2015 FULL-YEAR RESULTS

FEBRUARY 24th, 2016

ready for the resource revolution



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Jean Louis CHAUSSADE, CEO

- O 2015 HIGHLIGHTS: OUTSTANDING PERFORMANCE THANKS TO FULL COMMITMENT ON EXECUTION
- O SPEEDING UP STRATEGY DEPLOYMENT TO NAVIGATE CURRENT ENVIRONMENT
- **O IMMEDIATE PRIORITIES TO OFFSET SHORT TERM UNCERTAINTIES**
- **O 2016 OUTLOOK**

Christophe CROS, CFO

O 2015 TARGETS ACHIEVED IN A CONTRASTED CONTEXT

O MAINTAINED FINANCIAL FLEXIBILITY





FY 2015 HIGHLIGHTS: OUTSTANDING PERFORMANCE THANKS TO FULL COMMITMENT ON EXECUTION

Jean-Louis CHAUSSADE Chief Executive Officer





Outstanding performance thanks to full commitment on execution

Main achievements	 Accelerating Group integration through one single brand Strategic move in China to enlarge footprint Opportunistic minority buy-out in Australia
Revenue: +5.7%	 O Full year revenue growth lifted by stronger H2 performance O Organic growth of +2.7%
EBIT: +10.1%	 O EBITDA: +4.1%, organic growth: +0.3% O EBIT up +4.5% organic, margin improved by 40bps⁽¹⁾
Net Income GS: €408m	 O Strong operational performance O CWG reevaluation through Derun set-up: +€131m O Implementation of further self-help measures
FCF: +€1,047m	 O Solid cash generation in H2 O Efficient working capital management
ND / EBITDA: 2,9x	 O Net debt: €8,083m O Negative FX effect (+€326m)



MANY COMMERCIAL SUCCESSES Securing long-term growth

EUROPE

Czech Republic (Brno), wastewater treatment: €147m, 10y
Italy (Cuma), DB + O&M: €71m
Czech Republic (Prague), wastewater treatment: €57m, 3y
Germany (Heilbronn): €43m, 8y
Croatia (Porec), wastewater: €38m
Spain (Trujilo): €16m, 15y
Solvay

OGennevilliers: €639m, 12y and €234m, 15y

Martinique, water and wastewater: €346m, 12y
AZUR (Argenteuil), EfW: €227m, 7y
Caen, EfW: €120m, 15y
Alençon, water and wastewater: €68m, 12y
Dole, water and wastewater: €67m, 12y
Guingamp, water and wastewater: €30m, 8y
Carhaix, EfW: €25m, 10y
Lamballe, EfW: €25m, 8y
OCovaldem 11, Collection and treatment: €459m, 19y

INDUSTRIAL CLIENTS

- **OSANOFI** Water and waste integrated services global agreement
- **OSAFRAN** Water and waste management agreement in France

NORTH AMERICA

- ORate cases: Toms River: +c.9%
- Pennsylvania: +c.19%
- Idaho: +c.8%

CENTRAL AND SOUTH AMERICA

 Brazil (Companhia sidergugica Nacional), industrial client: €20m
 Santo Domingo (Punta Catalina), water treatment plant: \$8,3m
 Peru (Tanacocha), wastewater treatment: \$7,2m



AFRICA

OBurkina Faso (Ziga II), D&B water treatment: €16m, 3y
OKenya (Kigoro), DBO water treatment: €15m, 2y
OMali (Kabala), water treatment: €17m
Olvory Coast, Nigeria, Benin: €8m

MIDDLE EAST & INDIA

Oman (Al Amerat), waste treatment: €32m, 5y

- OOman (Barka), preferred bidder: €550m, 20y
- Egypt (Gabal el Asfar), wastewater treatment: €84m, 4y
- Abu Dhabi (Masdar), inauguration of an energyefficient desalination pilot plant
- OIndia (Bangalore and Rajasthan), water and wastewater treatment: €67m

ASIA

OChangshu industrial park,

- wastewater treatment: €354m, 30y
- Beijing Drainage Group, wastewater treatment: €140m
- O Shatin (Hong Kong), waste management: €54m, 10y
- OJapan (MODEC, industrial client): €23m

AUSTRALIA

- ONorthern Adelaide Collection: €42m, 8y
- Itochu (Kooragang Industrial Water Scheme): industrial client



A VOLATILE GLOBAL ENVIRONMENT...

Significant evolutions vs one year ago assumptions



But increased environmental awareness strengthens the long-term growth drivers of our business



... AND A FRENCH CONTEXT STILL LAGGING BEHIND

No significant improvement expected in the short-term





- Current context weighing on customers' capex decisions
- Clients increased focus on cost efficiency
- Low inflation impacting municipal contracts
- Intensifying competition



SPEEDING UP STRATEGY DEPLOYMENT TO NAVIGATE CURRENT ENVIRONMENT

Jean-Louis CHAUSSADE Chief Executive Officer





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SPEEDING UP INTERNATIONAL FOOTPRINT Already reaping benefits thanks to selective & accurate positioning



Confirm objective to grow international revenue by 6% to 8% in the mid-term

24%



SPEEDING UP INTEGRATED OFFERS TO INDUSTRIALS

A long-term strategy delivering results

Positive drivers of I&C market

- O Growing industry management consciousness at COP 21
- Industry challenges are growth opportunities for Suez

Ambitious revenue growth...

- O €1.7bn generated with high-growth potential large industrials
- O Aiming at generating an additional €1.2bn by 2020

...with industrial-oriented offer

- Roll-out specific environmental solutions for selected segments: Construction & materials, Retail, Food & Beverage, Pulp & Paper, Chemicals & Pharma, Power
- Enhance innovation: new business models, smart waste & digitalization

Flagship contracts signed in 2015

• With Tiers-1 players: SANOFI, Safran, Solvay, Total

Be the benchmark environmental player





SPEEDING UP MOMENTUM IN WASTE RECOVERY

Comfort our leadership in evolving markets

Benefiting from strong positioning on tomorrow's markets

- New plants being commissioned
 - 4 PFI plants in the UK (Cornwall, West London, Merseyside, Surrey) and 1 in Poland (Poznan) in 2016 for +c.1.2m additional tonnage per annum
 - Plastic recycling unit in the Netherlands (QCP, +100kt per annum)
- Differentiating commercial offering
 - Develop B to C business (digitalization, ...)
 - Moving from volumes to value and performance to help our customers to reach their environmental targets
 - O Extension of voluntary waste drop-off places (Réco)

Set up of cross-borders organizations to accelerate growth for specific global flows: hazardous waste, alternative fuels, secondary raw materials

- Leverage on scale effect
- Manage waste flows to optimize assets use & market impacts
- Accelerate commercial coordination with local business units
- Better sell our feedstocks on secondary markets



ANNUAL KEY FIGURES

- €550m revenue in HW
- €500m revenue for European Trading Platform
- ~2mt of SRF/RDF produced

Secure future performance and development taking advantage of markets evolution



SPEEDING UP INNOVATIVE OFFERS IN WATER SERVICES R&I, key in the context of volume decrease & pressure on tariff

Creation of Suez transversal business line dedicated to Advanced Solutions

- O 352m€ of revenue, +23% vs. 2014
- Smart solutions: Suez technology in smart metering (169Mhz) a reference in Europe with 2.6 million meters sold
- Revenue management solutions: 12-year agreement with AXA for insurance products
- O Innovative technologies for network efficiency: ice-pigging in Australia

Introduction of new technical & commercial solutions

- O 5 Visio Centers in France, real-time full monitoring of water & wastewater services: target 14 in France end of 2016
- Decarbonation (Gennevilliers)
- O Biogas from sludge (Biovalsan)
- New business model involving elected representatives on water & wastewater topics: SEMOP (Dole)





Leverage on Suez water expertise to develop new activities, new markets and secure margin



IMMEDIATE PRIORITIES TO OFFSET SHORT TERM UNCERTAINTIES

Jean-Louis CHAUSSADE Chief Executive Officer





ACHIEVE EXCELLENCE IN INDUSTRIAL EFFICIENCY

- o Energy efficiency in water activities
- o Systematic standardization of best practices
- o Large customer's meters upgrading
- o EfW plant energy process improvement
- o Mechanical sorting industrialization

STRENGTHEN SPECIFIC ACTIONS IN FRANCE

- Increase coordination between the 3 businesses (water, R&R, treatment solutions)
- Improve commercial & support functions synergies
- o Continue productivity efficiencies

OPTIMIZE INVESTMENTS ALLOCATION

- o Privileging commercial investments
- Maintenance CAPEX optimization (TCO⁽¹⁾ analysis)
- Fostering capital-light model for development
- o Portfolio optimization

INCREASE COST CUTTING EFFORTS

- o 160m€ savings in 2015
- Minimum 300m€ cost savings over 2016-2017
- o Procurement: c. 40% of savings in 2016

Mobilization across all business units to drive profitable growth



2016 OUTLOOK

Jean-Louis CHAUSSADE Chief Executive Officer





OUTLOOK

PROFITABLE GROWTH IN 2016 IN AN UNCERTAIN ENVIRONMENT

- Revenue: $\geq 2\%$ organic growth⁽¹⁾
- EBIT: higher organic growth⁽¹⁾ than revenue
- O FCF: c.€1bn
- Net debt/EBITDA: c.3x
- O Dividend: ≥ €0.65⁽²⁾

REITERATED 2017⁽³⁾ AMBITION

O To reach €3bn EBITDA

(1) Excluding exceptional summer water volumes in Water Europe for €20m. Based on stable industrial production growth in Europe in 2016 and with budget assumption of stable commodity prices



- 17 I 2015 Full-Year Results February 24th, 2016
- (2) Subject to 2017 AGM approval
 (3) Based on improved macro-economic recovery in Europe in 2017, at mid-February 2015 exchange rate and unchanged accounting & tax norms as of Jan. 1st 2015

2015 TARGETS ACHIEVED IN A CONTRASTED CONTEXT

Christophe CROS Chief Financial Officer



STRONG 2015 PERFORMANCE

Targets achieved despite an overall sluggish & volatile context

In €m	FY 2014	FY 2015	Organic growth
REVENUE	14,324	15,135	+2.7%
EBITDA	2,643	2,751	+0.3%
EBIT	1,255	1,381	+4.5%
NET RESULT Group Share	417	408	
FREE CASH FLOW	1,093	1,047	
NET INVESTMENTS	1,349	1,630	
NET DEBT	7,186	8,083	
ND/EBITDA	2.72x	2.94x	

- KEY FIGURES -

Pick up in activity in H2 thanks to International momentum, despite further drop in commodities price

- Organic revenue growth in H2: +3.4% compared to 1.9% in H1
- Strong growth in International and Water Europe

Improved operational performance

- EBIT margin up to 9.2% (+40 bps⁽¹⁾)
- Further efficiency enhancement

Solid Net Result group share

- Strong operational performance
- Further value extraction: China and Australia
- Structure cautiously adapted to the ongoing lackluster economic context



FY 2015 REVENUE **Robust activity in Water Europe and International**



(1) Recycling & Recovery



FY 2015 EBITDA Organic performance in-line with expectations





FY 2015 EBIT Virtuous circle of profitable growth





ONGOING STRONG DISCIPLINE ON COST SAVINGS

€160m opex savings achieved in FY and target raised for 2016-2017



Speeding up productivity improvements to drive cost optimization



WATER EUROPE

Strong performance boosted by favorable weather conditions



Overall volumes better than longterm trend

Mm ³ sold	FY 2015	Δ 15/14 ⁽¹⁾
France	686	+1.1%
Spain	749	-0.1%
Chile	564	+0,9%

Tariff increases

- France: +0.4%⁽²⁾ on DSP⁽⁴⁾
- Spain: +2.6% average
- O Chile: +6.8% average

New services: +23% in revenues

Works activity: increase in Spain

Commercial activity affected by tougher pricing environment

Strong improvement in EBIT (+7.2% organically) in the 3 countries notably driven by better volumes

- (1) At iso contracts
- (2) Escalation formula
 - Net balance between contracts gained / renewed / lost & amended
- (4) Delegation of public services
- (5) Adjusted figure following intra-group reclassification



RECYCLING & RECOVERY EUROPE

Margin improvement despite adverse macroeconomic context



Strong increase in recovered volumes

Mt	FY 2015	∆ 15/14
Elimination	8.6	-5.6%
Recovery	16.2	3.6%
Energy from Waste	8.1	3.5%
Sorting & Recycling	8.0	3.7%
Processed volumes	24.8	+0.2%

Significant impact from commodities prices on revenue; low impact on EBIT

- Negative trend in scrap metal (-21%) and plastic (-11%)
- O Lower electricity prices: -8m€ on EBIT

Stabilized volumes & positive price trend overall, except in France affected by gloomy economic context.

Recovery vs. elimination ratio at 1.9 vs. 1.7 in 2014

Improved profitability and FCF generation thanks cost-cutting efforts



INTERNATIONAL Outstanding organic growth in all regions



Volumes evolution

	FY 2015	∆ 15/14
DB backlog - €bn	1.3	+12.9%
China – Mm ³ sold	200	+1.0% ⁽²⁾
North America - Mm ³ sold	290	+2.6%
Morocco - Mm ³ sold	150	+0.9%
China/Australia – Waste treated mt	8.8	+5.0%

Strong activity in North America, thanks to new contracts with both municipal and industrial clients and favorable summer volumes in water distribution

Dynamic growth in Africa-Middle East-India and Asia, with notably solid waste volumes growth in Asia (+5.3%) and new contracts awarded in Middle-East

Strengthened positioning in Australia and Europe/LatAm

(1) Africa, Middle East & India(2) At iso contracts

- (3) Excluding capital gains
 - (4) Adjusted figure following intra-group reclassification



In €m	FY 2014	FY 2015	∆ 15/14
EBITDA	2,644	2,751	+4.1%
Amortization	(1,067)	(1,108)	
Net provisions	(30)	16	
Other (concession charges, ESOP ⁽¹⁾)	(291)	(279)	
EBIT	1,255	1,381	+10.1%
Rebranding costs	-	(28)	
Restructuring costs	(58)	(71)	
Provisions on assets & others (2)	(22)	(74)	
INCOME FROM OPERATING ACTIVITIES	1,174	1,208	+2.9%

(1) Performance shares & Stock Options

(1) renormalize shares a clock options
 (2) Includes -€87m of provision on assets & +€11m of capital gains in 2015 (vs. respectively -€105m & +€83m in 2014, including +€65m of revaluation gain to the fair value of ACEA shares)



In €m	FY 2014	FY 2015	∆ 15/14	
INCOME FROM OPERATING ACTIVITIES	1,174	1,208	+34	Cost of net debt ⁽¹⁾ :
Cost of net debt	(375)	(363)		4.19% vs. 4.45%
Other financial result	(31)	(58)		in 2014
Associates non core	6	-		Effective tax rate:
Income tax	(173)	(173)		33.3% vs. 33.0%
NET RESULT	601	614	+13	in 2014
Minority interest	(183)	(206)		-
NET RESULT GROUP SHARE	417	408	(9)	-





SELECTIVE CAPEX

Focus on specific large projects and regulated business



Maintenance CAPEX:

4.3% of revenue, in line with long term trend

Development CAPEX:

- Specific large projects: Marseille waste water contract: €20m, new billing system water France: €24m, UK waste recovery (Suffolk EfW & SRF/RDF production): €30m, recycling in the Netherlands: €10m
- O US & Chilean regulated activities: +€85m vs. 2014

Financial investments:

- O Minority buyout in Australia (€312m)
- Strategic tuck-in investments in **new technologies**: Poseidon (€20m), BV Chemicals (€17m)





SOLID FCF, ABOVE FY OBJECTIVE

Efficient working capital management



Maintaining strong focus on cash generation





NET DEBT Significant impact from forex



(1) Out of which €350m paid to shareholders, €184m to minority interests, €9m of tax and €27m of hybrid coupon
(2) Out of which -37m of net new hybrid (including premium)
(3) Net of €0.8bn credit lines given in guaranty for treasury bills



ROCE



Opening capital employed adjusted for scope effects prorata temporis and main FX
 After allocation of tax credit from French tax group consolidation



CONCLUSION

Jean-Louis Chaussade Chief Executive Officer





APPENDICES



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APPENDICES SIMPLIFIED FINANCIAL STATEMENTS


ASSETS (€m)	31/12/2014	31/12/2015
NON CURRENT ASSETS	18,992	19,593
o/w net intangible assets	4,276	4,214
o/w goodwill	3,262	3,480
o/w net tangible assets	8,009	8,275
CURRENT ASSETS	7,863	8,039
o/w clients and other debtors	3,790	3,967
o/w cash and cash equivalents	2,249	2,079
TOTAL ASSETS	26,855	27,632

LIABILITIES (€m)	31/12/2014 ⁽¹⁾	31/12/2015
Equity, group share	5,486	5,420
Minority Interests	1,519	1,386
TOTAL EQUITY	7,005	6,805
Provisions	1,995	1,952
Financial Debt	9,648	10,355
Other Liabilities	8,207	8,520
TOTAL LIABILITIES	26,855	27,632



In €m	FY 2014	FY 2015
REVENUE	14,324	15,135
Depreciation, Amortization & Provisions	(1,098)	(1,092)
INCOME FROM OPERATING ACTIVITIES	1,174	1,208
Financial Result	(406)	(421)
Associates non-core	6	-
Income tax	(173)	(173)
NET RESULT	601	613
Minority interest	(183)	(206)
NET RESULT GROUP SHARE	417	408



SIMPLIFIED CASH FLOW STATEMENT

In€m	FY 2014	FY 2015
Operating cash flow	2,260	2,159
Income tax paid (excl. income tax paid on disposals)	(163)	(154)
Change in operating working capital	(124)	(14)
CASH FLOW FROM OPERATING ACTIVITIES	1,973	1,992
Net tangible and intangible investments	(1,076)	(1,277)
Financial investments	(194)	(142)
Disposals	174	122
Other investment flows	236	(54)
CASH FLOW FROM INVESTMENT ACTIVITIES	(860)	(1,350)
Dividends paid	(581)	(571)
Balance of reimbursement of debt / new debt	(435)	467
Interests paid / received on financial activities	(329)	(324)
Capital increase	145	-
Net new hybrid	181	37
Change in share of interests in controlled entities ⁽¹⁾	(221)	(328)
Other cash flows	(37)	(92)
CASH FLOW FROM FINANCIAL ACTIVITIES	(1,278)	(811)
Impact of currency, accounting practices and other	22	0
CASH AND CASH EQUIVALENT AT THE BEGINNING OF THE PERIOD	2,391	2,249
Total cash flow for the period	(143)	(170)
CASH AND CASH EQUIVALENT AT THE END OF THE PERIOD	2,249	2,079

(1) 2014 amount includes -€300m of acquisition for 24.14% of Agbar paid in cash, +€83m of disposal and -€4m of other acquisition. 2015 number includes €312m of acquisition of the remaining 40% of Sembsita Pacific



APPENDICES P&L



REVENUE BY DIVISION

In €m	FY 2014	FY 2015	% total	15/14 ∆	Organic Δ
WATER EUROPE	4,477	4,677	30.9%	+4.5%	+3.2%
Water France, Italy and Central Europe	2,242	2,260	14.9%	+0.8%	+1.1%
Water Spain and Chile	2,235	2,417	16.0%	+8.2%	+5.2%
RECYCLING & RECOVERY EUROPE	6,324	6,357	42.0%	+0.5%	-1.1%
France	3,463	3,341	22.1%	-3.5%	-4.0%
UK/Scandinavia	1,239	1,375	9.1%	+10.9%	+3.3%
Benelux/Germany	1,424	1,447	9.6%	+1.6%	+2.2%
Central Europe	198	194	1.3%	-1.6%	-1.4%
INTERNATIONAL	3,418	3,998	26.4%	+17.0%	+9.3%
Europe-Latam	592	662	4.4%	+11.9%	+9.2%
North America	734	959	6.3%	+30.6%	+12.2%
Asia	290	392	2.6%	+35.2%	+21.5%
Australia	931	976	6.5%	+4.8%	+1.6%
Africa, Middle East & India	868	1,009	6.7%	+16.2%	+11.4%
OTHER ⁽¹⁾	106	103	0.7%	-2.8%	-3.8%
TOTAL	14,324	15,135	100.0%	+5.7%	+2.7%



REVENUE BY GEOGRAPHIES

In €m	FY 2014	FY 2015	% in FY 2015	∆ 15/14
FRANCE	5,187	5,119	33.8%	-1.3%
Spain	1,711	1,769	11.7%	+3.4%
UK	947	1,133	7.5%	+19.6%
Others Europe	2,485	2,449	16.2%	-1.4%
EUROPE (excluding France)	5,143	5,351	35.4%	+4.0%
North America	855	1,138	7.5%	+33.1%
South America	786	892	5.9%	+13.5%
Oceania	993	1,004	6.6%	+1.1%
Asia	379	497	3.3%	+31.1%
Others International	982	1,133	7.5%	+15.4%
INTERNATIONAL (excluding Europe)	3,994	4,665	30.8%	+16.8%
TOTAL	14,324	15,135	100.0%	+5.7%



In €m	Acquisition/ first time consolidation	Disposal	Total Scope
WATER EUROPE	15	(7)	8
R&R EUROPE	20	(13)	7
INTERNATIONAL	62	(9)	53
OTHER	1	-	1
TOTAL	98	(29)	69



In€m	FY 2014	FY 2015	15/14 ∆	∆ Organic	Δ Scope	Δ Forex
WATER EUROPE	4,477	4,677	+4.5%	+3.2%	+0.2%	+1.1%
R&R EUROPE	6,324	6,357	+0.5%	-1.1%	+0.1%	+1.5%
INTERNATIONAL	3,418	3,998	+17.0%	+9.3%	+1.6%	+6.1%
OTHER	106	103	-2.8%	-3.8%	+1.0%	-
TOTAL	14,324	15,135	+5.7%	+2.7%	+0.5%	+2.5%



In €m	FY 2014 ⁽¹⁾	FY 2015	15/14 ∆	Δ Organic	Δ Scope	Δ Forex
WATER EUROPE	1,253	1,321	+5.4%	+3.9%	+0.0%	+1.6%
R&R EUROPE	758	766	+1.2%	-1.0%	+1.1%	+1.1%
INTERNATIONAL	752 ⁽²⁾	797 ⁽²⁾	+6.1%	-2.5%	+1.3%	+7.3%
OTHER	(119)	(134)	+12.9%	+12.7%	+0.2%	-
TOTAL	2,644	2,751	+4.1%	+0.3%	+0.7%	+3.1%

- (1) Adjusted figures following intra-group reclassification
 (2) Including a €129m capital gain linked to CEM disposal in 2014, and €131m of Chongqing Water Group available-forsale securities revaluation in 2015



In €m	FY 2014 ⁽¹⁾	FY 2015	15/14 ∆	Δ Organic	Δ Scope	Δ Forex
WATER EUROPE	582	638	+9.5%	+7.2%	-0.2%	+2.5%
R&R EUROPE	279	306	+9.5%	+5.7%	+2.5%	+1.3%
INTERNATIONAL	543 ⁽²⁾	591 ⁽²⁾	+8.9%	+0.3%	+1.6%	+7.0%
OTHER	(150)	(154)	-2.6%	-2.4%	-0.2%	-
TOTAL	1,255	1,381	+10.1%	+4.5%	+1.1%	+4.5%

- (1) Adjusted figures following intra-group reclassification
 (2) Including a €129m capital gain linked to CEM disposal in 2014, and €131m of Chongqing Water Group available-forsale securities revaluation in 2015



In €m	FY 2014	FY 2015	15/14 ∆
WATER EUROPE ⁽¹⁾	42	59	+41.8%
R&R EUROPE	5	10	+92.0%
INTERNATIONAL ⁽²⁾	197	197	+0.4%
OTHER	-	-	-
TOTAL	244	266	+9.4%

47 I 2015 Full-Year Results February 24th, 2016 (1) Mainly ACEA

(2) Including a €129m capital gain linked to CEM disposal in 2014, and €131m of Chongqing Water Group available-forsale securities revaluation in 2015



1 EUR =	USD	GBP	AUD	CLP
FY 2015 average rate	1.11	0.73	1.48	726
FY 2014 average rate	1.33	0.81	1.47	756
Closing rate at 31/12/2015	1.09	0.73	1.49	769
Closing rate at 31/12/2014	1.21	0.78	1.48	734

€m	FY 2015	Forex	Of which an impact in €m from:			
		impact	USD	GBP	AUD	CLP
Revenue	15,135	354	+159	+105	-3	+28
EBITDA	2,751	83	+40	+9	-1	+17
EBIT	1,381	56	+26	+4	-0	+13
Net Financial Debt	8,083	326 ⁽¹⁾	+199	+42	+3	+4



FY 2015: FROM EBITDA TO EBIT BY DIVISION

FY 2015 (in €m)	Water Europe	R&R Europe	Inter- national	Other	TOTAL FY 2015
EBITDA	1,321	766	797	(134)	2,751
Amortization	(454)	(444)	(198)	(11)	(1,108)
Net provisions & depreciation	(39)	37	19	(2)	16
Net concession renewal expenses	(191)	(53)	(28)	-	(272)
Employees compensation plans in shares ⁽¹⁾		-	-	(7)	(7)
EBIT	638	306	591	(154)	1,381

FY 2014 (in €m)	Water Europe	R&R Europe	Inter- national	Other	TOTAL FY 2014
EBITDA ⁽²⁾	1,253	758	752	(119)	2,644
Amortization	(433)	(449)	(175)	(10)	(1,067)
Net provisions & depreciation	(29)	13	(6)	(8)	(30)
Net concession renewal expenses	(209)	(42)	(27)	-	(278)
Employees compensation plans in shares ⁽¹⁾	-	-	-	(13)	(13)
EBIT ⁽²⁾	582	279	543	(150)	1,255



In €m	FY 2014	FY 2015
WATER EUROPE	123	148
Of which AGBAR	117	142
R&R EUROPE	17	17
INTERNATIONAL	43	41
OTHER	-	-
TOTAL	183	206



In €m	FY 2014	FY 2015
Income before tax & share in net income from Associates	524	520
Income Tax o/w Current income tax o/w Deferred income tax	(173) (158) (15)	(173) <i>(176)</i> 3
EFFECTIVE TAX RATE	33.0%	33.3%



EARNING PER SHARE

In€m	31/12/2014	31/12/2015
Net Result Group Share	417	408
+ coupon attributable to holders of undated deeply subordinated notes issued in September 2010	(33)	(6)
+ coupon attributable to holders of undated deeply subordinated notes issued in June 2014	-	(15)
 premium on partial reimbursment of undated deeply subordinated notes issued in September 2010 	(16)	(13)
Adjusted Net Result Group Share	369	374
In Millions		
Weighted average number of outstanding shares	518.2	539.0 ⁽¹⁾
Earnings per share (in euros)		
Net income Group share per share	0.71	0.69
Net diluted income Group share per share	0.69	0.68
Total number of shares at year end	540,233,829	542,643,468
of which treasury shares	2,507,240	1,959,749



APPENDICES Cash Flow Statement



FROM EBITDA TO OPERATING CASH FLOW

In €m	FY 2014	FY 2015	15/14 ∆
EBITDA	2,644	2,751	+4.1%
Net disbursements under concession contracts	(278)	(272)	-2.3%
Depreciation of current assets	(35)	(12)	-66.7%
Restructuring	(82)	(53)	-35.6%
Rebranding cost	-	(28)	N/A
Dividends from associates	280	102	-63.6%
Provision for employee benefit & others	(25)	(65)	N/A
Income of core associates	(244)	(266)	+9.4%
OPERATING CASH FLOW	2,260	2,159	-4.5%



CASH FLOW GENERATION

In €m	Water Europe	R&R Europe	Inter- national	Other	FY 2015
Operating Cash Flow	1,036	633	493	(3)	2,159
Net interest paid on investment & financial activities	(89)	(76)	(115)	(19)	(299)
Income tax	(92)	(60)	(61)	59	(154)
Change in Working Capital	57	78	8	(157)	(14)
Maintenance Capex	(231)	(253)	(144)	(17)	(645)
FREE CASH FLOW	680	322	180	(135)	1,047
Development Investments	(301)	(140)	(190)	0	(631)
Financial Investments	(42)	(57)	(368)	(4)	(472)
Assets disposals	52	46	20	5	122
Dividends to minorities	(138)	(16)	(29)	(3)	(185)
TOTAL	252	154	(388)	(137)	(119)
Dividends to shareholders					(387) ⁽¹⁾
Net new hybrid issuance					37
Δ in definition, perimeter and FX / MtM on net financial debt $\ \mbox{\&}$ other					(430)
CHANGE IN NET FINANCIAL DEBT					(898)



INVESTMENTS BY NATURE AND DIVISION

FY 2015 (in €m)	Maintenance capex	Development capex	Financial investments	Disposal	Total Net investments
Water Europe	(231)	(301)	(42)	52	(522)
R&R Europe	(253)	(140)	(57)	46	(405)
International	(144)	(190)	(368)	20	(682)
Other	(17)	0	(4)	5	(16)
TOTAL FY 2015	(645)	(631)	(472)	122	(1,626)

FY 2014 (in €m)	Maintenance capex	Development capex	Financial investments	Disposal	Total Net investments
Water Europe	(216)	(217)	(393)	207	(620)
R&R Europe	(224)	(111)	(43)	47	(331)
International	(143)	(153)	(60)	3	(353)
Other	(11)	(1)	(2)	0	(14)
TOTAL FY 2014	(594)	(482)	(498)	257	(1,318)

STRINGENT 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 ≥ €10m (firm value) Total capex ≥ €20m Total cumulated revenues ≥ €100m (≥ €50m for DB contracts)



PLANNING OF MAJOR DEVELOPMENT CAPEX

Major projects	Estimated Amount	On/off BS	Expected take-over	
Clermont-Ferrand (Fr.)	€210m	OFF	Jan. 2014	\checkmark
South Tyne & Wear (UK)	€225m	OFF	Q2 2014	\checkmark
Suffolk (UK)	€230m	ON	Q4 2014	\checkmark
As Samra (Jordan)	€135m	OFF	Q3 2015	\checkmark
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	
Surrey (UK)	€110m	ON	Q1 2017	



APPENDICES Balance sheet



SUEZ BONDS

Pricing date	Code ISIN	Maturity date	Duration	Amount	lssue Spread	Coupon Rate
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-Mar-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%
19-June-15	FR0012817526	26-Jan-17	19 months	€200m	20	Euribor 3m + 20bps
25-June-15	FR0012829406	01-July-30	15 years	€50m	75	2.250%
03-Sept-2015	FR0012949923	10-Sept-25	10 years	€500m	80	1.750%
Pricing date	Code ISIN	Maturity date	Duration	Amount	Issue Spread	Coupon Rate
16-June-14	FR0011993500	PERPETUAL		€500m	225	3.000%
23-Mar-15	FR0012648590	PERPETUAL		€500m	217	2.500%



FINANCIAL DEBT AND LIQUIDITY POSITION



- (1) Excluding €787m of treasury bills
- (2) Cash net of current cash accounts
- (3) Gross debt net of bank overdraft and commercial paper



FINANCIAL DEBT



Net debt by rate type



Gross debt by type



Net debt by average maturity





ASSETS & LIABILITIES OVERVIEW



Non current financial assets: €2,293m



Provisions⁽²⁾: €2,050m



63 I 2015 Full-Year Results February 24th, 2016

- (1) Including €462m on concessions (IFRIC12)
- (2) Including €98m 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



CAPITAL EMPLOYED

In €m	31/12/2014 ⁽¹⁾	31/12/2015
Net goodwill	3,262	3,480
Tangible and intangible assets, net	12,285	12,489
Net financial assets	164	183
Investment in associates	1,169	1,349
Provisions	(1,626)	(1,659)
Others	(958)	(833)
CAPITAL EMPLOYED	14,296	15,008

In €m	31/12/2014 ⁽¹⁾	31/12/2015
WATER EUROPE	6,671	6,598
R&R EUROPE	4,099	4,042
INTERNATIONAL	3,563	4,229
OTHERS	(37)	139
CAPITAL EMPLOYED	14,296	15,008



NOPAT, CAPITAL EMPLOYED AND ROCE

n€m	FY 2014	FY 2015
BIT	1,255	1,381
Share in net result from associates	6	-
Dividends	25	10
Interest and income from receivables and current assets	15	13
Other financial income and expenses	(56)	(69)
Income tax expense	(143)	(167)
IOPAT	1,102	1,168
Net goodwill Tangible and intangible assets, net Net financial assets Investment in associates	3,095 12,064 298 944	3,262 12,285 164 1,169
	(1,769)	(1,698)
Provisions	(.,	
Provisions Impact of exchange rate fluctuations and material changes in scope	68	560
	68 (607)	(886)

RETURN ON CAPITAL EMPLOYED (ROCE)	7.8%	7.9%
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APPENDICES Activity of divisions



BALANCED REVENUE BREAKDOWN





WATER EUROPE Main FY 2015 contracts (new and renewed)

France

- SEPG (10 cities of Hauts-de-Seine department)
 - Drinking water: €639m, 12y
 - Water supply: €234m, 15y
- -Center and South Martinique :
 - Drinking water: €241m, 12y
 - ■Waste water treatment: €105m, 12y
- City of Calais: €79m, 12y
- -Alençon Urban Community: €68m, 12y
- City of Dole: €67m, 12y
- CA du Choletais (renewal): €44m, 10y
- SI Haute Loue (renewal): €46m, 12y
- -Guingamp Community: €30m, 8y
- Lys Water Supply Syndicate, SMAEL: €23m, 5y

Acquisition

Nantaise des Eaux Services (FY 2014 revenue: €38m)

South America

- -Chile, Codelco (industrial clients): 3y
- Mexico, Veracruz: 30y
- -Colombia, Cartagenia de Indias (extension): 13y

Czech Republic

- City of Brno: €320m, 10y
- Sumperk: €25m, 5y

Spain

- Trujillo (extension): €16m, 15y
- ■Mutxamel, Alicante (extension): €20m, 8y
- Torrefarrera: €38m, 50y



GLOBAL AVERAGE PRICE

1st January 2015, at constant forex, €/m³



Source: NUS Consulting



RECYCLING & RECOVERY EUROPE

Main FY 2015 contracts (new and renewed)

France

- Covaldem 11, Aude: €459m, 19y
- Orange (recovery of electrical cables): €250m, 5y
- Papeterie du Rhin, Mulhouse: €130m, 10y
- -AZUR, Argenteuil, EfW: €227m, 7y
- Caen, EfW: €120m, 15y
- Carhaix, EfW: €25m, 10y
- Lamballe, EfW: €25m, 8y
- Saint Denis, collection: €25m, 6y
- Carrefour: 23m, 3y
- Passy, Mont Blanc (extension): €20m, 3y
- Airbus: €20m, 2y
- SNCF: €18m, 3y
- Sydelon, Lorraine Collectivités, collection: €16m, 4y
- France and Spain, Nissan: €10m, 3y
- Total (€12m), EDF (€12m, 4y), Safran (€10m, 3y), Syctom (€10m, 3y), Solvay (€8m, 3y), Emin Leydier (€5m, 3y)

Integrated contract

 Sanofi: water and waste management global agreement

Acquisition

Meta Bio Energies

Benelux and Germany

- Germany, Heilbronn: €43m, 8y
- Belgium, Aarschot: €20m, 20y
- Netherlands, Universitair Medisch Centrum Groningen: €5m, 6y

UK & Nordic

- UK, Calderdale: €90m, 8y
- UK, New Maldon: €23m, 8y
- Sweden: SSAB: €16m, 5y
- Sweden: PEAB: €7m, 1y

Central Europe

- Poland, Gdansk: €24m, 4y
- Poland, Szczecin: €15m, 3,5y
- Poland, Bielsko-biala: €13m, 3y
- Poland, Lublin: €10m, 3y
- Poland: Unilever (€5m, 3y), Jeronimo Martins (€1.6m/y),
- Carrefour (€1m/y)

Industrial Waste Services (hazardous)

- Spain, Ercros : €5m, 3y and Sabic: €10m, 5y
- France, Adisseo: €5m, 3y
- Belgium, Spaque UCB Acid Tar Remediation: €10m
- Belgium, INEOS: €14m, 3y



RECYCLING & RECOVERY EUROPE

Municipal waste treatment mix in europe

ANNUAL WASTE VOLUMES PER CAPITA & SPLIT OF TREATMENT MODE





RECYCLING & RECOVERY EUROPE Commodity prices evolution



GASOIL (monthly average of the price at the pump) €/liter



- Average 2014 - Average 2015









INTERNATIONAL Main FY 2015 contracts (new and renewed)

North America

- Canada, MERU Montréal: CAD78m
- Canada, Husky Energy (framework agreement): CAD4.2m per project
- USA: Sasol, 4 West Mine, Indianapolis Power & Light
- Recent rate cases in the US

	Date of new rates	% of growth
Toms River	Aug. 2015	c.9%
Pennsylvania	Nov. 2015	c.19%
Idaho	Dec. 2015	c.8%

Asia

- China, Changshu industrial park: €354m, 30y
 China, Beijing Drainage Group: €140m
- -Hong Kong, Shatin: €54m, 10y
- South Korea, ENK and Kwater: MoUs
- China: BASF, CNOOC, Woteer Water
- Thailand, Huntsman Limited
- China: Creation of Derun Environment

Oceania

Australia, Northern Adelaide Collection: €42m, 8y
 Australia, Itochu (Kooragang Industrial Water Scheme)
 Australia, Qantas: AUD10m, 5y

Africa-Middle East-India

Egypt,Gabal el Asfar (wastewater treatment): €84m, 4y
Oman, Al Amerat (wastewater treatment): €32m, 5y
Oman, Barka (preferred bidder): €550m, 20y
Mali, Kabala (water treatment): €17m
Burkina Faso, Ziga II (DB water treatment): €16m, 3y
Kenya, Kigoro (DBO water treatment): €15m, 2y
India, Bangalore and Rajasthan: €67m
Qatar, Ras Gaz: €10m
Iraq, DNO: \$10m
Morocco, Danone (industrial waste)

Europe LatAm

Chile, Mapocho: €50m
Croatia, Porec (€22m), Osjek (€8m) and Vukovar
Italy, Naples (€71m) Trieste and Bardonecchia (€24m)
Santo Domingo, Punta Catalina: \$8,3m
Peru, Yanacocha: \$7,2m
France: Sanofi Elboeuf (€20m), Solvay Melle (€19m, 10y), Total Gonfreville & Donges refineries (5y)
Azerbaijan, BP: \$9m
Brazil: CSN (€10m), MODEC (€23m)

Acquisition / participation

BV Group	Pro Skips	
Poseidon	Driplex	

CAPTURE NEW GROWTH OPPORTUNITIES

4 strategic priorities: Ambitious targets





APPENDICES Sustainable development



	2015	2015 vs. 2014
Priority #1: Innovate to propose new services and improve the environmental performa	nce of our clien	ts
→ Better manage the whole water cycle		
Save the equivalent of the consumption of 2,000,000 inhabitants within four years	NA ⁽¹⁾	
Equip more than 20% of our clients with smart meters	NA ⁽¹⁾	
Increase the reuse of treated wastewater (Mm ³)	+ 0,5%	7
→ Engage in the circular economy		
Optimize waste management (tons recovered / tons eliminated) ⁽²⁾	1.9t/1t	7
Increase the amount of Refused-Derived Fuels (RDF) (tons) ⁽²⁾	1,850,000	7
→ Improve our environmental footprint		
Better manage GHG emissions (tons CO2 avoided / tons CO2 emitted) ⁽²⁾	1.7	7
Increase energy generation by 15 % (GWh) ⁽²⁾	5,900	7
Priority #2 : Engage our employees		
Achieve 18 hours/year of training and personal development per employee	17.20	7
Reduce the frequency rate of workplace accidents	10	7
Increase the proportion of women in management to 30 %	28.2 %	7
Priority #3 : Share our knowledge and promote access to essential services		
Allocate €4m/year through the SE Initiative found to promote access to essential services in	€4m	
developing countries and social integration.		
Co-construct the solutions with our clients	Worldwide	
	materiality survey	
	Guivey	





MITIGATE THE IMPACTS OF CLIMATE CHANGE

- Commitment #1: Reduce GHG emissions by 30% on a global perimeter by 2030
- Commitment #2: Contribute to avoiding 60 million tonnes of GHG emissions by 2020 for our customers
- Commitment #3: Multiply by 2 the volume of plastics recycled by 2020
- Commitment #4: Increase by 10% the production of renewable energy by 2020

ADAPT TO THE CONSEQUENCES OF CLIMATE CHANGE ON WATER

- Commitment #5: Systematically offer to our customers plans of resilience to the effects of climate change
- Commitment #6: Promote the different usages of water by multiplying by 3 our alternative water production capacity
- Commitment #7: Save the equivalent of the consumption of a city of 2 million inhabitants by 2020

ACT FOR THE IMPLEMENTATION OF CLIMATE RESPONSIBLE MODELS

- Commitment #8: Set-up an internal price of carbon in 2016
- Commitment #9: Mobilize ourselves to reinforce the price of carbon
- Commitment #10: Commit ourselves in favor of circular economy
- Commitment #11: Contribute to awareness raising on climate solutions (Grand Palais, Bourget)
- Commitment #12: Establish a Committee of Experts on the Climate Transition attached to the General Management

Commitments which allow to:

- Be in line with the two degree scenario (achieve between 1.4 and 5.5 million tonnes of GHG emissions produced by year in 2050)
- Contribute to 2% of the absolute GHG emission reduction effort of the European Union in a five-year period



Member of flagship ESG indexes :

2010	2011	2012	2013	2014	2015
Dow Jones Sustainability Indexes	Dow Jones Sustainability Indexes	Dow Jones Sustainability Indexes	Constraints of the sector leader 2013	Dow Jones Sustainability Indexes Member 2017/30 Member 2017/30 Est LEADERS HONCES	Dow Jones Sustainability Indexes Mobility Award Silver Class 2016
ETHIBEL HIMMAN AL HIM KANNERS	ET HI DE L RUMARA AL INF ARMEN	ETHIBEL HERMAN I. THY ENTERS	Read Book Book Book Book Book Book	CLIMATE DISCLOSURE LEADER 2014	CSO LEADERS INDICES
			NYSE EURONEXT VICEOF EURONEXT EURONEXT VICEOF EURONEXT VICEOF EURONEXT VICEOF EURONEXT VICEOF EURONEXT VICEOF EURONEXT VICEOF	NYSE EURONEXT VIOCOV BIORIDE EURONEXT VIOCOV EURONEXT EURONEXT EURONEXT VIOCOV EURONEXT EURONEXT VIOCOV EURONEXT VIOCOV EURONEXT EURONEXT VIOCOV EURONEXT EURONEXT VIOCOV EURONEXT VIOCOV EURONEXT VIOCOV EURONEXT VIOCOV EURONEXT	
	FTSE4Good	FTSE4Good	FTSE4Good	FTSE4Good	FTSE4Good



ESR RATING AGENCY	MARKET INDEX		SE	SCORE	OR RATII	NG	
		2010	2011	2012	2013	2014	2015
sustainability investing	Dow Jones Sustainability Indexes Member 2012/13	71	77	84	80*	80	79
	Corporate Responsibility Prime oekom r[e]s/e]a / c h		B « prime »			B « prime »	
coporte socii resonubility retings sporte			56		59		58
EIRis	FTSE4Good				99	90	
	CDP CLIMATE DISCLOSURE LEADER 2014	74	84	84	88	95	99
SUSTAINALYTICS	STOXXX ESG LEADERS INDICES					82,2	83

All scores on 100 unless otherwise indicated * lower grade because a change in methodology



APPENDICES Stock performance



SHARE PRICE PERFORMANCE Stock performance and TSR since IPO



	Stock performance since January 2015	Total Shareholder Return since IPO (22/07/2008)
SUEZ	+17.6%	+55.2%
CAC 40	-1.2%	+20.9%
EuroStoxx Utilities	-13.5%	-34.3%



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