





October 31, 2012

# RESULTS as of September 30, 2012

**Gérard Mestrallet**Chairman and Chief Executive Officer

Isabelle Kocher

Executive Vice-President, Chief Financial Officer



## Solid performance in Q3

In €bn	Sept 30, 2012	Sept 30, 2011	∆ gross	Δ organic	
REVENUES	70.9	65.4	+8.4%	+6.9%	
EBITDA	12.8	12.1	+5.8% +1% excluding climate/tariff	+5.8%	
NET DEBT	45.9	37.6 as of end 2011	<b>+€8.3bn</b> of which +€8.8bn due to IPR full acquisition		



### On track to meet all 2012 financial targets

FY 2012 financial targets <sup>(1)</sup> confirmed				
NET RECURRING INCOME GROUP SHARE <sup>(2)</sup>	€3.7- 4.2bn based on an indicative EBITDA of €17bn average weather, stable regulation			
GROSS CAPEX	~€10/11bn <sup>(3)</sup>			
FINANCIAL STRUCTURE	Net debt/EBITDA ~2.5x and "A" category rating			
DIVIDEND	2012 dividend ≥ 2011 dividend			

<sup>(1)</sup> 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

<sup>(2)</sup> Net income excluding restructuring costs, MtM, impairment, disposals, other non recurring items and nuclear contribution in Belgium

<sup>(3)</sup> Excluding IPR minorities acquisition for €9.9bn



## Developing our distinctive profile



## Leading IPP in fast growing markets

#### LATIN AMERICA

- Jirau hydro plant: BRL 2.3 bn of additional financing from BNDES, acquisition of Camargo 9.9% stake
- Estreito: inauguration of the hydro plant (1,087MW), ~97% of assured energy capacity commissioned

#### ASIA

 Senoko: start of commercial operation of 860 MW gas plant



### **Global LNG player**

#### **ASIA**

- ~x2 cargoes shipped to Asia in 2012 vs 2011, as of end of September
- 2 new medium term sales agreements for more than 2 mt
  - KOGAS, 24 cargoes (2013-2014)
  - GAIL, 12 cargoes (2013-2014)

#### **EUROPE**

 GDF SUEZ offers a new LNG solution on the Dutch transport market



## Unique positioning in Energy Services

#### **EUROPE**

- Barcelona: strategic partnership to design and develop the city of tomorrow
- Bordeaux: Lyonnaise des Eaux wins the public service outsourcing contract for sanitation in the Bordeaux urban area for a 6 year term

#### **AUSTRALIA**

 Melbourne desalination plant starting producing drinking water at industrial scale

## GDF SUEZ, the largest private player in the Brazilian generating market



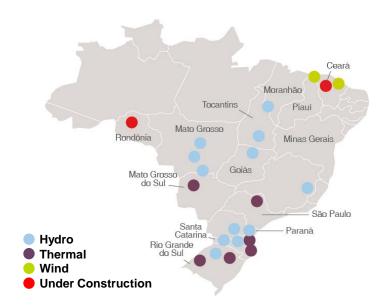
### A compelling market with substantial capacity needed

- ~60% of growth in the total electricity demand expected
- 66 GW will be added to the total generating capacity
- Hydrological potential for a further 250 GW of HPPs in Brazil

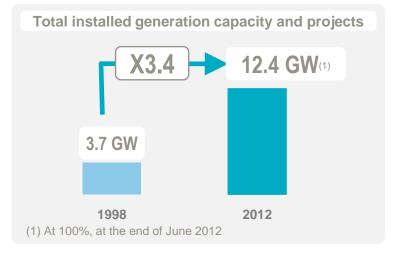
Source: PDEE/EPE, 2012. All figures for 2012 - 2021 period

### GDF SUEZ well positioned to seize significant opportunities

GDF SUEZ present in Brazil since 1998



Strong and successful development

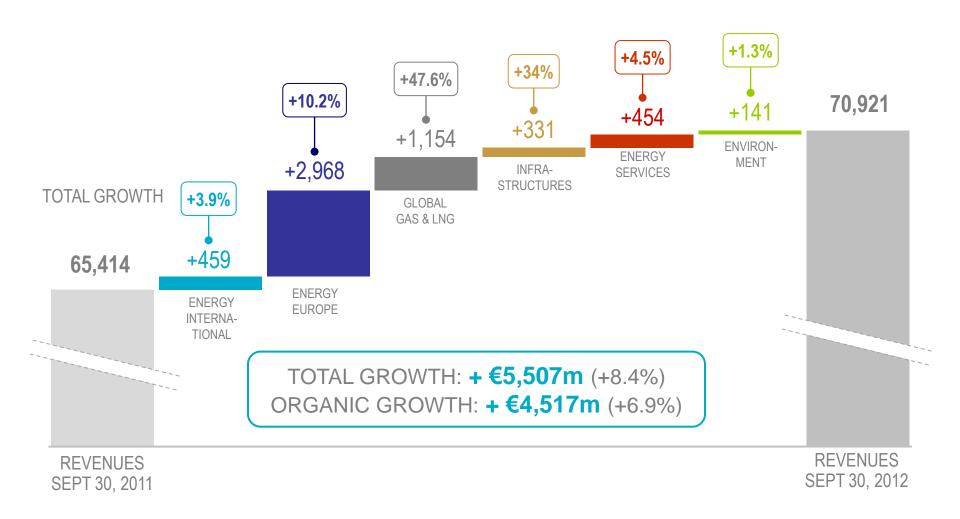


Studying new hydropower projects

São Manoel, Tapajos

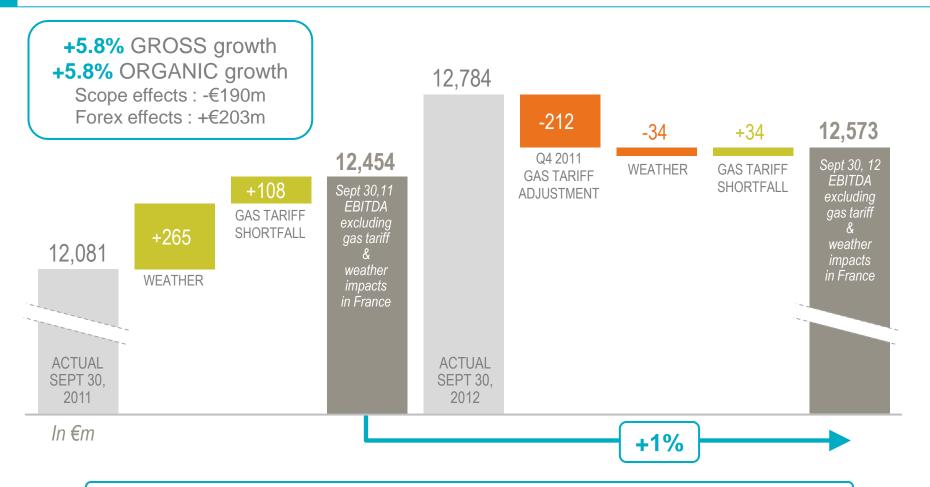
## Growth in revenues coming from all business lines





## Positive impacts of weather and gas tariff in France on EBITDA





FY 2012 indicative EBITDA<sup>(1)</sup> of €17bn, average weather, stable regulation

<sup>(1)</sup> 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



### **Business trends**

#### New assets contribution: Estreito, CTA & CTH, Shuweihat 2, Al Dur, Glow phase 5, Gheco One

- Latin America: increase in sales price in Brazil due to inflation, end of exceptionally good conditions for power sales in Chile
- North America: lower power prices except in Texas, outstanding favorable weather conditions in 2011, positive FX

#### **Energy International**

- UK-Europe: poor market conditions, improved performance of wind assets and strong performance at First Hydro
- · Middle-East, Turkey & Africa: Al Hidd partial sell-down, stable performance thanks to LT contracted capacity
- Asia: positive performance of hydro power plant in Laos, increased sales at Senoko
- Australia: higher generation volumes at Hazelwood and Loy Yang B coupled with increased prices, higher emission costs
- Scope: impact of 1 additional month old IPR

#### **Energy Europe**

- Positive weather effect vs 2011
- Positive impact on French regulated gas tariff (decision of the 'Conseil d'Etat')
- Energy margins under pressure as expected (lower load factors for CCGTs and increase of injection prices in Belgium)
- Scope: impact of G6 Rete Gas disposal in 2011

#### Global Gas & LNG

- E&P: positive price effect, strong production in Norway, total production expected to reach ~55 mboe for FY 2012
- LNG: increase in external sales (Asia ~x2)
- Scope: impact of Elgin Franklin and Atlantic LNG disposals in 2011

#### Infrastructures

- Positive weather effect vs 2011
- Lower storage capacity sold in France
- Scope: impact of storage acquisition in Germany in 2011

#### Services

• Margin contraction, efficiency gains to offset difficult economic conditions

#### **Environment**

- Lower waste volumes in Europe vs 2011
- Scope: impact of Bristol Water and Eurawasser disposals in 2011 and 2012



### **Sustained Cash Flow Generation**

In €bn	Sept 30, 2012
FREE CASH FLOW <sup>(1)</sup>	6.5
GROWTH CAPEX <sup>(2)</sup>	5.0
NET DEBT	45.9
NET DEBT/EBITDA <sup>(3)</sup>	2.67x

- Gross capex: ~€10/11bn in 2012<sup>(2)</sup>
- Net debt increase with the full impact of IPR acquisition of €8.8bn
- Net debt to EBITDA ratio to be reduced:
  - ~2.5x by the end of 2012
- "A" category rating:
  - confirmed following IPR acquisition
  - a key competitive advantage

- (1) Free Cash Flow = Operating Cash Flow Tax cash expenses Net interest expenses ± ΔWCR maintenance capex
- (2) Growth Capex = development capex + financial capex, excluding IPR minorities acquisition for €9.9bn
- Based on last 12 month EBITDA

## Optimization of financial charges through dynamic debt management



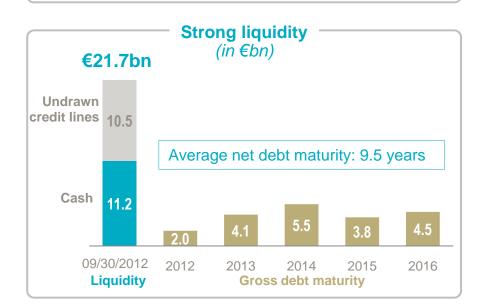
Diversified access to bonds markets with positive arbitrage versus Euro markets

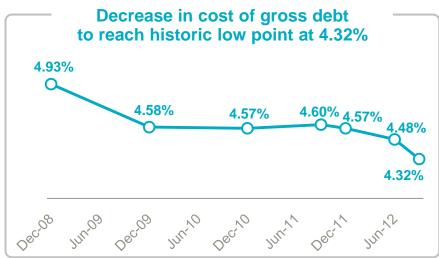
#### **Inaugural USD1.5bn issue** in October 2012:

- Dual tranche 5 and 10 years
- Average cost swapped back into Euros: 1.39%

#### CHF450m issue in September 2012:

- Dual tranche 8 and 12 years
- Average cost swapped back into Euros: 1.16%





## Debt optimization following full acquisition of International Power

Reduction of the €6bn bridge loan to €0.4bn through USD and EUR bond issues

**Full conversion or redemption** of the International Power convertible bonds

#### **Successful tender on International Power**

7<sup>1/4</sup>% senior notes due 2017 with 95.9% hit rate

### Conclusion



- Strong Q3 results
- Confirmation of all 2012 financial targets
- Developing our distinctive profile
- Next event: Investor Day on December 6<sup>th</sup> in Paris



Dunamenti, Hongrie, CCGT

**31st October 2012** 

## **APPENDICES**



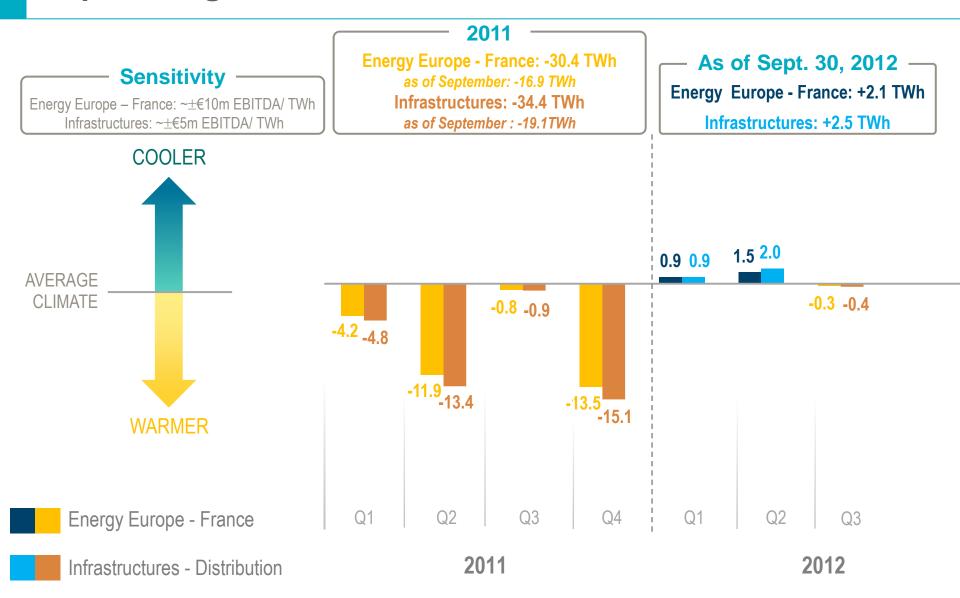
## Breakdown of revenues as of Sept. 30, 2011

(in €m)	SEPT. 30, 2011	FY 2011	
ENERGY INTERNATIONAL	11,768	15,754	
ENERGY EUROPE	29,067	41,268	
o/w CENTRAL WESTERN EUROPE	23,369	33,444	
o/w France	10,003	14,922	
o/w Benelux & Germany	11,022	15,319	
o/w Central Energy Management & Trading	2,344	3,203	
o/w OTHER EUROPE	5,698	7,824	
GLOBAL GAS & LNG	2,427	3,135	
INFRASTRUCTURES	984	1,491	
ENERGY SERVICES	10,196	14,206	
ENVIRONMENT	10,971	14,819	
OTHERS	0	0	
TOTAL	65,414	90,673	

Unaudited figures

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







## **Nuclear assets in Belgium**

	DOEL 1	DOEL 2	DOEL 3	DOEL 4	TIHANGE 1	TIHANGE 2	TIHANGE 3	TOTAL
Capacity @100% (MW)	433	433	1,006	1,039	962	1,008	1,046	5,927
COD	15/02/1975	01/12/1975	01/10/1982	01/07/1985	01/10/1975	01/06/1983	01/09/1985	
40 year license expiration date	15/02/2015	01/12/2015	01/10/2022	01/07/2025	01/10/2015	01/06/2023	01/09/2025	
GDF SUEZ ownership	100%	100%	89.81%	89.81%	50%	89.81%	89.81%	
Remaining revisions in 2012 (Planned unavailability)	17/11 to 15/12/2012			29/09 to 02/11/2012				
Unplanned unavailabilities as of 31.10.2012			Until 15/01/2013			Until 15/01/2013		

<sup>(1)</sup> Net Generation

#### GDF SVCZ

### Disclaimer

#### **Forward-Looking statements**

This communication contains forward-looking information and statements. These statements include financial projections, synergies, cost-savings and estimates, statements regarding plans, objectives, savings, expectations and benefits from the transactions and expectations with respect to future operations, products and services, and statements regarding future performance. Although the management of GDF SUEZ believes that the expectations reflected in such forward-looking statements are reasonable, investors and holders of GDF SUEZ securities are cautioned that forward-looking information and statements are not guarantees of future performances and are subject to various risks and uncertainties, many of which are difficult to predict and generally beyond the control of GDF SUEZ, that could cause actual results, developments, synergies, savings and benefits to differ materially from those expressed in, or implied or projected by, the forward-looking information and statements. These risks and uncertainties include those discussed or identified in the public filings made by GDF SUEZ with the Autorité des marchés financiers (AMF), including those listed under "Facteurs de Risque" (Risk factors) section in the Document de Référence filed by GDF SUEZ with the AMF on 23 March 2012 (under no: D.12-0197). Investors and holders of GDF SUEZ securities should consider that the occurrence of some or all of these risks may have a material adverse effect on GDF SUEZ.