





2012 1ST QUARTER RESULTS

April 23, 2012

Solid Q1 performance on track to achieve 2012 guidance



<u>In</u> €bn	Q1 2012	Q1 2011	∆ gross	∆ organic
REVENUES	28.2	25.5	+10.5%	+8.4%
EBITDA	5.8	5.5	+5.7%	+4.1%
NET DEBT	37.1	37.6 As of end 2011	-€0.5bn	

 Completion of the €500m share buy-back program announced in September 2011

Major milestones

IPR Integration: a new strategic phase to capture full potential of fast growing countries

New organization of European activities with Energy Europe Business Line



TNP, Thailand

- **BAHRAIN:** commercial operation of Al Dur plant (1,234MW)
- **KUWAIT:** preferred bidder on Az Zour project (1,500MW)
- **SAUDI ARABIA:** Tihama expansion project (532MW)
- INDONESIA: commercial operation of Paiton 3 (815MW)
- **INDONESIA:** PPA for 2 geothermal projects (440MW)
- POLAND AND ROMANIA: development of 2 new wind farms (100MW)





Dahei, India

- INDIA: floating LNG import terminal project (3.5 mtpa)
- LNG sales agreement with GASNOR (7.5TWh over 12 years)



- CHILE: acquisition of Termika, leader in the design, installation and management of energy services
- AUSTRALIA: new contracts in water and wastewater treatment (Perth)



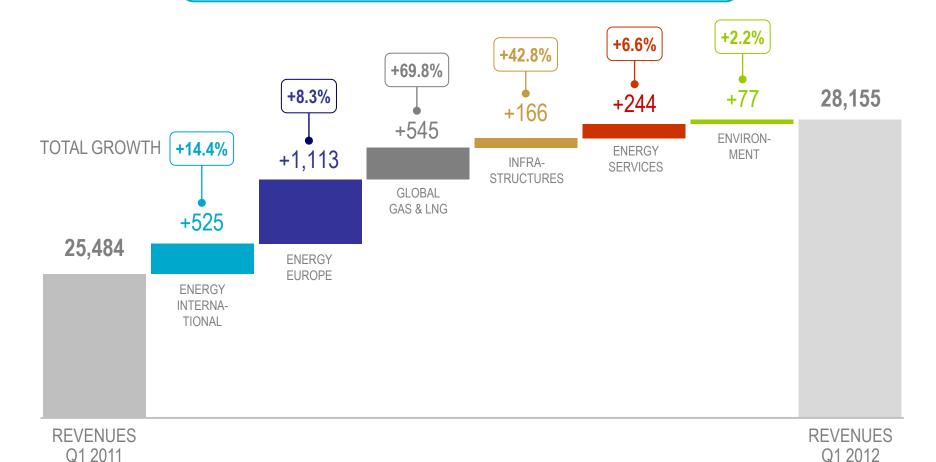
Shareholder General Meeting highlights

- Attractive dividend policy confirmed: 2011 dividend of €1.50 per share approved
- Scrip dividend option designed to optimize financing of the IPR transaction:
 - for the final dividend (€0.67 per share) for 2011 between April 25 and May 11, 2012 (ex-date: April 25, 2012, payment date: May 24, 2012)
 - any 2012 interim dividend
 - commitment of the French State and GBL Group to take scrip option
- Adaptation of the Board: from 22 to 19 Directors

Organic growth in revenues coming from all business lines



TOTAL GROWTH: **+ €2,671m** (+10.5%)
ORGANIC GROWTH: **+ €2,134m** (+8.4%)





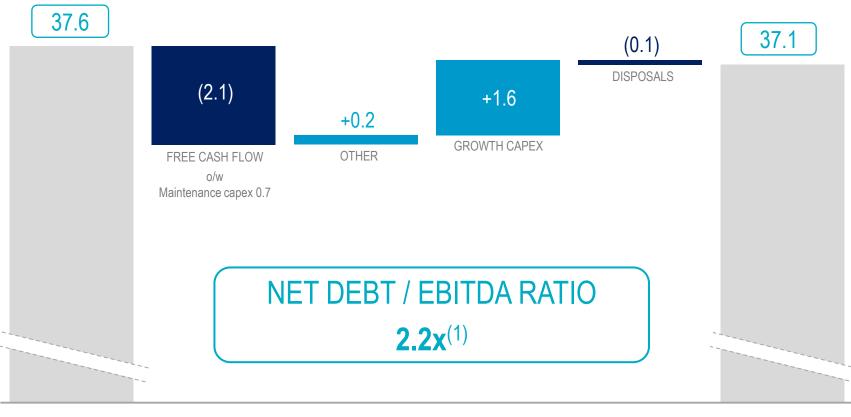
Q1 2012 business trends

Energy International	 New assets contribution (Estreito, CTA & CTH, Shuweihat 2, Al Dur, Glow phase V) Latin America: higher spot prices achieved in Brazil North America: lower gas prices offset by gas contract settlement in Mexico UK-Europe: overall weak market conditions in the UK, improved wind yield in Italy Middle-East, Turkey & Africa: Al Hidd sell-down in final stage of completion Asia: portfolio optimization in Pakistan Australia: low electricity spot prices, highly contracted assets Scope effect of 1 month old IPR
Energy Europe	 Challenging market conditions: clean spark spreads, oil/gas spread France: back to average weather conditions and a normalized situation in gas tariff Benelux & Germany: decreased load factors for CCGT and increased load factors for coal, nuclear and renewables Other Europe: positive evolution in Eastern Europe more than offsetting the disposal of G6 Rete Gas
Global Gas & LNG	 E&P: positive price effect and increase in production (~55 mboe confirmed for 2012) LNG: increase in external sales (Asia x2)
Infrastructures	 Back to average weather conditions Storage acquisition in Germany Lower storage capacity sold
Services	Resilience in tough market conditions
Environment	Lower waste volumes in Europe

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Net debt decrease

In €bn



NET DEBT 12/31/11 NET DEBT 3/31/12

2012 financial targets⁽¹⁾ enhanced, post impact of IPR minorities acquisition



	BEFORE	AFTER	
NET RECURRING INCOME GROUP SHARE	€3.5–4.0bn Average weather, stable regulation	€3.7-4.2bn ⁽²⁾ Average weather, stable regulation	
INDICATIVE 2012 EBITDA	~ €17bn including Efficio performance plan for ~€600m		
GROSS CAPEX	~ €11bn ⁽³⁾		
FINANCIAL STRUCTURE	« A » category Rating Net debt/EBITDA ≤ 2.5x	« A » category Rating Net debt/EBITDA ~2.5x	
DIVIDEND	2012 dividend ≥ 2011 dividend		

⁽¹⁾ Targets assume average weather conditions, full pass through of supply costs in French regulated gas tariffs, no other significant regulatory and macro economic changes. The underlying assumptions are as follow: average brent \$/bbl 98 in 2012; average electricity baseload Belgium €/MWh 55 in 2012; average gas NBP €/MWh 27 in 2012.

⁽²⁾ Assuming a transaction closing mid-2012; pre-additional disposals and share dividend

⁽³⁾ Excluding the acquisition of IPR minorities

Delivering continuous growth and reinforcing strategic ambition



- Q1 results: solid performance on track to achieve 2012 guidance
- Increased presence in fast growing markets with 40-50% of growth capex in the medium term through the full acquisition of IPR
- Strong financial structure
- 2012 Net recurring income Group share guidance enhanced

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Disclaimer

Forward-Looking statements

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