

**SALE OF E&P INTERNATIONAL
IFRS 5 TREATMENT
2016 RESTATED FIGURES**



IFRS 5 TREATMENT RELATED TO THE SALE OF E&P INTERNATIONAL

EPI classified as « discontinued operations » as from 11/05/2017 (IFRS 5)

Impacts on the consolidated financial statements :

- Assets/liabilities, net income and cash flows related to discontinued operations (i.e. E&P) are presented separately (specific lines) in the balance sheet, income statement, cash flow statement
- Loss of all EPI contribution to Group operating income as of H1 2017 (retroactively as from 01/01/2017)
- EPI Depreciation & Amortization (D&A) no longer booked as from 11/05/2017 (no retroactive treatment)
- **No restatement of the 2016 comparative balance sheet, but restatement of the 2016 net income and cash flow statements (see next slides)**

KEY FIGURES

<i>In €m</i>	FY 2016 published	FY 2016 restated
REVENUES	66,639	64,840
Share in net income of entities accounted for using the equity method	764	752
CURRENT OPERATING INCOME after share in net income of entities accounted for using the equity method	6,172	5,636
MtM, impairment, restructuring, disposals and others	-3,720	-3,512
INCOME FROM OPERATING ACTIVITIES	2,452	2,124
Financial result	-1,380	-1,321
Income tax	-909	-481
Non-controlling interests attributable to continued operations	-579	-626
Net income from discontinued operations, Group share	n/a	-111
NET INCOME GROUP SHARE	-415	-415
EBITDA	10,689	9,491
NET RECURRING INCOME GROUP SHARE	2,477	2,477
of which net recurring income from discontinued operations, Group share	n/a	47
of which net recurring income from continued operations, Group share	n/a	2,430
CASH FLOW FROM OPERATIONS⁽¹⁾	9,667	9,578
GROSS CAPEX	7,315	6,376
NET DEBT	24,807	24,807

(1) Cash Flow From Operations (CFFO) = Free Cash Flow before Maintenance Capex

SUMMARY INCOME STATEMENT

<i>In €m</i>	FY 2016 published	FY 2016 restated
REVENUES	66,639	64,840
Purchases	-36,688	-36,620
Personnel costs	-10,231	-9,996
Amortization depreciation and provisions	-4,869	-4,223
Other operating incomes and expenses	-9,443	-9,116
Share in net income of entities accounted for using the equity method	764	752
CURRENT OPERATING INCOME after share in net income of entities accounted for using the equity method	6,172	5,636
MtM, impairment, restructuring, disposals and others	-3,720	-3,512
INCOME FROM OPERATING ACTIVITIES	2,452	2,124
Financial result	-1,380	-1,321
<i>of which recurring cost of net debt</i>	-758	-769
<i>of which non recurring items included in financial income/loss</i>	-107	-108
<i>of which others</i>	-515	-444
Income tax	-909	-481
<i>of which current income tax</i>	-1,861	-1,328
<i>of which deferred income tax</i>	952	847
Non-controlling interests attributable to continued operations	-579	-626
Net income from discontinued operations, Group share	n/a	-111
NET INCOME GROUP SHARE	-415	-415
EBITDA	10,689	9,491

SUMMARY RECURRING INCOME STATEMENT

<i>In €m</i>	FY 2016 published	FY 2016 restated
EBITDA	10,689	9,491
<i>of which recurring contribution of share in net income of entities accounted for using the equity method</i>	744	733
Depreciation, Amortization and others	-4,517	-3,855
CURRENT OPERATING INCOME	6,172	5,636
after share in net income of entities accounted for using the equity method		
Financial result	-1,273	-1,213
<i>of which recurring cost of net debt</i>	-758	-769
<i>of which others</i>	-515	-444
Income tax	-1,733	-1,324
<i>of which nuclear contribution</i>	-117	-117
<i>of which others</i>	-1,616	-1,207
Adjustment for non-recurring share in net income of entities accounted for using the equity method	-19	-19
Non-controlling interests attributable to continued operations	-670	-650
Net recurring income from discontinued operations, Group share	n/a	47
NET RECURRING INCOME GROUP SHARE	2,477	2,477

CASH FLOW STATEMENT

In €m

	FY 2016 published	FY 2016 restated
Gross cash flow before financial loss and income tax	10,263	9,117
Income tax paid (excl. income tax paid on disposals)	-1,459	-896
Change in operating working capital	1,369	1,842
Cash flow from operating activities from continued operations	10,174	10,063
Cash flow from operating activities from discontinued operations	n/a	111
CASH FLOW FROM OPERATING ACTIVITIES	10,174	10,174
Net tangible and intangible investments	-6,230	-5,290
Financial investments	-1,009	-1,009
Disposals and other investment flows	3,585	3,544
Cash flow from investment activities from continued operations	-3,655	-2,756
Cash flow from investment activities from discontinued operations	n/a	-899
CASH FLOW FROM INVESTMENT ACTIVITIES	-3,655	-3,655
Dividends paid	-3,155	-3,155
Share buy back	-11	-11
Balance of reimbursement of debt/new debt	-1,765	-1,848
Net interests paid on financial activities	-661	-680
Capital increase/hybrid issues	78	-9
Other cash flows	-519	-519
Cash flow from financial activities from continued operations	-6,034	-6,222
Cash flow from financial activities from discontinued operations	n/a	188
CASH FLOW FROM FINANCIAL ACTIVITIES	-6,034	-6,034
Impact of currency and other from continued operations	157	169
Impact of currency and other from discontinued operations	n/a	-12
CASH AND CASH EQUIVALENTS AT THE BEGINNING OF THE PERIOD	9,183	9,183
TOTAL CASH FLOWS FOR THE PERIOD	642	642
CASH AND CASH EQUIVALENTS AT THE END OF THE PERIOD	9,825	9,825

BREAKDOWN OF EBITDA

<i>In €m</i>	FY 2016 published	FY 2016 restated
NORTH AMERICA	475	475
LATIN AMERICA	1,696	1,696
AFRICA/ASIA	1,162	1,162
BENELUX	755	755
FRANCE	1,315	1,315
EUROPE excl. France & Benelux	612	612
INFRASTRUCTURES EUROPE	3,459	3,459
GEM & LNG	3	3
E&P	1,198	-
OTHER	15	15
TOTAL	10,689	9,491

2016 EBITDA BREAKDOWN - MATRIX

In €bn

3 Métiers		LOW CO ₂ POWER GENERATION		GLOBAL NETWORKS		CUSTOMER SOLUTIONS	Other	TOTAL
		RES+Thermal Contracted	Thermal Merchant	Infra-structures	Upstream	Services Retail		
10 Segments								
North America		0.1	0.3	-		0.1	-	0.5
Latin America		1.6		0.2		-	-	1.7
Africa/Asia		1.0	0.1	-	-	0.1	(0.1)	1.2
Benelux		-	0.5			0.2	-	0.8
France		0.3				1.0		1.3
Other Europe excl. France, Benelux		0.1	0.1	0.1		0.3	-	0.6
Infrastructures Europe				3.5				3.5
GEM & LNG			-		(0.1)	0.1		-
E&P					-			-
Other		-	0.3		0.1	0.1	(0.5)	-
Total % ⁽¹⁾		3.1 30%	1.4 14%	3.8 37%	0.0 0%	1.9 19%	(0.8)	9.5

Unaudited figures
(1) % excluding "Other"

BREAKDOWN OF CURRENT OPERATING INCOME

After share in net income of entities accounted for using the equity method

<i>In €m</i>	FY 2016 published	FY 2016 restated
NORTH AMERICA	430	430
LATIN AMERICA	1,284	1,284
AFRICA/ASIA	923	923
BENELUX	371	371
FRANCE	695	695
EUROPE excl. France & Benelux	410	410
INFRASTRUCTURES EUROPE	2,068	2,068
GEM & LNG	-74	-74
E&P	536	-
OTHER	-472	-472
TOTAL	6,172	5,636

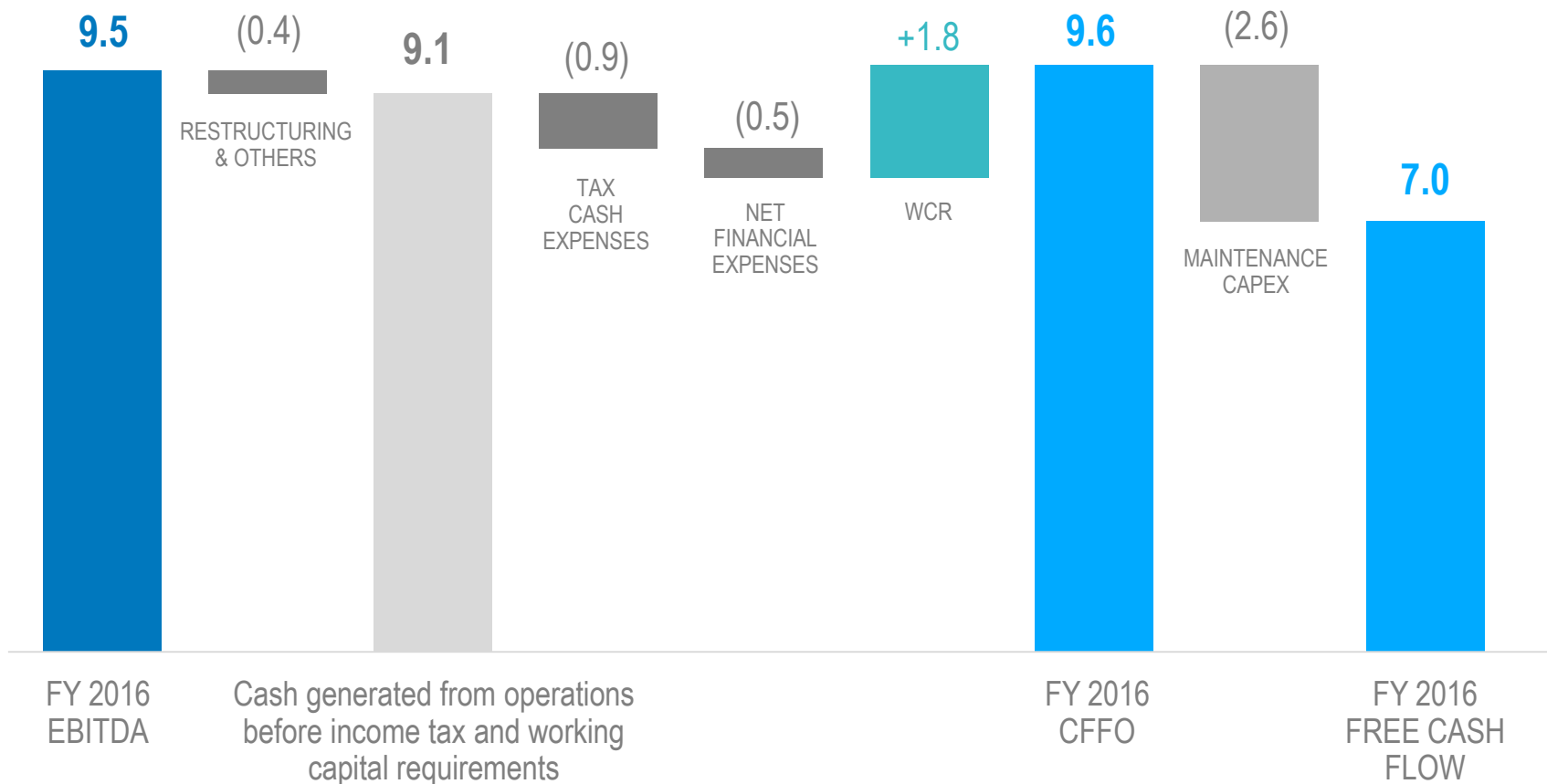
DIVISIONAL RECONCILIATION BETWEEN EBITDA AND COI

After share in net income of entities accounted for using the equity method

<i>In €m – restated</i>	North America	Latin America	Africa/Asia	Benelux	France	Europe exc. France & Benelux	Infrastructures Europe	GEM & LNG	E&P	Other	FY 2016
EBITDA	475	1,696	1,162	755	1,315	612	3,459	3	-	15	9,491
Depreciation	-48	-410	-235	-381	-612	-203	-1,390	-74	-	-462	-3,816
Share based payments	-1	-1	-2	-2	-3	-2	-1	-3	-	-44	-59
E&P pre capitalized amount	-	-	-	-	-	-	-	-	-	-	-
Non recurring contribution of shares in net income of entities accounted for using the equity method	4	-	-2	-	-4	2	-	-	-	19	19
COI after share in net income of entities accounted for using the equity method	430	1,284	923	371	695	410	2,068	-74	-	-472	5,636

FROM EBITDA TO FREE CASH FLOW

In €bn – restated figures



BREAKDOWN OF INVESTMENTS

<i>In €m</i>	Maintenance	Development	Financial	FY 2016 restated
NORTH AMERICA	202	78	239	519
LATIN AMERICA	140	855	42	1,037
AFRICA/ASIA	108	138	-34	212
BENELUX	417	32	231	680
FRANCE	317	488	277	1,083
EUROPE excl. France & Benelux	84	70	15	169
INFRASTRUCTURES EUROPE	958	594	-	1,552
GEM & LNG	40	26	62	127
E&P	-	-	-	-
OTHER	285	458	254	997
TOTAL	2,551	2,739	1,085	6,376