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2017 COMBINED SHAREHOLDERS' MEETING

# **OPENING** Shareholder's Meeting

Gérard Mestrallet Chairman



# Main documents made available to the shareholders

- Reference document including the Board of Directors' management report
- Financial statutory statements and consolidated financial statements for 2016
- Text of draft resolutions and Board of Directors' report on the resolutions
- Report of the Chairman of the Board of Directors pursuant to article L.225-37 of the French Commercial Code
- Statutory Auditors' reports



# Agenda

Introduction and strategy by Mr Gérard Mestrallet, Chairman



**2016 performance and strategy** Intervention of Mr Jean-Louis Chaussade, Chief Executive Officer

**Financial results** Intervention of Mr Christophe Cros, Senior Executive VP Finance



Presentation of the reports of the Board of Directors and the reports of the Committees by Mr Gérard Mestrallet, Chairman, and by the Presidents of the Committees

#### **Presentation of the resolutions** Intervention of Mr Jean-Yves Larrouturou,

Senior Executive VP and General Secretary



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Presentation of the statutory auditors' reports

#### Dialogue with the shareholders



2017 COMBINED SHAREHOLDERS' MEETING

# **INTRODUCTION** & STRATEGY

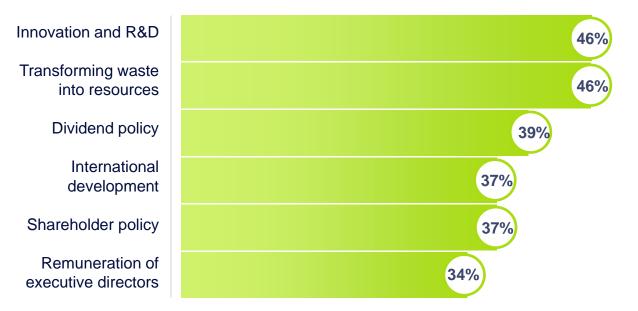
Gérard Mestrallet Chairman

en a la punt



# The individual shareholders expectations are key concerns

### YOUR EXPECTATIONS



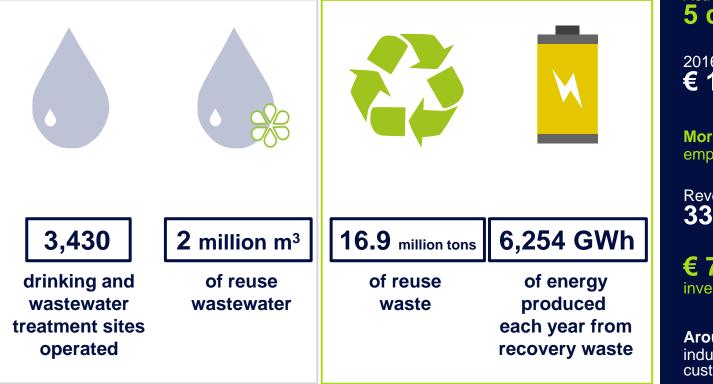
A broad consultation to prepare 2017 Shareholders' Meeting 550 responses out of 7,000 shareholders queried

The strenghtening of the digital communication plan in compliance to your expectations

Consultation of representative panels of individual shareholders and broad Internet surveys

## A recognized and rewarded quality of dialogue

# SUEZ, a leader in sustainable management of resources 2016 key figures



Active on the **5 continents** 

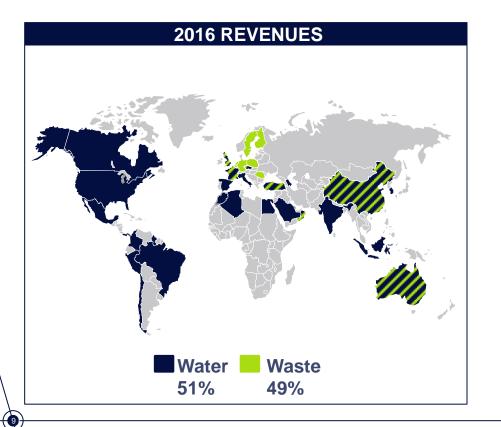
2016 revenues: € 15.3 bn

More than 83,000 employees

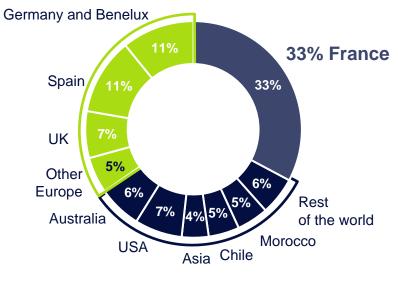
Revenues except Europe: **33%** 

€ 74 m invested in R&D

Around 400,000 industrial and business customers



#### **34% Europe without France**



33% Rest of the world

### A strategy in favor of the resource revolution



# The challenges of a changing world

The world population and urban growth

The impacts of the climate change

#### The new societal aspirations

The confirmed market growth in the sustainable management of resources

The circular economy

The adaptation to the climate change

The digital technologies applied to the industrial world and the local communities

# A structuring acquisition for SUEZ

## A strategic acquisition

- An additional potential of growth in a buoyant market
- The complementarity of its activities with regard to those of SUEZ (geography, businesses, capital intensity)

A fully secured financing with the participation of a strong canadian financial partner, "la Caisse de Dépôt et Placement du Québec (CDPQ)"

A new stage in the acceleration of the implementation of the SUEZ strategy

The unanimous support from the Board of Directors of SUEZ and its 3 major shareholders which have informed wanting to subscribe to the capital increase



#### An exemplary decision-making and follow-up process

- Upstream, a target already identified by the Strategic Committee having allowed a strong reactivity during the implementation of the sale process of GE Water
- During the sale process, a strong implication of all the governing bodies of the Group:
  - a very strong implication of the Executive Management as well as the Chairman of the Board of SUEZ in the management of the acquisition process;
  - a detailed review of this acquisition project during the annual strategic seminar of the directors
  - meetings of the Strategic Committee and the Audit Committee (including a joint meeting), for some of them with all the directors, to follow the state of progress of the file and prepare the deliberations of the Board for all the stages of the process.
- A very attentive follow-up of the stages of the closing and the integration of GE Water as well as the achievement of cost and revenue synergies

# 2017 COMBINED SHAREHOLDERS' MEETING

# 2016 PERFORMANCE & STRATEGY

Jean-Louis Chaussade Chief Executive Officer

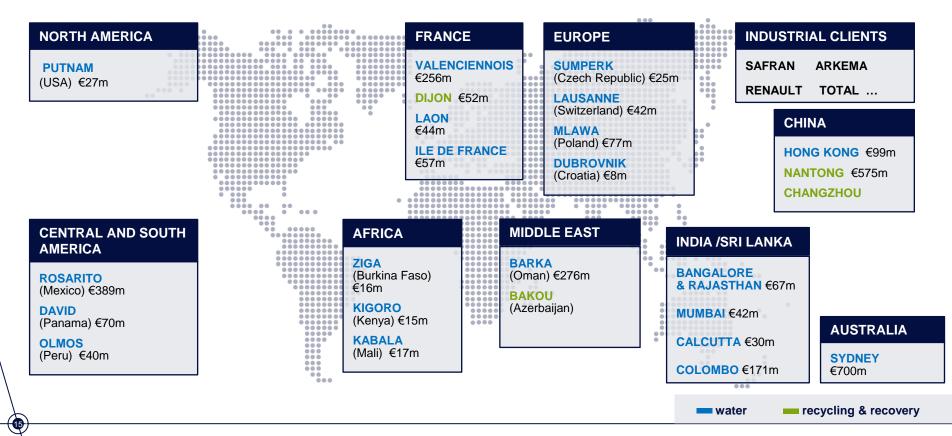


2016: targets achieved in a tough environment



Towards a more efficient fully integrated services company

# **2016 – A successful commercial activity**



# 2017 – GE Water: An unparalleled industrial water platform

- The strategic acquisition of GE Water<sup>(1)</sup> for an entreprise value of €3,2bn<sup>(2)</sup> to create the major player in industrial water services
- Market leadership in Europe and USA, and well-positioned on the main high-growth markets in Asia and Latin America
- Strong R&D and innovation capabilities and a leading digital platform to provide high value-added solutions
- A strategic partnership with La Caisse de Dépôt et Placement du Québec (« CDPQ »)



« GE Water » stands for GE Water & Process Technologies
USD 3.4bn assuming USD/EURO of 1.06

## A major step forward in accelerating SUEZ's strategy



Industrial clients



International development



**Digital services** 

- Global leader in water solutions to industrial clients
- Expand suite of products and services
- Access to large blue-chip customer base
- Market leadership in USA and Europe
- Strong complementarity in key growth geographies (e.g. Asia and Latin America)
  - Full lifecycle management capabilities
- InSight asset performance management system
- Digital Service Centres and enhanced R&D

## Enhance SUEZ's long term profitable growth profile

At the forefront of our evolving markets Learnings from commercial milestones of 2016



#### CHANGZHOU ENERGY FROM HAZARDOUS WASTE PLANT

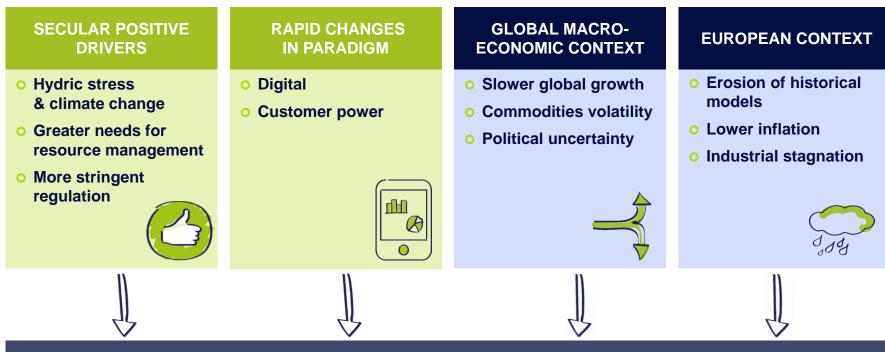
# INNOVATIVE PARTNERSHIP WITH TOTAL IN USED COOKING OIL



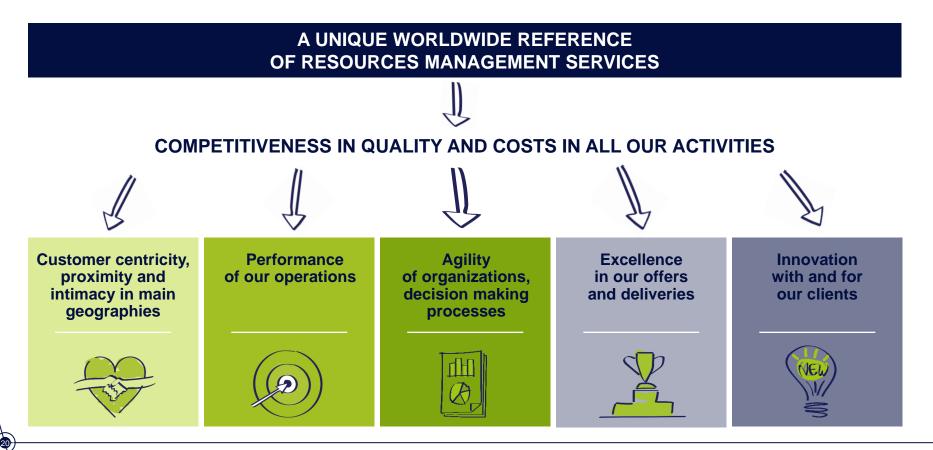
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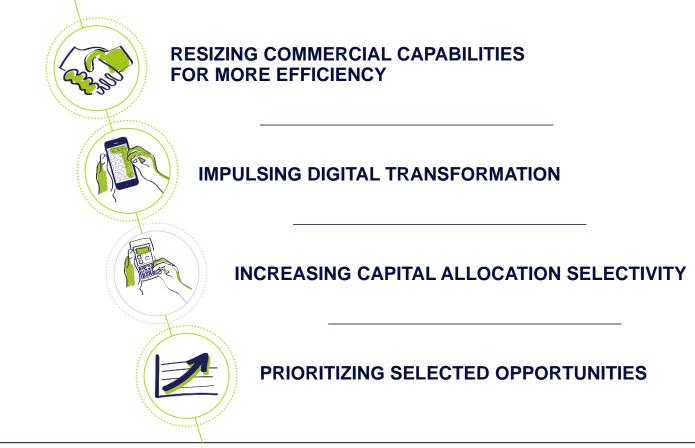
### Taking advantage of major market trends



Providing added-value services to help customers handle their environmental constraints



## Building leadership of tomorrow's markets



#### A recognized leadership: presence in the major ESG indexes



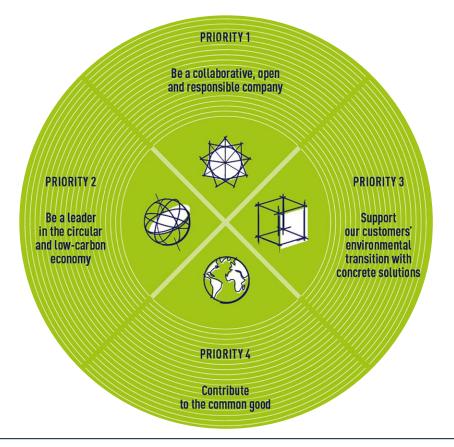
#### 2016 results in line with our 2012-2016 roadmap

A contributor of sustainable solutions to preserve the climate

A new Sustainable Development roadmap at the heart of SUEZ strategy

17 commitments for 2021, distributed according to 4 priorities

# The 2017-2021 Roadmap serves SUEZ responsible performance



# A performant and innovating group to the benefit of all its stakeholders

# Sharing value in 2016



Total dividends of €60m including dividends paid to minorities
From which income taxes €243m and other taxes €760m

 2017, a transformation year toward a more efficient fully integrated services company

 The GE Water acquisition consolidates the strategic priorities of SUEZ

• A responsible performance greeted by the stakeholders



2017 COMBINED SHAREHOLDERS' MEETING

# FINANCIAL

RESULTS

Christophe Cros Senior Executive VP Finance

Street,



### 2016 performance

# Key targets achieved despite a tough environment

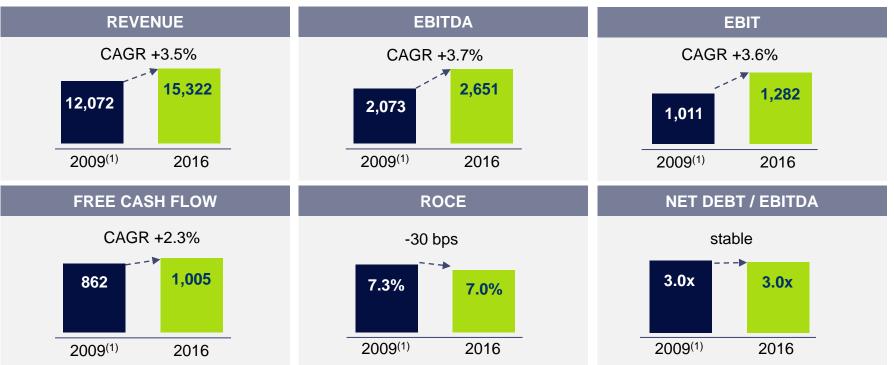
In €m	2016	Total variation	Organic growth	Targets
Revenue	15,322	+1.2%	+1.1%	T
EBIT <sup>(1)</sup>	1,282	-7.2%	+0.5%(2)	Z
Net result group share	420	+3.1%		T
Free cash flow	1,005			Z
Net debt / EBITDA	3.0x			Z

# €0.65 per share proposed at the 2017 Shareholders' Meeting

Including impact from Derun: €131 capital gain in 2015 and €36m provision reversal in 2016
Organic growth =+2.1%, excluding impact of exceptional water volumes in 2015 (€20m)



#### FIGURES PUBLISHED IN €M

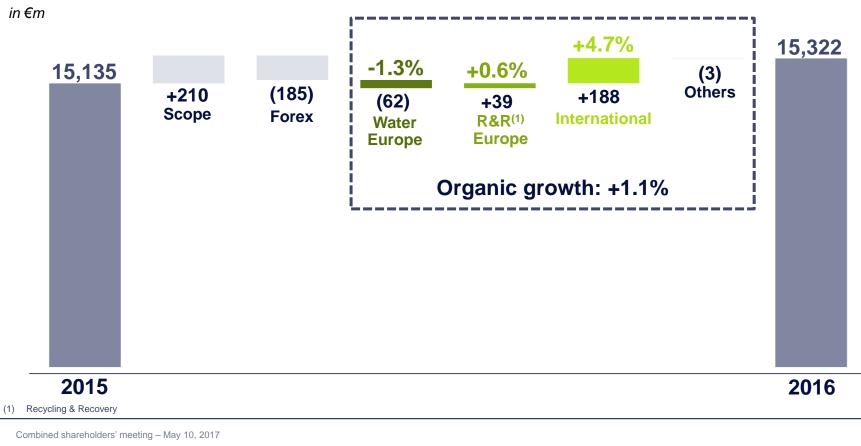


(1) Non audited 2009 figures, adjusted for the changes in IFRS 10 & 11 and EBITDA definition



### 2016 revenue

# **Growth driven by International**



2016 EBIT

# European headwinds offset by international performance

In €M	2016	$\Delta$ 16/15 organic	EBIT MARGIN STABLE AROUND 8%		
Water Europe	611	-3.5%			
Recycling and Recovery Europe	310	+2.0%	8.3% 8.2% <sup>(2)</sup> 8.0% 8.2% <sup>(2)</sup>		
International	<b>496</b> <sup>(1)</sup>	+5.5%	8.2%(2)		
Other	(136)	+6.8%			
Total	<b>1,282</b> <sup>(1)</sup>	+0.5%	H1 2015 H2 2015 H1 2016 H2 2016		

Including impact from Derun: +€131m capital gain in 2015 and +€36m provision reversal in 2016
Adjusted for €131m capital gain in 2015 and +€36m provision reversal in 2016

In €m	2015	2016	∆ 16/15	$\Delta$ 16/15 excl. Derun
EBITDA	2,751 <sup>(1)</sup>	<b>2,651</b> <sup>(1)</sup>	-3.6%	-0.2%
Amortization	(1,108)	(1,111)		
Provisions	16	22		
Other (concession expenses, ESOP <sup>(2)</sup> )	(279)	(280)		
EBIT	1,381	1,282	-7.2%	-0.3%
Restructuring costs	(71)	(76)		
Provisions on assets & others <sup>(3)</sup>	(102)	84		
INCOME FROM OPERATING ACTIVITIES	1,208	1,290	+6.8%	+16.4%

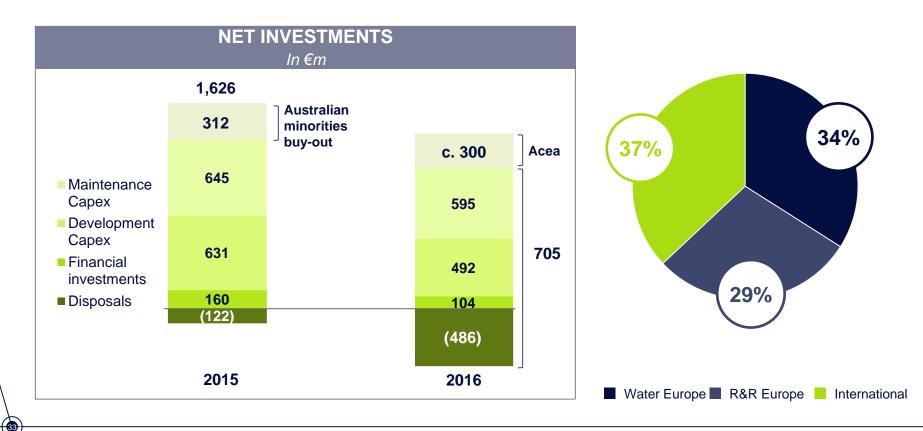
(1) Including impact from Derun: €131m capital gain in 2015 and €36m provision reversal in 2016

(2) Performance shares & stock options

-31

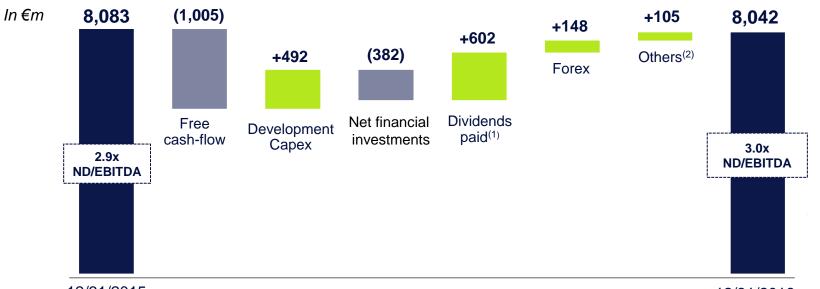
(3) Includes -€160m of provision on assets, +€274m of capital gains and -€28m of rebranding costs in 2016 (vs. respectively -€87m, +€11m and -€28m in 2015)

In €m	2015	2016	∆ 16/15	
INCOME FROM OPERATING ACTIVITIES	1,208	1,290	+ 6.8%	Cost of net debt <sup>(1):</sup> 3.67% vs.
Cost of net debt	(363)	(360)		4.19% in 2015
Other financial result	(58)	(63)		
Income tax	(173)	(244)		Effective tax
NET RESULT	614	623	+ 1.6%	<b>rate:</b> 35.4% vs.
Minority interests	(206)	(203)		33.3% in 2015
NET RESULT GROUP SHARE	408	420	+ 3.1%	
(1) Excluding securitization cost and inflation-link debt cost in Chile			•	



#### Net debt

# **SUEZ maintains strict financial discipline**



12/31/2015

12/31/2016

# A financial strength with the A3 rating given by Moody's

(1) Out of which €353m paid to shareholders, €204m to minority interests, €11m of tax and €28m of hybrid coupon
(2) Out of which €92m linked to scope effect

- Slight organic increase in revenue and EBIT<sup>(1)</sup>
- Free cash flow circa €1bn
- Preservation of a strong balance sheet with a net debt/EBITDA ratio circa 3x

• Dividend related to 2017 results  $\geq$  €0.65 per share<sup>(2)</sup>

Continue attractive dividend policy

Improve operating

income at constant

scope<sup>(1)</sup>

Based on stable industrial production growth in Europe in 2017 and with budget assumption of stable commodity prices
Subject to 2018 Annual General Meeting approval

GE Water acquisition: a value enhancing transaction



Significant cost and revenue synergies



Compelling valuation supported by solid cash conversion and synergies

3

Strong value creation for SUEZ shareholders



Secured financing fully aligned with the Group's financial discipline

# Secured financing and solid SUEZ proforma balance sheet

#### **Envisaged transaction structure**



en
reserve SUEZ strong
c. €0.7bn
c. €0.75bn
€0,6bn
€1.2bn
onfirmed intention e in the capital increase
subject to customary

# GOVERNANCE

Gérard Mestrallet Chairman



#### The Board of Directors

- 9 meetings of the Board of Directors and 23 meetings of Committees
- A strategic seminar
- An attendance rate at the Board of Directors of 85%

- o 50 % of independent directors
- o 41% of women
- 37% of foreign directors (7 nationalities represented)
- 2 employee directors and an employee shareholder director

 Ratification of the cooptation of Monsieur Francesco Caltagirone, in replacement of Mr Gilles Benoist, pursuant to the agreement with Caltagirone Group, under which the company acquired 10.85 of Acea A very active governance in 2016

A balanced and diversified composition

Proposal made to the General Meeting

#### Main topics discussed:

- The acquisition of an additional stake of 10.85% in Acea
- The reaching of an industrial cooperation framework agreement with Caltagirone
- The changes in portfolio of assets
- The Group medium term plan (joint meeting with the Audit and Financial Statements Committee)
- The Group's activities and development opportunities in North America

# Main topics of the strategic seminar of Directors prepared by the Strategic Committee:

- Developments related to the implementation of the strategy of the Group
- The innovation policy of the Group
- Main development areas (in particular in agriculture and industry)
- Contemplated investment and disinvestment projects
- The transformation of the Group

Chairman: Gérard MESTRALLET

8 members in 2016 including 50% of independent directors

6 meetings in 2016

Attendance rate: 70 %

# The Audit and Financial Statements Committee

#### Main topics discussed:

- Reviewing of the results and the Group financing and debt position
- Review of the Group's risks
- Asset rotation operations monitoring
- Analysis of SUEZ brand's acquisition transaction
- Analysis of the acquisition of the complementary stake in Acea
- Analysis of the Group medium term plan (joint meeting with the Strategic Committee)
- Monitoring of internal audit and internal control plans

Chairman: Guillaume PEPY

5 members in 2016 including 80% of independent directors

6 meetings in 2016

Attendance rate: 90 %

#### The Appointments and Governance Committee

#### Main topics discussed:

- The assessment by an external consultant of the Board and Committees functioning
- The directors' independence
- The Board of Directors and Committees composition
- The succession plans
- The review of the code of conduct with regard to insider information management and securities transactions of officers

Chairman: Anne LAUVERGEON

4 members in 2016 including 75% of independent directors

5 meetings in 2016

Attendance rate: 90 %

## The Compensation Committee

#### Main topics discussed:

- The Chief Executive Officers' compensation (including the variable part)
- Compensation of the members of the Executive Committee
- The director's attendance fees' amount and allocation
- The long-term variable compensation plan in cash
- The presentation of the compensation policy of the corporate officers to the General Meeting, following the legislative changes

Chairman: Lorenz d'ESTE

5 members in 2016 including 60% of independent directors

4 meetings in 2016

Attendance rate: 85 %

#### The Ethics and Sustainable Development Committee

#### Main topics discussed:

- The health and safety policy
- The review of the ethic policy and the group's compliance officer report
- The environmental and industrial risk management policy
- The drinking water quality and waste water compliance
- The balance sheet of sustainable development indicators for 2015
- The preparation of the Group's first integrated report
- The review of the actions pursued under "COP 22" of Marrakech

Chairman: Delphine ERNOTTE CUNCI

4 members in 2016 including 50% of independent directors

3 meetings in 2016

Attendance rate: 100 %

# PRESENTATION OF THE RESOLUTIONS

Jean-Yves Larrouturou Senior Executive Vice-President & General Secretary



Approval of the Company's annual and consolidated financial statements for the 2016 fiscal year

#### Allocation of the net income and determination of the dividend

- Proposition of a dividend distribution of €0.65 per share, paid in cash
- Ex-dividend date: May 15<sup>th</sup>; payment date: May 17<sup>th</sup>

#### Ratification of the cooptation of Mr Francesco Caltagirone as a director

- Until the General Meeting convened to approve the financial statements for 2017 fiscal year
- Pursuant to the agreement with Caltagirone group regarding the acquisition of 10.85% of the company Acea
- 48 years Italian
- Independent director
- Positions: Chief Executive Officer of Cementir Holding S.p.A, Director of Caltagirone S.p.A, of Caltagirone Editore S.p.A and of ACEA Spa (until may 2017)

#### **Resolutions 1 and 2**

#### **Resolution 3**



#### **Conventions réglementées**

 Aucune nouvelle convention réglementée n'a été conclue depuis l'Assemblée Générale de 2016

#### Vote sur la politique de rémunération du Président du Conseil d'Administration

• Aucun élément de rémunération à l'exception des jetons de présence

# Avis sur les éléments de la rémunération due ou attribuée au titre de l'exercice 2016 à Monsieur Gérard Mestrallet

 Aucune rémunération versée à l'exception des jetons de présence pour un montant de 74 176 euros.

#### **Resolution 5**

#### **Resolution 6**

### Ordinary Part (3/4)

## **Presentation of the resolutions**

#### Vote on the compensation policy of the Chief Executive Officer

- **Fixed annual compensation** (stable at € 750,000 since 2009)
- Variable annual compensation:
  - comprised between 0% and 145% of the fixed annual compensation,
  - based on the achievement of quantitative (for 75%) et qualitative (for 25%) criteria set by the Board of Directors

#### • A long-term variable compensation (paid in cash or in performance shares):

- capped at 100% of the fixed compensation
- fully subject to the achievement of two cumulative performance, an internal one, established on the basis of a financial indicator audited and disclosed by the Company, an external one, enabling to assess the Company's performance compared to similar companies, assessed on a period of three fiscal years
- Subject to a commitment by the Chief Executive Officer to a retention obligation of a part of his acquired performance shares (25%) or to a reinvestment obligation of a part of the variable compensation paid in cash (15%) until the shares held represents 150% of his fixed compensation
- Contribution in kind: mandatory Group defined-contribution plan for health care and company car
- **Other undertakings:** severance pay in case of termination of his office, non competition clause, Company supplementary retirement plans

### Ordinary Part (4/4)

## **Presentation of the resolutions**

# Consultation on the elements of compensation due or granted for fiscal year 2016 to Mr Jean-Louis Chaussade

- Fixed compensation: € 750,000 (including pensions received under mandatory pension plan),
- Annual variable compensation: € 637,455, i.e. 85% of the fixed compensation (€ 940,292 for 2015):
  - Quantitative criteria: EBIT (5%), Net Income for the Group (20%), Free Cash Flow (20%), ROCE (10%) and Total Shareholder Return (20%)
  - Qualitative criteria: « Compass » program, health and safety results, implementation of the Group's transformation plan
- Long-term variable compensation in cash
  - Maximum amount that can be paid in 2019: € 750,000 (up to 100% of the fixed compensation)
  - 2 cumulative performance conditions (Group's aggregate EBIT and « Total Shareholder Return » of the Company compared to the average TSR of the companies comprising the DJ Eurostoxx Utilities index), over a period from 2016 to 2018, combined with a third condition related to the parity rate in the management team on December, 31 2018 (allowing to increase or reduce the amount paid in application of the first two conditions)
  - Reinvestment obligation of 15% of the net amount which could be received in 2019 in Company's shares
- Benefits in kind (in particular, company car): € 10,373

#### Authorization to be granted to the Board of Directors to trade in the Company's shares

#### **Resolution 9**

**Presentation of the resolutions** 

Renewal of an authorization to reduce the Company's share capital by cancellation of treasury shares held by the Company, within the limit of 10% of the share capital

Renewal of financial delegations granted to the Board of Directors

Renewal of the authorizations granted to the Board of Directors related to employee shareholding plans

Powers to carry out formalities

**Resolution 11** 

Resolutions 12 to 17 and 21

**Resolutions 18 to 20** 

**Resolution 22** 

Combined shareholders' meeting - May 10, 2017

# Presentation of the resolutions

Capital increase with retention of PSR	Global Cap for capital increases v € 226m for common shares, i.e. 5 € 3 bilions for debt securities	Capital increase for employees	
(12 <sup>th</sup> resolution) € 451 m for common shares, i.e. 20% of the capital	Public offer (13th resolution): € 226m for common shares, i.e 10 % of the capital, € 3 bilion for debt securities granting access to the capital	Private placement (14 <sup>th</sup> resolution): € 226m for common shares, i.e 10 % of the capital, € 3 bilion for debt securities granting access to the capital	Members of a savings plan (18 <sup>th</sup> resolution): € 40m, i.e. 1.77% of the capital 
€ 3 billion for debt securities granting access to the capital	Green Shoe Option (15 <sup>th</sup> resolution)		plans (19 <sup>th</sup> resolution): € 12m, i.e. 0.53% of the capital
Green Shoe Option (21 <sup>th</sup> resolution)	Compensation for contribution in kind (16 <sup>th</sup> resolution): € 226m for common shares, i.e 10 % of the capital, € 3 billion for debt securities granting access to the capital	Compensation for securities contributed as part of a public exchange offer (17 <sup>th</sup> resolution): € 226m for common shares, i.e 10 % of the capital, € 3 billion for debt securities granting access to the capital	Allocation of bonus shares (20 <sup>th</sup> resolution) 0.05% of the capital (i.e. 280,000 shares)

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# **Presentation of the resolutions**

Delegation of authority to be granted to the Board of Directors to increase the Company's share capital, with waiver of the shareholders' preferential subscription rights, by a public issue of common shares of the Company and/or any securities granting access to the Company's equity securities or a right to the allocation of debt securities.

- Maximum nominal amount: € 226 millions, i.e. 10% of the capital (this cap is deducted from the global cap fixed in resolution 21)
- Maximum Discount: 5%
- Possibility to provide for a mandatory priority subscription period for the shareholders (minimum of 3 days)
- Duration: 26 months

# STATUTORY AUDITORS'

10.00

**Suez** 

#### Reports related to the resolutions of the Ordinary Shareholders' Meeting

- Statutory Auditors' Report on the SUEZ financial statements (Resolution nº1; Reference Document: pages 391 to 392)
- Statutory Auditors' Report on the consolidated financial statements of the SUEZ Group (Resolution nº2; Reference Document: pages 365 to 366)
- Statutory Auditors' Special Report on related party agreements and commitments (Resolution nº5; Reference Document: pages 432 to 434)

#### Reports related to the resolutions of the Extraordinary Shareholders' Meeting

• Statutory Auditors' Reports on capital transactions (Resolutions nº11 to 21; Reference Document: pages 435 to 440)

#### **Other reports**

- Statutory Auditors' Report on the report prepared by the Chairman of the Board of Directors of SUEZ (Reference Document: page 243)
- Statutory Auditors' Reports on a selection of social, environmental and societal information (Reference Document: pages 130 to 133)

# **DIALOGUE** WITH THE SHAREHOLDERS



# OF THE RESOLUTIONS

VOTE

Jean-Yves Larrouturou Senior Executive Vice-President & General Secretary

