2017 INVESTOR WORKSHOP

June 20th, 2017

2017 INVESTOR WORKSHOP

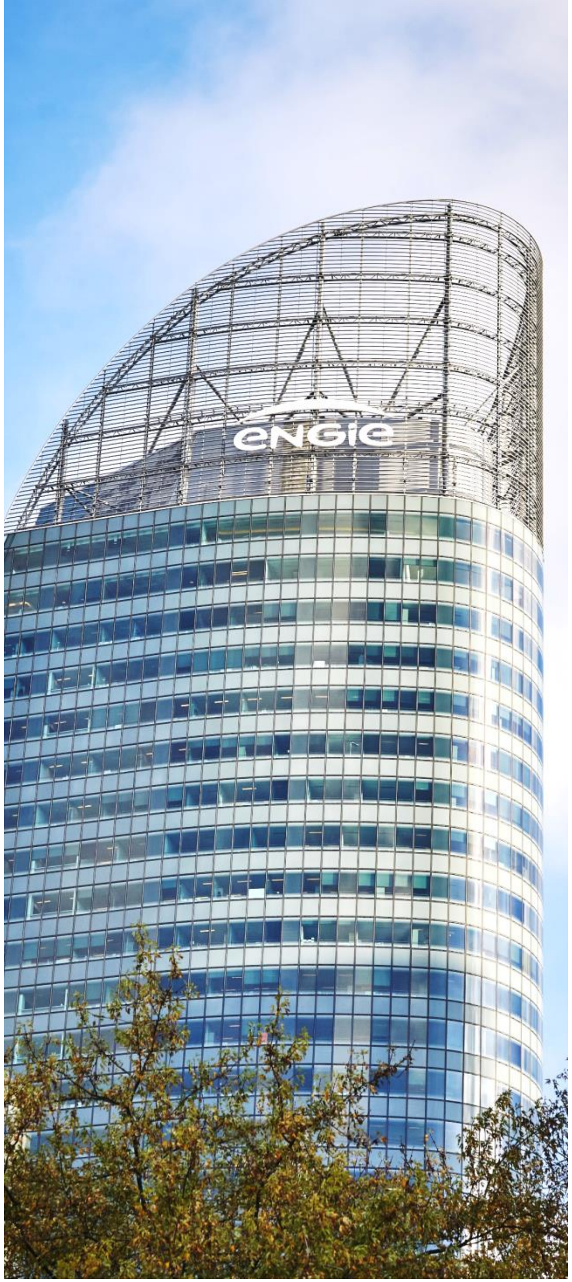
June 20th, 2017

Judith HARTMANN
Executive Vice President, Chief Financial Officer

engie

KEY MESSAGES

- Clear strategic priorities
- Transformation ahead of plan
- Guidance confirmed



TRANSFORMATION PLAN AHEAD OF SCHEDULE

Redesign and simplify the portfolio

DISPOSALS & INVESTMENTS

73% disposals executed

78% capex identified

Pave the way for the future

MEDIUM TERM GROWTH DRIVERS

Key Programs,
ENGIE FAB,
ENGIE Digital

€0.4bn investments in innovation/digital

Improve efficiency

IMPROVE COMPETITIVENESS

Lean 2018:
>80% actions identified

Adapt the group

AGILE ORGANIZATION

New organization up and running

Empowered and incentivized top managers

CUSTOMERS AT THE HEART OF ENERGY REVOLUTION

KEY DRIVERS

Climate change

New customer mindset

New technologies

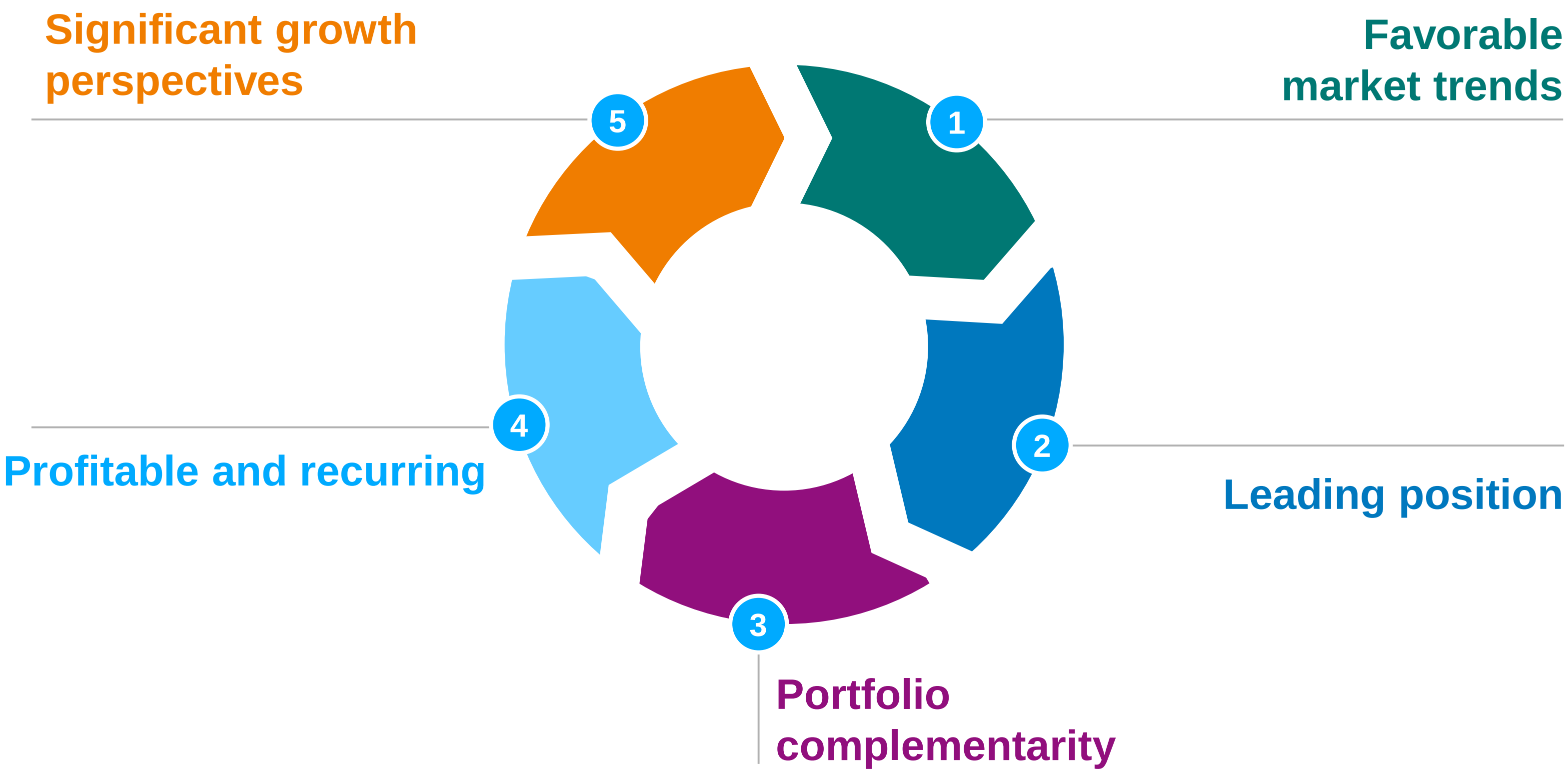
DECARBONIZATION

DECENTRALIZATION

DIGITALIZATION

Accelerating in Customer solutions

POSITIVE DYNAMICS



SUPPORTED BY MEGA TRENDS

ENVIRONMENTAL AWARENESS

ENERGY EFFICIENCY

Customer centric

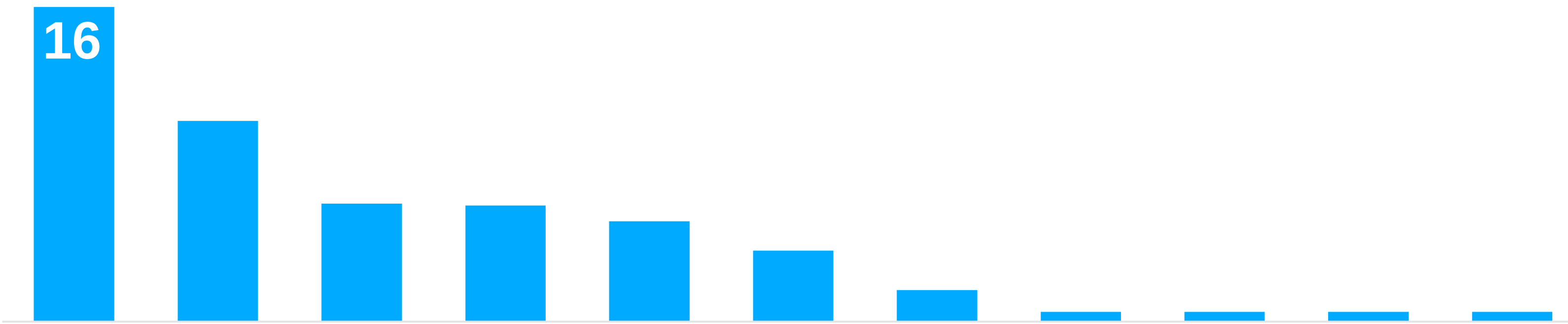
DRIVE FOR PRODUCTIVITY

DIGITALIZATION

UNIQUE PLATFORM AMONG PEERS

2016 figures

B2B/B2T services revenues (€Bn)



	ENGIE	VINCI	CAPITA	sodexo	SPIE	EDF	Fortum	innogy	enel	e.on	IBERDROLA
B2C customer contracts (M)	23	-	-	-	-	36	~1	23	62	22	34

GBPEUR = 0.8518 (average 01/01/2016-31/12/2016 as per Thomson)

GLOBAL LEADER

B2C

- **#1** in France
- **#1** in Belgium
- 23 million contracts in 12 countries

RETAIL CUSTOMERS & SMALL BUSINESSES

Energy contracts & cross-selling services

B2B

- **#1** position in Energy services in France, Belgium, Italy and the Netherlands
- Global leader in B2B services

BUILDINGS & INDUSTRY

Energy performance solutions

LARGE INFRASTRUCTURES

Optimization of energy mix

B2T

- **#1** in DHC networks (> 250 worldwide)
- 1M lighting points
- Global leader for energy solutions in cities

CITIES & TERRITORIES

Optimize management of territories

INTEGRAL PART OF PORTFOLIO

LOW CO_2
POWER GENERATION

- Power supply
- Decentralized energy
- Green power offers
- Engineering
- DHC networks

CUSTOMER SOLUTIONS

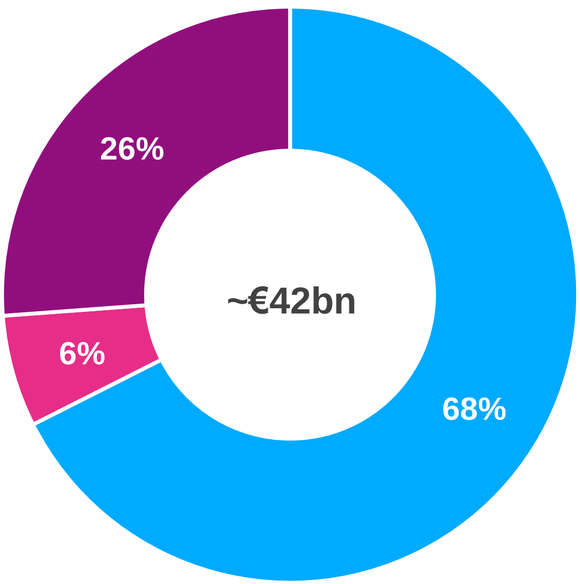
GLOBAL NETWORKS

- Gas supply
- Small scale LNG
- Geothermal heating network
- Biogas

Complementarity of customer solutions activities with the rest of the Group

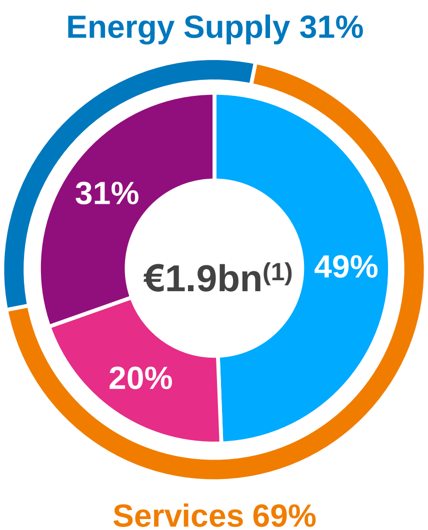
SIGNIFICANT SIZE

2016 REVENUES BY ACTIVITY



62% of total

2016 EBITDA BY ACTIVITY



18% of total

B2B	€0.9bn
Energy efficiency & integrated services	45%
Installations	27%
Engineering	8%
Energy supply	3%
Suez	15%
Other	2%

B2T	€0.4bn
District network	89%
Green mobility	7%
Solutions for cities	4%

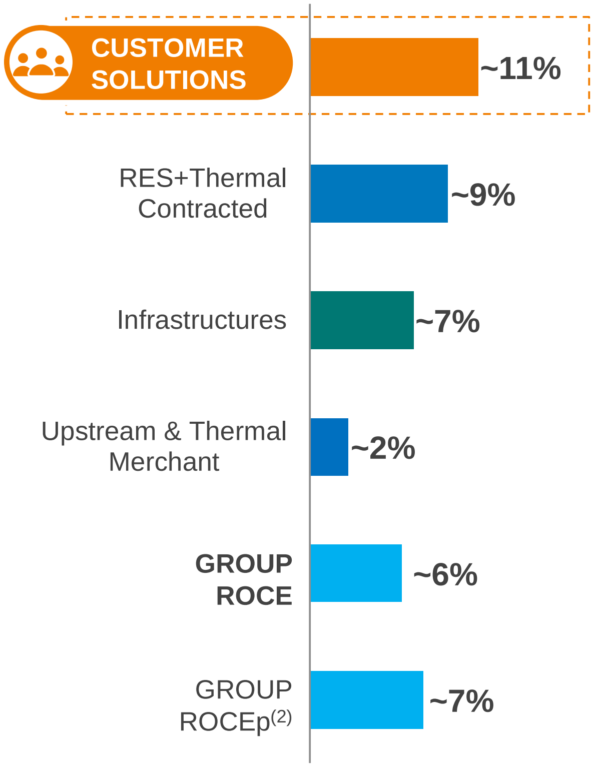
B2C	€0.6bn
Energy supply	98%
Services	2%

B2B   B2T   B2C

(1) Total including corporate costs

HIGH PROFITABILITY

2016 ROCE[1] BY *MÉTIER*



CUSTOMER SOLUTIONS

	ENERGY SUPPLY	ENGINEERING	INSTALLATION & SERVICES	DISTRICT NETWORKS
	Very limited capital requirement (services model)			High capital intensity (infrastructures model)
2016 sales	€25bn	€0.6bn	€13.5bn	€1.8bn
EBIT margin	1-3%	12-16%	3-6%	10-12%
ROCE	n/r	> 30%	10-20%	4-8%

Unaudited figures
(1) ROCE computed on average 2016 industrial capital employed
(2) ROCEp computed on end-2016 productive industrial capital employed (excl. assets under construction)

SERVICES: RECURRING REVENUE STREAM DRIVEN BY CONTRACT DURATION AND CLIENT MIX

"ANNUITY" STREAM

Remaining portfolio duration

>8

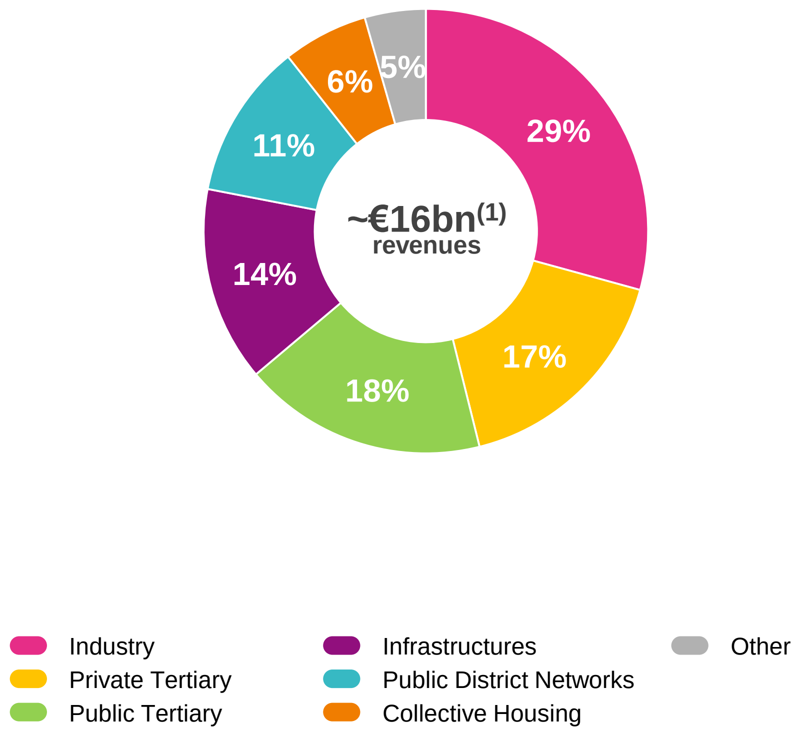
years

>80%
Contract renewals

€5.7bn
installations backlog

83%
of clients < €50m

DIVERSIFIED CLIENT BASE



(1) Revenues in B2B and B2T services

RESILIENT THROUGH ECONOMIC CYCLES

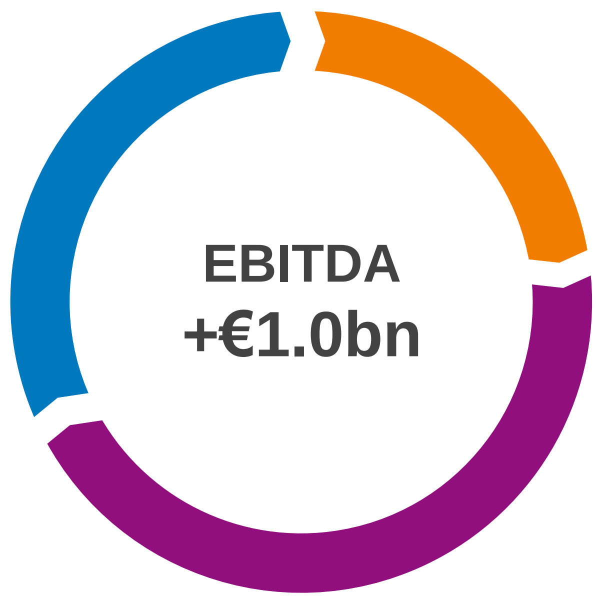
B2B & B2T SERVICES VS. GDP GROWTH IN EURO ZONE (2008-2016)

92% of revenues in Europe

Euro Zone GDP	Revenues	EBIT
Growth **+0.4%**	CAGR **+1.2%**	CAGR **+3.3%**(1)

(1) Excluding climate effect

GROWTH AMBITION: +50% EBITDA BY 2018



Organic Growth

- Supportive market trends
- Key accounts approach and cross selling

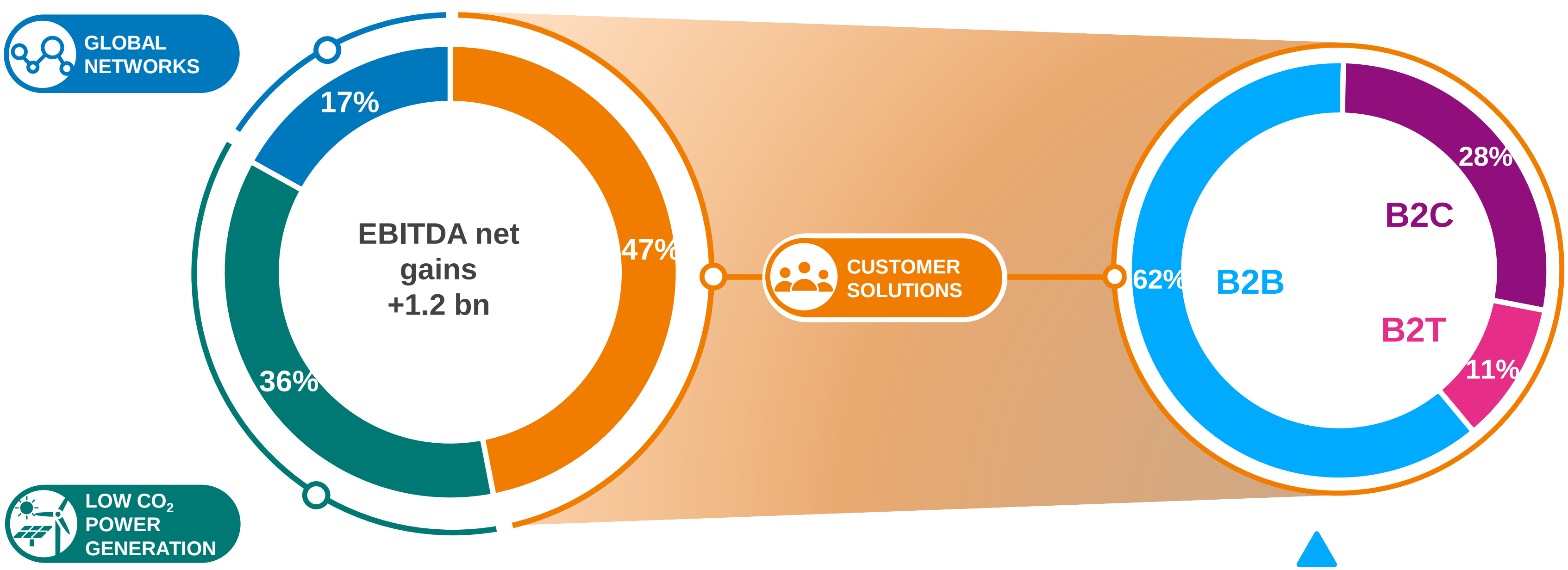
M&A Contribution

- Tuck-in acquisitions
- Reach critical mass in international development

Lean Program

- Purchasing
- Organization

LEAN 2018



o/w 27% realised in 2016
o/w 80% actions identified

PURCHASE GAINS

PERSONNEL COSTS

REAL ESTATE

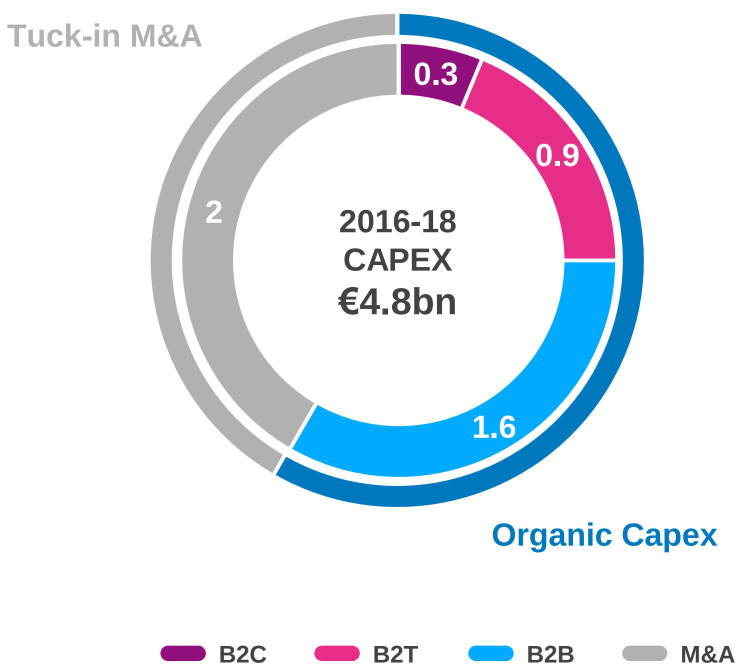
PERFORMANCE CULTURE

SUBCONTRACTING

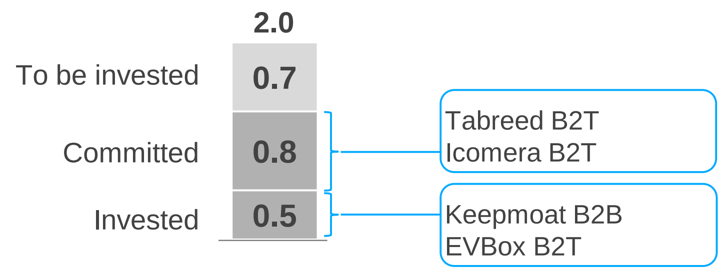
DRIVING GROWTH THROUGH INVESTMENTS

CAPEX BREAKDOWN

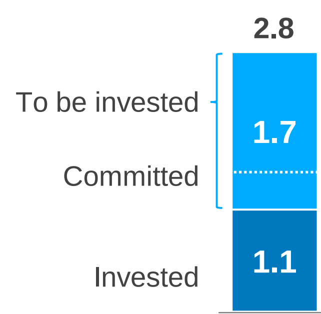
in €bn



TUCK-IN M&A



Organic Capex



B2B	0.9
B2C	0.3
B2T	0.5
Total to be invested	**1.7**

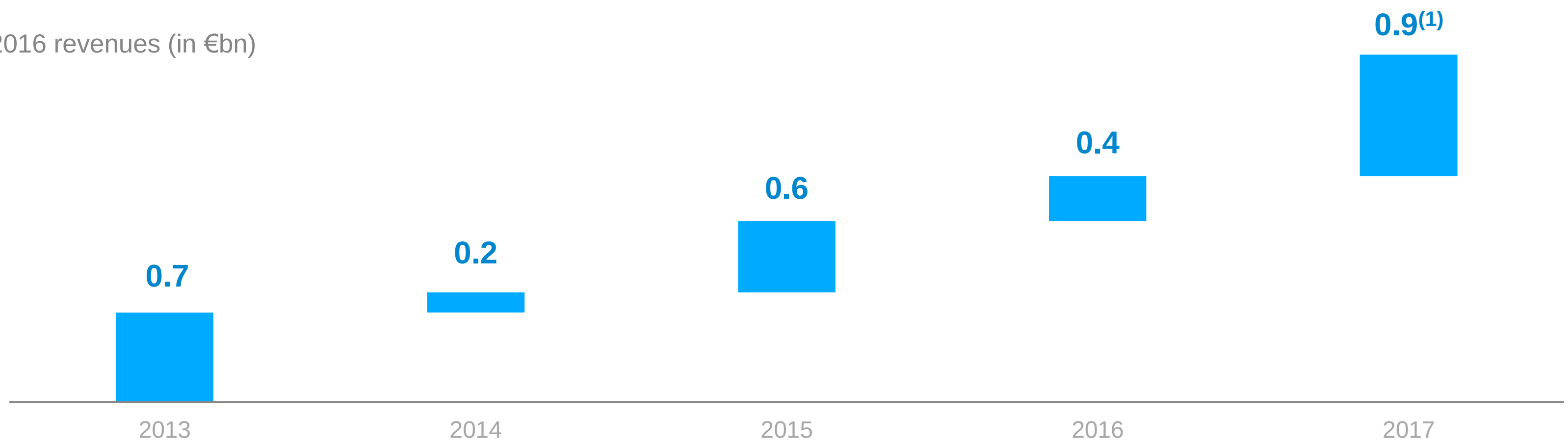
Financial capex	0.6
Growth capex	0.5
Total invested	**1.1**

COI(1) FULL YEAR CONTRIBUTION: €0.4BN

(1) Including share of net income of associates

M&A: CONSOLIDATION OPPORTUNITY IN A FRAGMENTED MARKET

Contribution to 2016 revenues (in €bn)



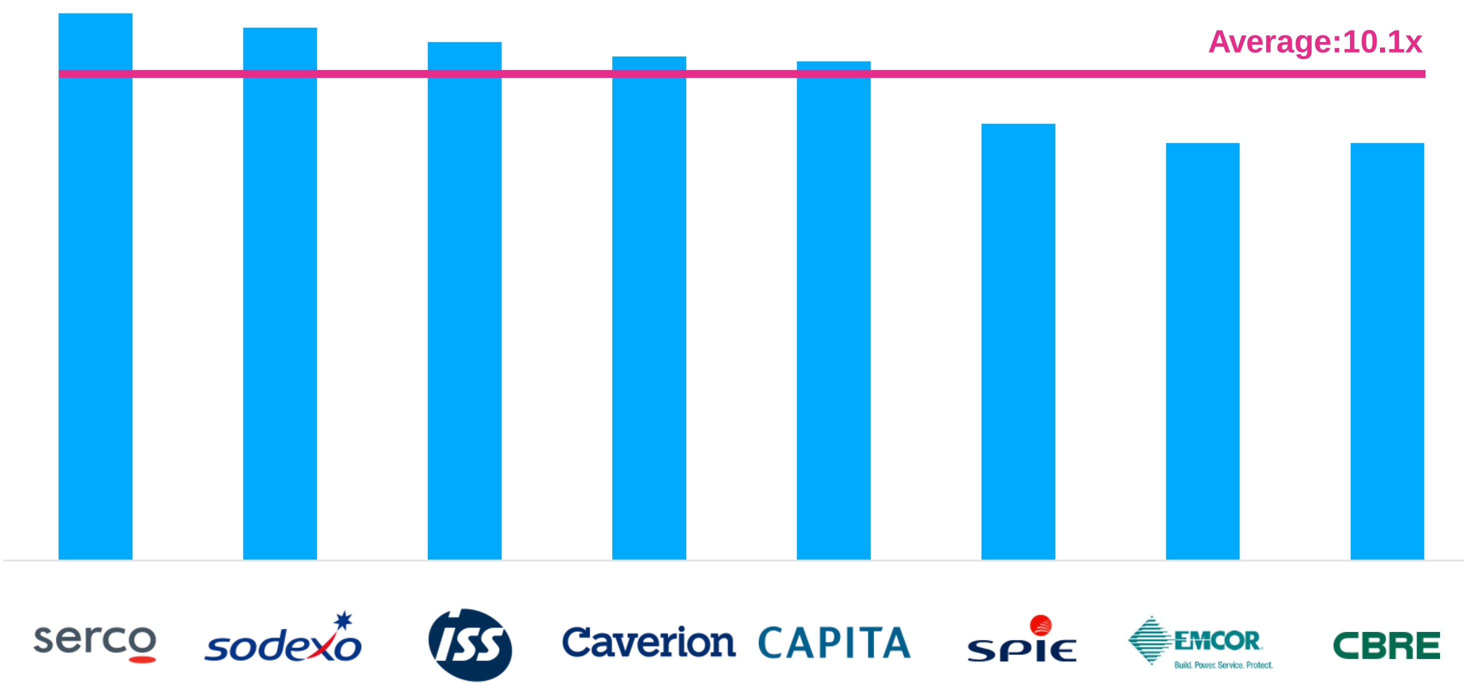
	2013	2014	2015	2016	2017
Number of acquisitions	6	9	9	8	1
Main acquisitions (revenues contribution >€100m)	Balfour Beatty Workplace (UK)	Ecova (USA) Lahmeyer (International)	TSC Group (Australia/NZ)	OpTerra (USA)	Keepmoat Regeneration (UK)

33 ACQUISITIONS OVER THE LAST 5 YEARS
Average EV/EBITDA pre-synergies: ~ 9x

(1) Keepmoat full year contribution

B2B PEERS TRADING AT HIGH MULTIPLES

EV/EBITDA 18E

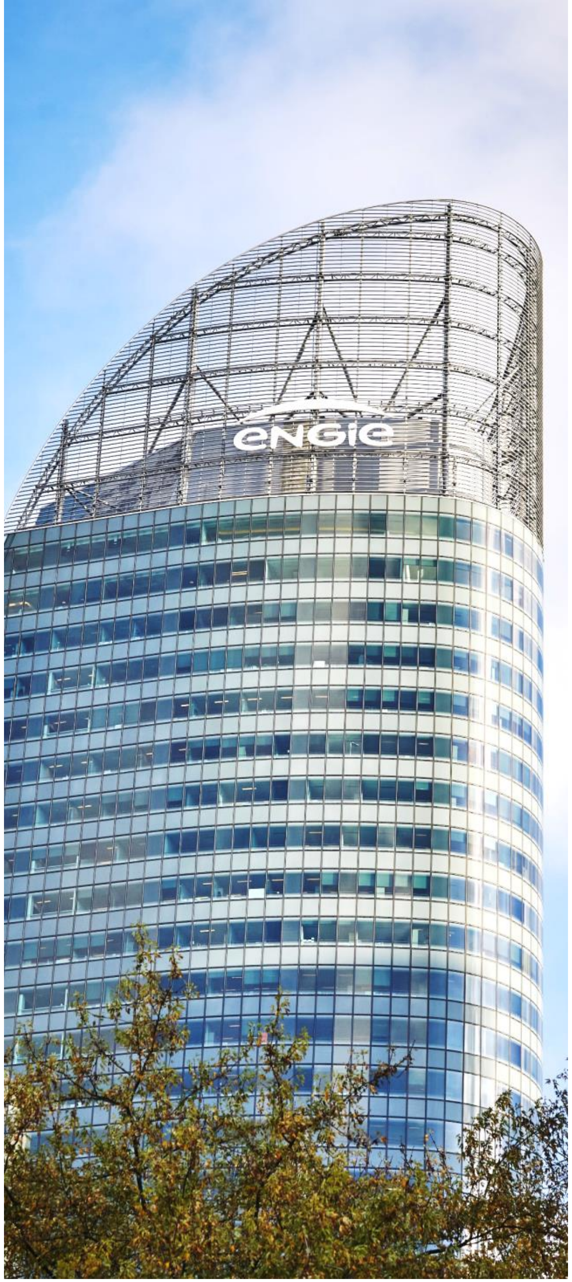


CONCLUSION

ENGIE Customer Solutions:

- Key to strategy
- Unique positioning
- Profitable, resilient and recurring business model
- Generating growth

Key pillar of ENGIE's success



2017 INVESTOR WORKSHOP

June 20th, 2017

Claude TURBET

Managing Director, Solutions for Businesses

ENGIE

24 BUs SUPPORTED BY *METIER* LINES

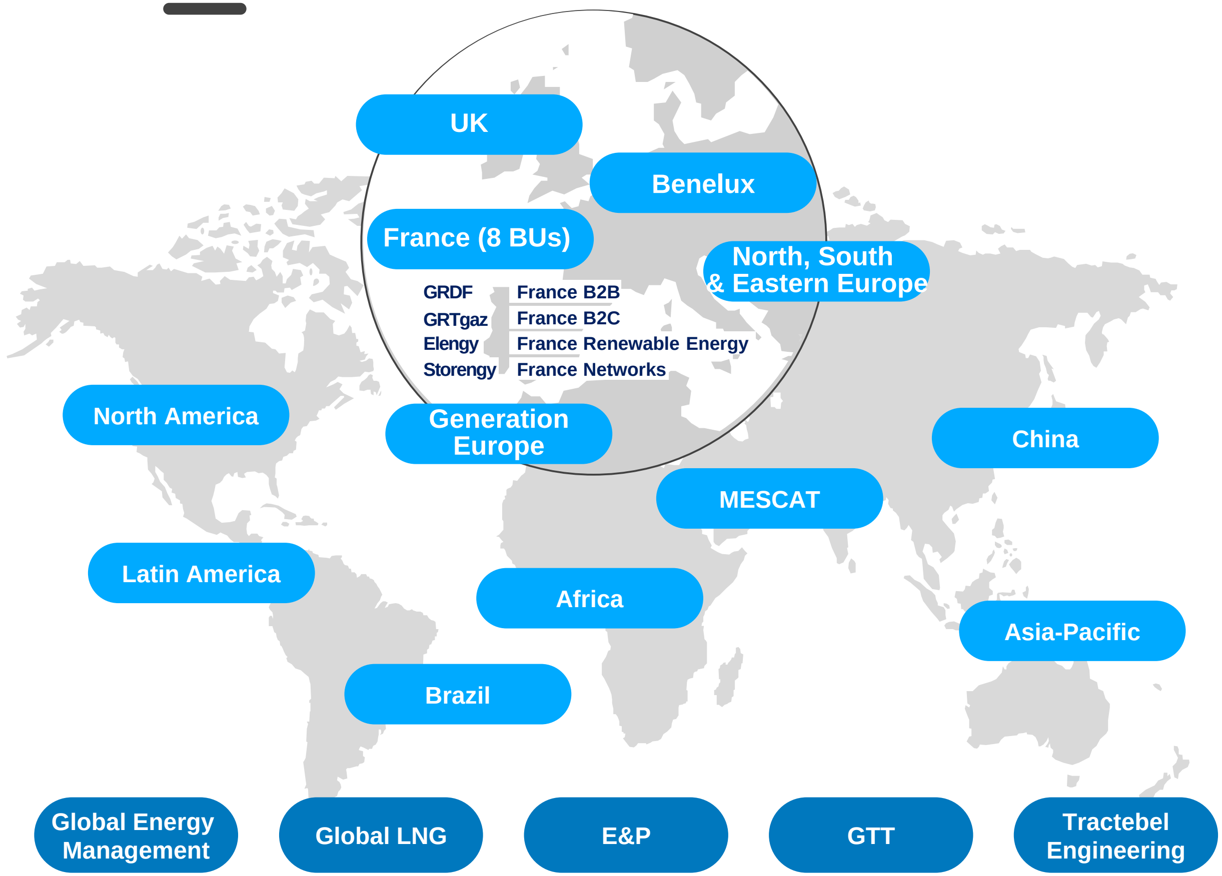
Métiers lines

LOW CO_2 POWER GENERATION

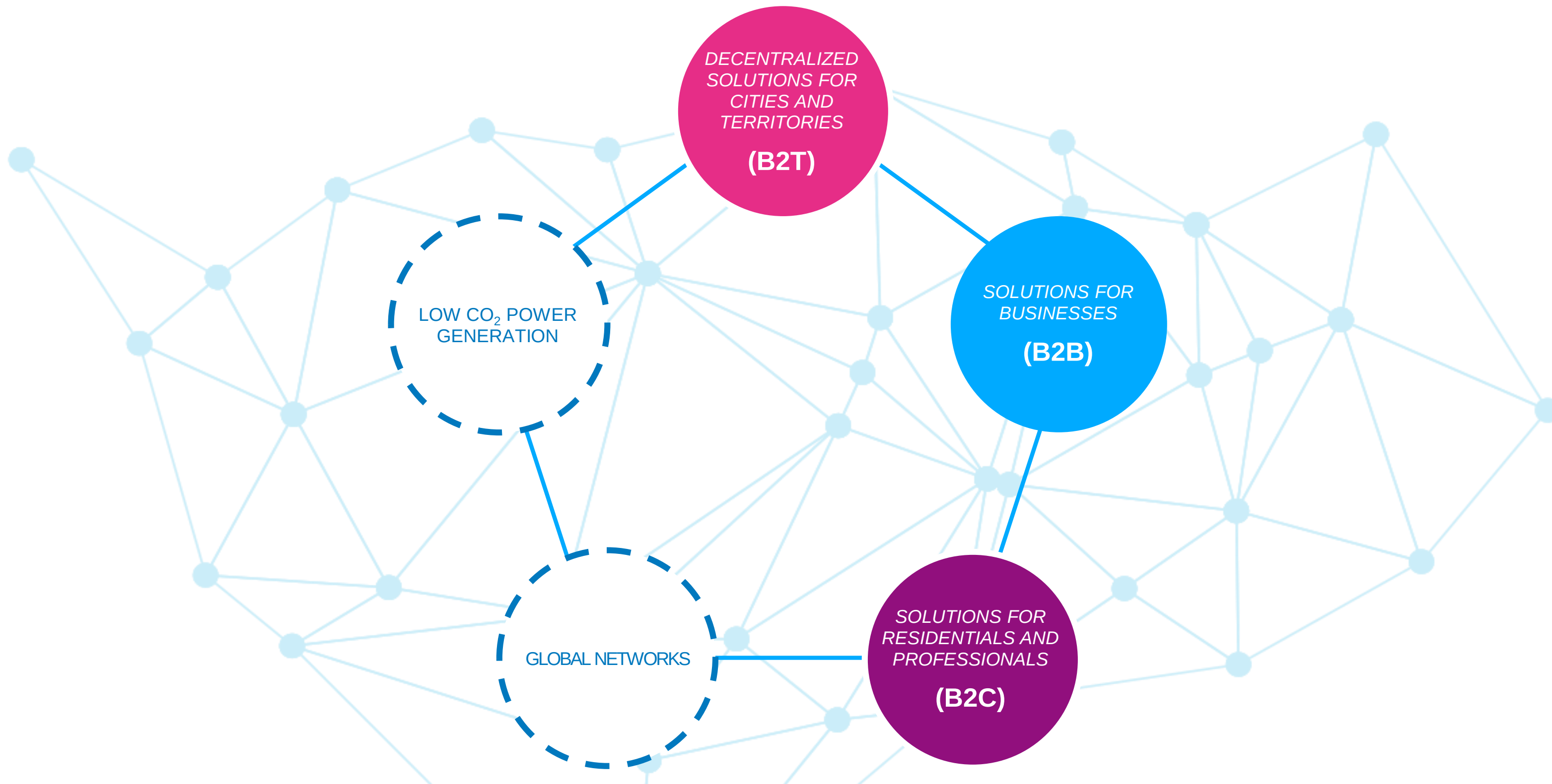
GLOBAL NETWORKS

CUSTOMER SOLUTIONS

24 BUs



5 MÉTIERS ACCELERATING THE STRATEGIC, BUSINESS AND HUMAN TRANSFORMATION



5 BUSINESS ACTIVITIES
to ensure that the Group Business Units function as a network.

THE FUNCTIONAL DIVISIONS,
responsible for the coherence of Group management.

EUROPEAN STRONGHOLDS AND GROWING INTERNATIONAL POSITIONS

In €bn

2016 EBITDA (€bn)	LOW CO_2 POWER GENERATION		GLOBAL NETWORKS		CUSTOMER SOLUTIONS		
3 Métiers	RES+Thermal Contracted	Thermal Merchant	Infra-structures	Upstream	Services Retail	Other	TOTAL
INTERNATIONAL[1]	2.7	0.4	0.2	-	0.2	(0.1)	3.4
EUROPE[2]	0.4	0.6	0.1	-	1.5		2.7
INFRASTRUCTURES EUROPE			3.5				3.5
GEM & LNG, E&P		-		1.1	0.1		1.2
OTHER	-	0.3		0.1	0.1	(0.5)	-
TOTAL %[3]	3.1 *27%*	1.4 *12%*	3.8 *33%*	1.2 *11%*	1.9 *17%*	(0.8)	10.7

1.3 services
0.6 supply

(1) Included segment: Noram, Latam, Africa/Asia Pacific/ME
(2) Included segment: France, Benelux, Other Europe
(3) Unaudited figures Excluding "Other"

A WIDE RANGE OF SOLUTIONS TO MEET OUR B2C CUSTOMERS' EXPECTATIONS

Customers' needs

Reduce my energy bill

Steer my comfort

Limit my environmental footprint

More digitalization and connected services

Great customer experience

Generation@home(1)

decentralized solutions

- Solar community
- PV panels
- Battery

Comfort@home(1)

Smart Home Services

- Connected thermostats, APIs…
- Engagement portal

Energy sales

- Green power
- Power
- Gas

e-business

Ecosystem of digital platforms

- Smart products (50five)
- Home services/domestic works (Ajusto)

Home services

Heating equipment Maintenance & installation

- Boiler
- Heating pump

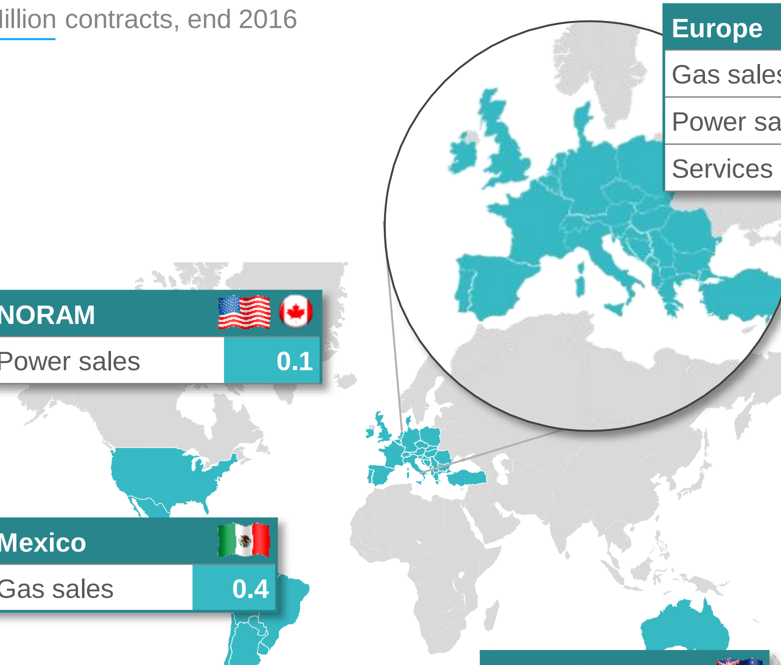
Energy efficiency works

- insulation
- Windows

(1) Key programs

A STRONG EUROPEAN FOOTPRINT

Million contracts, end 2016



Europe	
Gas sales	12.1
Power sales	6.4
Services	2.1

NORAM	
Power sales	0.1

Mexico	
Gas sales	0.4

Argentina	
Gas sales	0.7

Australia	
Gas sales	0.2
Power sales	0.4

Focus on European presence

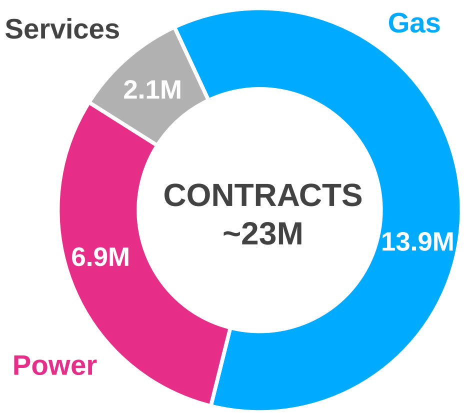
		Contracts	Market share	Ranking
France	Gas Power Services	8.0 3.2 1.4	74% 9%	#1 #2
Benelux	Gas Power Services	1.6 2.9 -	Belgium only: 43% 46%	Belgium only: #1 #1
Romania	Gas Power Services	1.6 - 0.6	n/a(1)	n/a(1)
Turkey	Gas Power Services	0.3 - -	n/a(2)	n/a(2)
Rest of Europe	Gas Power Services	0.8 0.3 -		

~23 MILLION CONTRACTS IN 12 COUNTRIES

(1) Not relevant since Romania is a regulated captive market ; ENGIE is the most important actor in distribution and supply in the south of the country
(2) Not relevant since Turkey is a regulated captive market ; ENGIE is the 3rd largest gas distribution player

ENGIE B2C SET TO EXPAND

TODAY



Key figures (2016)

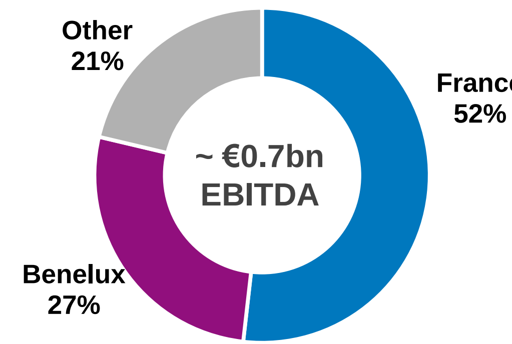
EBITDA: ~€0.6bn
Revenues: ~€11bn

Focus on operational & commercial performance

Develop new innovative offers

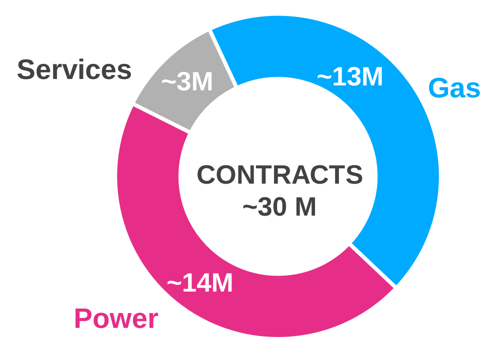
Increase geographical footprint

2018



~ +50% EBITDA vs 2015

2020



B2B CUSTOMER NEEDS AND OUR OFFERS

Customers' needs

- Energy efficiency
- Quality Workplace
- Performance and productivity
- Flexibility
- Innovation
- Integrated solutions
- Savings

ENERGY INFRASTRUCTURES

Be the preferred partner for the design, installation and maintenance of major infrastructures

INDUSTRY

Help our customers to maintain their competitive edge by reducing energy & operating costs, lowering carbon emissions and ensuring resilience of utility supplies

PRIVATE SECTOR

Deliver tailored and flexible services with high-quality technical services to customers – while improving their sustainability and cost efficiency

PUBLIC SECTOR

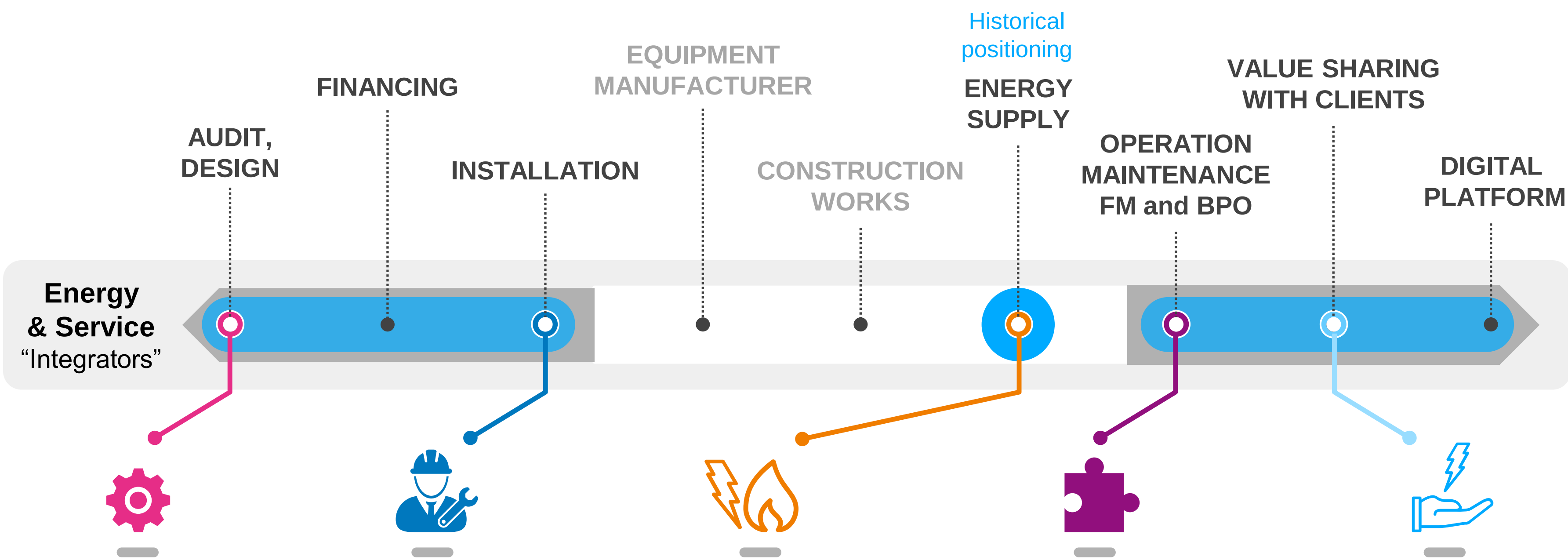
Design, develop, produce and operate solutions for comfort and safety for public bodies in education, healthcare, leisure, …

COMMUNITY HOUSING

Custom services for condominiums based on our building energy performance skills, to help them control their expenses and ensure inhabitants' comfort

UNIQUE POSITIONING ALONG THE SERVICES VALUE CHAIN

ENGIE has leveraged upon its historical positioning, to expand along the value chain



Power infrastructure design, engineering and studies

Installation and Maintenance of technical equipment in 3 areas of expertise:
- **Electrical**
- **Mechanical**
- **HVAC**

Sales of gas and electricity associated to services (e.g. Risk Management, Demand-Side Management)

Integrated Facility Management Single contract covering a set of technical and soft services on-site

Business Process Outsourcing Full outsourcing contract of a specific business task for a customer

Energy efficiency services Contract featuring long-term delivery of services

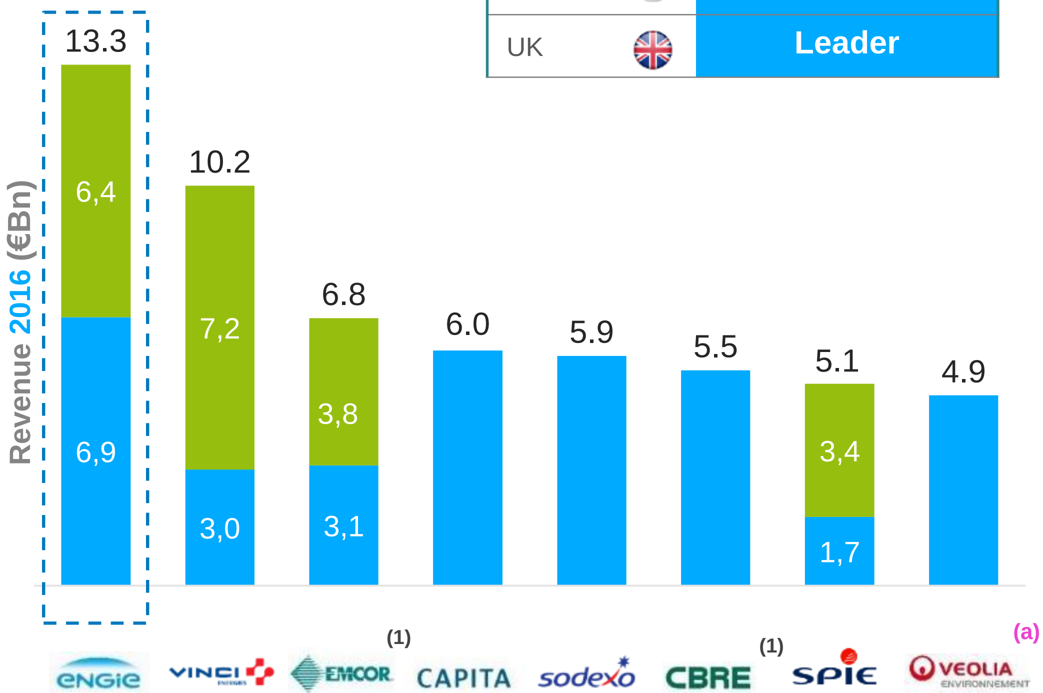
ENGIE positions on the value chain

GLOBAL LEADER IN B2B SERVICES

Services activities:

- Installation
- Energy Efficiency Services / Integrated Services / Engineering

Position by geography	
France	#1
Benelux	#1
Italy	#1
UK	Leader



Competitive Edge

Ensure
customer Intimacy

Proven
technical Expertise
(HVAC, Mechanical, Electrical, …)

Rely on
long experience and a wide range of references

Sustain an
entrepreneurial Culture

Strong Presence on-site
thanks to a dense & concentrated territorial grid

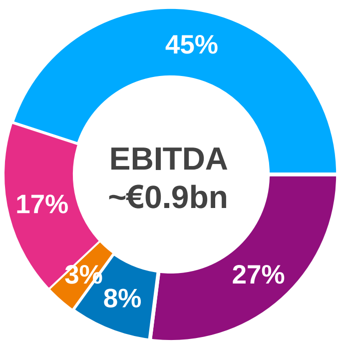
Exchange rates:
(1) 1$ = 0.9034210 €

(a) Including heating and cooling network activities

ENGIE B2B: TOWARDS AMBITIOUS TARGETS

Energy services | Installations | Engineering | Energy sales | Suez and other

2016



Leader in 8 countries

Key figures (2016)

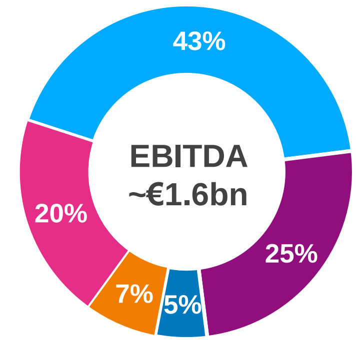
Revenues: ~€28bn
Average services ROCE: >10%

Develop integrated services for end users

Promote energy effciency

Target selected markets outside of Europe

2018



2020

x2
Revenues from integrated services

x2
Countries where ENGIE is leader

A PRESENCE ON ALL “VERTICALS” ANSWERING TO TRANSVERSAL CUSTOMERS NEEDS

Our customers’ needs

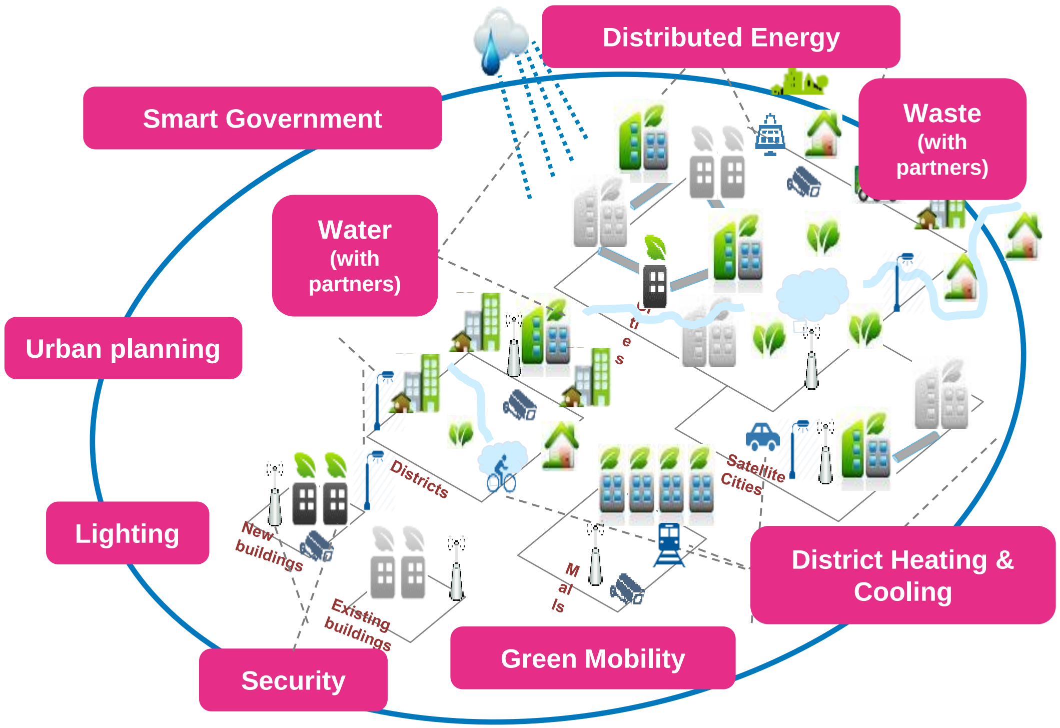
To improve
Security and Resilience

To benefit from
Fluid & Green mobility

To ensure an
Enjoyable environment

To develop the
Local attractiveness

To allow to
Reduce costs



ICT Infrastructure | CityOS(1) | Data Analytics

CITIES & TERRITORIES: AT THE HEART OF THE ENERGY TRANSITION IN A FAST CHANGING WORLD

- 2% of World Area
- 50% of World Population
- 75% of World Energy Consumption
- 80% of World GHG

(1) Includes city management tools such as dashboards to enable city stakeholders to make informed decisions

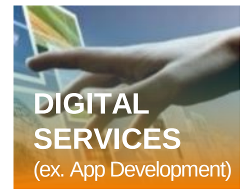
A COMPREHENSIVE RANGE OF SERVICES COVERING THE WHOLE VALUE CHAIN

DISTRIBUTED ENERGY

- On/Off-grid distributed energy (including. µgrids, generation, storage, µCHP), from biogas, geothermal, solar, hydro for urban/rural areas, islands…

CITIES

- Individual service through to integrated city propositions across: mobility, energy, security, public lighting, environment, waste, water, social and health, data and digital technology…



GREEN MOBILITY

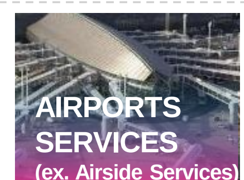
- Either B2C, B2B, B2T solutions
- LNG, CNG, H2, electricity…

LARGE SCALE CHP & NETWORKS

- District heating, district cooling, power, cogeneration…
- Municipal networks

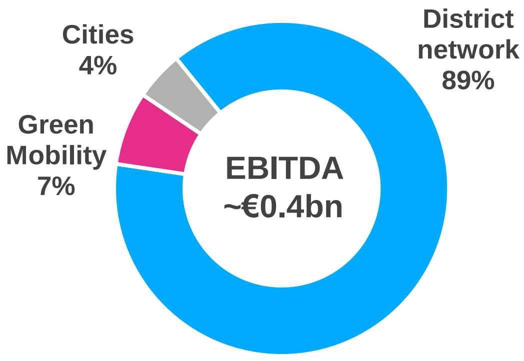
AIRPORTS

- Concession contract / PPP for Airport…



ENGIE B2T: A SOLID PLATFORM OFFERING GROWTH

2016



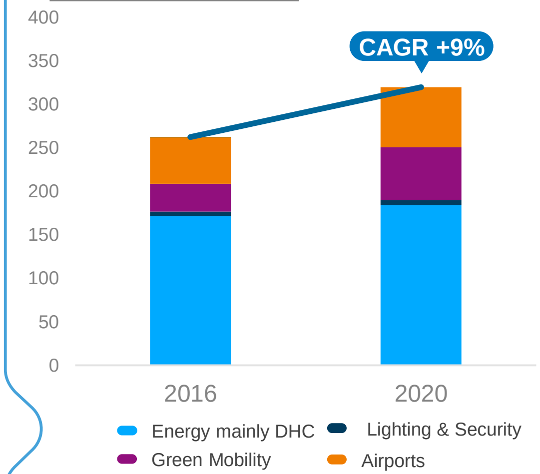
Revenues: ~€2.6bn

250 DHC[1] networks incl. 160 in France (leader)
Avg. Residual contracts duration: ~10y

200k clients with LDCs[2] on French islands and Monaco

1M lighting points

Market size[3] in $bn



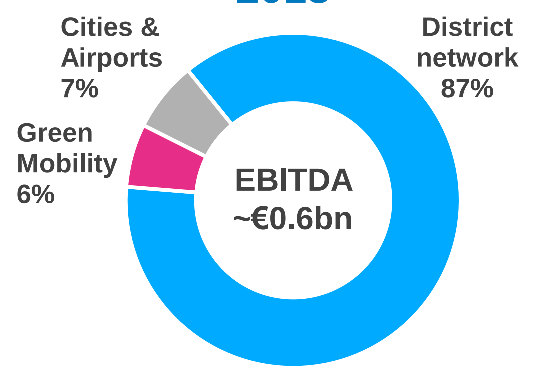
Market trends

Urban expansion, energy transformation, mobility

Growth opportunities in international markets

Integrated offers & development of technologies

2018



2020

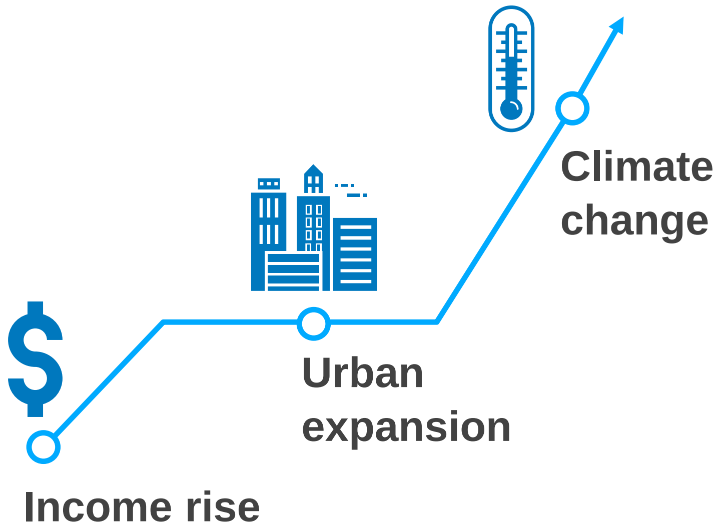
>150 projects pipeline
incl. external growth
(~50% of growth target)

Growth
78% district network
22% Cities / Airport and Green mobility

(1) District Heating & Cooling
(2) Local Distribution Companies
(3) sources: - Transparency Market Research 2015-2023 - Navigant Research - Ibis world (airports)

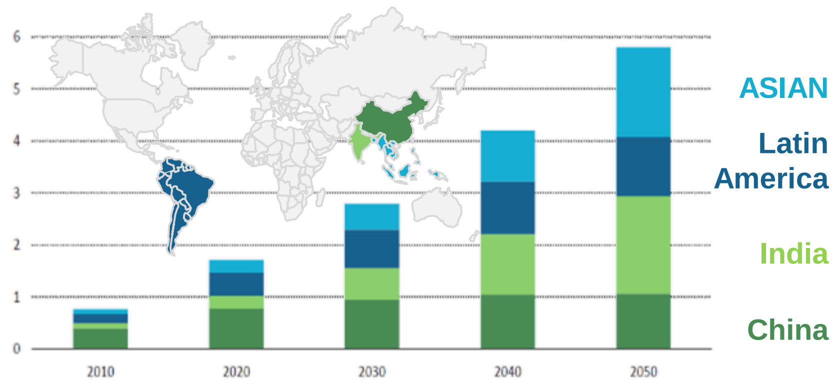
DISTRICT COOLING
A BOOMING MARKET BY 2050

COOLING ENERGY DEMAND GROWTH FACTORS



By 2050 70% of the population will live in cities

Cooling is set to **expand 625%** by **2050** in selected regions of **Asia** & **Latin America.**



World final energy use for cooling in the IEA's 2°C scenario, 2010–2050(1)

DISTRICT COOLING

A solution to answer cooling needs while respecting major energy and environmental issues

(1) Source: IEA (2014b) in Exa Joules Source: Green cooling initiative

MAKING ENGIE #1 WORLDWIDE

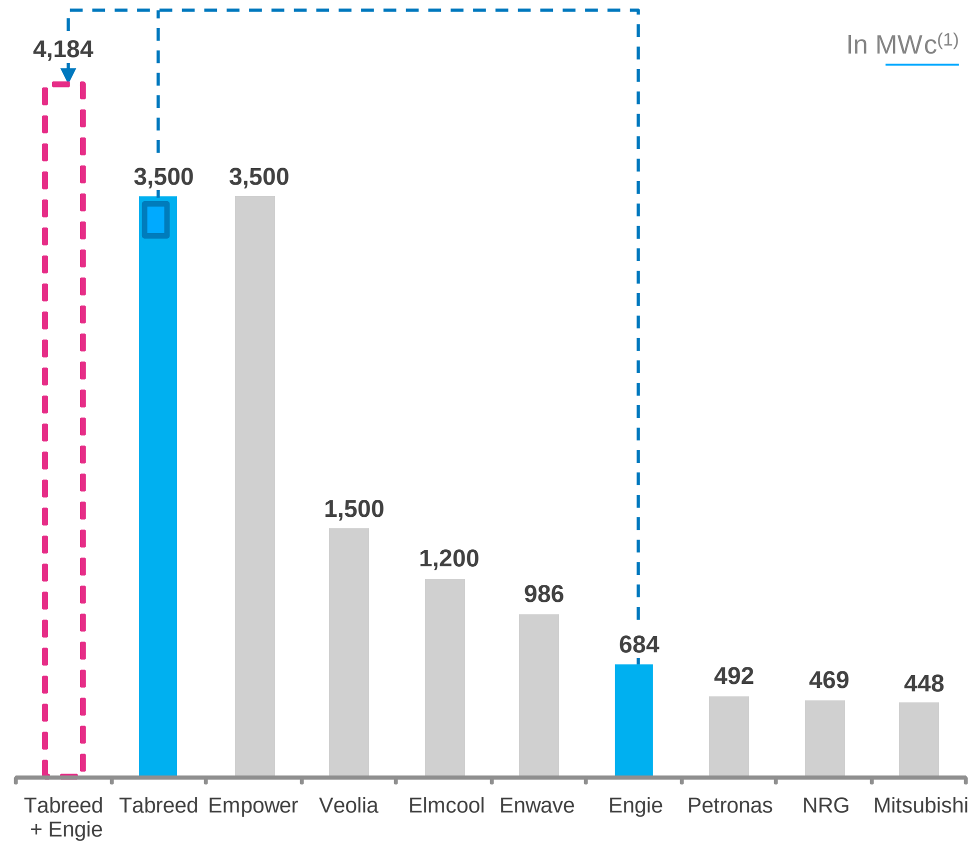
ACQUISITION OF TABREED (1/2)

A COMPELLING RATIONALE

By acquiring Tabreed, Engie will:

- **Become #1 worldwide with dominant positions in GCC**
- Benefit from **a second development platform to address fast-growing countries** such as India, Turkey and Egypt
- Be referenced **as an undisputable leader on worldwide tender offers**
- Realize **valuable synergies** on purchasing, technologies, operational performance and HR

ENGIE BECOMING #1 IN DC NETWORKS



Source: Emerton (2017)

(1) Mega Watt of cooling

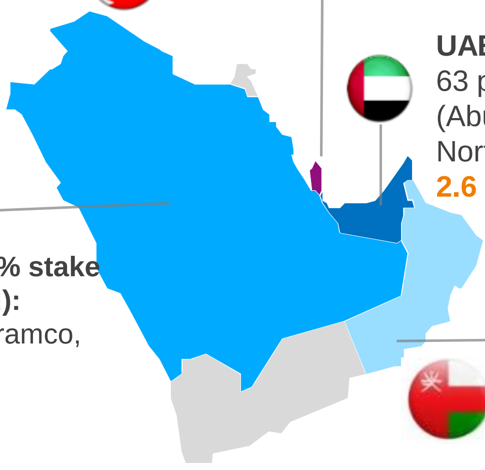
MAKING ENGIE #1 WORLDWIDE
ACQUISITION OF TABREED (2/2)

SIGNIFICANT LOCAL PRESENCE

Bahrain (90% stake):
1 power plant
0.1 GWc(1)

Qatar (44% stake in Qatar Cool):
3 power plants (West Bay x2, Pearl)
0.6 GWc(1)

UAE:
63 power plants
(Abu Dhabi – 39 ; Dubai – 18
North UAE – 6)
2.6 GWc(1)



Saudi Arabia (25% stake in Saudi Tabreed):
2 power plants (Aramco, Jabal Omar)
0.2 GWc(1)

Oman (60% stake in Tabreed Oman):
2 power plants (KOM, Oman military college)
0.1 GWc(1)

71 District Cooling plants
~3.5 GWc installed capacity

90% EBITDA capacity-indexed

Solid off-takers
60% of revenues from government bodies

25 years
contract lifetime

(1) Contracted capacity in GWatt of cooling

2017 INVESTOR WORKSHOP

June 20th, 2017

BU France B2B

Franck Bruel, CEO

ENGIE

WHAT DO WE DO

PRESENCE ON THE WHOLE VALUE CHAIN[1]

56%	35%	9%
Installation	Energy efficiency services	Integrated services

An internal organization based on 4 entities

Cofely	Ineo	Axima	Endel
Energy efficiency Multitechnical services Facility management District heating networks	Electrical solutions: Transport Security Information Telecommunications	HVAC Refrigeration Fire protection	Industrial Design Maintenance Dismantling

(1) In % of 2016 revenues

OUR CUSTOMERS

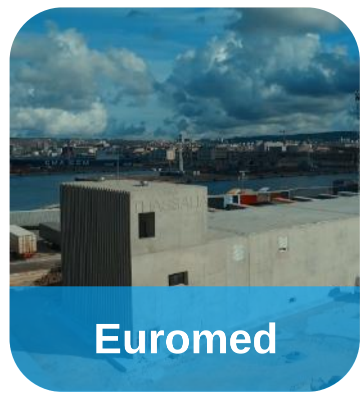
4 Market segments

Designing and offering efficient energy solutions to the key markets

Industry | Private Tertiary | Public Tertiary | Infrastructures


ITER


Hikari


Euromed


TGV lineTours-Bordeaux

FAVOURABLE GLOBAL ENVIRONMENT

- Renovation & energy transition
- Decentralisation & decarbonisation
- Digital revolution

2016 KEY FIGURES

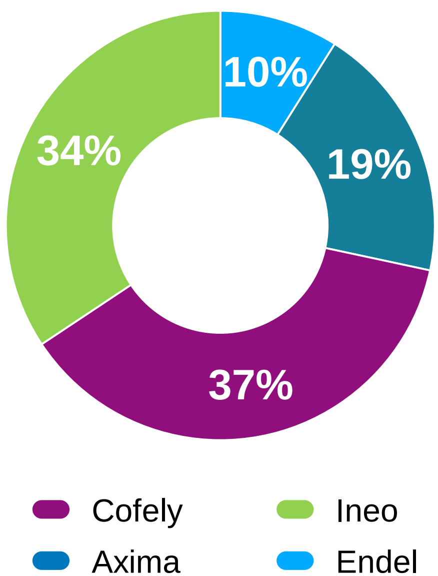
€6.8 bn turnover

€0.4 bn EBITDA

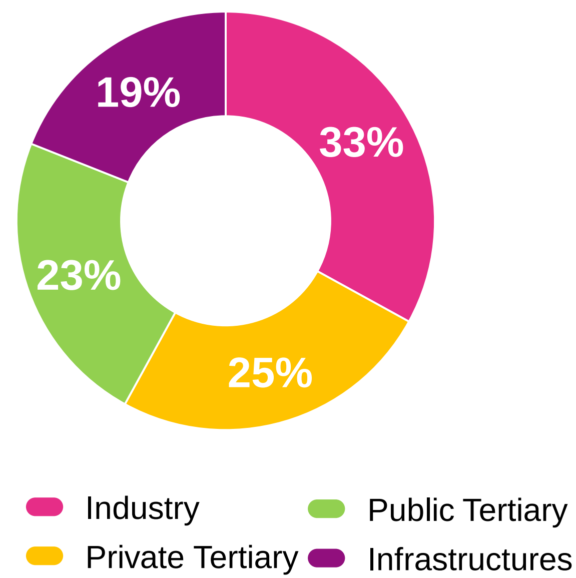
19.6% ROCE

BREAKDOWN OF REVENUES

BY ENTITY



BY MARKET SEGMENT



WHY ARE WE DIFFERENT

4 leaders, experts in their areas

Axima
Cofely
Endel
Ineo

Full range of offers

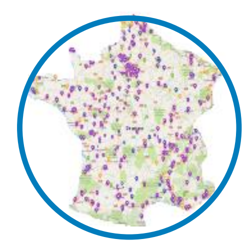
Consulting ▶ Design ▶ Installation ▶ Maintenance ▶ Services

Skilled pool of experts

40,214 employees
o/w **3,000** engineers

Territorial network

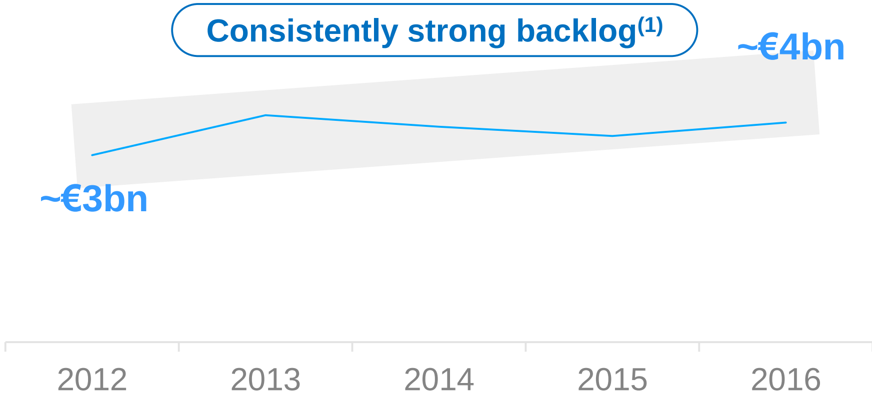
900
local sites



RESILIENT BUSINESS PROFILE

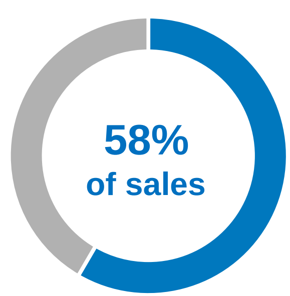
INSTALLATION

Consistently strong backlog[1]



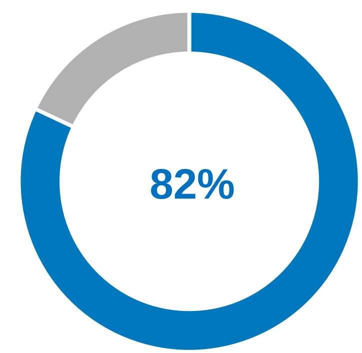
Average backlog

Order book (N+1)

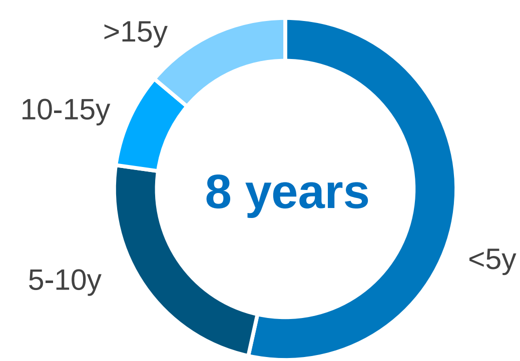


SERVICES

Rate of renewal



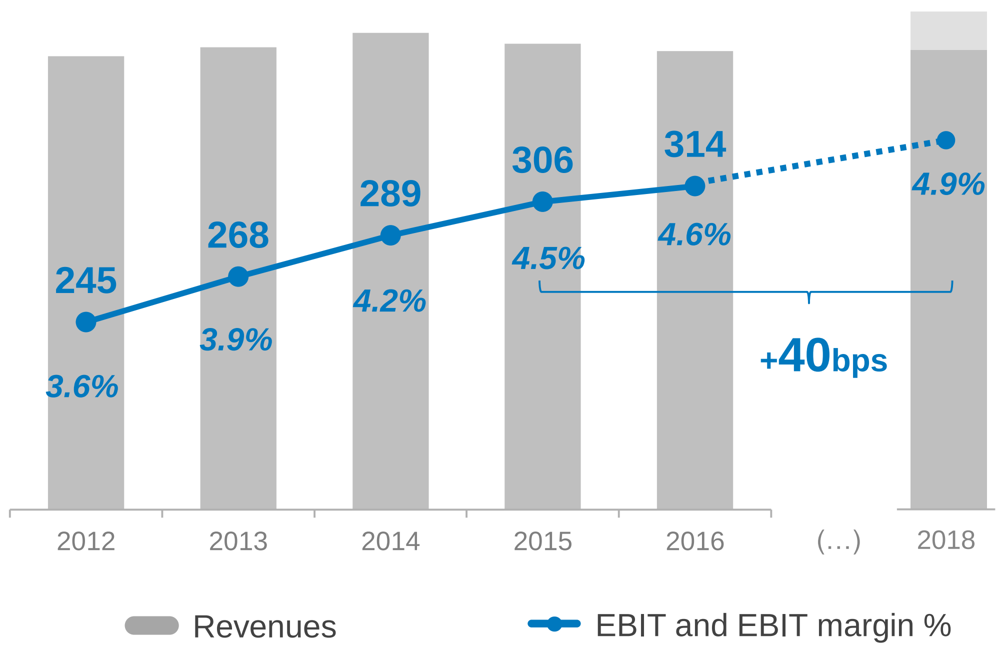
Remaining portfolio duration



(1) Total backlog for Ineo, Axima, Endel, including mainly installation activities

RESILIENT REVENUES AND GROWING PROFITABILITY

in €m



EBIT margin increase by 100bps over 2012-2016
& further improvement in profitability is expected

GROWTH DRIVERS & AMBITIONS

Complex offers

- Energy performance
- Usage performance
- Design-Build-Operate

Innovation & digital

- Cities
- Dashboarding energy optimization
- Building Information Modelling
- Cybersecurity

CUSTOMER SOLUTIONS

GROWTH AMBITION BY 2018 vs 2015

>25%
EBITDA

+40bps
EBIT margin

B2B

France

CASE STUDY 1: AIRBUS MULTISITES

ENGIE AXIMA, ENGIE COFELY, ENGIE INEO AND ENDEL ENGIE

- Hard FM maintenance (HVAC, power, heat, cold)
- Supply of utilities
- Fire detection
- Industrial maintenance
- New tertiary works
- Full services in the UK
- **310** people

CONTRACT PERIOD

12-year

REVENUES IN 2016

56 M€ o/w **22 M€** on Hard FM contract

CLIENTS' CHALLENGES

- Decrease energy consumption
- Secure fluids availability

ENGIE SOLUTIONS

- Centralized monitoring of a national global Energy Performance Contract
- **3 millions of m²** managed
- Total Facility Management including the multitechnical management and maintenance

CLIENTS' BENEFITS

- **16 M€** cumulated savings over 2015-2020

B2B

France

CASE STUDY 2: MARINE SECTOR

KEY FIGURES

100 M€ annual revenues

- o/w Cruise: €38M
- o/w Navy: €37M

- Main BU Players:
  - ENGIE Axima: €50M
  - ENDEL ENGIE: €25M
  - ENGIE Ineo: €17M
  - ENGIE Cofely: €8M

CLIENTS' CHALLENGES

Navy: maximize ship's operational availability and respect specific health and safety regulation

Commercial Marine: accelerate construction phases and reduction of global costs

ENGIE SOLUTIONS

Military Maintenance in Operational Condition for 2nd rank military Marine

HVAC "Plug-In" installation specialist for STX in France and other Shipyards in Europe

Multi-Technique maintenance for on-shore Buildings and provide utilities on boat docks

CLIENTS' BENEFITS

Capabilities to embark reliable suppliers for international contract

CASE STUDY 3: IBM

B2B

France

ENGIE COFELY

- **20 years of partnership** with IBM
- 1996: 1st FM contract in France with 120 persons transferred from IBM ; cost + contract fee model
- 2002: 2nd FM contract extended to Belgium and Luxembourg and security ; GMP (Guaranteed Maximum Price) model
- 2012: 3rd FM contract extended to Spain (data center) ; Fixed Price + Variable Budget model
- 2016: 4th FM contract splitting security ; guaranteed savings

ENGIE SOLUTIONS

- **Full FM contract, multi-sites**
- **Additional projects** in the context of a lead consultant/construction manager framework agreement: dynamic offices laying out, **data centers** technical installations…

REVENUES

- **28 M€** in 2016 (total for Europe), third largest client of ENGIE COFELY

B2B

France

CASE STUDY 4: RENOVATION OF 140 PARIS SCHOOLS

CLIENTS' CHALLENGES

Reduce energy consumption

CONTRACT

March 2016: ENGIE & Artelia won an Energy Performance Contract with the *City of Paris* for the renovation of **140 schools** & **21,000 schoolchildren**

DURATION: 15-year

REVENUES:

30 M€ for works o/w **20 M€** for ENGIE Cofely
0.8 M€/year for O&M (12 M€ total)

ENGIE SOLUTIONS

- Contribute to **reducing by 30%** the energy consumption of the buildings
- Building retrofits and deployment of some innovative digital solutions (Vertuoz pilot)
- Energy efficiency actions: insulation of facades, creation of LED lighting and installation of remote-controlled thermostatic valves

REMUNERATION

- Based on energy savings
- Savings of ~1 M€/year for the customer

2017 INVESTOR WORKSHOP

June 20th, 2017

BU France B2C

Hervé-Matthieu Ricour, CEO

ENGIE

A LEADER IN ELECTRICITY AND GAS SUPPLY IN FRANCE

LEADING ENERGY SUPPLIER IN FRANCE

GAS

8.0m contracts
(74% market share)

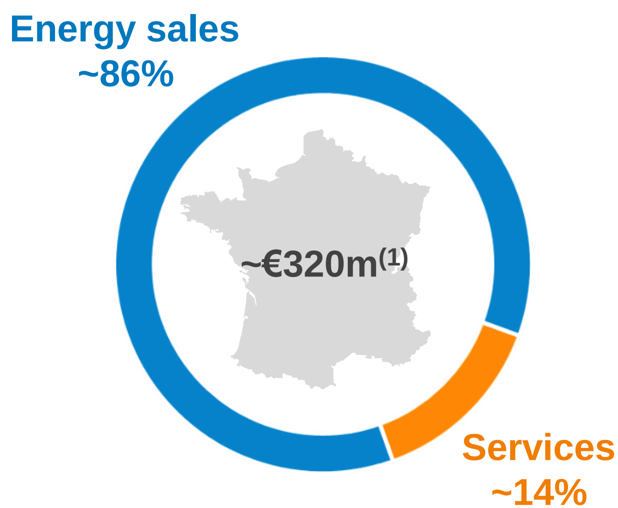
ELECTRICITY

3.2m contracts
(9% market share)

SERVICES

1.4m contracts

2016 EBITDA



A GRANULAR NETWORK IN FRANCE

3,300 field technicians

> 200 local branches

(1) Average weather conditions in France, except one off and affiliates under voluntary liquidation process, proforma Solfea equity consolidated

DELIVERING SUSTAINABLE GROWTH THROUGH 4 LEVERS

1 CONSOLIDATE THE POSITION OF LEADER IN FRANCE

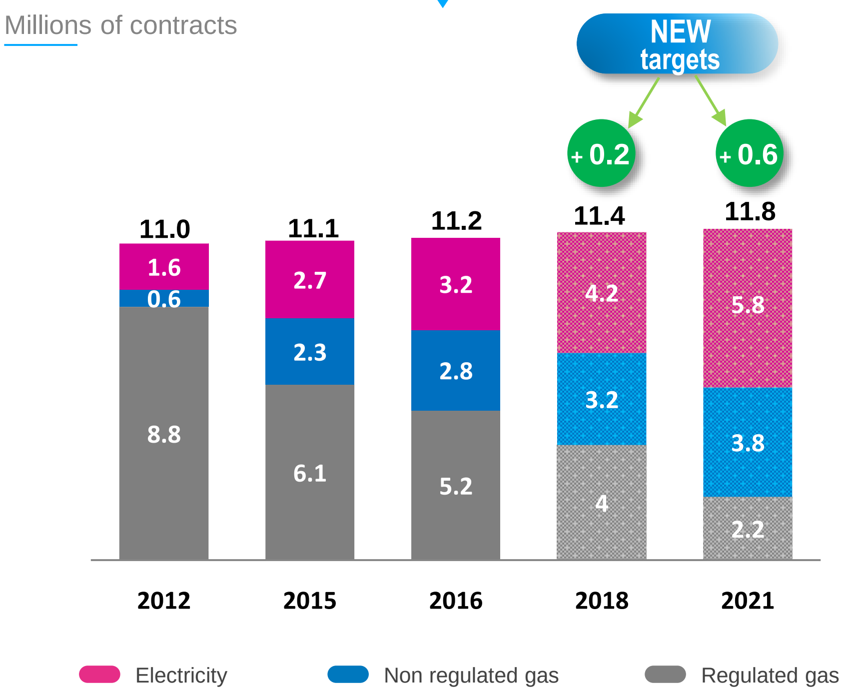
2 IMPROVE CROSS-SELLING
& LEVERAGE ON MULTI CHANNEL APPROACH

3 DEVELOP NEW OFFERS WITH STRONG FOCUS ON DIGITAL

4 CONTROL COSTS AND MARGINS

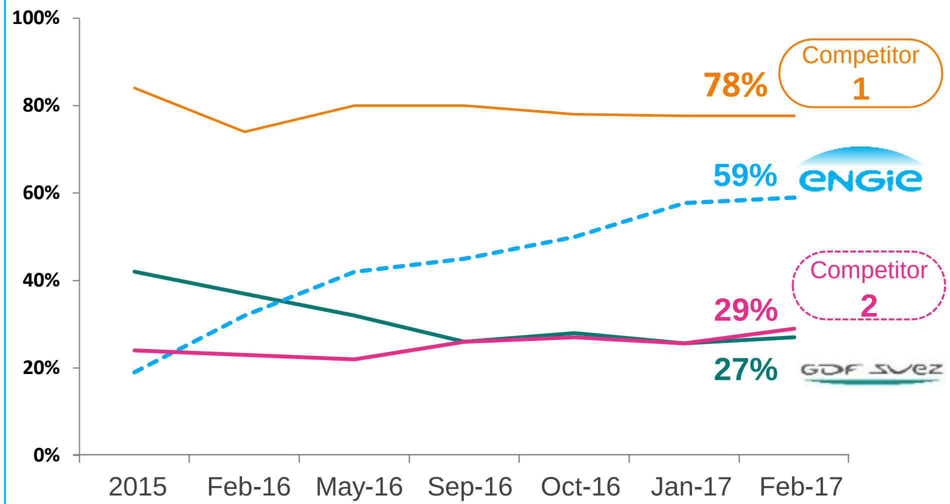
CONSOLIDATE LEADERSHIP POSITION IN FRANCE

AMBITIONS TO SECURE OUR LEADERSHIP



Pioneer in energy transition & home services

BRAND RECOGNITION

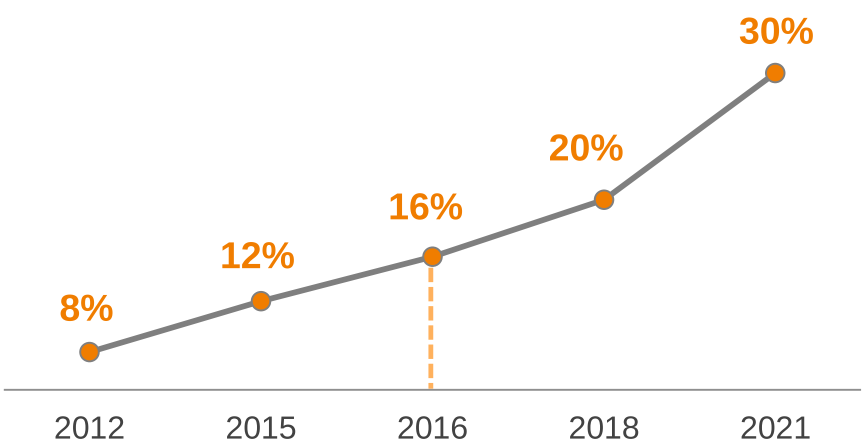


Growing reputation through media campaigns

IMPROVE CROSS-SELLING & LEVERAGE ON MULTI CHANNEL APPROACH

CROSS-SELLING OF SERVICES ON TRACK

% energy customers with one or several services contracts



- Leader in boiler maintenance
- New offers (GENIE)
- Insurance services

MULTI CHANNEL APPROACH

EDF	✓			✓		
direct energie	✓		✓	✓	✓	
eni	✓	✓	✓	✓		
ENGIE	✓	✓	✓	✓	✓	✓

A WIDE RANGE OF SOLUTIONS TO MEET OUR CUSTOMERS' EXPECTATIONS

- Leadership positions
- Active presence
- Ongoing development

Energy sales

- Green power
- Power
- Gas

Generation@home(1)

decentralized solutions

- Solar community
- PV panels
- Battery

Home services

Heating equipment Maintenance & installation

- Boiler
- Heating pump

Energy efficiency works

- insulation
- Windows

Comfort@home(1)

Smart Home Services

- Connected thermostats, APIs…
- Engagement portal

e-business

Ecosystem of digital platforms

- Smart products (50five)
- Home services/domestic works (Ajusto)

(1) Key programs

PRODUCTS LAUNCHED IN 2017

	Products	Value for customer	ENGIE's differentiation
Elec'Car	**Green mobility offers**	• **-50%** consumption (off peak hours)	The only green mobility offers
Elec'Charge		• Charging station package	
My Power	**Electricity self consumption**	• Self-consumption rate up to **90%** • Guarantees and services	Most competitive offer

UPDATE ON PRODUCT LAUNCHED IN 2016

	Products	Value for customer	ENGIE's differentiation	Update June 2017
Bienchezmoi.fr	Digital Platforms	• Reactive and well-qualified professionals	Increase in digital audience and synergies on lead strategies on internet	
Manouvellechaudiere.fr		• Reactive and simple		
"Elec Week-end" for consumers	Innovative offers	• **-30%** on electricity price on week-end	Unique offer for Linky customers	Offer extended to all residential clients thanks to **ENGIE** technical innovation
Green Electricity plan for SOHO(1)	Green Electricity contracts	• **-20%** consumption on 1st year • Fixed price on the 2 following years	ENGIE's electricity for SOHOs only green	All new electricity contracts are green – offer extended to residential clients

(1) SOHO: Small Office Home Office

CASE STUDY 1: DECENTRALIZED AND GREEN SOLUTIONS (1/2)

Our objective: Helping our customers (residential and professional) to become players of the energy transition

Decentralized production

« My Power »: Auto-consume your electricity thanks to the installation of photovoltaic panels on your house's roof

All electricity offers are green at the same price

elec' verte

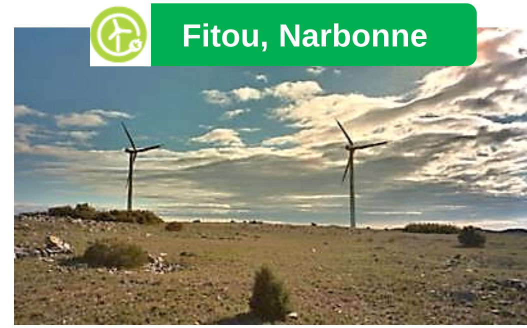
Elec'Charge	your own fast recharge at home
Elec'Car	green electricity at half price during night time
Elec'Week-end	save on the weekend and follow your consumption

ENGIE
1st green electricity supplier in France
with **600,000** customers since launch
+10% increase in electricity sales since launch

CASE STUDY 1: DECENTRALIZED AND GREEN SOLUTIONS (2/2)

I choose the electricity sourcing…
(solar, wind, hydro)

… and its origin
(specific geographical site)



- **Growing client expectations to have more « local » energy and more traceability:**
  - Possibility for each client to follow, on a dedicated website, the output of the chosen production site and the local weather to understand the impact on production

The offer perfectly illustrates decentralisation and digitalization of the renewable energy production

CASE STUDY 2: HOME SERVICES SOLUTIONS

Our objective: bring more comfort & tranquility to enable clients to save energy

DIGITAL TO CARRY OUR OFFERS

- **Online store:** partners' products coming along with expert advice to increase users' comfort
- **MaNouvelleChaudière:** the full digital solution to replace your boiler

EQUIPMENT

- **Thermal**: installation of systems, boilers, heat pumps, hot water tanks
- **Water**: softener, improve both your comfort and your thermal performance
- **Air**: mechanical ventilation, ensure the quality of your ventilation

EVERYDAY SERVICES

Maintenance
of your installations

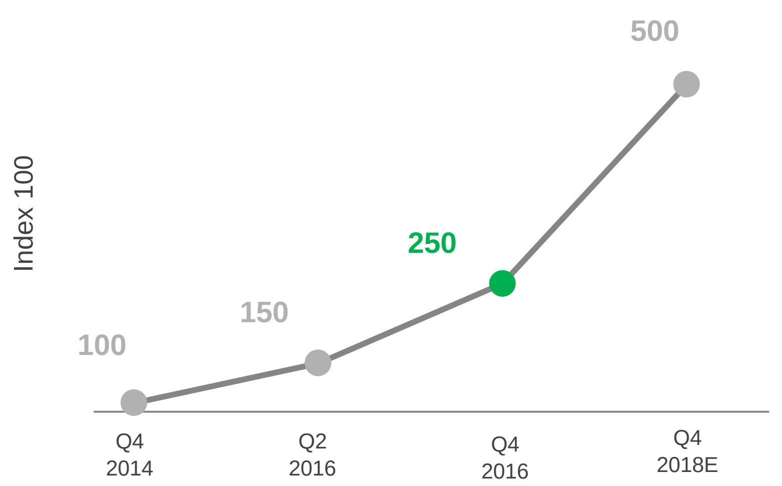
Emergency service:
plumbing, locksmithing, home appliances (GENIE)

Tranquility of mind:
protection through our range of insurance products

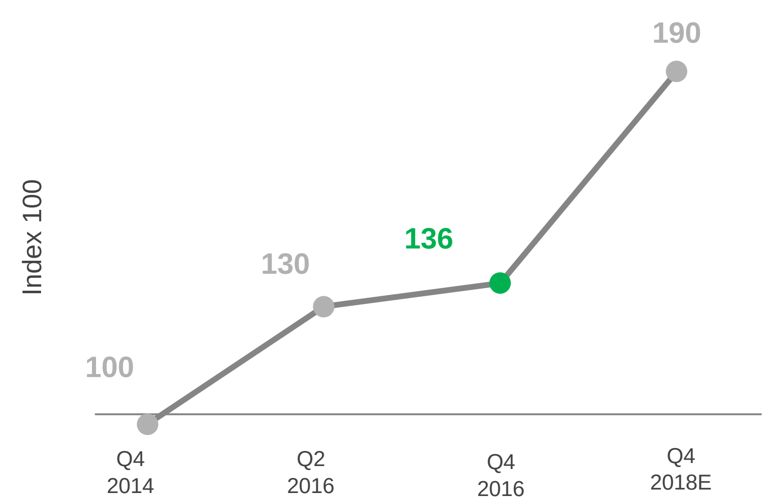
DEVELOP DIGITAL OFFER AND CUSTOMER RELATION

STRONG RESULTS IN DIGITALIZATION OF SALES AND CUSTOMER SUPPORT

Increasing sales through internet



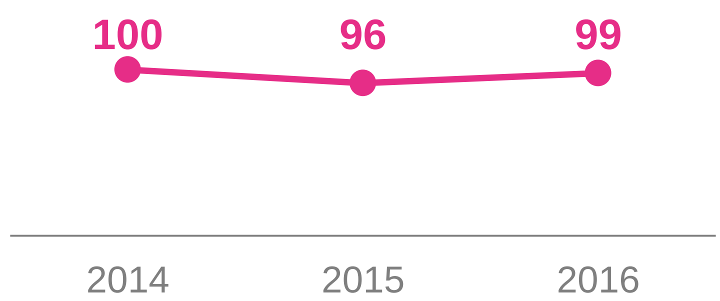
Increasing customer self-care



CONTROL COSTS AND MARGIN

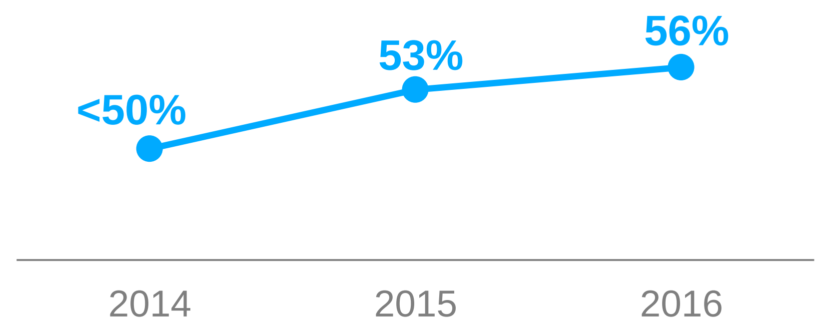
STABLE COST TO ACQUIRE (CTA)

Unitary acquisition cost
(Index 100, average on all channels)



INCREASING % SALES ON HIGH-VALUE CUSTOMERS

% sale on high-value customers



Lean 2018

Project	Identified actions
– IT expenses – Cash Collection – Procurement – Self care	>70%

OUR AMBITION IN FRANCE B2C BY 2018

EBITDA growth
+20%
vs. 2015[(1)]

Grow market share
~12% electricity clients
~x2 clients in services

Development of
new offers

Consolidate leadership

Maintain
#1 position
in gas supply

Undisputed
#1 challenger
in electricity supply

Sustain
#1 position
in green electricity offers

(1) At average climate

2017 INVESTOR WORKSHOP

June 20th, 2017

BU North, South & Eastern Europe

Etienne Jacolin, CEO

BU NORTH, SOUTH & EASTERN EUROPE OVERVIEW

Strong positions in customer solutions

- Mostly B2B
- Selective in B2C (Italy, Romania)
- DHC networks

Low CO_2 activities

- 1.2 GW, mainly wind & hydro

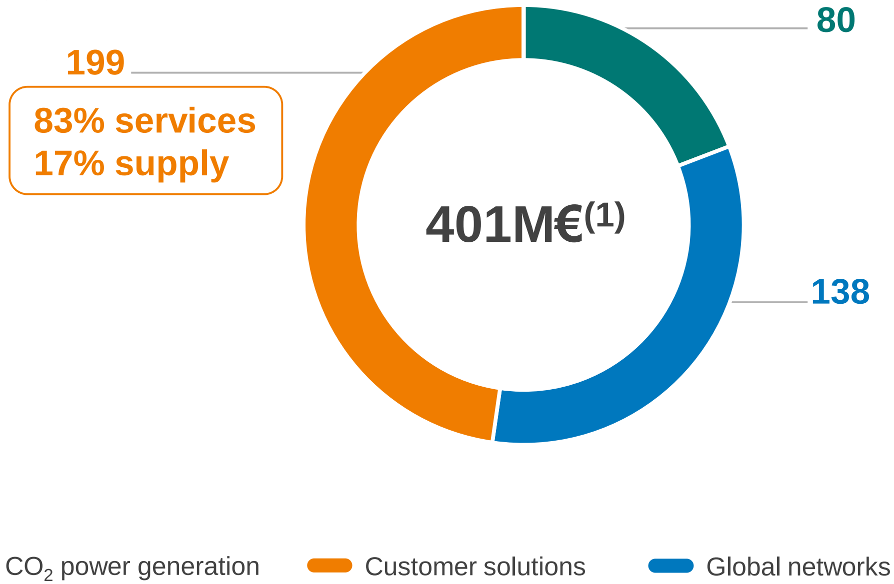
Global networks

- Mainly distribution in Romania

BU EBITDA

by strategic segment

2016, in M€



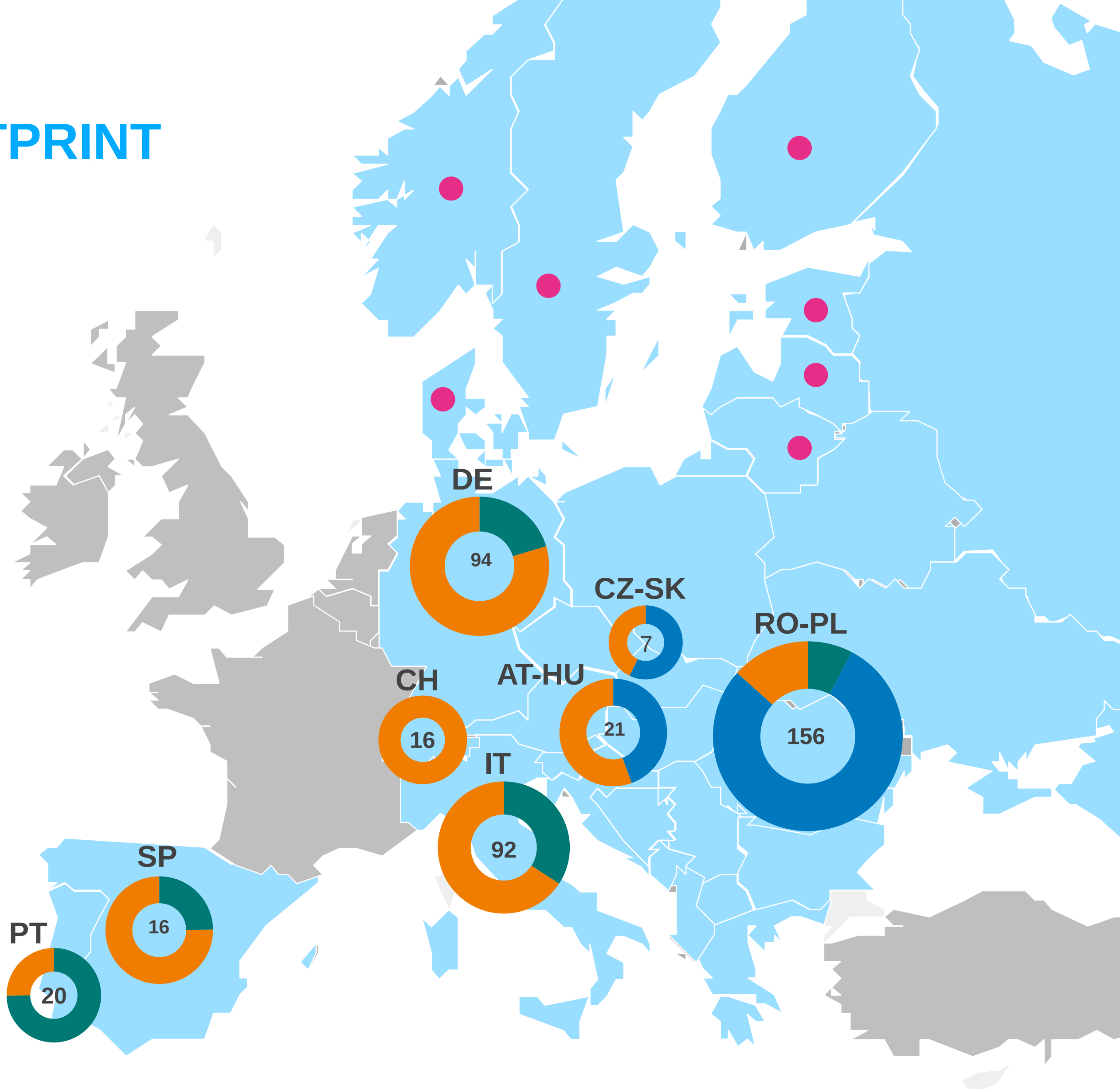
(1) including Other for €(15)m

A DIVERSIFIED FOOTPRINT

401 M€ 2016 EBITDA

- Customer solutions
- Low CO_2 power generation
- Global networks

- Country within BU
- Potential new country
- Country outside BU



POSITION OF MARKET CHALLENGER IN MOST COUNTRIES & LEADER IN ROMANIA

ZOOM ON B2X: CUSTOMER OFFERING

Existing

B2B

Installation & O&M for industry/tertiary
- Presence in all countries

Facility management

Specific offering to public administration
- Cities, hospitals, universities

B2T

DHC
- 45 DHC in portfolio
- Incl.world class references (Barcelona, Lisbon)

Public lighting
- ~75k lighting points already in portfolio (IT, SK)

B2C

Commodity sales
- 1.7 M gas contracts in Romania
- 0.7 M gas contracts & 0.1 M power contracts in Italy
- Equity participations in German Stadtwerke

Traditional home services
- RO: ~650k contracts in 2016

New areas under development

B2B

Integrated offers with digital & energy efficiency

Development of BIM

Decentralized generation

B2T

City verticals
- Security, traffic management, air quality, 3D modeling, dashboards…

B2C

Comfort at home (connected objects and bundled offers)

E-services Pilot project in Bucharest (Ajusto)

B2B - REINFORCE CORE BUSINESS IN ENERGY EFFICIENCY & DECENTRALIZED SOLUTIONS

Market drivers

- **Europe remains world 1st market for energy efficiency**
  - Dynamic growth in mature markets (DE, IT)
  - Specific niches (eg. data centers)
- **Auto consumption for industrials is gaining further momentum**
  - Cogeneration, rooftop PV
- **Customers expect price, quality & transparency**

Strategy execution

- **Installation backlog represented ~60% of 2016 revenues and reached a historical level (+23% in Q1 yoy)**
- **Development of energy efficiency and decentralized solutions in installation business**
  - Datacentre of T-Systems in Biere (Germany)
  - DSM in Switzerland
- **Reinforce customer anchorage in FM and O&M**
  - Athens Opera and National Library (Stavros Niarchos)
- **Pan European tenders leveraging Group scale & expertise**

B2T - A TARGETED MARKET WITH STRONG POTENTIAL AHEAD

Market drivers

- **DHC: continuous development**
  - Efficient & sustainable energy solutions to meet urban development challenges
- **Lighting business: further potential ahead**
  - Existing regulation imposing phase-out of old lamps
  - Entry point to upsell more services

EU District Heating Market	EU Street & Roadway Lighting Market
~+5% CAGR Over next 6 years	~+4% CAGR Over next 6 years
From 575 TWh in 2016	From $2.8bn in 2016

Strategy execution

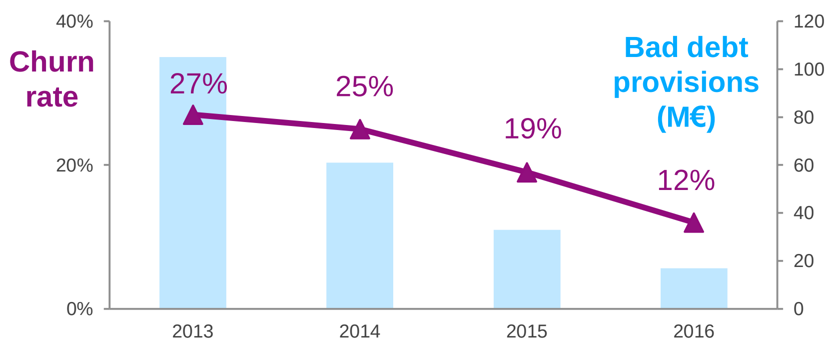
- **Expand local footprint through further DHC development**
  - Greenfield developments (Aosta, Lisbon, Barcelona) & selective acquisitions
  - Taking over Stadwerke of Gera
- **Develop offering towards cities**
  - Ongoing acquisition of >150k lighting points
- **First steps in green mobility**
  - Development of CNG ongoing in Romania, LNG/CNG refueling stations in Italy,…

Source: estimates from Navigant Research 2017

B2C - ZOOM ON ITALY:
A RESTRUCTURED PORTFOLIO POISED FOR GROWTH

Basics are right

- **Significant improvement of business operations over 2015-2016**
  - Improvement of cash-in curve, reduction of churn rate & bad debt provisions
  - Performance enhancement: -20% in opex 2016 vs 2015
  - Upgraded IT capabilities
- **Market is promising**
  - Attractive gross margin levels
  - Upcoming liberalization phase by 2019



We are growing

- **Strong organic growth over last months**
  - From 1,500 to 10,000 contracts/month thanks to improved sales network
  - Cross selling: commodities, services (dashboards, maintenance) & appliances (boiler, thermostat,…)
- **Selective partnerships or acquisitions could be considered**

OUR AMBITION IN NORTH, SOUTH & EASTERN EUROPE BY 2018

EBITDA BREAKDOWN

- Customer solutions
- Low CO_2 power generation
- Global networks

CUSTOMER SOLUTIONS

GROWTH AMBITION BY 2018 vs 2015

>>50% EBITDA

+150bps EBIT margin
in B2B & B2T services
(from 3.5% to >5%)

Growth of client portfolio

X2 B2C power sold

B2B

Germany

CASE STUDY 1: DECENTRALISED GENERATION AND SUPPLY FOR DANONE

MILUPA / DANONE

raised the factory production of milk powder (x2). Outsourcing of the utility part of the project

CONTRACT PERIOD

10 years

INVESTMENT

20 M€

CLIENTS' CHALLENGES

reactivity, reliability, quality

ENGIE'S SOLUTION

- BOOT (Build/Own/Operate/Transfer)
- O&M contract (facility technical services) and utilities operation: steam, electricity, ice water chillers, waste water treatment, compressed air…

CLIENTS' BENEFITS

- **CAPEX savings** allowing DANONE to invest more in the core business
- **Full O&M risk transfer to ENGIE** as unique technical expert and service provider
- **Ongoing energy performance**

CASE STUDY 2: DECENTRALISED GENERATION: SISSLERFELD BIOMASS PROJECT

DSM, NOVARTIS AND SYNGENTA

- 1 Biomass boiler (37 MWth) for steam & electricity generation (7 MWe)
- 3 Gas boilers for peak and back up

CONTRACT PERIOD

- Steam sale: 20 year steam contracts
- Electricity sale: 20 year PPA to Swiss Grid (subsidized tariff scheme)

INVESTMENT

55 M€

CLIENTS' CHALLENGES

Decarbonisation

switch from fossil fuel-fired power plant to a brand new wood-fired combined heat & power plant with no extra cost

ENGIE'S SOLUTION

Design/Build/Finance/Own/ Operate/Transfer

CLIENTS' BENEFITS

- **Guaranteed plant performance**
- **CO_2 reduction** of 35,000 tons per year
- **RSB Certified biomass sourcing plan,** supplied by forests within 100km radius
- **Deconsolidated solution for the client**

2017 INVESTOR WORKSHOP

June 20th, 2017

BU North America

Frank Demaille, CEO

NORAM BU Overview

Customer solutions

- Services turnover ~€0.5bn
- Electricity contracts
  - 97k for B2B
  - 95k for B2C

Low CO_2 activities

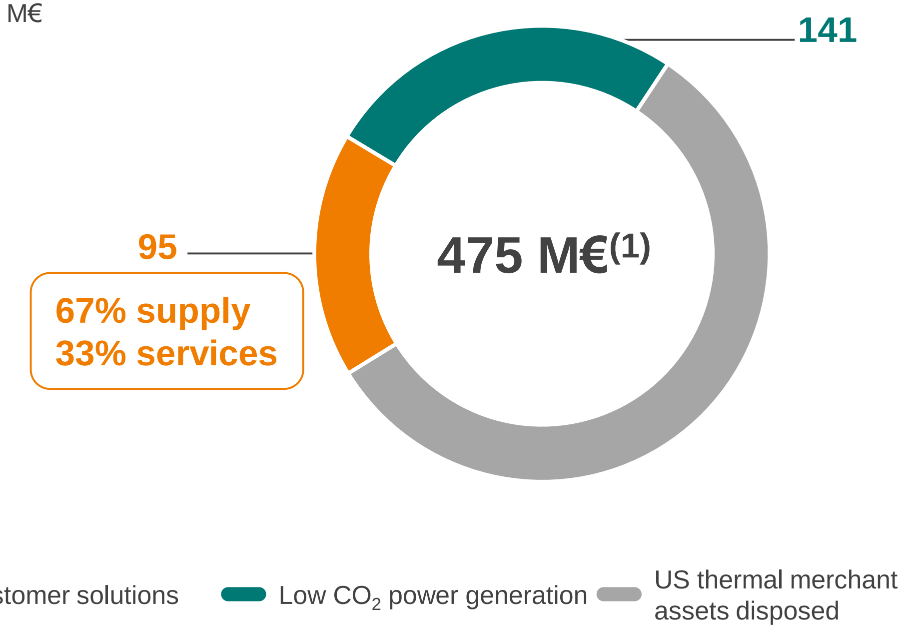
- 2.4 GW contracted gas fleet
- 800 MW renewables

3,635 employees
o/w 2,500 in customer solutions

BU NORAM EBITDA

by strategic segment

2016, in M€



(1) Includes the contribution from recently divested merchant assets

Transformation From a merchant generator to a solutions driven BU

	Key Requirements	LOW CO_2 GENERATION	CUSTOMER SOLUTIONS
Merchant Generator & Commodity Electric Supplier	Commodity risk management Scale and diversification	**13 GW** portfolio **77% merchant**	Commodity energy supply ThinkEnergy by ENGIE
Comprehensive Energy Services Provider	Customer relationships Sector knowledge Scope of solutions Scalability of offerings Speed and flexibility	**3 GW** portfolio **Contracted & low CO_2**	**+ Acquisitions to enhance offerings:** • Measure & manage • Energy analytics & engagement • Energy supply & optimization ecova, GreenCharge, Retroficiency, OPTERRA

FAVORABLE ENVIRONMENT FOR CUSTOMER SOLUTIONS

EXTERNAL MARKET DRIVERS	ENGIE'S B2X SOLUTIONS
Clients seeking **low cost**, **resilient** and **green** energy	**Integrated** energy solutions for low cost, sustainability and resilience
Digitalization of energy services; customers expecting immediate, **personalized** service	**Digital platform** for customer capture and retention
Interest in **"One-stop shop"**	Focused on **outcomes**, not complexity
Financial constraints hindering investment	Financing **mechanisms**
Rapidly improving **competitiveness** of **renewable** and **storage** technologies	**Renewables** and **storage capabilities** for on-site and off-site options
Rising **T&D costs**	**Grid services** solutions

ALREADY WELL PLACED ACROSS NORTH AMERICA IN CUSTOMER SOLUTIONS

SERVICES

Energy management, facilities operations and maintenance, and energy and water infrastructure design & construction services

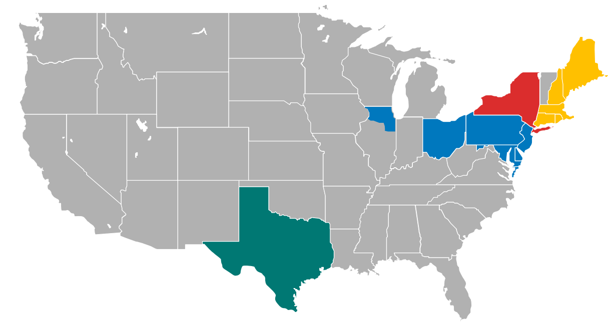
- **>1,000** public sector and commercial and industrial **energy management projects**
- **150 sites** with **energy storage** projects (electric bills cut up to 30%, grid stability)
- **>25m sq.ft**. of **buildings** managed
- Active in **8 airports** in North America
- Serving **customers that utilize >8% of the commercial electric load** in the US
- **Ecova's** energy and sustainability management portfolio of **over 700,000 sites**

All US States and selected Canadian Provinces serviced

SUPPLY

One of the largest non-residential energy suppliers in the US, serving commercial, industrial & institutional customers in 14 markets

- **#3 largest non-residential retailer in the US**
- **97,000 customer accounts** with a peak demand ranging from 50kW to >150 MW
- Energy **supply to ~50% of Fortune 100 companies**
- **Think Energy**, the retail electricity provider to residential and small business customers



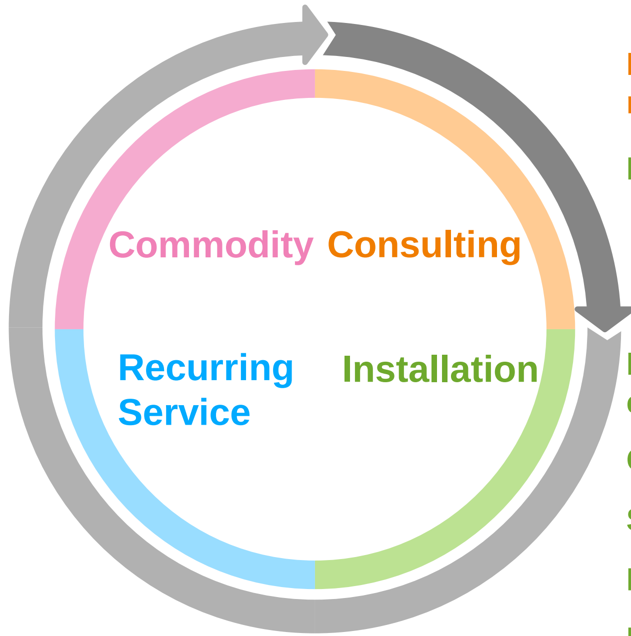
ENGIE UNIQUE VALUE PROPOSITION IN A FRAGMENTED COMPETITIVE MARKET

ACTION INSIGHTS

ecova
Energy procurement

ThinkEnergy by ENGIE
Energy supply

ENGIE



ecova
Energy & resource management

Retroficiency
Energy data analytics

ecova
Continuous monitoring

ENGIE
Financing

O&M

Portfolio Optimization

OPTERRA Energy Services
Design & build energy efficiency

ENGIE
Generation

GreenCharge
Storage

ENGIE
Demand response

EVBOX
EV infrastructure

Competitive edges

- Full range of energy solutions
- Access to best technical / financial partners
- Strong balance sheet
- Technology agnostic approach
- Commodity supply and price risk management expertise

GROWTH AMBITIONS AND PRIORITIES

B2B

Build on C&I Stronghold

- Comprehensive energy & sustainability offerings
- Decentralized energy (CHP, community solar, storage)

B2T

Grow Communities/Territories Segment

- Energy efficiency, resilient energy, smart lighting
- Energy communities; aggregation services to utilities / ISOs(1)

Be the largest and most trusted sustainable resource provider,
who guarantees performance and integrates industry leading technologies/services

B2C

Grow Consumer Business

- Energy cost management
- Prosumer optimization; aggregation services to utilities/ISOs

Develop a leading all-digital engagement platform, associating price and quantity

Build business model around **originating** and **optimizing** energy solutions

Digitalizing our business processes to increase flexibility and scalability

Technology consortia, partnerships and internal innovation to drive transformation

(1) Independent System Operators

OUR AMBITION IN NORAM BY 2018

EBITDA BREAKDOWN

CUSTOMER SOLUTIONS

GROWTH AMBITION BY 2018 vs 2015

> x2
EBITDA customer solutions

> x2
Services revenues

x4
Number of B2C electricity contracts

(1) Pro forma disposal of US merchant power generation assets

CASE STUDY 1: OHIO STATE UNIVERSITY (OSU)

OHIO STATE UNIVERSITY (COLUMBUS, OH)

- District energy operation of a university campus with over 410 buildings
- Selected over a 2-year period as the top bidder amongst 40 participants in the RFI[1] phase

CONTRACT PERIOD

50 years

INVESTMENT

1.2 B$

CLIENT'S CHALLENGE

Position OSU as international leader in sustainability

ENGIE'S SOLUTION

Innovative 50-year public-private partnership deal to operate and manage OSU's Columbus campus utility system comprising electric, steam, heating, natural gas and chilled water facilities

CLIENT'S BENEFITS

25% committed energy consumption reduction in 10 years

(1) Request for information

CASE STUDY 2: LOS ANGELES UNIFIED SCHOOL DISTRICT (LA USD)

LA USD (CALIFORNIA)

- OpTerra working with LA USD for 9 years
- Partnered with Green Charge Networks to win $11.5m contract in 2016 on 4 sites: lighting upgrades, EMS controls, transformer upgrades, HVAC retrofits, energy storage.
- 9 sites currently under development

SCOPE

>700k students

>1,100 schools

CLIENTS' CHALLENGE

Integrated energy storage solutions within an overall energy efficiency and optimization package

ENGIE'S SOLUTION

Complimentary energy offerings from energy services and retail businesses

CLIENT'S BENEFITS

- Piloting innovative technology
- Efficient and easy contracting process
- Pre-paid "PEA" program
  - GCN owns, operates & maintains ESS
  - District invests $300k upfront
  - $350k savings
  - 5.5-year payback

EMS = Energy Management System
HVAC = Heating, Ventilation and Air Conditioning
PEA = Power Efficiency Agreement
ESS = Energy Storage System

2017 INVESTOR WORKSHOP

June 20th, 2017

BU United Kingdom

Wilfrid Petrie, CEO

UK BU OVERVIEW

Customer solutions

- 25 million m² of managed premises
- 32,000 business customer sites
- 170 councils served

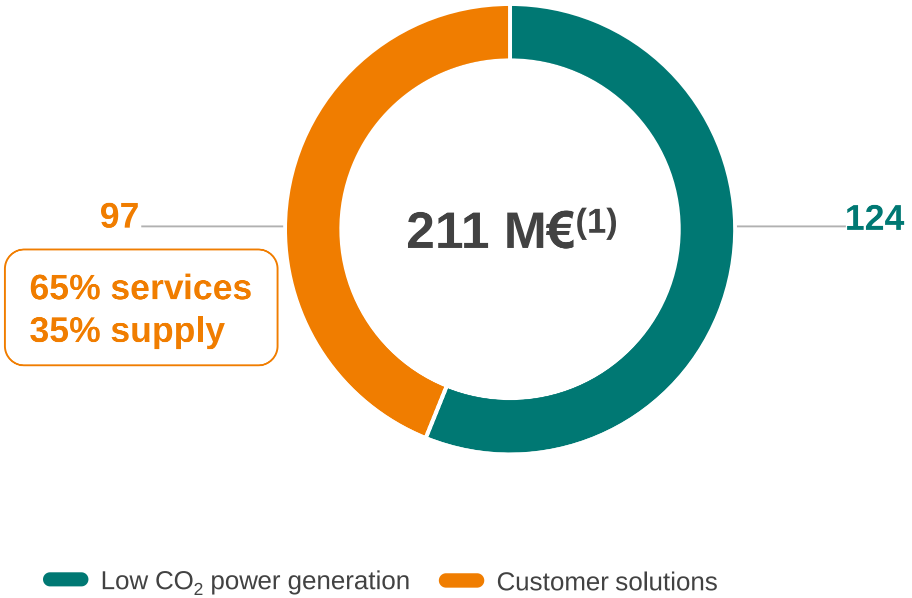
Low CO_2 activities

- **2 GW** – UK's largest pumped storage facility (First Hydro)
- **75 MW** wind and solar portfolio
- **355 MW** of embedded generation managed for customers

BU UK EBITDA

by strategic segment

2016, in M€



(1) Total includes Other €(10)m

OUR UK BUSINESS TODAY

20,000
Employees in the UK

£3.3 bn
Revenue(1) in 2016

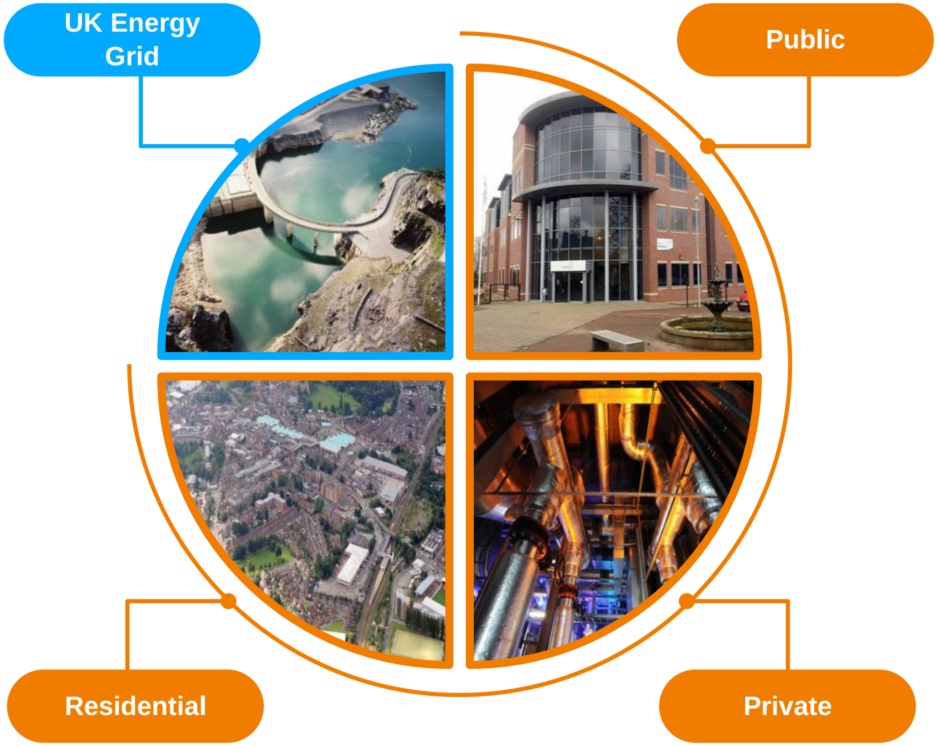
4%
UK Energy Generation

N°1
Regeneration / District Energy

Top 5
Facilities Management

Top 7
Energy Supply

KEY CUSTOMER GROUPS



Customer Solutions

(1) 2016 Revenue pro forma Keepmoat

STRATEGY & COMPETITIVE ADVANTAGES

Lead the way in innovative services and sustainable energy to our chosen customers

There is more value in reducing consumption than supplying a commodity

The UK has a business of 35% EBITDA in energy combined with 65% EBITDA in services

There is more value in providing integrated solutions with end results

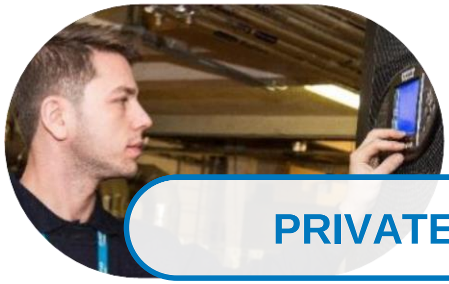
The UK market is mature to outsourcing

ENGIE is the player in the market with capabilities across the value chain

Our portfolio of customers is balanced

By strengthening our local government base through the acquisition of Keepmoat Regeneration we have increased our resilience

ACTIVITIES IN CUSTOMER SOLUTIONS



PRIVATE

- Energy Supply
- Facilities Management
- Technical Services
- Business Services

£1.6 bn(1)
2016 revenue

PUBLIC

- Regeneration (Keepmoat)
- District Electricity, Heating & Cooling
- Facilities Management
- Smart Government

£1.2 bn
2016 revenue

RESIDENTIAL

- Energy Supply
- Connected Services
- Maintenance

START UP

(1) Excludes First Hydro

PRIVATE: CREATING MORE VALUE FROM COMBINING ENERGY & SERVICES

MARKET DRIVERS

Energy Supply

&

Facility Management

ENERGY EFFICIENCY + OUTSOURCING

ENGIE

ENGIE has unique position in UK market

Ability to offer private & public sector clients energy supply, technical services and facility management

Target: to increase integrated energy & services contracts from 15% in 2016 to 50% in 2019

Revenue from combined Energy & Services offers in 2016: ~£200m in Private Sector

ADDITIONAL GROWTH POTENTIAL

On-site generation

Smart building solutions

Cross sell energy and facility management

ENGIE uniquely positioned to offer energy & services

PUBLIC / THE PLACE: STRONG GROWTH IN A STABLE MARKET

MARKET DRIVERS

Reduction in Budgets

&

Devolution to local

ACCEPTANCE OF CHANGE + FOCUS ON OUTCOMES

ENGIE

ENGIE provides services to 170 of the 400 councils

Comprehensive solutions to address regeneration, with district energy, and cost constraints, with outsourcing and smart government

8% p.a. growth expected in next five years

ADDITIONAL GROWTH POTENTIAL

Home energy

Retirement living

Cross sell in our 170 councils

ENGIE in the UK is a leader in regenerating places

RESIDENTIAL / HOME ENERGY: LEVERAGING EXISTING UK & GROUP EXPERTISE

MARKET DRIVERS

Customer: Fair pricing & new products

Connected: Technology advances

Community:
Direct offers from councils

ENGIE

B2C is a natural extension of our B2B energy supply activities in the UK

Key differentiator is the combination of energy & services

Not trying to create a 'Big 7' – No legacy issues of the Big 6

ADDITIONAL GROWTH POTENTIAL

Customer: direct sales in cities, innovative products

Connected: more connected devices, leverage ENGIE's €1.5 bn investment (e.g. acquisition of EV Box)

Community: white label offerings & JV partnerships, Keepmoat Regeneration

Home energy expands our energy & services proposition for cities & communities

OUR AMBITION IN THE UK BY 2018

EBITDA BREAKDOWN

Customer solutions

Low CO_2 power generation

CUSTOMER SOLUTIONS

GROWTH AMBITION BY 2018 vs 2015

+50% EBITDA
(in local currency)

No 1 in Places
>£1.5bn revenue

Private: >35%
of revenue from integrated Energy & Services

Home: 25%
of revenue from additional services (value over growth)

CASE STUDY – PUBLIC / THE PLACE
WAKEFIELD: IMPROVING THE LIVES OF COMMUNITIES

TODAY

- Healthcare
  - ENGIE has 30-year PFI for Facilities Management at Mid-Yorkshire NHS Trust which began in 2007
  - £14m p.a , 387 staff providing 15 different services
- Local Authority
  - ENGIE awarded 10-year, £20m p.a contract by Wakefield Council in December 2016, employing 800 people
  - Facilities and energy management services across 500 council buildings and >100 schools with energy savings guaranteed
- Regeneration
  - Eco-refurbishment of 8-storey tower block (Low Cross Court)
  - Installation of 64 PV panels, insulation & new gas-fired boiler plant Security - new door entry and CCTV systems

TOMORROW

- Retirement Communities
  - Walton – Design, Build of 129 retirement dwellings Phased development with full completion in 2024
- On-site generation
  - Pinderfields hospital – Project to install a CHP (Combined Heat & Power)
- Home Energy
  - Direct sales to SMEs and residential customers

CASE STUDY – PRIVATE
FORD MOTOR COMPANY: COMBINING ENERGY & SERVICES

KEY CONTRACT FEATURES

- Long-standing relationship with Ford Motor Company across **UK portfolio** of manufacturing, office and research (5 locations)
- **Energy** supply: 0.5 TWh p.a.
- **Services:** Energy data management, demand side response (DSR) and multiple energy efficiency measures and projects – including:
- 2014: £5m Bridgend boiler modernisation
- 2015: Full ESOS compliance, DSR audit and project works

CLIENT'S CHALLENGES

Reducing costs and **increasing energy efficiency**

Global Ford Motors **target of 25% reduction in energy usage** to be achieved by 2016

ENGIE'S SOLUTION

Full energy management solution with guaranteed savings over 5 year period

Team of four energy experts employed alongside Ford's own engineering team

CLIENT'S BENEFITS

25% reduction in energy usage target achieved early by 2015

Zero capital investment, immediate savings

CASE STUDY – PRIVATE
BRITISH LIBRARY: ENERGY EFFICIENT, SMART BUILDINGS

KEY CONTRACT FEATURES

- St: Pancras: Largest public sector building built in modern times (**110,000m² over 14 levels & 76 plantrooms**)
- ENGIE has provided Technical Services & Energy Efficiency since 2008 (**contract extended in 2016**)
- Also storage site in Boston Spa, Yorkshire with fully automated robotic solution and low oxygen controlled environment

CLIENT'S CHALLENGES

Reducing costs and increasing energy efficiency

ENGIE'S SOLUTION

Programme of energy management solutions

New Digital Services from 2016:

- Building Information Management (BIM) retrofit implementation
- Work with Living Maps to create an 'indoor mapping' solution using augmented reality, proprietary mapping software to bring Library to life for visitors

CLIENT'S BENEFITS

23%

reduction in energy consumption from a range of energy efficiency measures

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 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.

FOR MORE INFORMATION ABOUT ENGIE

Ticker: ENGI

+33 1 44 22 66 29

ir@engie.com

http://www.engie.com/en/investors-area/

Download the new ENGIE Investor relations app