



press release

Paris, 29/10/2015

RESULTS AT THE END OF SEPTEMBER 2015

SOLID GROWTH IN REVENUE AT THE END OF SEPTEMBER AND CONFIRMATION OF 2015 TARGETS

- Revenue: €11,093m, up +5.7%
- EBITDA¹: €1,952m, up +6.3%²
- EBIT¹: €909m, up +10.9%²
- Net financial debt: €7,918m; net financial debt/EBITDA¹ ratio: 3x

In €m	30 September 2014	30 September 2015	Gross change ²	Exchange rate change	Change at constant exchange rates and scope
Revenue	10,491	11,093	+5.7%	+2.8%	+2.5%
EBITDA ¹	1,965	1,952	+6.3%	+3.6%	+1.7%
EBITDA ¹ /Revenue	17.5% ²	17.6%			
EBIT ¹	949	909	+10.9%	+5.0%	+3.5%
EBIT ¹ /Revenue	7.8% ²	8.2%			

▪ **During this nine-month period, SUEZ achieved +2.5% organic growth in its revenue to €11,093m.** The Water Europe and International divisions saw organic growth of +2.9% and +8.4% respectively. The Recycling and Recovery Europe division was slightly down at -0.8%, with notable differences between countries. Organic growth for the third quarter was +3.5%, a slight improvement compared with the first half of the year.

▪ **EBITDA amounted to €1,952m at the end of September 2015, with organic growth of +1.7%.** The EBITDA/revenue margin reached 17.6%, a slight increase compared with the end of September 2014 (17.5% excluding the effect of the capital gain from the sale of CEM).

▪ **EBIT was €909M, a +3.5% increase in organic terms.** The EBIT/revenue margin increased significantly to 8.2% compared with 7.8% last year (excluding the effect of the capital gain from the sale of CEM).

▪ **The Group's net financial debt totalled €7.9 billion versus €7.5 billion at the end of September 2014.** The NFD/EBITDA ratio amounted to 3.0x.

¹ Excluding IFRIC 21

² 2014 base adjusted for the gain from the sale of CEM for €129m



▪ **Commenting on the results of 3rd quarter 2015, Jean-Louis Chaussade, CEO, stated:** “Our activities continued to grow during the third quarter thanks to the good momentum of the International division and the Water Europe division. The Recycling and Recovery activity continues to be affected by a gloomy environment. With these results, we confirm our annual targets.”

DETAILS OF THE ACTIVITY AT THE END OF SEPTEMBER 2015

	30 September 2014	30 September 2015	Gross change	Exchange rate change	Change at constant exchange rates and scope
TOTAL	10,491	11,093	+5.7%	+2.8%	+2.5%
<i>Of which:</i>					
Europe Water ³	3,282	3,428	+4.4%	+1.4%	+2.9%
Europe Recycling and Recovery	4,708	4,738	+0.6%	+1.5%	-0.8%
International	2,425	2,854	+17.7%	+7.4%	+8.4%

At 30 September 2015, **SUEZ** generated €11,093m in revenue, a gross change of +5.7% (+€603m) compared with 30 September 2014. This change is broken down into:

- **Change at constant scope and exchange rate of +2.5% (+€260m):**
 - The Water Europe division’s revenue increased by +2.9% (+€94m), benefiting primarily from increased volumes and the development of new services.
 - The Recycling and Recovery Europe division’s revenue declined slightly by -0.8% (-€36m). It benefited from a +0.5% increase in treated waste volumes thanks to the commissioning of new capacities. It was affected by a decline in prices of secondary raw materials (mainly metals).
 - The International division’s turnover increased by +8.4% (+€204m) thanks to steady development in all regions where the Group is present.

- **Favourable foreign exchange impact of +2.8% (+€297m)**, mainly due to the depreciation of the euro against the US dollar (+€125m), the pound sterling (+€81m), and the Chilean peso (+€31m).

- **Scope effect of +0.4% (+€46m)**, mainly related to the acquisition of Process Group in 2014.

During the first three quarters of 2015, SUEZ generated 30% of its revenue outside Europe.

Given these results, the SUEZ Group is **reiterating its objectives for 2015**.

³ Following the new organisation, SUEZ Consulting’s contribution has been reclassified from the “Europe Water” division to the “Other” division

PERFORMANCE BY DIVISION

WATER EUROPE

In €m	30 September 2014	30 September 2015	Gross change	Exchange rate change	Change at constant exchange rates and scope
Revenue ³	3,282	3,428	+4.4%	+1.4%	+2.9%

■ The Europe Water division's revenue totalled €3,428m, up +2.9% at constant exchange rates and scope at 30 September 2015. The activity benefited from the increased volumes in Chile (+2.0%), France (+1.5%), and Spain (+0.9%) thanks to very favourable weather conditions during the summer. The price increases in recent months remained significant in Chile (+7.0%); they reached +1.6% in Spain and +0.5% in France, reflecting the low inflationary environment. Moreover, the momentum of the new services segment continued, resulting in a +19% increase in the corresponding revenue.

Commercial activity was strong with numerous contracts won. In particular, these included two contracts won in France from the peninsula of Gennevilliers – one for bulk water supply (€234m, 15 years) and the other for drinking water management (€639m, 12 years). We have also signed a contract with the Syndicat Mixte pour l'Adduction d'Eau de la Lys (€23m, 5 years). The third quarter was also marked by the creation with the city of Dole of the first two semi-public companies with a single purpose (Société d'Economie Mixte à Opération Unique or SemOp) in France, in water and wastewater (€67m, 13 years); in Spain, the Trujillo contract was extended (€16m, 15 years).

RECYCLING AND RECOVERY EUROPE

In €m	30 September 2014	30 September 2015	Gross change	Exchange rate change	Change at constant exchange rates and scope
Revenue	4,708	4,738	+0.6%	+1.5%	-0.8%

■ The Recycling and Recovery Europe division generated €4,738m in revenue, down -0.8% at constant exchange rates and scope. Performance was affected by a significant negative price effect on secondary raw materials (particularly metal, -16%); adjusted for this effect, revenue was up +0.2% at constant exchange rates and scope.

The treated volumes increased by +0.5%, benefiting particularly from the start-up of new treatment facilities, including the Suffolk energy-from-waste unit. The decrease in landfill volumes was offset by the increase in recovered volumes.

By geographical area, the change at constant exchange rates and scope was -3.6% in France, +4.1% in the United Kingdom and Scandinavia, +2.1% in the Benelux/Germany zone, and -1.7% in central Europe.



The commercial activity was rich during the first nine months of the year with, in France, the contract won to design/build/operate the Ivry-Paris-XIII energy-from-waste plant (€900m, 23 years), as well as several industrial contracts, particularly with Safran, Labeyrie, and Auchan.

INTERNATIONAL

In €m	30 September 2014	30 September 2015	Gross change	Exchange rate change	Change at constant exchange rates and scope
Revenue	2,425	2,854	+17.7%	+7.4%	+8.4%

■ At 30 September 2015, the International division's revenue was €2,854M, i.e., an increase of +8.4% at constant exchange rates and scope.

- The Africa/Middle East/India zone achieved strong growth of +11.3% at constant exchange rates and scope, reflecting the start of new construction contracts in the Middle East, particularly the Mirfa contract, and the continued increase in volumes of water sold in Morocco.
- North America grew by +9.7% at constant exchange rates and scope, fully benefiting from the start of the Nassau contract as well as the increased volumes of water sold in the USA (+2.7%) thanks to favourable summer weather.
- Asia saw a very substantial increase of +21.6% at constant exchange rates and scope, based on strong growth in treated waste volumes, price increases, particularly in incineration, and the start of new construction contracts.
- The Europe/LatAm zone achieved +7.7% growth at constant exchange rates and scope, resulting from the good performance of construction operations in most of the regions.
- Australia posted a +1.0% increase in revenue at constant exchange rates and scope. This performance is based on both the steady growth of treated volumes (+4.3%) and a positive price effect; on the other hand, the "Water Treatment Solutions" activity declined slightly, given the local exposure to the Oil & Gas segment.

The order book for construction activities totalled €1.1 billion, a significant increase of +40.8% compared with 30 September 2014.

In addition, SUEZ strengthened its positioning in Australia during the third quarter by signing an agreement with Sembcorp Industries in order to acquire Sembcorp's 40% stake in Sembsita Pacific for 485m Australian dollars. This transaction accelerates the Group's expansion in Australia by incorporating all of its water, waste, and construction activities, whilst developing cross-selling and building short-term operational synergies.

The Group also won several significant contracts: in China, for the supply of wastewater recycling equipment with Beijing Drainage Group (€140m), and the Shatin (Hong-Kong) transfer station (€54m, 10 years), in Egypt for the operation of the Gabal El Asfar wastewater treatment plant in Cairo (€84M, 4 years), in Croatia for the construction of four wastewater treatment plants in the Porec region (€38m), and in Brazil for the supply of a cooling system as part of a "Reuse" contract with Companhia Siderúrgica Nacional (€20m), and in Jordan with the extension of As Samra wastewater treatment plant.

NEXT COMMUNICATION:

24 February 2016: Publication of 2015 annual results.



APPENDICES

REVENUE BY GEOGRAPHICAL AREA

<i>In €m</i>	9M 2014	9M 2015	% 9M 2015	Δ 15/14
France	3,825	3,753	34%	-1.9%
Spain	1,272	1,310	12%	3.0%
UK	688	826	7%	20.0%
Others europe	1,870	1,836	17%	-1.8%
Europe (excluding France)	3,830	3,971	36%	3.7%
North America	620	822	7%	32.7%
South America	553	643	6%	16.3%
Oceania	735	743	7%	1.2%
Asia	249	358	3%	43.9%
Others International	679	802	7%	18.1%
International (excluding Europe)	2,835	3,369	30%	18.8%
Total	10,491	11,093	100%	5.7%



SUEZ

We are at the dawn of the resource revolution. In a world facing high demographic growth, runaway urbanisation and the shortage of natural resources, securing, optimising and renewing resources is essential to our future. SUEZ (Paris: SEV, Brussels: SEVB) supplies drinking water to 92 million people, delivers wastewater treatment services to 65 million, collects waste produced by almost 50 million, recovers 14 million tons of waste each year and produces 5,138 GWh of local and renewable energy. With 80,990 employees, SUEZ, which is present on all five continents, is a key player in the sustainable management of resources. SUEZ generated total revenues of €14.3 billion in 2014.

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