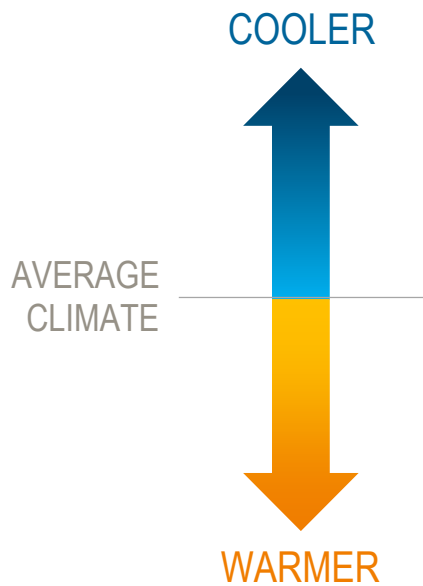


# CLIMATE ADJUSTMENT IN FRANCE

Impact on gas sales and distribution

## SENSITIVITY

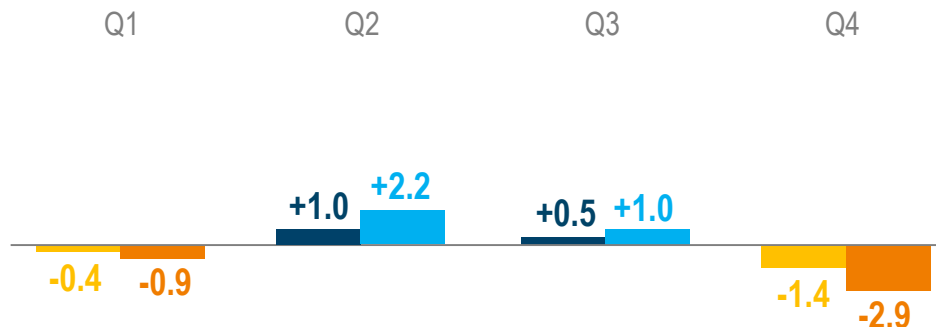
Sales – B2C/B2B: ~±€10m EBITDA / TWh  
 Distribution - Infrastructures : ~±€7m EBITDA / TWh



## FY 2017 & FY 2016

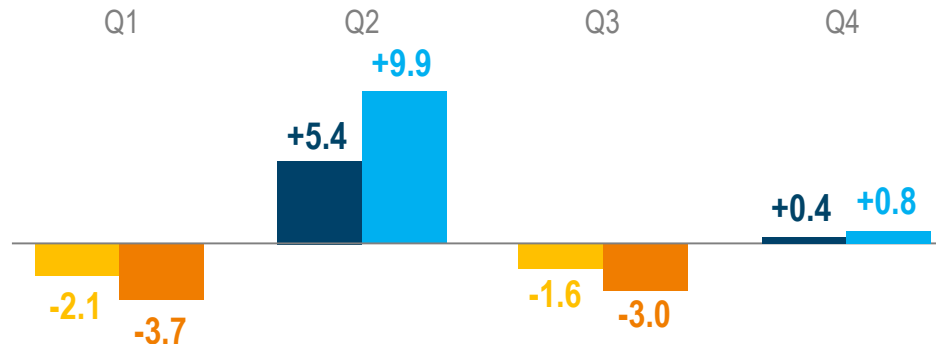
2017

Sales (B2C/B2B): -0.3 TWh – Distribution (infras): -0.7 TWh



2016

Sales (B2C/B2B): +2.2 TWh – Distribution (infras): +4.0 TWh



■ Sales - B2C/B2B    ■ Distribution - Infrastructures