

2013 HALF YEAR RESULTS JULY 31ST, 2013









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HIGHLIGHTS JEAN-LOUIS CHAUSSADE CHIEF EXECUTIVE OFFICER



S'ENGAGER POUR LA PLANÈTE EST UNE BELLE ENTREPRISE







→ HIGHLIGHTS & KEY FIGURES

DEPLOYMENT OF STRATEGY & REINFORCED ORGANIZATION

- → KEY DIFFERENTIATING FACTORS & MAIN COMMERCIAL SUCCESSES
- → SUCCESSFUL STRATEGY ON GROWING MARKETS



SOLID PERFORMANCE DESPITE ADVERSE ECONOMIC AND WEATHER CONDITIONS IN EUROPE

Increase of EBITDA margin at 16.8% vs 15.5% in H1 2012

Industrial production: -1.9%⁽¹⁾ Waste Europe volumes: -3.8%

Pluviometry: +20% vs 2012⁽²⁾ Water Europe volumes: -4%

REINFORCED POSITIONS IN GROWING MARKETS

New services in Water Europe: +12% Industrial water expansion supported by new acquisition Growth in waste recovery: gains of 3 major contracts (UK, Poland) Asian activity: +10% with significant contract gains

REACTIVITY AND DISCIPLINE TO SECURE PROFITABILITY

Raised 2013 cost efficiency target from €150m to €180m Maintained sound financial profile



KEY FIGURES SOLID H1 2013 PERFORMANCE

In €m	H1 2012	H1 2013	vs H1 2012
REVENUE	7,323	7,177	-2.0%
EBITDA	1,133	1,209	+6.7%
EBIT	460	521	+13.3%
NET RESULT GROUP SHARE	40	132	+228%
FREE CASH FLOW	498 ⁽¹⁾	229	-54.0%
NET INVESTMENTS	545	503	-7.9%
NET DEBT	7,878	7,833	-0.6%



IMPROVED OPERATIONAL PERFORMANCE

(1) Of which €164m of securitization

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ON GOING DEPLOYMENT OF STRATEGY

STAY ON COURSE DESPITE PERSISTENT CRISIS

Enhance our core business performance

- Foster commercial activity through competitiveness on product and price
- Continue to lower breakeven point
- Stimulate inter-BUs cooperation to increase business efficiencies

Adapt to market requirements and expectations

- Accelerate our business models transformation
- Grow our 4 strategic priorities
 - Offer a single portfolio of adapted & innovative products
 - Favour investments aligned with strategic priorities
- Leverage on innovation to improve competitiveness



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INTEGRATED ORGANIZATION & STABLE MANAGEMENT

REINFORCED TO ENHANCE VALUE CREATION

EXPERIENCED MANAGEMENT TEAM DRIVING GROUP STRATEGY

- → Water Europe: Angel Simon
- → Waste Europe: Christophe Cros
- International: Marie-Ange Debon
- Finance, Purchasing & Compass: Jean-Marc Boursier

NEW TRANSVERSAL DIVISION FOR INNOVATION & INDUSTRIAL PERFORMANCE

Thierry Mallet

- Anticipation of market expectations
- Industrialization of businesses with common tools & processes
- Development of **innovative** and differentiated offers



SUEZ ENVIRONNEMENT DEDICATED TO BOOST DEVELOPMENT & PERFORMANCE 2013 HALF YEAR RESULTS July 31st 2013 **- 9 -**

DIFFERENTIATING FACTORS

INNOVATION FOR LONG TERM VALUE & GROWTH-ORIENTED COMPETITIVENESS

	TECHNICAL Large R&I network	 Smart solutions Recycling/reuse Industrial processes Energy recovery & efficiency Biotechnologies Health & environmental protection
INNOVATION	CONTRACTUAL Innovative and customized solutions	 Renovated relationships with municipalities Long-term cooperation contracts with industrials Well established partnerships with strong local players
VONNI	FINANCIAL Experienced project finance team	 Separated investment/operation agreements Off Balance sheet infrastructure financing Adapted to local context risk profile
	SUSTAINABLE DEVELOPMENT Best in class	 A key component of our commercial development Ambitious 2012-2016 road map: acting for environmental protection, people & community welfare
EFFICIENCY	FINANCIAL EFFICIENCY Strong culture	 Continuous streamlining of organization & costs management Processes standardization Sound balance sheet & A3 rating, Net debt/EBITDA target c. 3x





IMPROVING COMPETITIVE ADVANTAGES TO GAIN MARKET SHARES

COMMERCIAL DEVELOPMENT

SIGNIFICANT GAINS & RENEWALS IN ALL DIVISIONS

WATER EUROPE

- → Strong commercial activity: Barcelona area (Spain, €3.5 bn, 35y), Rhône Ventoux (France, €152m, c.10y); Girona (Spain, €102m, 8y); Douai (France, €70m, 11y); Benesov (Czech republic, €28m, 10y)
- Successful development of smart water: +12% in revenue
- → Success of **Aguas de Sabadell** takeover (78%)

WASTE EUROPE

- → Successful commercial activity with municipalities: Poznan (Poland, €850m, 25y); Durham (UK, €130m, 8y); Tours (France, €20m, 4y)
- → New **contracts** with **key industrial clients**: PSA-Citroën (Spain, €45m, 3y)
- Preferred bidder on 2 PPP in the UK (Merseyside and West London)

INTERNATIONAL

- → Significant revenue growth in Asia (+10%)⁽¹⁾ and major contracts gains: Macao (€200m, 10y); Shuangliu (€156m, 25y); Hong Kong (€110m, 10y)
- → Dynamic commercial activity in Africa, Middle East and India with New Delhi (India, €29m, 13y); Luanda (Angola, €28m, 2.5y); Bangalore (India, €12m, 6y); Meknes (Morocco, €90m, 20y)
- → **Melbourne**: agreement signed⁽²⁾ with Aquasure⁽³⁾ for LDs reduction of \in 32m



(2) Subject to banks and Victoria State approvals ; estimated amount to be accounted for in H2 2013

(3) Project company

WATER EUROPE: A UNIFIED VISION

ACT TOGETHER AND MEET CUSTOMERS' NEEDS

Lyonnaise des Eaux & Agbar, the 2 pillars of Water Europe

- → Benefit from joint commercial development team
- → Industrialize services delivery for increased efficiency
- Offer a single portfolio: providing 50 common solutions
- Share best practices and shorten time to market
- Focus on innovation as a lever of business development

Boost SMART WATER as a major development path

- Expand application of **technology** with partners, notably with mass data collection (SFR), and industrials (Ethera...)
- Propose adapted solutions for wastewater (Ramses®), energy (Sevaqua®), environment (Sirene®)

Significant commercial successes

→ GRDF, BNP REPM, SIAAP, Murcia, Gran Canaria



AMBITIOUS GROWTH TARGET IN SMART WATER: >10% PA OVER 2012-2016

INDUSTRIAL WATER: BOOST OUR DEVELOPMENT

LEVERAGE ON STRONG EXPERTISE FOR STRUCTURED OFFERS

A CUSTOMER ORIENTED STRATEGY

- Strong experience in selected industrial sectors
- Oustomer targets: value-added segments
 Segmen
 - Focus on selected growing & profitable markets
 - Select multi-site & multi-country clients
 - Develop long-term partnerships

> Customer solutions: 5 priorities

- Recover energy from wastewater
- Optimize wastewater recycling process
- Consider effluents as a source of raw material
- Design modular & flexible technologies
- Plant automation: remote monitoring, data analysis

IMPROVED POSITIONNING IN 2013

- \rightarrow Focus on worldwide key accounts
- Acquisition of Industrial Water
 Management in France (BASF)
- Successful commercial activity: ST Microelectronics, Petrobras, ...

> Mobile platform development:

- c. 80 O'Mobil® units
- Creation of a new platform in Brazil
- New project in Shanghai
- Construction of pilot plants for shale gas treatment



SELECTIVE STRATEGY FOR PROFITABLE GROWTH

WASTE EUROPE: CAPTURING GROWTH IN THE UK

CHANGING MARKET WITH STRONG DRIVERS

A 259MT⁽¹⁾ WASTE MARKET IN TRANSITION

- → **Energy** driven market
 - Significant decrease in electrical generation by 2015
 - Energy subsidies (NFFO⁽²⁾ & ROC⁽³⁾)
- Legislation accelerates recovery transition
 - Increased recovery targets for municipal waste: 75% in 2020
 - Landfill tax raised to 80£/t in 2014
- → Waste forecast growth by 2030
 - C&l⁽⁴⁾ and demolition: +6%
 - Municipal to remain stable
- Ongoing development of new treatment infrastructures



(1) EUROSTAT – waste generated in the UK in 2010
 (2) Non Fossil Fuel Obligation
 (3) Renewables Obligation Certificates
 (4) Commercial & Industrial



Evolution of UK Municipal Solid Waste

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WASTE EUROPE: CAPTURING GROWTH IN THE UK

SITA UK #3 WITH LONG TERM LEADING POSITION

A CHANGING BUSINESS MODEL: CREATING VALUE FROM WASTE

- Focus on EfW & recycling to secure a large market share
 - >300,000t of new treatment capacities delivered in 4 years
 - 600,000t currently under progress
 - Further 2.5 mt of new planning permissions in the last 18 months
 - Target a balance portfolio of **public & private** contracts

Develop I&C and municipal markets with broad solution portfolio including energy, RDF, SRF, MRF⁽¹⁾ & composting

- Monitor waste flow management with service activity
- → Limited landfilling exposure (6%⁽²⁾ of 2012 revenue)





SUCCESSFULLY POSITIONNED ON TOMORROW'S WASTE MARKET

(1) Refused Derived Fuel, Sorting & Recycling Facilities, Material Recycling Facilities(2) Sita UK 2012 landfill revenue excluding landfill tax (16% in total)

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INTERNATIONAL: CHINA FAST GROWING MARKET

HUGE NEEDS IN WATER & WASTE SERVICES

STRONG DRIVERS BENEFITING OUR BUSINESSES

- → Industrialization: +10% p.a.⁽¹⁾
- > Urbanization:
 +300M inhabitants by 2020⁽²⁾
- Structural water shortage
- Environmental consciousness
- → 12th 5 year Plan: China going green ~€375bn capex⁽¹⁾
- Coercive legislation towards more waste recovery

STRONG BASIS FOR EXPANSION

- → 28-year presence, 30 water joint ventures
- Successful local partnerships
- > 200 water plants built by Degrémont
- > Number 1 in waste in Hong Kong & Macau

SUEZ ENVIRONNEMENT SOLID POSITIONS

Integrated organization since 2002





€1.3BN MANAGED TURNOVER IN 2012

(1) Sources: GWI Global Water Market 2011 - industrial production annual growth(2) Sources: GWI Global Water Market 2011

INTERNATIONAL: CHINA FAST GROWING MARKET

DEPLOY STRATEGY TO SEIZE FURTHER GROWTH OPPORTUNITIES

WASTE: TARGET MAINLAND CHINA

- Partnerships with large national players: Beijing Enterprises...
- Focus on value-added segments: hazardous waste & EfW
- Maintain & expand our leading position in Hong Kong & Macao

WATER: STRENGTHEN POSITIONS & EXPAND ON NEW DYNAMIC SEGMENTS

- Grow existing JVs with balance between development capex & tariffs increase
- → Increase presence in **industrial parks**
- Expand on growing markets: advanced wastewater treatment, reuse, desalination





DOUBLE-DIGIT GROWTH WITH CONTROLLED RISK PROFILE

FINANCIAL RESULTS JEAN-MARC BOURSIER SENIOR EXECUTIVE VP FINANCE



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SOLID PERFORMANCE

WITH EFFICIENT FINANCIAL DISCIPLINE

- KEY FIGURES -

In €m	H1 2013	vs H1 2012
REVENUE	7,177	- 2.0%
EBITDA	1,209	+ 6.7%
EBIT	521	+ 13.3%
NET RESULT Group Share	132	+ 228%
FREE CASH FLOW	229	- 54.0% ⁽¹⁾
NET INVESTMENTS	503	- 7.9%
NET DEBT	7,833	- 0.6%

Optimized cost structure

- → 130bp EBITDA margin improvement
- → Compass above target at €80m thanks to structural changes

Robust financial profile

- → Optimized liquidity level & cost of debt
- \rightarrow Leverage ratio in line with target

Focus on profitable growth

- \rightarrow Strict criteria on tenders
- \rightarrow Selective allocation of capex



IMPROVED EBITDA MARGIN AT 16.8%

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COMPASS 2013 TARGET: €180M OR 1.5% of OPEX



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PERMANENT EFFORTS TO SECURE PERFORMANCE

€12.5BN OF OPEX CONSTANTLY ASSESSED

1% OF OPEX ON A CONTINUOUS BASIS

Industrialization of processes

- → Increase operational standardization (ex: trucks & containers for waste, pipes & meters for water)
- → Share best practices: Financing, IT, legal, HR, insurance, energy

Purchase cheaper, better, less

 Increase efficiency through reinforced cooperation, network & governance

Reduce G&A costs

- → **Unify back offices** internationally
- → Focus on real estate, use of external consultants, travel, interim ...

ADDITIONAL PLAN IN A DIFFICULT MACRO CONTEXT

Waste Europe reorganizations

- → Restructuring & reengineering of French & German activities to further lower break-even
- → Industrialization of operational processes
- ightarrow 29 sites closed or sold
- → Variabilization of operational costs linked to volume decrease
- → Reduction in fleet and labor costs (limit overtime, reduce interim)

VERY CLOSE MONITORING

- \rightarrow Management commitment
- \rightarrow Monthly progress review



STRUCTURAL CHANGES FOR IMPROVED COMPETITIVENESS

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H1 2013 REVENUE

GROWTH IN WATER, WASTE EUROPE IMPACTED BY CRISIS





(1) +2.2% excluding Melbourne desalination plant construction

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H1 2013 EBITDA

MARGIN IMPROVEMENT: + 130 BASIS POINTS





(1) +7.7% excluding Melbourne desalination plant construction

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WATER EUROPE

RESILIENT MARGIN DESPITE ADVERSE WEATHER CONDITIONS

 $\Delta 13/12^{(1)}$

-2.0%

-5.8%

+0.3%



(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 +10.9%

(6) Excluding Bristol Water, Eurawasser and Altiservice; including central Europe as per division definition

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WASTE EUROPE

STABLE MARGIN DESPITE DIFFICULT ECONOMIC CONTEXT





(1) On a comparable basis(2) Average H1 2013 vs average H1 2012

 Treated volumes affected by declining Industrial Production

mt	H1 2013	13/12 🛆
Elimination	4.8	-4.9%
Recovery Energy from Waste (EfW) Sorting & Recycling	6.9 3.5 3.3	-3.0% -2.2% -3.9%
Volumes treated	11.6	-3.8% ⁽¹⁾

- Stable margin thanks to:
 - Further reorganizations (France, Germany)
 - Compass gains: €34m in H1 2013, after
 €66m in FY 2012
 - Strong position on high margin activity (EfW) with positive outlook
- Decrease in commodity prices⁽²⁾
 - Ferrous metal -11%; paper 1.02 -20%; aluminum -13%

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INTERNATIONAL

STRONG OPERATIONAL PERFORMANCE



 Volumes evolution 	Н1	
	2013	∆ 13/12
Degrémont backlog DB – €bn	0.9	-10.8%
United Water - Mm ³ sold	120	-1.0% ⁽²⁾
Lydec - Mm ³ sold	70	+1.6%
Water China - Mm ³ sold	139	+13.5%
Waste Intl. – treated mt	4.3	-1.9%

- Asia: +10%⁽³⁾ with strong business development in waste
- Sita Australia: +5%⁽²⁾
- Positive effect of rate cases in the US
 Unfavorable weather conditions
- Good prospect for Degrémont in H2
 - Projects in Middle East & South America
 - Positive negotiation⁽⁴⁾ with Aquasure (Melbourne dessalination plant)



(1) Africa, Middle East & India(2) Organic growth(3) Organic growth in water & waste

(4) Subject to banks and Victoria State approvals

H1 2013 FROM EBITDA TO INCOME FROM OPERATING ACTIVITIES

In €m	H1 2012	H1 2013	∆ 13/12
EBITDA	1,133	1,209	+6.7%
Amortization	(529)	(551)	+4.1%
Other (concession charges, provisions, ESOP ⁽¹⁾)	(144)	(137)	-4.7%
CURRENT OPERATING INCOME	460	521	+13.3%
Capital gains	39	6	
Marked to Market of ACEA shares	(58)	-	
Others (mainly restructuring costs)	(38)	(13)	
INCOME FROM OPERATING ACTIVITIES	403	514	+27.5%



DOUBLE DIGIT IMPROVEMENT OF OPERATIONAL PERFORMANCE

H1 2013 INCOME FROM OPERATING ACTIVITIES TO NET RESULT GROUP SHARE

In €m	H1 2012	H1 2013	∆ 13/12	
INCOME FROM OPERATING ACTIVITIES	403	514	+27.5%	
Cost of net debt	(211)	(184)	-13.3%	Cost of net debt: 4.71% vs. 5.25%
Other financial result	2	(2)		in H1 2012
Associates	12	15	+23.0%	Effective tax
Income tax	(48)	(86)	+79.1%	rate: 26% vs. 25% in H1 2012
Minority interest	(117)	(126)	+7.6%	
NET RESULT GROUP SHARE	40	132	+228%	
EARNING PER SHARE	0.06	0.22		



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INVESTMENT SELECTIVITY

FOCUSED ON ORGANIC GROWTH



 \rightarrow Development capex in line with strategic priorities

 \rightarrow Large portfolio of assets under construction in attractive markets



SELECTIVE DEVELOPMENT TO FUEL FUTURE GROWTH

FREE CASH FLOW

UNFAVORABLE WORKING CAPITAL VARIATION IN H1



- \rightarrow Operating cash flow: +1.3% vs H1 2012
- → Strict control of maintenance capex (3.8% of revenue)



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FCF IMPACTED BY SEASONAL CHANGE IN WORKING CAPITAL & HIGHER CASH TAX

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NET DEBT STABLE LEVERAGE AT 3.1X



 \rightarrow Credit rating reiterated by Moody's in May (A3 – P2, stable outlook)

- \rightarrow Adequate average duration of 6,4 years
- → Financing costs optimized with a liquidity of \in 4bn⁽²⁾



EFFICIENT DEBT MANAGEMENT

(1) EBITDA rolling 12 months(2) Net of €608m credit lines given in guaranty for treasury bills

CONCLUSION JEAN-LOUIS CHAUSSADE CHIEF EXECUTIVE OFFICER



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GOVERNANCE

EVOLUTION AFTER END OF SHAREHOLDERS' AGREEMENT ON 22/07/2013

Board composition

Dissociation of functions

Chairman: G. Mestrallet Chief Executive Officer: JL. Chaussade

Board on 30/07/2013

- Jean-Louis Chaussade, Chief Executive Officer
- 9 independents, or 53% of board members
- 7 representing GDF SUEZ
- 4 women, or 24% of board members

4 Committees of the board

Strategy committee 5 independent directors 2 representing GDF SUEZ	Ethics & Sustainable Development committee 3 independent directors, including the committee chairwoman 1 representing GDF SUEZ
Audit committee	Nominations & Compensation committee
4 independent directors, including the committee chairman	4 independent directors, including the committee chairman
1 representing GDF SUEZ	1 representing GDF SUEZ



FULLY MOBILIZED & WELL POSITIONED

ATTRACTIVE DRIVERS CONFIRMED

ACCELERATION OF CORE BUSINESS TRANSFORMATION

ARMED TO COPE WITH 2013 CHALLENGING CONDITIONS

- → Reactivity and increased competitiveness
- → Solid performance in H1 2013

DETERMINED TO CAPTURE OPPORTUNITIES

- \rightarrow Clear & well executed strategy
- → Supported by asset & people quality



SUEZ ENVIRONNEMENT MAINTAINS ITS ANNUAL OBJECTIVES AND REMAINS FULLY MOBILIZED TO ACHIEVE ITS 2013 GUIDANCE 2013 HALF YEAR RESULTS July 31st 2013 **- 34 -**







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SUMMARY FINANCIAL STATEMENTS




SUMMARY BALANCE SHEET

—_in €m—

ASSETS	31/12/12	30/06/13	LIABILITIES	31/12/12	30/06/13
NON CURRENT ASSETS	18,881	18,343	Equity, group share	4,864	4,630
o/w goodwill	3,257	3,219	Minority Interests	1,995	1,886
CURRENT ASSETS	7,755	7,862	TOTAL EQUITY	6,859	6,516
o/w financial assets at fair value through	24	53	Provisions	1,995	1,860
income			Financial Debt	9,918	10,141
o/w cash & cash equivalents	2,247	2,113	Other Liabilities	7,864	7,688
TOTAL ASSETS	26,637	26,205	TOTAL LIABILITIES	26,637	26,205



SUMMARY INCOME STATEMENT

In €m	H1 2012	H1 2013
REVENUE	7,323	7,177
Depreciation, Amortization & Provisions	(524)	(486)
CURRENT OPERATING INCOME	460	521
INCOME FROM OPERATING ACTIVITIES	403	514
Financial Result	(210)	(185)
Associates	12	15
Income tax	(48)	(86)
Minority interest	(117)	(126)
NET RESULT GROUP SHARE	40	132



SUMMARY CASH FLOW STATEMENT

In €m	H1 2012	H1 2013
Operating cash flow	985	998
Income tax paid (excl. income tax paid on disposals)	(42)	(111)
Change in operating working capital	14	(228)
CASH FLOW FROM OPERATING ACTIVITIES	956	658
Net tangible and intangible investments	(598)	(527)
Financial investments	(87)	(15)
Disposals	118	46
Other investment flows	(62)	(1)
CASH FLOW FROM INVESTMENT ACTIVITIES	(630)	(498)
Dividends paid	(441)	(467)
Balance of reimbursement of debt / new debt	(60)	440
Interests paid / received on financial activities	(205)	(191)
Capital increase	-	2
Other cash flows	12	(39)
CASH FLOW FROM FINANCIAL ACTIVITIES	(694)	(255)
Impact of currency, accounting practices and other	23	(40)
CASH AND CASH EQUIVALENT AT THE BEGINNING OF THE PERIOD	2,494	2,247
Total cash flow for the period	(345)	(134)
CASH AND CASH EQUIVALENT AT THE END OF THE PERIOD	2,149	2,113



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APPENDICES SHAREHOLDING STRUCTURE





SHAREHOLDING STRUCTURE

	December 31, 2012	June 30, 2013	% as of June 30, 2013
GDF SUEZ	182,057,361	182,057,361	35.7%
Groupe Bruxelles Lambert	36,746,488	36,746,488	7.2%
CDC	10,078,220	10,078,220	2.0%
Areva	7,251,292	7,251,292	1.4%
CNP Assurances	6,500,390	6,500,390	1.3%
Sofina	4,125,000	4,125,000	0.8%
TOTAL SHAREHOLDERS AGREEMENT ⁽¹⁾	246,758,751	246,758,751	48.4%
Treasury Stocks	1,143,389	1,330,060	0.3%
Public & employees	262,331,689	262,145,018	51.3%
TOTAL	510,233,829	510,233,829	100.0%



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APPENDICES ACTIVITY OF DIVISIONS





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SEIZE OPPORTUNITIES OF OUR MARKETS

ACCELERATE OUR BUSINESS MODELS TRANSFORMATION

STIMULATE OUR CORE BUSINESS PERFORMANCE	CAPTURE NEW GROWTH OPPORTUNITIES
WATER EUROPE: CONSOLIDATE OUR POSITIONS IN KEY COUNTRIES: FRANCE, SPAIN, ITALY Reinforce partnerships with our clients	1 DEVELOP SMART WATER SERVICES
WASTE EUROPE: MASTER THE WHOLE VALUE CHAIN Transform waste into a resource and keep a balance between collection and treatment activities	2 DEVELOP WASTE RECOVERY
INTERNATIONAL: CARRY ON WITH GROWTH IN SELECTED AND LIMITED NUMBER OF COUNTRIES Solidify our existing positions and expand into fast-growing geographies	3 ENTER NEW MARKETS WITH THE ADEQUATE MODELS
	4 DEVELOP THE INDUSTRIAL SEGMENT



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CAPTURE NEW GROWTH OPPORTUNITIES

4 STRATEGIC PRIORITIES: AMBITIOUS TARGETS

NEW SERVICES	FULL RESOURCE TRANSFORMATION
IN WATER ACTIVITIES	SOLUTIONS
-> SMART WATER	→ WASTE RECOVERY
TARGET FOR 2012-2016 REVENUE GROWTH > 10%/year	TARGET FOR 2016 2t RECOVERED/1t ELIMINATED
NEW MARKETS	INDUSTRIAL
WITH ADEQUATE MODELS	CUSTOMER GROWTH
-> TARGETED INTERNATIONAL	→ INDUSTRIAL WATER SERVICES
DEVELOPMENT TARGET FOR 2012-2016 REVENUE GROWTH 6 to 8%/year	TARGET FOR 2012-2016 REVENUE GROWTH c.10%/year



EXECUTIVE COMMITTEE



- -- -- -- -- -- -- -- --

2013 OUTLOOK

IN A CHALLENGING ENVIRONMENT

GROWING OPERATIONAL RESULTS⁽¹⁾

- → 2013 Revenue ≥ 2012 Revenue
- → 2013 EBITDA ≥ €2,550m
- → 2013 Free cash Flow ≥ €1bn

MAINTAIN A SOLID BALANCE SHEET

- \rightarrow Net financial debt / EBITDA around 3x
- → Net investments of €1.3bn

CONTINUE ATTRACTIVE DIVIDEND POLICY

→ Dividend related to 2013 results $\geq €0.65$ per share⁽²⁾



STRICT INVESTMENT PROCESS & CRITERIA

OPERATIONS COMMITTEE

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

STRICT FINANCIAL INVESTMENT CRITERIA

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

INVESTMENT THRESHOLDS

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



WATER EUROPE MAIN H1 2013 CONTRACTS

FRANCE

New & renewed contracts

- → Rhône Ventoux (€152m, 12y water, 8y wastewater)
- → Douai (€70m, 11y)
- → Orange (€17m, 12y)
- → Hautil (€10m, 10y)
- → Pézenas (€9m, 12y)
- → Coulommiers (€8m, 10y)
- → Montagny les Beaune (€5m, 7y)

Scope effect

 \rightarrow Disposal of Altiservice in 2012

SPAIN

New & Renewed contracts

- → Barcelona area (€3.5 bn, 35y)
- → Girona (€102m, 8y)
- → Altea (€18m, 15y)
- → Culebro Media (€11m, 4y)
- → Dalmiel (€11m, 12y)
- → Santa Coloma de Farnes (€10m, 10y)

CZECH REPUBLIC

New contracts

→ Benesov (€28m, 10y)





WATER EUROPE

GLOBAL AVERAGE PRICE

1st January 2011, at constant forex, €/m³





WASTE EUROPE MAIN H1 2013 CONTRACTS

FRANCE

New contracts

- → PSA-Citroën (€45m, 3y)
- → Tours (€20m, 4y)
- → Châtellerault (€5m, 4y)
- → Reims (€5m, 2.7y)

Renewals

- → Dreux (€12m, 6y)
- → MPM (€12m, 4y)
- → SIEUCETOM (€9m, 4y)
- → Niort (€5m, 4y)

Scope effects

 Consolidation of Barisien, Haubourdin in 2013

UK

New contracts

- → Merseyside (€1.4bn, 30y)
- → Cornwall (contract variation, €1.4bn, 30y)
- → West London (€1bn, 25y)
- → Durham (€130m, 8y)

BENELUX/GERMANY

- → MVV Rhein-Neckar-Kreis (Germany, €22m, 6y)
- → Ajinomoto (Belgium, €6m, 3y)

CENTRAL EUROPE

New contracts

→ Poznan (Poland, €850m, 25y)



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WASTE EUROPE

MUNICIPAL WASTE TREATMENT MIX IN EUROPE

ANNUAL WASTE VOLUMES PER CAPITA & SPLIT OF TREATMENT MODE





WASTE EUROPE

COMMODITY PRICES EVOLUTION



BRENT

\$/Baril

- H1

- H2



environment

ALUMINIUM PRICE (raw material)

\$/ton



Source: LME

PAPER 1.02 PRICE (recycled material)

€/ton



Source: REVIPAP

INTERNATIONAL

MAIN H1 2013 CONTRACTS

NEW & RENEWED CONTRACTS

Degrémont

- → Prague (Czech republic, €257m)
- → Luanda (Angola, €28m, 2.5y)
- → Musoma (Tanzania, €19m, 1.5y)
- → Bangalore (India, €12m, бу)
- → Ouagadougou (Burkina Faso, €6m, 1.5y)
- → Addis Ababa (Ethiopia, €4m, 1.5y)
- → Petrobras (Brazil)
- Degrémont Industry acquired Industrial Water Management

ASIA

- → CSR Macau: (€200m , 10y)
- → Shuangliu (China, €156m, 25y)
- → Hong Kong (€110m, 10y)
- → New Delhi (India, €29m, 13y)

Mediterranean, Middle East

- → Meknes (Morocco, €90m, 20y)
- → Saïda (Lebanon, €4m, 2.5y)

United Water

- → Bayonne (United States, €195m, 40y)
- → Disposals: Connecticut & Arkansas

RECENT RATE CASES IN THE US

Utility	Date for new rates	% growth
South County Sewer	July 2012	c. 17%
New York	August 2012	c. 5%
New Rochelle	November 2012	c. 1%
ldaho	February 2013	c. 2%
Owego/Nichols	February 2013	c.3%
Toms River	May 2013	c.12%



2013 HALF YEAR RESULTS July 31st 2013 **- 54 -**

INTERNATIONAL MELBOURNE DESALINATION PLANT IMPACTS

	H1 2012	H2 2012	FY 2012	H1 2013	H2 2013e ⁽¹⁾	FY 2013e ⁽¹⁾	∆ 13/12
REVENUE	78	114	192	4	7	11	(181)
EBITDA	(79)	(35)	(114)	З	(29)	(26)	88
EBIT	(83)	20	(63)	4	28	32	95



(1) Estimate following an agreement signed in July between Construction JV and Aquasure shareholders, still subject to various approvals

2013 HALF YEAR RESULTS July 31st 2013 **- 55 -**

APPENDICES FOREX EFFECT





IMPACT OF CURRENCIES EVOLUTION

1 EUR =	USD	GBP	AUD	CLP
H1 2013 average rate	1.32	0.85	1.30	628
H1 2012 average rate	1.30	0.82	1.26	639
Closing rate at 30/06/2013	1.31	0.86	1.42	660
Closing rate at 31/12/2012	1.32	0.82	1.27	631

	H1 2013	Forex	Of w	hich an imp	act in €m f	rom:
€m		impact	USD	GBP	AUD	CLP
Revenue	7,177	(36)	(5)	(17)	(16)	+7
EBITDA	1,209	+2	(1)	(1)	+1	+4
Net Financial Debt	7,833	(96)	+10	(21)	(10)	(73)



2013 HALF YEAR RESULTS July 31st 2013 **- 57 -**

APPENDICES FINANCIAL INDICATORS





REVENUE BY DIVISION

In €m	H1 2012	H1 2013	% total	13/12 Δ	Organic Δ
WATER EUROPE	2,095	2,139	30%	+2.1%	+3.1%
Lyonnaise des Eaux ⁽¹⁾	1,124	1,121	16%	-0.2%	+2.1%
AGBAR	971	1,018	14%	+5.0%	+4.2%
WASTE EUROPE	3,377	3,255	45%	-3.6%	-4.5%
France	1,845	1,765	25%	-4.3%	-6.5%
UK/Scandinavia	644	647	9%	+0.5%	+2.1%
Benelux/Germany	783	732	10%	-6.5%	-6.3%
Central Europe	105	110	1%	+4.8%	+4.4%
INTERNATIONAL	1,842	1,780	25%	-3.4%	-1.5%
Degrémont	637	550	8%	-13.7%	-11.9%
North America	291	284	4%	-2.4%	+0.5%
Asia-Pacific	618	647	9%	+4.7%	+6.7%
Africa, Middle East & India	296	299	4%	+1.1%	+1.6%
OTHER	10	3	-	-	-
TOTAL	7,323	7,177	100%	-2.0%	-1.7%



REVENUE BY GEOGRAPHIES

In €m	H1 2012	H1 2013	% in 2013	13/12 Δ
FRANCE	2,676	2,600	36%	-2.9%
Spain	696	730	10%	+4.9%
United Kingdom	448	469	7%	+4.6%
Other Europe	1,320	1,235	17%	-6.4%
EUROPE (excluding France)	2,464	2,434	34%	-1.2%
North America	436	409	6%	-6.2%
Australia	519	478	7%	-7.9%
Other International	1,228	1,256	17%	+2.3%
INTERNATIONAL (excluding Europe)	2,183	2,143	30%	-1.8%
TOTAL	7,323	7,177	100%	-2.0%



REVENUE SCOPE EFFECT BY DIVISION

In €m	Acquisition/ first time consolidation	Disposal	Total Scope
WATER EUROPE	3	(28)	(25)
WASTE EUROPE	43	(4)	39
INTERNATIONAL	9	(12)	(3)
TOTAL	55	(45)	10



REVENUE GROWTH BY DIVISION

In €m	H1 2012	H1 2013	13/12 Δ	Organic Δ	Scope Δ	Forex Δ
WATER EUROPE	2,095	2,139	+2.1%	+3.1%	-1.2%	+0.3%
WASTE EUROPE	3,377	3,255	-3.6%	-4.5%	+1.2%	-0.3%
INTERNATIONAL	1,842	1,780	-3.4%	-1.5%	-0.2%	-1.7%
OTHER	10	3	-	-	-	-
TOTAL	7,323	7,177	-2.0%	-1.7%	+0.1%	-0.5%



In €m	H1 2012	H1 2013	13/12 Δ	Organic Δ	Scope Δ	Forex Δ
WATER EUROPE	579	562	-2.9%	-1.9%	-1.8%	+0.7%
WASTE EUROPE	397	382	-3.6%	-4.6%	+1.0%	0.0%
INTERNATIONAL	182	283	+55.5%	+57.1%	-0.6%	-0.9%
OTHER	(24)	(18)	-	-	-	-
TOTAL	1,133	1,209	+6.7%	+7.2%	-0.6%	+0.2%



CURRENT OPERATING INCOME BY DIVISION

In €m	H1 2012	H1 2013	13/12 Δ	Organic Δ	Scope Δ	Forex Δ
WATER EUROPE	271	236	-13.0%	-11.1%	-3.0%	+1.1%
WASTE EUROPE	147	131	-10.8%	-12.2%	+1.1%	+0.2%
INTERNATIONAL	74	175	+137.5%	+138.1%	-0.4%	-0.1%
OTHER	(31)	(20)	-	-	-	-
TOTAL	460	521	+13.3%	+14.0%	-1.5%	+0.7%



H1 2013: FROM EBITDA TO COI BY DIVISION

In €m	Water Europe	Waste Europe	Inter- national	Other	TOTAL H1 2013
EBITDA	562	382	283	(18)	1,209
Amortization	(215)	(236)	(98)	(2)	(551)
Net provisions & depreciation	46	4	2	13	66
Net concession renewal expenses	(157)	(20)	(13)	0	(190)
Employees compensation plans in shares ⁽¹⁾	0	0	0	(13)	(13)
CURRENT OPERATING INCOME	236	131	175	(20)	521

In €m	Water Europe	Waste Europe	Inter- national	Other	TOTAL H1 2012
EBITDA	579	397	182	(24)	1,133
Amortization	(193)	(239)	(95)	(2)	(529)
Net provisions & depreciation	(11)	7	1	8	5
Net concession renewal expenses	(104)	(18)	(15)	0	(137)
Employees compensation plans in shares ⁽¹⁾	0	0	0	(12)	(12)
CURRENT OPERATING INCOME	271	147	74	(31)	460



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

MINORITY INTEREST

In €m	H1 2012	H1 2013
WATER EUROPE	89	84
Of which AGBAR	88	83
WASTE EUROPE	9	12
INTERNATIONAL	19	30
TOTAL	117	126



FROM EBITDA TO OPERATING CASH FLOW

In €m	H1 2012	H1 2013	13/12 Δ
EBITDA	1,133	1,209	+6.7%
Net disbursements under concession contracts	(137)	(190)	+38.6%
Depreciation of current assets	(10)	(4)	-60.0%
Restructuring	(14)	(26)	+85.7%
Dividends from associates	26	20	-25.6%
Provision for employee benefit & others	(13)	(11)	-15.4%
OPERATING CASH FLOW	985	998	+1.3%



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INVESTMENTS BY NATURE AND DIVISION

H1 2013 (in €m)	Maintenance investments	Development investments	Disposal	Total Net investments
Water Europe	(101)	(103)	(1)	(205)
Waste Europe	(108)	(108)	23	(193)
International	(64)	(57)	21	(97)
Other	(3)	(6)	6	(7)
TOTAL H1 2013	(276)	(274)	49	(503)

H1 2012 (in €m)	Maintenance investments	Development investments	Disposal	Total Net investments
Water Europe	(65)	(172)	4	(233)
Waste Europe	(145)	(113)	113	(145)
International	(68)	(113)	30	(151)
Other	(2)	(12)	(3)	(17)
TOTAL H1 2012	(280)	(410)	144	(545)



In €m	H1 2012	H1 2013
OPERATING CASH FLOW	985	998
Maintenance capex	(280)	(276)
Change in Working Capital	14 ⁽¹⁾	(228)
Cash Tax Expenses	(42)	(111)
Financial Interests Paid	(236)	(211)
Financial Interests Received	38	23
Dividends Received on Fixed Financial Assets	19	34
FREE CASH FLOW	498	229



CASH FLOW GENERATION

In €m	Water Europe	Waste Europe	Inter- national	Other	H1 2013
Operating Cash Flow	399	363	260	(24)	998
Net interest paid on investment & financial activities	(27)	(42)	(3)	(80)	(153)
Income tax	(42)	(38)	(59)	28	(111)
Change in Working Capital	(20)	(44)	(137)	(27)	(228)
Maintenance Capex	(101)	(108)	(64)	(3)	(276)
FREE CASH FLOW	209	130	(3)	(106)	229
Development Capex	(103)	(108)	(57)	(6)	(274)
Assets disposals	(1)	23	21	6	49
Dividends to minorities	(105)	(8)	(12)	(1)	(126)
TOTAL	(209)	(93)	(48)	(1)	(351)
Dividends to shareholders					(340)
Δ in definition, perimeter and FX / MtM on net financial debt					65
CHANGE IN NET FINANCIAL DEBT					(397)



In €m	31/12/12	30/06/13	In €m	31/12/12	30/06/13
Net goodwill	3,257	3,219	Water Europe	6,947	6,767
Tangible and intangible assets, net	12,943	12,485		0,911	
			Waste Europe	4,417	4,384
Net financial assets	388	378		.,	
Investment in associates	491	466	International	3,144	3,225
Provisions	(1,995)	(1,860)		(72)	33
Others	648	(280)	Others		
CAPITAL EMPLOYED	14,436	14,408	CAPITAL EMPLOYED	14,436	14,408



2013 HALF YEAR RESULTS July 31st 2013 **- 71 -**

APPENDICES TAX & DEBT





In €m	H1 2012	H1 2013
Income before tax & share in net income from Associates	193	329
Income Tax o/w Current income tax o/w Deferred income tax	(48) (90) 42	(86) (87) 1
EFFECTIVE TAX RATE	25%	26%



SUEZ ENVIRONNEMENT BONDS

Pricing date	Code ISIN	Maturity date	Duration	Amount	lssue Spread	Coupon Rate
31-March-09	FR0010745984	08-Apr-14	5 years	€771m	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%



2013 HALF YEAR RESULTS July 31st 2013 **- 74 -**

FINANCIAL DEBT AND LIQUIDITY POSITION





(1) Excluding €608m of treasury bills
(2) Cash, cash equivalents and financial assets at fair value through income

FINANCIAL DEBT



BY RATE TYPE



GROSS DEBT BY TYPE



AVERAGE MATURITY

in years



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ASSETS & LIABILITIES OVERVIEW



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

CONTACTS

FINANCIAL COMMUNICATION

Sophie Lombard E-mail: sophie.lombard@suez-env.com

Juliette Launay E-mail: juliette.launay@suez-env.com

Sandrine Zurru E-mail: sandrine.zurru@suez-env.com

Camila Aparicio E-mail: camila.aparicio@suez-env.com

Guilaine Curval E-mail: guilaine.curval@suez-env.com

E-mail: com-fi@suez-env.com Tel: + 33 (0)1 58 81 24 05

SUEZ ENVIRONNEMENT

Tour CB21 – 16, place de l'Iris 92040 Paris La Défense Cedex www.suez-environnement.com

S'ENGAGER POUR LA PLANÈTE EST UNE BELLE ENTREPRISE

