





### **APPENDICES**

Mejillones LNG terminal, Chile

H1 2012 RESULTS

August 2, 2012



#### **Appendices - Index**

	<b>Page</b>		Page
FINANCIAL APPENDICES	3	BUSINESS APPENDICES	47
Efficio 2	4	Generation capacity & electricity output	48
Impact of weather & gas tariff shortfall	6	Gas balance	59
Change in number of shares, scope & Forex	9	Energy International	62
Balance sheet, P/L & cash flow statement	14	Energy Europe	79
Profit & Loss details	19	Global Gas & LNG	89
Cash flow generation details	35	Infrastructures	98
Credit	42	Energy Services	103
		Environment	106





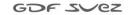


Al Hidd powerplant, Bahrain

**H1 2012 RESULTS** 

August 2, 2012

## FINANCIAL APPENDICES



## **EFFICIO 2**

H1 2012 RESULTS

August 2, 2012

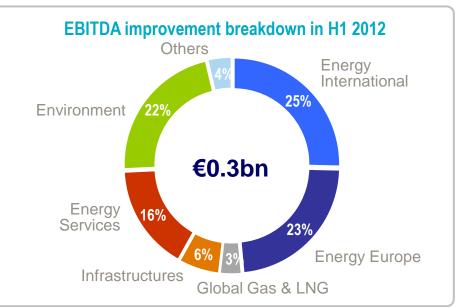
## Optimize assets base: Efficio 2 target confirmed for 2012



EBITDA improvement included in indicative EBITDA of €17bn in 2012 compensating increasing costs (feed in tariff, inflation, ...)

Actual H1 2012 €0.3bn

FY 2012 target **€0.6bn** 



#### **Examples of achievement**

- Standardization of business processes in generation and waste
- Pooling of support function and reduction of overhead expenses (Lyonnaise des Eaux)
- Real estate optimization
- Renegotiation of pensions/insurance contracts



## IMPACT OF WEATHER & GAS TARIFF SHORTFALL

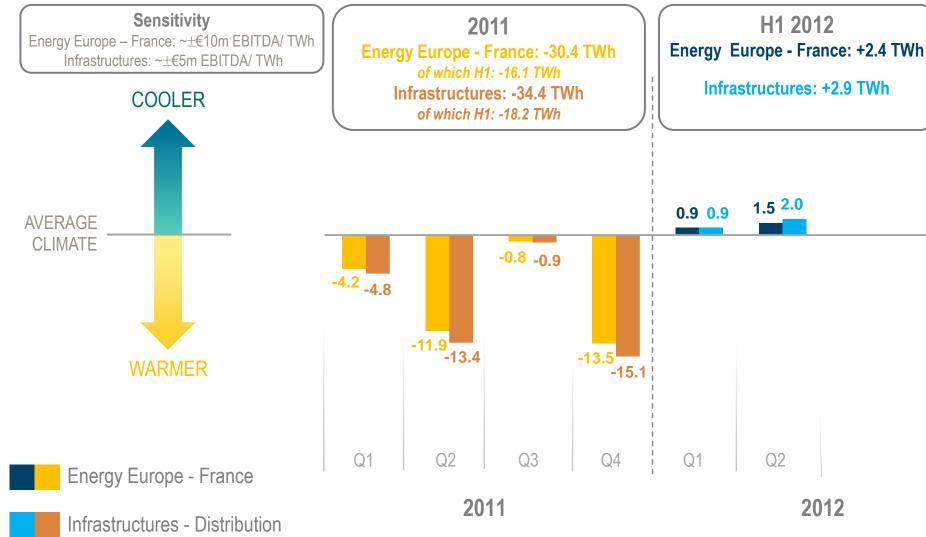
**H1 2012 RESULTS** 

August 2, 2012

# FINANCIAL APPENDICES

## Climate adjustment in France: impact on gas sales and distribution in TWh



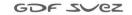




#### Impact of weather and gas tariff shortfall in France

		EBITDA		N	et income	(1)
Estimates, in €m	H1 2011	H1 2012	Δ12/11	H1 2011	H1 2012	Δ12/11
Weather impact	-252	39	291	-166	25	191
Energy Europe - France Gas sales	-161	24	185	-106	16	122
Infrastructures Distribution	-91	15	106	-60	10	70
Gas tariff shortfall (Energy Europe - France) regulated gas sales	-73	0	73	-48	0	48
Total weather and tariff adjustment	-325	39	364	-214	25	239

<sup>(1)</sup> Impact on Net Income Group Share and Net Recurring Income Groupe Share, with a normative income tax



# CHANGE IN NUMBER OF SHARES, SCOPE & FOREX

**H1 2012 RESULTS** 

August 2, 2012



#### Change in number of shares

|--|

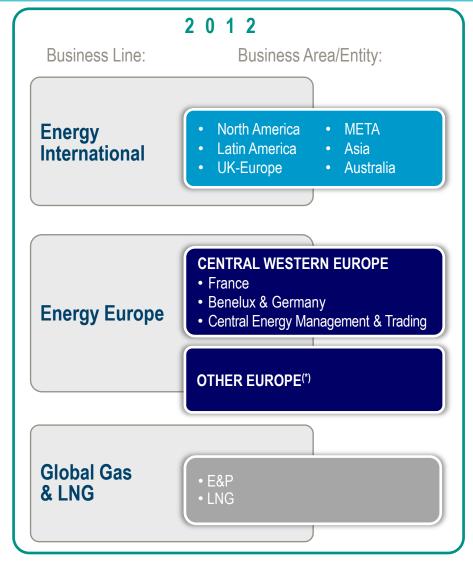
Existing shares at 12/31/11	2,252,636,208
Capital increase <sup>(1)</sup>	69,137,241
Existing shares at 6/30/12	2,321,773,449
Average number of shares	<b>2,226 millions</b> <sup>(2)</sup>
Earning per share as at 6/30/12	€1.05
Recurring earning per share as at 6/30/12	€1.11

<sup>(1)</sup> Including 69,002,807 shares subsequent to the share-based dividend for 2011 balance

<sup>(2)</sup> Undiluted, excluding treasury stock

## Group's new organization: focus on fast growing markets & integration of our European energy activities





• E&P • LNG

#### GDF SVCZ

#### Main changes in consolidation scope

#### **CHANGE IN % OF INTEREST**

**E&P International (Global Gas & LNG)** 

Full consolidation: 100% until 12/20/11, 70% since 12/20/11

**GRTgaz** (Infrastructures)

Full consolidation: 100% until 6/29/11, 75% since 6/30/11

#### **ACQUISITIONS**

**International Power (Energy International)** 

Full consolidation since 2/3/11: 70% until 6/28/12, 100% since 6/29/12

Uch 1 - Pakistan (Energy International)

Proportionate consolidation (74.5%) until 4/30/12, Full consolidation (94.6%) since 5/1/12

5 sites of natural gas underground storage - Germany (Infrastructures)

Full consolidation<sup>(1)</sup> since 8/31/11

Termika - Chile (Energy Services)

Full consolidation (100%) since 1/1/12.

#### **CHANGES IN METHOD**

**Sohar - Oman (Energy International)** 

Full consolidation (45%) until 6/29/12 Held for sale since 6/30/12

Senoko - Singapore (Energy International)

Proportionate consolidation (30%) until 6/30/12, equity method since 6/30/12

Flanders Intermunicipalities - Belgium (Energy Europe)

Equity method until 6/29/11. Available for sale since 6/30/11

#### **DISPOSALS**

**Choctaw - USA (Energy International)** 

Full consolidation until 7/2011

Held for sale (100%) from 8/2011 until 2/7/12

Noverco - Canada (Energy International)

Equity method (18%) until 6/1/11

**Hidd Power - Bahrain (Energy International)** 

Equity method (30%) until 2/2/11, Full consolidation (70%) since 2/3/11 Held for sale (70%) from 7/1/11 until 5/9/12

Equity method (30%) since 5/10/12

**Hubco - Pakistan (Energy International)** 

Equity method (17,4%) until 6/21/12

Wallonia Intermunicipalities - Belgium (Energy Europe)

Equity method: 30% until 6/29/11, 25% since 6/30/11

G6 Rete Gas - Italy (Energy Europe)

Full consolidation (100%) until 9/30/11

Atlantic LNG - Trinidad & Tobago (Global Gas & LNG)

10% stake (production payments, dividends) until 12/20/11

Elgin Franklin - UK (Global Gas & LNG)

Proportionate consolidation (10%) until 12/31/11

**Eurawasser - Germany (SUEZ ENVIRONNEMENT)** 

Full consolidation (37%) until 2/12/12

**Bristol Water - UK (SUEZ ENVIRONNEMENT)** 

Full consolidation (100%) until 10/5/11

Equity Method (30%) since 10/5/11



#### Impact of foreign exchange evolution

In €m Δ 12/11	GBP	USD	BRL	Others	TOTAL
Revenues	108	367	-52	92	515
EBITDA	13	84	-32	39	104
Total net debt	31	251	-133	243	392
Total equity	110	263	-141	275	508

	GBP	USD	BRL
H1 2012 average rate	1.22	0.77	0.41
H1 2011 average rate	1.15	0.71	0.44
∆ Average rate	+5.5%	+8.2%	-5.3%
Closing rate at 6/30/2012	1.24	0.79	0.39
Closing rate at 12/31/2011	1.20	0.77	0.41
$\Delta$ Closing rate	+3.5%	+2.8%	-4.6%

The average rate appliesto the income statementand to the cash flow statement

The closing rate applies to the balance sheet



## BALANCE SHEET, P/L & CASH FLOW STATEMENT

**H1 2012 RESULTS** 

August 2, 2012



#### **Summary balance sheet**

FINANCIAL APPENDICES

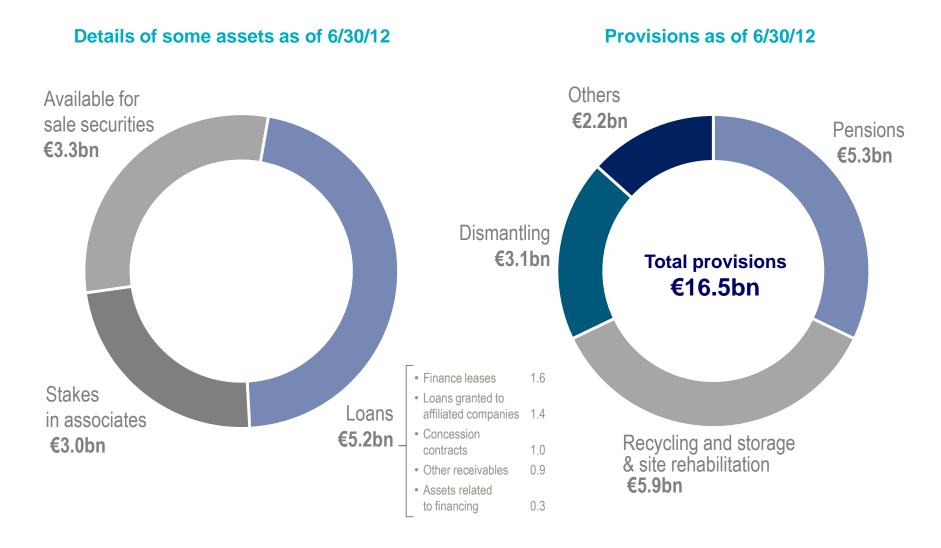
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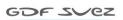
ASSETS	12/31/11	6/30/12	LIABILITIES	12/31/11	6/30/12
NON CURRENT ACCURE	440.0	440.7	Equity, group share	62.9	62.2
NON CURRENT ASSETS	149.9	149.7	Minority interests	17.3	11.4
CURRENT ASSETS	63.5	64.4	TOTAL EQUITY	80.3	73.7
of which financial assets valued at fair value through profit/loss	2.9	1.0	Provisions	16.2	16.5
of which cash & equivalents	14.7	18.3	Financial debt	56.6	65.8
			Other liabilities	60.3	58.1
TOTAL ASSETS	213.4	214.1	TOTAL LIABILITIES	213.4	214.1

H1 2012 Net Debt = Financial debt of €65.8bn − Cash & equivalents of €18.3bn − Financial assets valued at fair value through profit/loss of €1.0bn − Cash collaterals on financial debt of €1.0bn (incl. in non-current assets) − Derivative instruments hedging items included in the debt of €0.4bn



#### **Details of some assets and provisions**





#### **Summary income statement**

In €m	H1 2011	H1 2012
Revenues	45,678	50,535
Purchases	-23,534	-27,546
Personnel costs	-6,395	-6,625
Amortization depreciation and provisions	-3,425	-3,589
Other operating incomes and expenses	-7,093	-7,340
Current operating income	5,231	5,436
MtM, impairment, restructuring, disposals and others	433	133
Income from operating activities	5,664	5,569
Financial result (expense) of which cost of net debt <sup>(1)</sup> of which debt restructuring and change in fair value of derivatives not included in net debt of which others	-1,075 -903 62 -233	-1,528 -979 -296 -253
Income tax of which current income tax of which deferred income tax	-1,371 -958 -413	-1,208 -1461 252
Share in net income of associates	300	261
Minority interests	-781	-763
Net income group share	2,738	2,331
EBITDA	8,865	9,236

<sup>(1)</sup> Reclassification following new net debt definition of full year 2011

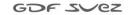


#### GDF SVEZ

#### **Cash flow statement**

In €m	H1 2011	H1 2012
Gross cash flow before financial loss and income tax Income tax paid (excl. income tax paid on disposals) Change in operating working capital	8,670 -1,082 -741	8,848 -687 -1,114
CASH FLOW FROM OPERATING ACTIVITIES	6,847	7,048
Net tangible and intangible investments Financial investments Disposals and other investment flows	-3,811 -511 1,134 <sup>(1)</sup>	-4,049 -274 258
CASH FLOW FROM INVESTMENT ACTIVITIES	-3,188	-4,065
Dividends paid Share buy back Balance of reimbursement of debt / new debt Interests paid on financial activities Capital increase Other cash flows	-2,066 -85 -1,645 -1,163 181 425	-1,164 -302 1,822 -1,158 108 1,350
CASH FLOW FROM FINANCIAL ACTIVITIES	-4,353	656
Impact of currency and other	-230	4
CASH AND CASH EQUIVALENTS AT THE BEGINNING OF THE PERIOD	11,296	14,675
TOTAL CASH FLOWS FOR THE PERIOD	-924	3,643
CASH AND CASH EQUIVALENTS AT THE END OF THE PERIOD	10,372	18,318

<sup>(1)</sup> Including net impact of IPR's treasury consolidation and the payment of the special dividend of 92 pence/share to IPR shareholders on 2/25/2011



## PROFIT & LOSS DETAILS

**H1 2012 RESULTS** 

August 2, 2012

#### **Breakdown of revenues**

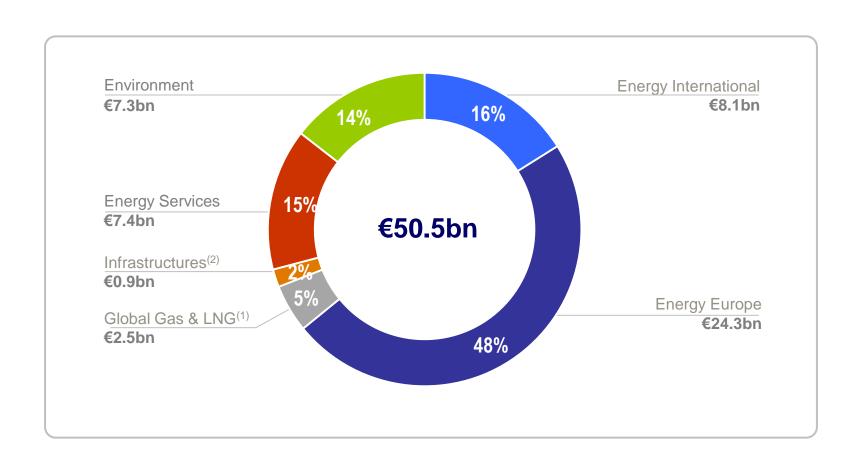
In €m	H1 2011	H1 2012	Δ 12/11	△ Organic
Energy International	7,601	8,129	+6.9%	-2.6%
of which Latin America	1,843	1,981	+7.4%	+5.9%
of which North America	2,355	2,119	-10.0%	-17.6%
of which UK & other Europe	1,565	1,787	+14.2%	-2.3%
of which Middle East, Turkey & Africa	578	630	+9.0%	+5.2%
of which Asia	811	1,089	+34.3%	+23.0%
of which Australia	449	522	+16.5%	-12.8%
Energy Europe	21,323	24,269	+13.8%	+14.3%
of which Central Western Europe	17,363	19,620	+13.0%	+13.0%
of which France	8,059	9,647	+19.7%	+19.7%
of which Benelux & Germany	7,847	7,691	-2.0%	-2.0%
of which Other Europe	3,960	4,649	+17.4%	+20.1%
Global Gas & LNG <sup>(1)</sup>	1,603	2,494	+55.5%	+57.6%
Infrastructures <sup>(2)</sup>	691	932	+35.0%	+27.6%
Energy Services	7,087	7,392	+4.3%	+3.6%
Environment	7,373	7,318	-0.7%	-1.4%
TOTAL	45,678	50,535	+10.6%	+8.8%

<sup>(1)</sup> Total revenues, including inter-companies, amount to €4,252m in H1 2012 and €3,534m in H1 2011

<sup>(2)</sup> Total revenues, including inter-companies, amount to €3,147m in H1 2012 and €2,949m in H1 2011



#### Breakdown of revenues by business line



<sup>(1)</sup> Total revenues, including inter-companies, amount to €4,252m

<sup>(2)</sup> Total revenues, including inter-companies, amount to €3,147m

#### Revenues by geographic region



#### By destination

In €m	H1 2011	H1 2012	Δ 12/11
France	16,261	19,108	+17.5%
Belgium	6,214	5,974	-3.9%
Sub-total France-Belgium	22,475	25,082	+11.6%
Other EU countries	13,247	15,189	14.7%
Other European countries	957	501	-47.7%
Sub-total Europe	36,679	40,772	+11.2%
North America	2,736	2,580	-5.7%
Sub-total Europe & North America	39,415	43,352	+10.0%
Asia, Middle-East and Oceania	3,470	4,149	+19.6%
South America	2,350	2,571	+9.4%
Africa	444	462	+4.1%
TOTAL	45,678	50,535	+10.6%



#### **Breakdown of EBITDA**

In €m	H1 2011	H1 2012	$\Delta$ 12/11	∆ Organic
Energy International <sup>(1)</sup>	2,056	2,164	+5.3%	-2.5%
of which Latin America	863	863	-	+1%
of which North America	487	517	+6.2%	-2,5%
of which UK & other Europe	287	298	+3.8%	-16,6%
of which Middle East, Turkey & Africa	153	144	-6.1%	-2,5%
of which Asia	165	201	+21.7%	+9.6%
of which Australia	162	200	+23.9%	-6.8%
Energy Europe <sup>(2)</sup>	2,252	2,485	+10.4%	+12.8%
of which Central Western Europe	1,733	2,031	+17,2%	+17.2%
of which France	619	815	+31.7%	+31.8%
of which Benelux & Germany	1,115	1,246	+11.7%	+8.7%
of which other Europe	571	523	-8.4%	-0.3%
Global Gas & LNG	1,246	1,415	+13.6%	+24.2%
Infrastructures	1,669	1,718	+2.9%	+0.1%
Energy Services	540	531	-1.7%	-1.9%
Environment	1,232	1,133	-8.1%	-7.2%
Others	-130	-209	-60.4%	-61.8%
TOTAL	8,865	9,236	+4.2%	+3.7%

<sup>(1)</sup> Of which Others €-59m in H1 2012 and €-61m in H1 2011

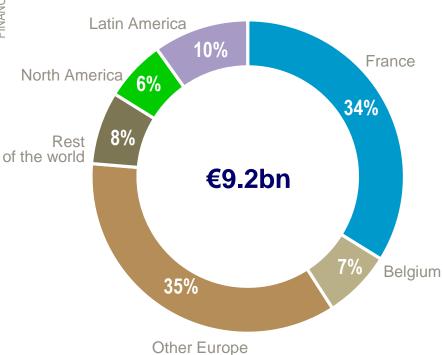
<sup>(2)</sup> Of which Others €-69m in H1 2012 and €-52m in H1 2011

#### **Breakdown of EBITDA**

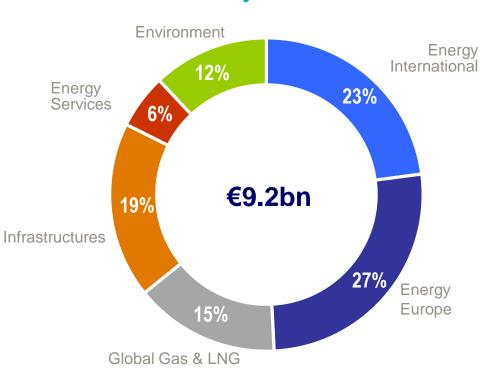




#### **Geographic breakdown**<sup>(1)</sup>



#### Breakdown by business line<sup>(2)</sup>



<sup>(1)</sup> By origin

<sup>(2)</sup> Incl. Others: €-209m (-2%)

#### Breakdown of current operating income

In €m	H1 2011	H1 2012	Δ 12/11	∆ Organic
Energy International <sup>(1)</sup>	1,287	1,448	+12.5%	+7.3%
of which Latin America	662	630	-4.7%	-2.9%
of which North America	259	309	+19.4%	+12.3%
of which UK & other Europe	106	169	+60.1%	+34.7%
of which Middle East, Turkey & Africa	115	128	+11.7%	+15.8%
of which Asia	123	145	+17.8%	+4.5%
of which Australia	77	128	+66.9%	+28.4%
Energy Europe <sup>(2)</sup>	1434	1,647	+14.9%	+17.0%
of which Central Western Europe	1145	1,418	+23.8%	+23.8%
of which France	396	566	+42.9%	+42.9%
of which Benelux & Germany	777	917	+18.0%	+13,7%
of which other Europe	345	301	-12.6%	-5.7%
Global Gas & LNG	687	740	+7.6%	+28.3%
Infrastructures	1,086	1,087	+0.1%	-2.3%
Energy Services	377	358	-5.0%	-5.1%
Environment	561	460	-18.1%	-16.3%
Autres	-201	-303	-50.7%	-51.0%
TOTAL	5,231	5,436	+3.9%	+5.1%

<sup>(1)</sup> Of which Others €-63m in H1 2012 and €-54m in H1 2011

<sup>(2)</sup> Of which Others €-72m in H1 2012 and €-56m in H1 2011

## Divisional reconciliation between EBITDA and current operating income



In €m	Energy International	Energy Europe	Global Gas & LNG	Infrastructures	Energy Services	Environment	Others	H1 2012
EBITDA	2,164	2,485	1,415	1,718	531	1133	-209	9,236
Depreciation	-712	-784	-670	-630	-161	-529	-45	-3,532
Provisions	-	-46	-4	-2	+11	+5	-22	-57
Concessions renewal expenses	-	-		-	-17	-137	-	-154
Share based payments	-4	-8	-1	+1	-6	-12	-27	-58
CURRENT OPERATING INCOME	1,448	1,647	740	1,087	358	460	-303	5,436

#### Divisional reconciliation between EBITDA and COI



#### Energy International details

In €m	Latin America	North America	UK & other Europe	META	Asia	Australia	H1 2012 <sup>(1)</sup> Energy International
EBITDA	863	517	298	144	201	200	2,164
Depreciation	-227	-210	-135	-17	-55	-68	-712
Provisions	-6	+2	+6	+2	-1	-4	-
Share based payments	-	-	_	-	-	-	-3
CURRENT OPERATING INCOME	630	309	169	129	145	128	1,448

<sup>(1)</sup> Of which Others: EBITDA €-59m, Depreciation €-1m, Provisions €1m, Share based payments €-3m, Current Operating Income €-62m

#### Divisional reconciliation between EBITDA and COI



#### Energy Europe details

	Central Western Europe				
In €m	of which France	of which Benelux & Germany	Total	Other Europe	H1 2012 <sup>(1)</sup> Energy Europe
EBITDA	815	1,246	2,031	523	2,485
Depreciation	-228	-300	-565	-217	-784
Provisions	-18	-25	-41	-5	-46
Share based payments	-3	-3	-7	-	-8
CURRENT OPERATING INCOME	566	917	1,417	301	1,647

(1) Of which Others: EBITDA €(69)m, Depreciation €(2)m, Provisions €(1)m, Share based payments €(1)m, Current Operating Income €(72)m



#### From current operating income to net income

In €m	H1 2011	H1 2012
<b>Current Operating Income</b>	5,231	5,436
MtM	-95	295
Impairment	-63	-361
Restructuring costs	-51	-78
Asset disposals & others	643	276
Income from operating activities	5,664	5,569
Financial result	-1,075	-1,528
Income tax	-1,371	-1,208
Share in net income of associates	300	261
Minority interests	-781	-763
Net income group share	2,738	2,331



#### Breakdown of share in net income of associates

In €m	H1 2011	H1 2012
Energy International	113	158
Energy Europe	167	56
Global Gas & LNG	-2	-6
Infrastructures	7	41
Energy Services	1	
Environment	14	12
Share in net income of associates	300	261



#### **Breakdown of minority interests**

In €m	H1 2011	H1 2012
Energy International	-436	-441
of which Tractebel Energia (Brazil)	-147	-153
of which E-CL Group (Chile)	-44	-66
of which Enersur (Peru)	-20	-22
Energy Europe	-75	-62
Global Gas & LNG	-	-54
Infrastructures	-7	-37
Energy Services	-18	-16
Environment	-243	-151
Others	-2	-2
Minority interests	-781	-763

## Reconciliation between EBITDA and operating cash flow



In €m	H1 2011	H1 2012
EBITDA	8,865	9,236
Restructuring costs cashed out	-118	-65
Concessions renewal expenses	-140	-154
Dividends and others	63	-169
OPERATING CASH FLOW	8,670	8,848



# FINANCIAL APPENDICES

#### Net recurring income group share definition

In €m	H1 2011	H1 2012
NET INCOME GROUP SHARE	2,738	2,331
MtM commodities	95	-295
Financial result MtM	-63	262
Debt restructuring	-	43
Impairment	63	361
Restructuring costs	51	78
Asset disposals & others	-643	-276
Income tax on non recurring items	-31	-40
Share in net income of associates (non-recurring items)	-	-15
Nuclear contribution in Belgium	70	133
Minority interests on above items	57	-105
NET RECURRING INCOME GROUP SHARE	2,337	2,477



#### Tax position



In €m	H1 2011	H1 2012
Consolidated income before tax and share in associates	4,590	4,040
Consolidated income tax	-1,371	-1,208
Effective tax rate	29.9%	29.9%
Adjusted effective tax rate <sup>(1)</sup>	33.9%	30.9%

<sup>(1)</sup> Excluding tax-free and non tax-deductible exceptional items



### CASH FLOW GENERATION DETAILS

**H1 2012 RESULTS** 

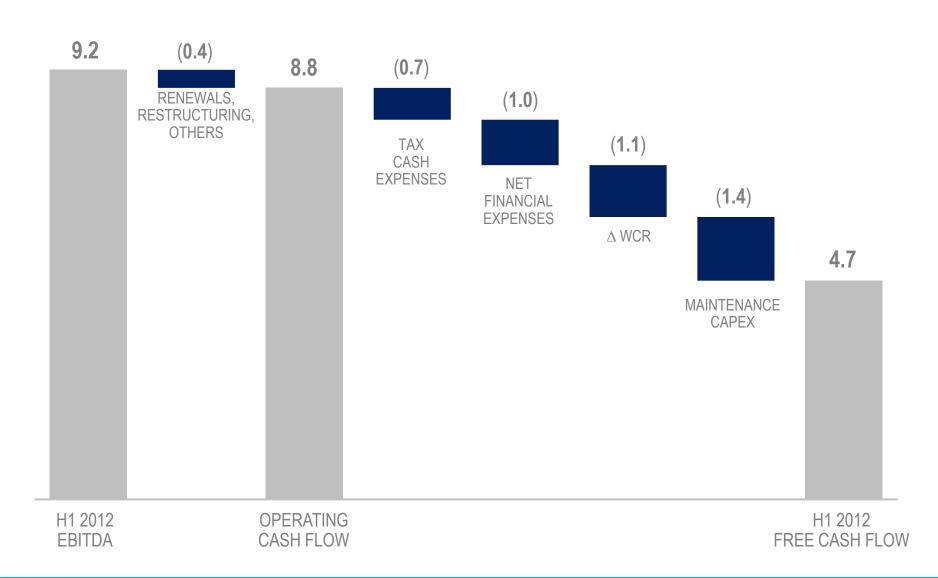
August 2, 2012

# FINANCIAL APPENDICES

#### **Sustained Free Cash Flow Generation**

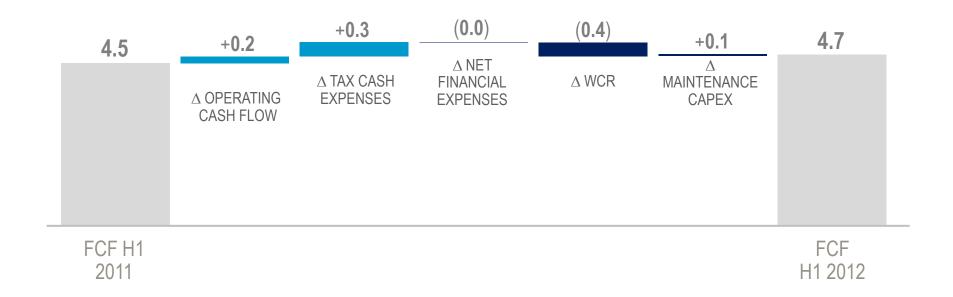


In €bn



## Free cash flow generation from H1 2011 to H1 2012

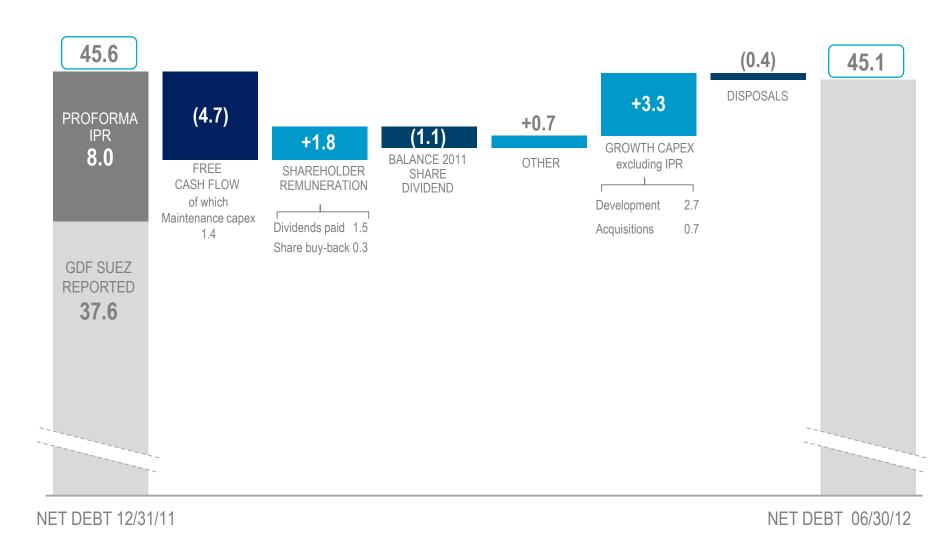
In €bn



#### Net debt evolution



In €bn





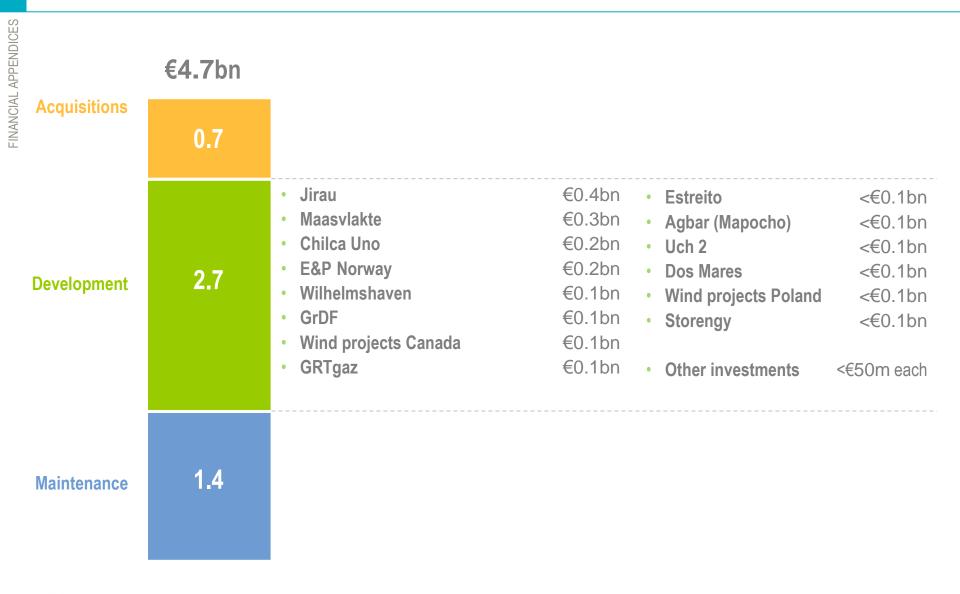
#### **Breakdown of investments**

In €m	Maintenance	Development	Acquisitions	H1 2012
Energy International	<b>242</b> <sup>(1)</sup>	1,060	83 (2)	1,385
of which Latin America	83	780	9	871
of which North America	78	122	-7	193
of which UK & other Europe	19	14	-1	33
of which Middle East, Turkey & Africa	20	30	-3	47
of which Asia	10	114	-13	110
of which Australia	32	-	-	32
Energy Europe	243	607	370	1,220
of which Central Western Europe	200	524	172	897
of which France	56	91	40	187
of which Benelux & Germany	144	428	132	704
of which other Europe	43	82	198	324
Global Gas & LNG	45	272	-1	316
Infrastructures	460	296	-2	754
Energy Services	77	127	20	224
Environment	280	319	187	785
Autres	20	-	4	24
TOTAL	1,368	2,681	660	4,709

<sup>(1)</sup> Inc. Others: €1m (2) Inc. Others: €97m



#### Detail of H1 2012 total capex





## Strict project monitoring

Main projects under construction			Assets under
	Description	COD	construct. <sup>(1)</sup> (€bn)
<b>Energy International</b>			4.9
Jirau (Brazil)	3.8 GW hydro	2013-15	2.2
Estreito (Brazil) <sup>(2)</sup>	1.1 GW hydro	2011-12	0.2
Gheco One (Thailand)	0.7 GW coal	2012	0.8
Energy Europe			3.5
Wilhelmshaven (Germany)	0.7 GW coal	2013	1.1
Rotterdam (The Netherlands)	0.8 GW coal	2013	1.0
Polaniec (Poland)	0.2 GW biomass	2012	0.2
Global Gas & LNG			0.9
Gudrun (Norway)	E&P	2014	0.3
Touat (Algeria)	E&P	2015	0.1
Cygnus (UK)	E&P	2015	0.1
<b>Infrastructures</b> (remunerated by regulation for transmission)			2.3
Stublach (UK)	Storage	as from 2013	0.3
Peckensen (Germany)	Storage	as from 2014	0.1
Others			1.1
TOTAL			12.7

<sup>(1)</sup> Balance Sheet amounts as of 6/30/2012 (2) Partly commissioned since H1 2011



## **CREDIT**

H1 2012 RESULTS

August 2, 2012

# "A" category rating: a significant competitive advantage in the current market



	Strong o	credit	rating ———		
	S&P	Moody's			
AA-		Aa3	EDF (stable)		
<b>A</b> +	EDF (stable)	<b>A</b> 1	GDF SUEZ (negative)		
A	GDF SUEZ (stable)	A2			
<b>A-</b>	E.ON (stable)	A3	E.ON (stable) RWE (negative)		
BBB	RWE (stable) + ENEL (stable) IBERDROLA (stable)	Baa1	ENEL (RUR <sup>(1)</sup> negative) IBERDROLA (RUR <sup>(1)</sup> negative)		

Ratings recently confirmed by both S&P and Moody's following IPR acquisition

## Record financing conditions captured at the right execution window

- €4.5bn issued on debt capital market in May and July 2012
  - €3.0bn maturing in 2016, 2018 and 2023 Average cost of the financing: 1.83%<sup>(2)</sup>
  - €1.5bn maturing in 2017 and 2022
     Average cost of the financing: 1.37%<sup>(2)</sup>
- 1.68% of average cost of financing<sup>(1)</sup>
   for an average maturity of 7 years
- Lowest coupons ever paid by GDF SUEZ on each maturity

Credit market confidence in GDF SUEZ long-term outlook

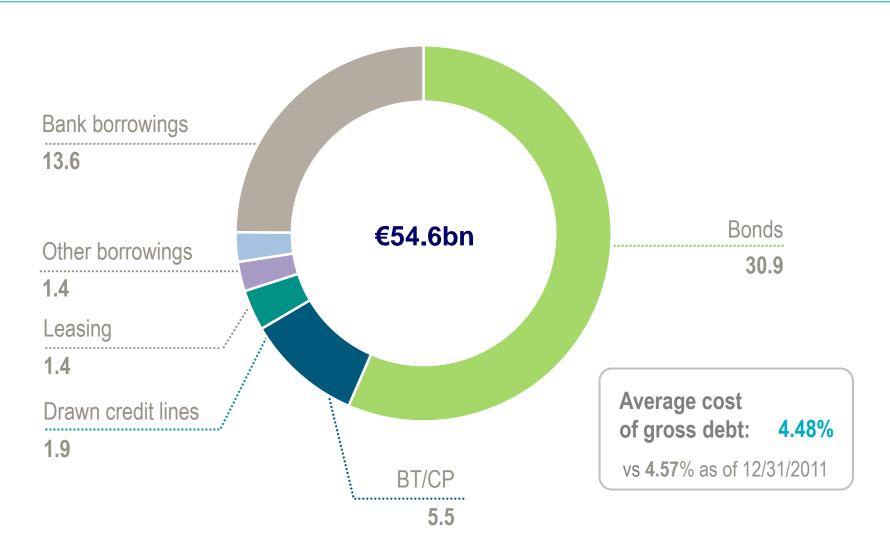
<sup>(1)</sup> Rating Under Review

<sup>(2)</sup> Including partial swap to floating rates

## Split of gross debt<sup>(1)</sup>

GDF SVEZ

In €bn

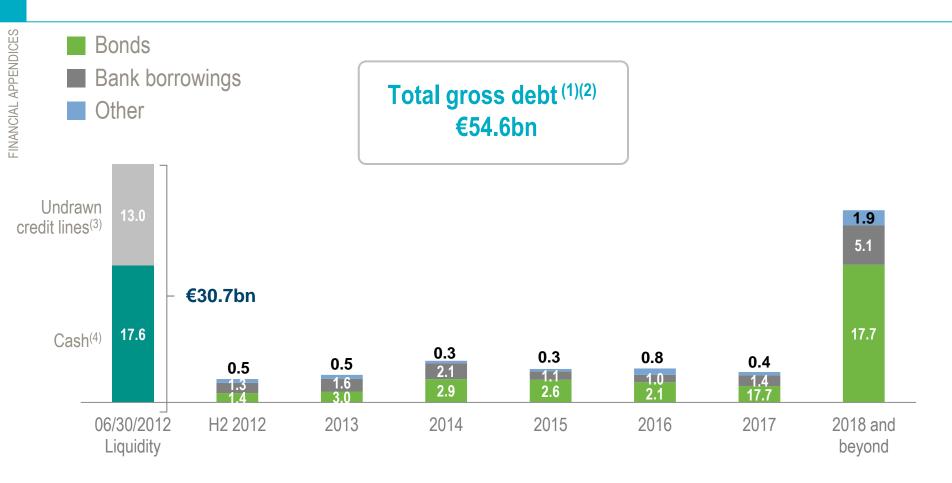


(1) Without €8bn debt linked to IP minorities buy out, without IAS 39 (+€0.5bn) and bank overdraft (+€1.2bn)

#### **Debt maturity profile**(1)



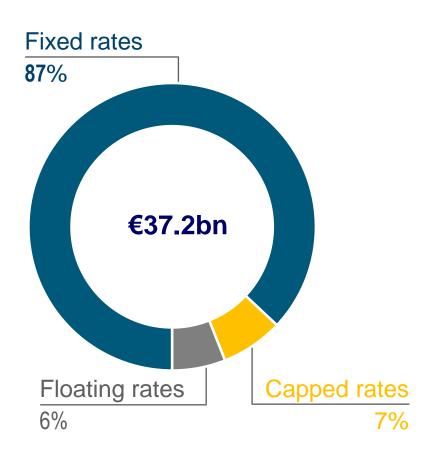
In €bn

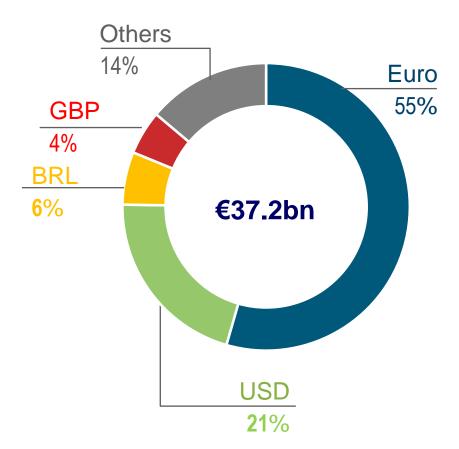


#### **AVERAGE NET DEBT MATURITY: 11.2 YEARS**

- (1) Excluding €8bn of debt linked to IP minorities buy out and €5.5bn of BT/CP, of which €5.3bn maturing in 2012
- (2) Without IAS 39 (+€0.5bn) and bank overdraft (+€1.2bn) (3) Net of commercial paper (€5.1bn) (4) Net of bank overdraft (€1.2bn)

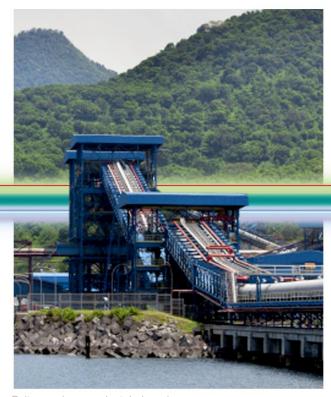
### Net debt breakdown<sup>(1)</sup> by rate and currency





<sup>(1)</sup> Excluding €8bn debt linked to IP minorities buy out





Paiton coal power plant, Indonesia

**H1 2012 RESULTS** 

August 2, 2012

# **BUSINESS APPENDICES**



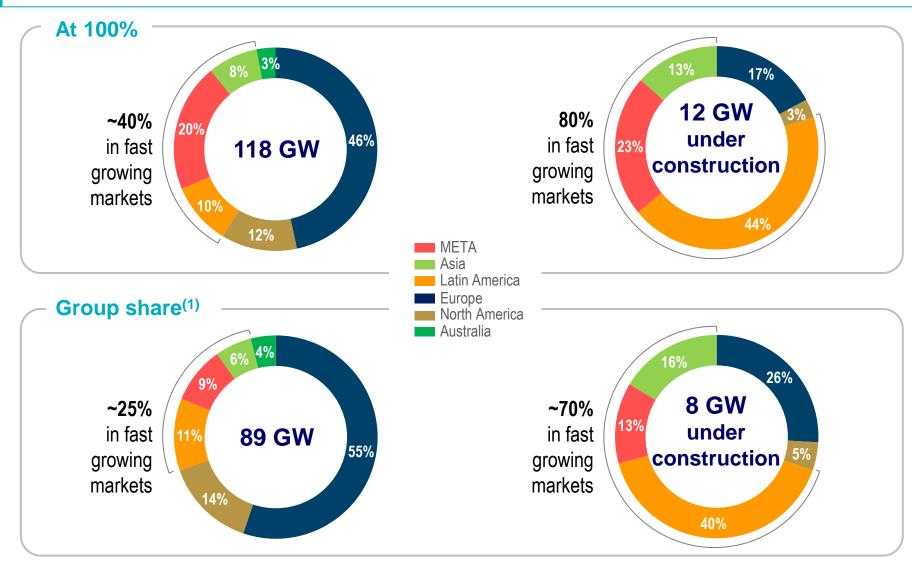
# **GENERATION CAPACITY**& ELECTRICITY OUTPUT

**H1 2012 RESULTS** 

August 2, 2012

# GDF SUEZ breakdown of generation capacity by geographic area

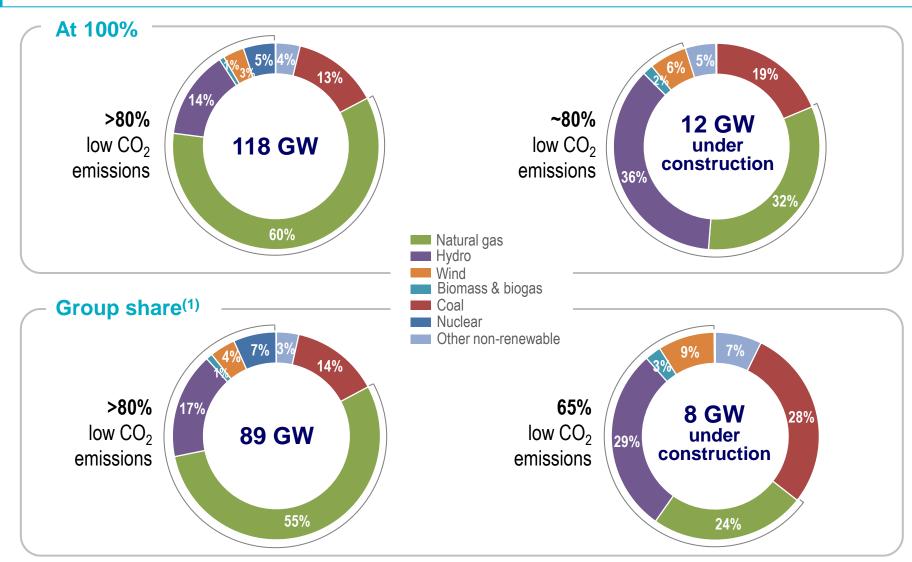




<sup>(1) %</sup> of consolidation for full and proportionally consolidated affiliates and % holding for equity consolidated companies

# GDF SUEZ breakdown of generation capacity by technology





<sup>(1) %</sup> of consolidation for full and proportionally consolidated affiliates and % holding for equity consolidated companies

# GDF SUEZ total installed capacity by business line



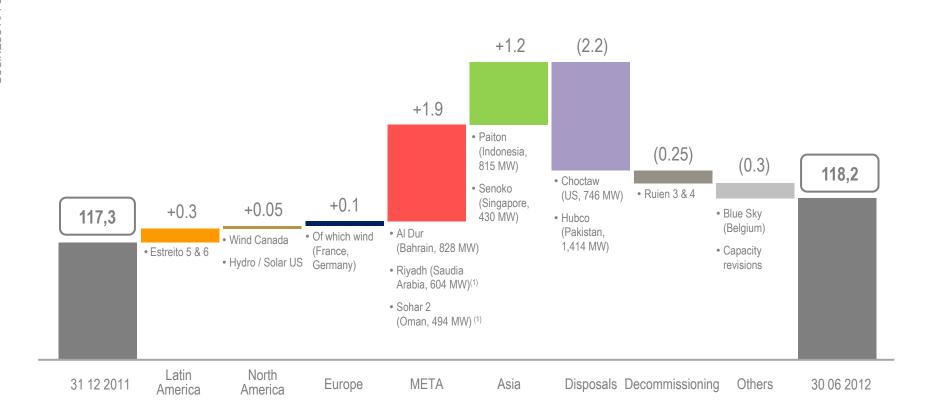
As of 6/30/2012, at 100%

MW	In operation	Under construction	TOTAL
ENERGY INTERNATIONAL	76,842	9,798	86,640
Latin America	11,761	5,172	16,933
North America	14,214	351	14,565
UK and other Europe	13,889	47	13,936
Middle East, Turkey & Africa	24,049	2,651	26,700
Asia	9,389	1,577	10,966
Australia	3,540	-	3,540
ENERGY EUROPE	39,131	1,968	41,099
Central Western Europe	26,500	1,602	28,102
France	8,288	118	8,406
Benelux & Germany	18,212	1,484	19,696
Other Europe	12,631	366	12,997
ENERGY SERVICES	2,255	6	2,261
TOTAL	118,228	11,772	130,000

### Installed capacity evolution vs FY 2011



In GW, at 100%



# GDF SUEZ expected commissioning of capacity under construction



As of 6/30/2012, at 100%

TOTAL	3,223	5,164	2,580	805	11,772
ENERGY SERVICES	-	6	-	-	6
Other Europe	290	38	38	-	366
Benelux & Germany	16	736	731	-	1,483
France	98	20	-	-	118
Central Western Europe	114	757	731	-	1,601
ENERGY EUROPE	404	795	769	•	1,968
Australia	-	-	-	-	-
Asia	1,202	375	-	-	1,577
Middle East, Turkey & Africa	1,281	838	177	355	2,652
UK and other Europe	6	41	-	-	47
North America	<u>-</u>	329	22	-	351
Latin America	330	2,780	1,612	450	5,172
ENERGY INTERNATIONAL	2,819	4,363	1,811	805	9,798
In MW (at 100%)	2012	2013	2014	2015	TOTAL

### **GDF SUEZ total installed capacity**



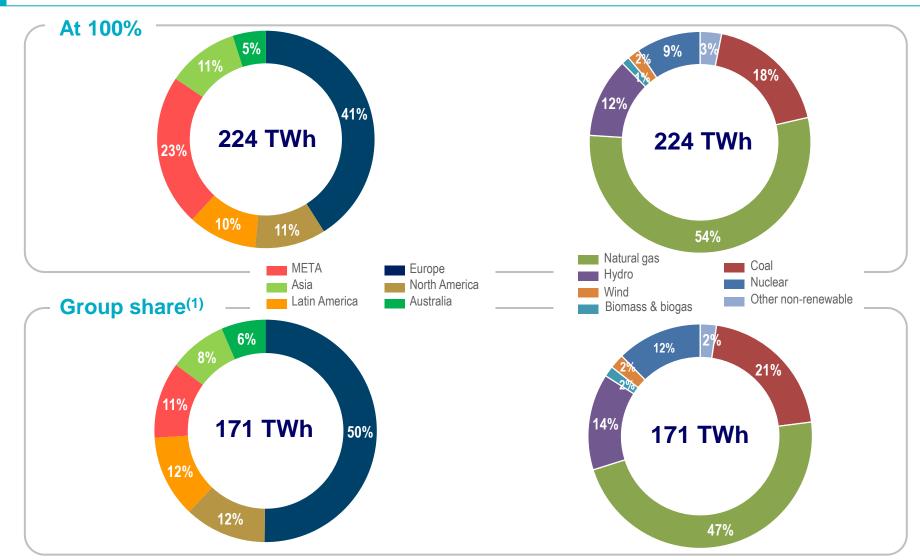
As of 6/30/2012, Group Share<sup>(1)</sup>

MW	In operation	Under construction	TOTAL
ENERGY INTERNATIONAL	50,571	5,813	56,384
Latin America	10,141	3,138	13,279
North America	12,911	351	13,262
UK and other Europe	10,719	47	10,766
Middle East, Turkey & Africa	8,082	1002	9,084
Asia	5,178	1,275	6,453
Australia	3,540	-	3,540
ENERGY EUROPE	36,414	1,961	38,375
Central Western Europe	25,983	1,595	27,578
France	8,172	112	8284
Benelux & Germany	17,811	1,483	19,294
Other Europe	10,431	366	10,797
ENERGY SERVICES	2,255	6	2,261
TOTAL	89,240	7,780	97,020

<sup>(1) %</sup> of consolidation for full and proportionally consolidated affiliates and % holding for equity consolidated companies

# GDF SUEZ total generation output breakdown by geographic area and technology





<sup>(1) %</sup> of consolidation for full and proportionally consolidated affiliates and % holding for equity consolidated companies

# JSINESS APPENDICE

# GDF SUEZ total electricity output by business line



	At 100%	Group Share <sup>(1)</sup>
ENERGY INTERNATIONAL	147.8	98.7
Latin America	22.9	20.4
North America	23.6	20.3
UK and other Europe	16.0	13.6
Middle East, Turkey & Africa	50.5	18.9
Asia	23.8	14.4
Australia	11.0	11.0
ENERGY EUROPE	72.4	68.5
Central Western Europe	55.6	54.3
France	17.4	17.2
Benelux & Germany	38.2	37.0
Other Europe	16.8	14.2
ENERGY SERVICES	3.7	3.7
TOTAL	224.0	170.9

<sup>(1) %</sup> of consolidation for full and proportionally consolidated affiliates and % holding for equity consolidated companies

## Renewable energy: ~15% of Group's generation capacity





<sup>(1)</sup> Excluding pumped storage

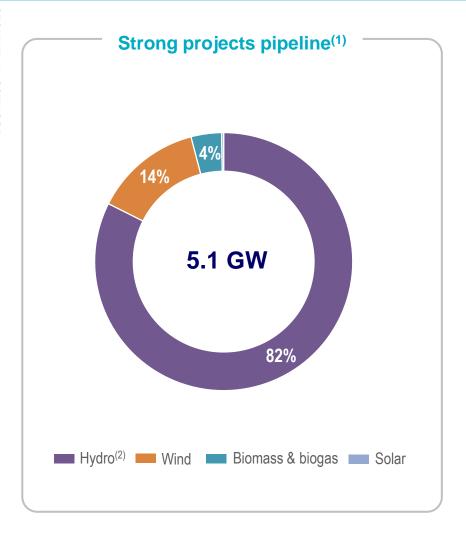
<sup>(2) %</sup> of consolidation for full and proportionally consolidated affiliates and % holding for equity consolidated companies

# **BUSINESS APPENDICES**

#### Renewable energy: 5.1 GW under construction



As of 6/30/2012, at 100%



MW	Projects	Hydro <sup>(2)</sup>	Biomass & biogas	Wind	Solar
	Estreito	272	-	-	-
Brazil	Jirau	3,750	-	-	-
	Other	-	-	115	-
Panama	Dos Mares	59	-	-	-
Chili	Laja	34	-	-	-
Peru	Quitaracsa	112	-	-	-
Canada		-	-	297	10
United States		-	-	-	-
Pakistan		-	-	-	-
Belgium		-	-	16	-
UK			_	47	-
Italy		_	_	-	1
Germany		-	_	-	-
Poland		_	190	51	-
Romania		-	-	48	-
France		_	6	118	-
Thailand		_	_	-	2
TOTAL		4,227	196	693	13

(1) Excluding Energy Services (2) Excluding pump storage



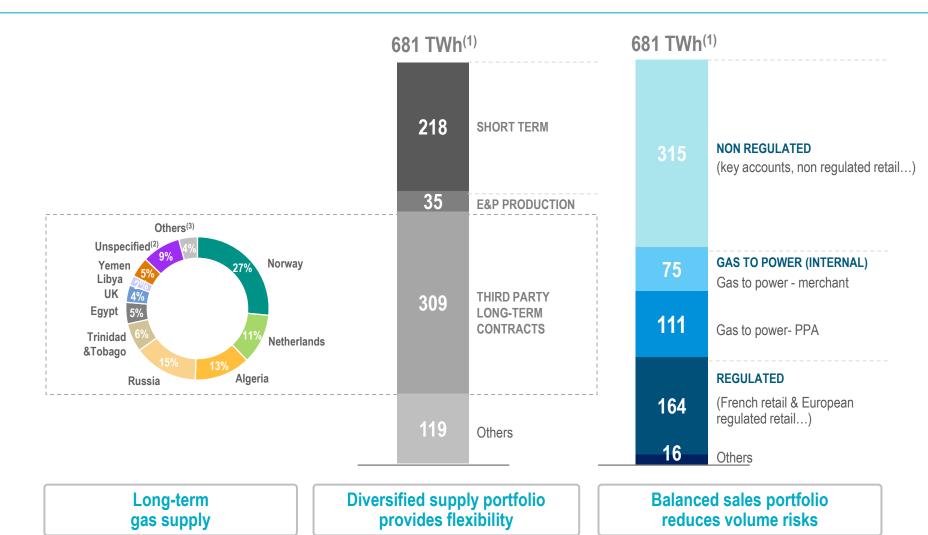
## **GAS BALANCE**

H1 2012 RESULTS

August 2, 2012

## H1 2012 gas balance: GDF SUEZ' diversified portfolio





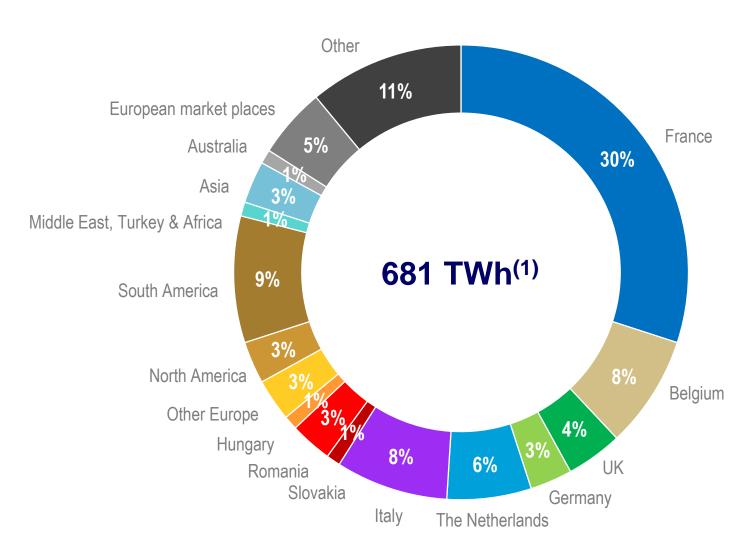
(1) Group share

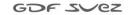
(2) Purchases from gas supplier; origin unspecified

3) Of which Italy 1%, Australia 1% and Nigeria 1%



## Geographic split of gas usage in H1 2012





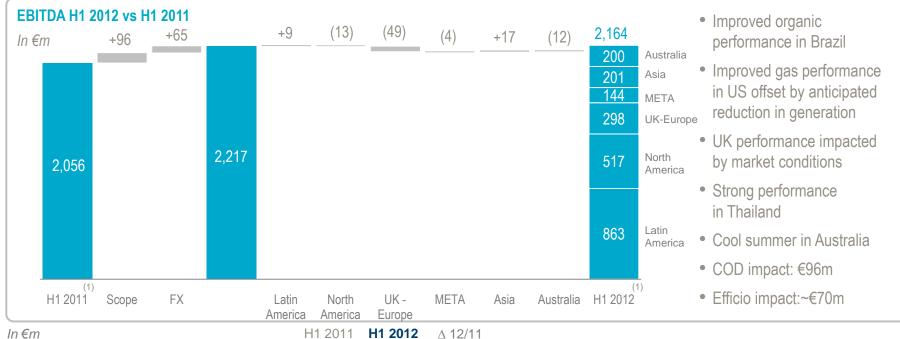
## **ENERGY INTERNATIONAL**

**H1 2012 RESULTS** 

August 2, 2012

# **BUSINESS APPENDICES**

#### **Energy International**



In €m	H1 2011	H1 2012	Δ 12/11
Revenues	7,601	8,129	+7%
Current Operating Income	1,287	1,448	+12%
Total capex	1,013	1,385	
Electricity sales <sup>(2)</sup> (TWh)	112.8	114.2	+1%
Gas sales <sup>(2)</sup> (TWh)	57.4	51.2	-11%
Installed capacity <sup>(3)</sup> (GW)	72.4	76.8	+6%
Electricity production <sup>(3)</sup> (TWh)	145.2	147.8	+2%

#### **EBITDA FY 2012 outlook**

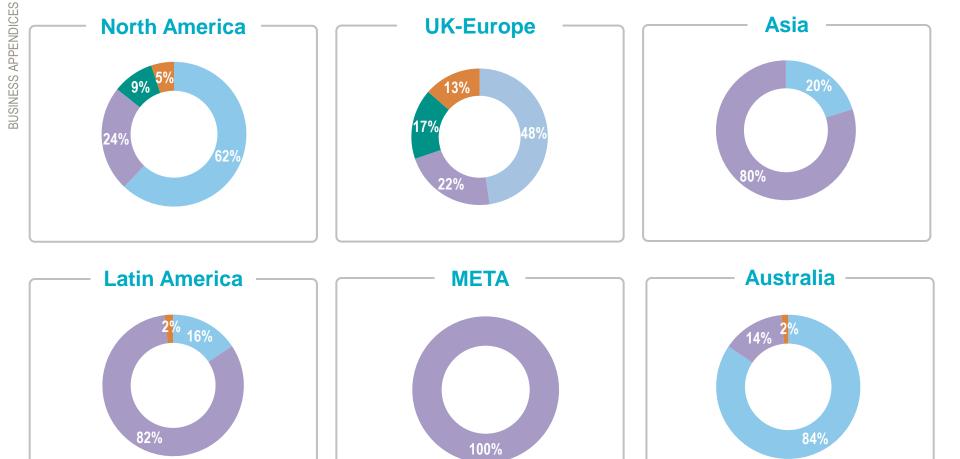
- Full year impact of new plant CODs
- Impact of portfolio optimization program
- Merchant market dynamics: potential for improvement in Texas and weak conditions in the UK
- Weak Euro

<sup>(1)</sup> Including Other: €(61)m in H1 2011 and €(59)m in H1 2012

<sup>(2)</sup> Sales figure are consolidated according accounting rules (3) at 100%

## Energy International / Well balanced generation portfolio

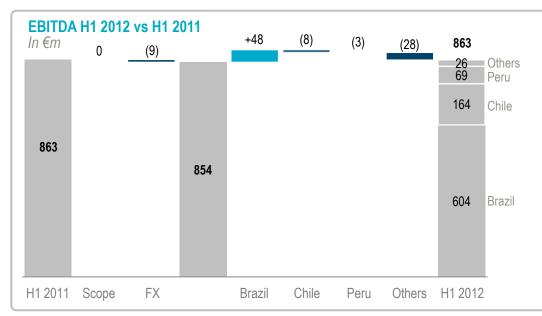




Short term/uncontracted Long-term Pumped storage

Assets in operation where long-term contracted > 3 years; based on net ownership as at 06/30/12

#### **Energy International / Latin America**



#### • Improved organic performance in Brazil

- Sixth unit commissioned at Estreito
- Beneficial contract price escalation, offset by lower net sales volumes
- Weaker BRL

#### Chile performance comparable to H1 2011

- First-time contributions from CTA and CTH coal plants
- Lower achieved margins; 2011 benefitted from high market prices
- BLM coal plant in Panama benefitted from compensation for delays in H1 2011

In €m	H1 2011	H1 2012	Δ 12/11
Revenues	1,843	1,981	+7%
Current Operating Income	662	630	-5%
Associates	1	1	_
Electricity sales <sup>(1)</sup> (TWh)	24.4	26.4	+8%
Gas sales <sup>(1)</sup> (TWh)	7.6	6.5	-14%
Installed capacity <sup>(2)</sup> (GW)	10.8	11.8	+9%
Electricity production <sup>(2)</sup> (TWh)	26.4	22.9	-13%

#### **EBITDA FY 2012 outlook**

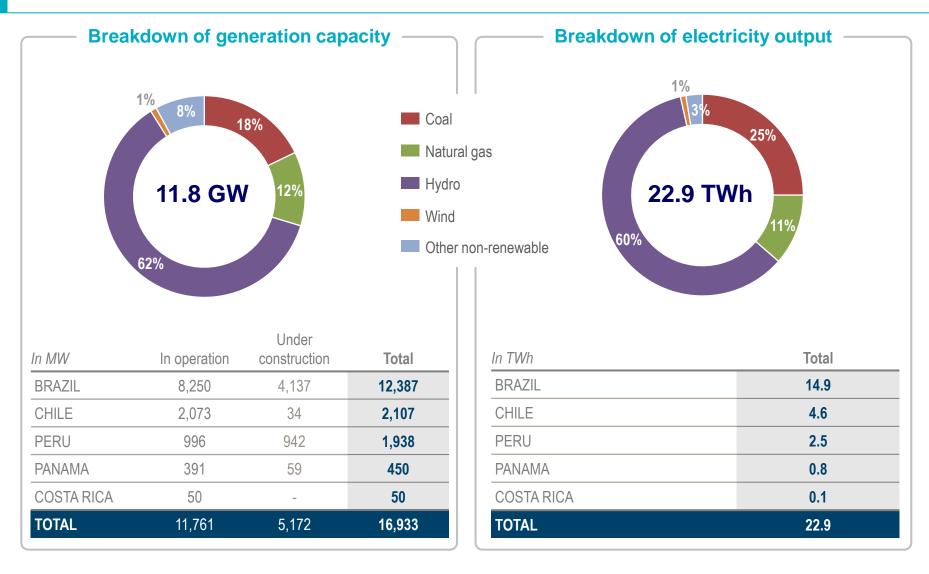
- Commissioning of Estreito units 7 and 8
- Contract inflation indexation in Brazil

<sup>(1)</sup> Sales figure are consolidated according accounting rules (2) at 100%

#### **Energy International / Latin America**



Installed capacity and production as of 6/30/2012, at 100%





#### **Energy International / Jirau project update**

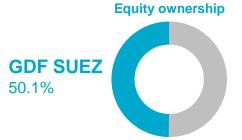
## Jirau, Brazil, hydropower plant



3,750 MW project

(50 units x 75 MW each)

2,185 aMW assured energy



#### 73% contracted under 30 year PPAs – indexed to inflation

- **first PPA** starting Jan 2013 (ramp up to 1,383 aMW on 2016, then flat): contract price of BRL 88.4/MWh (June 2012 price)
- second PPA starting Mar 2014 (209 aMW flat): contract price of BRL106.5/MWh (June 2012 price)

Uncontracted energy to be sold in the free market and/or via future auctions

#### Expected project CAPEX of BRL 15.4 billion (June 2012)<sup>(1)</sup>

- compares to June 2012: BRL 15.2 billion<sup>(2)</sup>
- balance of BRL 0.2 billion relating to remedial actions following March 2012 events on site

**Clean Development Mechanism registration underway**(3)

Commercial Operation Date (COD) of units starting early 2013

#### Options to create additional value

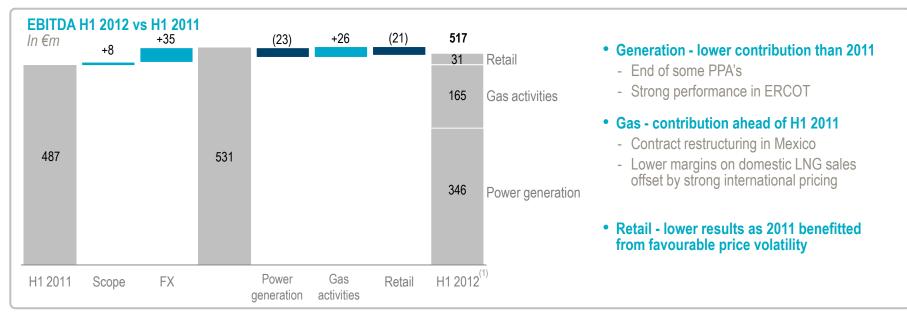
- additional assured energy (90 aMW)
- additional long-term tax incentives in the region

#### **Enhancements on long term financing**

- new credit line under advanced discussions with BNDES<sup>(4)</sup>
- adjustments on financing ongoing and reducing interest rates trend in Brazil (e.g. TJLP<sup>(5)</sup> recently reduced from 6% to 5.5%)
- (1) CAPEX to completion, including inflation up to June 2012, not thereafter; it includes the receipt of certain tax credits (PIS/Cofins); excludes interest during construction
- (2) BRL 15.1 billion as at December 2011 re-stated for inflation
- 3) Registration with the United Nations Framework Convention on Climate Change (UNFCCC)
- (4) Brazilian development bank
- (5) TLJP is the reference interest rate used by BNDES for the cost of financings for power projects like Jirau HPP



#### **Energy International / North America**



In €m	H1 2011	H1 2012	$\Delta$ 12/11
Revenues	2,355	2,119	-10%
Current Operating Income	259	309	+19%
Associates	5	1	-80%
Electricity sales <sup>(2)</sup> (TWh)	38.1	37.4	-2%
Gas sales <sup>(2)</sup> (TWh)	32.1	27.9	-13%
Installed capacity <sup>(3)</sup> (GW)	14.3	14.2	_
Electricity production <sup>(3)</sup> (TWh)	21.1	23.6	+12%

#### **EBITDA FY 2012 outlook**

- Potential for improvement in Texas
- Continued LNG cargo diversion opportunities at a premium to domestic US prices

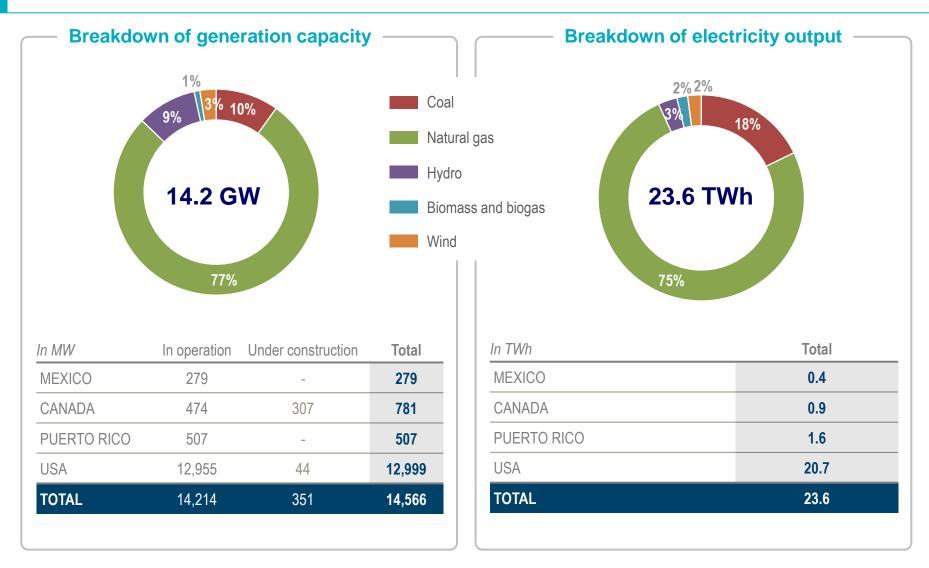
<sup>(1)</sup> Including Others €(5)m in H1 2011 and €(26)m in H1 2012 (2) Sales figure are consolidated according accounting rules (3) at 100%

# **BUSINESS APPENDICES**

#### **Energy International / North America**

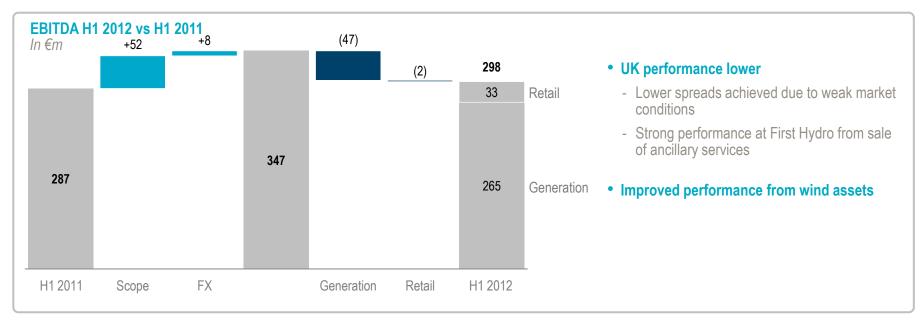


Installed capacity and production as of 6/30/2012, at 100%





#### **Energy International / UK-Europe**



In€m	H1 2011	H1 2012	Δ 12/11
Revenues	1,565	1,787	+14 %
Current Operating Income	106	169	+60%
Associates	15	26	+73%
Electricity sales <sup>(1)</sup> (TWh)	17.4	17.8	+2%
Gas sales <sup>(1)</sup> (TWh)	13.4	12.2	-9%
Installed capacity <sup>(2)</sup> (GW)	13.9	13.9	-
Electricity production <sup>(2)</sup> (TWh)	16.2	16.0	-1%

#### **EBITDA FY 2012 outlook**

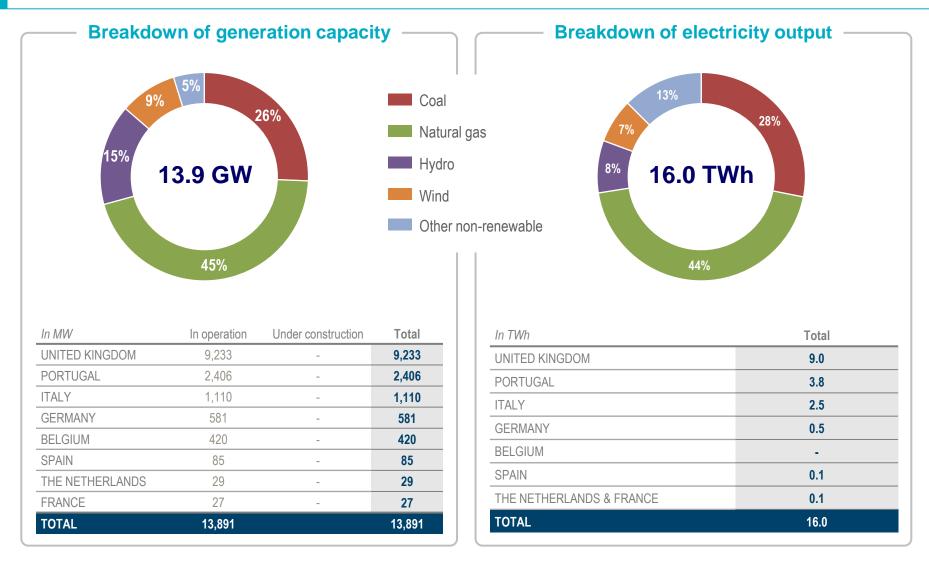
- Weak market conditions in the UK
- UK market currently challenging for thermal generation – closure of Shotton and Derwent
- First Hydro well positioned to capture value from market volatility

<sup>(1)</sup> Sales figure are consolidated according accounting rules (2) at 100%

#### **Energy International / UK-Europe**

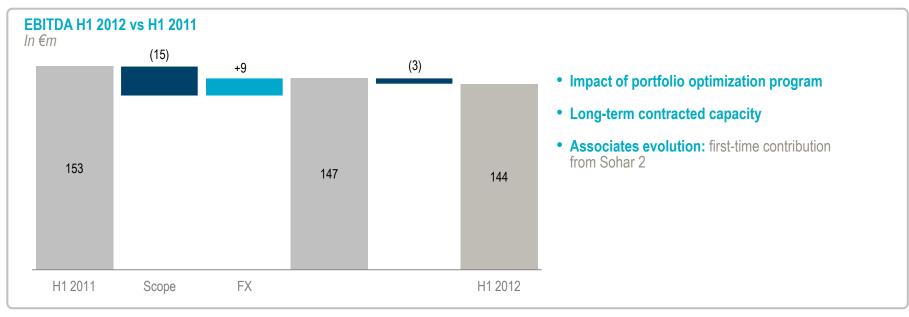


Installed capacity and production as of 6/30/2012, at 100%





## **Energy International / Middle East, Turkey & Africa**



In €m	H1 2011	H1 2012	Δ 12/11
Revenues	578	630	+9%
Current Operating Income	115	128	+12%
Associates	55	65	+18%
Electricity sales <sup>(2)</sup> (TWh)	11.5	8.7	-24%
Gas sales <sup>(2)</sup> (TWh)	2.3	2.3	+2%
Installed capacity <sup>(3)</sup> (GW)	20.6	24.0	+17%
Electricity production <sup>(3)</sup> (TWh)	44.6	50.5	+13%

#### **EBITDA FY 2012 outlook**

- Sohar partial divestment (sale of 10%)<sup>(1)</sup>
- Hidd partial sale closed in H1 2012<sup>(1)</sup>
- Tihama proportionately consolidated from January 2012

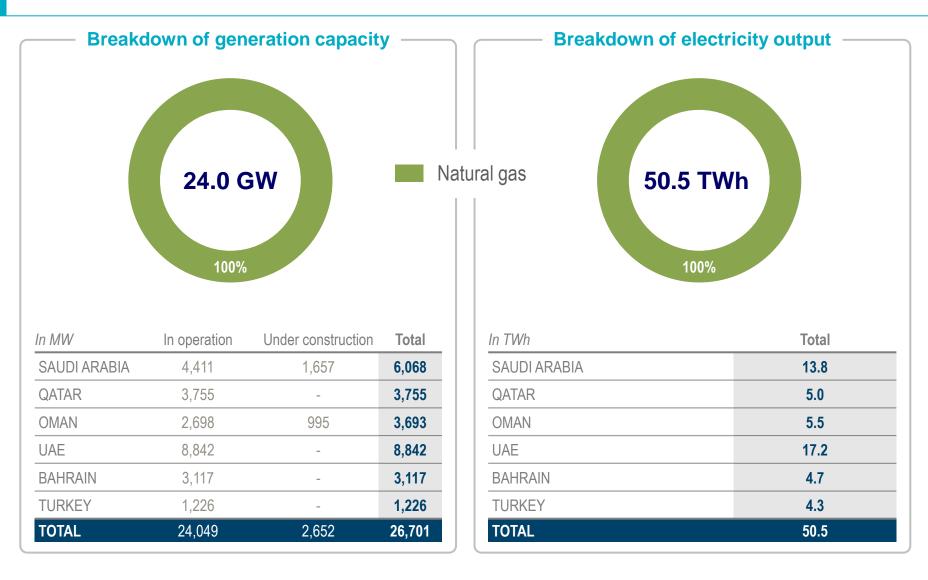
<sup>(1)</sup> To be equity consolidated going forward (2) Sales figure are consolidated according accounting rules (3) at 100%

# **BUSINESS APPENDICES**

### **Energy International / Middle East, Turkey & Africa**



Installed capacity and production as of 6/30/2012, at 100%



### **Energy International / Asia**



- Thailand: strong overall performance at Glow contribution from Phase 5 gas plant following commissioning in H2 2011
- Associates: Paiton 3 (Indonesia) operational since March 2012

In €m	H1 2011	H1 2012	Δ 12/11
Revenues	811	1,089	+34%
Current Operating Income	123	145	+18%
Associates	37	65	+76%
Electricity sales <sup>(1)</sup> (TWh)	10.8	12.0	+11%
Gas sales <sup>(1)</sup> (TWh)	1.3	1.1	-12%
Installed capacity <sup>(2)</sup> (GW)	9.3	9.4	+1%
Electricity production <sup>(2)</sup> (TWh)	26.0	23.8	-8%

#### **EBITDA FY 2012 outlook**

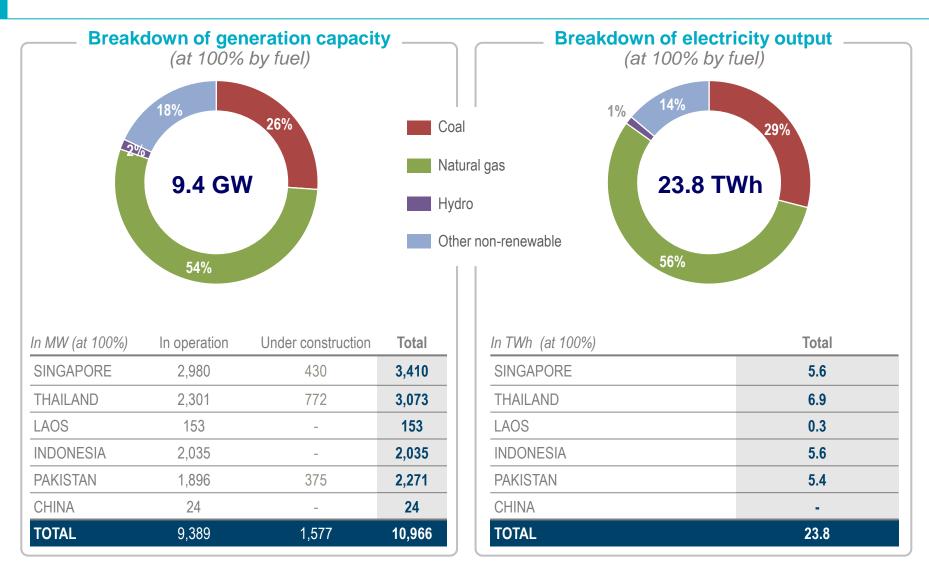
- COD in Indonesia, Thailand and Singapore adding new capacity to the region
- Senoko deconsolidated from July 2012

<sup>(1)</sup> Sales figure are consolidated according accounting rules (2) At 100%

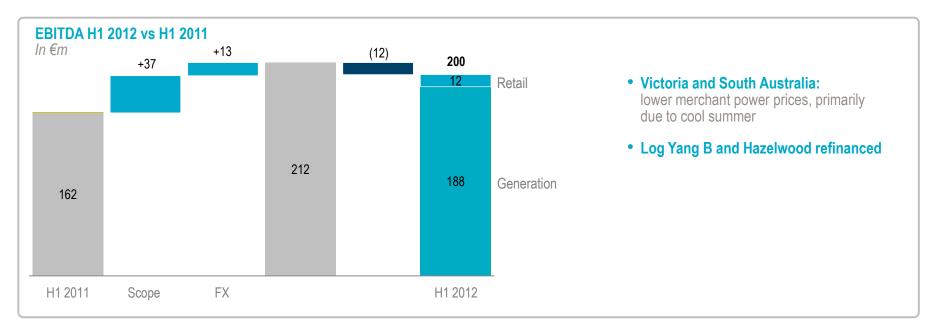
### **Energy International / Asia**



### Installed capacity and production as of 6/30/2012



### **Energy International / Australia**



In €m	H1 2011	H1 2012	$\Delta$ 12/11
Revenues	449	522	+17%
Current Operating Income	77	128	+67%
Associates	0	0	-
Electricity sales <sup>(1)</sup> (TWh)	10.6	11.9	+12%
Gas sales <sup>(1)</sup> (TWh)	0.8	1.1	+40%
Installed capacity <sup>(1)</sup> (GW)	3.5	3.5	-
Electricity production <sup>(1)</sup> (TWh)	10.9	11.0	+1%

#### **EBITDA FY 2012 outlook**

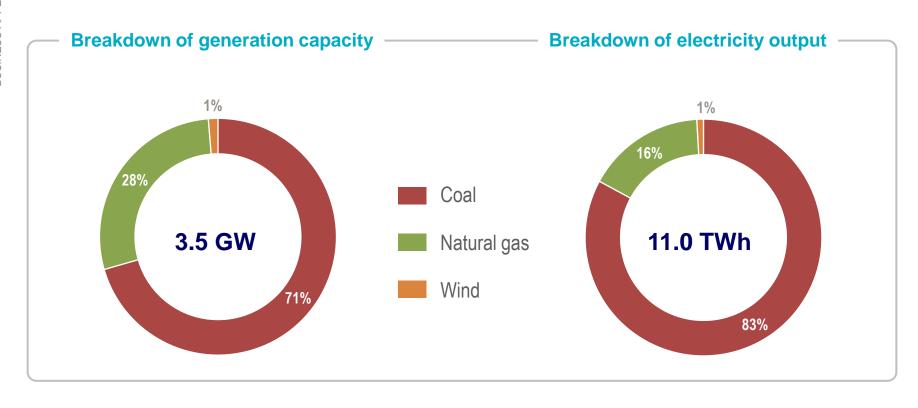
Output largely hedged

<sup>(1)</sup> Sales figure are consolidated according accounting rules (2) At 100%

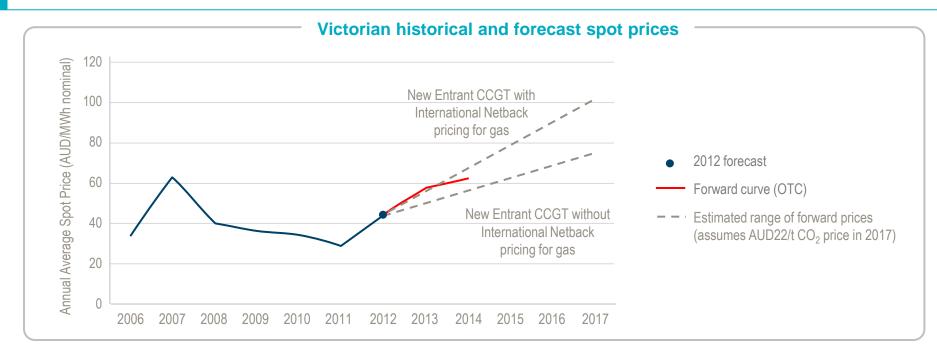
### **Energy International / Australia**



Installed capacity and production as of 6/30/2012, at 100%



### **Energy International / Australia**



### **Emissions legislation in place from 1 July 2012**

- Compensation comprising cash and permits over five years
  - AUD 383 million cash compensation received 22 June 2012
  - 38% of free permits allocated to Hazelwood and Loy Yang B
- Hazelwood listed for voluntary "contract for closure" option.
   Further discussions with Government expected early in H2 2012

## Medium term: expected positive impact of increase in fuel prices

- Positive impact of population growth and relatively robust economy
- Linkage of domectic gas prices to export LNG prices
- Increase in black coal price following roll-off of historical contracts



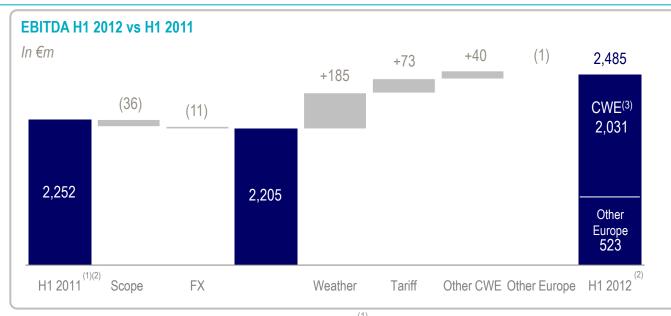
# **ENERGY EUROPE**

**H1 2012 RESULTS** 

August 2, 2012

# **BUSINESS APPENDICES**

### **Energy Europe**



Central Western Europe:

Energy margins decrease

Scope effect: G6 Rete Gas disposal in Italy in 2011

COD impact: €42m

Efficio impact: ~€65m



H1 2011 H1 2012

	H1 2011	H1 2012	Δ 12/11
Revenues	21,323	24,269	+14%
Current Operating Income	1,434	1,647	+15%
Total capex	1,049	1,220	
Gas sales <sup>(4)</sup> (TWh)	349	380	+9%
Electricity sales <sup>(4)</sup> (TWh)	94	105	+12%
Installed capacity <sup>(5)</sup> (GW)	39.9	39.1	-2%
Electricity production <sup>(5)</sup> (TWh)	73.2	72.4	-1%

•	111 2011	111 2012
Load factor CCGT fleet	46%	31%
Load factor coal fleet	45%	68%
Nuclear plants availability	88%	84%
Proxy nuclear CWE achieved price (€/MWh)	58	56

#### **EBITDA FY 2012 outlook**

- Pressure on power spreads
- Long term gas contract price reviews

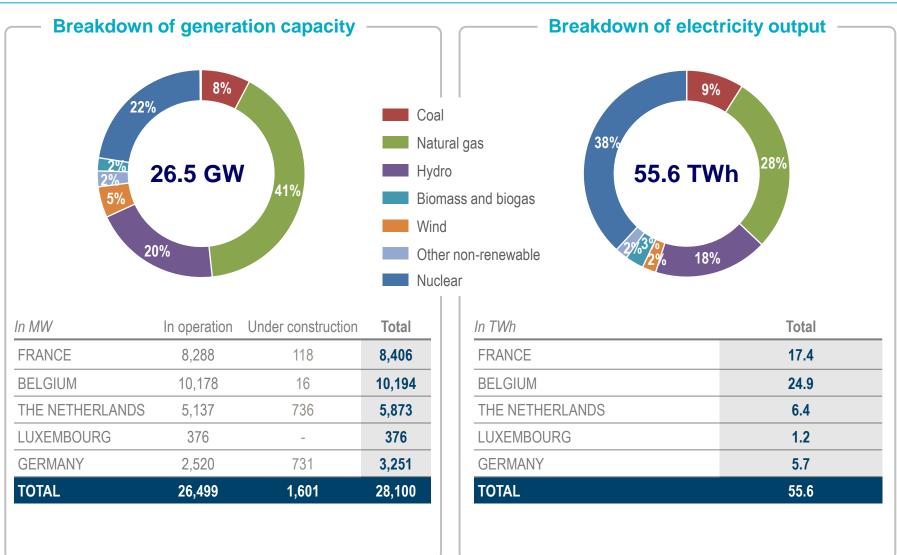
<sup>(1)</sup> Proforma figures taking into account new Energy Europe and Global Gas & LNG perimeters, non-audited (2) Including Other: €(52)m in H1 2011 and €(69)m in H1 2012 (3) Central Western Europe

<sup>(4)</sup> Sales figure are consolidated according accounting rules (5) At 100%

# **Energy Europe / Central Western Europe installed capacity and production**



As of 6/30/2012, at 100%



SPAIN

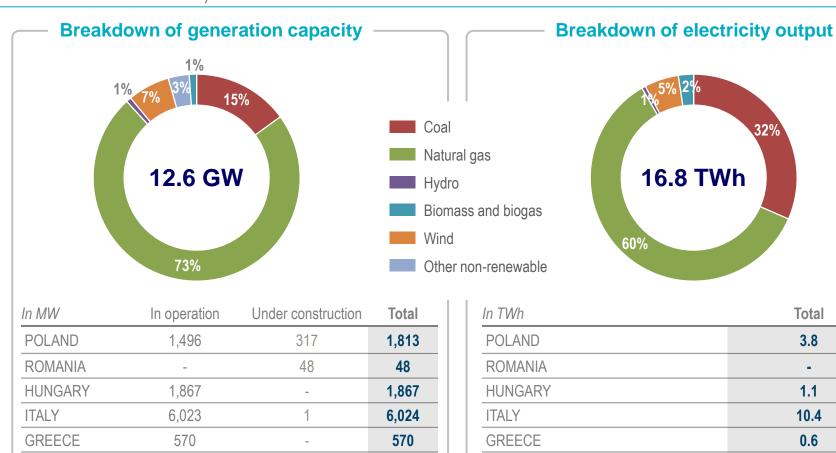
TOTAL

**PORTUGAL** 

# **Energy Europe / Other Europe** installed capacity and production



As of 6/30/2012, à 100%



1,973

702

12,997

366

ROMANIA	-
HUNGARY	1.1
ITALY	10.4
GREECE	0.6
SPAIN	0.1
PORTUGAL	0.8
TOTAL	16.8

1,973

702

12,631



### **GDF SUEZ nuclear capacity**

In Belgium, GDF SUEZ operates 5,927 MW through 7 units:

**GDF SUEZ** 



in Belgium, France and Germany



2022-2025

Doel 1,2

0.5

0.35

2015

Belgian operated capacity by owner and by closing schedule<sup>(1)</sup>

Tihange 1



(1) As of 1/1/2012 net of third party capacity and drawing rights

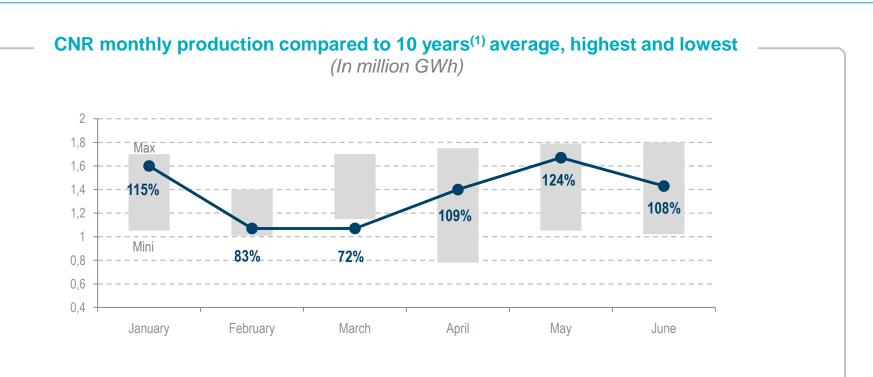
3.9

0.5

**EDF** 

# **BUSINESS APPENDICES**

### **Energy Europe / Hydro production in France**



CNR hydro production in H1 2012: +3.2TWh vs H1 2011, close to the average production

# **Energy Europe / Breakdown of electricity** and gas sales



		Contracts (Million) <sup>(1)</sup>		Sales to Final Custo	omers <sup>(2)</sup> (TWh)
	Electricity	Gas	Services	Electricity	Gas
TOTAL EUROPE	5.4	16.4	2.1	45.2	290.4
of which France	1.4	9.6	1.5	9.6	167.5
of which Belgium	3.1	1.7	-	24.7	33.9
of which Italy	0.3	1.1	-	1.1	15.7
of which Romania	-	1.4	0.6	0.1	20.3

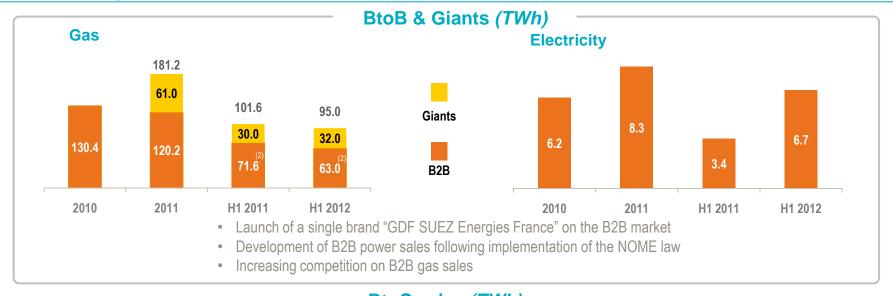


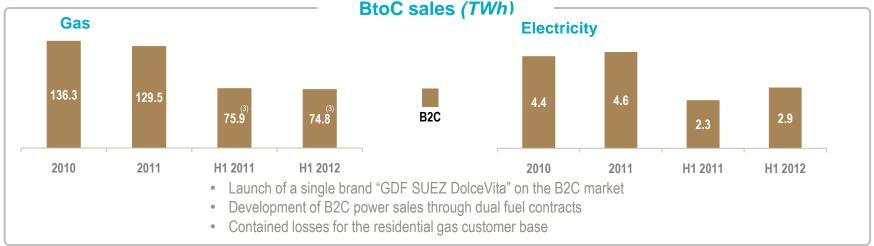
(1) Number of contracts is consolidated at 100% (2) Sales figure are consolidated according accounting rules, Group contribution

# Energy Europe / Electricity & gas sales by customer segment in France



At average climate<sup>(1)</sup>





Including intra-Group sales

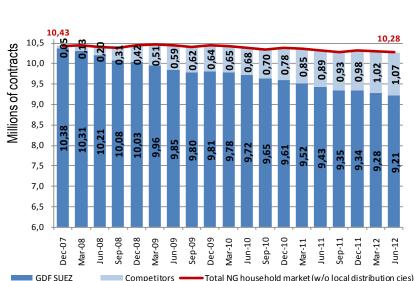
<sup>(1)</sup> Except for Giant customers (GDF SUEZ Global Energy) (2) Of which public distribution tariffs: 39.8TWh in H1 2011; 38.3TWh in H1 2012

<sup>(3)</sup> Of which public distribution tariffs: 69.5TWh in H1 2011; 68.6TWh in H1 2012

# Energy Europe / Residential & small business customers portfolio in France



# Gas Household customers

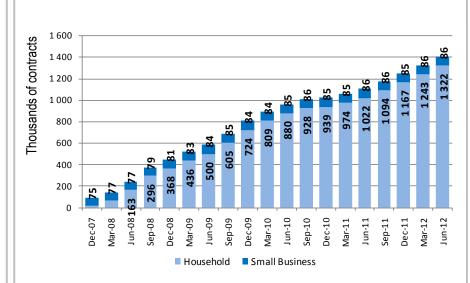


Household decreased by 125,000 contracts in H1 2012 versus 178,000 in H1 2011

Small business: 250,000 contracts as at 6/30/2012, losses limited to 5,000 in H1 2012 (same trend vs the two previous years)

Electricity





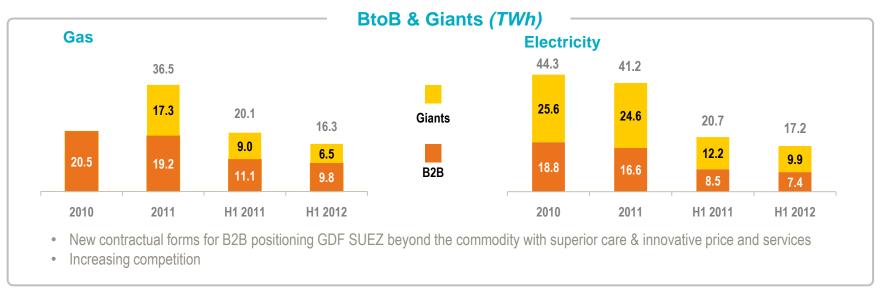
**Household** increased by 155,000 contracts in H1 2012 versus 83,000 in H1 2011

Small business stable vs the same period last year

# Energy Europe / Electricity & gas sales by customer segment in Belgium



At average climate\*





- Ongoing reduced fixed price campaign as well as superior services (new website, smart energy box, EB car plug) for B2B clients
- Increasing competition
- Increasing political & regulatory pressure

<sup>\*</sup> Except for Giant customers (GDF SUEZ Global Energy)

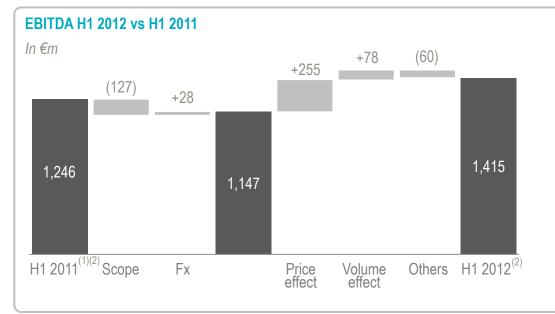


## **GLOBAL GAS & LNG**

**H1 2012 RESULTS** 

August 2, 2012

### Global Gas & LNG



- Increase in the level of hydrocarbon production sustained by Gjøa field in Norway
- Impact of oil price increase
- Increase in LNG sales to third parties with 31 TWh totalling 34 cargoes
- COD impact: €44m
- Efficio impact: ~€10m

In €m	H1 2011 <sup>(1)</sup>	H1 2012	Δ 12/11
Revenues (including intra-Group)	3,534	4,252	+20%
Revenues	1,603	2,494	+56%
Current Operating Income	687	740	+8%
Total capex	206	316	
Brent average (\$/bbl)	111.2	113.3	+2%
NBP average (€/MWh)	22.4	23.5	+5%
Hydrocarbon production (Mboe)	29.8	30.9	+4%
External LNG sales (TWh)	19.4	30.8	+59%

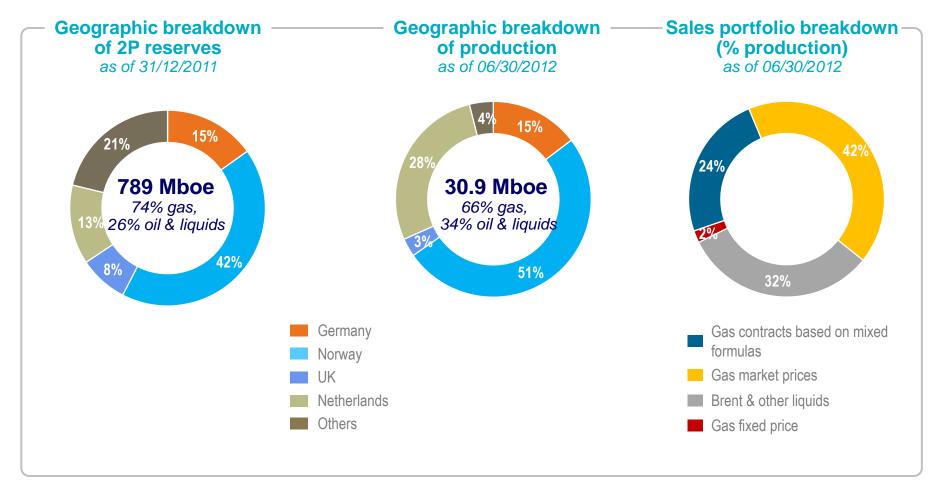
#### **EBITDA FY 2012 outlook**

- E&P: increase in oil and gas prices, production of ~55 mboe/year over 2012
- LNG: increase in sales to third parties, impact of Atlantic LNG disposal

<sup>(1)</sup> Proforma figures taking into account new Energy Europe and Global Gas & LNG perimeters, non-audited (2) Including Other: €(11)m in H1 2011 and €(16)m in H1 2012

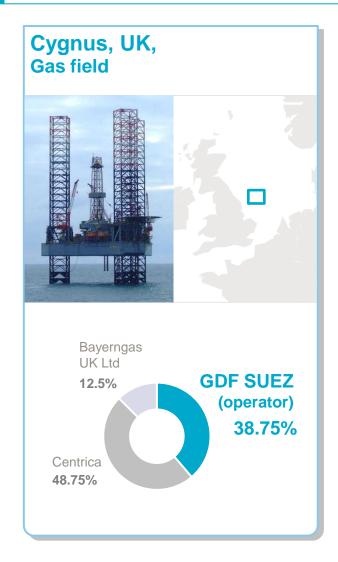
# Global Gas & LNG / Geographic breakdown of oil and gas production and reserves







### Global Gas & LNG / Cygnus discovery

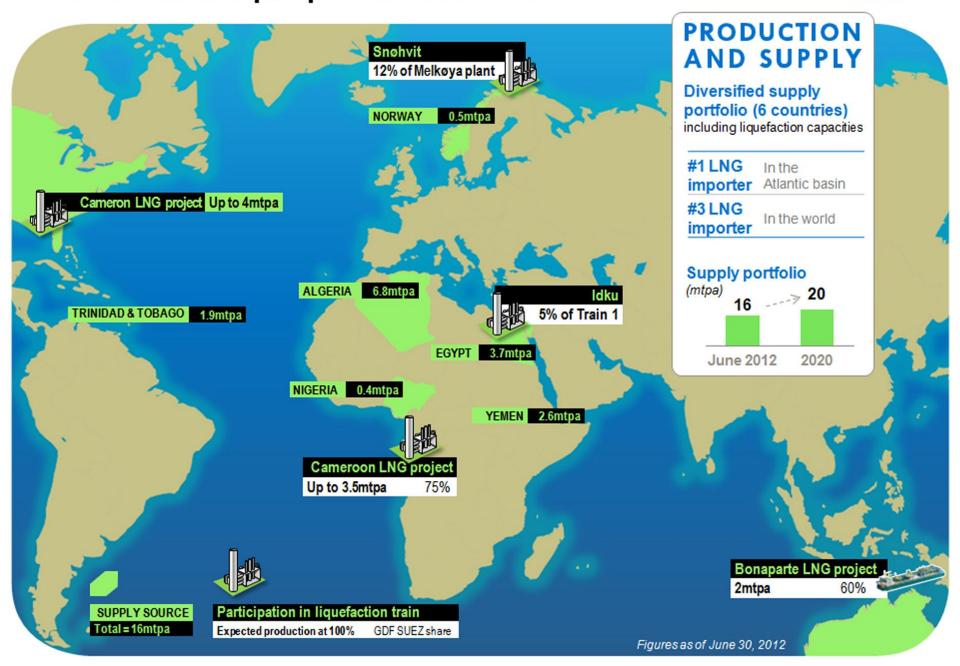


## Turning a relinquished area into largest field in the Southern Gas Basin of the UK North Sea in the last 25 years

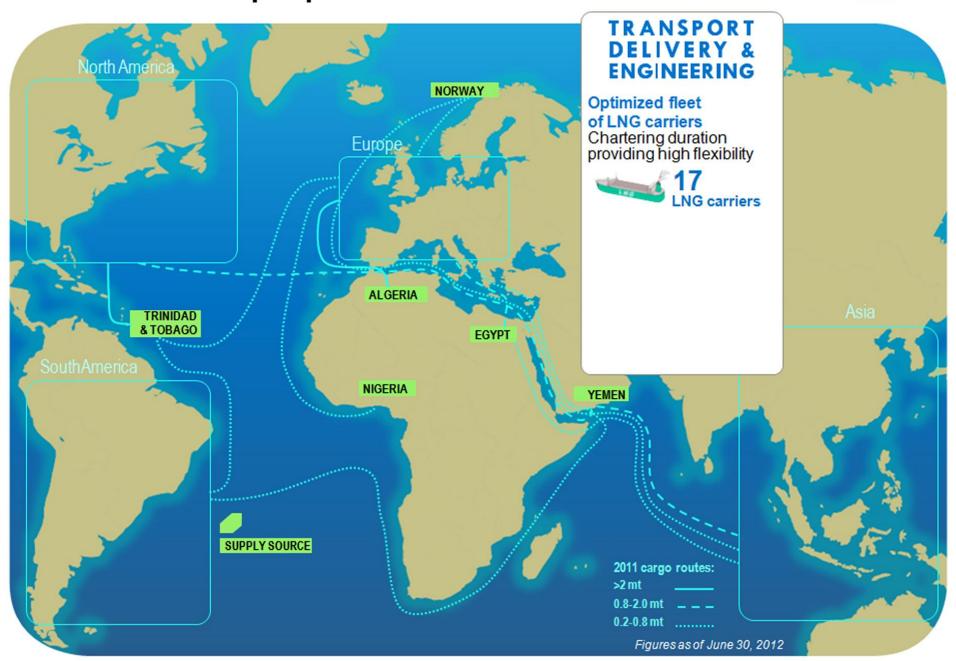
- 6th largest gas field in the UK by remaining reserves
- Around 18 bcm of natural gas 2P reserves
- Expected to account for 5% of UK domestic gas production at plateau in 2016
- Will produce enough gas at plateau to satisfy the supply requirements of 1.4 million households annually in the UK
- First gas Q4 2015; 14.2 Mboe yearly production by 2016
- Total gross Capex around €1.7bn (£1.4bn)<sup>(1)</sup>
- Up to 4,000 direct and indirect jobs will be created at the peak of construction and 120 offshore operational jobs thereafter

(1) At 100%

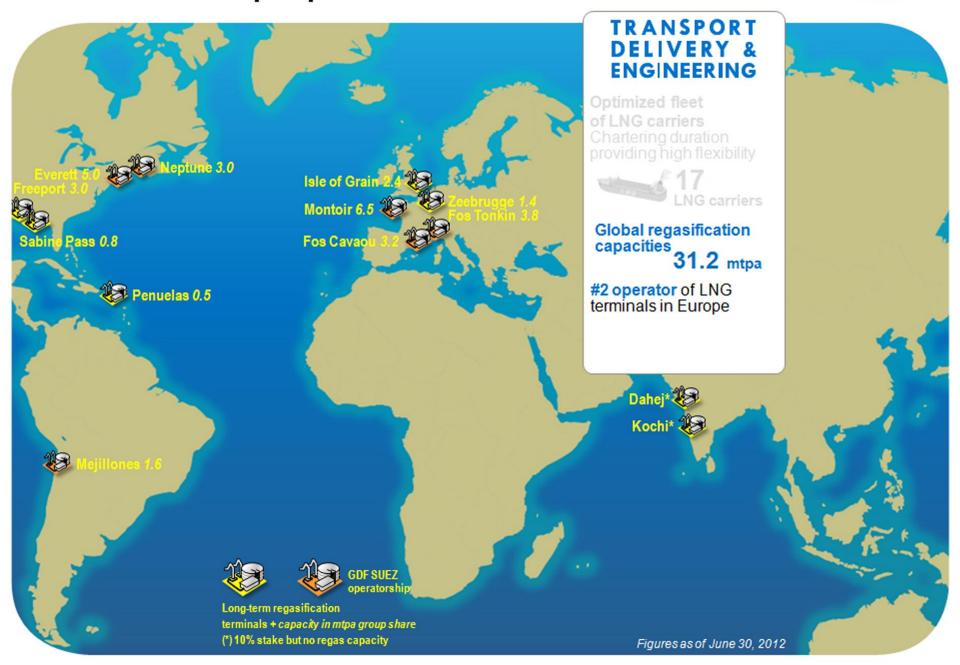




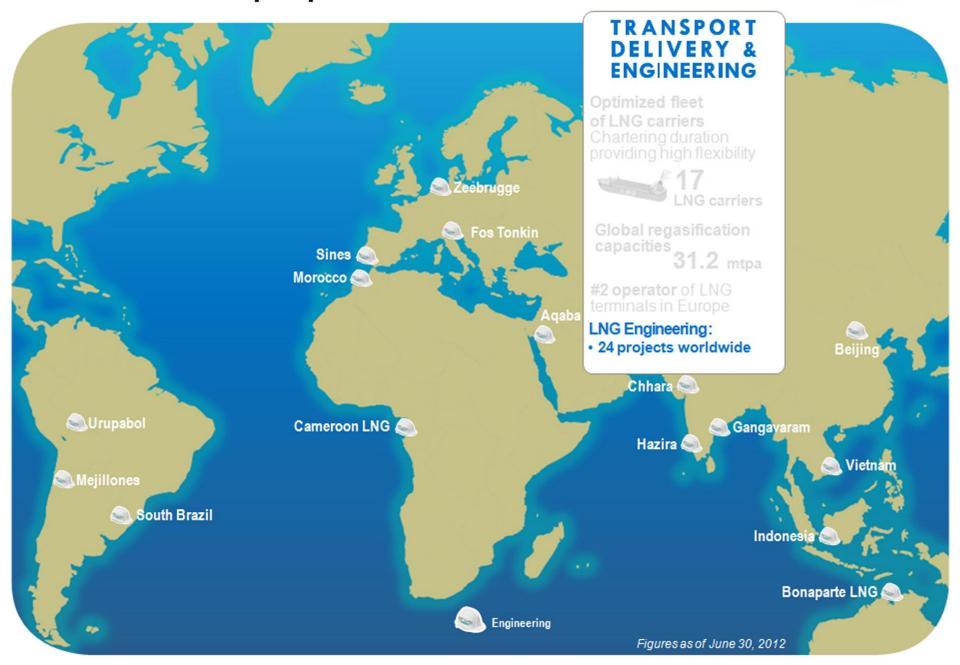




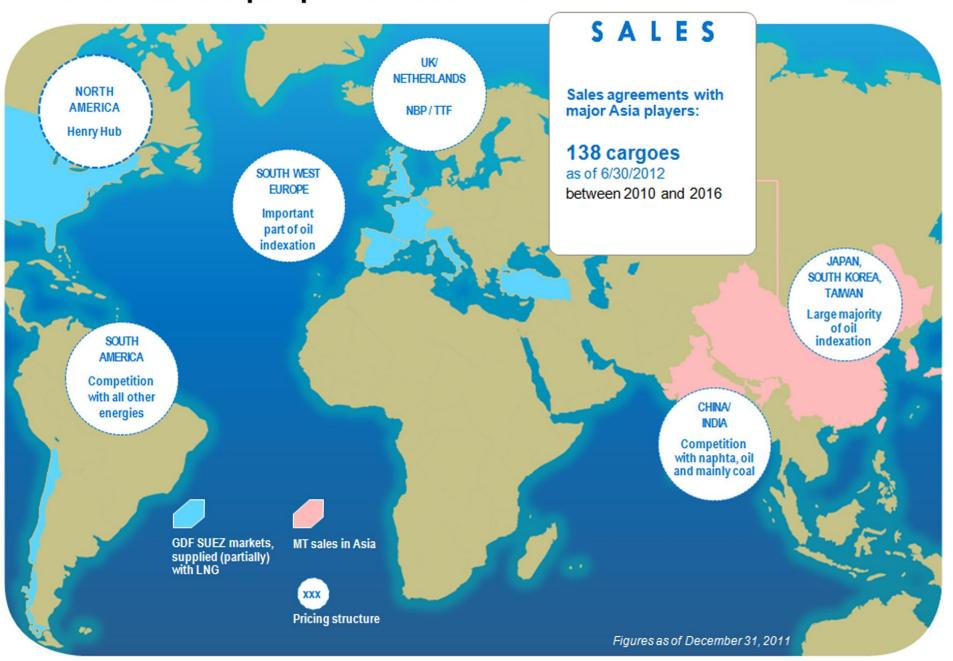


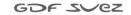












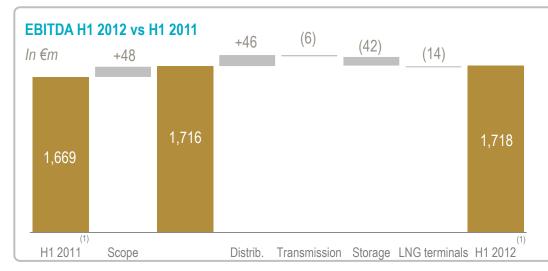
# **INFRASTRUCTURES**

**H1 2012 RESULTS** 

August 2, 2012



### Infrastructures



- Return to average weather conditions
- Gas storage facilities in Germany acquired in August 2011
- Lower sales of storage capacities in France
- Annual revision of the rate for distribution
- Efficio impact: ~€15m

In €m	H1 2011	H1 2012	Δ 12/11
Revenues (including intra-Group)	2,949	3,147	+7%
Revenues	691	932	+35%
Current Operating Income	1,086	1,087	-
Total capex	720	754	
Gas distributed by GrDF (TWh)	164	183	+12%
Distribution RAB <sup>(1)</sup> (€bn)	14.0	14.1	+1%
Transmission RAB(1) (€bn)	6.5	6.8	+5%
LNG Terminals RAB <sup>(1)</sup> (€bn)	1.2	1.2	-
Storage capacity sold <sup>(2)</sup> (TWh)	101	109	+8%

#### **EBITDA FY 2012 outlook**

- RAB evolution
- Storage acquisition in Germany (full year effect)

<sup>(1)</sup> Including Other: €0m in H1 2011 and €18m in H1 2012

## Infrastructures / Regulation in France

	Period of regulation	Investmer H1 2011	nts (in €m) H1 2012	RAB remuneration (real pre-tax)	Type of tariff	Average 2011 regulated asset base (in €bn)
DISTRIBUTION	7/1/12- 7/1/16	266	289	6.00%	Tariff N+1: Inflation <b>+ 0.2%</b> + k <sup>(1)</sup>	14.2
TRANSMISSION	1/1/09- 3/31/13	212	257	7.25% + incentives up to 300 bp over 10 Years	OPEX N+1: Inflation +1.1% (+2.1% capacity; -1% efficiency)	6.6
LNG TERMINALS	1/1/10- 3/31/13	26	17	9.25% + incentives 125 bp (for CAPEX decided in 2004-2008) and 200bp for extensions	Cost +	1.2
TOTAL		504	563			22.0

<sup>(1)</sup> Regularisation account clearance term. Capped at +2% and floored at -2%



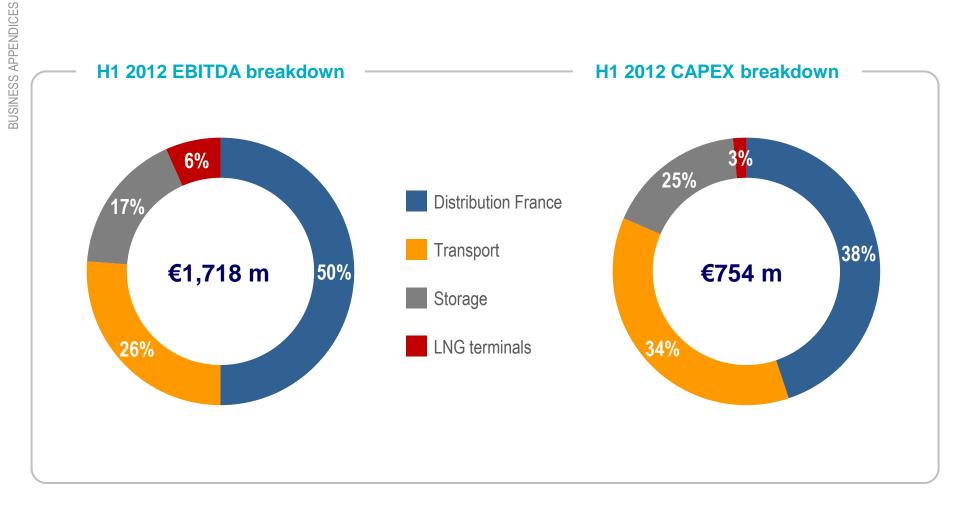
### Infrastructures / New distribution tariff ATRD 4

- New distribution tariff applicable from July 1st, 2012 and for a 4-year period
- Main new features of the tariff:
  - 75bps decrease in the RAB return down to 6% (real pre-tax) to take into account the changes in market conditions and a reduction in risks attached to this business
  - higher coverage of OPEX that:
    - → enables the operator to strengthen its ongoing efforts in the development of the natural gas market
    - → recognises the principle of higher costs following new regulations such as the reinforcement of security regulation
    - → introduces a review clause after 2 years in case of a major increase in costs due to new regulation
  - introduction of an incentive regulation on investments (safety excluded)
- Accordingly, the **new tariff structure** provides:
  - yearly increase in rates by inflation +0.2%
  - +8% rise on July 1st, 2012

### Infrastructures



### Secured cash flows, visibility and steady growth





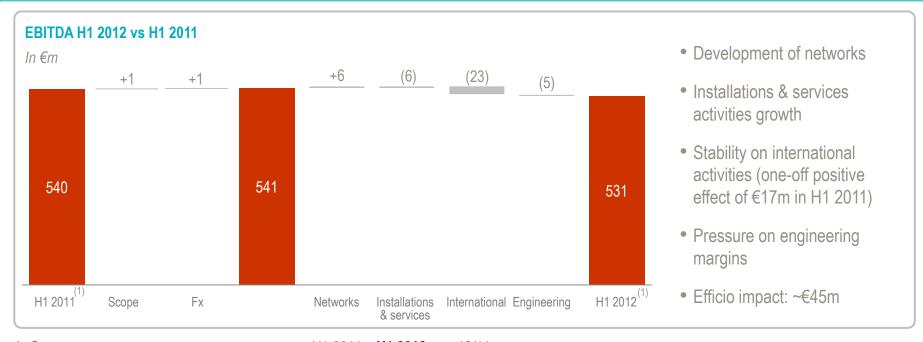
# **ENERGY SERVICES**

**H1 2012 RESULTS** 

August 2, 2012

# **BUSINESS APPENDICES**

### **Energy Services**



In €m	H1 2011	H1 2012	Δ 12/11
Revenues	7,087	7,392	+4%
Current Operating Income	377	358	-5%
Total capex	201	224	
Services – Net commercial development (€m)	81	84	+4%
Installations – Order Intakes (€bn)	3.8	3.8	+2%
Engineering – Order Intakes (€m)	278	293	+5%

#### **EBITDA FY 2012 outlook**

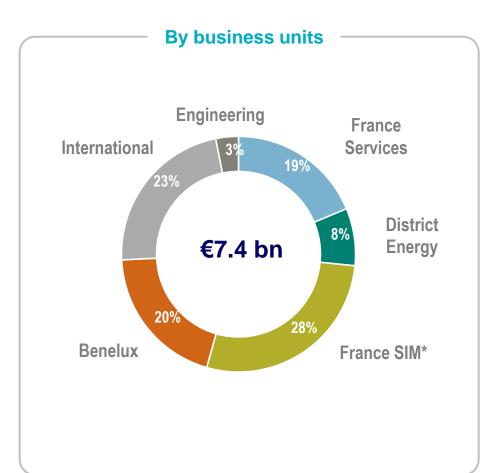
- Resistance to economic conditions
- Biomass plants and urban networks development

(1) Including Other: €(11)m in H1 2011 and +€7m in H1 2012 excluding the impact of a disposal of €8m

### **Energy Services**

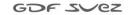


### H1 2012 revenues breakdown





<sup>\*</sup> System Installation and Maintenance



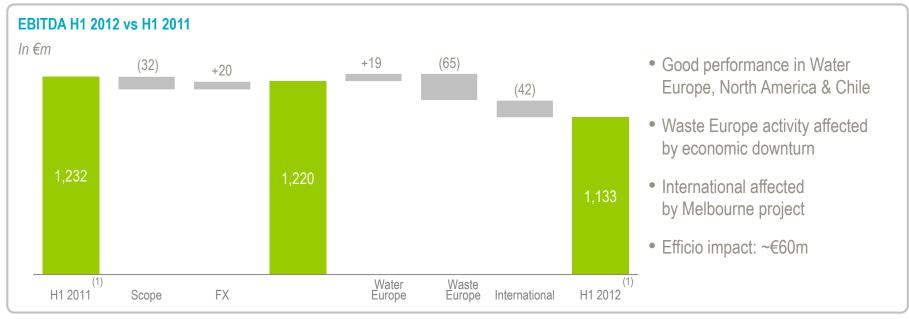
# **ENVIRONMENT**

**H1 2012 RESULTS** 

August 2, 2012

# BUSINESS APPENDICES

### **Environment**



In €m	H1 2011	H1 2012	Δ 12/11
Revenues	7,373	7,318	-1%
Current Operating Income	561	<b>460</b> <sup>(2)</sup>	-18%
Total capex	928	785	
Water volumes sold in France (mcm)	354	353	-
Water volumes sold in Spain (mcm)	374	377	+1%
Waste volumes treated in Europe (mtons)	12.5	12.2	-3%
Design & Build Backlog (at 12/31/11 and 6/30/12)	1.2	1.1	_

#### **EBITDA FY 2012 outlook**

- 2012 EBITDA stable vs 2011<sup>(3)</sup>
- Additional cost reduction programme +€40m up to €150m

- (1) Including Other: €(29)m in H1 2011 and €(28)m in H1 2012 excluding the impact of a disposal of €4m (2) Of which €(24)m of scope and €(31)m for Melbourne
- (3) Assuming macroeconomic and regulatory conditions equivalent to those in the first half and unchanged commodities prices compared to end June 2012