



ENGIE

H1 2018 RESULTS

July 27th, 2018



AGENDA

Highlights

H1 2018 performance

Additional material



KEY H1 MESSAGES

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**SOLID ORGANIC GROWTH
DRIVEN BY RENEWABLES AND NETWORKS**



**MERCHANT: ENERGY MANAGEMENT PERFORMANCE
MORE THAN OFFSETTING NUCLEAR OUTAGES**



FURTHER PROGRESS IN STRATEGIC REPOSITIONING



FY 2018 GUIDANCE CONFIRMED⁽¹⁾

(1) Based on the assumption of a restart of nuclear units in line with current information available on REMIT

STRONG RESULTS, EBITDA UP 6% ORGANICALLY

In €bn

H1 2018 RESULTS	Actual	Δ Gross ⁽¹⁾	Δ Organic ⁽¹⁾
EBITDA	5.1	+1.3%	+6.2%
COI ⁽²⁾	3.1	+1.4%	+7.2%
NRIGs <i>excl. E&P and LNG</i>	1.5	+11.4%	+18.9%
Net Debt	20.5	-€2.0bn	

Full year guidance confirmed⁽³⁾

(1) H1 2017 restated for IFRS 5,9&15 treatments

(2) Including share in net income of associates

(3) Based on the assumption of a restart of nuclear units in line with current information available on REMIT

KEY OPERATIONAL DEVELOPMENTS



CLIENT SOLUTIONS



Strong commercial development

B2C customer contracts worldwide
24 million / +3.5% yoy

Backlog in installation & Engineering,
€4.5bn / +13% YoY



NETWORKS



Increasing exposure to regulated revenues

New gas storage regulation in France
1.2 million smart meters installed in France

Growth from international networks



GENERATION - MERCHANT

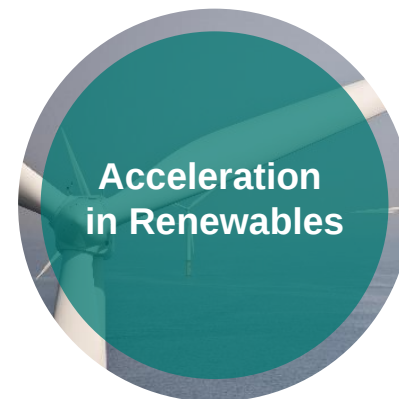


Optimized and flexible platform

Nuclear availability
New management set up for long-term contracts
Optimization of gas assets portfolio & European gas-fired power generation fleet



GENERATION – RES & THERMAL CONTRACTED



Acceleration in Renewables

Glow disposal: coal capacities further reduced, now 5% of total

Renewable pipeline: increasing, now above 9 GW

NUCLEAR UNITS IN BELGIUM: UPDATE ON 2018 AVAILABILITY



TECHNICAL DESCRIPTION

Doel 1

- Maintenance work linked to 10-year lifetime extension

Doel 2

Tihange 1

- Regularly scheduled maintenance activity

Doel 3

- Roof of the bunkerized building (non nuclear part) successfully repaired, unit restarted July 23th

Tihange 3

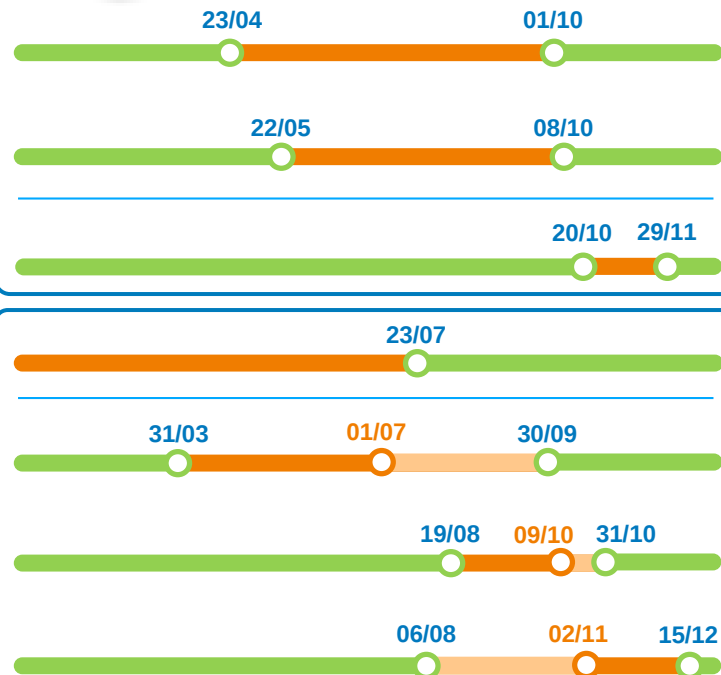
Tihange 2

- Roof repair strategy already defined, to be reviewed per nuclear safety agency AFCN

Doel 4



CURRENT FORECAST FOR TECHNICAL AVAILABILITY



YoY EBITDA impact [€M]

Global impact of planned & unplanned outages

H1

-80

H2

-250

FY

-330

o/w -€250M not included in initial budget

■ In operation
 ■ Initial outages
 ■ Additional outages⁽¹⁾

(1) As announced on June 18, 2018

AGENDA

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H1 2018 performance

Additional material

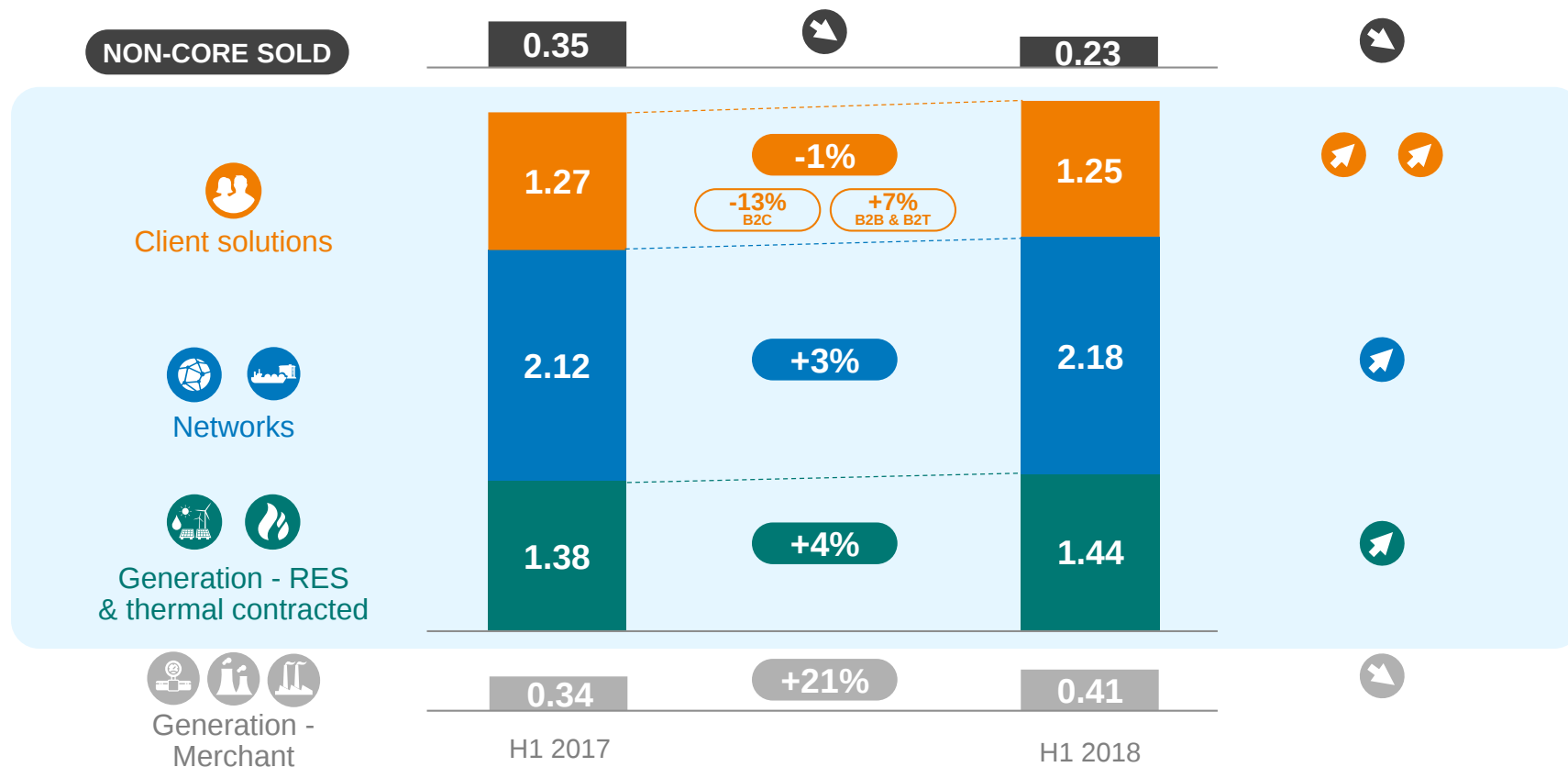


STRONG EBITDA PERFORMANCE

EBITDA⁽¹⁾

In €bn, unaudited figures

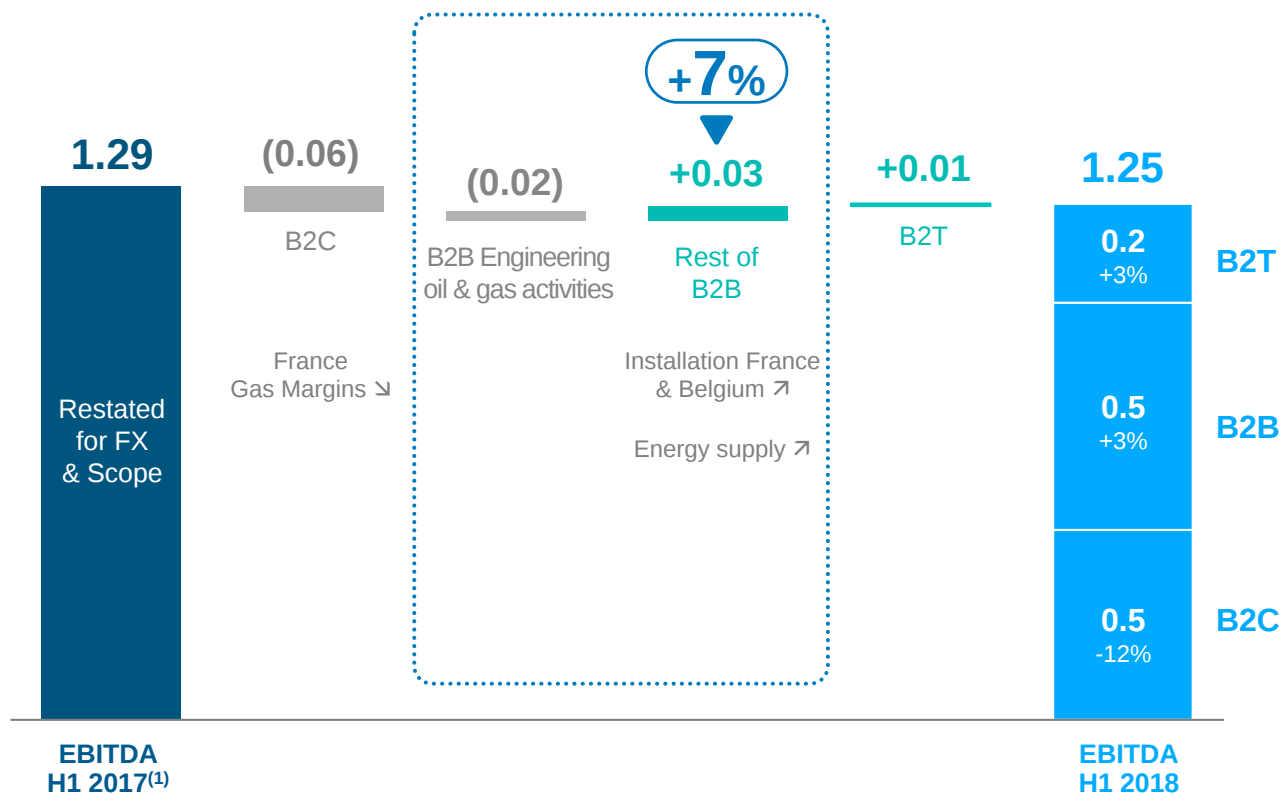
FY 2018
YoY Outlook



(1) Gross figures excluding unallocated corporate costs

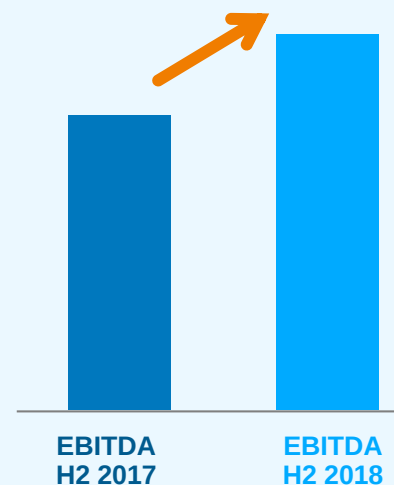
POSITIVE DYNAMICS DESPITE TEMPORARY IMPACT IN B2C

In €bn, % yoy organic
unaudited figures



H2 GROSS OUTLOOK

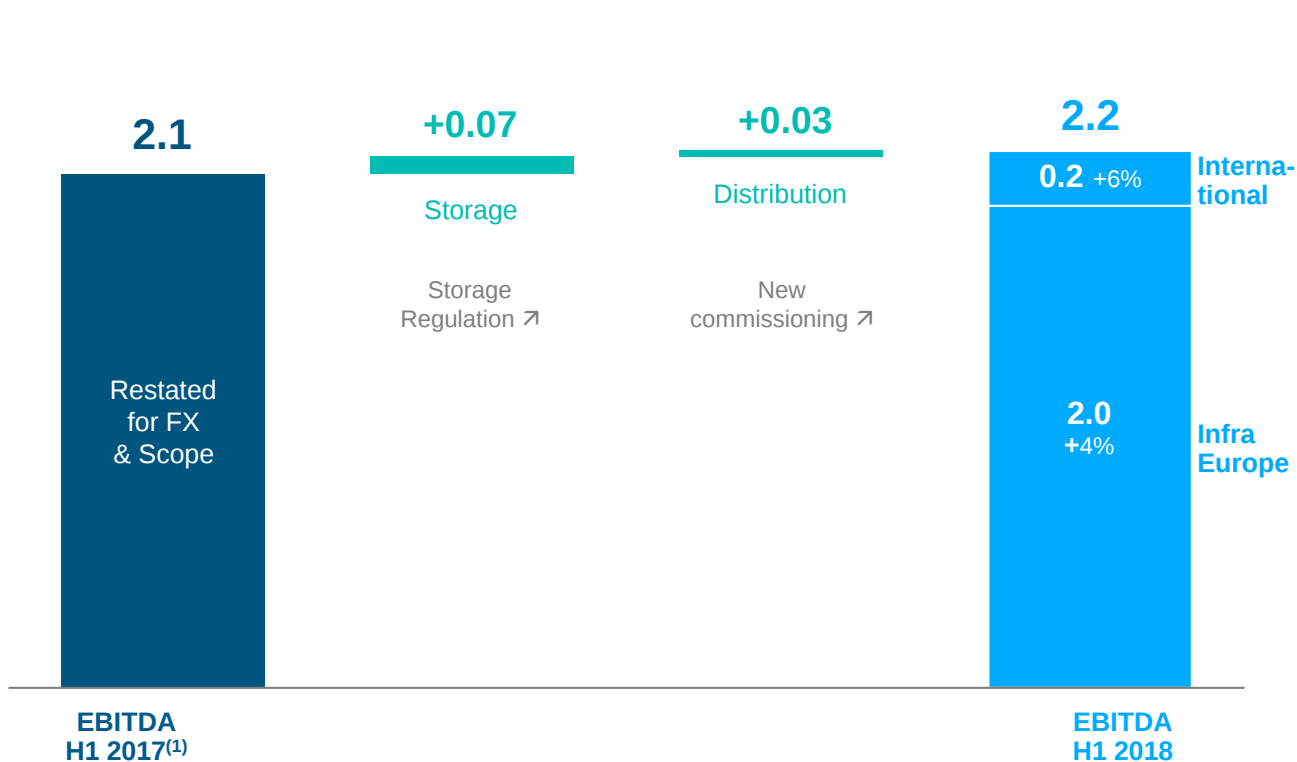
- + Catch up in B2C
- + B2B: Backlog conversion & 2017 acquisitions
- + Loss making activities to be restructured



(1) H1 2017 restated for IFRS 5,9&15 treatments

STRONG Q2 PERFORMANCE DRIVEN BY FRENCH STORAGE

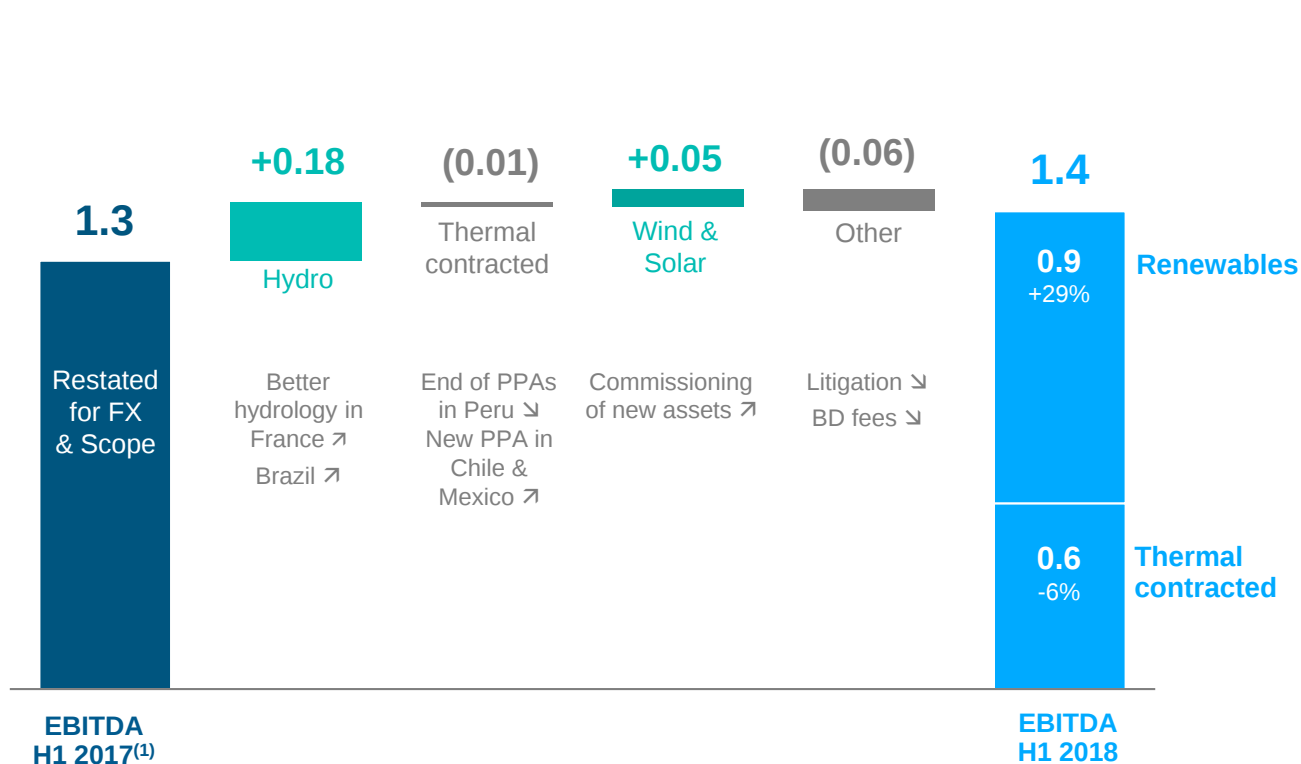
In €bn, % yoy organic
unaudited figures



(1) H1 2017 restated for IFRS 5,9&15 treatments

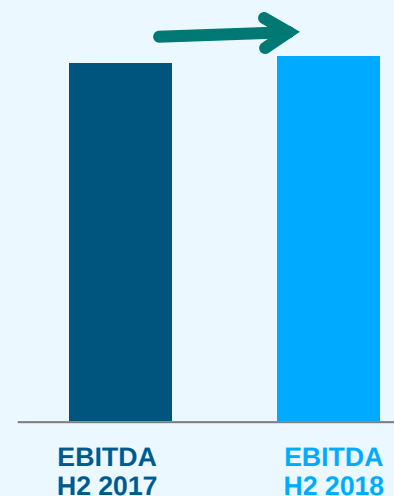
STRONG ORGANIC GROWTH IN RENEWABLES

In €bn, % yoy organic
unaudited figures



H2 GROSS OUTLOOK

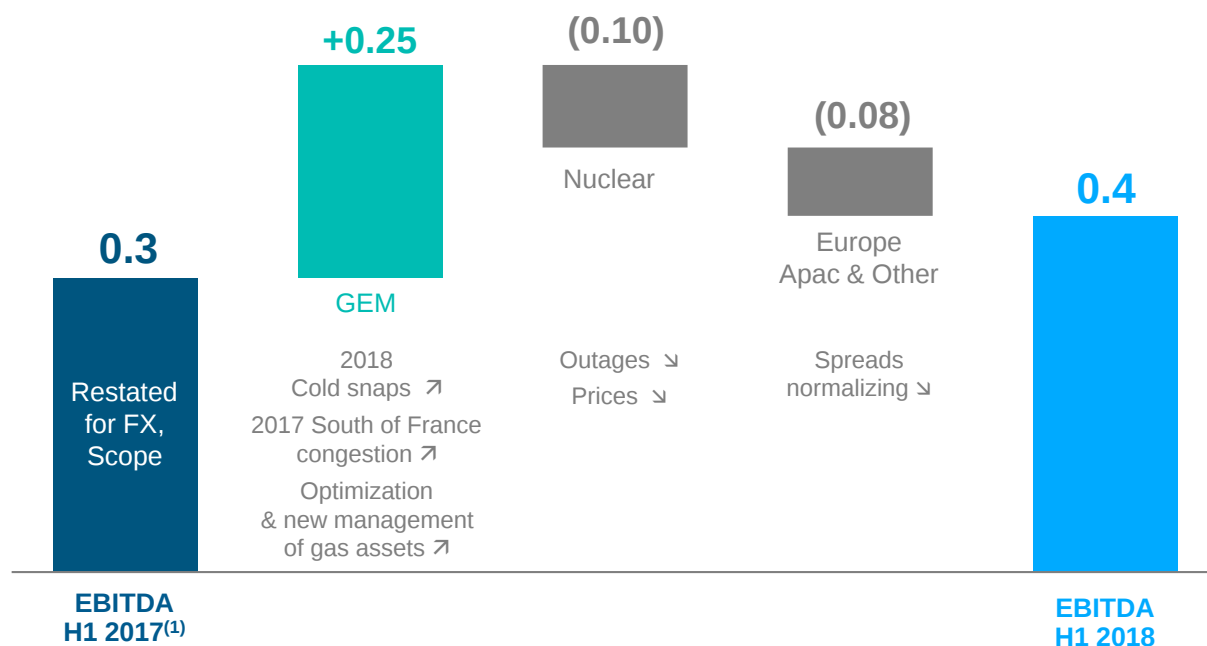
- + New hydro concessions (Brazil)
- + Hydrology (France)
- Forex (BRL, USD)



(1) H1 2017 restated for IFRS 5,9&15 treatments

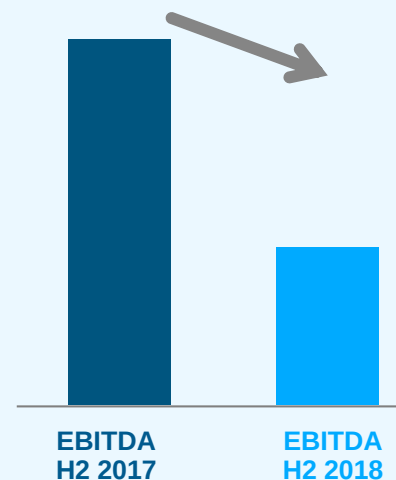
GROWTH IN ENERGY MANAGEMENT OFFSETTING NUCLEAR

In €bn, % yoy organic
unaudited figures



H2 GROSS OUTLOOK

- Nuclear availability
- Nuclear achieved prices
- + European merchant fleet
- + Lean & contract renegotiations

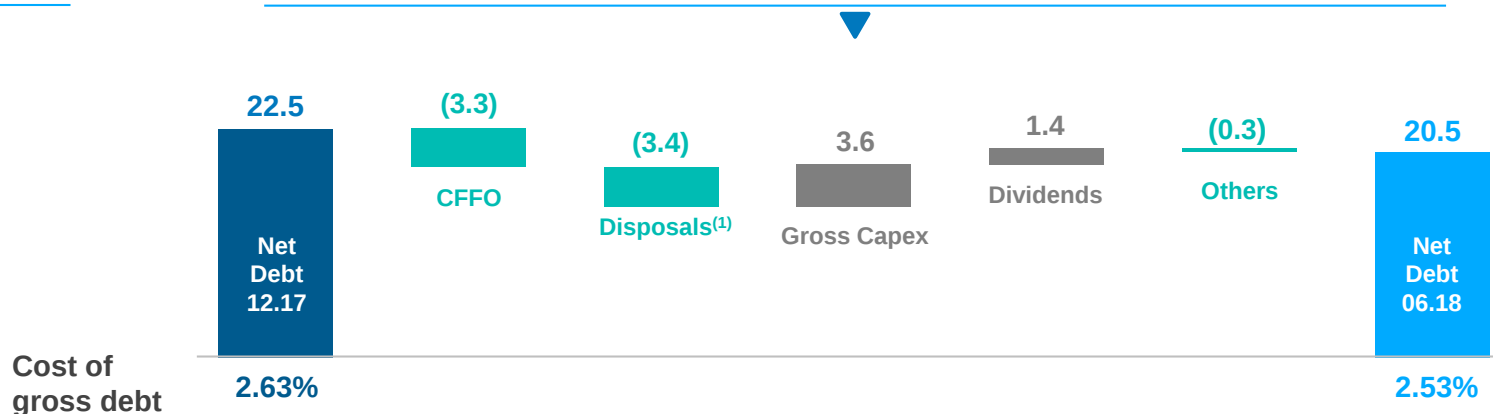


(1) H1 2017 restated for IFRS 5,9&15 treatments

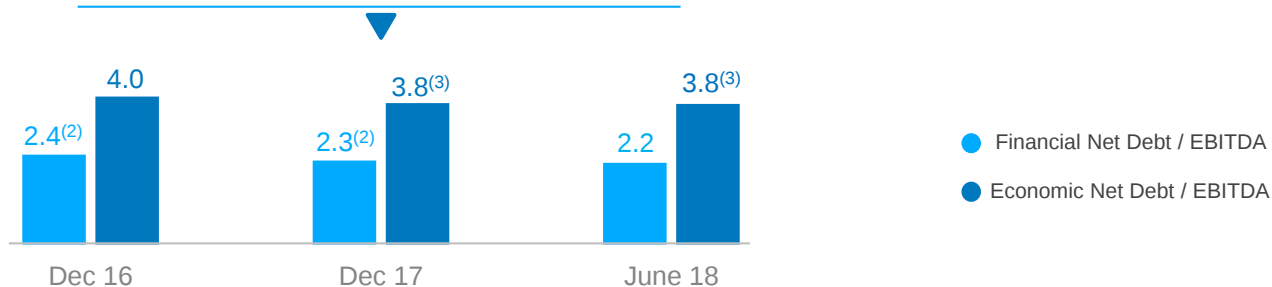
STRONG FINANCIAL STRUCTURE

In €bn

FURTHER DECREASE IN NET DEBT AND COST OF GROSS DEBT



IMPROVING LEVERAGE RATIOS



In H1 2018, **S&P** confirmed its **A-/A-2 rating** and revised its **outlook** from negative to **stable**; **Moody's** also confirmed its **A-2 rating** with **stable outlook**

(1) Including perimeter effect on Glow for €0.8bn (Held for sale as per IFRS 5 treatment)

(2) Net debt pro forma E&P interco debt

(3) Figures restated for LNG midstream and upstream activities classified as discontinued operations as from March 2018 (IFRS 5)

CONCLUSION

KEY TAKE-AWAYS

FY 2018 guidance confirmed⁽¹⁾

H1 2018 highlighting strong organic performance

2018 interim dividend of 0.37€/share to be paid on Oct 12, 2018

(1) Based on the assumption of a restart of nuclear units in line with current information available on REMIT

AGENDA

Highlights

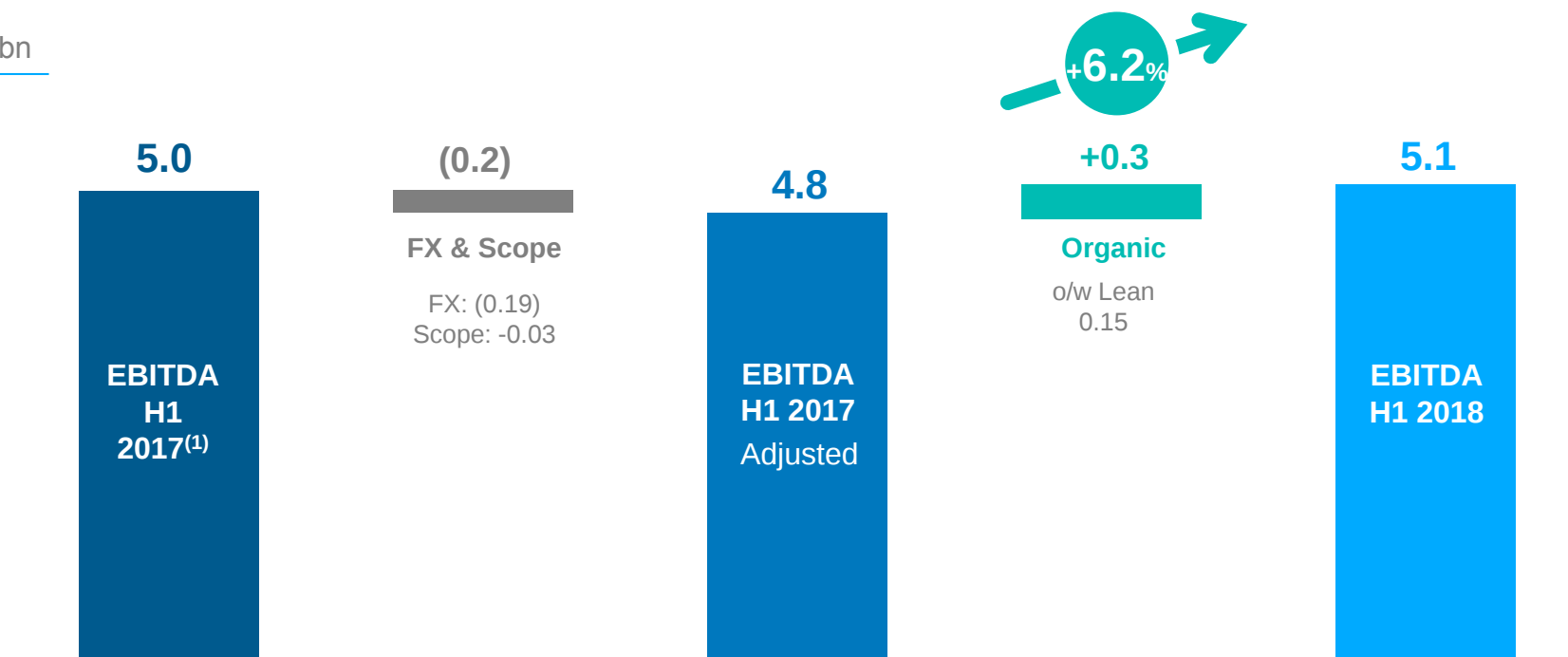
H1 2018 performance

Additional material

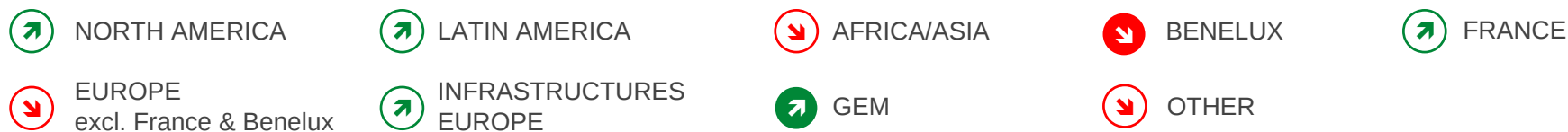


STRONG ORGANIC EBITDA GROWTH

In €bn



By reportable segment⁽²⁾

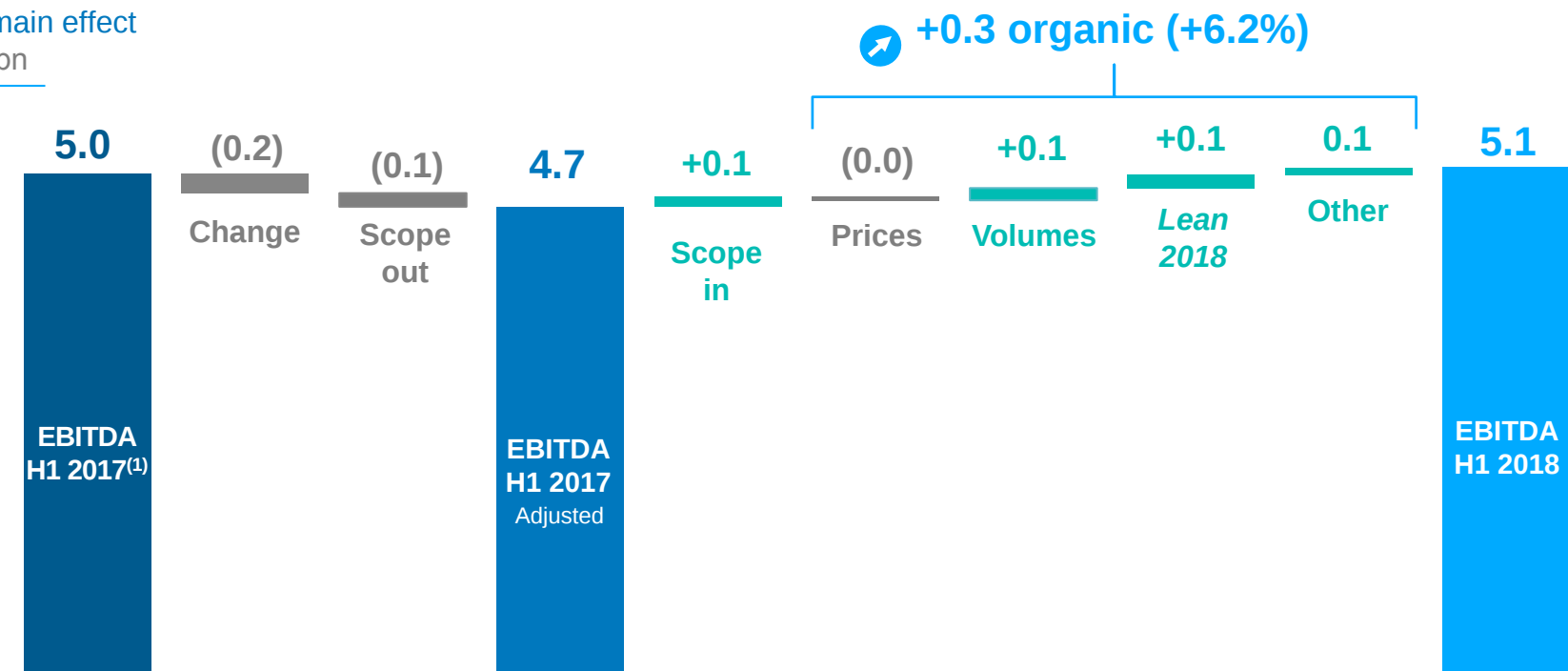


(1) H1 2017 restated for IFRS 5,9&15 treatments

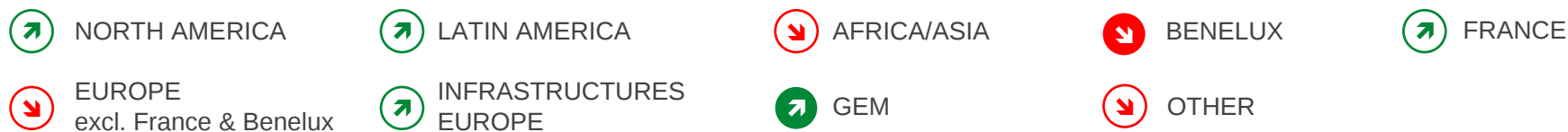
(2) Organic variation

EBITDA BRIDGE BY EFFECT

By main effect
In €bn



By reportable segment⁽²⁾



(1) H1 2017 restated for IFRS 5,9&15 treatments

(2) Organic variation

FROM EBITDA TO NET INCOME

From EBITDA to NRlgs

	<u>H1 2018</u>	<u>H1 2017⁽¹⁾</u>	<u>Δ yoy</u>
EBITDA	€5.1bn	€5.0bn	+0.1
D&A and others	(2.0)	(2.0)	(0.0)
COI⁽²⁾	€3.1bn	€3.0bn	0.0
Financial result	(0.6)	(0.6)	(0.0)
Income tax	(0.6)	(0.7)	+0.1
Minorities & other	(0.4)	(0.4)	(0.0)
NRlgs continued	€1.5bn	€1.3bn	+0.2
NRlgs discontinued	€(0.0)bn	€0.1bn	(0.1)
NRlgs H1 2018	€1.5bn	€1.4bn	0.0

From NRlgs to NIgs

NRlgs H1 2018	€1.5bn
MtM below COI	+0.5
Impairments	(0.8)
Restructuring costs	(0.1)
Change in scope	(0.1)
Others ⁽³⁾	(0.1)
NIgs H1 2018	€0.9bn

(1) H1 2017 restated for IFRS 5,9&15 treatments

(2) After share in net income of associates

(3) o/w non recurring financial results for €(0.1)bn, taxes and non controlling interest on non recurring result (€(0.1)bn and and €(0.2)bn respectively), non recurring elements from discontinued operations for €(0.1)bn

— CFFO: NORMALIZATION OF CHANGE IN WCR

In €bn



(1) H1 2017 restated for IFRS 5,9&15 treatments

FURTHER PROGRESS IN ENGIE REPOSITIONNING



DISPOSALS

GLOW

Further reduction of coal capacities
1 GW out of 3.3 GW of installed capacity

**H1
2018**

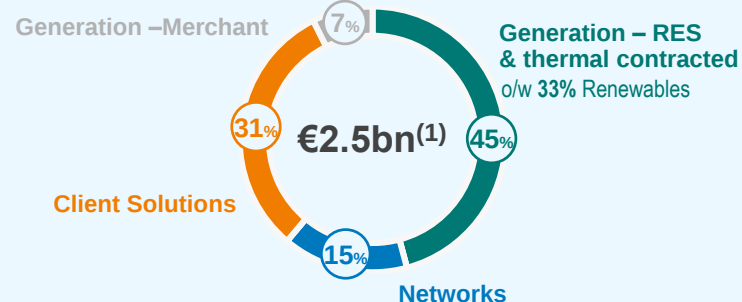
High Multiples

~EV4.5bn 10x EV/EBITDA

~ € 3.3 bn net debt reduction



GROWTH CAPEX



MAIN PROJECTS

NorAm (Infinity)	~0.2
Brazil – wind & solar	~0.4
France – wind & solar	~0.1
France – Gas Transport & Distribution	~0.3
B2B acquisitions (NORAM, NECST, Africa)	~0.2
B2T acquisitions (EPS, Longwood,...)	~0.2

**3
YEAR
PLAN**

€16.2_{bn}

Announced

€12.9_{bn}

Closed

~€0.3_{bn}

NRIGs dilution

€12.7_{bn}

Invested

€1.9_{bn}

Committed

+€0.55_{bn}

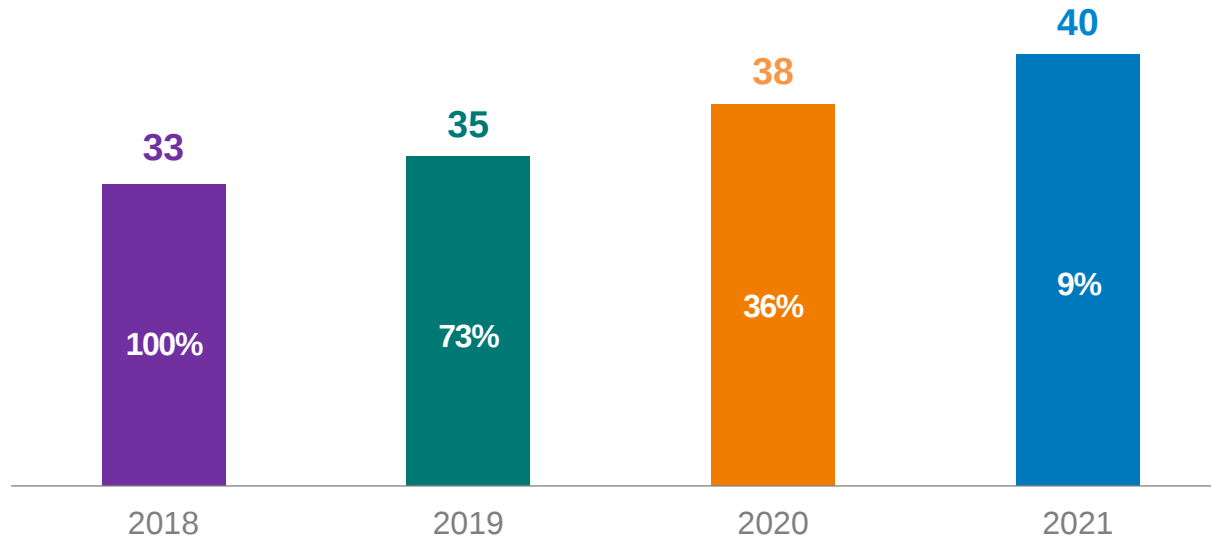
NRIGs contribution

(1) Net of DBSO proceeds

OUTRIGHT POWER GENERATION IN EUROPE NUCLEAR & HYDRO

In €/MWh and %

OUTRIGHT HEDGES: PRICES & HEDGED RATIOS



As of 06/30/18
Belgium, France

Disclaimer

Forward-Looking statements

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FOR MORE INFORMATION ABOUT ENGIE

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