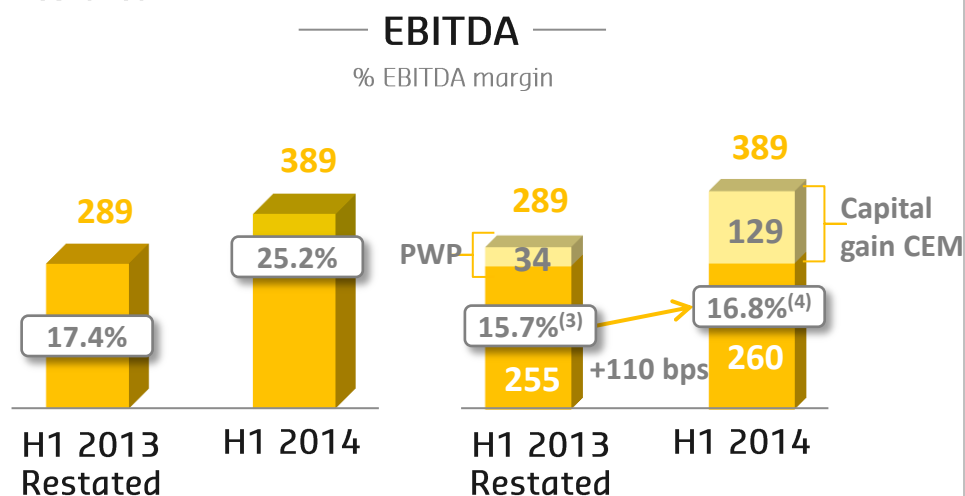
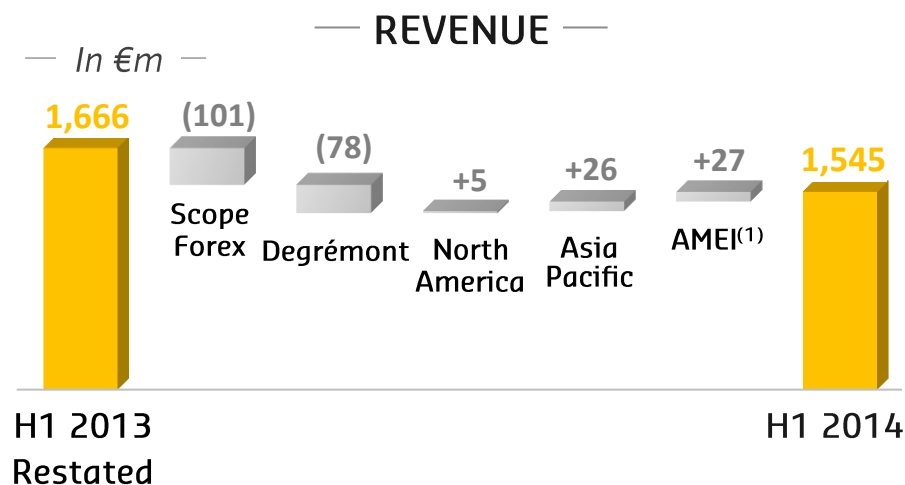
(1) Including 290Kt of inert wastes for landfills capping

(2) On a comparable basis

(3) Clermont-Ferrand and South Tyne EfW are off-balance sheet assets

INTERNATIONAL

STRONG GROWTH IN ALL GEOGRAPHIES, TEMPORARY DELAY IN DB ACTIVITY



→ Volumes evolution

	H1 2014	Δ 14/13
Degrémont backlog DB – €bn	0.9	-1.4%
United Water - Mm ³ sold	128	-1.8%
Lydec - Mm ³ sold	71	+2.0%
Waste Intl. – treated mt	4.1	+2.5%

→ Asia: +5.0%⁽²⁾ with strong waste activity

→ AMEI⁽¹⁾: +8.9%⁽²⁾ benefit from dynamic water & waste activities in Morocco

→ Price increase offset negative volume trend due to rainy spring in the US: +2.0%⁽²⁾

→ Degrémont: activity still impacted by delay in contracts coming into force and by H1 2013 one off. Improvement expected in H2.

→ Capital gain on CEM



(1) Africa, Middle East & India

(2) Organic growth

(3) Excluding €34m of Prospect Water Plant one off effect in revenue and EBITDA

(4) Excluding CEM capital gain

H1 2014

FROM EBITDA TO INCOME FROM OPERATING ACTIVITIES

<i>In €m</i>	H1 2013 Restated	H1 2014	Δ 14/13
EBITDA	1,229	1,326	+8.0%
Amortization	(538)	(525)	-2.3%
Other (concession charges, provisions, ESOP ⁽¹⁾)	(136)	(143)	+5.7%
EBIT	555	658	+18.5%
Capital gains	6	76 ⁽²⁾	Net impact of -€5m
Marked to Market	(1)	(2)	
Others (restructuring costs,...)	(12)	(79) ⁽³⁾	
INCOME FROM OPERATING ACTIVITIES	548	653	+19.2%

SLIGHT REDUCTION IN CAPITAL INTENSITY

(1) Performance shares & Stock Options

(2) Includes +65m€ of revaluation gain to the fair value of ACEA shares following the change in consolidation method

(3) Includes -29m€ of restructuring costs and -50m€ of provisions on assets



H1 2014

INCOME FROM OPERATING ACTIVITIES TO NET RESULT GROUP SHARE

<i>In €m</i>	H1 2013 Restated	H1 2014	Δ 14/13
INCOME FROM OPERATING ACTIVITIES	548	653	+19.2%
Cost of net debt	(181)	(182)	+0.6%
Other financial result	(12)	(30)	
Associates non core	5	6	
Income tax	(82)	(59)	-28.1%
NET RESULT	278	388	+39.6%
Minority interest	(146)	(109)	-25.9%
NET RESULT GROUP SHARE	132	280	+112.4%

Cost of net debt:

4.43%⁽¹⁾ vs.
4.71%⁽²⁾ in H1
2013

Effective tax

rate: 23.3% vs.
25.8% in H1 2013

STRONG INCREASE IN NET RESULT



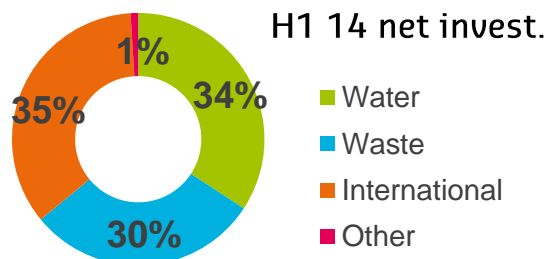
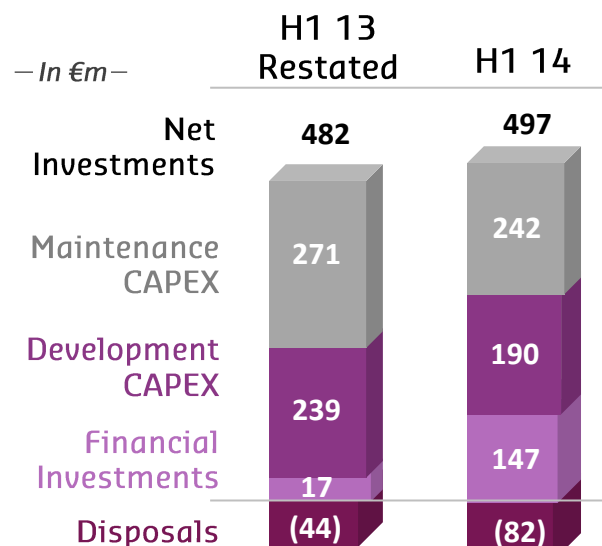
(1) Excluding securitization cost and inflation-link debt cost in Chile

(2) PUBLISHED

INVESTMENTS ACROSS ALL GEOGRAPHIES

IN LINE WITH STRATEGIC PRIORITIES

INVESTMENTS CONTROL & SELECTIVITY



Major projects	Estimated Amount	On/Off BS	Expected take-over date	
■ Clermont-Ferrand (Fr.)	€210m	OFF	Jan. 2014	✓
■ South Tyne & Wear (UK)	€225m	OFF	Q2 2014	✓
■ Suffolk (UK)	€230m	ON	Q4 2014	
■ As Samra (Jordan)	€135m	OFF	Q3 2015	
■ Surrey (UK)	€110m	ON	Q4 2016	
■ Cornwall (UK)	€200m	OFF	Q2 2016	
■ Poznan (Poland)	€180m	OFF	Q3 2016	
■ West London (UK)	€270m	OFF	Q3 2016	
■ Merseyside (UK)	€290m	OFF	Q3 2016	

- Large portfolio of assets under construction in attractive markets
- Financial investments: mainly ACEA shares and Process Group

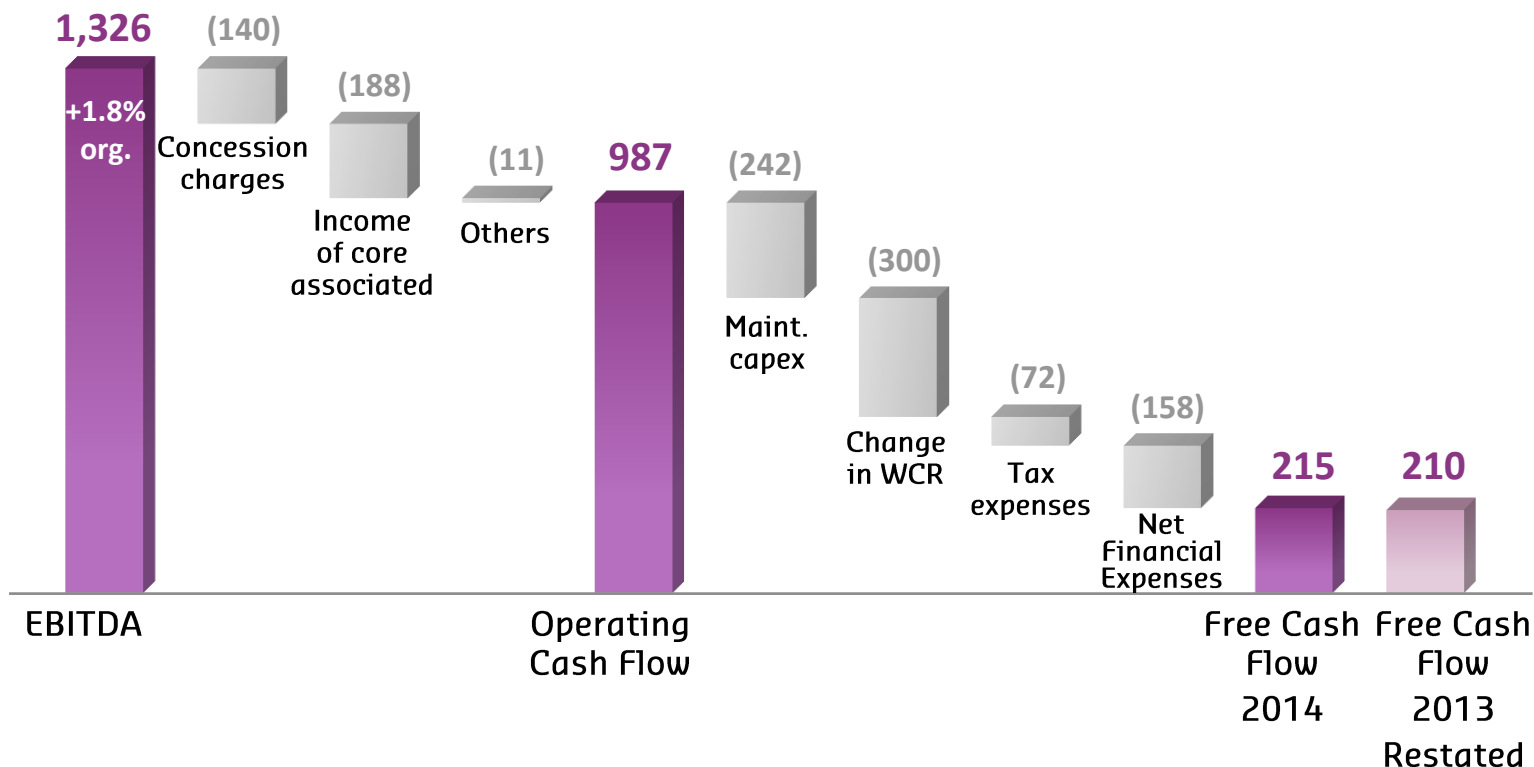


RETURN TO SELECTIVE EXTERNAL GROWTH

FREE CASH FLOW IN LINE WITH PRIOR YEAR

EXPECTED SEASONAL EFFECT IN WORKING CAPITAL

— In €m —



FULL YEAR EXPECTATIONS⁽¹⁾ MAINTAINED

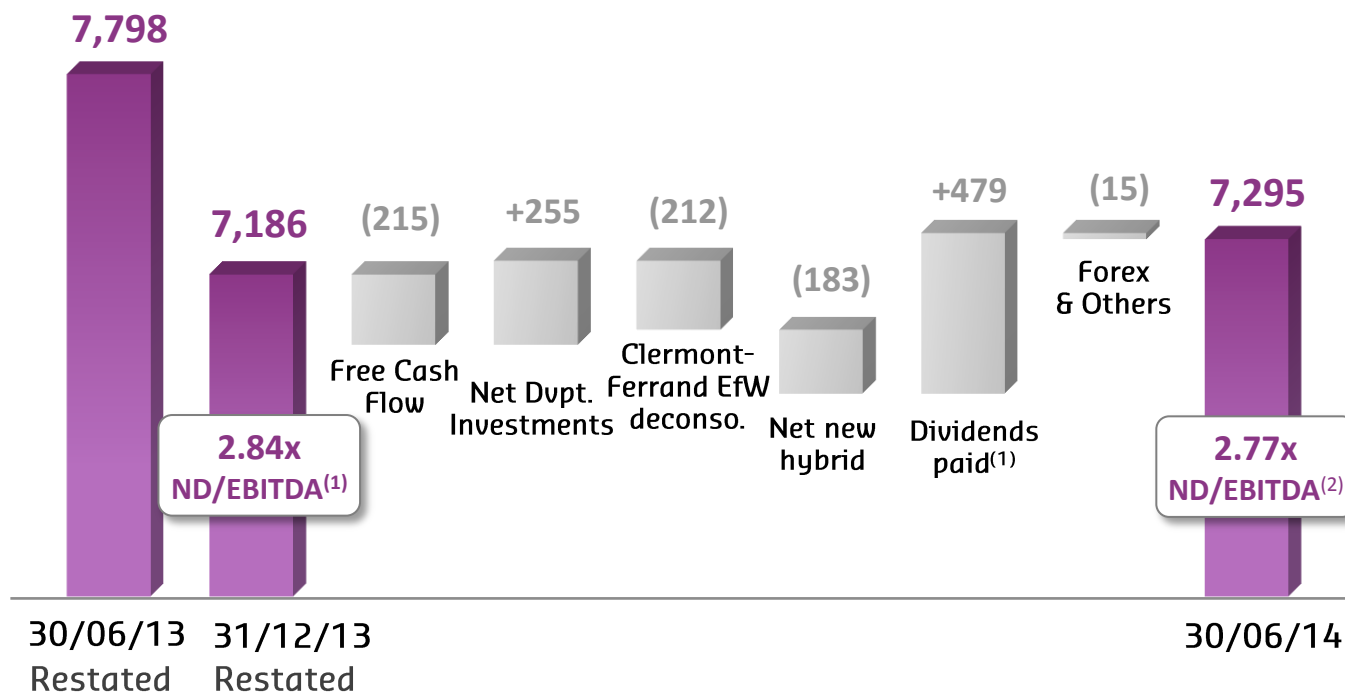


(1) FCF guidance of c.1bn€ for 2014

NET DEBT

EFFICIENT DEBT MANAGEMENT

— In €m —



- Active debt management through issue of a convertible bond and hybrid liability management
- Debt maturity extended to 6.9 years
- Optimized liquidity: €2.9bn⁽³⁾

UNCHANGED FINANCIAL FLEXIBILITY

(1) Out of which 330m€ paid to shareholders, 129m€ to minority interests

(2) EBITDA rolling 12 months

(3) Net of €1.1bn credit lines given in guaranty for treasury bills





APPENDICES

**MAKING THE PLANET
SUSTAINABLE
IS THE BEST JOB
ON EARTH**



TABLE OF CONTENTS

	<i>Pages</i>
→ SUMMARY FINANCIAL STATEMENTS	32
→ ACTIVITY OF DIVISIONS	36
→ FX EFFECTS	45
→ FINANCIAL INDICATORS	47
→ TAX AND EPS	61
→ DEBT	64
→ ASSETS & LIABILITIES OVERVIEW	68
→ RESTATED FIGURES	70
→ REINFORCED PARTNERSHIP WITH LA CAIXA	75





APPENDICES

SUMMARY FINANCIAL STATEMENTS

**MAKING THE PLANET
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SUMMARY BALANCE SHEET

— in €m —

ASSETS	31/12/13 Restated	30/06/14	LIABILITIES	31/12/13 Restated	30/06/14
NON CURRENT ASSETS	18,433	18,517	Equity, group share	4,952	4,980
o/w goodwill	3,095	3,163	Minority Interests	1,999	1,971
CURRENT ASSETS	7,988	7,870	TOTAL EQUITY	6,950	6,951
o/w financial assets at fair value through income	92	64	Provisions	1,769	1,823
o/w cash & cash equivalents	2,391	2,189	Financial Debt	9,825	9,689
TOTAL ASSETS	26,421	26,387	Other Liabilities	7,876	7,924
			TOTAL LIABILITIES	26,421	26,387



SUMMARY INCOME STATEMENT

<i>In €m</i>	H1 2013 Restated	H1 2014
REVENUE	7,040	6,891
Depreciation, Amortization & Provisions	(471)	(523)
EBIT	555	658
INCOME FROM OPERATING ACTIVITIES	548	653
Financial Result	(193)	(212)
Associates non-core	5	6
Income tax	(82)	(59)
Minority interest	(146)	(108)
NET RESULT GROUP SHARE	132	280



SUMMARY CASH FLOW STATEMENT

<i>In €m</i>	H1 2013 Restated	H1 2014
Operating cash flow	994	987
Income tax paid (excl. income tax paid on disposals)	(107)	(72)
Change in operating working capital	(248)	(300)
CASH FLOW FROM OPERATING ACTIVITIES	640	615
Net tangible and intangible investments	(509)	(432)
Financial investments	(17)	(147)
Disposals	44	82
Other investment flows	(3)	199
CASH FLOW FROM INVESTMENT ACTIVITIES	(485)	(299)
Dividends paid	(469)	(479)
Balance of reimbursement of debt / new debt	443	(139)
Interests paid / received on financial activities	(189)	(161)
Capital increase	2	37
Other cash flows	(38)	217 ⁽¹⁾
CASH FLOW FROM FINANCIAL ACTIVITIES	(250)	(524)
Impact of currency, accounting practices and other	(42)	6
CASH AND CASH EQUIVALENT AT THE BEGINNING OF THE PERIOD	2,129	2,391
Total cash flow for the period	(137)	(202)
CASH AND CASH EQUIVALENT AT THE END OF THE PERIOD	1,992	2,189

(1) Of which €183m of net hybrid issuance after premium





APPENDICES

ACTIVITY OF DIVISIONS

**MAKING THE PLANET
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POSITIVE 2014 OUTLOOK

GROW 2014 OPERATIONNAL RESULTS⁽¹⁾

- EBITDA⁽²⁾ organic growth 2013-2014 $\geq +2\%$
- Free Cash Flow : c. €1bn

ACCELERATE DEVELOPMENT WHILE MAINTAINING FINANCIAL DISCIPLINE

- Focused investments for additional growth⁽³⁾
- Net financial debt / EBITDA around 3x

CONTINUE ATTRACTIVE DIVIDEND POLICY

- Dividend related to 2014 results \geq €0.65 per share⁽⁴⁾



- (1) Based on 1% GDP growth in 2014 in Eurozone, at unchanged accounting and tax norms as of Jan. 1st 2014 and at constant forex
- (2) Objective estimated from restated 2013 EBITDA taking into account the change in EBITDA definition as defined by the Group and the application of the new IFRS 10 and 11 norms.
- (3) If market conditions allow it
- (4) Subject to AGM approval

STRICT INVESTMENT PROCESS & CRITERIA

OPERATIONS COMMITTEE

**INCLUDES CEO, CFO, THE RELEVANT SENIOR EXECUTIVE VP
AND THE RELEVANT BUSINESS UNIT CEO**

STRICT FINANCIAL INVESTMENT CRITERIA

- IRR > specific hurdle rate +200bp
- Net Result: accretion in year 2 of operation
- Positive FCF in year 1 of operation

INVESTMENT THRESHOLDS

- Acquisitions and divestments \geq €10m (firm value)
- Total capex \geq €20m
- Total cumulated revenues \geq €100m (\geq €50m for DB contracts)

WATER EUROPE

MAIN H1 2014 CONTRACTS

FRANCE

New & renewed contracts

- Versailles – Saint Cloud
(c. €250m, 12y)
- Cayenne (€34m, 12y)
- SEDIF (€17m, 5y)
- Orange (€16m, 12y)

SPAIN

New & Renewed contracts

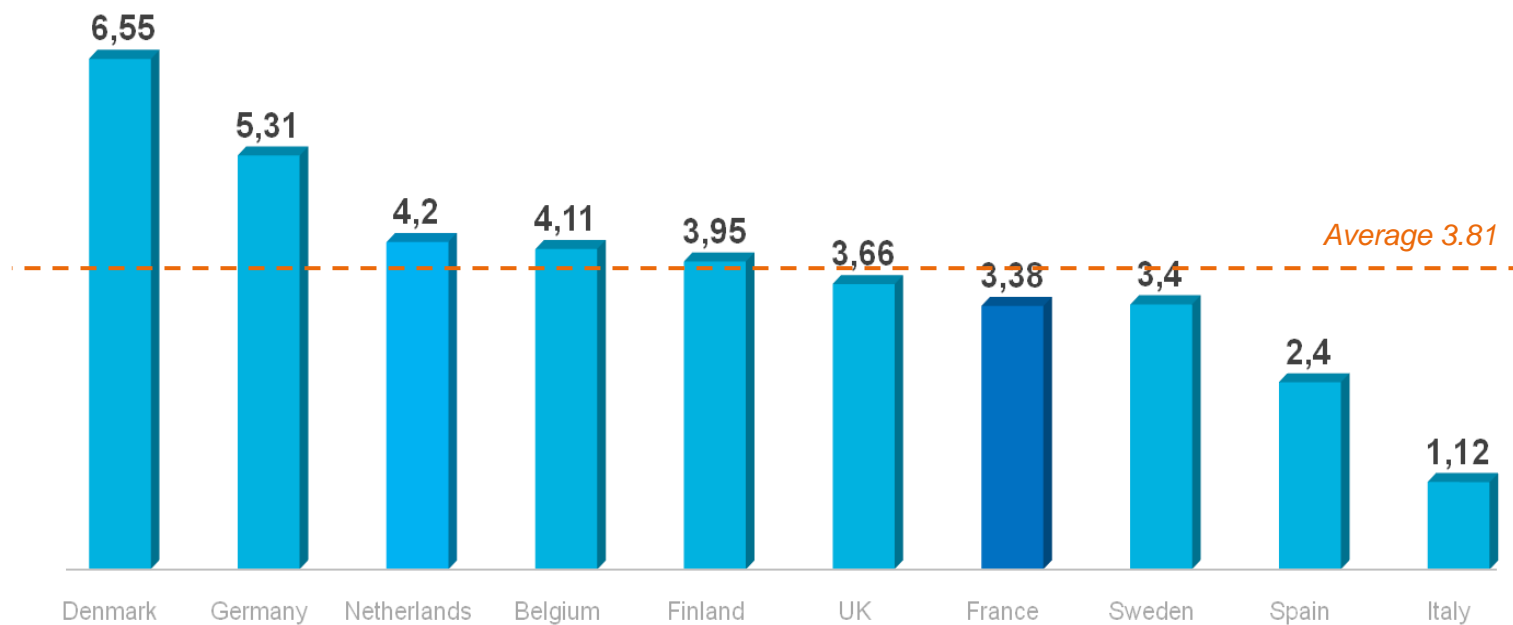
- Canal de Navarra (€70m, 30y)

WATER EUROPE

WATER TARIF IN EUROPE

GLOBAL AVERAGE PRICE

1st January 2013, at constant forex, €/m³



WASTE EUROPE

MAIN H1 2014 CONTRACTS

FRANCE

New contracts & Renewals

- Grand Narbonne (€280m, 20y)
- Le Havre (€180m, 10y)

UK

New contracts & Renewals

- Merseyside (€1.4bn, 30y)
- West London (€0.9bn, 25y)

Acquisition

- Nordic Recycling

SWEDEN

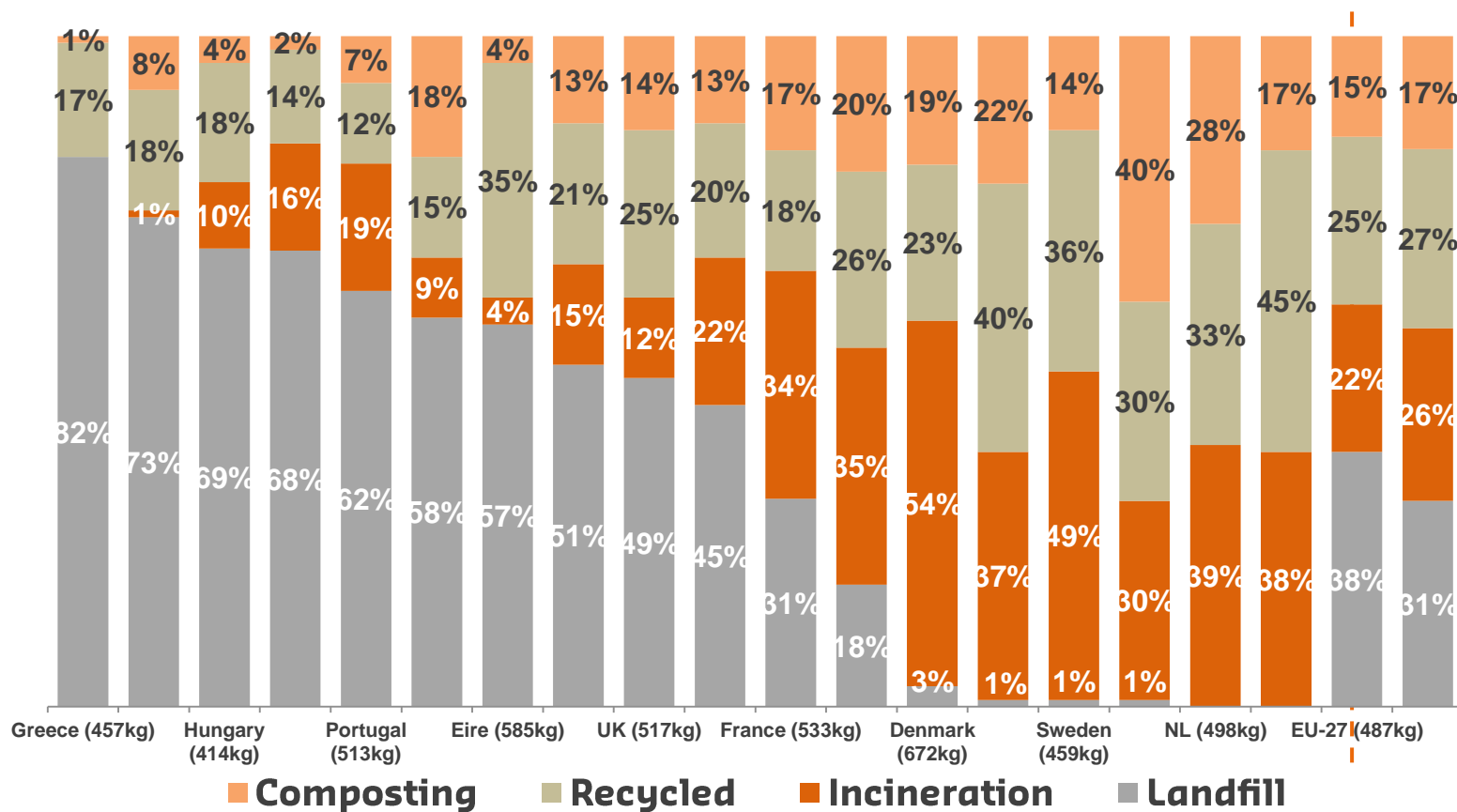
New contracts & Renewals

- Norrköpings (€33m, 5y)

WASTE EUROPE

MUNICIPAL WASTE TREATMENT MIX IN EUROPE

ANNUAL WASTE VOLUMES PER CAPITA & SPLIT OF TREATMENT MODE

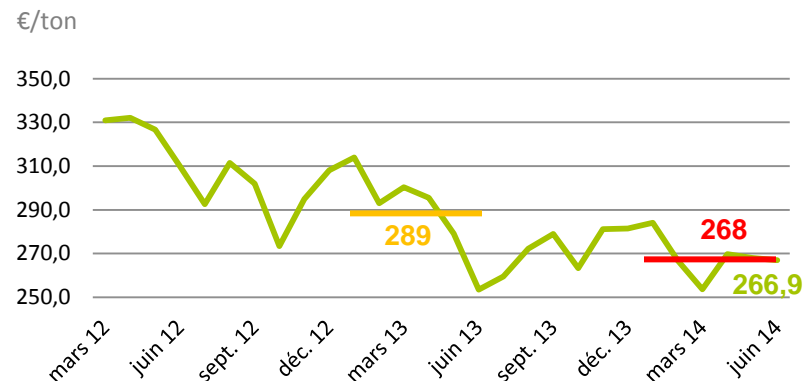


(1) Source: Eurostat- 2010 data updated in April 2012

WASTE EUROPE

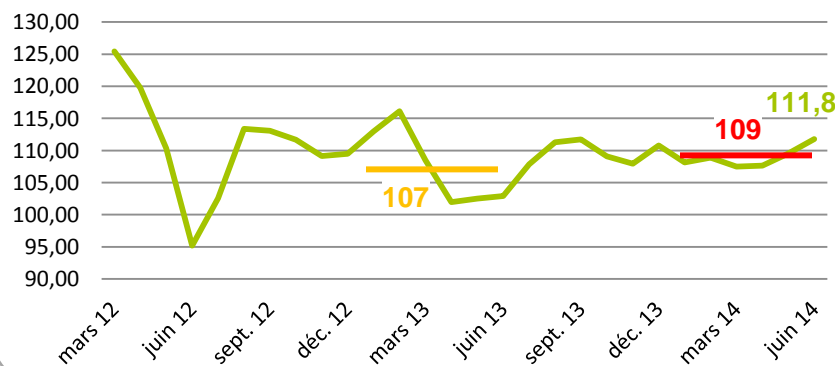
COMMODITY PRICES EVOLUTION

E40 MONTHLY AVERAGE PRICE (ferrous metal, recycled)



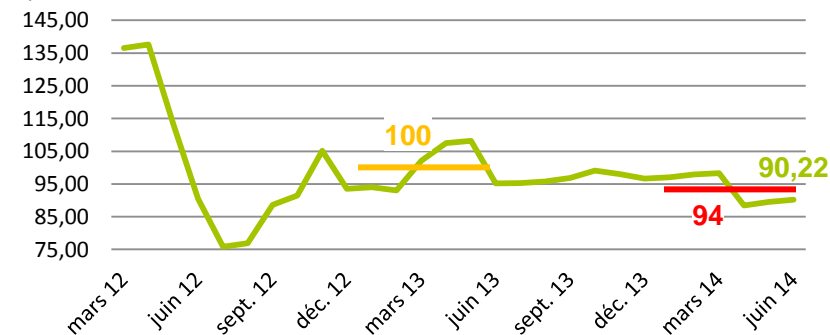
BRENT

\$/Baril



PAPER 1.05 (recycled material)

€/ton



INTERNATIONAL

MAIN H1 2014 CONTRACTS

New & Renewed contracts

Degrémont

- Mirfa (Abu Dhabi, €100m)
- Bitá (Angola, €38m)
- Hassi Messaoud (Algeria, €25m)
- Al Ameirat (Qatar, €22m)
- Pune (India, €19m, 5y)
- Wisconsin (USA, €15m)
- Bangalore (India, €11m, 7y)

ASIA

- Nantong (China, €575m , 30y)
- Yangzhou (China, €24m, 30y)
- Baku (Azerbaijan, €23m, 5y)

Mediterranean, Middle East

- Casablanca (Morocco, €187m, 7y)
- Meknes (Morocco, €90m, 20y)
- Mumbai (Inde, €31m, 5y)
- Gabal El Asfar (Egypt, €28m, 5y)

North America

- Nassau (USA, €0.9bn, 20y)
- Edmonton (Canada, €54m, 5y)
- West Basin (USA, €37m, 5y)

RECENT RATE CASES IN THE US

Utility	Date for new rates	% growth
New Jersey	November 2013	c. 5%
Rhose Island	May 2014	c. 33%
New York	July 2014	c. 14%



APPENDICES

FOREX EFFECT

**MAKING THE PLANET
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IMPACT OF CURRENCIES EVOLUTION

1 EUR =	USD	GBP	AUD	CLP
H1 2014 average rate	1.37	0.82	1.50	758
H1 2013 average rate	1.32	0.85	1.30	628
Closing rate at 30/06/2014	1.37	0.80	1.45	756
Closing rate at 31/12/2013	1.38	0.83	1.54	722

€m	H1 2014	Forex impact	Of which an impact in €m from:			
			USD	GBP	AUD	CLP
Revenue	6,891	(168)	(15)	+15	(68)	(61)
EBITDA	1,326	(61)	(3)	+1	(16)	(36)
Net Financial Debt	7,295	+3	+9	+14	+7	(27)



APPENDICES

FINANCIAL INDICATORS

**MAKING THE PLANET
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REVENUE BY DIVISION

<i>In €m</i>	H1 2013 Restated	H1 2014	% total	14/13 Δ	Organic Δ
WATER EUROPE	2,156	2,207	32.0%	+2.4%	+3.6%
Lyonnaise des Eaux ⁽¹⁾	1,138	1,139	16.5%	+0.1%	+0.1%
AGBAR	1,018	1,068	15.5%	+4.9%	+7.5%
WASTE EUROPE	3,214	3,137	45.5%	-2.4%	-0.1%
France	1,731	1,743	25.3%	+0.7%	+0.2%
UK/Scandinavia	647	597	8.7%	-7.7%	+1.8%
Benelux/Germany	727	702	10.2%	-3.4%	-0.9%
Central Europe	110	95	1.4%	-13.6%	-11.8%
INTERNATIONAL	1,666	1,545	22.5%	-7.3%	-1.2%
Degrémont	578	481	7.0%	-16.9%	-13.5%
North America	274	267	3.9%	-2.7%	+2.0%
Asia-Pacific	514	474	6.9%	-7.9%	+5.0%
Africa, Middle East & India	299	324	4.7%	+8.1%	+8.9%
OTHER	3	1	0.0%	-63.7%	-7.7%
TOTAL	7,040	6,891	100%	-2.1%	+0.8%



(1) Includes Safege, Italy, Central Europe

REVENUE BY GEOGRAPHIES

<i>In €m</i>	H1 2013 Restated	H1 2014	% in H1 2014	Δ 14/13
FRANCE	2,562	2,555	37.1%	-0.3%
Spain	820	820	11.9%	0%
UK	469	446	6.5%	-4.9%
Others Europe	1,158	1,232	17.9%	+6.4%
EUROPE (excluding France)	2,447	2,498	36.3%	+2.1%
North America	397	379	5.5%	-4.5%
South America	428	381	5.5%	-11.0%
Oceania	544	472	6.8%	-13.2%
Asia	194	177	2.6%	-8.8%
Others International	467	429	6.2%	-8.1%
INTERNATIONAL (excluding Europe)	2,030	1,838	26.6%	-9.5%
TOTAL	7,040	6,891	100%	-2.1%



REVENUE SCOPE EFFECT BY DIVISION

<i>In €m</i>	Acquisition/ first time consolidation	Disposal	Total Scope
WATER EUROPE	35	-	35
WASTE EUROPE	13	(89)	(76)
INTERNATIONAL	9		9
OTHER		(2)	(2)
TOTAL	57	(91)	(34)

REVENUE GROWTH BY DIVISION

<i>In €m</i>	H1 2013 Restated	H1 2014	14/13 Δ	Organic Δ	Scope Δ	Forex Δ
WATER EUROPE	2,156	2,207	+2.4%	+3.6%	+1.6%	-2.8%
WASTE EUROPE	3,214	3,137	-2.4%	-0.1%	-2.4%	+0.1%
INTERNATIONAL	1,666	1,545	-7.3%	-1.2%	+0.5%	-6.6%
OTHER	3	1	-63.7%	-7.7%	-56.0%	0.0%
TOTAL	7,040	6,891	-2.1%	+0.8%	-0.5%	-2.4%

EBITDA BY DIVISION

<i>In €m</i>	H1 2013 Restated	H1 2014	14/13 Δ	Organic Δ	Scope Δ	Forex Δ
WATER EUROPE	580	607	+4.6%	+9.0%	+2.0%	-6.3%
WASTE EUROPE	377	374	-0.9%	-1.1%	+0.3%	-0.1%
INTERNATIONAL	290	389	+34.3%	-0.9%	+43.5%	-8.2%
OTHER	(18)	(43)	+137.9%	+137.9%	0.0%	0.0%
TOTAL	1,229	1,326	+8.0%	+1.6%	+11.3%	-4.9%

EBIT BY DIVISION

<i>In €m</i>	H1 2013 Restated	H1 2014	14/13 Δ	Organic Δ	Scope Δ	Forex Δ
WATER EUROPE	251	270	+7.7%	+14.7%	+3.0%	-10.0%
WASTE EUROPE	129	128	-0.7%	-2.0%	+1.3%	0.0%
INTERNATIONAL	196	298	+52.3%	-2.9%	+64.3%	-9.1%
OTHER	(20)	(38)	+91.0%	+91.0%	0.0%	0.0%
TOTAL	555	658	+18.5%	+1.9%	+24.3%	-7.7%

H1 2014: FROM EBITDA TO EBIT BY DIVISION

<i>In €m</i>	Water Europe	Waste Europe	Inter- national	Other	TOTAL H1 2014
EBITDA	607	374	389	(43)	1 326
Amortization	(219)	(223)	(80)	(4)	(525)
Net provisions & depreciation	(14)	1	2	13	2
Net concession renewal expenses	(103)	(24)	(13)	0	(140)
Employees compensation plans in shares ⁽¹⁾	0	0	0	(5)	(5)
EBIT	270	128	298	(38)	658

<i>In €m - Restated</i>	Water Europe	Waste Europe	Inter- national	Other	TOTAL H1 2013
EBITDA	580	377	290	(18)	1 229
Amortization	(218)	(233)	(84)	(2)	(538)
Net provisions & depreciation	47	4	3	13	66
Net concession renewal expenses	(157)	(20)	(12)	0	(189)
Employees compensation plans in shares ⁽¹⁾	0	0	0	(13)	(13)
EBIT	251	129	196	(20)	555

(1) Free shares, ESOP relative to GDF SUEZ and SUEZ ENVIRONNEMENT programs



MINORITY INTEREST – P&L

<i>In €m</i>	H1 2013 Restated	H1 2014
WATER EUROPE	87	80
<i>Of which AGBAR</i>	83	77
WASTE EUROPE	11	10
INTERNATIONAL	48	19
TOTAL	146	108

FROM EBITDA TO OPERATING CASH FLOW

<i>In €m</i>	H1 2013 Restated	H1 2014	14/13 Δ
EBITDA	1,229	1,326	+8.0%
Net disbursements under concession contracts	(189)	(140)	-25.9%
Depreciation of current assets	(4)	(13)	+225.0%
Restructuring	(26)	(52)	+100.0%
Dividends from associates	41	58	+41.5%
Provision for employee benefit & others	(11)	(4)	-63.6%
Income of core associates	(37)	(188)	+408.1%
OPERATING CASH FLOW	994	987	-0.7%



INVESTMENTS BY NATURE AND DIVISION

H1 2014 (in €m)	Maintenance capex	Development capex	Financial investments	Disposal	Total Net investments
Water Europe	(100)	(94)	(74)	66	(202)
Waste Europe	(82)	(38)	(24)	14	(129)
International	(56)	(57)	(49)	(1)	(163)
Other	(4)	-	(1)	2	(3)
TOTAL H1 2014	(242)	(190)	(147)	82	(497)

H1 2013 Restated (in €m)	Maintenance capex	Development capex	Financial investments	Disposal	Total Net investments
Water Europe	(101)	(102)	(1)	(3)	(208)
Waste Europe	(105)	(93)	(8)	23	(183)
International	(61)	(43)	1	18	(85)
Other	(3)	-	(9)	6	(7)
TOTAL H1 2013	(271)	(239)	(17)	44	(482)



FREE CASH FLOW

<i>In €m</i>	H1 2013 Restated	H1 2014
OPERATING CASH FLOW	994	987
Maintenance capex	(271)	(242)
Change in Working Capital	(248)	(300)
Cash Tax Expenses	(107)	(72)
Financial Interests Paid	(208)	(181)
Financial Interests Received	24	18
Dividends Received on Fixed Financial Assets	25	5
FREE CASH FLOW	210	215

CASH FLOW GENERATION

<i>In €m</i>	Water Europe	Waste Europe	Inter- national	Other	H1 2014
Operating Cash Flow	472	325	221	(31)	987
Net interest paid on investment & financial activities	(17)	(42)	(34)	(65)	(158)
Income tax	(16)	(33)	(30)	8	(72)
Change in Working Capital	(87)	(76)	(94)	(43)	(300)
Maintenance Capex	(100)	(82)	(56)	(4)	(242)
FREE CASH FLOW	252	93	6	(135)	215
Development Investments	(168)	(62)	(106)	(1)	(337)
Assets disposals	66	14	(1)	2	82
Dividends to minorities	(115)	(10)	(3)	(1)	(129)
TOTAL	35	35	(104)	(135)	(169)
Dividends to shareholders					(330)
Net new hybrid issuance					183
Clermont Ferrand deconsolidation					212
Δ in definition, perimeter and FX / MtM on net financial debt & other					(5)
CHANGE IN NET FINANCIAL DEBT					(109)

CAPITAL EMPLOYED

<i>In €m</i>	31/12/13 Restated	30/06/14	<i>In €m</i>	31/12/13 Restated	30/06/14
Net goodwill	3,095	3,163	Water Europe	6,744	6,722
Tangible and intangible assets, net	12,064	11,786	Waste Europe	4,284	4,094
Net financial assets	298	226	International	3,106	3,417
Investment in associates	943	1,320	Others	(111)	(21)
Provisions	(1,769)	(1,823)	CAPITAL EMPLOYED	14,024	14,211
Others	(607)	(461)			
CAPITAL EMPLOYED	14,024	14,211			



APPENDICES

TAX & EPS

**MAKING THE PLANET
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TAX POSITION

<i>In €m</i>	H1 2013 Restated	H1 2014
Income before tax & share in net income from Associates	319	254
Income Tax	(82)	(59)
<i>o/w Current income tax</i>	(82)	(88)
<i>o/w Deferred income tax</i>	0	+29
EFFECTIVE TAX RATE	26%	23%

EARNING PER SHARE

<i>In €m</i>	30/06/14	30/06/13 Restated
Net Result Group Share	280	132
+ coupon attributable to holders of undated deeply subordinated notes issued in September 2010	(12)	(18)
+ premium on partial reimbursement of undated deeply subordinated notes issued in September 2010	(8)	
Adjusted Net Result Group Share	260	114
<i>In Millions</i>		
Weighted average number of outstanding shares	508,5	509,4
<i>Earnings per share (in euros)</i>		
Net income Group share per share	0,51	0,22
Net diluted income Group share per share	0,49	0,22





APPENDICES

DEBT

**MAKING THE PLANET
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SUEZ ENVIRONNEMENT BONDS

Pricing date	Code ISIN	Maturity date	Duration	Amount	Issue Spread	Coupon Rate
31-March-09	FR0010745984	08-Apr-14	5 years	€770m	225	4.875%
31-March-09	FR0010745976	08-Apr-19	10 years	€800m	300	6.250%
19-May-09	FR0010765859	08-Jun-17	8 years	€250m	180	5.200%
08-Jul-09	FR0010780528	22-Jul-24	15 years	€500m	160	5.500%
09-Oct-09	FR0010785436	12-Oct-17	8 years	€150m	108	4.500%
15-Jun-10	FR0010913780	24-Jun-22	12 years	€750m	160	4.125%
12-May-11	FR0011048966	17-May-21	10 years	€750m	86	4.078%
22-Nov-11	FR0011149962	22-Nov-18	7 years	€100m	90	3.080%
02-Dec-11	FR0011158849	02-Dec-30	19 years	£250m	260	5.375%
19-March-13	FR0011454818	25-March-33	20 years	€100m	110	3.300%
01-Oct-13	FR0011585215	09-Oct-23	10 years	€500m	77	2.750%
24-Feb-14	FR0011766120	27-Feb-20	6 years	€350m		0.000%

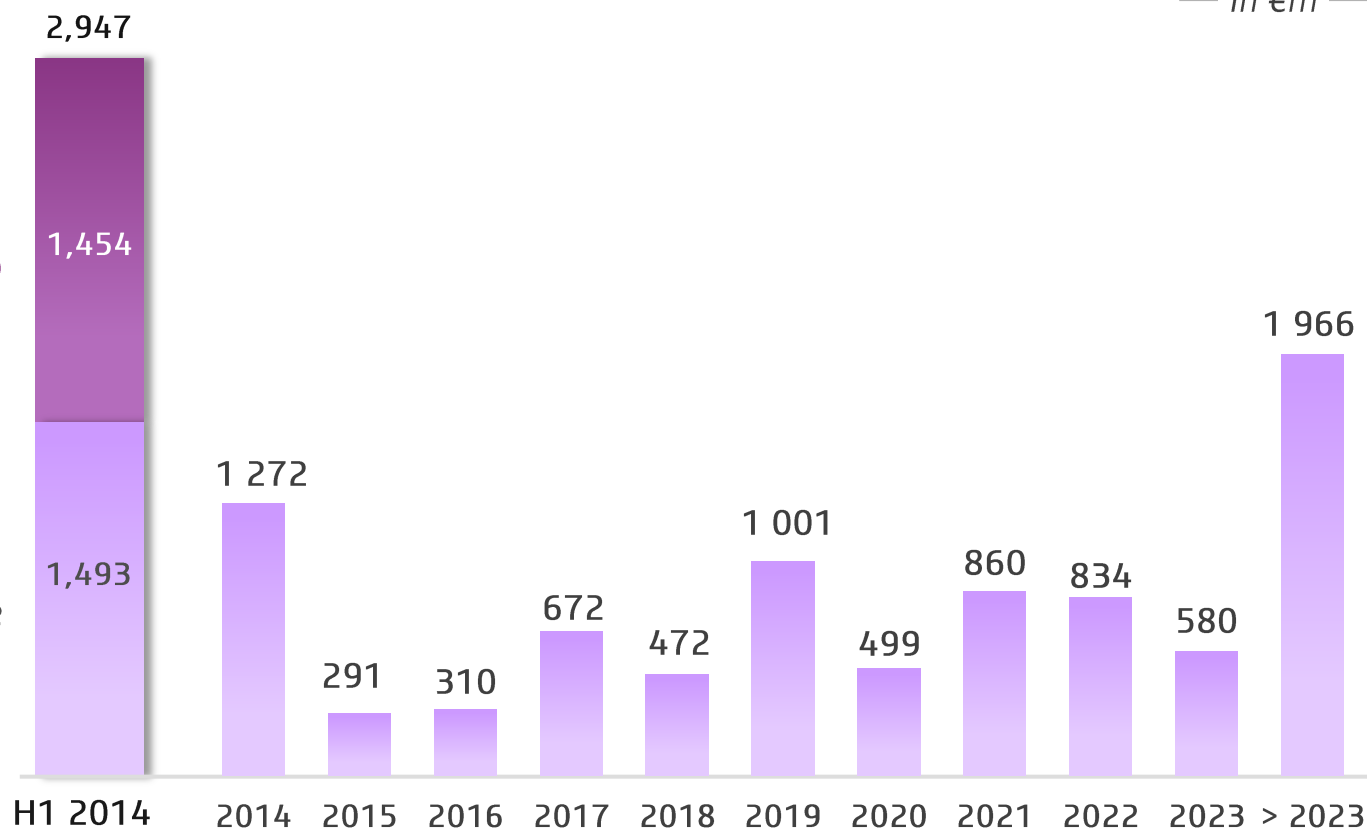


FINANCIAL DEBT AND LIQUIDITY POSITION

LIQUIDITY POSITION

Undrawn
credit lines⁽¹⁾

Cash⁽²⁾
at the end
of June



GROSS DEBT MATURITY PROFILE

— In €m —

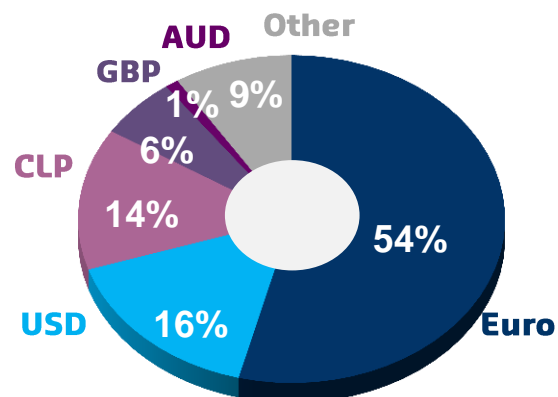


(1) Excluding €1,068m of treasury bills

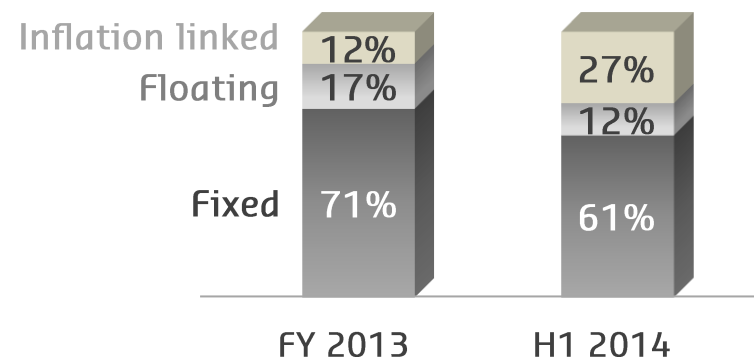
(2) Cash, cash equivalents and financial assets at fair value through income

FINANCIAL DEBT

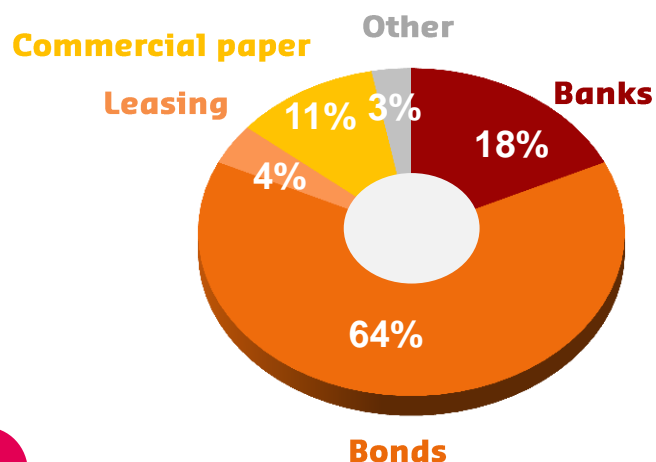
NET DEBT BY CURRENCY



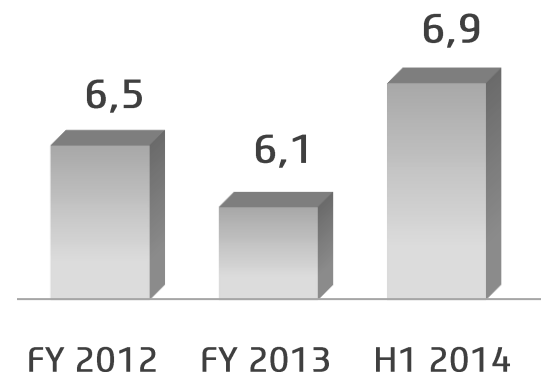
BY RATE TYPE



GROSS DEBT BY TYPE



AVERAGE MATURITY in years





APPENDICES

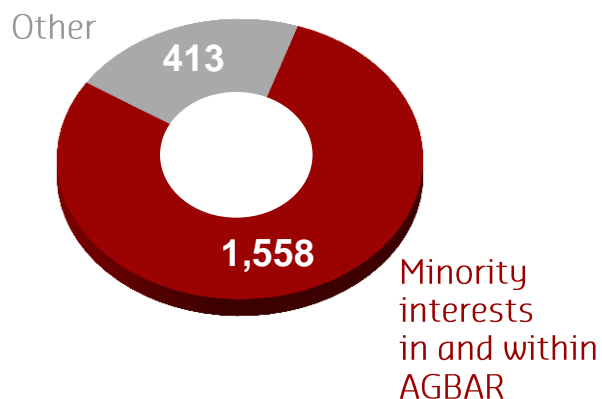
ASSETS & LIABILITIES OVERVIEW

**MAKING THE PLANET
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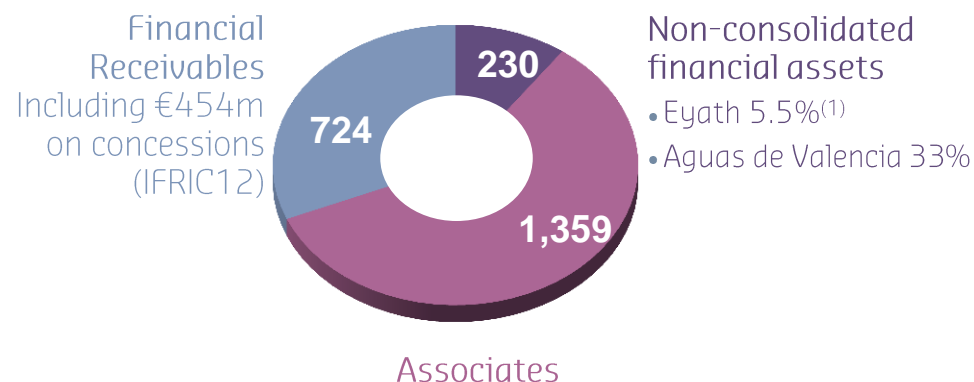


ASSETS & LIABILITIES OVERVIEW

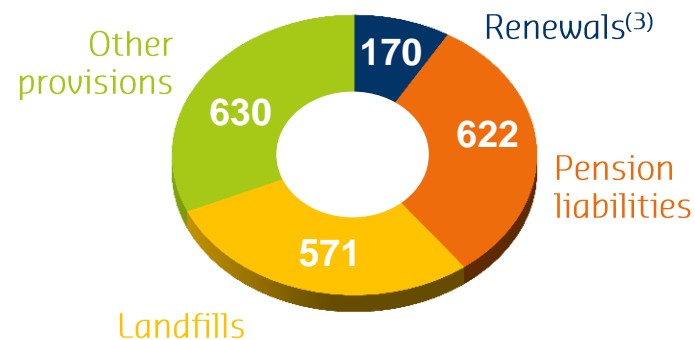
MINORITIES: €1,971m



NON CURRENT FINANCIAL ASSETS: €2,311m



PROVISIONS⁽²⁾: €1,993m



(1) Marked-to-Market

(2) Including €170m of net renewals (accounted for in other debt)

(3) These net provisions represent the gap between the expenses and the commitments on a linear basis of our concession contracts



APPENDICES

RESTATED FIGURES

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IFRS 10 & 11 AND CHANGE OF DEFINITION

RESTATED H1 2013 FIGURES⁽¹⁾

<i>In € million</i>	H1 2013 indicators Published	IFRS 10 & 11 impacts	Change of definition	H1 2013 restated indicators
Revenue	7,177	-137	-	7,040
EBITDA	1,209	-17	+37	1,229
EBITDA Margin	16.8%			17.5%
COI	521	-3	-	519
Income from equity affiliates core	15	+22	-	37 ⁽²⁾
EBIT	521	-3	+37	555
Income from equity affiliates non-core	0	+5	-	5
NRgs	132	-	-	132
Free Cash flow	229	-19	-	210
Net debt	7,833	-35	-	7,798

(1) Non audited figures

(2) Included in EBITDA and EBIT as per new definition



IFRS 10 & 11 AND CHANGE OF DEFINITION

RESTATED H1 2013 REVENUES⁽¹⁾

<i>REVENUE (In € million)</i>	H1 2013 indicators	IFRS 10 & 11 impacts & change of definition	H1 2013 restated indicators
WATER EUROPE	2,139	+17	2,156
WASTE EUROPE	3,255	-41	3,214
INTERNATIONAL	1,780	-114	1,666
OTHER	3	-	3
TOTAL	7,177	-137	7,040

(1) Non audited figures



IFRS 10 & 11 AND CHANGE OF DEFINITION

RESTATED H1 2013 EBITDA⁽¹⁾

<i>REVENUE (In € million)</i>	H1 2013 indicators	IFRS 10 & 11 impacts & change of definition	H1 2013 restated indicators
WATER EUROPE	562	+18	580
WASTE EUROPE	382	-5	377
INTERNATIONAL	283	+7	290
OTHER	-18	-	-18
TOTAL	1,209	+20	1,229

(1) Non audited figures



IFRS 10 & 11 AND CHANGE OF DEFINITION

RESTATED H1 2013 EBIT⁽¹⁾

<i>REVENUE (In € million)</i>	H1 2013 indicators	IFRS 10 & 11 impacts & change of definition	H1 2013 restated indicators
WATER EUROPE	236	+15	251
WASTE EUROPE	131	-2	129
INTERNATIONAL	175	+21	196
OTHER	-20	-	-20
TOTAL	521	+34	555

(1) Non audited figures





APPENDICES

REINFORCED PARTNERSHIP WITH LA CAIXA

**MAKING THE PLANET
SUSTAINABLE
IS THE BEST JOB
ON EARTH**



TRANSACTION SUMMARY

AGREEMENT TO BUY THE REMAINING 24.14% STAKE IN AGBAR



ACQUISITION OF THE REMAINING 24.14% AGBAR SHARES OWNED BY LA CAIXA⁽¹⁾

In exchange of:

- 22 million newly issued shares in SUEZ ENVIRONNEMENT (representing a 4.1% stake post closing) with 4-year lock-up period
- €299m payment in cash, to be reinvested to acquire:
 - a 15% stake in Aigües de Barcelona⁽²⁾ from Agbar
 - a 14.5% stake in Aguas de Valencia from SUEZ ENVIRONNEMENT
 - SUEZ ENVIRONNEMENT's existing shares in the market with the intention to reach a participation up to 7% in the near term



(1) The legal entity is Criteria CaixaHolding named La Caixa in this presentation

(2) Aigües de Barcelona is the company managing the water and wastewater contract of the Metropolitan Area of Barcelona; it is presently owned 85% by AGBAR and 15% by AMB (Metropolitan Area Barcelona)

A VALUE CREATIVE TRANSACTION

→ STRONG AND COMPELLING ACQUISITION

- Increase exposure to promising Spanish and Chilean water markets
- Expand valuable Advanced Solutions business

→ STRENGTHENING OF SUEZ ENVIRONNEMENT'S SHAREHOLDING STRUCTURE AND BOLSTERED PARTNERSHIP WITH LA CAIXA

- La Caixa will reinforce SUEZ ENVIRONNEMENT shareholding with the intention to reach up to 7% and a 4-year lock-up period
- La Caixa will remain a key partner for SUEZ ENVIRONNEMENT in Spain through its acquisition of a 15% stake in Aigües de Barcelona and its 14.5% stake in Aguas de Valencia
- La Caixa entitled to one Board seat and participation to Strategy Committee⁽¹⁾

→ SIMPLIFICATION OF SUEZ ENVIRONNEMENT'S STRUCTURE

- SUEZ ENVIRONNEMENT to buy out a significant portion of minority interests
- Increase group flexibility to develop common platforms and market common solutions

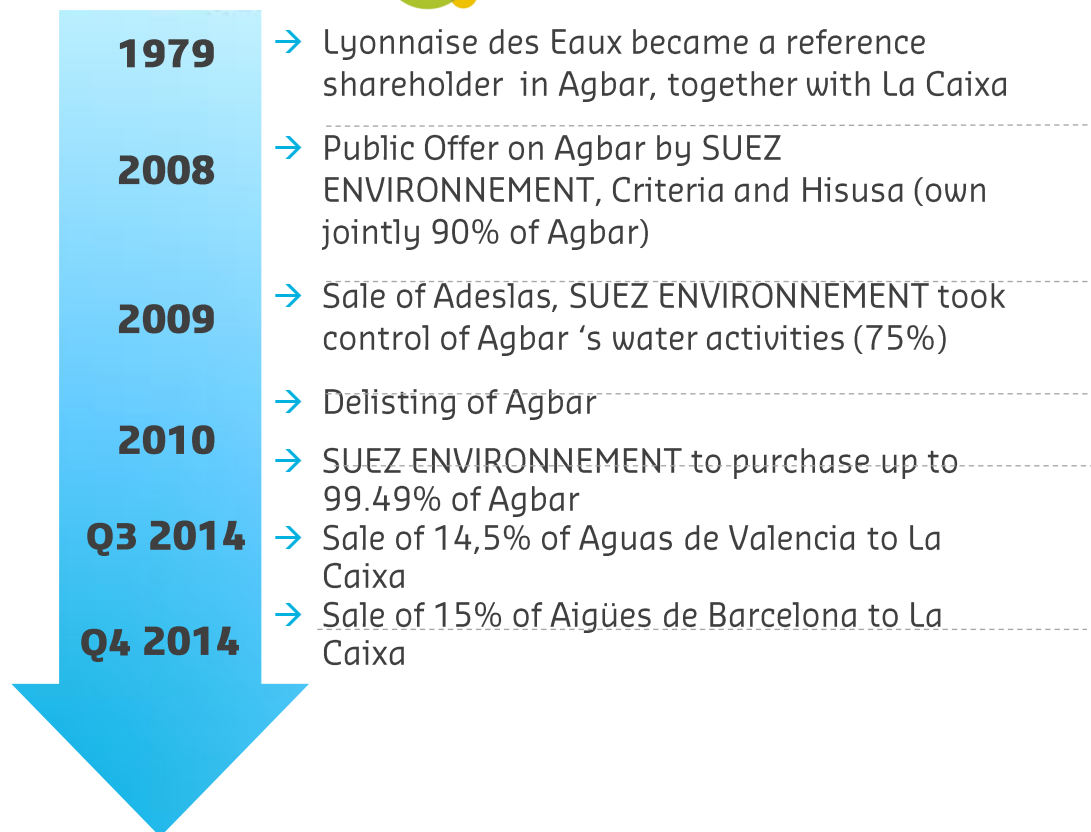


**A
FINANCIALLY
ATTRACTIVE
TRANSACTION**

- Transaction to be accretive at Net Result Group share (over €25m from 2015 onwards) and at EPS level
- Value-creative acquisition of AGBAR
- Limited net cash-out leaving financial flexibility almost unchanged

(1) Subject to shareholder's general meeting approval

A LONG TERM PARTNERSHIP BETWEEN SUEZ ENVIRONNEMENT AND LA CAIXA



- **La Caixa to become the second largest shareholder of SUEZ ENVIRONNEMENT with the intention to reach 7%**
- **La Caixa to remain the partner of SUEZ ENVIRONNEMENT in Spain**



EVOLUTION OF GROUP STRUCTURE IN SPAIN

BEFORE TRANSACTION

AFTER TRANSACTION

1

AGBAR

("Transaction 1")

Contribution of 24.26% stake in Hisusa to SUEZ ENVIRONNEMENT paid with newly issued shares and a cash payment (€299m)

2

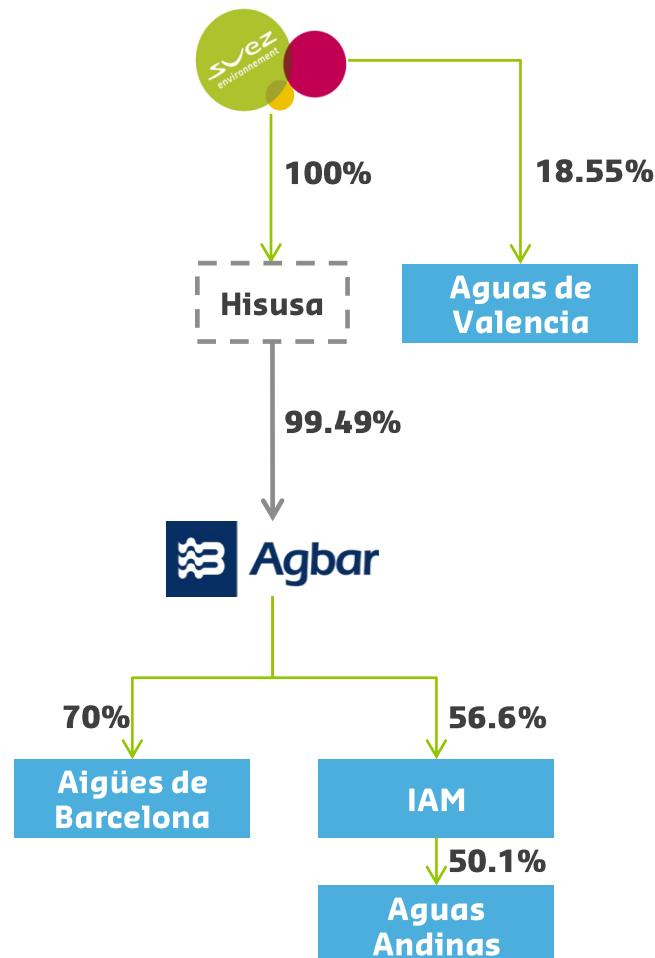
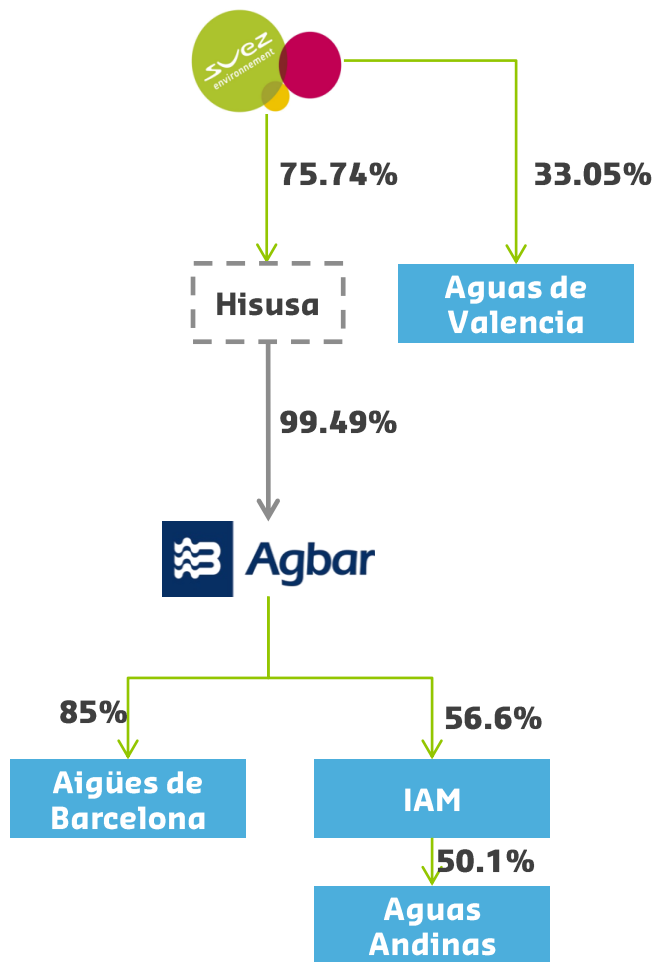
Acquisition of Aigües de Barcelona ("Transaction 2")

Acquisition of 15% stake by Criteria in Aigües de Barcelona

3

Acquisition of a stake in Aguas de Valencia ("Transaction 3")

Acquisition of a 14.5% stake in Aguas de Valencia by Criteria



REDUCED MINORITY INTERESTS

CONCLUSION

THIS AGREEMENT BOOSTS OUR STRATEGY IN WATER EUROPE

- Be a leader in water in Southern Europe, comfort our positions and implement a unique strategy for concessions and new services
 - Purchase of remaining AGBAR shares from La Caixa
 - Increased stake in ACEA to 12.5% from 8.6% last February
- Simplify the organization chart and have a fully coherent and more efficient Water Europe division
- Take advantage of:
 - The potential of growth in this geography: privatizations, needs for investments to meet the regulatory requirements in due time, ...
 - The dynamism of new businesses (“Smart Water” activities) to be spread out.
 - The numerous opportunities for development in Chile (waste water, industrial water...), and South America.
- Enhance our relations with strategic partners, becoming long-term shareholders of the Group



FURTHER INVEST IN WELL PERFORMING PLATFORMS THROUGH FULL TAKEOVER OF AGBAR

**#1 WATER
OPERATOR IN
BOTH SPAIN
AND CHILE**

SPANISH & INTERNATIONAL BUSINESS

- Key financials:
 - Revenues 2013: €1,430m
- Market leader in Spain
- Long average concession remaining period of 22 years
- High concession renewal rate (c. 100%)
- Limited exposure to municipal risk
- Expected recovery in consumption

CHILEAN BUSINESS

- Key financials:
 - Revenues 2013: €606m
- Market leader in Chile
- Perpetual concessions
- Continuous increase in consumption improves tariff acceptability
- Politically-stable country
- Listed company (MNEMO: AGUAS-A) with market capitalization of €2.8 bn⁽¹⁾

**STRONG
GROWTH
POTENTIAL**

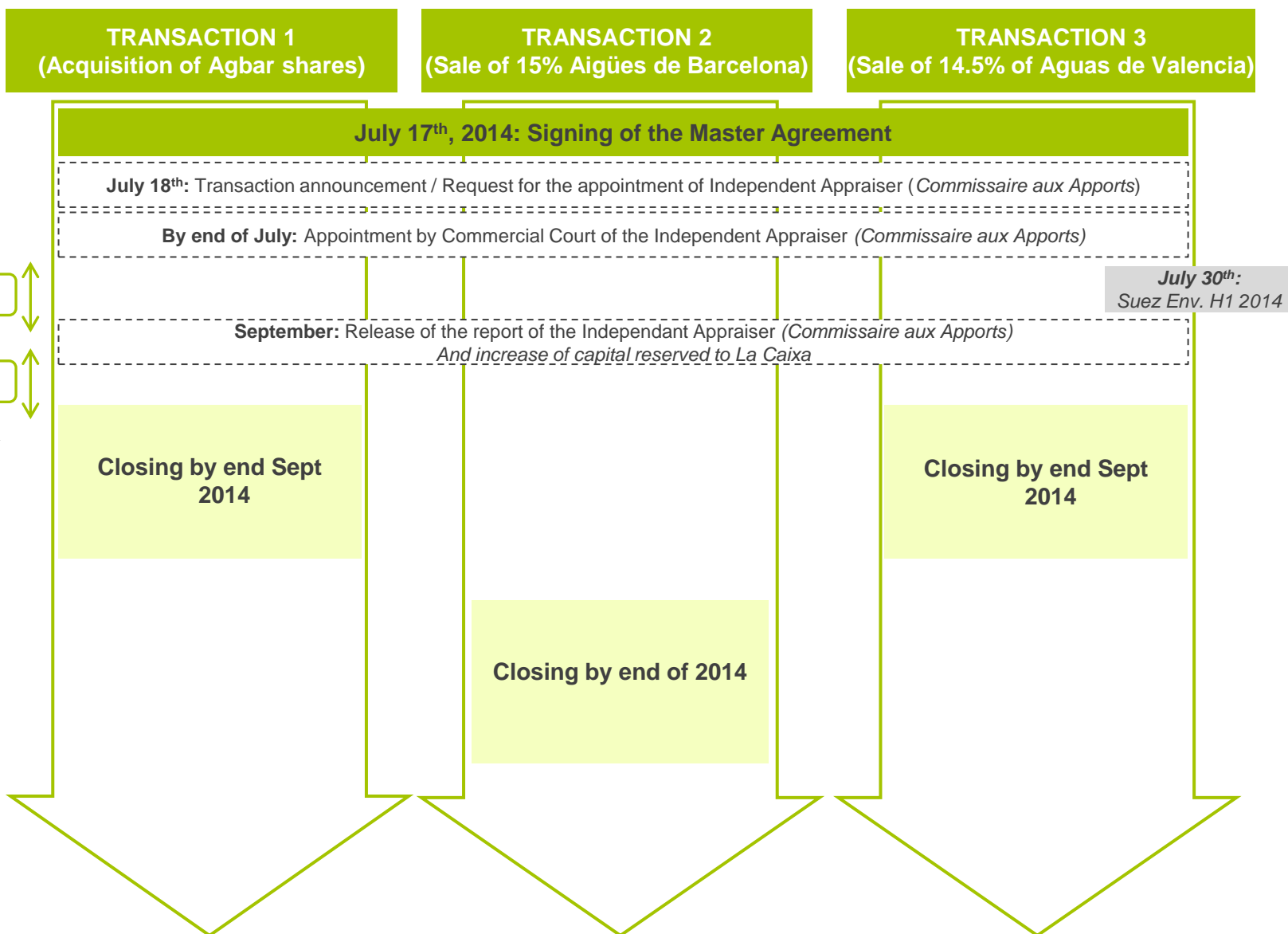
- Scope for tariff increase due to needs for environmental infrastructures
- Development in smart solutions and innovative technologies: smart network, smart metering, real time control, asset management, ice pigging...
- Commercial opportunities with new privatizations: e.g. construction of wastewater treatment plants

- Additional tariff increase due to the Security works already implemented in 2014.
- Development of industrial water activity (e.g. increasing need from the mining industry with water supply and improvement of the efficiency for its water cycle)
- Growing needs in Chile of groundwater recharge
- Various attractive opportunities near Santiago



(1) CLP 2,114,917m as of July 16th 2014

INDICATIVE TIMETABLE





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