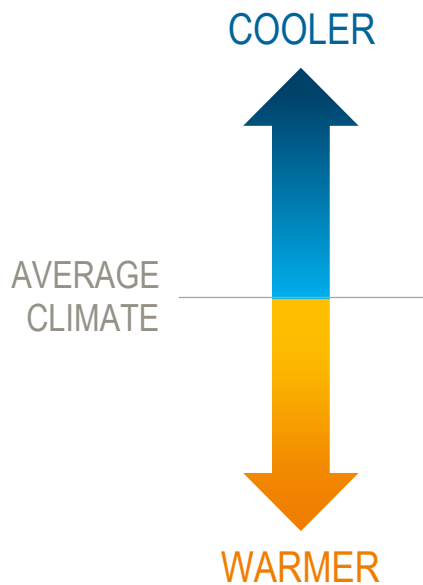


# 9M 2018 CLIMATE ADJUSTMENT IN FRANCE

## IMPACT ON GAS SALES AND DISTRIBUTION

### SENSITIVITY

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



### 9M 2018 & 9M 2017

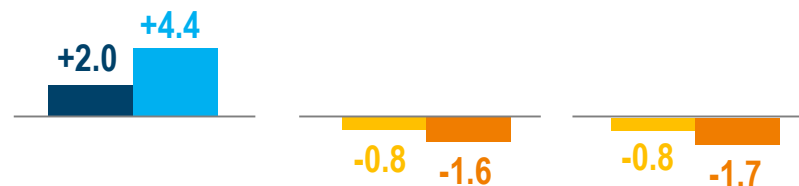
2018

Sales (B2C/B2B): +0.4 TWh – Distribution (infras): +1.1 TWh

Q1

Q2

Q3



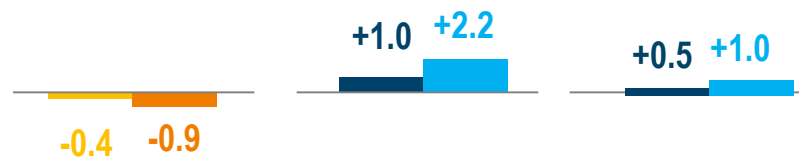
2017

Sales (B2C/B2B): +1.1 TWh – Distribution (infras): +2.2 TWh

Q1

Q2

Q3



■ Sales - B2C/B2B   ■ Distribution - Infrastructures