



# REVENUES AS OF MARCH 31, 2015

## PRO FORMA NEW ORGANIZATION

# NEW REPORTING

## From business units to reportable segments

| REPORTABLE SEGMENTS           | NB BUS | LIST OF BUS                                                                                |
|-------------------------------|--------|--------------------------------------------------------------------------------------------|
| NORTH AMERICA                 | 1      | North America                                                                              |
| LATIN AMERICA                 | 2      | Latin America, Brazil                                                                      |
| AFRICA / ASIA                 | 4      | Africa<br>China<br>Middle East, South and Central Asia and Turkey (MESCAT)<br>Asia Pacific |
| BENELUX                       | 1      | Benelux                                                                                    |
| FRANCE                        | 4      | France Renewables<br>France BtoB<br>France BtoC<br>France Networks                         |
| EUROPE EXCL. FRANCE & BENELUX | 2      | UK<br>North, South and Eastern Europe                                                      |
| INFRASTRUCTURES EUROPE        | 4      | GRTgaz<br>GRDF<br>Elengy<br>Storengy                                                       |
| EMT & LNG                     | 2      | Global LNG<br>Global Energy Management (GEM)                                               |
| E&P                           | 1      | E&P                                                                                        |
| OTHER                         | 4      | Generation Europe<br>Tractebel Engineering<br>GTT<br>Other (including Corp.)               |

Under the new organizational structure, the Group is now made up of 24+1 business units (BUS) according to a region-oriented approach within a single country or a group of countries.

For reporting purposes, the 24+1 BUS are grouped into 10 reportable segments.

The previous 5 business lines do no longer exist.

# BREAKDOWN OF REVENUES

## From business lines to reportable segments

| <i>In €m</i>                  | Energy<br>International | Energy<br>Europe | Global Gas<br>& LNG | Infrastructures | Energy<br>Services | 2015 Q1       |
|-------------------------------|-------------------------|------------------|---------------------|-----------------|--------------------|---------------|
| NORTH AMERICA                 | 795                     |                  |                     |                 | 62                 | 856           |
| LATIN AMERICA                 | 1,140                   |                  |                     |                 | 10                 | 1,150         |
| AFRICA / ASIA                 | 1,033                   |                  |                     |                 | 26                 | 1,059         |
| BENELUX                       |                         | 1,931            |                     |                 | 726                | 2,656         |
| FRANCE                        |                         | 4,801            |                     | 12              | 2,303              | 7,116         |
| EUROPE EXCL. FRANCE & BENELUX | 412                     | 1,269            |                     |                 | 966                | 2,647         |
| INFRASTRUCTURES EUROPE        |                         |                  |                     | 994             |                    | 994           |
| EMT & LNG                     | 298                     | 3,336            | 475                 |                 |                    | 4,109         |
| E&P                           |                         |                  | 557                 |                 |                    | 557           |
| OTHER(*)                      | 258                     | 480              | 55                  |                 | 134                | 928           |
| <b>TOTAL</b>                  | <b>3,936</b>            | <b>11,817</b>    | <b>1,087</b>        | <b>1,005</b>    | <b>4,227</b>       | <b>22,073</b> |

(\*) Includes Generation Europe, Tractebel Engineering, GTT, Other (including Corp.)

