

# **APPENDICES** - INDEX

**BUSINESS APPENDICES** 

# **FINANCIAL APPENDICES**

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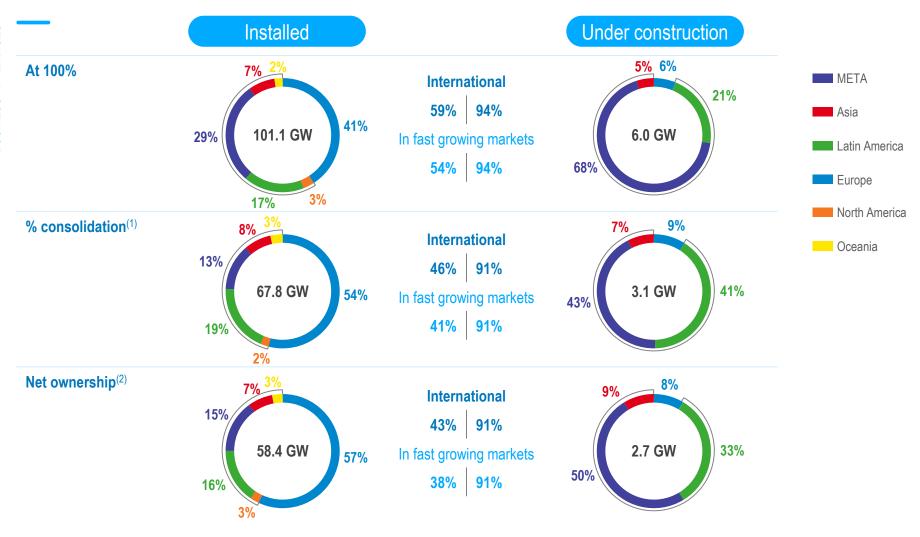


# **GENERATION CAPACITY**& ELECTRICITY OUTPUT



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

AS OF 06/30/2017



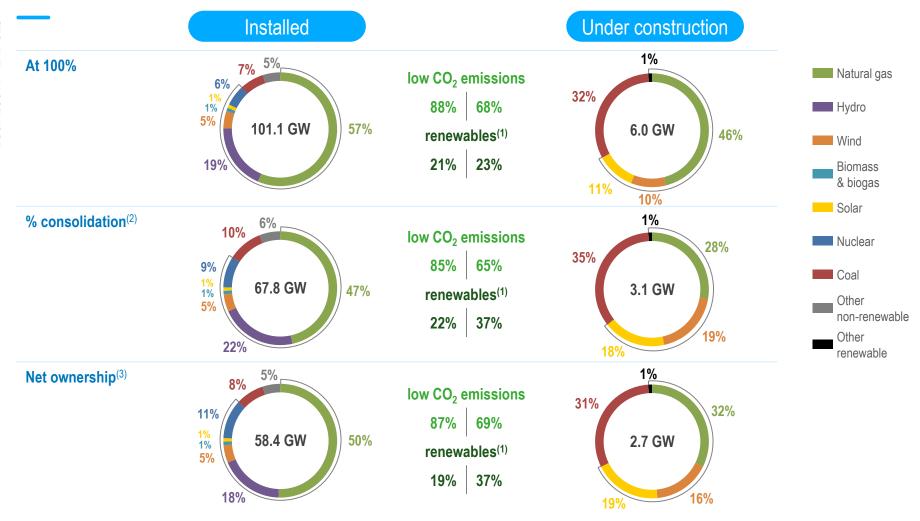
<sup>(1) %</sup> of consolidation for full consolidated and joint operations affiliates and % holding for equity consolidated companies

ENGIE ownership



#### BREAKDOWN OF GENERATION CAPACITY BY TECHNOLOGY

AS OF 06/30/2017

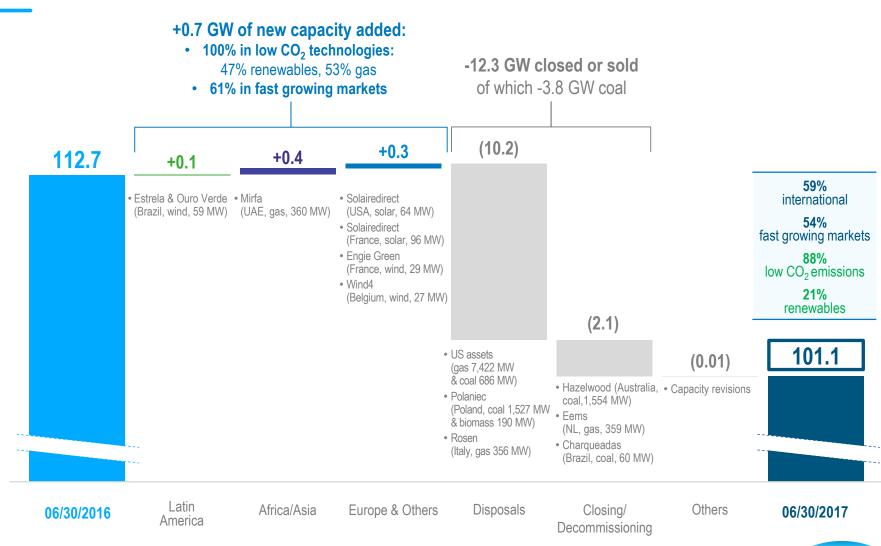




Excluding pumped storage for hydro capacity % of consolidation for full consolidated and joint operations affiliates and % holding for equity consolidated companies

#### **INSTALLED CAPACITY EVOLUTION VS END 2016**

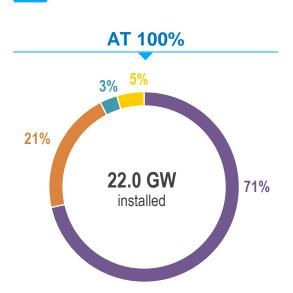
AS OF 06/30/2017, IN GW, AT 100%



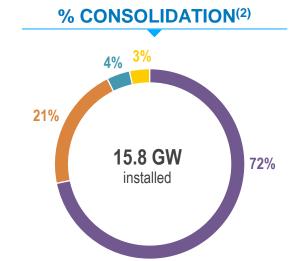
# RENEWABLE ENERGY: ~ 20% OF GROUP'S GENERATION CAPACITY

Hydro<sup>(1)</sup>

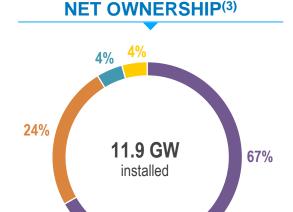
As of 06/30/2017



in MW	Hydro <sup>(1)</sup>	Wind	Biomass & biogas	Solar
EUROPE	4,032	3,262	407	657
NORTH AMERICA	-	659	113	89
LATIN AMERICA	11,389	306	99	66
MIDDLE EAST, TURKEY & AFRICA	-	407	-	21
ASIA	152	-	30	174
OCEANIA	48	85	-	3
TOTAL	15,621	4,719	649	1,010



in MW	Hydro <sup>(1)</sup>	Wind	Biomass & biogas	Solar
EUROPE	3,994	2,446	397	270
NORTH AMERICA	-	264	113	19
LATIN AMERICA	7,118	306	82	66
MIDDLE EAST, TURKEY & AFRICA	-	197	-	4
ASIA	152	-	30	174
OCEANIA	48	85	-	3
TOTAL	11,313	3,299	622	536



Wind Biomass & biogas Solar

in MW	Hydro <sup>(1)</sup>	Wind	Biomass & biogas	Solar
EUROPE	2,453	2,148	342	248
NORTH AMERICA	-	264	107	19
LATIN AMERICA	5,351	225	57	61
MIDDLE EAST, TURKEY & AFRICA	-	197	-	4
ASIA	71	-	21	173
OCEANIA	48	72	-	3
TOTAL	7,923	2,907	526	509



H1 2017 RESULTS

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

# **TOTAL CAPACITY BY SEGMENT**

# As of 06/30/2017

		<b>AT 100%</b>	, D	% CON	ISOLIDA	TION <sup>(1)</sup>
In MW	In operation	Under construction	TOTAL	In operation	Under construction	TOTAL
NORTH AMERICA	3,161	1	3,162	1,571	1	1,572
LATIN AMERICA	17,351	1,114	18,465	13,063	1,114	14,177
Chile	2,030	338	2,367	2,030	338	2,367
Peru	2,532	45	2,576	2,532	45	2,576
Mexico	316	52	368	316	52	368
Brazil	12,473	680	13,153	8,185	680	8,866
AFRICA/ASIA	38,662	4,194	42,856	15,974	1,373	17,348
Asia Pacific	8,406	98	8,504	6,164	37	6,201
Middle East, South and Central Asia and Turkey	28,845	2,746	31,591	9,238	851	10,089
Africa	1,412	1,350	2,762	572	486	1,058
BENELUX	6,794	17	6,811	6,719	9	6,728
FRANCE	7,211	257	7,468	6,690	253	6,942
EUROPE excl. France & Benelux	4,291	-	4,291	3,725	-	3,725
GEM & LNG	1,100	-	1,100	1,100	-	1,100
OTHER	22,521	450	22,970	18,952	367	19,319
Generation Europe	21,810	-	21,810	18,622	-	18,622
Solairedirect	710	450	1,160	330	367	697
TOTAL	101,091	6,032	107,123	67,794	3,116	70,911

#### **NET OWNERSHIP**(2)

70 0011	O D LID				
n operation	Under construction	TOTAL	In operation	Under construction	TOTAL
1,571	1	1,572	1,483	1	1,484
13,063	1,114	14,177	9,050	725	9,774
2,030	338	2,367	1,076	178	1,254
2,532	45	2,576	1,564	27	1,591
316	52	368	316	52	368
8,185	680	8,866	6,094	467	6,561
15,974	1,373	17,348	14,023	1,373	15,397
6,164	37	6,201	4,348	37	4,385
0.000	054	40.000	0.400	054	0.054
9,238	851	10,089	9,103	851	9,954
572	486	1,058	572	486	1,058
6,719	9	6,728	6,701	9	6,709
6,690	253	6,942	4,915	200	5,115
3,725		3,725	3,073		3,073
	-			•	
1,100	-	1,100	1,100	•	1,100
18,952	367	19,319	18,008	367	18,375
18,622	-	18,622	17,678	-	17,678
330	367	697	330	367	697
67,794	3,116	70,911	58,353	2,674	61,027

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

**engie** 

H1 2017 RESULTS

# **EXPECTED COMMISSIONING OF CAPACITY UNDER CONSTRUCTION**

As of 06/30/2017, at 100%

In MW	H2 2017	2018	≥2019	TOTAL
NORTH AMERICA	1			1
LATIN AMERICA	45	687	383	1,114
Chile	-	338	-	338
Peru	45	-	-	45
Mexico	-	52	-	52
Brazil	-	297	383	680
AFRICA/ASIA	1,257	1,350	1,587	4,194
Asia Pacific	18	-	80	98
Middle East, South and Central Asia and Turkey	1,239	-	1,507	2,746
Africa	-	1,350	-	1,350
BENELUX	-	17		17
FRANCE	143	105	9	257
EUROPE excl. France & Benelux	-	-		
GEM & LNG	-		-	
OTHER	308	141		450
Generation Europe	-	-	-	-
Solairedirect	308	141	-	450
TOTAL	1,753	2,300	1,979	6,032



# **EXPECTED COMMISSIONING OF CAPACITY UNDER CONSTRUCTION**

As of 06/30/2017, in net ownership(1)

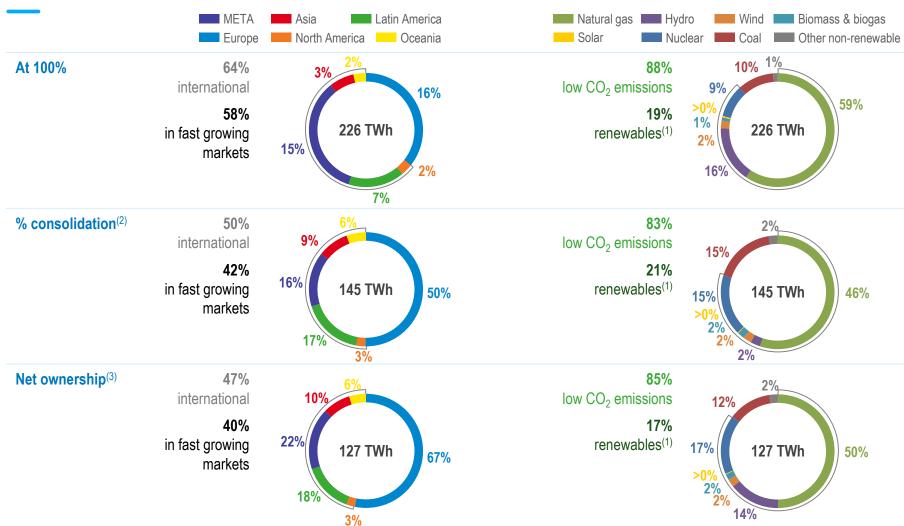
In MW	H2 2017	2018	≥2019	TOTAL
NORTH AMERICA	1		-	1
LATIN AMERICA	45	687	383	1,114
Chile	-	338	-	338
Peru	45	-	-	45
Mexico	-	52	-	52
Brazil	-	297	383	680
AFRICA/ASIA	257	486	631	1,373
Asia Pacific	9	-	28	37
Middle East, South and Central Asia and Turkey	248	-	603	851
Africa	-	486	-	486
BENELUX	-	9		9
FRANCE	139	105	9	253
EUROPE excl. France & Benelux	-	-	-	
GEM & LNG	-			
OTHER	235	132	-	367
Generation Europe	-	-	-	-
Solairedirect	235	132	-	367
TOTAL	676	1,418	1,023	3,116

(1) ENGIE ownership



# TOTAL GENERATION OUTPUT BREAKDOWN BY GEOGRAPHIC AREA AND TECHNOLOGY

As of 06/30/2017



(1) Excluding pumped storage for hydro output

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

ENGIE ownership



# **ELECTRICITY OUTPUT BY SEGMENT**

# As of 06/30/2017

In TWh	At 100%	% consolidation <sup>(1)</sup>	Net ownership <sup>(2)</sup>
NORTH AMERICA	8	4	3
LATIN AMERICA	36	25	18
Chile	3	3	1
Peru	4	4	2
Mexico	1	1	1
Brazil	29	18	14
AFRICA/ASIA	101	43	37
Asia Pacific	20	17	11
Middle East, South and Central Asia and Turkey	81	26	26
Africa	1	-	-
BENELUX	22	22	22
FRANCE	10	10	6
EUROPE excl. France & Benelux	4	3	3
GEM & LNG	4	4	4
OTHER	42	35	34
Generation Europe	41	35	33
Solairedirect	-	-	-
TOTAL	226	145	127

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



ENGIE ownership

# **ELECTRICITY OUTPUT BY SEGMENT AND BY FUEL**

As of 06/30/2017, in % of consolidation

In TWh	Biomass and biogas	Coal	Hydro	Natural gas	Nuclear	Other non renewable	Solar	Wind	TOTAL
NORTH AMERICA	0.4	-	-	2.8	-	0.1		0.4	3.7
LATIN AMERICA	0.2	4.5	16.4	3.8	-	0.1	-	0.3	25.3
Chile	-	2.3	-	0.5	-	-	-	-	2.9
Peru	-	0.3	0.9	2.2	-	0.1	-	-	3.5
Mexico	-	-	-	1.1	-	-	-	-	1.1
Brazil	0.2	1.9	15.5	-	-	-	-	0.2	17.8
AFRICA/ASIA	-	10.0	0.3	32.0	-	0.2	-	0.4	42.9
Asia Pacific	-	10.0	0.3	6.4	-	0.1	-	-	16.8
Middle East, South and Central Asia and Turkey	-	-	-	25.6	-	0.1	-	-	25.7
Africa	-	-	-	-	-	-	-	0.3	0.4
BENELUX	-		-		21.3(1)		-	0.3	21.6
FRANCE	0.3		7.0	0.8	-	0.2	0.1	1.2	9.6
EUROPE excl. France & Benelux	-	0.1	1.4	0.6		-	-	0.9	3.0
GEM & LNG	-		-	3.6	-		-	-	3.6
OTHER	1.5	6.9	0.6	23.8	-	2.5	0.2	-	35.5
Generation Europe	1.5	6.9	0.6	23.8	-	2.5	-	-	35.3
Solairedirect	-	-	-	-	-	-	0.2	-	0.2
TOTAL	2.4	21.5	25.6	67.3	21.3	3.1	0.3	3.4	145.1

(1) o/w France 7.4 TWh

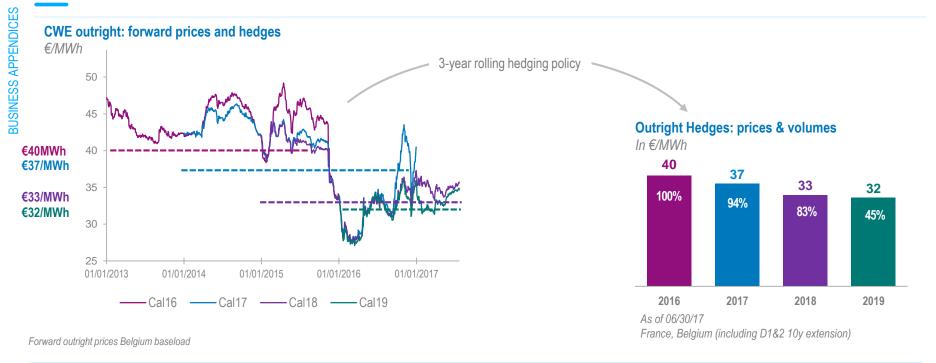


# OUTRIGHT POWER GENERATION IN EUROPE Nuclear & Hydro



# **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



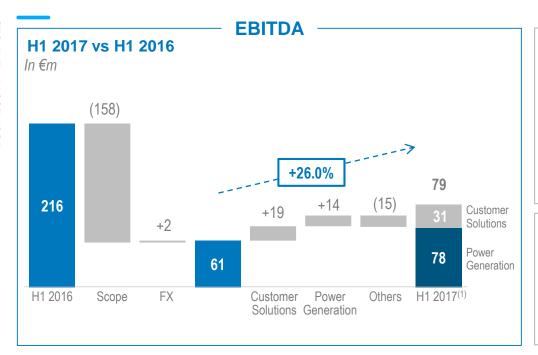
<sup>(1) 2016-2018</sup> estimates including D1 & 2 extension, average hydro conditions

# REPORTABLE SEGMENTS



#### **NORTH AMERICA**

# Transitioning from merchant generation to customer solutions activities



#### Power Generation:

- Divestment of US merchant hydro / thermal assets
- Cost savings from resizing the business

#### Customer Solutions:

- Residential market: Guttmann Energy B2B power customer book contribution
- Favourable portfolio impacts
- Lean 2018

#### **EBITDA 2017 Outlook**

- First contribution from Ohio State University contract
- Continued US retail business expansion
- Focus on business development opportunities particularly in the renewable and downstream sectors

————— Other KFIs ————						
H1 2016	H1 2017	Δ 17/16	$\Delta$ org			
1,740	1,427	-18.0%	-1.0%			
184	59	-68.0%	92.4%			
384	78					
1,520	1,628					
	H1 2016 1,740 184 384	H1 2016 H1 2017 1,740 1,427 184 59 384 78	H1 2016 H1 2017 Δ 17/16  1,740 1,427 -18.0%  184 59 -68.0%  384 78			

(1)	Total	includes	Other	€(30)m

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

1/113		
	H1 2016	H1 2017
Electricity sales <sup>(2) (3)</sup> (TWh)	30.4	19.9
Installed capacity <sup>(4)</sup> (GW)	11.3	3.2
Electricity production <sup>(3) (4)</sup> (TWh)	18.8	7.7
Retail - B2B Power volumes (TWh)	18.1	18.5

**KPIs** 



<sup>(3)</sup> H1 2017 without volumes from US merchant assets sold on February 7, 2017

<sup>(4)</sup> At 100%

<sup>(5)</sup> End of Period: 12/31 for 2016 and 6/30 for 2017

# **NORTH AMERICA**

Generation capacity and production as of 06/30/2017, at 100%

#### **BREAKDOWN OF GENERATION CAPACITY BREAKDOWN OF ELECTRICITY OUTPUT** 4% 1% 1% 5% <2% **>0%** 13% 20% Coal Natural gas Hydro 3.2 **GW** Biomass & biogas 7.7 TWh 80% installed **72**% Wind Other non-renewable Solar

In MW	In operation	construction	Total
USA	1,849	1	1,850
CANADA	805	-	805
PUERTO RICO	507	-	507
TOTAL	3,161	1	3,162

Undor

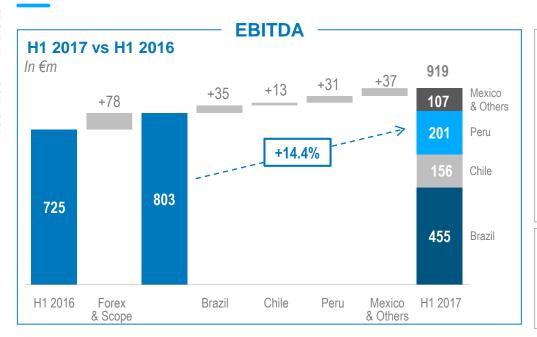
In TWh	Total
USA	5.0
CANADA	1.1
PUERTO RICO	1.6
TOTAL	7.7



H1 2017 RESULTS

# **LATIN AMERICA**

#### Strong EBITDA growth despite still difficult market conditions



#### Brazil:

- Positive impact from EUR/BRL
- Better results from overall positive price effect

#### • Latin America:

- Peru: Nodo and Chilca+ COD and recognition of PPA cancellation penalty, partially offset by lower demand
- Mexico and Argentina: gas distribution tariff increase
- Chile: indexation on PPAs and insurance collection, partially compensated by decrease in demand
- Lean 2018

#### **EBITDA 2017 Outlook**

- Brazil: lower GSF expected in H2
- Latin America: tariff increases in Mexico and Argentina and lower demand in Chile and Peru

Other KFIs								
Other	11113							
In €m	H1 2016	H1 2017	Δ 17/16	∆ org				
Revenues	1,962	2,304	17.4%	7.6%				
COI including share in Net Income of Associates	534	701	31.2%	17.8%				
Gross CAPEX	484	573						
Capital Employed <sup>(3)</sup>	8,793	8,618						

	H1 2016	H1 2017
Electricity sales <sup>(1)</sup> (TWh)	29.2	28.6
Gas sales <sup>(1)</sup> (TWh)	13.4	14.6
Electricity production <sup>(2)</sup> (TWh)	38.0	36.0
Mexico: transport capacity sold (MGJ)	73	73
Brazil - Average PLD price (BRL/MWh)	49	230
Brazil - GSF (%) Year to Date	89	96

**KPIs** 





<sup>(1)</sup> Sales figures are consolidated according to accounting standards

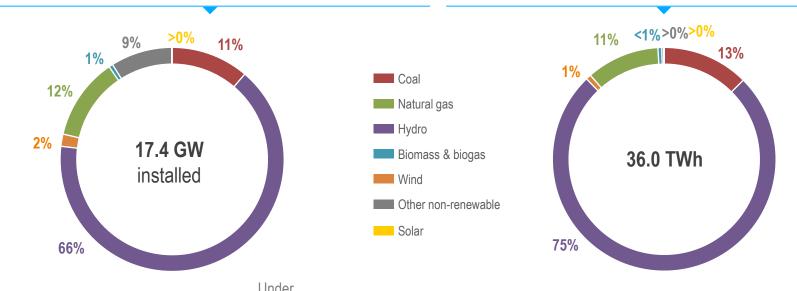
<sup>(2)</sup> At 100%

# **LATIN AMERICA**

Generation capacity and production as of 06/30/2017, at 100%

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

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



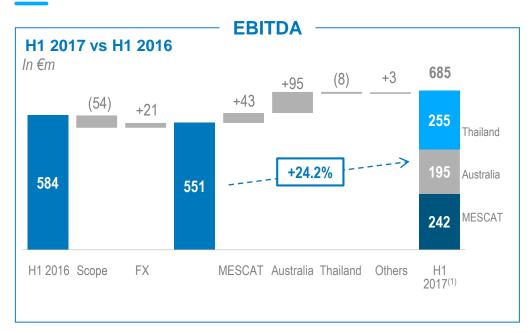
In MW	In operation	construction	Total
BRAZIL	12,473	680	13,153
CHILE	2,030	338	2,368
PERU	2,532	45	2,577
MEXICO	316	52	368
TOTAL	17,351	1,115	18,286

In TWh	Total
BRAZIL	28.5
CHILE	2.9
PERU	3.5
MEXICO	1.1
TOTAL	36.0



#### **AFRICA/ASIA**

# Australia benefitting from higher energy prices



- Thailand: planned major outage at Gheco-1 offset by PTT NGD gas distribution benefitting from higher margins
- MESCAT: sale of Meenakshi (Sep. 2016), COD of AzZour North (Nov. 2016), Fadhili fee income and Al Dur settlement, offset by Oman tax increase
- Australia: higher energy prices and volumes (thermal generation & retail); closure of Hazelwood in March 2017
- Lean 2018

#### **EBITDA 2017 Outlook**

- Acquisition of Tabreed (UAE)
- Favorable market conditions in Australia
- De-mothballing & contracting of Pelican Point (Australia)
- Expected COD of Mirfa (UAE)

Other KFIs							
In €m	H1 2016	H1 2017	Δ 17/16	$\Delta$ org			
Revenues	1,896	1,969	3.9%	2.4%			
COI including share in Net Income of Associates	484	563	16.4%	25.4%			
Gross CAPEX	139	186					
Capital Employed <sup>(4)</sup>	5,520	5,405					

#### — KPIs

	H1 2016	H1 2017
Electricity sales <sup>(1)</sup> (TWh)	25.6	22.1
Gas distributed (TWh)	6.2	7.3
Installed capacity <sup>(2)</sup> (GW)	40.6	38.7
Electricity production <sup>(2)</sup> (TWh)	107.7	101.2
Middle-East - Water desalination capacity (MIGD) <sup>(3)</sup>	1,053	1,160

- (1) Total includes Other €(7)m
- (2) Sales figures are consolidated according to accounting standards

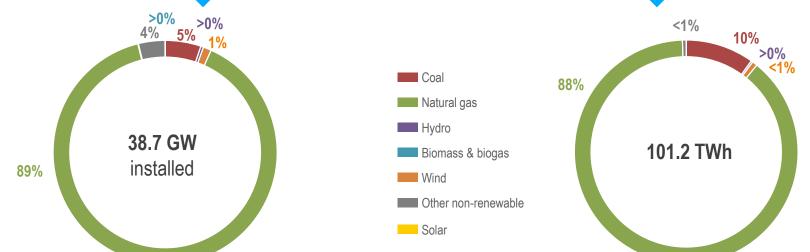
- (3) At 100%
- (4) Million Imperial Gallons per Day installed capacity at 100%
- (5) End of Period: 12/31 for 2016 and 6/30 for 2017



# **AFRICA/ASIA**

Generation capacity and production as of 06/30/2017, at 100%

# BREAKDOWN OF GENERATION CAPACITY BREAKDOWN OF ELECTRICITY OUTPUT



	In	Under			In	Under	
In MW	operation	construction	Total	In MW	operation	construction	Total
AUSTRALIA	2,001	-	2,001	QATAR	3,755	-	3,755
BAHRAIN	3,117	-	3,117	SAUDI ARABIA	6,072	1,507	7,579
CHINA	2	18	20	SINGAPORE	3,021	-	3,021
INDONESIA	-	80	80	SOUTH	1.095	100	1.195
KUWAIT	1,539	-	1,539	AFRICA	,	100	,
LAO PDR	152	-	152	THAILAND	3,050	-	3,050
MOROCCO	316	1,250	1,566	TURKEY	1,243	-	1,243
OMAN	3,693	-	3,693	UAE	8,494	1,239	9,733
PAKISTAN	932	-	932	TOTAL	38,662	4,194	42,856

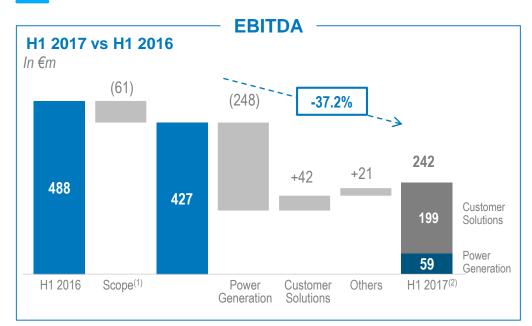
n TWh	Total	In TWh	Total
AUSTRALIA	7.7	QATAR	7.2
BAHRAIN	6.9	SAUDI ARABIA	22.7
KUWAIT	6.2	SINGAPORE	4.4
LAO PDR	0.2	SOUTH AFRICA	0.2
MOROCCO	0.6	THAILAND	7.5
OMAN	8.0	TURKEY	3.6
PAKISTAN	3.6	UAE	22.3
		TOTAL	101.2



H1 2017 RESULTS

#### BENELUX

# Strong EBITDA decrease due to Tihange 1 outage and lower achieved prices



#### Power Generation:

- Lower nuclear availability mainly due to Tihange 1 outage (restarted May 20) and lower achieved prices

#### Customer Solutions:

- B2C: higher margins, especially on Belgian gas sales, stable churn
- Services : stable performance compared to H1 2016
- Lean 2018

#### **EBITDA 2017 Outlook**

- Decrease in achieved power prices
- Better nuclear availability
- Services : good performance in Belgium & Netherlands

IZDI-

Other	KFle			
Other	141 13			
In €m	H1 2016	H1 2017	Δ 17/16	$\Delta$ org
Revenues	4,665	4,560	-2.3%	-2.2%
COI including share in Net Income of Associates	302	-25	N/A	N/A
Gross CAPEX	175	333		
Capital Employed <sup>(5)</sup>	-2,552	-2,742		

KPIS		
	H1 2016	H1 2017
Electricity sales <sup>(3)</sup> (TWh)	24.9	23.3
Gas sales <sup>(3)</sup> (TWh)	28.0	28.4
Electricity production <sup>(4)</sup> (TWh)	24.2	21.6
Nuclear plants availability	86%	73%
Outright Nuclear achieved price (€/MWh)	41	37
Nuclear production (TWh)	23.9	21.3

<sup>(5)</sup> End of Period: 12/31 for 2016 and 6/30 for 2017



<sup>(1)</sup> Mainly nuclear tax

Total includes Other: €(16)m

<sup>(3)</sup> Sales figures are consolidated according to accounting standards & exclude Giants sales

<sup>(4)</sup> At 100%

#### **NUCLEAR CAPACITY**

As of 06/30/2017

ENGIE: 6.4 GW<sup>(1)</sup> IN BELGIUM, FRANCE AND GERMANY

Germany

#### BELGIAN OPERATED CAPACITY BY OWNER(1)

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

0.3

1.2

6.4 GW
net capacity

4.9

5.9 GW
operated

operated

ENGIE

EDF





EDF Luminus

#### **BENELUX**

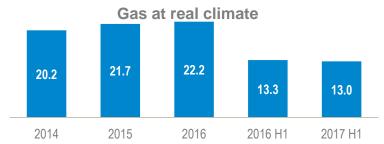
# Breakdown of electricity and gas sales to final customers

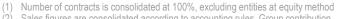
_	Contracts <sup>(1)</sup> (Million)		Sales <sup>(2)</sup> (TWh)	
	Gas	Gas Electricity		Electricity
TOTAL BENELUX	1.6	2.9	28.4	16.1
of which Belgium	1.4	2.6	21.2	11.2
of which Netherlands	0.3	0.3	7.2	4.9

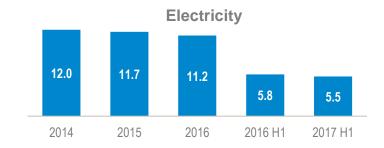
#### **BELGIUM - B2B SALES** (TWh)



#### **BELGIUM - B2C SALES** (TWh)





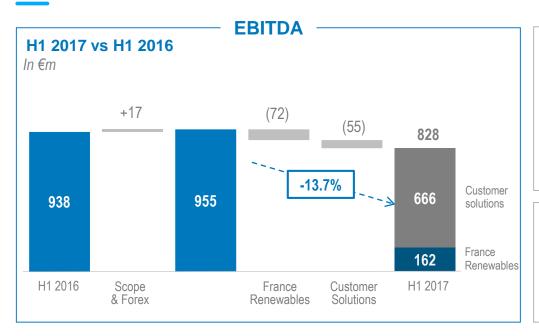




Sales figures are consolidated according to accounting rules, Group contribution

# **FRANCE**

# Unfavorable temperature effect on gas sales, increased retail power sales and lower hydro production



- Scope: B2B retail (E&C) transferred to segment Other
- France Renewables:
  - Lower hydro and wind volumes
- Customer Solutions:
  - B2C: decrease in gas margins & volumes; increase in power sales
  - B2B Services & networks : improved performance
- Lean 2018

#### **EBITDA 2017 Outlook**

- Commissioning of wind and solar assets
- Customer solutions B2B: higher contribution of installation & services in H2; integration of Icomera acquired in June 2017

	r KFIS			
Othic	141 13			
In €m	H1 2016	H1 2017	Δ 17/16	∆ org
Revenues	10,769	8,619	-20.0%	-1.2%
COI including share in Net Income of Associates	641	535	-16.6%	-21.0%
Gross CAPEX	455	393		
Capital Employed <sup>(5)</sup>	5,304	6,294		
Capital Employed <sup>(5)</sup>	5,304	6,294		

	H1 2010	H1 2017
Electricity sales <sup>(1)(2)(3)</sup> (TWh)	18.9	17.4
Gas sales <sup>(1)(2)</sup> (TWh)	60.3	56.2
Renewables - Installed capacity <sup>(4)</sup> (GW)	5.6	5.8
Renewables - Electricity production <sup>(4)</sup> (TWh)	12.3	8.6
CNR achieved price (€/MWh)	38.2	38.6
CNR hydro production (TWh)	9.3	6.1
Services - Net commercial developement (€m/y)	49	41

**KPIs** 

- (1) Sales figures are consolidated according to accounting standards & exclude Giants sales
- 2) 2016 figures restated to exclude B2B supply (E&C), activity transferred to segment Other 3) 2016 figures published: 29.9 TWh (without Cogeneration)

- (4) At 100%
- (5) End of Period: 12/31 for 2016 and 6/30 for 2017

Installations - Backlog (€m)



4,004

H1 2017 RESULTS

55

H1 2016

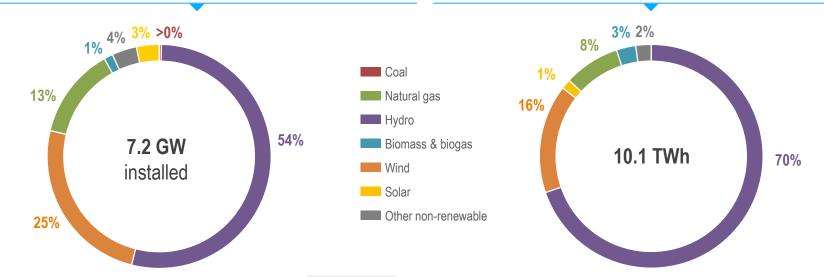
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# **FRANCE**

# Generation capacity and production as of 06/30/2017, at 100%

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

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



		Under	
In MW	In operation	construction	Total
FRANCE	6,860	257	7,117
FRENCH POLYNESIA	250	-	250
MONACO	3	-	3
NEW CALEDONIA	62	-	62
VANUATU	28	-	28
WALLIS AND FUTUNA	9	-	9
TOTAL	7,211	257	7,469

In TWh	Total
FRANCE RENEWABLES	8.6
FRANCE NETWORKS	0.8
FRANCE BTOB	0.7
TOTAL	10.1



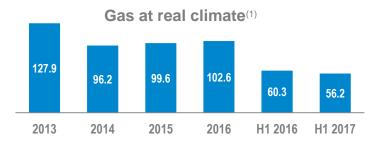
H1 2017 RESULTS

# **FRANCE**

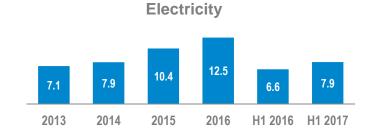
# Breakdown of electricity and gas sales to final customers

	Contracts	Contracts (Million)		(TWh)
	Gas	Electricity	Gas	Electricity
France	7.9	3.5	56.2	7.9

#### **B2C SALES** (TWh)



• H1 2017: decrease due to loss in the residential gas customer base market share (72,3%)



 Development of B2C power sales, market share increased to 10.3%



#### **FRANCE B2C**

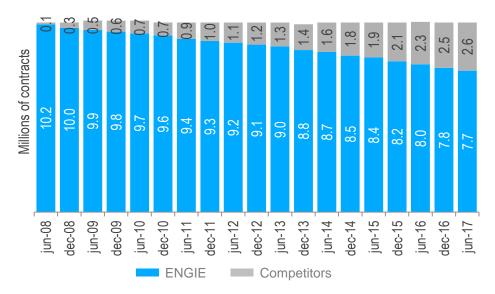
# Residential & small business customers portfolio in France

#### **GAS**

#### - HOUSEHOLD

Millions of contracts

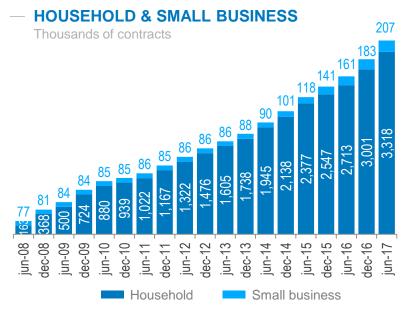
Decreased by **340,000** contracts since June 2016 versus **370,000** between June 2016 and June 2015



#### — SMALL BUSINESS (B2C)

Portfolio of **245,000** contracts as at June 2017, limited decrease of **19,000** contracts since December 2016

#### **ELECTRICITY**



#### Household

- Increased by 605,000 contracts since June 2016 versus 335,000 between June 2016 and June 2015
- The growth in electricity exceeds the decrease in gas

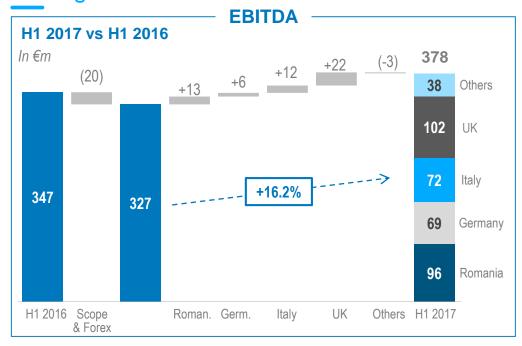
#### **Small business**

Increased by **46,000** contracts since June 2016 versus **43,000** between June 2016 and June 2015



# **EUROPE (excluding FRANCE & BENELUX)**

Strong organic growth led by Lean achievements, higher performance of First Hydro and higher distributed volumes in Romania



- Romania: higher distributed & volumes sold (cold winter)
- **Germany:** execution of large installation projects on track
- Italy: positive climate effect; B2C: bad debt reversals
- UK: improved performance of First Hydro
- Lean 2018

#### **EBITDA 2017 Outlook**

- First contribution from Keepmoat
- Regulation issues in Romania on gas sales margins

	Other	KFle			
	Other	1/11/13			
	In €m	H1 2016	H1 2017	Δ 17/16	∆ org
	Revenues	4,210	4,237	0.6%	2.8%
	COI including share in Net Income of Associates	257	278	8.1%	21%
	Gross CAPEX	51	445		
	Capital Employed <sup>(4)</sup>	4,720	5,073		
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KPIs		
	H1 2016	H1 2017
Electricity sales <sup>(1)(2)</sup> (TWh)	14.9	14.5
Gas sales <sup>(1)</sup> (TWh)	37.1	39.6
Renewables - Installed capacity $^{(3)}$ (GW)	1.2	1.2
Renewables - Electricity production <sup>(3)</sup> (TWh)	1.2	1.4
Romania - Gas distributed (GWh)	23.7	27.0

- (1) Sales figures are consolidated according to accounting standards & exclude Giants sales
- 2) H1 2016 figures published: 14.7 TWh (without Cogeneration)

- (3) At 100%
- (4) End of Period: 12/31 for 2016 and 6/30 for 2017



# **EUROPE (excluding FRANCE & BENELUX)**

Generation capacity and production as of 06/30/2017, at 100%

#### BREAKDOWN OF GENERATION CAPACITY(1) BREAKDOWN OF ELECTRICITY OUTPUT<sup>(2)</sup> >0% >0% 1% 2% >0% 15% 19% Coal Natural gas Hydro 4.3 GW Biomass & biogas >0% 3.6 TWh 54% 39% installed Wind Solar Other non-renewable 27% 36% Under In MW In TWh In operation construction Total **Total** CZECH REPUBLIC CZECH REPUBLIC 5 5 <0 **GERMANY** 786 **GERMANY** 0.6 786 **GREECE GREECE** 148 148 0.2 ITALY 280 280 ITALY <0 **POLAND** 138 138 **POLAND** 0.5 **PORTUGAL** 0.2 **PORTUGAL** 493 493 98 **ROMANIA** 98 **ROMANIA** 0.6 **SPAIN** 102 **SPAIN** 0.2 102 UNITED KINGDOM UNITED KINGDOM 2.241 2.241 1.3 TOTAL 4,291 TOTAL 3.6 4,291 (1) Includes 1.1GW capacity in Italy managed by BU GEM (2) Includes 8.4 TWh output in Italy managed by BU GEM

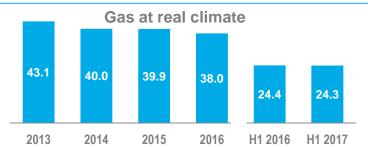
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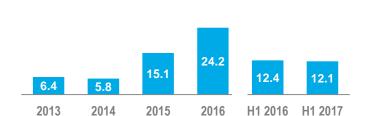
# **EUROPE (excluding FRANCE & BENELUX)**

# Breakdown of electricity and gas sales to final customers

	Contracts(1) (Million)		Sales <sup>(2)</sup> (TWh)	
<u></u>	Gas	Electricity	Gas	Electricity
TOTAL EUROPE exc. FR/BENELUX	2.4	0.3	39.5	12.9
of which Romania	1.7	0.0	21.7	0.6
of which Italy	0.7	0.1	4.5	0.3
of which Germany	0.1	0.2	4.4	6.7
of which Others (UK mainly)	0.0	0.0	8.9	5.2

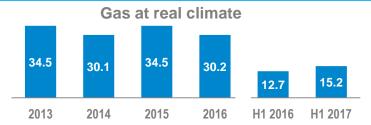
#### **B2B SALES** (TWh)

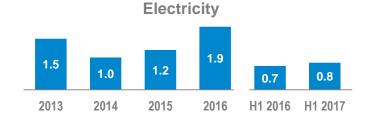




**Electricity** 

#### **B2C SALES** (TWh)



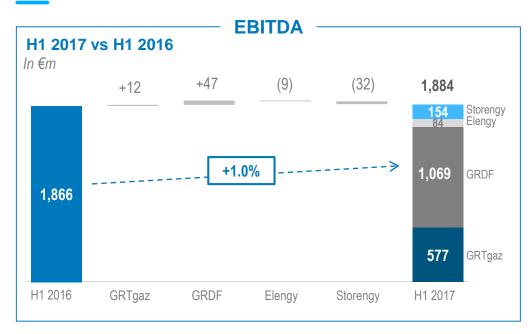


- (1) Number of contracts is consolidated at 100%, excluding entities at equity method
- (2) Sales figures are consolidated according to accounting rules, Group contribution



#### **INFRASTRUCTURES EUROPE**

#### Resilient results despite adverse conditions



- Negative temperature impact compared to last year
- Annual revision of tariffs for distribution (+2.8% July 2016) and transmission (+4.6% April 2016 and -3,1% April 2017)
- One-off 2016 provision for litigation
- Storage: lower volumes sold at a lower average price (low summer/winter spreads)
- Lean 2018

#### **EBITDA 2017 Outlook**

- Distribution: July 1<sup>st</sup> 2017 annual tariff revision of-2.05 %
- Transport: impact from April 2017 tariff revision of -3.1%
- Storage: adverse market conditions impacting level of French storage capacities sales

,	Other	KFIS			
	In €m		H1 2017	Δ 17/16	∆ org
	Revenues (including intra-Group)	3,516	3,515	0.0%	
	Revenues	1,671	1,786	6.9%	7.0%
	COI including share in Net Income of Associates	1,187	1,174	-1.1%	-1.1%
	Gross CAPEX	667	710		
	Capital Employed <sup>(3)</sup>	19,693	18,918		
L					

	<b>KPIs</b>		
		H1 2016	H1 2017
Gas distributed (TWh)		168.8	163.1
Distribution RAB <sup>(1)</sup> (€bn)		14.2	14.4
Transmission RAB <sup>(1)</sup> (€bn)		7.9	8.3
LNG Terminals RAB <sup>(1)</sup> (€bn)		1.2	1.0
Storage capacity sold <sup>(2)</sup> (TWh)		100.7	84.0
Temperature effect (TWh)		+6.2	+1.2

- 1) Regulated Asset Base as of 01/01
- 2) Of which France: 80 TWh in H1 2016 and 64 TWh in H1 2017
- 3) End of Period: 12/31 for 2016 and 6/30 for 2017



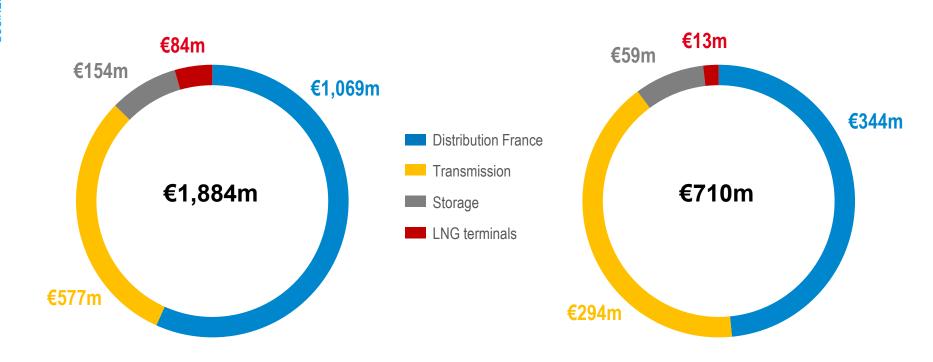
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# **INFRASTRUCTURES EUROPE**

Secured cash flows and visibility

#### H1 2017 EBITDA BREAKDOWN

#### **H1 2017 CAPEX BREAKDOWN**





# **INFRASTRUCTURES EUROPE**

# Regulation in France

	Period of regulation	CAPEX H1 2016	(in €m) H1 2017	RAB remuneration (real pre-tax)	Type of tariff	Regulated asset base at 01/01/2017 (in €bn) <sup>(3)</sup>
DISTRIBUTION	07/01/2016- 07/01/2020	327	344	5.0% + incentives of 200bps over 20yrs for Gazpar	Tariff N+1: Inflation <b>-0.8%</b> + k <sup>(1)</sup>	14.4
TRANSMISSION	04/01/2017- 03/31/2021	288	294	5.25% + incentives up to 300bps over 10yrs <sup>(2)</sup>	OPEX N+1: Inflation <b>+0.74</b> %	8.3
LNG TERMINALS	04/01/2017- 03/31/2021	12	13	7.25% + incentives 125bps (for Capex decided in 2004-2008) and 200bps for extensions over 10yrs	Cost +	1.0
TOTAL		627	651			23.7

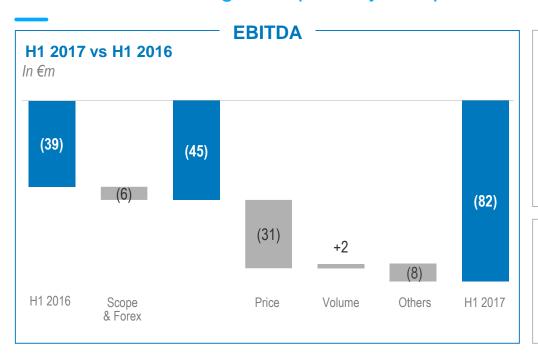
 <sup>(1)</sup> Regularization account clearance term. Capped at +2% and floored at -2%
 (2) For already decided projects; for new projects: ad hoc fixed premium

(3) Estimate



#### **GEM & LNG**

#### Price effects still negative, partially compensated by contract renegotiations



- LNG lower achieved sales prices
- LNG supply contract price revision enforced
- Impact from 2017 winter gas congestion situation in South France
- · Less volumes sold in electricity to Giants
- Lean 2018

#### **EBITDA 2017 Outlook**

- Active portfolio optimization (gas & LNG) and focus on cost control
- Ongoing price revision discussions

Othe	r KFIS			
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In €m	H1 2016	H1 2017	Δ 17/16	$\Delta$ org
Revenues	4,046	4,834	19.5%	18.6%
COI including share in Net Income of Associates	-85	-110	-29.1%	-21.5%
Gross CAPEX	18	312		
Capital Employed <sup>(2)</sup>	1,330	779		

KPIs		
	H1 2016	H1 2017
External LNG sales (TWh)	41.5	44.8
GEM - Gas sales (TWh) <sup>(1)</sup>	23.2	24.2
GEM - Electricity sales (TWh) <sup>(1)</sup>	12.4	10.6



<sup>(1)</sup> Giants Global Energy

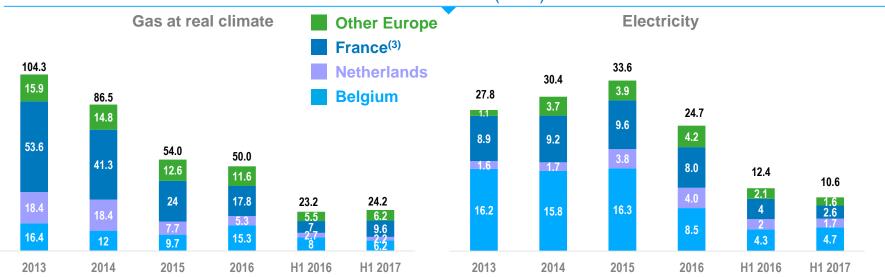
<sup>(2)</sup> End of Period: 12/31 for 2016 and 6/30 for 2017

#### **GEM & LNG**

#### Breakdown of electricity and gas sales to final customers

	Sales <sup>(1)</sup> (	Sales <sup>(1)</sup> (TWh)		
	Gas	Electricity		
TOTAL GEM <sup>(2)</sup>	24.2	10.6		
of which Belgium	6.2	4.7		
of which Netherlands	2.2	1.7		
of which France <sup>(3)</sup>	9.6	2.6		
of which Europe exc. France & Benelux	6.2	1.6		

#### **GIANTS SALES** (TWh)



• Increasing competition in all European markets for Giant customers, both on Power and Gas markets except for gas in Belgium



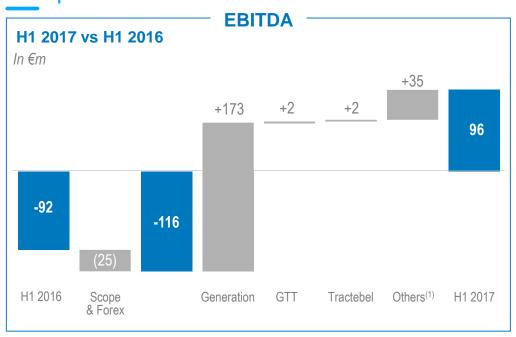
<sup>(1)</sup> Sales figures are consolidated according to accounting rules, Group contribution

<sup>2)</sup> Giants Global Energy

<sup>(3)</sup> Sales Power France in GEM since 01/01/2016; Previous years are restated

#### **OTHERS**

## Strong performance in thermal generation in Europe and higher market share on B2B power market



- **Scope**: Poland generation assets disposal & France B2B retail (E&C, transfer from segment France)
- Generation:
  - Higher achieved clean spark spreads, higher load factors
  - Performance savings
- Other:
  - Increased power sales and decreased gas sales on B2B segment
  - Stable corporate costs
- Lean 2018

#### **EBITDA 2017 Outlook**

- Solar development (Solairedirect)
- Continued good momentum on B2B supply (E&C)
- Further actions on HQ costs

Other	' K Fle			
Other	11113			
In €m	H1 2016	H1 2017	Δ 17/16	∆ org
Revenues	1,615	3,363	+108%	-7.7%
COI including share in Net Income of Associates	-330	-138	+58.0%	+65.7%
Gross CAPEX	340	842		
Capital Employed <sup>(4)</sup>	8,445	9,361		

#### **KPIs**

	H1 2016	H1 2017
Electricity production <sup>(2)</sup> (TWh)	39.4	41.9
Generation - Load factor gas fleet	32%	40%
Generation - Load factor coal fleet	49%	55%
Tractebel Engineering - Backlog (€m)	811	910
Electricity sales to B2B customers (3) (TWh)	11.5	12.8
Gas sales to B2B customers (3)(TWh)	29.5	25.0

- (1) Including NewCorp, GBS, E&C, Solairedirect and SUEZ
- (2) At 100%

- (3) 2016 figures restated to include B2B supply (E&C)
- End of Period: 12/31 for 2016 and 6/30 for 2017

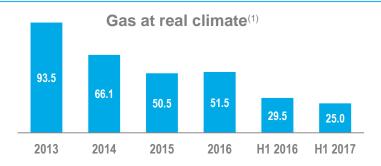


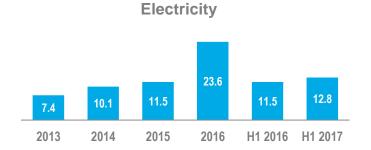
#### **OTHERS**

#### Breakdown of electricity and gas sales to B2B customers

	Contracts (Thousand)		Sales	(TWh)
	Gas	Electricity	Gas	Electricity
France	32.7	23.3	25.0	12.8

#### **B2B SALES** (TWh)



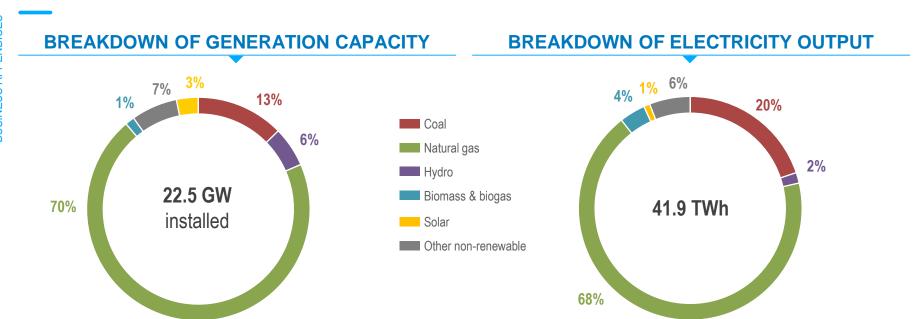


Increasing competition on B2B gas sales/market share of 22% (B2B)



#### **OTHERS**

#### Generation capacity and production as of 06/30/2017, at 100%



	In	Under	
In MW	operation	construction	Total
BELGIUM	4,416	-	4,416
BRAZIL	-	101	101
CHILE	55	-	55
FRANCE	2,588	103	2,691
GERMANY	1,660	-	1,660
GREECE	422	-	422
INDIA	172	196	368
ITALY	3,547	-	3,547
MEXICO	-	28	28

	In	Under	
n MW	operation	construction	Total
PANAMA	-	21	21
NETHERLANDS	3,338	-	3,338
PORTUGAL	2,406	-	2,406
SOUTH AFRICA	21	-	21
SPAIN	1,990	-	1,990
UNITED KINGDOM	1,841	-	1,841
USA	64	-	64
TOTAL	22,521	450	22,971

Total	In TWh	Total
8.2	POLAND	1.8
3.1	PORTUGAL	5.5
0.2	INDIA	0.1
4.5	FRANCE	0.2
3.9	CHILE	0.0
0.6	SOUTH AFRICA	0.0
3.6	TOTAL	41.9
6.6		
	8.2 3.1 0.2 4.5 3.9 0.6 3.6	8.2 POLAND 3.1 PORTUGAL 0.2 INDIA 4.5 FRANCE 3.9 CHILE 0.6 SOUTH AFRICA TOTAL





## IMPACT OF WEATHER IN FRANCE

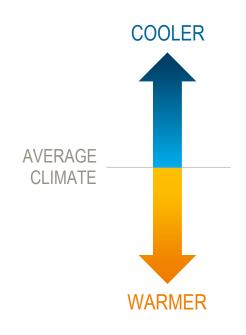


#### **CLIMATE ADJUSTMENT IN FRANCE**

#### Impact on gas sales and distribution

#### **SENSITIVITY**

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



#### H1 2017 & H1 2016 2017 Sales (B2C/B2B): +0.6 TWh - Distribution (infras): +1.2 TWh Q1 Q2 +2.1 +1.0 -0.4 -0.9 2016 Sales (B2C/B2B): +3.3 TWh - Distribution (infras): +6.2 TWh +9.9 +5.4 -2.1 -3.7

Sales - B2C/B2B



Distribution - Infrastructures

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

		EBITDA		Net income <sup>(1)</sup>		
Estimates, in €m	H1 2016	H1 2017	△ 17/16	H1 2016	H1 2017	Δ 17/16
France B2C/B2B Gas sales	+33	+6	-27	+22	+4	-18
Infrastructures Europe  GRDF	+43	+9	-35	+28	+6	-22
Total weather adjustment	+76	+15	-62	+50	+10	-41



<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



#### MAIN CHANGES IN CONSOLIDATION SCOPE

#### **ACQUISITIONS**

OpTerra Energy Services – USA (NORTH AMERICA)

Full consolidation since 02/25/2016

Engie Storage LLC (Green Charges Networks) – USA (NORTH AMERICA)

Full consolidation since 04/28/2016

Western Australia Mechanical Services – Australia (AFRICA/ASIA)

Full consolidation since 11/01/2016

RED – UK (Tractebel)

Full consolidation since 10/01/2016

**Keepmoat Regeneration – UK** 

Full consolidation since 04/01/2017

**Icomera** 

Full consolidation since 06/30/2017

#### **CHANGES IN METHOD**

Maïa Eolis - France (FRANCE)

Equity method until 05/25/2016; Full consolidation until 12/15/2016 Equity method since 12/16/2016

Gera – Germany (EUROPE excl. FRANCE & BENELUX)

Equity method until 10/31/2016 Full consolidation since 11/01/2016

#### **DISPOSALS/PARTIAL DISPOSALS**

Merchant thermal activities – USA (NORTH AMERICA)

Held for sale since 12/16/2015 (until 02/07/2017)

Merchant hydro activities – USA (NORTH AMERICA)

Held for sale from 12/16/2015 until 06/01/2016

Meenakshi - India (AFRICA/ASIA)

Full consolidation until 06/29/2016
Held for sale from 06/30/2016 to 09/30/2016

Paiton – Indonesia (AFRICA/ASIA)

Equity method until 11/29/2016 Held for sale from 11/30/2016 to 12/22/2016

Polaniec - Poland (OTHER)

Full consolidation until 12/23/2016 Held for sale since 12/24/2016 to 03/14/2017

Romec – UK (EUROPE excl. FRANCE & BENELUX)

Equity method until 03/31/2016

Opus Group – UK (EUROPE excl. FRANCE & BENELUX)

Equity method until 02/10/2017

#### **DISCONTINUED OPERATIONS**

#### **E&P International**

Discontinued operations since 05/11/2017 (retroactive to 01/01/2017, 2016 figures restated accordingly)

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#### IMPACT OF FOREIGN EXCHANGE EVOLUTION

In €m Δ 17/16	GBP	USD	BRL	THB	Others	TOTAL
REVENUES	-188	+104	+166	+25	+12	+120
EBITDA	-9	+20	+70	+7	+4	+92
COI after share in net income of entities accounted for using the equity method	-5	+15	+56	+5	+2	+74
TOTAL NET DEBT	-12	-336	-29	-9	19	-367
TOTAL EQUITY	-51	-904 <sup>(1)</sup>	-314	-22	<b>-48</b> <sup>(1)</sup>	-1,339

	GBP	USD	BRL	THB
H1 2017 average rate	1.16	0.92	0.29	0.03
H1 2016 average rate	1.28	0.90	0.24	0.025
$\Delta$ Average rate	-9.5%	+3.0%	+19.7%	+5.2%
Closing rate at 6/30/2017	1.14	0.88	0.26	0.025
Closing rate at 12/31/2016	1.17	0.95	0.29	0.03
$\Delta$ Closing rate	-2.6%	-7.6%	-9.0%	-2.7%

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

The closing rate applies to the balance sheet

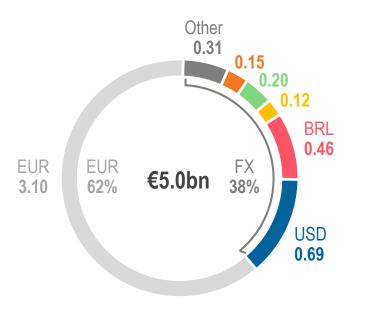


<sup>(1)</sup> Net of P&L recycling impact for disposals closed in H1 2017

#### H1 2017 EBITDA/COI BREAKDOWN BY CURRENCY

#### **EBITDA H1 2017**

Amount in EUR after translation (average rate)



#### **FX VS. EUR**

Average H1 2017

### THB/EUR 0.03

AUD/EUR **0.70** 

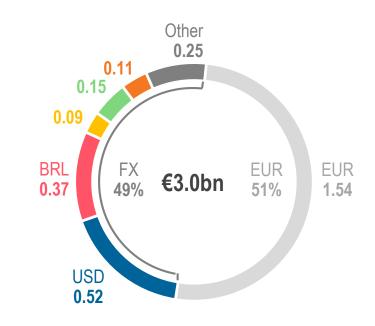
GBP/EUR **1.16** 

BRL/EUR **0.29** 

USD/EUR **0.92** 

#### COI(1) H1 2017

Amount in EUR after translation (average rate)





<sup>(1)</sup> 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	12/31/2016	6/30/2017
NON CURRENT ASSETS	98.9	91.9
CURRENT ASSETS	59.6	54.3
of which financial assets valued at fair value through profit/loss	1.4	1.7
of which cash & equivalents	9.8	10.9
TOTAL ASSETS	158.5	146.2

LIABILITIES	12/31/2016	6/30/2017
Equity, Group share	39.6	38.0
Non-controlling interests	5.9	5.8
TOTAL EQUITY	45.4	43.8
Provisions	22.2	20.8
Financial debt	36.9	35.9
Other liabilities	53.9	45.7
TOTAL LIABILITIES	158.5	146.2

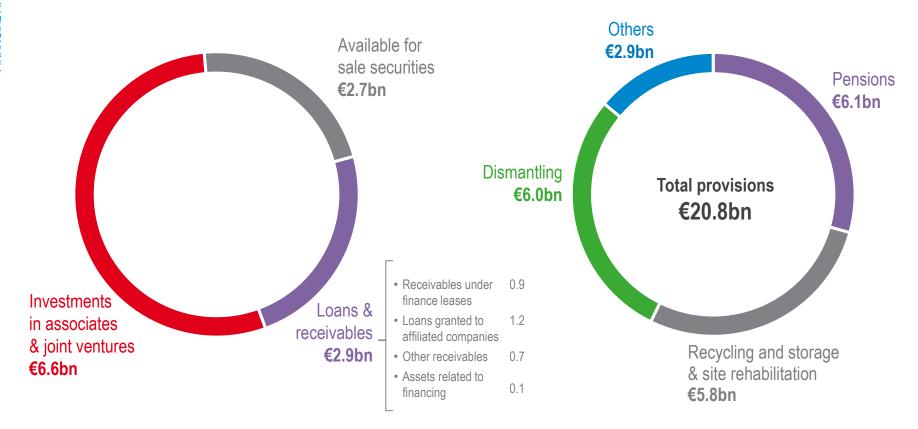
H1 2017 Net Debt €22.7bn = Financial debt of €35.9bn - Cash & equivalents of €10.9bn - Financial assets valued at fair value through profit/loss of €1.7bn - Assets related to financing of €0.1bn (incl. in non-current assets) - Derivative instruments hedging items included in the debt of €0.5bn



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

#### **DETAILS OF SOME ASSETS AS OF 6/30/2017**

#### PROVISIONS AS OF 6/30/2017





#### **SUMMARY INCOME STATEMENT**

In €m	H1 2016 <sup>(1)</sup>	H1 2017
REVENUES	32,574	33,098
Purchases	-18,224	-18,898
Personnel costs	-5,149	-5,068
Amortization depreciation and provisions	-1,897	-1,771
Other operating incomes and expenses	-4,383	-4,496
Share in net income of entities accounted for using the equity method	253	169
CURRENT OPERATING INCOME after share in net income of entities accounted for using the equity method	3,174	3,036
MtM, impairment, restructuring, disposals and others	60	-337
INCOME FROM OPERATING ACTIVITIES	3,234	2,698
Financial result	-675	-626
of which recurring cost of net debt	-384	-339
of which non recurring items included in financial income/loss	-88	-157
of which others	-203	-130
Income tax	-898	-366
of which current income tax	-719	-517
of which deferred income tax	-180	151
Non-controlling interests relating to continued operations	-379	-418
Net income/(loss) relating to discontinued operations, Group share	-44	-7
NET INCOME GROUP SHARE	1,237	1,281
EBITDA	5,033	5,028

(1) H1 2016 restated for IFRS 5 (E&P accounted as discontinued operations)



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

In €m	H1 2016 <sup>(1)</sup>	H1 2017
EBITDA <sup>(1)</sup>	5,033	5,028
of which recurring contribution of share in net income of entities accounted for using the equity method	223	190
Depreciation, Amortization and others	-1,859	-1,992
CURRENT OPERATING INCOME after share in net income of entities accounted for using the equity method	3,174	3,036
Financial result	-587	-470
of which recurring cost of net debt	-384	-339
of which others	-203	-130
Income tax	-779	-734
of which nuclear contribution	-58	-
of which others	-721	-734
Adjustment for non-recurring share in net income of entities accounted for using the equity method	-31	21
Non-controlling interests relating to continued operations	-357	-415
Net recurring income/(loss) relating to discontinued activities, Group share	56	103
NET RECURRING INCOME GROUP SHARE	1,478	1,540

(1) H1 2016 restated for IFRS 5 (E&P accounted as discontinued operations)



#### **CASH FLOW STATEMENT**

In €m	H1 2016 <sup>(1)</sup>	H1 2017
Gross cash flow before financial loss and income tax Income tax paid (excl. income tax paid on disposals) Change in operating working capital Cash flow from (used in) operating activities relating to continued operations Cash flow from (used in) operating activities relating to discontinued operations	4,928 -385 366 <b>4,909</b> <b>-116</b>	4,425 -555 -135 <b>3,736</b> <b>259</b>
CASH FLOW FROM (USED IN) OPERATING ACTIVITIES	4,793	3,995
Net tangible and intangible investments Financial investments Disposals and other investment flows Cash flow from (used in) investment activities relating to continued operations Cash flow from (used in) investment activities relating to discontinued operations	-2,190 -467 1,390 <b>-1,267</b> <b>-424</b>	-2,286 -1,305 3,981 <b>390</b> <b>-271</b>
CASH FLOW FROM (USED IN) INVESTMENT ACTIVITIES	-1,692	119
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 Cash flow from (used in) financial activities relating to continued operations Cash flow from (used in) financial activities relating to discontinued operations	-1,567 1 -1,488 -395 1 -475 -3,923 68	-1,622 5 -216 -369 48 -744 <b>-2,898</b> 5
CASH FLOW FROM (USED IN) FINANCIAL ACTIVITIES	-3,855	-2,892
Impact of currency and other relating to continued operations Impact of currency and other relating to discontinued operations	95 1	-134 37
CASH AND CASH EQUIVALENTS AT THE BEGINNING OF THE PERIOD	9,183	9,825
TOTAL CASH FLOWS FOR THE PERIOD Reclassification of cash and cash equivalents relating to discontinued operations	-657 -	1,124 -21
CASH AND CASH EQUIVALENTS AT THE END OF THE PERIOD	8,526	10,928

<sup>(1)</sup> H1 2016 restated for IFRS 5 (E&P accounted as discontinued operations)



## **PROFIT & LOSS DETAILS**



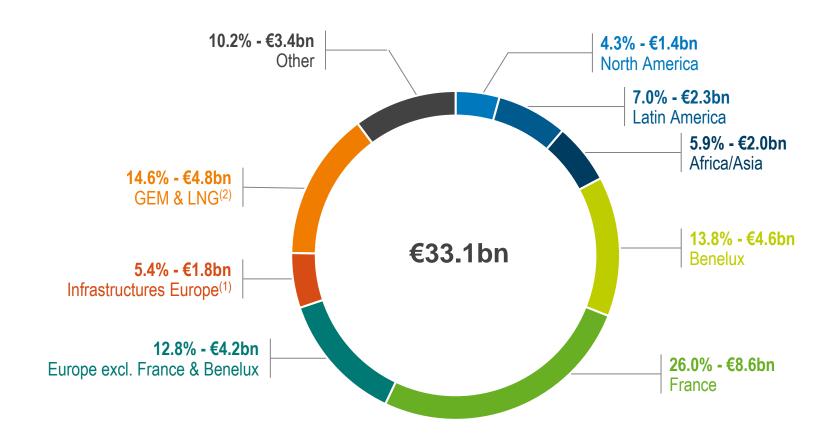
#### **BREAKDOWN OF REVENUES**

In €m	H1 2016 <sup>(1)</sup>	H1 2017	Δ 17/16	$\Delta$ Organic
NORTH AMERICA	1,740	1,427	-18.0%	-1.0%
LATIN AMERICA	1,962	2,304	+17.4%	+7.6%
AFRICA/ASIA	1,896	1,969	+3.9%	+2.4%
BENELUX	4,665	4,560	-2.3%	-2.2%
FRANCE	10,769	8,619	-20.0%	-1.2%
EUROPE excl. France & Benelux	4,210	4,237	+0.6%	+2.8%
INFRASTRUCTURES EUROPE	1,671	1,786	+6.9%	+7.0%
GEM & LNG	4,046	4,834	+19.5%	+18.6%
E&P	-	-	-	-
OTHER	1,615	3,363	+108.2%	-7.7%
TOTAL	32,574	33,098	+1.6%	+2.6%



<sup>(1)</sup> H1 2016 restated for IFRS 5 (E&P accounted as discontinued operations)

#### **BREAKDOWN OF REVENUES BY REPORTABLE SEGMENT**





<sup>(1)</sup> Total revenues, including inter-companies, amount to €1.7bn

<sup>2)</sup> Total revenues, including inter-companies, amount to €3.9bn

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

In €m	H1 2016 <sup>(1)</sup>	H1 2017	Δ 17/16
France	12,708	13,053	+2.7%
Belgium	5,008	5,108	+2.0%
SUB-TOTAL FRANCE-BELGIUM	17,716	18,161	+2.5%
Other EU countries	7,501	7,234	-3.5%
of which Italy	1,639	1,311	-20.0%
of which UK	2,079	2,052	-1.3%
of which Germany	1,086	1,310	+20.6%
of which Netherlands	1,059	1,107	+4.5%
Other European countries	536	603	+12.5%
SUB-TOTAL EUROPE	25,753	25,999	+1.0%
North America	2,191	1,907	-13.0%
SUB-TOTAL EUROPE & NORTH AMERICA	27,944	27,906	-0.1%
Asia, Middle East and Oceania	2,653	2,872	+8.3%
South America	1,852	2,154	+16.3%
Africa	125	167	+33.6%
TOTAL	32,574	33,098	+1.6%

<sup>(1)</sup> H1 2016 restated for IFRS 5 (E&P accounted as discontinued operations)



#### **BREAKDOWN OF EBITDA**

In €m	H1 2016 <sup>(1)</sup>	H1 2017	△ 17/16	$\Delta$ Organic
NORTH AMERICA	216	79	-63.6%	+26.0%
LATIN AMERICA	725	919	+26.7%	+14.4%
AFRICA/ASIA	584	685	+17.3%	+24.2%
BENELUX	488	242	-50.4%	-37.2%
FRANCE	938	828	-11.8%	-13.7%
EUROPE excl. France & Benelux	347	378	+9.0%	+16.2%
INFRASTRUCTURES EUROPE	1,866	1,884	+1.0%	+1.0%
GEM & LNG	-39	-82	-109.3%	-84.4%
E&P	-	-	-	-
OTHER	-92	+96	+204.3%	+224.2%
TOTAL	5,033	5,028	-0.1%	+4.0%



<sup>(1)</sup> H1 2016 restated for IFRS 5 (E&P accounted as discontinued operations)

### EBITDA VARIATION<sup>(1)</sup> BY REPORTABLE SEGMENT

FINANCIAL APPENDICES

In €bn

Other +0.21

- **Generation Europe** (spreads & load factors)
- **E&C** margins
- NewCorp (2016 one-offs)

Africa & Asia +0.13

- Australia generation & retail
- One-off in MESCAT

Latam

+0.12

- Commissioning
- Mexico & Argentina prices & tariffs
- Brazil price effect

Other Europe +0.05

- Romania & Hungary (temperatures), Italy (retail)
- UK (First Hydro)

Infrastructure +0.02

- Temperatures GRDF
- Tariff increases GRTgaz/GRDF
- Storengy

**Noram** +0.02

Retail margins

**GEM & LNG** 

LNG: 2017 contract

LNG: price effects

**GEM: 2016 contracts** 

renegotiation

renegotiation

-0.04

**France** 

-0.13

**Temperatures** B2B/B2C

- Renewables volumes & prices
- B2C: one-offs
- Services B2B & networks

Benelux

-0.19

- **Nuclear T1 outage** & prices
- Commercialisation (one-off)

Lean 2018 contribution in all segments

(1) Organic variation



#### **H1 2017 EBITDA BREAKDOWN - MATRIX**

In €bn

	LOW POWI	CO <sub>2</sub> ER	Q GL	OBAL	CUSTOMER		
3 Métiers	GENE	RATION	NE	TWORKS	SOLUTIONS		
9 Segments	RES+Thermal Contracted	Thermal Merchant	Infra- structures	Upstream	Services Retail	Other	TOTAL
North America	0.1	-	-	-	-	(-)	0.1
Latin America	0.8		0.1		-	(-)	0.9
Africa/Asia	0.5	0.1	-	(-)	-	(-)	0.7
Benelux	-	-			0.2	(-)	0.2
France	0.2				0.7		0.8
Other Europe excl, France, Benelux	-	0.1	0.1		0.2	(-)	0.4
Infrastructures Europe			1.9				1.9
GEM & LNG		-		(0.2)	-		(0.1)
Other		0.3		0.1	0.1	(0.3)	0.1
Total % <sup>(1)</sup>	1.6 29%	0.6 11%	<b>2.1</b> 39%	(0.1) -2%	<b>1.3</b> 23%	(0.4)	5.0

Unaudited figures (1) % excluding "Other"



#### **H1 2016 EBITDA BREAKDOWN - MATRIX**

In €bn

	POW	ER		OBAL TWORKS	CUSTOMER		
3 Métiers	GENE	RATION	O 8 NE	IWORKS	COZONIONO		
9 Segments	RES+Thermal Contracted	Thermal Merchant	Infra- structures	Upstream	Services Retail	Other	TOTAL
North America	0.1	0.1	-		_	(-)	0.2
Latin America	0.7		0.1			(-)	0.7
Africa/Asia	0.5	0.1	-	(-)		(-)	0.6
Benelux	-	0.4			0.2	(-)	0.5
France	0.2				0.7		0.9
Other Europe excl, France, Benelux	0.1	0.1	0.1		0.2	(-)	0.3
Infrastructures Europe			1.9				1.9
GEM & LNG		-		(0.1)	_		-
Other	-	0.1			0.1	(0.3)	(0.1)
Total % <sup>(1)</sup>	<b>1.5</b> 28%	0.7 14%	<b>2.0</b> 37%	<b>(-)</b> 0%	<b>1.2</b> 22%	(0.4)	5.0

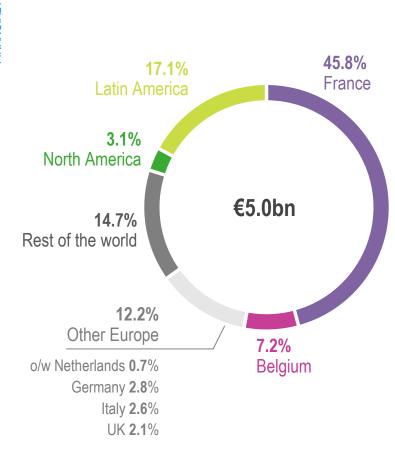
Unaudited figures (1) % excluding "Other"

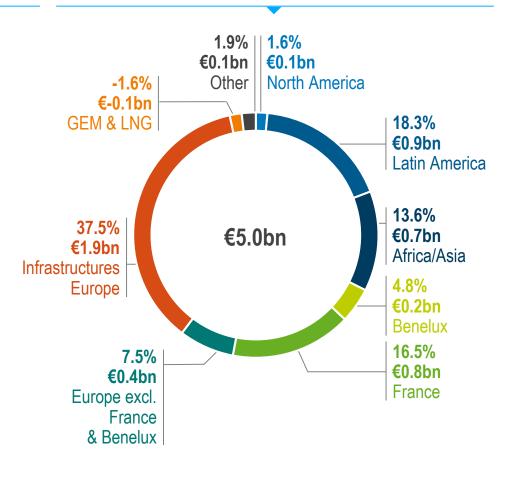


#### **BREAKDOWN OF H1 2017 EBITDA**

#### **GEOGRAPHIC BREAKDOWN**(1)

#### **BREAKDOWN BY REPORTABLE SEGMENT**





(1) By origin



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

In €m	H1 2016 <sup>(1)</sup>	H1 2017	Δ 17/16
NORTH AMERICA	29	42	+45.1%
LATIN AMERICA	4	-24	NA
AFRICA/ASIA	124	101	-18.7%
BENELUX	1	2	NA
FRANCE	-5	-3	NA
EUROPE excl. France & Benelux	65	36	-45.0%
INFRASTRUCTURES EUROPE	4	7	+59.3%
GEM & LNG	0	2	NA
E&P	-	-	-
OTHER	31	7	-78.4%
TOTAL	253	169	-33.2%



<sup>(1)</sup> H1 2016 restated for IFRS 5 (E&P accounted as discontinued operations)

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

In €m	H1 2016 <sup>(1)</sup>	H1 2017
NORTH AMERICA	0	7
LATIN AMERICA	4	64
AFRICA/ASIA	-8	12
BENELUX	-12	-49
FRANCE	-8	63
EUROPE excl. France & Benelux	-33	1
INFRASTRUCTURES EUROPE	-20	50
GEM & LNG	60	90
E&P	-	-
OTHER	-7	24
TOTAL PROVISIONS	-24	262



<sup>(1)</sup> H1 2016 restated for IFRS 5 (E&P accounted as discontinued operations)

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

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

In €m	H1 2016 <sup>(1)</sup>	H1 2017	Δ 17/16	$\Delta$ Organic
NORTH AMERICA	184	59	-68.0%	+92.4%
LATIN AMERICA	534	701	+31.2%	+17.8%
AFRICA/ASIA	484	563	+16.4%	+25.4%
BENELUX	302	-25	NA	NA
FRANCE	641	535	-16.6%	+21.0%
EUROPE excl. France & Benelux	257	278	+8.1%	+21.3%
INFRASTRUCTURES EUROPE	1,187	1,174	-1.1%	-1.1%
GEM & LNG	-85	-110	-29.1%	-21.5%
E&P	-	-	-	-
OTHER	-330	-138	+58.0%	+65.7%
TOTAL	3,174	3,036	-4.4%	+2.5%



<sup>(1)</sup> H1 2016 restated for IFRS 5 (E&P accounted as discontinued operations)

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

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

In €m	North America	Latin America	Africa/Asia	Benelux	France	Europe exc. France & Benelux	Infrastructures Europe	GEM & LNG	E&P	Other	H1 2017
EBITDA	79	919	685	242	828	378	1,884	-82	-	96	5,028
Depreciation	-22	-217	-123	-266	-290	-97	-710	-26	-	-202	-1,953
Share based payments	-	-1	-1	-1	-2	-1	-	-1	-	-9	-18
Non recurring contribution of shares in net income of entities accounted for using the equity method	3	-	3	-	-1	-3	-	-	-	-23	-21
COI after share in net income of entities accounted for using the equity method	59	701	563	-25	535	278	1,174	-110		-138	3,036



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

In €m	H1 2016 <sup>(1)</sup>	H1 2017
COI after share in net income of entities accounted for using the equity method	3,174	3,036
MtM	528	-790
Impairment	-394	3
Restructuring costs	-132	-476
Asset disposals & others	58	926
INCOME FROM OPERATING ACTIVITIES	3,234	2,698
Financial result	-675	-626
Income tax	-898	-366
Non-controlling interests	-379	-418
Income from discontinued operations, Group share	-44	-7
NET INCOME GROUP SHARE	1,237	1,281





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

In €m	H1 2016 <sup>(1)</sup>	H1 2017
NORTH AMERICA	8	8
LATIN AMERICA	192	165
AFRICA/ASIA	66	76
BENELUX	-16	1
FRANCE	41	15
EUROPE excl. France & Benelux	41	40
INFRASTRUCTURES EUROPE	53	52
GEM & LNG	1	-
E&P	-	-
OTHER	-5	60
Non-controlling interests	379	418



<sup>(1)</sup> H1 2016 restated for IFRS 5 (E&P accounted as discontinued operations)

#### RECONCILIATION BETWEEN EBITDA AND OPERATING CASH FLOW

In €m	H1 2016 <sup>(1)</sup>	H1 2017
EBITDA	5,033	5,028
Restructuring costs cashed out	-150	-211
Provisions	15	-336
Share in net income of entities accounted for using the equity method	-223	-190
Dividends and others	252	135
Cash generated from operations before income tax and working capital requirements	4,928	4,425





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

In €m	H1 2016 <sup>(1)</sup>	H1 2017
Net income/(loss) relating to continued operations, Group share	1,281	1,288
Net income/(loss) relating to discontinued operations, Group share	-44	-7
NET INCOME GROUP SHARE	1,237	1,281
MtM commodities	-528	790
Impairment	394	-3
Restructuring costs	132	476
Asset disposals & others	-58	-926
Financial result (non-recurring items)	88	156
Share in net income of entities accounted for using the equity method (non-recurring items)	-31	21
Income tax on non-recurring items	119	-368
Non-controlling interests on above items	22	2
Non-recurring items relating to discontinued operations, Group share	101	110
NET RECURRING INCOME GROUP SHARE	1,478	1,540



<sup>(1)</sup> H1 2016 restated for IFRS 5 (E&P accounted as discontinued operations)

## **TAX POSITION**

In €m	H1 2016 <sup>(1)</sup>	H1 2017
Consolidated income before tax and share in entities accounted for using the equity method	2,305	1,903
Consolidated income tax	898	366
Effective tax rate	39.0%	19.2%
Recurrent effective tax rate	33.4%	30.6%



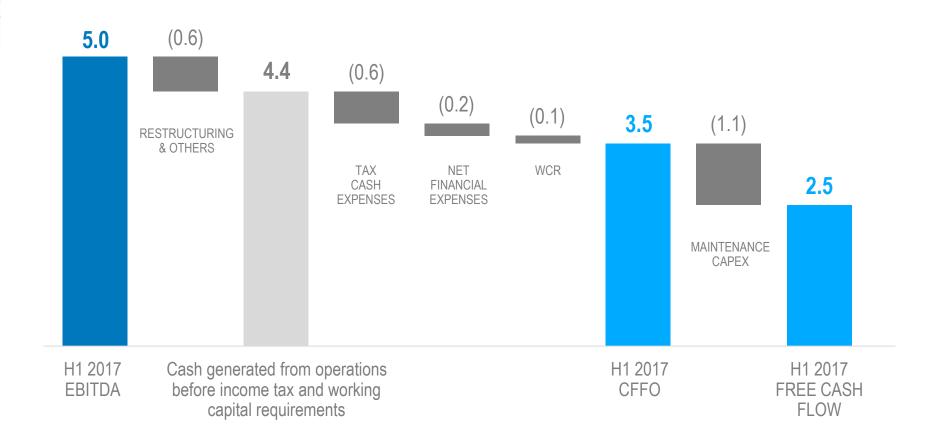
<sup>(1)</sup> H1 2016 restated for IFRS 5 (E&P accounted as discontinued operations)

# **CASH FLOW DETAILS**



#### FROM EBITDA TO FREE CASH FLOW

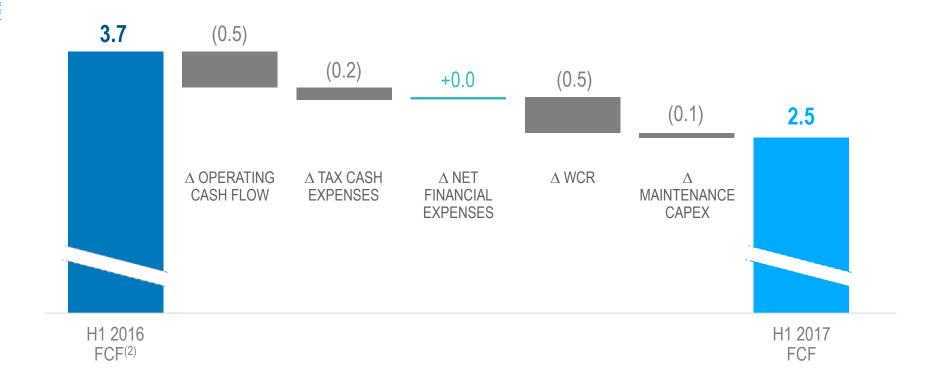
In €bn





#### FREE CASH FLOW<sup>(1)</sup> GENERATION FROM H1 2016 TO H1 2017

In €bn



(1) Free Cash Flow = CFFO after Maintenance Capex

(2) H1 2016 restated for IFRS 5 (E&P accounted as discontinued operations)



## **BREAKDOWN OF INVESTMENTS**

In €m	Maintenance	Development	Financial	H1 2017
NORTH AMERICA	39	40	-1	78
LATIN AMERICA	53	478	41	573
AFRICA/ASIA	74	21	91	186
BENELUX	265	4	64	333
FRANCE	97	190	106	393
EUROPE excl. France & Benelux	29	32	384	445
INFRASTRUCTURES EUROPE	437	273	-1	710
GEM & LNG	8	13	291	312
OTHER	66	166	610	842
TOTAL	1,069	1,217	1,586	3,872



#### **DETAIL OF H1 2017 TOTAL GROSS CAPEX**

€3.9bn Capital increase (SUEZ) ~€0.1bn ~€0.5bn Icomera (France) Synatom (SICAV Benelux) ~€0.1bn & minority buy-out (La Compagnie du Vent) Cameron LNG Keepmoat Regeneration (UK) ~€0.4bn ~€0.1bn **Financial** 1.6 Nordstream 2 ~€0.2bn ~€0.1bn EV Box Other investments ≤€0.05bn each Tabreed ~€0.1bn ENGIE Brasil Energia (Brazil) €0.3bn Solairedirect €0.15bn **Development** ENGIE Energia Chile (Chile) €0.2bn • GRDF (France) €0.1bn Other investments GRTgaz (France) €0.2bn ≤€0.05bn each 1.1 **Maintenance** 



# **CREDIT**



### "INVESTMENT GRADE" CATEGORY RATING

**CREDIT RATINGS** as of June 30, 2017<sup>(1)</sup>

	S&P	
<b>A</b> +		
A		
<b>A</b> -	EDF (stable) ENGIE (negative)	21.09.16 28.04.16
BBB+	IBERDROLA (stable) Vattenfall (stable)	22.04.16 07.06.17
BBB	ENEL (positive) E.ON (stable) Gas Natural (stable)	05.05.17 15.03.17 29.03.16
BBB-	Innogy (positive) Uniper (positive) RWE (stable)	14.11.16 18.04.17 29.06.17

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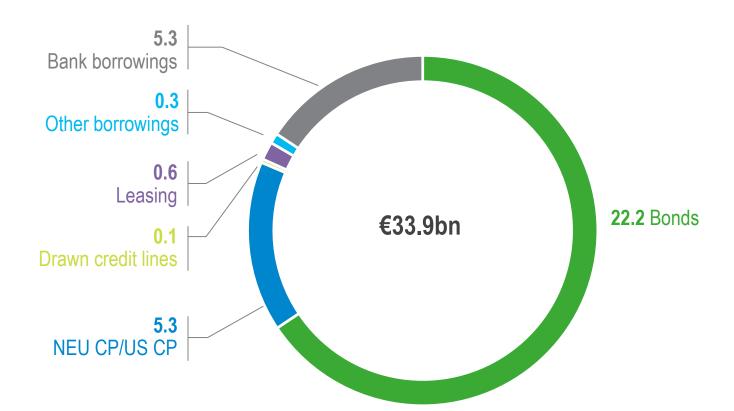
**A1** 

<b>A2</b>	ENGIE (stable)	27.04.17
A3	EDF (stable) Vattenfall (stable)	28.09.16 18.07.17 <sup>(1)</sup>
Baa1	IBERDROLA (positive)	25.04.16
Baa2	E.ON (stable) ENEL (stable) Gas Natural (stable) Innogy (stable)	15.03.17 12.12.16 13.02.16 30.06.17
Baa3	RWE (stable)	30.06.17

(1) Except for Vattenfall (18 July 2017)



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



#### **AVERAGE COST OF GROSS DEBT: 2.65%**

vs **2.78**% as of 12/31/2016



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

TOTAL GROSS DEBT(2) €33.9bn

Bonds
Bank borrowings
Other

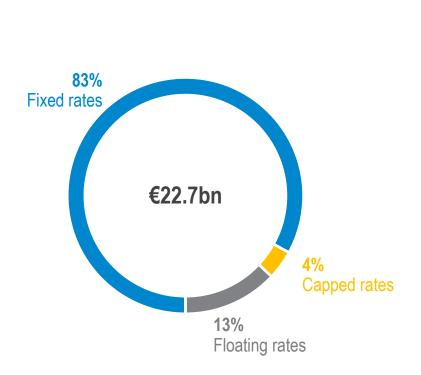


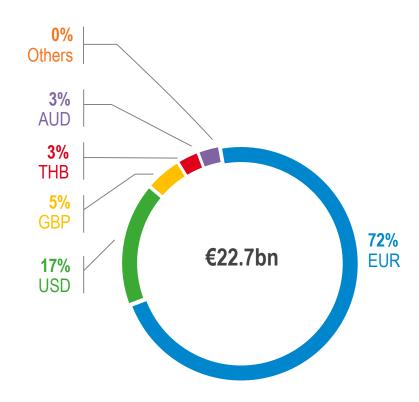
#### **AVERAGE NET DEBT MATURITY: 9.8 YEARS**

- (1) Excluding/net of €5.3bn of NEU CP/US CP
- 2) Without IAS 39 (+€1.5bn) and bank overdraft (+€0.8bn)
- (3) Cash & cash equivalents (€10.9bn), plus financial assets qualifying or designated at faire value through income (€1.3bn), net of bank overdraft (€0.8bn)



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







#### **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 forwardlooking 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 forwardlooking 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 24 March 2017 (under no: D.17-0220). 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 DEPOSITARY RECEIPT

Symbol	ENGIY
CUSIP	29286D105
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>



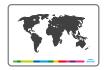
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#### FOR MORE INFORMATION ABOUT ENGIE

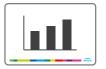




# FOR MORE INFORMATION ABOUT H1 2017 RESULTS, YOU WILL FIND ON http://www.engie.com/en/investors/results/results-2017/



Presentation



**Appendices** 



Press Release



Recorded conference audiocast



Financial report



Analyst pack

