

## **AGENDA**

## Opening remarks

Strategic overview and 3-year transformation plan

FY 2015 results

Financial outlook

Conclusion







#### INTRODUCTION

\_\_\_

- 2015 guidance achieved despite an extremely difficult market context but significant impairments impacting net income Group share
- Energy Transition creates major opportunities worldwide
- ENGIE decides to accelerate the strategic shift started 2 years ago
  - Leveraging on historical strongholds
  - Paving the way for the future with investments in innovation and new technologies



#### **2015 RESULTS**

# 2015 guidance achieved, strong cash generation and robust financial structure, showing resilience in a deteriorated market environment

In €bn	2015 results	2015 guidance
NET RECURRING INCOME Group share including nuclear contribution in Belgium	2.6 2.7 at average temperature in France	2.6 – 2.9 <sup>(1)</sup> at average temperature in France
NET DEBT/ EBITDA	2.5 x	≤ 2.5 x
CREDIT RATING	A / A1	A category
DIVIDEND	€1/share	€1/share floor

# Difficult merchant environment leading to significant impairments and acceleration of our strategic shift

IMPAIRMENTS net of taxes & non-controlling interests	€6.8bn
NET INCOME Group share	-€4.6bn

<sup>(1)</sup> Guidance of €2.75 – 3.05bn as adjusted on October 1<sup>st</sup>, 2015 and post-nuclear contribution (€0.17bn) following the agreement between Belgian government, ENGIE and Electrabel signed on November 30<sup>th</sup>, 2015



# A 3-YEAR TRANSFORMATION PLAN BUILDING UPON STRONG INDUSTRIAL POSITIONS

- Strategy focused on low CO<sub>2</sub> energy mix, integrated customer solutions and contracted / regulated activities
  - Leveraging on historical leadership positions
  - Reducing exposure to commodity prices
- 2016-2018 transformation plan to create value
  - Redesigning the portfolio
  - Investing to pave the way for the future
  - Improving efficiency
  - Adapting the Group
- Offer sustainable remuneration to shareholders supported by
  - Improved risk-return profile
  - Reinforced financial structure

BE LEADER OF THE WORLD ENERGY TRANSITION



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#### OPPORTUNITIES ARISING FROM A REVOLUTION

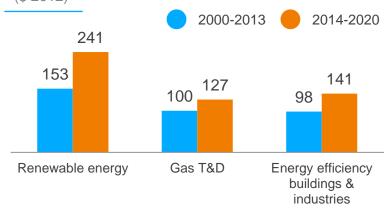
#### **ONGOING REVOLUTION...**

- Needed to answer key social and environmental challenges
- Thriving on digital and technology innovation
- With major consequences
  - New production/consumption equilibriums
  - New type of energy infrastructures (3Ds)
  - Decentralization of energy strategies

#### ... CREATING LARGE OPPORTUNITIES

- For the world / For our clients
- For ENGIE

In \$bn, average annual worldwide investments<sup>(1)</sup> (\$ 2012)



Centralized energy infrastructures
Assets driven business



Decentralized energy infrastructures

Digital / customer driven business

(1) Source: OECD/IAE 2014



# WHY IS ENGIE BEST POSITIONED TO CAPTURE THESE OPPORTUNITIES?

UNIQUE LEADERSHIP POSITIONS

#### **CENTRALIZED ENERGY**

Worldwide IPP leader 117 GW

European leader in gas infrastructures

#### **DECENTRALIZED ENERGY**

21m customers in Europe

Leader in B2B energy solutions

B2T activities & cities

## **GLOBAL COMPANY**

70 countries

Strong historical positions

Diversified project portfolio

#### A PIONEER'S DNA

Capacity for reinvention embedded in Group history

Development of innovative solutions

Early investment in game changers

#### STRONG FINANCIAL STRUCTURE

A-category rating

Net debt / EBITDA ≤ 2.5x

Strong cash generation





### **2016-18 TRANSFORMATION PLAN**

REDESIGN & SIMPLIFY THE PORTFOLIO

€15bn
PORTFOLIO ROTATION

**€22bn**CAPEX
o/w €7bn of maintenance

**IMPROVE EFFICIENCY** 

€1bn PERFORMANCE PROGRAM PAVE THE WAY FOR THE FUTURE

COMMIT TO DIGITAL TRANSFORMATION

€1.5bn EMERGING TECHNOLOGIES DIGITAL





**ADAPT THE GROUP** 





IMPROVE FEEICIENCY PAVE THE WAY FOR THE FUTURE

COMMIT TO DIGITAL TRANSFORMATION

# REDESIGN & SIMPLIFY THE PORTFOLIO IN 3 STRATEGIC DIRECTIONS

CONTRACTED / REGULATED<sup>(1)</sup> EBITDA >85%

LOWER EXPOSURE TO COMMODITY PRICES

**3 DIRECTIONS** 

2018 AMBITIONS

PRIORITY TO LOWEST CO<sub>2</sub> OPTIONS

CO<sub>2</sub> LIGHT ACTIVITIES<sup>(2)</sup> EBITDA >90% **DOWNSTREAM** 

CUSTOMER SOLUTIONS
EBITDA TO GROW BY >50%

(1) Excluding merchant power generation, E&P and LNG supply & sales

2) Low CO<sub>2</sub> power generation, gas infrastructures & LNG, downstream



IMPROVE FEELCIENCY PAVE THE WAY

COMMIT TO DIGITAL TRANSFORMATION

### **REDESIGN & SIMPLIFY THE PORTFOLIO**



&Q)



LOW CO<sub>2</sub> POWER GENERATION

**GLOBAL NETWORKS** 

**CUSTOMER SOLUTIONS** 

**€22bn CAPEX**LEVERAGING
ON STRONGHOLDS

Solar Hydro, Wind Gas Gas distribution
Transmission
LNG terminals & sales
Storage

Integrated solutions for customers:

- Energy efficiency
- Energy supply
- Cities and customers
- Decentralized renewables
- Heating/cooling networks

€15bn PORTFOLIO ROTATION

Coal
Power merchant

E&P

IPP leader 117 GW, ~85% low CO<sub>2</sub>

Gas value chain

Global leader in energy services



REDESIGN & SIMPLIFY THE PORTFOLIO

IMPROVE FEELCIENCY PAVE THE WAY

COMMIT TO DIGITAL TRANSFORMATION

# **€15bn PORTFOLIO ROTATION PROGRAM** >1/3 ALREADY SIGNED AS OF TODAY

#### **2 TRANSACTIONS SIGNED**

#### **10 GW MERCHANT POWER**(1)

- United States
- Thermal and pumped storage
- €4.1bn net debt impact

#### **3 GW COAL GENERATION**

- 2 GW in Indonesia (Paiton)
- 1 GW in India (Meenakshi)<sup>(2)</sup>
- €1.4bn net debt impact

&

**-€5.5bn** net debt impact

Average P/E<sub>2015</sub> >33x

20% reduction of Group coal generation capacity

- (1) And 2 gas transportation assets
- (2) 0.35 installed, 0.65 under construction

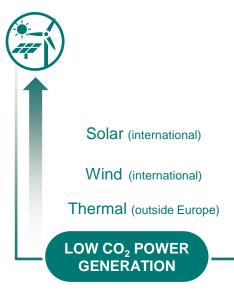


IMPROVE FFFICIENCY PAVE THE WAY

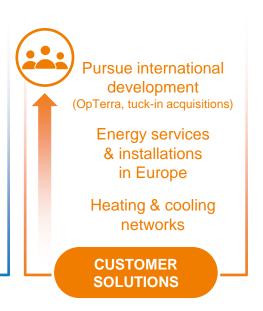
COMMIT TO DIGITAL TRANSFORMATION

# **€22bn CAPEX PROGRAM OVER 3 YEARS** of which €7bn OF MAINTENANCE CAPEX

FOCUS ON CORE STRENGTHS & FUTURE BUSINESSES







GROWTH CAPEX



**EXISTING DEVELOPMENT** 

#### **DEVELOP NEW OPPORTUNITIES**





PAVE THE WAY

COMMIT TO DIGITATE TRANSFORMATION

#### IMPROVE EFFICIENCY AT ALL LEVELS OF THE GROUP

# **LEAN 2018 PERFORMANCE PLAN €1bn OPEX SAVINGS BY 2018**

- ~+50% compared to Perform 2015 (yearly basis)
- Enterprise project to enable an end-to-end review of processes
- Focus on operational costs with recurring gains
  - Purchasing
  - Shared Services Centers
  - Streamline support functions
  - Operational efficiency



IMPROVE

PAVE THE WAY

COMMIT TO DIGITATE TRANSFORMATION

#### PAVE THE WAY FOR THE FUTURE

### **3 GUIDING PRINCIPLES**

INVESTMENTS
IN NEW TECHNOLOGIES

STRUCTURE A FAVORABLE ECOSYSTEM GLOBAL & CROSS-SECTOR PARTNERSHIPS

#### **2 TIME HORIZONS**

# **DEPLOYMENT OF PROVEN INNOVATION**3 TO 5 YEARS

Solar massive deployment
B2C decentralized generation
B2B buildings energy efficiency
Demand side management
Green mobility

# UNLOCK FUTURE GAME CHANGERS >5 YEARS

Large scale green gas

Hydrogen

CO<sub>2</sub> destruction

Low cost energy storage

Local autonomy



REDESIGN & SIMPLIFY THE PORTFOLIO

IMPROVE

PAVE THE WAY

COMMIT TO DIGITAL TRANSFORMATION

### DIGITAL IS A CATALYST FOR THE GROUP TRANSFORMATION

REDESIGN & SIMPLIFY THE PORTFOLIO

Digitize customer experience Optimize energy uses

## PAVE THE WAY FOR THE FUTURE

New products and services based on data analytics Smart home, cities of tomorrow



#### IMPROVE EFFICIENCY

Predictive maintenance Smart production/metering Real time dashboard Revenue protection



To boost the cultural transformation

An essential part of innovation/technology

To attract new talents, digital natives





TALENT ORIENTATION

**ADAPT THE GROUP** 



### ADAPT THE GROUP TO CAPTURE FUTURE OPPORTUNITIES



## AGILE AND CONNECTED

- Need of attention to both internal and external stakeholders: increased awareness to trends and opportunities
- From command & control to decentralized, distributed leadership
- Anchored locally
- Fast and dynamic activities and resources reallocation capabilities



## TECHNOLOGY FOCUSED

- Shaping trends for tomorrow's opportunities, as a forerunner
- Open innovation ecosystems preference and privileged access to technology
- Strengths-based partnerships



TALENT ORIENTATION

- Adapt leadership style
- Attract and develop talents
- Promote employability & mobility
- Increase diversity



# AN IN-DEPTH TRANSFORMATION TOWARDS VALUE CREATION

### 3 YEAR PLAN (2016-2018): 3 VALUE CREATION LEVERS

# REDESIGNED & SIMPLIFIED

€15bn portfolio rotation

€22bn CAPEX

#### MORE EFFICIENT

€1bn OPEX savings

# MORE INNOVATIVE & DIGITAL

€1.5bn spendings

Improved risk profile

**Higher profitability** 

**Better growth potential** 

REINFORCED FINANCIAL STRUCTURE

**IMPROVED EARNINGS VISIBILITY** 



### **NEW DIVIDEND POLICY**

2015 & 2016

€1/share dividend per year in cash

2017 & 2018

€0.70/share dividend per year in cash

VISIBILITY OFFERED ON A SUSTAINABLE NEW DIVIDEND POLICY



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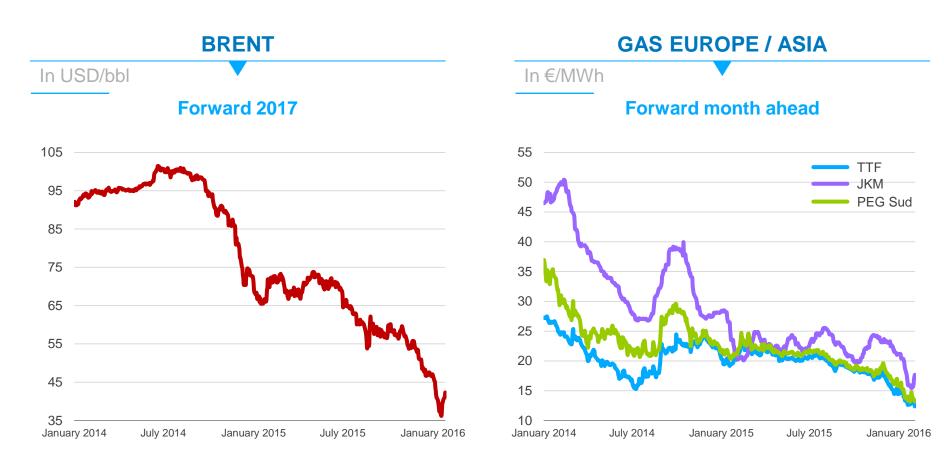
Conclusion







### **FURTHER SIGNIFICANT DROP IN COMMODITY PRICES**





## **RESILIENT NRIgs AND ROBUST CASH GENERATION**

In €bn	2014 <sup>(1)</sup>	2015
EBITDA	12.1	11.3
NET RECURRING INCOME Group share including nuclear contribution in Belgium	2.7	2.6
NET INCOME Group share	2.4	-4.6
CASH FLOW FROM OPERATIONS (CFFO)	7.9	9.8
DIVIDEND	€1/share	€1/share
NET DEBT/EBITDA	2.3x	2.5x



# STRONG OPERATIONAL ACHIEVEMENTS AND IMPROVED VISIBILITY IN BELGIUM AND BRAZIL



- +4 GW of new capacity~60% in renewables
- 21.5 GW of installed capacities in renewables (target vs. 2009 achieved)
- Improved regulation in Brazil
- Agreement with Belgian government on nuclear



- 4-year visibility with new framework for GRDF
- €1.4bn investments in Regulated Asset Base (RAB) in France
- International developments in infrastructures:
   Mexico and US



- 7 acquisitions in services and OpTerra
- +450,000 clients in power in France
- 7 new investments through ENGIE New Ventures



#### FY 2015 RESULTS

## DIFFICULT MERCHANT ENVIRONMENT LEADING TO SIGNIFICANT IMPAIRMENTS

ACTIVITY	TRIGGERS EVENTS	STRATEGIC DECISIONS
E&P	<ul> <li>Further drop in oil/gas prices</li> </ul>	<ul> <li>Reduce exposure to commodity prices</li> <li>Reduce CO<sub>2</sub> footprint</li> </ul>
Merchant power generation	<ul> <li>Adverse merchant environment</li> </ul>	→ Assets under strategic review
LNG	<ul><li>Short term oversupply</li><li>Narrowed geographical spreads</li></ul>	<ul><li>Adapt LNG business</li><li>Attractive long-term fundamentals</li></ul>

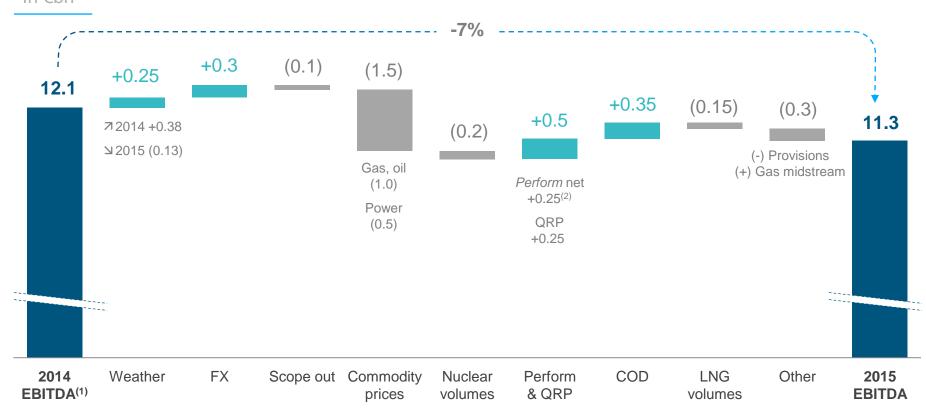
In €bn	Goodwill	Other assets	Total
E&P and LNG	1.6	2.7	4.3
Merchant power generation	1.0	2.2	3.2
Other	-	1.2	1.2
TOTAL pre-tax	2.6	6.1	8.7
TOTAL net of taxes & non-controlling interests	2.6	4.2	6.8

**ACCELERATION OF THE STRATEGIC SHIFT** 



## STRONG ACTIONS TAKEN TO TACKLE **ADVERSE COMMODITY PRICES**

By main effect In €bn



ORGANIC GROWTH IN FAST GROWING MARKETS, **INFRASTRUCTURES AND SERVICES** 

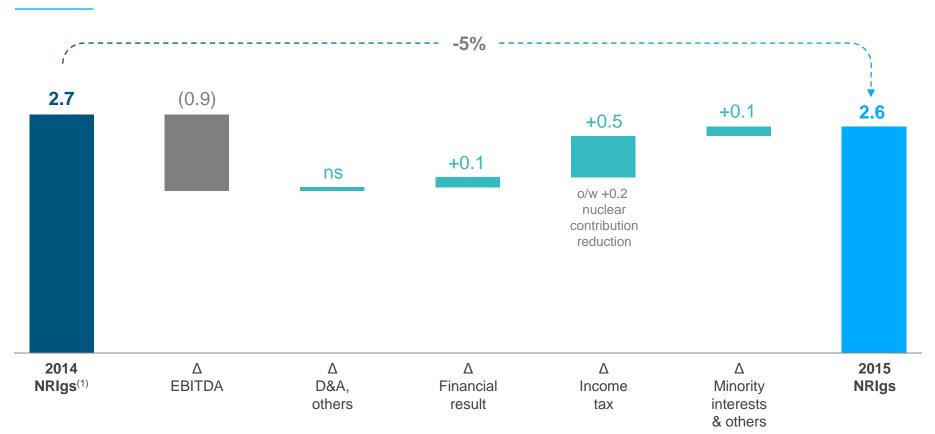
(1) 2014 figures restated

Perform gains on Opex



# NET RECURRING INCOME RESILIENCE DESPITE DROP IN EBITDA

In €bn

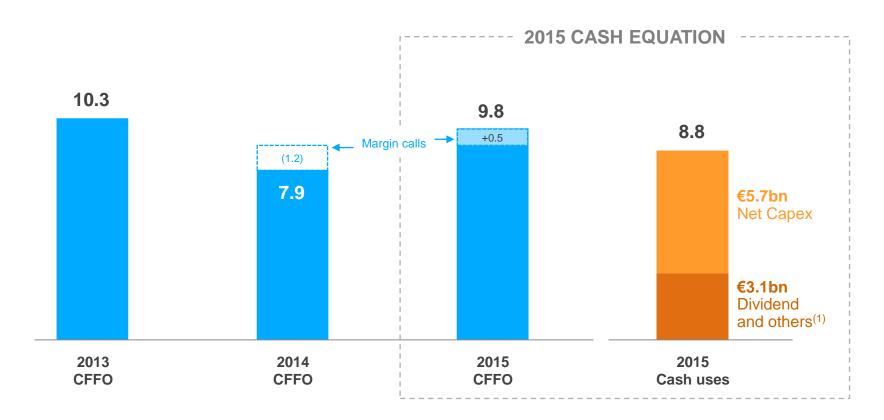


(1) Adjusted for nuclear contribution



# ROBUST CASH GENERATION AND BALANCED CASH EQUATION

In €bn







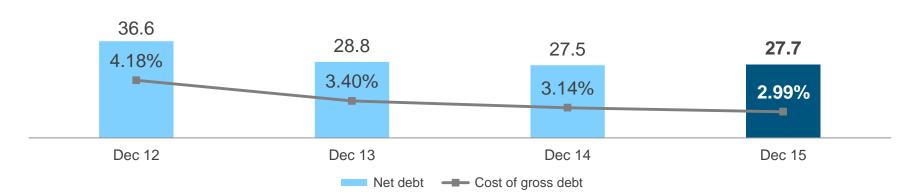
#### FY 2015 RESULTS

# SOUND FINANCIAL STRUCTURE AND OPTIMIZED COST OF DEBT

Net debt/EBITDA ≤ 2.5x



Net debt & cost of gross debt in €bn



#### €18bn LIQUIDITY AT END 2015



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#### 2016 GUIDANCE DEMONSTRATING RESILIENCE

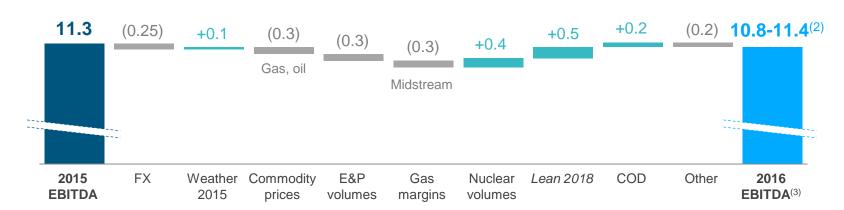
#### **GUIDANCE**(1)

- NRIgs €2.4-2.7bn
- Dividend €1/share in cash

- "A" category rating
- Net debt / EBITDA ≤ 2.5x

#### EBITDA INDICATION(1)

By main effect In €bn



<sup>(1)</sup> Assuming average temperature in France, full pass through of supply costs in French regulated gas tariffs, no significant regulatory and macro economic changes, commodity prices assumptions based on market conditions as of December 31, 2015 for the non-hedged part of the production, and average foreign exchange rates as follow for 2016: €/\$: 1,10; €/BRL: 4,59

(2) Assuming no significant scope out impact

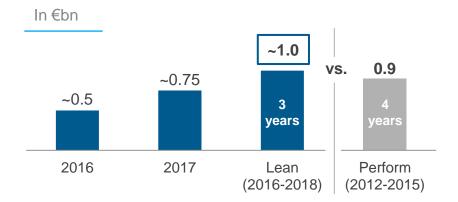
<sup>(3)</sup> As from 01/01/2016, EBITDA will no longer include the non-recurring share in net income of entities accounted for using the equity method (-€12m in 2015)



# LEAN 2018: PERFORMANCE PLAN €1bn OPEX SAVINGS

# RAMP-UP

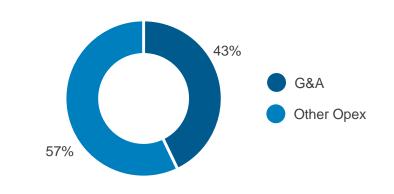
#### NET EBITDA IMPACT ON OPEX



- Net EBITDA impact after inflation
- Reduction of energy and corporate addressable cost base
- Improved efficiency on downstream activities

#### **BY LEVER**

#### EBITDA IMPACT ON OPEX



Of which procurement ~45%

~+50% COMPARED TO PERFORM 2015 (yearly basis)



# HEDGING POLICY DELAYING THE IMPACT OF FALLING COMMODITY PRICES BEYOND 2016

	OIL	GAS
E&P production (2015)	~20 mboe	~60 TWh
Hedging policy	1-year 2 to 3-year Managed at NRIgs level	
2015 average achieved price	\$49/boe	€22.5/MWh
NRIgs impact	55% taxes, 30% minorities	

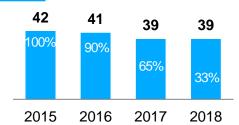


Nuclear & hydro production ~60 TWh/year

3-year hedging policy

Hedges: prices & volumes as of 12/31/2015







# ADAPTING GROUP PROFILE TO OFFSET COMMODITY HEADWINDS AND TO IMPROVE EARNINGS VISIBILITY

2016-2018

#### STRATEGIC CRITERIA

#### **FINANCIAL CRITERIA**

PORTFOLIO ROTATION PROGRAM

€15bn debt net

Merchant exposure

O<sub>2</sub> emissions

Attractive multiples and limited dilution at NRIgs

FOCUSED INVESTMENTS

**€22bn** Capex

CO<sub>2</sub> light activities

Customer solutions

Ontracted / regulated

IRR > WACC +2%
Tuck-in acquisitions

PERFORMANCE PLAN

**€1bn** net EBITDA

Simplification

Create room for investment priorities



## **2016-2018 CASH EQUATION**

CASH FLOW FROM OPERATIONS



- Dividends
- Committed industrial Capex maintenance and growth



PORTFOLIO ROTATION PROGRAM



- Additional growth Capex
- Net debt reduction



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## CONCLUSION

## 2016-2018 TRANSFORMATION PLAN TOWARDS VALUE CREATION

#### TARGETED BUSINESS MIX

Low CO<sub>2</sub>

Integrated customer solutions

Improved risk-return profile

Contracted / regulated activities >85% of EBITDA by 2018

### FINANCIAL OUTLOOK

2016

Resilient NRIgs €2.4 - 2.7bn

2016-2018

"A" category rating

Net debt / EBITDA  $\leq 2.5x$ 

#### **DIVIDEND**

2015-2016

€1/share per year in cash

2017-2018

€0.70/share per year in cash





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**BUSINESS** APPENDICES

## **FINANCIAL** APPENDICES

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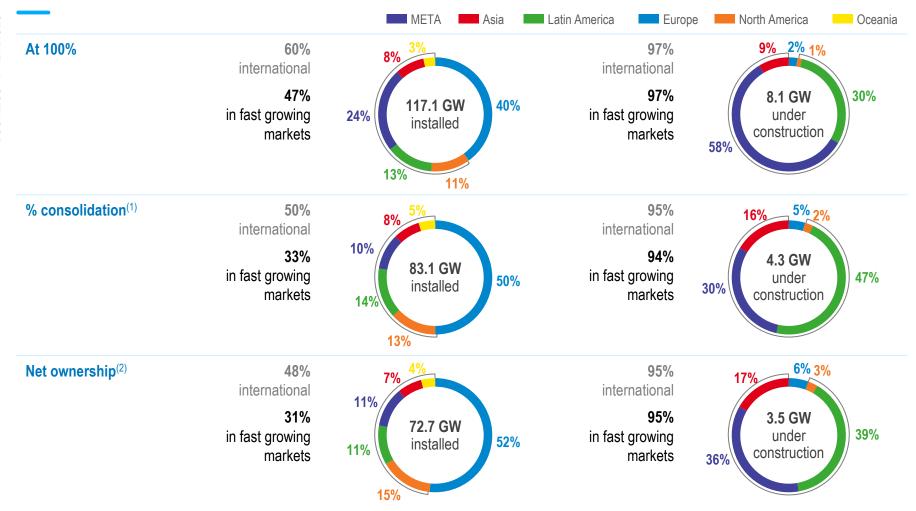


# **GENERATION CAPACITY**& ELECTRICITY OUTPUT



## **BREAKDOWN OF GENERATION CAPACITY BY GEOGRAPHIC AREA**

As of 12/31/2015



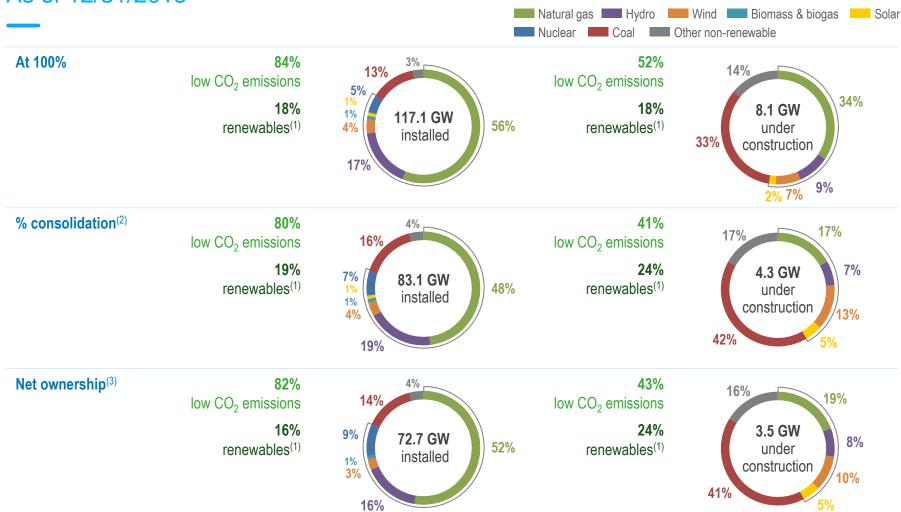
<sup>(1) %</sup> of consolidation for full consolidated and joint operations affiliates and % holding for equity consolidated companies

ENGIE ownership



## **BREAKDOWN OF GENERATION CAPACITY BY TECHNOLOGY**

As of 12/31/2015



<sup>1)</sup> Excluding pumped storage for hydro capacity

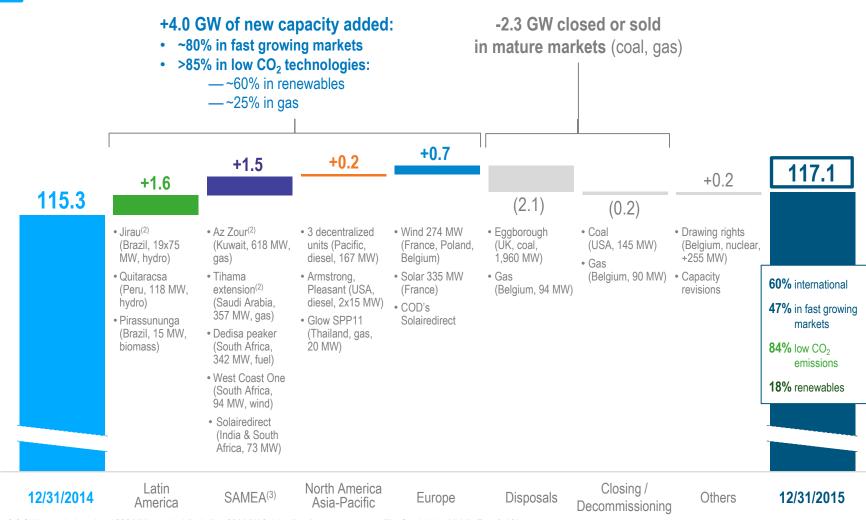
ENGIE ownership



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

## **INSTALLED CAPACITY EVOLUTION VS END 2014**

As of 12/31/2015, in GW, at 100%



(1) 3.6 GW commissioned and 338 MW acquired (including 291 MW Solairedirect)

Progressive commissioning

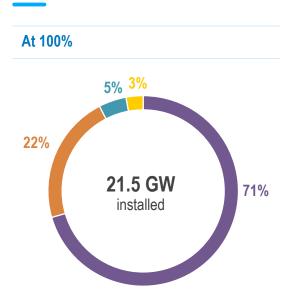
(3) South Asia, Middle East & Africa



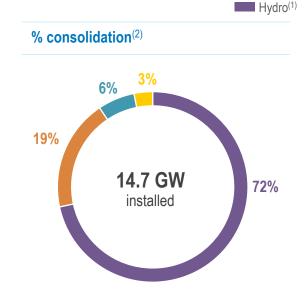
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## RENEWABLE ENERGY: ~18% OF GROUP'S GENERATION CAPACITY

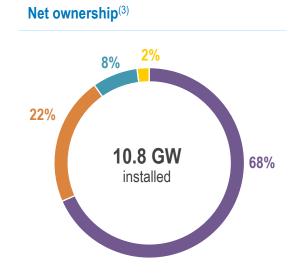
### As of 12/31/2015



in MW	Hydro <sup>(1)</sup>	Wind	Biomass & biogas	Solar
EUROPE	4,062	3,379	750	507
NORTH AMERICA	166	659	130	22
LATIN AMERICA	10,715	209	96	6
MIDDLE EAST, TURKEY & AFRICA	-	395	-	21
ASIA	152	-	30	63
OCEANIA	48	63	-	1
TOTAL	15,143	4,706	1,005	621



in MW	Hydro <sup>(1)</sup>	Wind	Biomass & biogas	Solar
EUROPE	3,999	2,243	740	391
NORTH AMERICA	166	264	130	10
LATIN AMERICA	6,848	209	79	6
MIDDLE EAST, TURKEY & AFRICA	-	191	-	21
ASIA	152	-	30	63
OCEANIA	48	63	-	1
TOTAL	11,213	2,969	979	493



Wind Biomass & biogas Solar

in MW	Hydro <sup>(1)</sup>	Wind	Biomass & biogas	Solar
EUROPE	2,457	1,832	684	143
NORTH AMERICA	166	264	123	10
LATIN AMERICA	5,082	159	55	4
MIDDLE EAST, TURKEY & AFRICA	-	191	-	16
ASIA	71	-	21	60
OCEANIA	48	50	-	1
TOTAL	7,823	2,496	883	234

(1) Excluding pumped storage
 (2) % of consolidation for full and joint operations affiliates and % holding for equity consolidated companies



## TOTAL INSTALLED CAPACITY BY BUSINESS LINE

As of 12/31/2015

	At 100%		% consol	% consolidation <sup>(1)</sup>			Net ownership <sup>(2)</sup>		
In MW	In operation	Under construction	TOTAL	In operation	Under	TOTAL	In operation	Under construction	TOTAL
ENERGY INTERNATIONAL	74,862	7,794	82,656	46,043	3,985	50,028	38,519	3,280	41,799
Latin America	15,741	2,376	18,117	11,859	1,971	13,830	8,076	1,342	9,417
Asia-Pacific	11,975	-	11,975	8,524	-	8,524	6,278	-	6,278
North America	12,971	54	13,025	11,034	54	11,088	10,945	54	10,999
UK-Turkey	6,268	10	6,278	5,913	5	5,918	4,636	5	4,641
South Asia, Middle East & Africa	27,907	5,354	33,261	8,713	1,955	10,668	8,584	1,880	10,464
ENERGY EUROPE	40,182	156	40,339	35,017	141	35,158	32,356	93	32,449
Central Western Europe	26,140	139	26,279	25,190	124	25,314	22,675	76	22,751
France	8,950	129	9,079	8,471	118	5,590	6,579	70	6,649
Benelux & Germany	17,190	11	17,200	16,718	5	16,724	16,096	5	16,101
Southern & Eastern Europe	14,042	17	14,059	9,827	17	9,844	9,681	17	9,698
<b>ENERGY SERVICES</b>	1,750	-	1,750	1,750	-	1,750	1,750	-	1,750
SOLAIREDIRECT	337	179	516	337	179	516	107	170	277
TOTAL	117,131	8,129	125,261	83,148	4,304	87,452	72,733	3,543	76,276

<sup>(1) %</sup> of consolidation for full and joint operations affiliates and % holding for equity consolidated companies (2) ENGIE ownership



FY 2015 RESULTS

## **EXPECTED COMMISSIONING OF CAPACITY UNDER CONSTRUCTION**

As of 12/31/2015, at 100%

		Under construction				
In MW	2016	2017	≥2018	TOTAL		
ENERGY INTERNATIONAL	4,303	799	2,693	7,794		
Latin America	1,278	110	988	2,376		
Asia-Pacific	-	-	-	-		
North America	54	-	-	54		
UK-Turkey	-	10	-	10		
South Asia, Middle East & Africa	2,970	679	1,705	5,354		
ENERGY EUROPE	139	-	17	156		
Central Western Europe	139	-	-	139		
France	129	-	-	129		
Benelux & Germany	11	-	-	11		
Southern & Eastern Europe	-	-	17	17		
ENERGY SERVICES	-	-	-			
SOLAIREDIRECT	179		-	179		
TOTAL	4,621	799	2,710	8,129		



## **EXPECTED COMMISSIONING OF CAPACITY UNDER CONSTRUCTION**

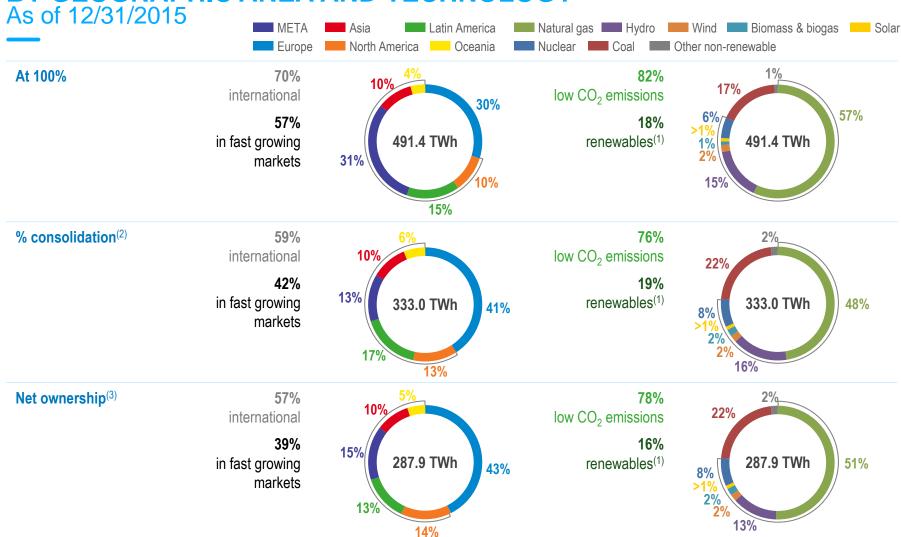
As of 12/31/2015, in net ownership(1)

		Under construction				
In MW	2016	2017	≥2018	TOTAL		
ENERGY INTERNATIONAL	1,463	426	1,391	3,280		
Latin America	649	68	625	1,342		
Asia-Pacific	-	-	-	-		
North America	54	-	-	54		
UK-Turkey	-	5	-	5		
South Asia, Middle East & Africa	760	353	767	1,880		
ENERGY EUROPE	76	-	17	93		
Central Western Europe	76	-	-	76		
France	70	-	-	70		
Benelux & Germany	5	-	-	5		
Southern & Eastern Europe	-	-	17	17		
ENERGY SERVICES	-	-	-			
SOLAIREDIRECT	170	-	-	170		
TOTAL	1,708	426	1,408	3,543		





## TOTAL GENERATION OUTPUT BREAKDOWN BY GEOGRAPHIC AREA AND TECHNOLOGY



<sup>(1)</sup> Excluding pumped storage for hydro output



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

ENGIE ownership

## TOTAL ELECTRICITY OUTPUT BY BUSINESS LINE

As of 12/31/2015

In TWh	At 100%	% Consolidation <sup>(1)</sup>	Net ownership <sup>(2)</sup>
ENERGY INTERNATIONAL	356.5	208.5	173.7
Latin America	73.8	56.0	37.7
Asia-Pacific	60.8	45.5	33.2
North America	51.4	41.9	41.4
UK-Turkey	20.9	18.5	15.2
South Asia, Middle East & Africa	149.6	46.6	46.2
ENERGY EUROPE	130.1	119.8	109.5
Central Western Europe	92.1	89.5	79.8
France	32.0	31.2	23.7
Benelux & Germany	60.1	58.3	56.1
Southern & Eastern Europe	38.0	30.3	29.7
ENERGY SERVICES	4.6	4.6	4.6
SOLAIREDIRECT	0.1	0.1	-
TOTAL	491.4	333.0	287.9



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

<sup>2)</sup> ENGIE ownership

## **ELECTRICITY OUTPUT BY BUSINESS LINE AND FUEL**

As of 12/31/2015, in % consolidation

In TWh	Natural gas	Hydro	Wind	Biomass and biogas	Solar	Nuclear	Coal	Other non renewable	TOTAL
<b>ENERGY INTERNATIONAL</b>	115.0	38.2	2.3	1.2	-	-	50.7	1.0	208.5
Latin America	9.0	34.0	0.7	0.4	-	-	11.7	0.2	56.0
Asia-Pacific	14.8	0.4	0.1	-	-	-	29.8	0.3	45.5
North America	35.0	1.6	0.8	0.8	-	-	3.5	0.4	41.9
UK-Turkey	11.8	2.2	0.1	-	-	-	4.2	0.1	18.5
South Asia, Middle East & Africa	44.4	-	0.6	-	-	-	1.6	0.1	46.6
ENERGY EUROPE	40.6	16.5	4.4	4.3	0.1	28.0	21.3	4.5	119.8
Central Western Europe	22.1	16.2	3.0	1.9	0.1	28.0	13.8	4.4	89.5
France	3.6	15.0	2.2	-	0.1	8.4	-	1.8	31.2
Benelux & Germany	18.5	1.1	0.8	1.9	-	19.6	13.8	2.6	58.3
Southern & Eastern Europe	18.6	0.3	1.4	2.4	-	-	7.5	-	30.3
ENERGY SERVICES	2.9	0.2	-	0.8	-	-	-	0.8	4.6
SOLAIREDIRECT	-	-	-	-	0.1	-	-	-	0.1
TOTAL	158.5	54.8	6.8	6.3	0.3	28.0	72.1	6.3	333.0



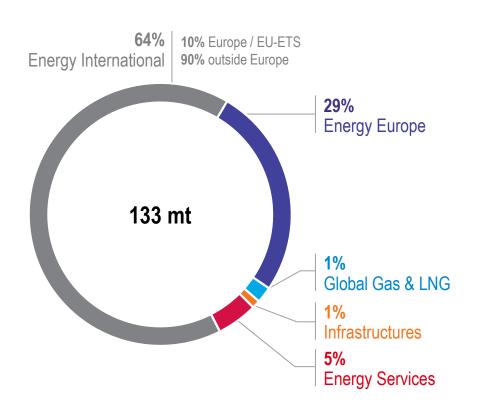
FY 2015 RESULTS

CO<sub>2</sub>



## CO<sub>2</sub> EMISSIONS IN 2015

#### **2015 - UNAUDITED FIGURES**



Coverage of CO <sub>2</sub> emissions under EU-ETS in 2015	in mt
Direct emissions (scope 1) of greenhouse gases	133
Direct emissions (scope 1) of greenhouse gases under the EU-ETS system	49
Allocation of bonus quotas	4.7

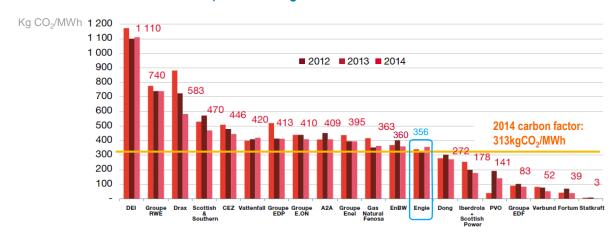


FY 2015 RESULTS

## CO<sub>2</sub> EMISSIONS: AMONG THE LOW-EMISSION PRODUCERS

### Europe

## Specific emissions linked to electricity production in Europe ENGIE close to European average



#### World

### Group's emission ratio 20% below world average ratio<sup>(1)</sup>

**2020 target:** To reduce the CO<sub>2</sub> specific emission ratio

of power and associated heat generation fleet throughout the world by 10% between 2012

and 2020

**2015 situation: Stable vs. 2012**<sup>(2)</sup>

#### Actions

- · No new coal generation project
- · Replacing high emitting plants by top performing units
- Selective development in renewables
  - Increasing the renewable worldwide installed capacity by 50% by 2015<sup>(3):</sup> target achieved with 60% end 2015

Source: AIE 2014

(2) 445kgCO<sub>2</sub>eq/MWh in 2015 vs 443 kgCO<sub>2</sub>eq/MWh in 2012 excluding SUEZ Environnement

(3) Vs 2009

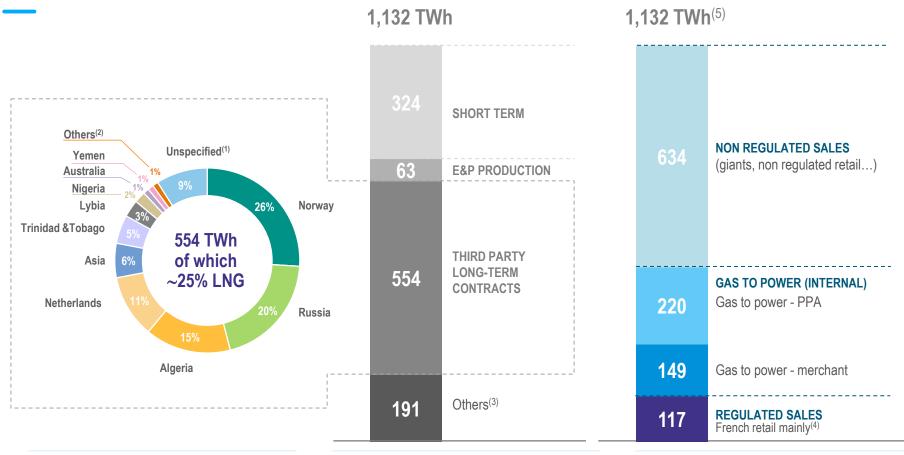


## **GAS BALANCE**



## 2015 GAS BALANCE: DIVERSIFIED PORTFOLIO

#### In % consolidation



### Long-term gas supply

- 1) Purchases from gas suppliers; origin unspecified
- 2) Of which Germany and UK <1% each
- (3) Notably tolling (127 TWh) and dedicated contracts for gas to power

## Diversified supply portfolio provides flexibility

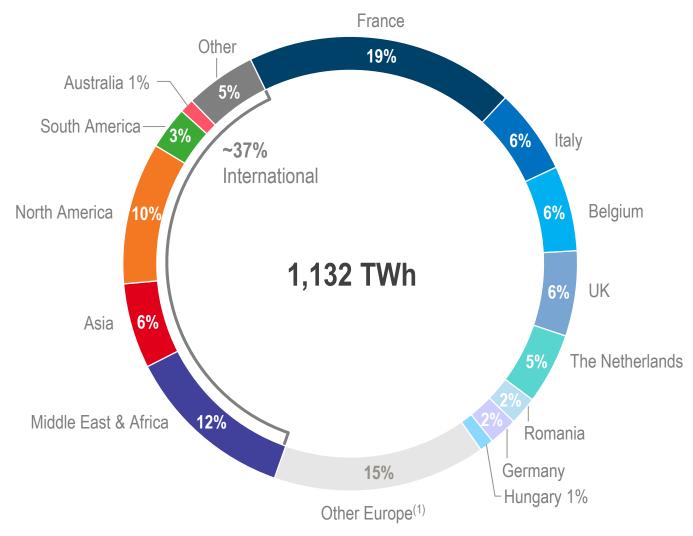
Balanced sales portfolio reduces volume risks

- (4) France: 73 TWh, Mexico, Argentina, Romania, Italy, Hungary, Turkey
- (5) Of which others: 12 TWh



## **GEOGRAPHIC SPLIT OF GAS USAGE**

In % consolidation

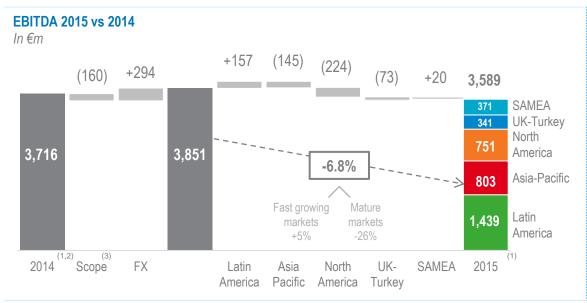








## Pressure on margins in mature markets partially offset by good performance in fast growing markets



- Performance in Brazil benefitted from inflation indexation, lower PLD prices, and progressive commissioning at Jirau
- Asia-Pacific performance impacted by repeal of the carbon regime in Australia in 2014 and outages at Hazelwood and Gheco 1
- In North America generation performance was lower, with peak spark spreads weaker and non-repeat of 2014 favourable oneoff benefits. Gas performance impacted by fewer LNG diversions with lower margins and lower margins at Everett and Eco Electrica
- In the UK, outages at First Hydro and Rugeley, higher gas costs at Saltend, pressure on retail margins
- Strong performance by SAMEA with new capacity at Uch II, Tarfaya, Az Zour North, Tihama and South African projects and good operational performance at existing plant

Perform 2015 & Quick Reaction Plan net Opex: €11m

In €m       2014(2)       2015       Δ 15/14       Δ org         Revenues       13,977       14,534       +4.0%       -3.8%         COI including share in Net Income of associates(2)       2,745       2,596       -5.4%       -7.9%         Total Capex       1,718       1,693         Electricity sales(4) (TWh)       202.7       204.0       +1%         Gas sales(4) (TWh)       80.0       95.9       +20%         Installed accessif (5) (CM)       73.0       74.0       +4%					
COI including share in Net Income of associates <sup>(2)</sup> Total Capex  1,718  1,693  Electricity sales <sup>(4)</sup> (TWh)  202.7  204.0  +1%  Gas sales <sup>(4)</sup> (TWh)  80.0  95.9  +20%	In €m	2014 <sup>(2)</sup>	2015	Δ 15/14	$\Delta$ org
Total Capex 1,718 1,693  Electricity sales <sup>(4)</sup> (TWh) 202.7 204.0 +1%  Gas sales <sup>(4)</sup> (TWh) 80.0 95.9 +20%	Revenues	13,977	14,534	+4.0%	-3.8%
Electricity sales <sup>(4)</sup> (TWh) 202.7 <b>204.0</b> +1% Gas sales <sup>(4)</sup> (TWh) 80.0 <b>95.9</b> +20%	COI including share in Net Income of associates <sup>(2)</sup>	2,745	2,596	-5.4%	-7.9%
Gas sales <sup>(4)</sup> (TWh) 80.0 <b>95.9</b> +20%	Total Capex	1,718	1,693		
Gas sales <sup>(4)</sup> (TWh) 80.0 <b>95.9</b> +20%					
	Electricity sales <sup>(4)</sup> (TWh)	202.7	204.0	+1%	
Installed correct (5) (OM)	Gas sales <sup>(4)</sup> (TWh)	80.0	95.9	+20%	
Installed Capacity <sup>(3)</sup> (GW) 73.9 74.9 +1%	Installed capacity <sup>(5)</sup> (GW)	73.9	74.9	+1%	
Electricity production <sup>(5)</sup> (TWh) 341.4 <b>356.5</b> +4%	Electricity production <sup>(5)</sup> (TWh)	341.4	356.5	+4%	

#### **EBITDA 2016 Outlook**

- In Brazil:
  - average 2016 GSF forecast at 92%
  - incremental price increase in bilateral sales due to inflation
  - adherence to GSF protection mechanism
- Pressure on prices in Australia
- In the UK pressure on margins
- In SAMEA positive impact of new capacities

Lean 2018 program

- Total includes Other: €(117)m in 2014 and €(116)m in 2015
- 2014 was restated post IFRIC 21
- Of which intra-Group scope effect with Global Gas & LNG of €(87)m

- Sales figures are consolidated according to accounting standards
- (5) At 100%

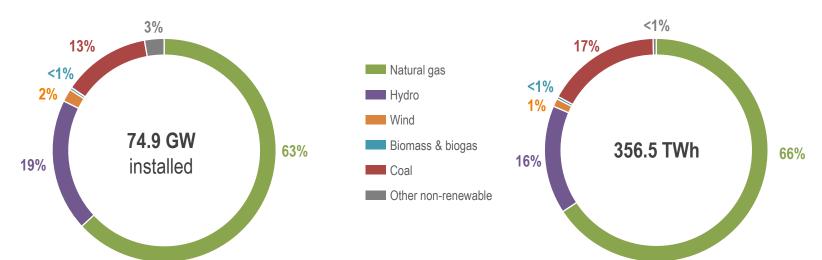


FY 2015 RESULTS 59

Generation capacity and production as of 12/31/2015, at 100%

## BREAKDOWN OF GENERATION CAPACITY



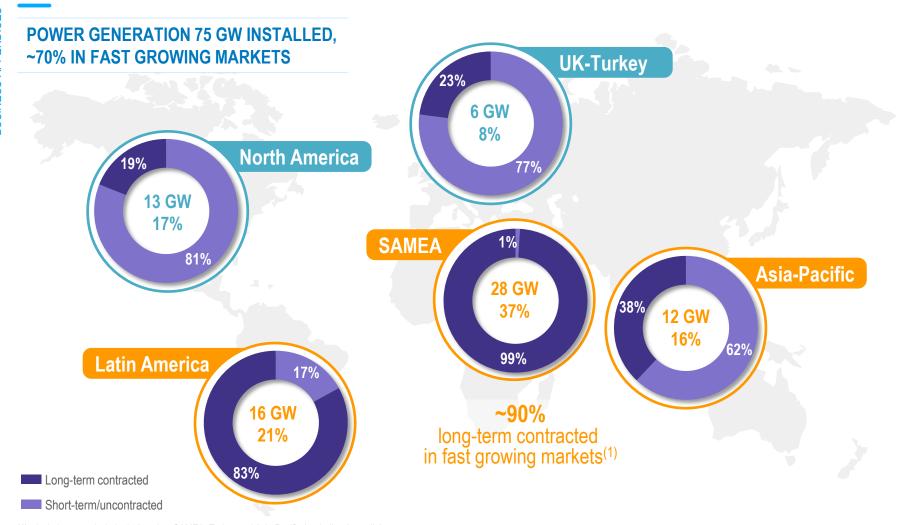


In MW	In operation	Under construction	Total
LATIN AMERICA	15,741	2,376	18,117
ASIA-PACIFIC	11,975	-	11,975
NORTH AMERICA	12,971	54	13,025
UK-TURKEY	6,268	10	6,278
SAMEA	27,907	5,354	33,261
TOTAL	74,862	7,794	82,656

In TWh	Total
LATIN AMERICA	73.8
ASIA-PACIFIC	60.8
NORTH AMERICA	51.4
UK-TURKEY	20.9
SAMEA	149.6
TOTAL	356.5



## Security of long-term contracts in fast growing markets



Includes capacity in Latin America, SAMEA, Turkey and Asia-Pacific (excluding Australia)
 Long-term contracted: portion of operational capacity contracted for more than 3 years; based on capacity at 100% as of 12/31/2015



## **ENERGY INTERNATIONAL / LATIN AMERICA**



#### Strong performance in Brazil

- Higher energy margin due to increases in bilateral contract average prices driven by inflationary adjustments
- Less adverse impact from hydrology thanks to lower PLD prices and adherence to GSF protection mechanism
- Progressive commissioning at Jirau

#### Stable contribution from Chile

- Impact of increased volumes from new contracts and lower outage rates, offset by lower margins
- OPEX costs benefitted from CLP devaluation

#### Strong performance in Peru

Higher capacity and energy sales from new PPAs

In €m	2014 <sup>(2)</sup>	2015	Δ 15/14	$\Delta$ org
Revenues	3,818	3,683	-3.5%	+3.5%
COI including share in Net Income of associates	982	1,084	+10%	+16%
Electricity sales <sup>(3)</sup> (TWh)	56.2	56.1	-	
Gas sales <sup>(3)</sup> (TWh)	9.5	9.8	+3%	
Installed capacity <sup>(4)</sup> (GW)	14.2	15.7	+11%	
Electricity production <sup>(4)</sup> (TWh)	68.9	73.8	+7%	

#### **EBITDA 2016 Outlook**

- In Brazil:
  - average 2016 GSF forecast at 92%
  - small increases in energy demand
  - incremental price increase in bilateral sales due to inflation
  - agreement on proposals to cap impact of GSF
- In Chile impact of low commodity prices



<sup>(1)</sup> Total includes Other: +€8m in 2014 and €(25)m in 2015

<sup>(2) 2014</sup> was restated post IFRIC 21

<sup>(3)</sup> Sales figures are consolidated according to accounting standards

l) At 100%

## **ENERGY INTERNATIONAL / LATIN AMERICA**

Generation capacity and production as of 12/31/2015, at 100%

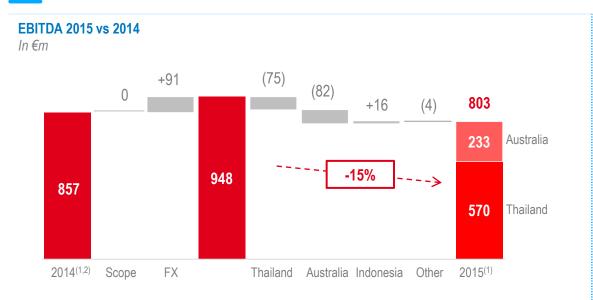
#### **BREAKDOWN OF GENERATION CAPACITY BREAKDOWN OF ELECTRICITY OUTPUT** <1% 7% 10% 12% 16% 13% Natural gas 1% Hydro 1% <1% 1% Wind 15.7 GW Biomass & biogas 73.8 TWh installed Coal Other non-renewable 70% 68%

In MW	In operation	Under construction	Total
BRAZIL	11,758	1,422	13,180
CHILE	2,081	344	2,425
PERU	1,902	610	2,512
TOTAL	15,741	2,376	18,117

In TWh	Total
BRAZIL	57.5
CHILE	9.3
PERU	7.0
TOTAL	73.8



## **ENERGY INTERNATIONAL / ASIA-PACIFIC**



#### Lower performance in Thailand

- Lower dispatch and impact of reduced capacity charge at Glow IPP
- Lower availability due to maintenance at Gheco 1
- Impact of drop in oil price at PTT NGD (time lag between selling and purchase price adjustment)

#### Partially offset by:

One-off settlement received by Gheco 1

#### Good operational performance in Indonesia

Higher availability at Paiton

#### Lower performance in Australia

- Depressed market conditions
- Repeal of Carbon Regime in 2014
- Outages at Hazelwood

#### Partially offset by:

Good performance by retail activities

In €m	2014 <sup>(2)</sup>	2015	Δ 15/14	$\Delta$ org
Revenues	2,740	2,684	-2.0%	-11%
COI including share in Net Income of associates	638	585	-8.4%	-18%
Ç				
Electricity sales <sup>(3)</sup> (TWh)	42.8	41.3	-4%	
Gas sales <sup>(3)</sup> (TWh)	3.7	4.3	+16%	
Installed capacity <sup>(4)</sup> (GW)	12.0	12.0	-	
Electricity production <sup>(4)</sup> (TWh)	65.1	60.8	-7%	

#### **EBITDA 2016 Outlook**

- Price pressure in Australia
- Lower vesting contract level in Singapore and declining retail prices due to oversupply
- In Thailand non-recurrence of one-offs in 2015



<sup>(1)</sup> Total includes Other: €(18)m in 2014 and €87m in 2015

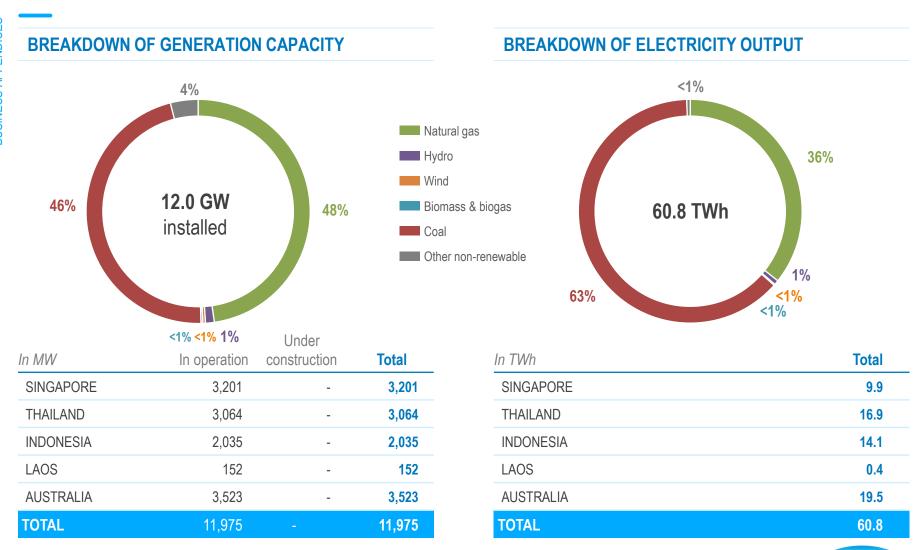
<sup>2) 2014</sup> was restated post IFRIC 21

<sup>(3)</sup> Sales figures are consolidated according to accounting standards

l) At 100%

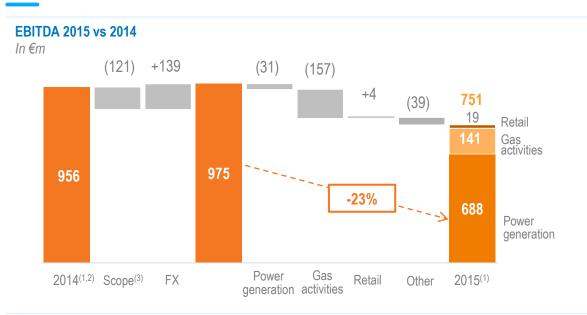
## **ENERGY INTERNATIONAL / ASIA-PACIFIC**

Generation capacity and production as of 12/31/2015, at 100%





## **ENERGY INTERNATIONAL / NORTH AMERICA**



#### Generation

- Lower generation performance, which benefitted from one-off items in 2014
- Weaker peak spark spreads and weak hydro flows in NEPOOL partly offset by high generation and positive spreads in PJM

#### Gas

- Fewer LNG diversions with lower margins
- Lower margins at Everett and Eco Electrica

#### Retail

Higher margins and positive portfolio impact

#### Scope

Transfer of Yemen LNG diversions to Global Gas & LNG

In €m	2014 <sup>(2)</sup>	2015	Δ 15/14	$\Delta$ org
Revenues	3,782	4,450	+18%	-
COI including share in Net Income of associates	688	437	-36%	-34%
Electricity sales <sup>(4)</sup> (TWh)	64.9	72.0	+11%	
Gas sales <sup>(4)</sup> (TWh)	31.6	39.7	+26%	
Installed capacity <sup>(5)</sup> (GW)	13.1	13.0	-1%	
Electricity production <sup>(5)</sup> (TWh)	48.7	51.4	+6%	

#### **EBITDA 2016 Outlook**

- Continued pressure on gas margins and fewer diversion opportunities
- Continued growth of retail business

- 1) Total includes Other: €(47)m in 2014 and €(96)m in 2015
- (2) 2014 was restated post IFRIC 21
- 3) Of which intra-Group scope effect with Global Gas & LNG of €(87)m

- 4) Sales figures are consolidated according to accounting standards
- (5) At 100%



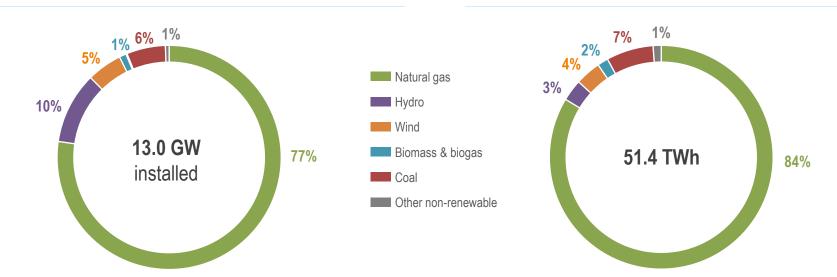
## **ENERGY INTERNATIONAL / NORTH AMERICA**

Undor

Generation capacity and production as of 12/31/2015, at 100%

#### **BREAKDOWN OF GENERATION CAPACITY**

#### **BREAKDOWN OF ELECTRICITY OUTPUT**



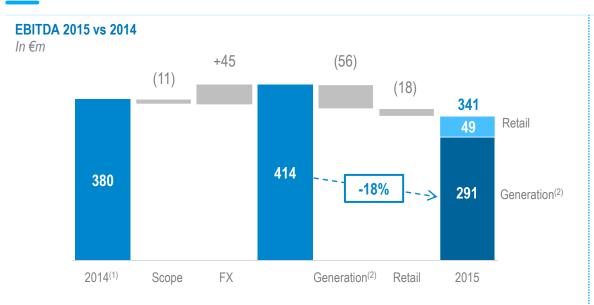
In MW	In operation	construction	Total
USA	11,379	22	11,401
CANADA	801	-	801
PUERTO RICO	507	-	507
MEXICO	284	32	316
TOTAL	12,971	54	13,025

In TWh	Total
USA	43.4
CANADA	2.9
PUERTO RICO	2.9
MEXICO	2.2
TOTAL	51.4



FY 2015 RESULTS

## **ENERGY INTERNATIONAL / UK-TURKEY**



#### **UK generation & Turkey**

- At First Hydro lower contract energy prices and reduced balancing mechanism revenue due to outages
- Lower energy margins due to outages and deteriorating spark spreads
- Good operational performance by Turkish assets
- Positive impact of one-off events

#### Retail

Lower energy margins and higher opex

In €m	2014 <sup>(2)</sup>	2015	Δ 15/14	$\Delta$ org
Revenues	2,957	2,872	-2.9%	-13%
COI including share in Net Income of associates	271	259	-4.5%	-13%
Electricity sales <sup>(3)</sup> (TWh)	30.1	26.1	-13%	
Gas sales <sup>(3)</sup> (TWh)	35.2	42.1	+20%	
Installed capacity <sup>(4)</sup> (GW)	8.2	6.3	-23%	
Electricity production <sup>(4)</sup> (TWh)	24.2	20.9	-14%	

#### **EBITDA 2016 Outlook**

• Pressure on margins to continue

) At 100%



<sup>(1) 2014</sup> was restated post IFRIC 21

<sup>2)</sup> Includes corporate costs and all operations in Turkey

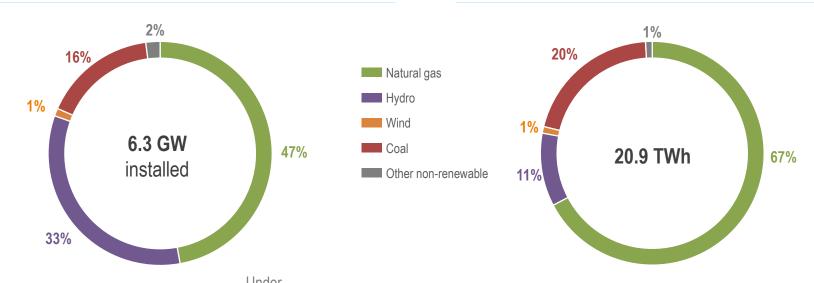
<sup>(3)</sup> Sales figures are consolidated according to accounting standards

## **ENERGY INTERNATIONAL / UK-TURKEY**

Generation capacity and production as of 12/31/2015, at 100%

## BREAKDOWN OF GENERATION CAPACITY

#### **BREAKDOWN OF ELECTRICITY OUTPUT**

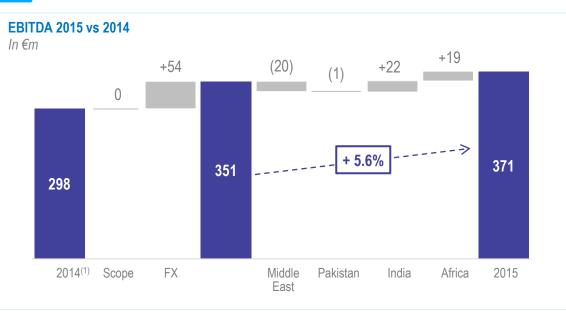


In MW	In operation	construction	Total
UNITED KINGDOM	5,025	10	5,035
TURKEY	1,243	-	1,243
TOTAL	6,268	10	6,278

In TWh	Total
UNITED KINGDOM	12.5
TURKEY	8.4
TOTAL	20.9



## **ENERGY INTERNATIONAL / SOUTH ASIA, MIDDLE EAST & AFRICA**



- Positive impact of new capacity at Uch II, Tarfaya, Az Zour North, Tihama and South African projects
- Good operational performance at existing plant, particularly Meenakshi phase 1
- One-off benefit resulting from re-structure of Tihama Long Term Service Agreement

#### Partially offset by:

- One-off provision impact in 2015
- Non-recurrence of provision reversal in 2014
- No development fees in 2015

In €m	2014 <sup>(1)</sup>	2015	Δ 15/14	$\Delta \ \text{org}$
Revenues	679	846	+25%	+5.6%
COI including share in Net Income of associates	286	355	+24%	+5%
Electricity sales <sup>(2)</sup> (TWh)	8.7	8.5	-2%	
Installed capacity <sup>(3)</sup> (GW)	26.4	27.9	+6%	
Water desalination capacity (MIGD) <sup>(4)</sup>	1,053	1,053	-	
Electricity production <sup>(3)</sup> (TWh)	134.6	149.6	+11%	

#### **EBITDA 2016 Outlook**

Positive impact of new capacity



<sup>(1) 2014</sup> was restated post IFRIC 21

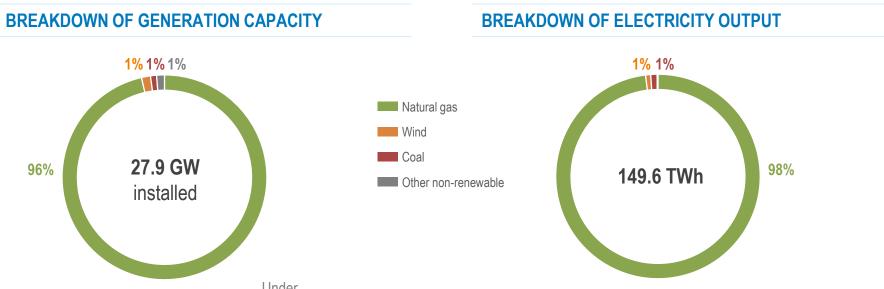
<sup>2)</sup> Sales figures are consolidated according to accounting standards

<sup>(3)</sup> At 100%

<sup>(4)</sup> Million Imperial Gallons per Day

## **ENERGY INTERNATIONAL / SOUTH ASIA, MIDDLE EAST & AFRICA**

Generation capacity and production as of 12/31/2015, at 100%



		Under	
In MW	In operation	construction	Total
PAKISTAN	932	-	932
INDIA	269	638	907
UAE	8,842	1,600	10,442
SAUDI ARABIA	5,893	179	6,072
QATAR	3,755	-	3,755
OMAN	3,693	-	3,693
KUWAIT	668	881	1,550
BAHRAIN	3,117	-	3,117
MOROCCO	301	1,386	1,687
SOUTH AFRICA	437	670	1,106
TOTAL	27,907	5,354	33,261

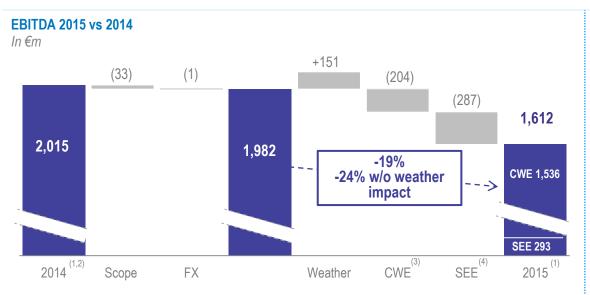
In TWh	Total
PAKISTAN	6.5
INDIA	1.6
UAE	45.9
SAUDI ARABIA	46.0
QATAR	14.7
OMAN	16.6
KUWAIT	2.4
BAHRAIN	14.7
MOROCCO	1.0
SOUTH AFRICA	0.2
TOTAL	149.6



## **ENERGY EUROPE**



Nuclear outages, power price effects and depressed LNG activity, partially compensated by weather, downstream power margins, gas contracts renegotiations and Perform 2015



 Very warm climate in Europe in 2014 vs slightly warm in 2015

#### CWE:

- D3/T2 outage from end March 2014 to mid December 2015, D1 stop
- Negative price effect for power
- Depressed LNG activity
- Successful LT gas contracts renegotiation

#### SEE:

Negative effects in Italy (VPP contract, gas portfolio)

Perform 2015 & Quick Reaction Plan net Opex: €211m

In €m	2014 <sup>(2)</sup>	2015	Δ 15/14	$\Delta$ org
Revenues	35,158	32,011	-9%	-9%
COI including share in Net Income of associates	908	587	-35%	-33%
Total Capex	1169	1 461		
Gas sales <sup>(5)</sup> (TWh)	606	485	-20%	
Electricity sales <sup>(5)</sup> (TWh)	160	166	3.5%	
Installed capacity <sup>(6)</sup> (GW)	39.7	40.2	1,6%	
Electricity production <sup>(6)</sup> (TWh)	125.2	130.1	3.9%	

	2014	2015
Load factor CCGT fleet	25%	27%
Load factor coal fleet	48%	<b>52</b> %
Nuclear plants availability	62%	51%
Outright CWE achieved price (€/MWh)	47	42

#### **EBITDA 2016 Outlook**

- Belgian nuclear deal: extension D1/D2, laws to be voted on €20m retribution D1/D2 and on new contribution on G2
   Restart D3/T2
- Continuous downward trend in power prices but limited impact thanks to production hedging

Lean 2018 program

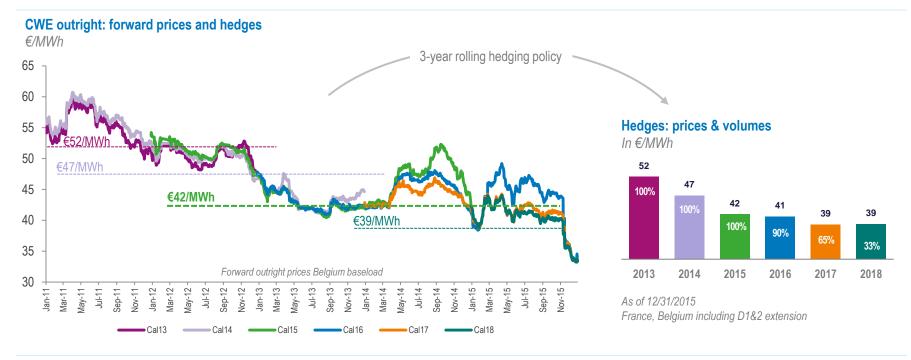
- (1) Including Other: €(172)m in 2014 and €(-217)m in 2015
- 2) 2014 was restated post IFRIC 21
- 3) Central Western Europe

- Southern & Eastern Europe
- (5) Sales figures are consolidated according to accounting rules
- 6) At 100%

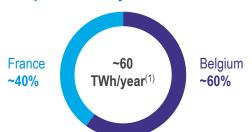


# **OUTRIGHT POWER GENERATION IN EUROPE**

# Nuclear & Hydro



#### **CWE** outright: EBITDA price sensitivity



- +/- €1/MWh in achieved price
   ⇔ ca. +/- €60m EBITDA impact before hedging
- 3-year rolling hedging policy

(1) 2016-2018 estimates including D1 & 2 extension, average hydro conditions



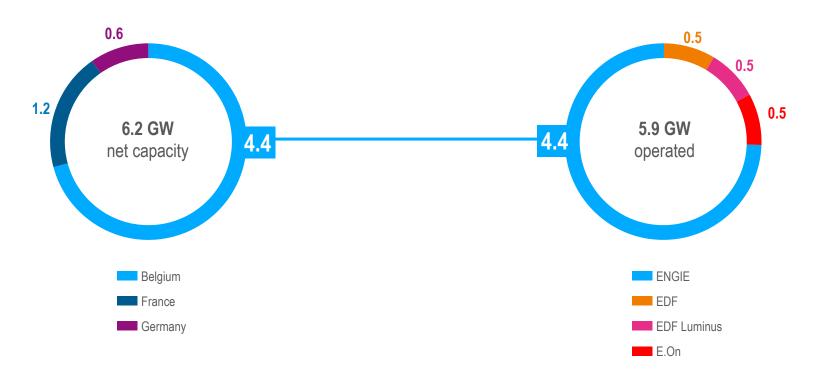
# **NUCLEAR CAPACITY**

As of 12/31/2015

**ENGIE: 6.2 GW**<sup>(1)</sup> in Belgium, France and Germany

# BELGIAN OPERATED CAPACITY by owner<sup>(1)</sup>

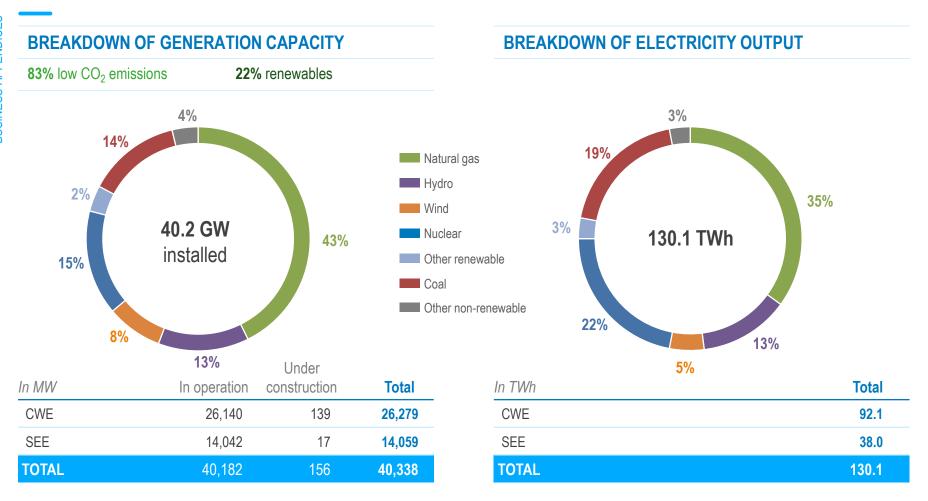
In Belgium, **ENGIE operates 5.9 GW** through 7 units (to reach 40/50-year lifetime between 2022 and 2025)



<sup>(1)</sup> Net of third party capacity and drawing rights. Tihange 1, Doel 1 & Doel 2 extended for 10 years (Tihange 1 until 01/10/2025, Doel 1 until 15/02/2025 and Doel 2 until 01/12/2025)



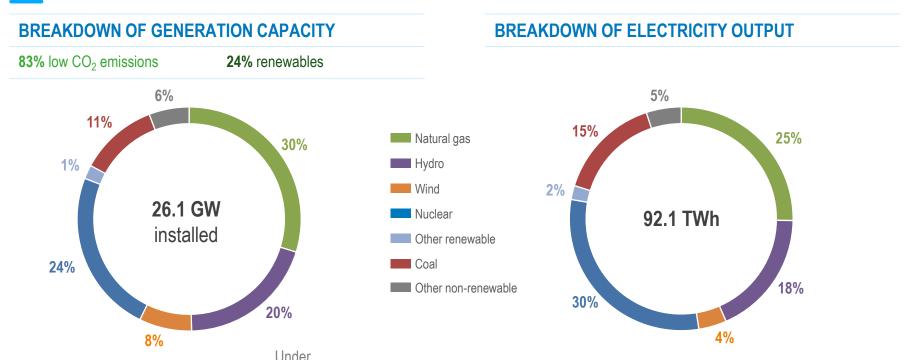
# Generation capacity and production as of 12/31/2015 at 100%





# **ENERGY EUROPE / CENTRAL WESTERN EUROPE**

Generation capacity and production as of 12/31/2015 at 100%



In MW	In operation	construction	Total
FRANCE	8,950	129	9,079
BELGIUM	9,317	11	9,328
NETHERLANDS	4,459	0	4,459
LUXEMBOURG	376	0	376
GERMANY	3,037	0	3,037
TOTAL	26,140	139	26,280

In TWh	Total
FRANCE	32.0
BELGIUM	32.1
NETHERLANDS	14.7
LUXEMBOURG	0.6
GERMANY	12.8
TOTAL	92.1



# **ENERGY EUROPE / SOUTHERN & EASTERN EUROPE**

Generation capacity and production as of 12/31/2015 at 100%

#### **BREAKDOWN OF GENERATION CAPACITY BREAKDOWN OF ELECTRICITY OUTPUT** 13% renewables 83% low CO<sub>2</sub> emissions 18% Coal 28% Natural gas 2% Hydro 14.0 GW 57% Wind 38.0 TWh 9% 69% installed Other renewable 1% Other non-renewable 1%

In MW	In operation	construction	Total
POLAND	1,864	17	1,881
ROMANIA	98	0	98
ITALY	6,065	0	6,065
GREECE	570	0	570
SPAIN	2,077	0	2,077
PORTUGAL	3,369	0	3,369
TOTAL	14,042	17	14,059

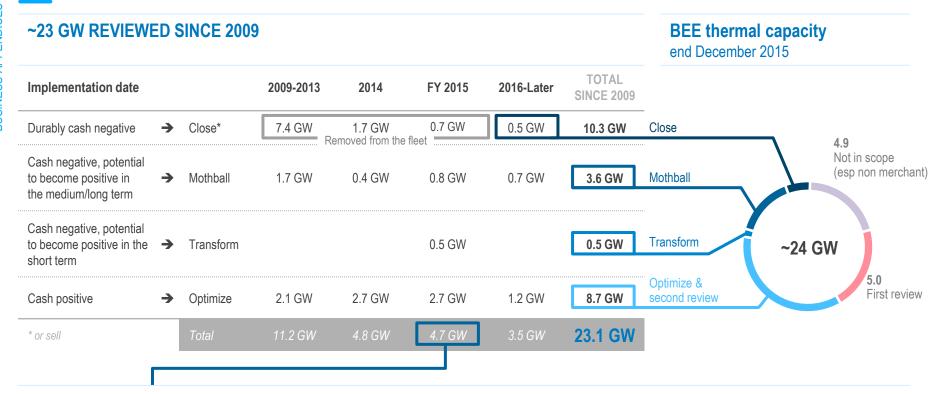
Under

In TWh	Total
POLAND	9.3
ROMANIA	0.3
ITALY	18.5
GREECE	0.4
SPAIN	0.7
PORTUGAL	8.8
TOTAL	38.0



# STRONG REACTION TO TOUGH ENVIRONMENT

# Pursuing a disciplined generation fleet review



#### ~ 4.7 GW IMPLEMENTED IN 2015

#### MOTHBALL: 0.8 GW & CLOSING: 0.7 GW

- Mothball NL: Maxima Flevo 5 (seasonal) 438 MW, Eems EC 6 (summer) 360 MW
- Closing NL: Harculo 80 MW, Gelderland 592 MW

#### TRANSFORM: 0.5 GW

 BE: Herdersbrug CCGT (peaker transformation) 480 MW

#### **OPTIMIZATION: 2.7 GW**

- **BE:** CHP 635 MW; Awirs 4 95 MW
- ES: Cartagena 1199 MW, Castelnou 791 MW

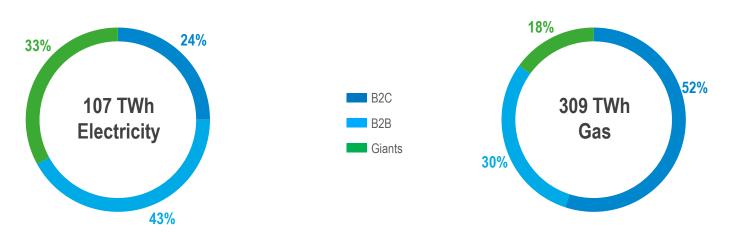


# Breakdown of electricity and gas sales as of December 2015

	Co	Contracts <sup>(1)</sup> (Million)		Sales to final cust	omers <sup>(2)</sup> (TWh)
	Electricity	Gas	Services	Electricity	Gas
TOTAL EUROPE	6.1	12.7	2.6	107.1	309.0
of which France	2.8	8.6	1.9	31.5	174.1
of which Belgium	2.7	1.4	-	42.6	45.0
of which Italy	0.2	0.7	-	3.2	12.9
of which Romania	-	1.6	0.7	0.6	33.2

# **Split of ELECTRICITY sales to final customer**

# **Split of GAS sales to final customer**



<sup>(1)</sup> Number of contracts is consolidated at 100%, excluding entities at equity method

2) Sales figures are consolidated according to accounting rules, Group contribution



# Electricity & gas sales by customer segment in France

# B2B & GIANTS (TWh)





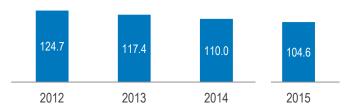
# **Electricity**



- → Increasing competition on B2B and Giants gas sales
- → Market share of 31.0% (B2B)

# **B2C SALES** (TWh)

#### Gas at average climate<sup>(4)</sup>



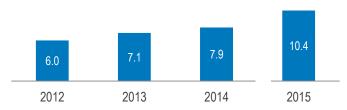
- → Market share B2C 77.4%, SME 56.0%

#### > Contained losses for the residential gas customer base

Including intra-Group sales

- (1) Except for Giant customers (Engie Global Energy)
- Of which public distribution tariffs: 60.7 TWh in FY 2012; 55.7 TWh in FY 2013; 35.6 TWh in

### **Electricity**



- → Development of B2C power sales through dual fuel contracts
- **→** Market share B2C 8.1%, SME 6.3%
- Including Giants
- (4) Of which public distribution tariffs: 114.2 TWh in FY 2012; 104.6 TWh in FY 2013; 90.1 TWh in FY 2014; 74.5 TWh in FY 2015

**engie** 

# Residential & small business customers portfolio in France

### **GAS**

#### Household (Millions of contracts)

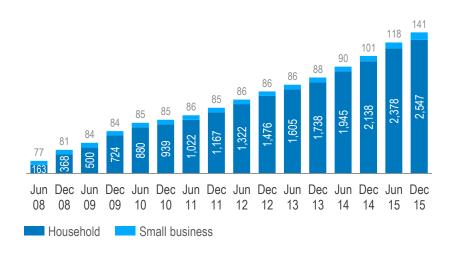


#### **Small Business**

Portfolio of **208,000** contracts as at 12/31/2015 slight decrease of **11,000** contracts since January 2015 despite end of regulated tariff for part of the portfolio

#### **ELECTRICITY**

Household & small business (Thousands of contracts)



#### Household

Increased by 409,000 contracts since December 2014

The growth in electricity accelerates and exceeds the decrease in gas

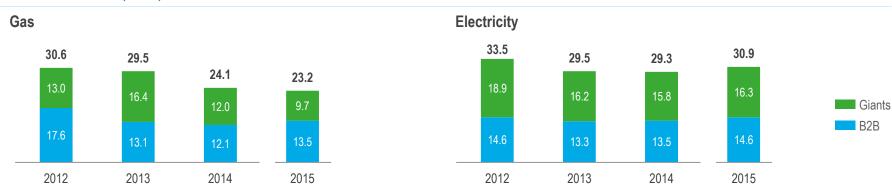
#### **Small business**

Increased by 40,000 contracts since December 2014



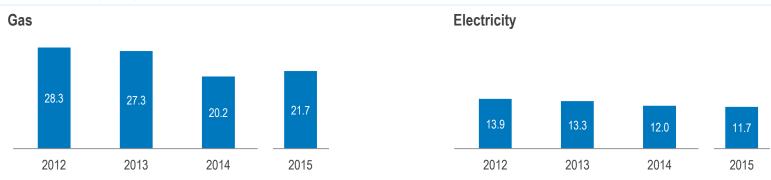
# Electricity & gas sales by customer segment in Belgium

# B2B & GIANTS (TWh)



→ Decrease in gas volumes for Giants due to harsh competition

# **B2C SALES** (TWh)



→ Churn stabilized both in gas and electricity with respective market shares of 44% and 48% but gas volumes increased mainly because of colder climate

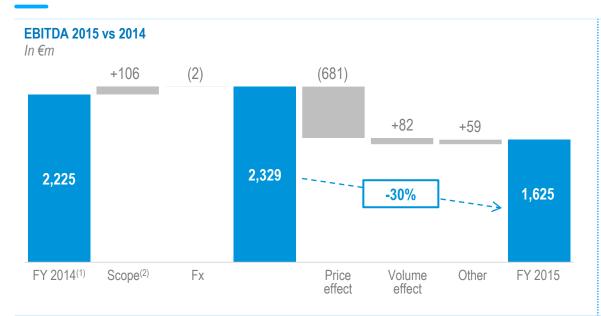


# **GLOBAL GAS & LNG**



# **GLOBAL GAS & LNG**

# Difficult market conditions in E&P and LNG



#### E&P

- Adverse 2015 market prices (mostly Brent)
- Partly offset by higher production (ramp ups of Gudrun, Amstel & Juliet) and hedge impacts

#### LNG

- Supply disruptions (Egypt and Yemen)
- Limited spot opportunities in Europe and Asia
- Partly mitigated by optimized backfills for MT/LT contract deliveries

Perform 2015 & Quick Reaction Plan net Opex: €96m

2014 <sup>(1)</sup>	2015	Δ 15/14	$\Delta$ org
9,551	5,993	-37%	
6,883	4,246	-38%	-42%
1,064	535	-50%	-55%
1,208	1,059		
99.0	52.5	-47%	
22.0	20.4	-8%	
55.5	59.1	+6%	
119.2	71.4	-40%	
	9,551 6,883 1,064 1,208 99.0 22.0 55.5	9,551 5,993 6,883 4,246 1,064 535 1,208 1,059 99.0 52.5 22.0 20.4 55.5 59.1	9,551

#### **EBITDA 2016 Outlook**

#### E&P

- Expected unfavorable evolution of commodity prices will be partly mitigated by active hedging strategies and aggressive actions on costs and performance optimization
- Production ~53 mboe

#### LNG

 Weak market conditions should continue to put pressure on margins but could be partially offset by an improved supply shortfall situation. Active portfolio optimization strategies and reinforced cost controls should provide some relief

Lean 2018 program



<sup>(1) 2014</sup> was restated post IFRIC 21

<sup>(2)</sup> Of which intra-Group scope effect with Energy International of +€121m

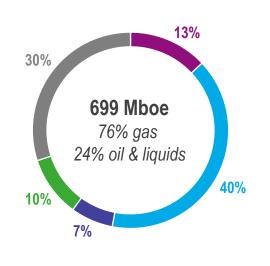
# **GLOBAL GAS & LNG**

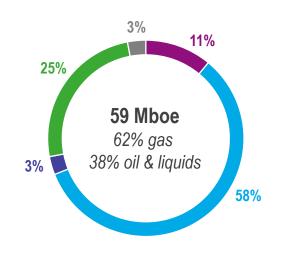
# Geographic breakdown of oil and gas production

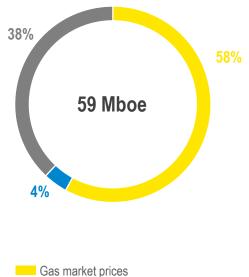
Geographic breakdown of **2P RESERVES** as of 12/31/2015

Geographic breakdown of **PRODUCTION** as of 12/31/2015

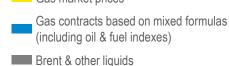














FY 2015 RESULTS

# **CAMERON LNG PROJECT IN THE US**

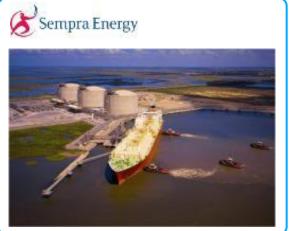
#### PROJECT DESCRIPTION

- 12 mtpa liquefaction capacity, gas supplied from Henry Hub
- ENGIE
  - 4 mtpa tolling contract
  - JV with Sempra Energy, Mitsubishi and Mitsui for development, building and financing
  - Equity share: 16.6%
- Total project costs: ~\$10bn
- FID taken early August 2014
- Construction started in October 2014
- COD in 2018

#### **ENGIE OPPORTUNITIES**

- 4 mtpa flexible LNG no margin sharing
- A tool to deal with LNG cyclical markets
- Opportunity to sell LNG to new markets and customers in fast growing countries, notably Asia, LATAM and Middle East
- Synergies with the Group LNG supply portfolio







# CYGNUS PROJECT IN THE UK

#### PROJECT DESCRIPTION

- Key achievement: successful 2015 offshore campaign with 10 heavy lifts
- Largest discovery in southern gas basin in the last 25 years 6<sup>th</sup> largest gas field in the UK by remaining reserves (43 Mboe net ENGIE, 111 Mboe 100%)
- Equity share: 38.75% (Centrica 48.75% Bayerngas12.5%)
- ~12 million man-hours 10 development wells with horizontal sections
- First gas: May 2016

#### **ENGIE OPPORTUNITIES**

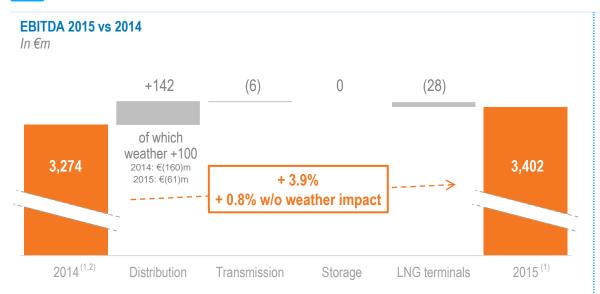
- Potential hub for the region
- 5% of UK domestic gas production at plateau and supply of
   1.4 million households annually in the UK
- Up to 4,000 direct and indirect jobs created at the peak of construction and 120 offshore operational jobs thereafter
- Production plateau: 14.4 Mboe/year







# Strong resilience to less negative weather impact supported by operational performance



- A less negative weather impact than 2014 in distribution
- Annual revision of tariffs for distribution (+3.93%), transmission (+2.5%) and LNG terminals

Perform 2015 & Quick Reaction Plan net Opex: €26m

In €m	2014 <sup>(2)</sup>	2015	Δ 15/14	$\Delta$ org
Revenues (including intra-Group)	6,812	6,608	-3.0%	
Revenues	2,994	3,055	+2.0%	+2.01%
COI including share in Net Income of associates	1,994	2,072	+3.9%	+3.95%
Total Capex	1,729	1,534		
Gas distributed by GrDF (TWh)	260	277	+6.5%	
Distribution RAB <sup>(3)</sup> (€bn)	14.3	14.2	-0.6%	
Transmission RAB <sup>(3)</sup> (€bn)	7.2	7.6	+4.7%	
LNG Terminals RAB <sup>(3)</sup> (€bn)	1.2	1.2	-3.2%	
Storage capacity sold <sup>(4)</sup> (TWh)	99	103	+3.4%	

#### **EBITDA 2016 Outlook**

#### Benefit of yearly adjustment on tariffs:

- Next tariff for distribution as from 1st July, 2016, likely to last 4 years
- Transmission as from April 1st, 2016 (+3.9%)

#### ATRD5 as from July 1st

Lean 2018 program

- (1) Including Other: €(3)m in 2014 and €16m in 2015
- 2014 was restated post IFRIC 21

Regulated Asset Base as of 01/01

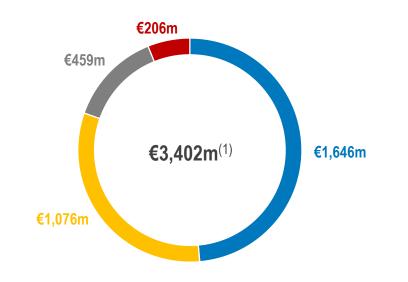
Of which France: 78 TWh in 2014 and 84 TWh in 2015



# Secured cash flows, visibility and steady growth

### **2015 EBITDA BREAKDOWN**

#### **2015 CAPEX BREAKDOWN**





Distribution France

Transmission

Storage

LNG terminals







91

# Secured revenues, visibility and steady growth

#### STABLE FRAMEWORK WITH INCENTIVES

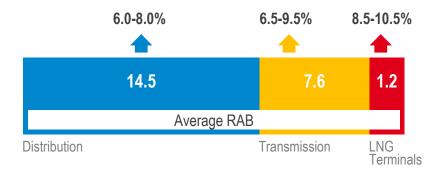
Long regulation period:

4 years with a yearly update:

Distribution +3.93% from July 1<sup>st</sup>, 2015

- Transmission +3.9% from April 1st, 2016

• €23.3bn of average RAB<sup>(1)</sup>, basis of theoretical EBIT calculation



#### **VISIBILITY & STEADY GROWTH**

Average RAB

2015 €23.3bn2014 €23.0bn

Indicative Capex program of ~€1.5bn over 2016<sup>(2)</sup>

Distribution +€0.8bnTransmission +€0.7bn

 Storengy is the paneuropean leader in storage with ~12 bcm of capacity and within the top 4 in Germany



<sup>(1)</sup> In France, total of transmission, distribution, LNG terminals, in 2015

<sup>2)</sup> Indicative RAB investments in tariffs in France

# Regulation in France

_	Period of	Investme	nts (in €m)	RAB remuneration		Average 2015 regulated asset
	regulation	2014	2015	(real pre-tax)	Type of tariff	base (in €bn)
DISTRIBUTION	7/1/2012- 7/1/2016	717	747	6.0% + incentives of 200bps over 20yrs for Gazpar	Tariff N+1: Inflation +0.2% + k <sup>(1)</sup>	14.5
TRANSMISSION	4/1/2013- 3/31/2017	726	561	6.5% + incentives up to 300bps over 10yrs	OPEX N+1: Inflation -1.45%	7.6
LNG TERMINALS	4/1/2013- 3/31/2017	24	113	8.5% + incentives 125bps (for Capex decided in 2004-2008) and 200bps for extensions over 10yrs	Cost +	1.2
TOTAL		1,467	1,422			23.3



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

# NEW PROJECT IN THE GAS DISTRIBUTION BUSINESS "SMART METERING"

Gazpar will allow better billing based on actual data as well as first steps towards demand side management

#### **OBJECTIVES**

- Improve billing quality and client satisfaction
- Develop Energy Management
- Optimize the distribution network





#### **DISTRIBUTION**

## Nature of the project

 Launch of smart meters to 11 million clients, individuals and professionals, so far metered every six months

### **Project status**

- Decision of French government issued on September 23<sup>rd</sup>, 2014 on smart gas metering roll-out on all concessions of GRDF
- Contract for the manufacture of the Gazpar smart meters was successfully achieved and awarded February 21<sup>st</sup>, 2014 following an extensive €0.6bn tendering process
- In 2015, end of the material and IS construction allowing, as planned, the launch of the pilot phase

## **Planning**

- Tests conducted in 2010 and 2011 on 18.500 meters
- Construction phase launched mid 2011, in a pilot phase
- Tests to be carried out on 150,000 meters in 2016
- Widespread implementation between 2017 and 2022

#### **Financials**

- Net investment: ~€1bn
- Regulator has defined a specific incentive scheme with
   200 bps premium on the return over a 20 year-period

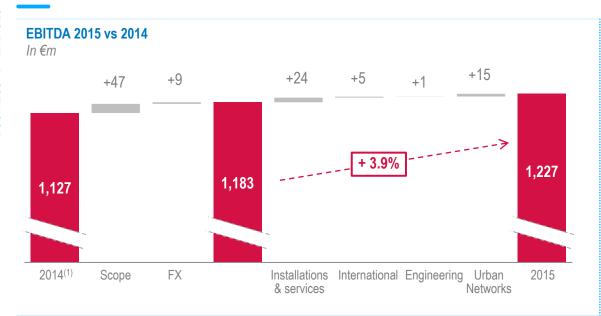
# **Energy Demand Management**

- Daily access to consumption data:
- Analysis / an appropriate advise
- Better control of energy consumption





# Growing results driven by acquisitions and activities in France



- Climate conditions closer to seasonal averages vs previous year
- 2014 acquisitions: international, Tractebel Engineering
- Services and Installations activities in France: slight growth thanks to commissioning in spite of a challenging macro-economic context and reduction in public investments
- Impact on Oil & Gas activities mainly in Norway and UK (lower volume of order intakes)

Perform 2015 & Quick Reaction Plan net Opex: €105m

In €m	2014 <sup>(1)</sup>	2015	$\Delta$ 15/14	$\Delta$ org
Revenues	15,673	16,001	2.1%	-0.4%
COI including share in Net Income of associates	791	854	7.9%	2.4%
Total Capex	1,105	838		
Services – Net commercial development (€m/y)	205	197		
Installations – Backlog	5,519	5,240		
Engineering – Backlog	619	807		

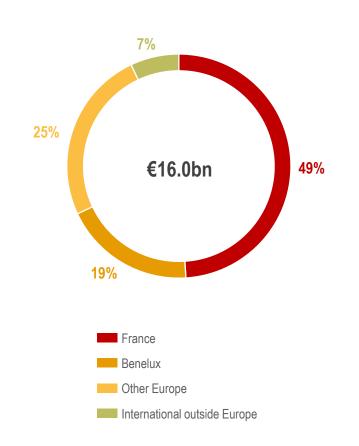
### **EBITDA 2016 Outlook**

- Operational result growth vs 2015
- Continuous performance efforts to improve margin ratios
- Lean 2018 program

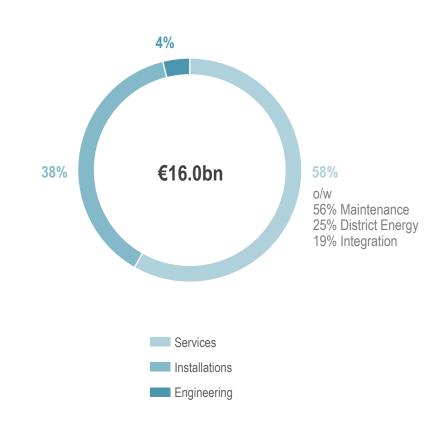


# 2015 revenues breakdown

## **BY GEOGRAPHIC AREA**



## **BY ACTIVITY**





FY 2015 RESULTS

# Strengthening leadership in Europe and creating strong local position abroad

technical services

Industrial maintenance

Chile

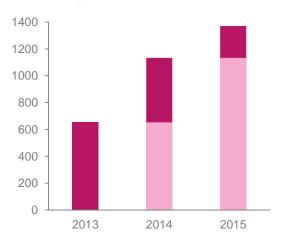
services

IMA

# SELECTIVE ACQUISITIONS/GROWTH ALONG THE VALUE CHAIN

#### ~ €1.4bn incremental revenues

from 21 acquisitions closed in 2013/15<sup>(1)</sup>



#### Europe **United Kingdom** Germany Balfour Beatty Workplace HGS Facility Management Technical services related to services cogeneration power plants Lend Lease FM and special gases Portfolio of long-term FM Lahmeyer contracts in key public sector Engineering company and healthcare markets **Poland** France Heating networks Nexilis & Promat in various cities Climate control & fire protection Belgium Vandewalle HVAC installation South East Asia Singapore America Keppel FMO Subsidiary of Keppel USA dedicated to FM Ecova Technology-enabled energy efficiency for energy management data centers solutions Retroficiency Energy Efficiendy software Middle East solutions Qatar Brazil Mannai Emac Creation of a JV for Air conditioning systems Australia energy efficiency & FM maintenance and multi-

(1) Based on 12 months average contribution



Trilogy Building Services

energy efficiency

Electrical, data and

telecom installation

# **SUSTAINABILITY**



# MAIN ENVIRONMENTAL AND SOCIETAL RESPONSIBILITY (ESR) CHALLENGES FACED BY ENGIE

#### **ENGIE'S MISSION STATEMENT**

- Supply the goods and services that are essential to life, to millions of people all over the world
- Contribute to build a better world, combining access to energy & respect of environment
- Long term vision: promote access to energy with a lower carbon intensity, increased reliability
   & flexibility, with smart solutions & solutions for mobility

#### MAIN ESR CHALLENGES

- Climate change: strong impact on energy companies' business models
- Fight against pollution (water, air, soil)
- Water resources management: operational challenges & image risk
- Saving resources: translating into energy efficiency in the energy sector
- Biodiversity: already a major cause of additional expenditure or rejection for new projects
- Stakeholder management: homogeneous & high-quality dialogue in a global company
- Further develop structured offers for access to energy



# A UNIQUE POSITIONING TO EMBRACE THE ENERGY TRANSITION

#### A LOW CARBON ENERGY PORTFOLIO

- Low CO<sub>2</sub> power generation mix & strong positions in renewables: 84% low CO<sub>2</sub> emissions,
   18% renewables<sup>(1)</sup>, #1 in solar & wind energy in France, present in many countries on every continent
- Strategic decision to build no further coal-fired power plants, leading to stop all projects which had not yet been firmly committed
- Leading energy company supporting countries in their move towards the energy transition
- Developing the uses of natural gas to replace more carbon emitting energies, including biogas,
   retail LNG
- Energy efficiency solutions, enabling customers to achieve their own sustainability objectives



#### A STRONG FOCUS ON INNOVATION

- Operational solutions: smart offers, demand side management, smart grid systems, urban energy, energy storage, tidal energy
- Promoting commercial offers integrating ESG competitive advantages
- ENGIE New Ventures: investment fund of €100m



# MAIN ACHIEVEMENTS IN SUSTAINABILITY: 2015 IN A NUTSHELL

 In April, ENGIE published the first Integrated Report among CAC40 companies, providing a comprehensive understanding of the Group's value creation on the short & long term





- In July, ENGIE became the French leader in the solar industry by acquiring a 95% stake in Solairedirect
- Moreover, ENGIE decided in October to no longer build any new coal plants in future
- In September, ENGIE has been named to the Dow Jones
   Sustainability World & Europe Index

Dow Jones
Sustainability Indices
In Collaboration with RobecoSAM ••

- All year long, ENGIE prepared the implementation of its new Enterprise Project, in which ESR plays a key role, with a priority to stakeholder engagement
- Call for a global carbon pricing and carbon markets improvements



# ENVIRONMENTAL AND SOCIETAL LAST RATINGS AND CERTIFICATIONS



# Total Score (2015)



 Awarded the "Silver Class Sustainability Award"





- Performance: A- / A
- Disclosure: 100/100
- Listed in the CDPLi France Benelux index

Performance: 58/100

(2014)

 Listed in the Euronext Vigeo Europe 120, Eurozone 120 and France 20

#### **CERTIFICATIONS**

Relevant share of revenues covered by ISO 14001, EMAS<sup>(1)</sup>, other external EMS<sup>(2)</sup> certifications and internal EMS:
 84.2% (2015)



Environmental Management Scheme



# ENVIRONMENTAL AND SOCIAL TARGETS 2015 ALMOST ALL ACHIEVED

Fighting against climate change	2015	Targets
Decrease in CO <sub>2</sub> specific emissions vs 2012	0%	-10% (2020) <sup>(1)</sup>
Selective development in renewables 2.4 GW added in 2015	+60%	+50% (2015)
- 2.4 OVV duugu iii 2013	Installed capacity increa	se vs. 2009

New target RES for Europe x2 by 2025, from 8 to 16 GW<sup>(2)</sup>

## **€2.5bn Green Bond:** the highest corporate amount

to date (projects eligibility based on *Vigeo* assessment) allocated at 69% at end 2015

#### Addressing risks linked to climate change

- Support for a global carbon pricing and carbon markets improvements
- Promotion of innovative Climate friendly solutions
- Strong involvement in the COP21 and business dialogue (Paris 2015)

# Health & Safety frequency rate

#### **Biodiversity**

% of sensitive sites in the EU with a biodiversity action plan

#### **Diversity**

% of women in managerial staff

#### **Training**

% of employees trained each year

## **Employee shareholding**

% of Group's capital held



# Publication of **Integrated Report** in 2015 **ENGIE** integrated in the **DJSI RobecoSAM** indices and in the **Euronext Vigeo** indices

- (1) Emission ratio per power and energy production: 434 kgCO<sub>2</sub>eq/MWh in 2014 vs 443 kgCO<sub>2</sub>eq/MWh in 2012 excluding SUEZ Target under review
- (2) At 100% 8 GW installed end H1 2014 in Europe, excluding Energy Services business line
- (3) 98.3% of sites (176 sites) with a validated biodiversity action plan and 1.7% of sites (3 sites) with a biodiversity action plan in discussion
- (4) Target not totally achieved even if there is a strong increase of the rate of recruitment of women in the whole Group (20% in 2014 and 25% in 2015)
- (5) Target achieved without Cofely Workplace acquired in 2014, out of scope of the 2015 target and having not yet implemented the group's training policy. 64% with this entity
- Target achieved one year ahead in 2014, but slightly down in 2015 due to lack of employee shareholding plan offer



# **ENGIE'S POSITION ON CLIMATE NEGOTIATIONS**

 Allow growth and encourage all countries to take an equitable share of the effort



- Focus on generalizing carbon pricing, mainly through carbon markets.
   Visibility is key to drive the energy transition
- Implement comparable computation methodologies in addition to transparent & reliable systems to monitor, report, and check emission levels and emission reductions.
  - Key to build investors confidence and facilitate links between market tools
  - Systems have to correct imperfections and distortions that are unfavorable to emissionreducing investments
- Promote appropriate funding mechanisms to support low-carbon technologies
  - Green Bonds
  - Key role of the "Green Climate Fund" and multilateral development banks

**ENGIE** welcomes the ambitious climate agreement reached in Paris



# A STRONG MOMENTUM IN FAVOR OF CARBON PRICING



#### **40 COUNTRIES, 20 REGIONS HAVE A PRICING REGULATION**

Covers 12% of World emissions

#### THE MAGRITTE EUROPEAN POWER UTILITIES COALITION

Call for a stronger price signal in the EU ETS

# ENGIE IS PART OF THE HIGH LEVEL CARBON PRICING PANEL CONSTITUTED BY THE WORLD BANK AND THE IMF, WITH:

- German Chancellor, Chilean President, French President, Ethiopian Prime Minister, Philippines President, Mexican President, Governor of California, Mayor of Rio de Janeiro
- Calpers (USA), Mahindra (India), Royal DSM (Netherlands)
- OECD

#### COALITION TO DEPLOY CARBON PRICING ALONG WITH THE WORLD BANK

- Signatory of World Bank Declaration on Pricing Carbon at the United Nations Climate Leaders summit in NYC in Sept. 2014, and of the Carbon Pricing Leaders Global Compact Initiative
- Partner with IETA/Harvard proposing legal text allowing development of carbon market in the Paris Agreement
- Active with WBCSD, IEA, IDDRI, SDSN, in initiatives on Low carbon technologies, and access to energy



# TERRAWATT INITIATIVE: MASSIVE SOLAR SCALE-UP







#### TERRAWATT INITIATIVE

- Global non-profit association working together with International Solar Alliance and its member states
  in establishing proper regulatory conditions for a massive deployment of competitive solar generation
- Calls for 1 terawatt (1,000 GW) of additional solar power capacity by 2030, representing an additional \$1 trillion in investments to finance solar power infrastructure

### IRENA AND TERRAWATT INITIATIVE

- Pledge to cooperate to establish proper conditions for the substantial deployment of competitive solar power generation
- Areas of possible future cooperation:
  - Reducing the cost of finance and cost of technology for immediate deployment of competitive solar generation assets
  - Supporting industrial capacities, through support for development and implementation of appropriate regulatory frameworks and innovative financial and risk mitigation instruments
  - Developing a systemic approach for the massive integration of renewables, solar in particular, in the energy systems at local, national and regional level
  - Paving the way for future solar generation energy storage and technology solutions adapted to each country's individual needs



#### \_\_

# MATERIALITY MATRIX: A STRONG STAKEHOLDER DIALOGUE PROCESS

# **OBJECTIVES**

- Identify priority issues according to their relevance both to ENGIE and its stakeholders
- Cover environmental, social, societal, economic, financial and governance issues
- Fit in with ENGIE's approach to responsible performance
- High convergence between the priorities for our stakeholders and those of the Group

	Stakeholder dialogue	<ul> <li>Local acceptance</li> <li>Business conduct</li> <li>GHG emissions</li> <li>Reputation</li> <li>Health &amp; safety</li> <li>Facility safety</li> </ul>
RELEVANCE FOR STAKEHOLDERS	<ul> <li>Access to energy</li> <li>Responsible purchasing</li> <li>Biodiversity</li> <li>Regulatory compliance</li> <li>Staff diversity</li> <li>Human rights</li> <li>Risk management</li> <li>Taxation</li> <li>Air pollution</li> <li>Relations with political decision-makers</li> </ul>	Adaptability of the business model     Management culture     Staff career & personal development     Social dialogue     Operational efficiency     Innovation     Balanced energy mix     Local recruitment     Customer/manager relations     Security of supply     Financial strength     Energy transition     Financial value creation
<ul> <li>Sponsorship</li> <li>Other pollution (noise, landscape, odours, etc.)</li> </ul>	<ul> <li>Group energy consumption</li> <li>Rules of procedure of the Board</li> <li>Water management</li> <li>Waste management</li> <li>Protection of personal data</li> </ul>	<ul><li>Staff commitment</li><li>Industrial partnerships</li><li>Shareholder policy</li></ul>
RELEVANCE FOR THE GROUP		





# IMPACT OF WEATHER IN FRANCE



#### **FY2015 CLIMATE ADJUSTMENT IN FRANCE**

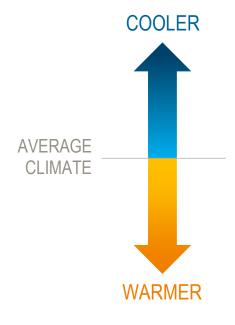
#### Impact on gas sales and distribution

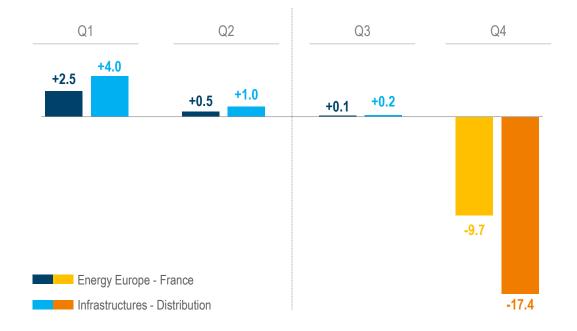
#### **SENSITIVITY**

Energy Europe - France: ~±€10m EBITDA / TWh Infrastructures - Distribution: ~±€5m EBITDA / TWh

#### 2015

Energy Europe - France: -6.6 TWh Infrastructures - Distribution: -12.2 TWh







#### **IMPACT OF WEATHER IN FRANCE**

		EBITDA		Net income <sup>(1)</sup>		
Estimates, in €m	2014	2015	∆15/14	2014	2015	∆15/14
Energy Europe – France Gas sales	-217	-66	+151	-135	-41	+94
Infrastructures Distribution	-160	-61	+99	-99	-38	+61
Total weather adjustment	-377	-127	+250	-234	-79	+155



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FY 2015 RESULTS

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

# CHANGE IN NUMBER OF SHARES, SCOPE & FOREX



#### **CHANGE IN NUMBER OF SHARES**

Existing shares at 12/31/2014	2,435,285,011
Capital increase	-
Existing shares at 12/31/2015	2,435,285,011

Average number of shares <sup>(1)</sup>	2,392 millions	
Recurring EPS as at 12/31/2015	€1.08	vs <b>€1.15</b> in 2014
Recurring EPS post hybrids coupons as at 12/31/2015	€1.02	vs <b>€1.12</b> in 2014



#### MAIN CHANGES IN CONSOLIDATION SCOPE

#### **ACQUISITIONS**

Ecova – USA (Energy Services)

Full consolidation since 6/30/2014

Lahmayer – Germany (Energy Services)

Full consolidation since 12/31/2014

Cofely FM Ltd – UK (Energy Services)

Full consolidation since 7/1/2014

**Keppel FMO Ltd – Singapore (Energy Services)** 

Full consolidation since 12/01/2014

**Solaire Direct – France** 

Full consolidation since 9/3/2015

#### **CHANGES IN METHOD**

GTT – France (Global Gas & LNG)

Equity method until 3/02/2014 Full consolidation since 3/03/2014

Walloon Intermunicipalities – Belgium (Energy Europe)

Equity method (25%) until 6/26/2014 Available for sale financial assets since 6/27/2014

#### **DISPOSALS**

**ISAB Energy – Italy (Energy International)** 

Equity consolidation (49%) until 6/16/2014

Panama – Costa Rica (Energy International)

Full consolidation until 8/14/2014 Held for sale since 8/15/2014 until 12/02/2014

Enerci – Ivory Coast (Global Gas & LNG)

Full consolidation until 12/1/2014

**US** merchant activities (Energy International)

Full consolidation until 12/15/2015 Held for sale since 12/16/2015

#### PARTIAL DISPOSALS

**ESBR Jirau – Brazil (Energy International)** 

Equity consolidation (40%) since 1/16/2014

Futures Energies Investissement Holding – France (Energy Europe)

Equity consolidation (50%) since 4/29/2014



FY 2015 RESULTS

#### IMPACT OF FOREIGN EXCHANGE EVOLUTION

In €m Δ 15/14		GBP	USD	BRL	THB	Others	TOTAL
REVENUES		+430	+1,758	-348	+136	-7	+1,969
EBITDA		+48	+416	-131	+34	-68	+299
COI after share in net income accounted for using the equity		+11	+322	-104	+23	-38	+214
TOTAL NET DEBT		+83	+483	-85	+18	+13	+512
TOTAL EQUITY		+52	+1,525	-743	+37	+32	+903
	GBP	USD	BRL	THB			
2015 average rate	1.38	0.90	0.27	0.026			

	GBP	020	BKL	I HB
2015 average rate	1.38	0.90	0.27	0.026
2014 average rate	1.24	0.75	0.32	0.023
$\Delta$ Average rate	+11.1%	+19.7%	-15.6%	+13.1%
Closing rate at 12/31/2015	1.36	0.92	0.24	0.025
Closing rate at 12/31/2014	1.28	0.82	0.31	0.025
$\Delta$ Closing rate	+6.1%	+11.5%	-24.1%	+1.5%

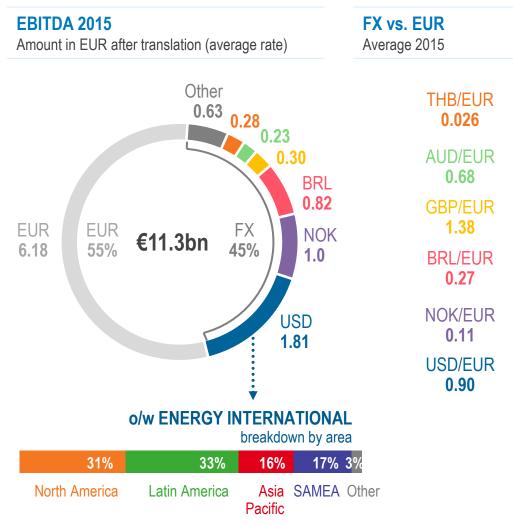
The average rate applies to the income statement and to the cash flow statement

The closing rate applies to the balance sheet

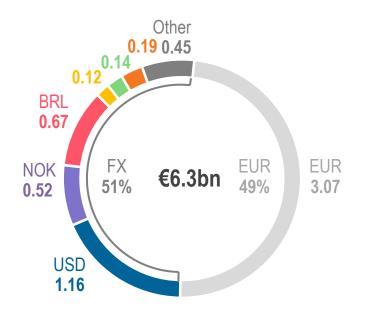


FY 2015 RESULTS

#### 2015 EBITDA / COI BREAKDOWN BY CURRENCY



## **COI**<sup>(1)</sup> **2015**Amount in EUR after translation (average rate)



(1) After share in net income of entities accounted for using the equity method



# BALANCE SHEET, P/L & CASH FLOW STATEMENT



#### **SUMMARY STATEMENTS OF FINANCIAL POSITION**

In €bn

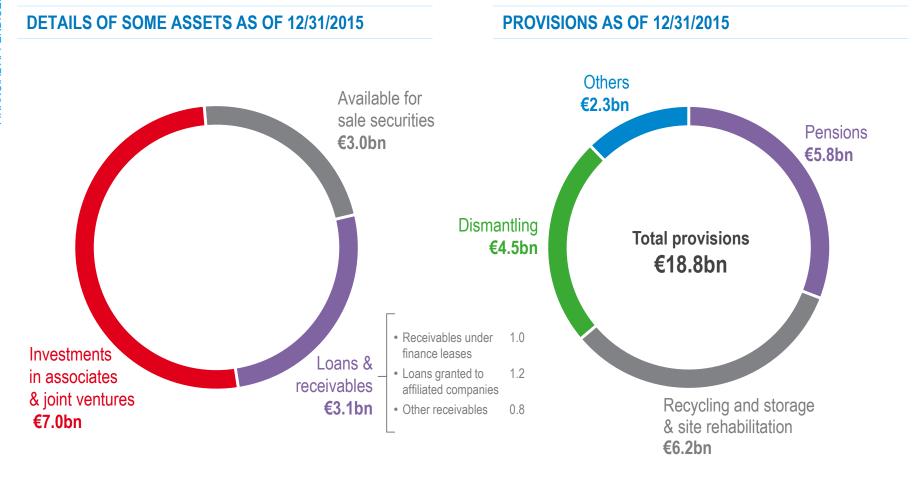
ASSETS	12/31/2014(1)	12/31/2015
NON CURRENT ASSETS	110.0	101.2
CURRENT ASSETS	55.3	59.5
of which financial assets valued at fair value through profit/loss	1.5	1.2
of which cash & equivalents	8.5	9.2
TOTAL ASSETS	165.3	160.7

LIABILITIES	12/31/2014 <sup>(1)</sup>	12/31/2015
Equity, Group share	49.5	43.1
Non-controlling interests	6.4	5.7
TOTAL EQUITY	56.0	48.8
Provisions	18.5	18.8
Financial debt	38.3	39.2
Other liabilities	52.5	53.9
TOTAL LIABILITIES	165.3	160.7

2015 Net Debt €27.7bn = Financial debt of €39.2bn - Cash & equivalents of €9.2bn - Financial assets valued at fair value through profit/loss of €1.2bn - Assets related to financing of €0.0bn (incl. in non-current assets) - Derivative instruments hedging items included in the debt of -€1.1bn (1) The comparative figures as of December 31st, 2014 were restated post IFRIC 21



#### **DETAILS OF SOME ASSETS AND PROVISIONS**





#### **SUMMARY INCOME STATEMENT**

In €m	2014 <sup>(1)</sup>	2015
REVENUES	74,686	69,883
Purchases	-44,160	-39,308
Personnel costs	-9,779	-10,168
Amortization depreciation and provisions	-4,797	-5,007
Other operating incomes and expenses	-9,235	-9,546
Share in net income of entities accounted for using the equity method	441	473
CURRENT OPERATING INCOME after share in net income of entities accounted for using the equity method	7,156	6,326
MtM, impairment, restructuring, disposals and others	-587	-9,568
INCOME FROM OPERATING ACTIVITIES	6,569	-3,242
Financial result of which recurring cost of net debt of which non recurring items included in financial income / loss	-1,876 -918 -448	-1,547 -831 -232
of which others  Income tax of which current income tax of which deferred income tax	-510 -1,586 -1,918 332	-484 -324 -1,348 1,024
Non-controlling interests	-669	496
NET INCOME GROUP SHARE	2,437	-4,617
EBITDA	12,133	11,262

<sup>(1)</sup> The comparative figures as of December 31st, 2014 were restated post IFRIC 21



#### **SUMMARY RECURRING INCOME STATEMENT**

In €m	2014 <sup>(1)</sup>	2015
EBITDA	12,133	11,262
of which share in net income of entities accounted for using the equity method	441	473
Depreciation Amortization and others	-4,977	-4,936
CURRENT OPERATING INCOME after share in net income of entities accounted for using the equity method	7,156	6,326
Financial result of which recurring cost of net debt of which others	-1,428 -918 -510	-1,314 -831 -484
Income tax of which nuclear contribution of which others	-2,245 -397 -1,848	-1,773 -166 -1,607
Adjustment for non-recurring share in net income of entities accounted for using the equity method	2	12
Non-controlling interests	-760	-663
NET RECURRING INCOME GROUP SHARE	2,725	2,588

<sup>(1)</sup> The comparative figures as of December 31st, 2014 were restated post IFRIC 21



#### **CASH FLOW STATEMENT**

In €m	2014 <sup>(1)</sup>	2015
Gross cash flow before financial loss and income tax Income tax paid (excl. income tax paid on disposals) Change in operating working capital	11,771 -1,805 -1,216	10,942 -1,722 1,163
CASH FLOW FROM OPERATING ACTIVITIES	8,751	10,383
Net tangible and intangible investments Financial investments Disposals and other investment flows	-5,790 -984 2,835	-6,459 -752 981
CASH FLOW FROM INVESTMENT ACTIVITIES	-3,939	-6,230
Dividends paid Share buy back Balance of reimbursement of debt / new debt Net interests paid on financial activities Capital increase / hybrid issues Other cash flows	-3,720 136 -1,361 -979 2,362 -1,412	-3,107 1 988 -792 21 -406
CASH FLOW FROM FINANCIAL ACTIVITIES	-4,973	-3,295
Impact of currency and other	1	-221
CASH AND CASH EQUIVALENTS AT THE BEGINNING OF THE PERIOD	8,706	8,546
TOTAL CASH FLOWS FOR THE PERIOD	-160	637
CASH AND CASH EQUIVALENTS AT THE END OF THE PERIOD	8,546	9,183

<sup>(1)</sup> The comparative figures as of December 31st, 2014 were restated post IFRIC 21



### **PROFIT & LOSS DETAILS**



#### **BREAKDOWN OF REVENUES**

In €m	2014 <sup>(1)</sup>	2015	△ 15/14	$\Delta$ Organic
ENERGY INTERNATIONAL	13,977	14,534	+4.0%	-3.8%
of which Latin America	3,818	3,683	-3.5%	+3.5%
of which Asia-Pacific	2,740	2,684	-2.0%	-10.6%
of which North America	3,782	4,450	+17.6%	-0.0%
of which UK-Turkey	2,957	2,872	-2.9%	-13.1%
of which South Asia, Middle East & Africa	679	846	+24.5%	+5.6%
ENERGY EUROPE	35,158	32,011	-9.0%	-8.8%
of which Central Western Europe	29,285	26,859	-8.3%	-8.1%
of which France	13,698	12,494	-8.8%	-7.2%
of which Benelux & Germany	9,964	9,620	-3.5%	-5.3%
of which Southern & Eastern Europe	5,873	5,143	-12.4%	-12.2%
GLOBAL GAS & LNG <sup>(2)</sup>	6,883	4,246	-38.3%	-42.0%
INFRASTRUCTURES(3)	2,994	3,055	+2.0%	+2.0%
ENERGY SERVICES	15,673	16,001	+2.1%	-0.4%
TOTAL	74,686	69,883	-6.4%	-8.8%

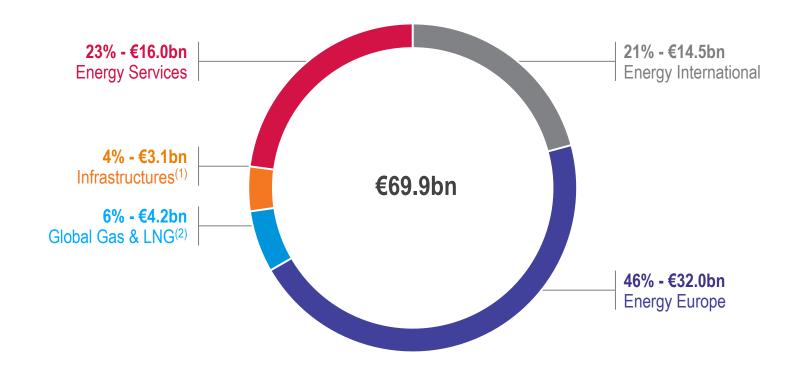


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FY 2015 RESULTS

 <sup>(1)</sup> The comparative figures as of December 31st, 2014 were restated post IFRIC 21
 (2) Total revenues, including inter-companies, amount to €5,993m in 2015 and €9,551m in 2014
 (3) Total revenues, including inter-companies, amount to €6,608m in 2015 and €6,812m in 2014

#### **BREAKDOWN OF REVENUES BY BUSINESS LINE**





<sup>(1)</sup> Total revenues, including inter-companies, amount to €6.6bn

<sup>2)</sup> Total revenues, including inter-companies, amount to €6.0bn

#### **REVENUES BY GEOGRAPHIC REGION BY DESTINATION**

In €m	2014 <sup>(1)</sup>	2015	Δ 15/14
France	27,834	25,066	-9.9%
Belgium	8,525	9,067	+6.4%
SUB-TOTAL FRANCE-BELGIUM	36,359	34,133	-6.1%
Other EU countries	20,516	18,507	-9.8%
of which Italy	4,883	3,892	-20.3%
of which UK	5,052	4,633	-8.3%
of which Germany	2,848	3,171	+11.3%
of which Netherlands	3,905	3,776	-3.3%
Other European countries	1,832	2,103	+14.8%
SUB-TOTAL EUROPE	58,707	54,743	-6.8%
North America	3,829	4,592	+19.9%
SUB-TOTAL EUROPE & NORTH AMERICA	62,536	59,336	-5.1%
Asia, Middle East and Oceania	7,404	6,165	-16.7%
South America	4,302	4,076	-5.2%
Africa	444	306	-31.0%
TOTAL	74,686	69,883	-6.4%

<sup>(1)</sup> The comparative figures as of December 31st, 2014 were restated post IFRIC 21



FY 2015 RESULTS

#### **BREAKDOWN OF EBITDA**

In €m	2014 <sup>(1)</sup>	2015	△ 15/14	∆ Organic
ENERGY INTERNATIONAL(2)	3,716	3,589	-3.4%	-6.8%
of which Latin America	1,343	1,439	+7.1%	+12.3%
of which Asia-Pacific	857	803	-6.2%	-15.3%
of which North America	956	751	-21.5%	-23.0%
of which UK-Turkey	380	341	-10.0%	-17.5%
of which South Asia, Middle East & Africa	298	371	+24.7%	+5.6%
ENERGY EUROPE(3)	2,015	1,612	-20.0%	-18.6%
of which Central Western Europe	1,602	1,536	-4.1%	-3.4%
of which France	627	624	-0.6%	+27.4%
of which Benelux & Germany	497	611	+22.9%	+7.0%
of which Southern & Eastern Europe	585	293	-50.0%	-49.6%
GLOBAL GAS & LNG	2,225	1,625	-27.0%	-30.5%
INFRASTRUCTURES	3,274	3,402	+3.9%	+3.9%
ENERGY SERVICES	1,127	1,227	+8.9%	+3.9%
OTHERS	-225	-194	+13.8%	+17.7%
TOTAL	12,133	11,262	-7.2%	-9.1%



FY 2015 RESULTS

 <sup>(1)</sup> The comparative figures as of December 31st, 2014 were restated post IFRIC 21
 (2) Of which Others -€116m in 2015 and -€117m in 2014

<sup>(3)</sup> Of which Others -€217m in 2015 and -€172m in 2014

#### **2015 EBITDA BREAKDOWN**

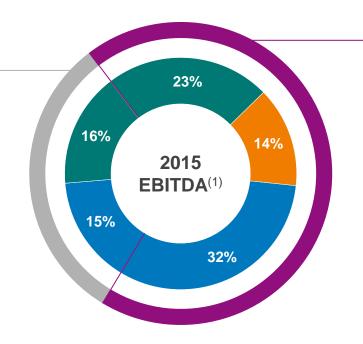
#### **RESILIENT BUSINESS PORTFOLIO**



#### Power generation in Continental Europe, UK, North America, Australia, Singapore

E&P
LNG Supply and sales
Gas storage in France

(merchant contribution)



## ~70% CONTRACTED/REGULATED

**Infrastructures** with guaranteed returns

**Gas storage** in France (baseload contribution) and long term contracts in Germany

Power generation (PPA contracts) in Latin America, South Asia Middle-East Africa and Asia

Energy Services

Power and gas sales

Low CO<sub>2</sub> power generation Gas infrastructures Customer solutions

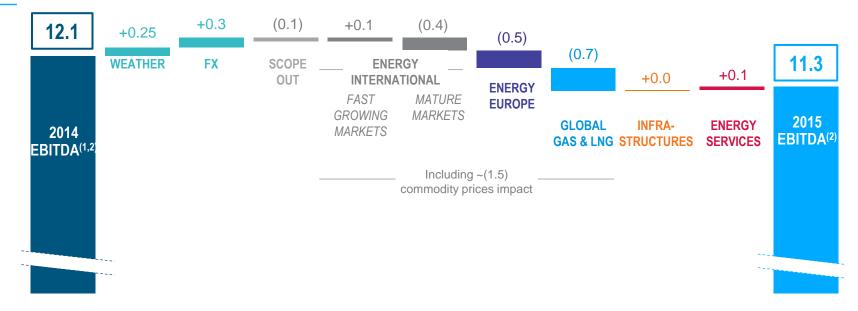
(1) Excluding Others





#### **EBITDA EVOLUTION**

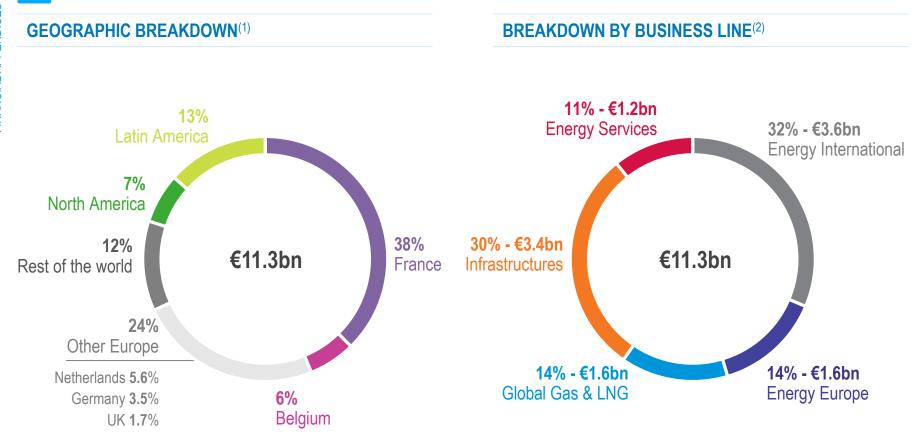






<sup>(1)</sup> The comparative figures as of December 31st, 2014 were restated post IFRIC 21 (2) Including Others -€0.2bn in 2015 and -€0.2bn in 2014

#### **BREAKDOWN OF 2015 EBITDA**





<sup>(2)</sup> Including Others: -€194m



# BREAKDOWN OF SHARE IN NET INCOME OF ENTITIES ACCOUNTED FOR USING EQUITY METHOD

In €m	2014 <sup>(1)</sup>	2015
ENERGY INTERNATIONAL	204	310
of which Latin America	-165	-76
of which Asia-Pacific	89	89
of which North America	136	89
of which UK-Turkey	18	20
of which South Asia, Middle East & Africa	125	189
ENERGY EUROPE	76	-43
of which Central Western Europe	18	7
of which Southern & Eastern Europe	65	-14
GLOBAL GAS & LNG	31	18
INFRASTRUCTURES	12	7
ENERGY SERVICES	1	24
OTHERS <sup>(2)</sup>	118	157
TOTAL SHARE IN NET INCOME OF ASSOCIATES	441	473



<sup>(1)</sup> The comparative figures as of December 31, 2014 were restated post IFRIC 21

<sup>2)</sup> Including share in net income of SUEZ

#### **BREAKDOWN OF PROVISIONS INCLUDED IN EBITDA**

In €m	2014 <sup>(1)</sup>	2015
ENERGY INTERNATIONAL	45	-19
of which Latin America	13	-14
of which Asia-Pacific	-23	-20
of which North America	-2	-40
of which UK-Turkey	12	41
of which South Asia, Middle East & Africa	9	-5
ENERGY EUROPE	60	-96
of which Central Western Europe	65	-126
of which Southern & Eastern Europe	-5	29
GLOBAL GAS & LNG	87	9
INFRASTRUCTURES	-5	49
ENERGY SERVICES	28	32
OTHERS	53	45
TOTAL PROVISIONS	267	20



<sup>(1)</sup> The comparative figures as of December 31st, 2014 were restated post IFRIC 21

#### **BREAKDOWN OF CURRENT OPERATING INCOME**

#### After share in net income of entities accounted for using the equity method

In €m	2014 <sup>(1)</sup>	2015	△ 15/14	$\Delta$ Organic
ENERGY INTERNATIONAL (2)	2,745	2,596	-5.4%	-7.9%
of which Latin America	982	1,084	+10.4%	+16.1%
of which Asia-Pacific	638	585	-8.4%	-18.1%
of which North America	688	437	-36.5%	-33.5%
of which UK-Turkey	271	259	-4.5%	-12.9%
of which South Asia, Middle East & Africa	286	355	+24.1%	+4.9%
ENERGY EUROPE(3)	908	587	-35.3%	-33.2%
of which Central Western Europe	692	718	+3.8%	+4.3%
of which France	247	265	+7.4%	+61.6%
of which Benelux & Germany	27	182	N/A	N/A
of which Southern & Eastern Europe	390	97	-75.2%	-74.3%
GLOBAL GAS & LNG	1,064	535	-49.7%	-54.6%
INFRASTRUCTURES	1,994	2,072	+3.9%	+4.0%
ENERGY SERVICES	791	854	+7.9%	+2.4%
OTHERS	-346	-319	+7.9%	+12.2%
TOTAL	7,156	6,326	-11.6%	-13.8%

<sup>(1)</sup> The comparative figures as of December 31st, 2014 were restated post IFRIC 21



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<sup>(2)</sup> Of which Others -€123m in 2015 and -€120m in 2014

<sup>3)</sup> Of which Others -€228m in 2015 and -€174m in 2014

#### **DIVISIONAL RECONCILIATION BETWEEN EBITDA AND COI**

After share in net income of entities accounted for using the equity method

In €m	Energy International	Energy Europe	Global Gas & LNG	Infrastructures	Energy Services	Others	2015
EBITDA	3,589	1,612	1,625	3,402	1,227	-194	11,262
Depreciation	-989	-1,019	-944	-1,328	-369	-90	-4,740
Share based payments	-4	-5	-1	-2	-4	-35	-50
Previously capitalized amounts expensed in the period – E&P	-	-	-145	-	-	-	-145
COI after share in net income of entities accounted for using the equity method	2,596	587	535	2,072	854	-319	6,326



#### **DIVISIONAL RECONCILIATION BETWEEN EBITDA AND COI**

After share in net income of entities accounted for using the equity method Energy International details

In €m	Latin America	Asia-Pacific	North America	UK-Turkey	South Asia, Middle East & Africa	2015 <sup>(1)</sup> Energy International
EBITDA	1,439	803	751	341	371	3,589
Depreciation	-355	-219	-314	-83	-16	-989
Share based payments	-	-	-	-	-	-4
COI after share in net income of entities accounted for using the equity method	1,084	585	437	259	355	2,596



<sup>(1)</sup> Of which Others: EBITDA -€116m, Depreciation -€3m, Share based payment -€4m, Current Operating Income -€123m

#### **DIVISIONAL RECONCILIATION BETWEEN EBITDA AND COI**

After share in net income of entities accounted for using the equity method Energy Europe details

	C	entral Western Europe	•	Southern	
In €m	of which France	of which Benelux & Germany	Total	& Eastern Europe	2015 <sup>(1)</sup> Energy Europe
EBITDA	624	611	1,536	293	1,612
Depreciation	-359	-428	-815	-196	-1,019
Share based payments	-	-	-3	-	-5
COI after share in net income of entities accounted for using the equity method	265	182	718	97	587



<sup>(1)</sup> Of which Others: EBITDA -€217m, Depreciation -€8m, Share based payments -€3m, Current Operating Income -€228m

# FROM COI AFTER SHARE IN NET INCOME OF ENTITIES ACCOUNTED FOR USING THE EQUITY METHOD TO NET INCOME GROUP SHARE

In €m	2014 <sup>(1)</sup>	2015
COI after share in net income of entities accounted for using the equity method	7,156	6,326
MtM	-298	-261
Impairment	-1,037	-8,748
Restructuring costs	-167	-265
Asset disposals & others	915	-294
INCOME FROM OPERATING ACTIVITIES	6,569	-3,242
Financial result	-1,876	-1,547
Income tax	-1,586	-324
Non-controlling interests	-669	496
NET INCOME GROUP SHARE	2,437	-4,617



<sup>(1)</sup> The comparative figures as of December 31st, 2014 were restated post IFRIC 21

#### **BREAKDOWN OF NON-CONTROLLING INTERESTS**

In €m	2014 <sup>(1)</sup>	2015
ENERGY INTERNATIONAL	367	-80
ENERGY EUROPE	74	74
GLOBAL GAS & LNG	99	-618
INFRASTRUCTURES	106	102
ENERGY SERVICES	26	26
OTHERS	-2	-
Non-controlling interests	669	-496



<sup>(1)</sup> The comparative figures as of December 31st, 2014 were restated post IFRIC 21

#### RECONCILIATION BETWEEN EBITDA AND OPERATING CASH FLOW

In €m	2014 (1)	2015
EBITDA	12,133	11,262
Restructuring costs cashed out	-167	-270
Provisions	-280	-83
Share in net income of entities accounted for using the equity method	-441	-473
Dividends and others	526	506
Cash generated from operations before income tax and working capital requirements	11,771	10,942





#### **NET RECURRING INCOME GROUP SHARE**

In €m	2014 <sup>(1)</sup>	2015
NET INCOME GROUP SHARE	2,437	-4,617
MtM commodities	298	261
Impairment	1,037	8,748
Restructuring costs	167	265
Asset disposals & others	-915	294
Financial result (non-recurring items)	448	232
Share in net income of entities accounted for using the equity method (non-recurring items)	2	12
Income tax on non recurring items	-659	-1,110
Differed income tax in Luxembourg	0	-338
Non-controlling interests on above items	-91	-1,159
NET RECURRING INCOME GROUP SHARE(2)	2,725	2,588



 <sup>(1)</sup> The comparative figures as of December 31<sup>st</sup>, 2014 were restated post IFRIC 21
 (2) Post-integration of the expense related to the nuclear contribution following the agreement between the Belgium State, ENGIE and Electrabel on November 30<sup>th</sup>, 2015

#### **TAX POSITION**

In €m	2014 <sup>(1)</sup>	2015
Consolidated income before tax and share in entities accounted for using the equity method	4,251	-5,261
Consolidated income tax	1,586	324
Effective tax rate	37.3%	-6.2%
Recurrent effective tax rate	42.5%	39.0%



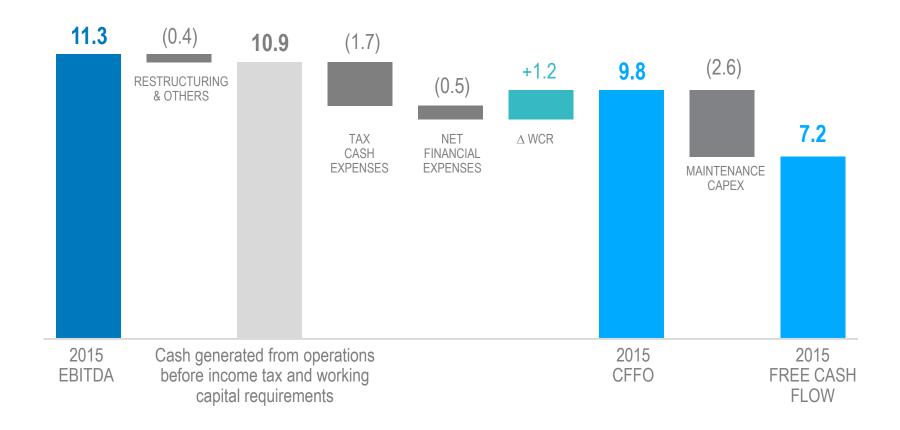
<sup>(1)</sup> The comparative figures as of December 31  $^{\rm st},\,2014$  were restated post IFRIC 21

### **CASH FLOW DETAILS**



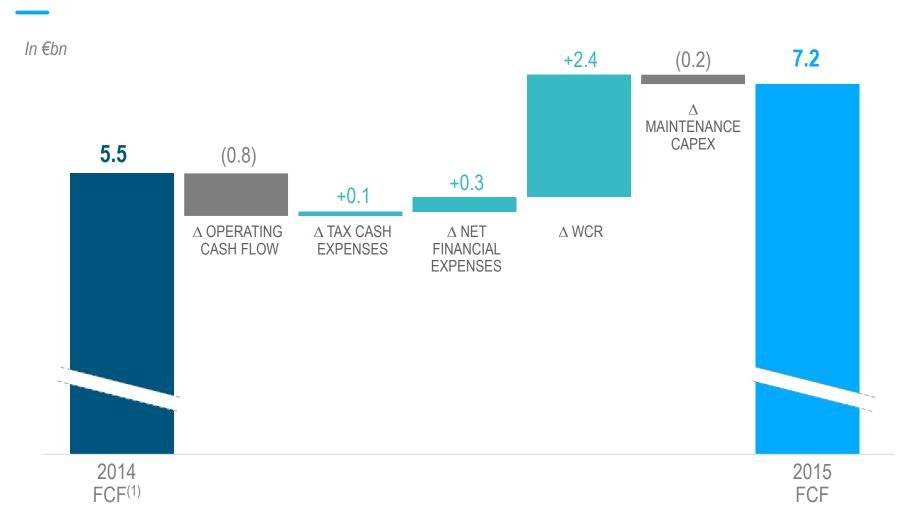
#### FROM EBITDA TO FREE CASH FLOW

In €bn





#### FREE CASH FLOW GENERATION FROM 2014 TO 2015







#### **BREAKDOWN OF INVESTMENTS**

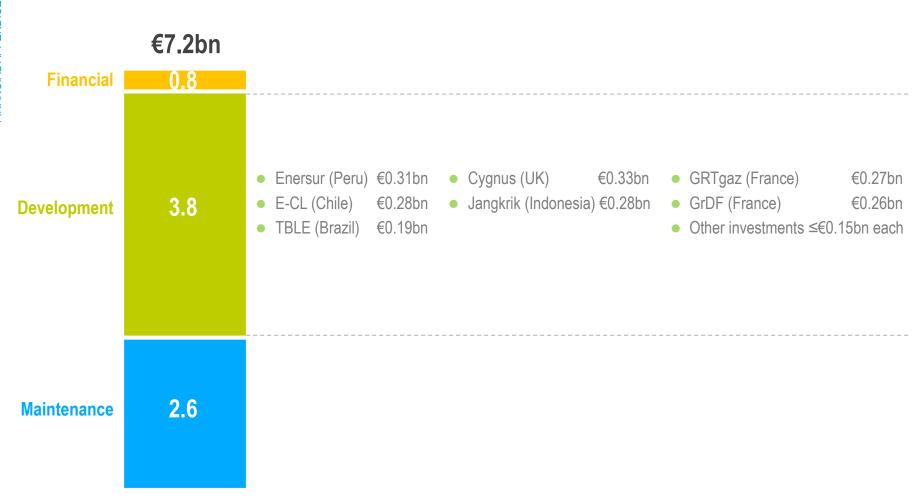
In €m	Maintenance	Development	Financial	2015
ENERGY INTERNATIONAL(1)	578	1,104	11	1,693
of which Latin America	138	783	103	1,024
of which Asia-Pacific	121	49	-14	156
of which North America	208	122	5	335
of which UK - Turkey	102	18	0	120
of which South Asia, Middle East & Africa	10	132	-95	46
ENERGY EUROPE(2)	731	588	143	1,461
of which Central Western Europe	595	519	105	1,218
of which France	155	238	-44	349
of which Benelux & Germany	440	260	149	849
of which Southern & Eastern Europe	136	68	22	225
GLOBAL GAS & LNG	87	967	5	1,059
INFRASTRUCTURES	867	694	-27	1,534
ENERGY SERVICES	242	441	154	838
OTHERS	128	31	495	655
TOTAL	2,634	3,825	781	7,240

<sup>(1)</sup> Including Others: €13m(2) Including Others: €17m





#### **DETAIL OF 2015 TOTAL GROSS CAPEX**





## **CREDIT**



#### "A" CATEGORY RATING

#### **CREDIT RATINGS** as of December 31, 2015

S&P		
AA-		
<b>A</b> +	EDF (negative)	
A	ENGIE (stable)	
A-		
BBB+	E.ON (stable)	
BBB	ENEL (positive) IBERDROLA (positive) Gas Natural (stable) RWE (negative)	

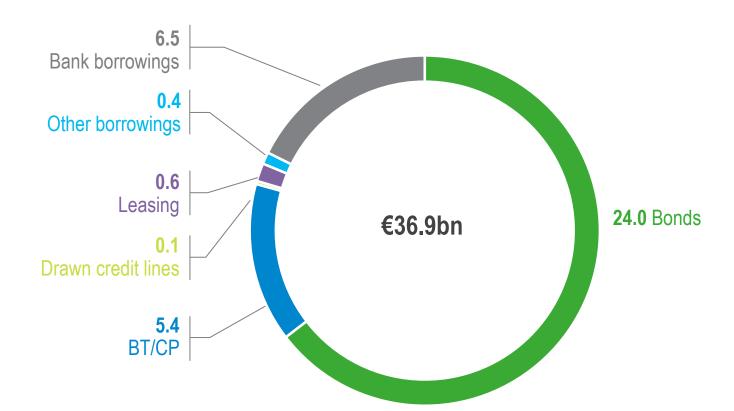
Moody's		
Aa3		
<b>A1</b>	ENGIE (negative) EDF (negative)	
A2		
<b>A</b> 3		
Baa1	E.ON (negative) IBERDROLA (stable)	
	ENEL (stable)	

Gas Natural (stable) RWE (negative)

Baa2



#### **SPLIT OF GROSS DEBT**(1)



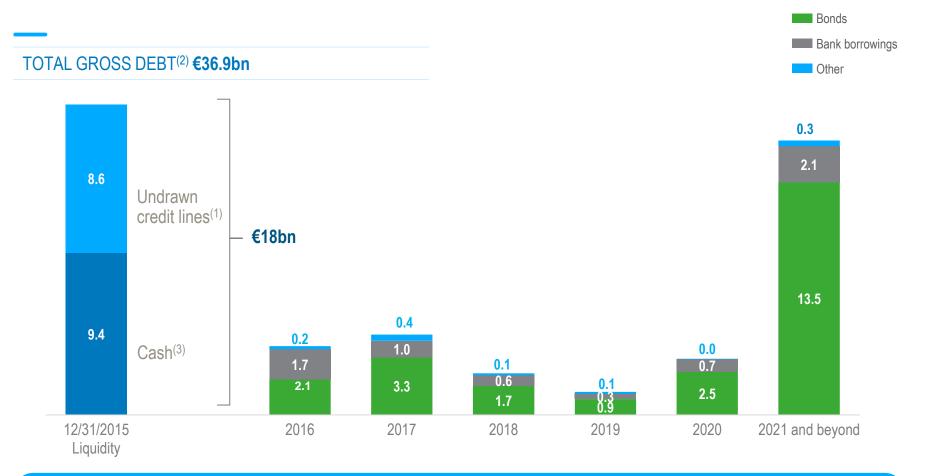
#### **AVERAGE COST OF GROSS DEBT: 2.99%**

vs 3.14% as of 12/31/2014





#### **DEBT MATURITY PROFILE**(1)



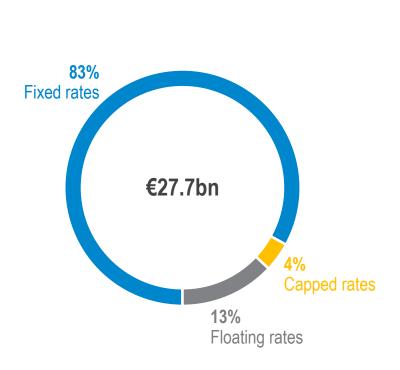
#### **AVERAGE NET DEBT MATURITY: 9.5 YEARS**

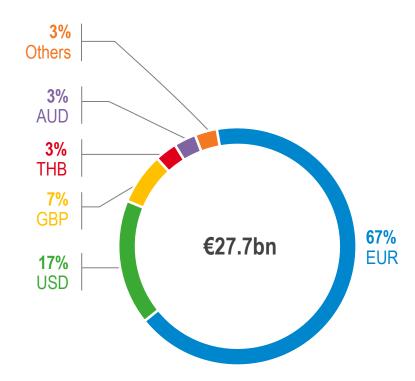
- (1) Excluding/net of €5.4bn of BT/CP
  (2) Without IAS 39 (+€2.0bn) and bank overdraft (+€0.6bn)
- Net of bank overdraft (+€0.6bn)



FY 2015 RESULTS

#### **NET DEBT BREAKDOWN BY RATE AND CURRENCY**







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#### **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 ENGIE believes that the expectations reflected in such forward-looking statements are reasonable, investors and holders of ENGIE 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 ENGIE, 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 ENGIE with the Autorité des Marchés Financiers (AMF), including those listed under "Facteurs de Risque" (Risk factors) section in the Document de Référence filed by ENGIE (ex GDF SUEZ) with the AMF on 23 March 2015 (under no: D.15-0186). Investors and holders of ENGIE securities should consider that the occurrence of some or all of these risks may have a material adverse effect on ENGIE.



#### **ADR PROGRAM**

#### American Deposit Receipt

Symbol (as from July 31st, 2015)	ENGIY
CUSIP	36160B105
Platform	OTC
Type of programme	Level 1 sponsored
ADR ratio	1:1
Depositary bank	Citibank, NA

FOR MORE INFORMATION, GO TO <a href="http://www.citi.com/dr">http://www.citi.com/dr</a>



#### FOR MORE INFORMATION ABOUT ENGIE

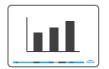
**Ticker: ENGI** 



## FOR MORE INFORMATION ABOUT FY 2015 RESULTS, YOU WILL FIND ON http://www.engie.com/en/investors/results/results-2015/



Presentation



**Appendices** 



Press Release



Recorded conference audiocast



Financial report



Analyst pack

