

OCTOBER 2ND, 2019

INVESTOR MEETING



Today's speakers and agenda



BERTRAND CAMUS Chief Executive Officer



JEAN-MARC BOURSIER Chief Operating Officer



JULIAN WALDRON Chief Financial Officer

01. Our ambition, our commitments

02. Improving our performance and operational efficiency

03. Driving selectivity in our growth

04. Setting out a clear financial plan

Conclusion: SUEZ set up to deliver



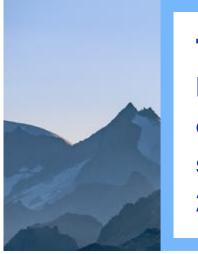


01 OUR AMBITION, OUR COMMITMENTS





Our Vision



The global leader in environmental services by 2030





The market fundamentals are stronger than ever

+1bn urban inhabitants by 2030, 98% outside of Europe Water scarcity will impact 2bn people within 2030 **Tightening regulations** on environment Circular Economy Package in Europe, China's Green Fence

Growing citizen awareness on global climate crisis

86% of S&P 500 Index[®] companies published sustainability reports in 2018¹

¹ Source: G&A Institute



Our core strengths add value to our clients

Our unmatched **client base** trusts our expertise and know-how

Our **90,000 employees** are passionate and committed

We continuously **innovate** to ensure we have **leading-edge solutions**

SUEZ brand is recognized for **leadership in** sustainability

We put **ethics** and **health & safety** at the heart of our values

#1 private water provider worldwide¹

#2 in waste services in Europe

#2 in industrial water and membrane bioreactor

#1 in smart water in Europe



Six changes we embrace



Consumption must become sustainable



Access to capital is not a differentiator



Increasing competition and commoditization in some markets



The best technology, equipment and solutions are essential



Digital and data



Success must be collective





We accelerate changes in our business models

From:

- > Volume-based, built around demand growth
- Infrastructure-based, built around asset construction
- > Capital-based, built around asset financing

Accelerate contracts based on:

- Improving performance, reliability and sustainability
- > Digital, smart and technology solutions
- Involving multiple types of stakeholders



A comprehensive plan to position SUEZ for the next decade, now



We will drive **growth** by only **selecting opportunities** where we are appropriately rewarded for our differentiation

We will **simplify** the way we work **to best serve our clients**

We will **engage** all employees to ensure their commitment

Selective organic growth Capex discipline 15-20% portfolio rotation

Leaner organization €1bn performance plan¹ Digital and innovation step-up

Winning spirit Talent development Aligned incentives

A plan fully delivering in 4 years with material results as soon as 2021

¹ Annual savings in 2023 compared to 2018 cost base



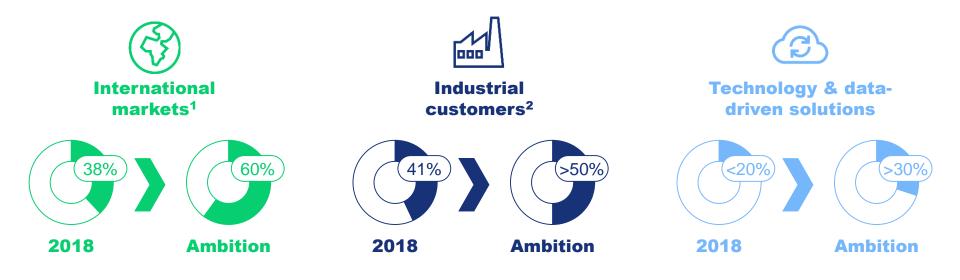


We will drive "SUEZ 2030" across three worldwide segments





SUEZ will have the following growth priorities



Our selective growth will leverage strong capabilities and innovation in Europe

Target revenue mix

¹ All revenue outside EU

² Includes commercial, retail and industry





We will align business portfolio with value creation ambitions



H1 2019 Capital Employed : €20.6bn

Portfolio reviewed along 5 criteria:

- > Fit with Vision
- > Projected returns
- > Growth prospects
- > Ability to differentiate and avoid commoditization
- > Synergies with the Group



Our new organization will simplify the way we work

3 global segments: Water, Recycling & Recovery, Environmental Technologies and Solutions

Delivered to our clients through

6 Regions and **2 Global Business Units** driving performance and growth, sharing local resources and expertise

Supported by

Lean corporate structure defining group strategy and resource allocation, setting rules & standards and organising expertise and know-how Decentralized organization closer to customers





Cultural change will revive our winning spirit



4 core values: passion for the environment, respect, customer first, team spirit

Talent upgrade: leadership and digital skills, new capabilities for new businesses

Reinforcement of performance culture, combined with a change of rhythm in execution

Management incentives aligned with financial objectives





Our value creation ambition: a transformed SUEZ in 2023

New values, culture & skills embedded

Accelerated organic growth with reduced capital intensity

Simpler organization with improved profitability

Enhanced capacity to increase dividend at a normalized pay-out ratio

ROCE at least two points above 2018 level



Our guidance: a material impact on key financials in 2021

Growth priorities showing results

Portfolio rotation underway

Strong contribution of performance plan

Step-change in profitability

Recurring EPS¹: €0.80 Recurring FCF²: €500m Leverage³: 2.8-3.0x

2021 guidance assumes no material change in economic and market conditions (incl. interest rates, forex and commodity prices) vs. those observed over the past 12 months.

¹ Recurring EPS: [Net Income group share – (hybrid coupon + all one-off costs cash and non-cash +/- capital gain/losses on disposals) x (1 - applicable tax rate)] / number of shares. By way of comparison, the 2018 recurring EPS is estimated at €0.56. ² Recurring FCF: Cash Flow from operating activities – hybrid coupon + restructuring (cash expenses) – property plant, equipment – intangible capex – lease expenses - net financial charges – flows including to/from minorities dividend. By way of comparison, the 2018 recurring Free Cash Flow is estimated at €95m.

³ Debt including IFRS 16



02 IMPROVING OUR PERFORMANCE AND OPERATIONAL EFFICIENCY



Selectivity, simplicity and innovation will unlock additional profitability

SELECTIVITY

Rationalize current business portfolio Tender process to drive selectivity early

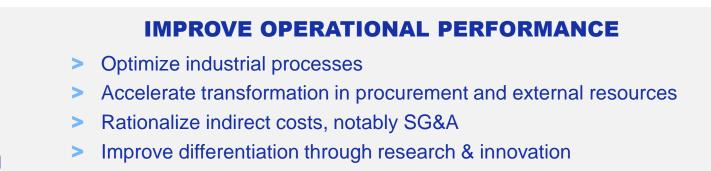
SIMPLICITY

Streamline and standardize Reinforce expertise on a global and regional basis

INNOVATION

Focus on fewer priorities Increase investment Improve time to market







Optimize and standardize our industrial processes

Upgrade our set-up from « good » to « best-in-class »

Build on SUEZ know-how

- Roll-out unique standard for each critical business process
- > Standardize operations
- > Reinforce IT and OT⁽¹⁾ applications

Create an agile central team to steer performance

- > Set ambitious yet realistic goals
- > Apply systematic benchmarks
- > Align industrial KPIs and monitoring tools

Reinforce and mutualize technical expertise

- > At global and regional levels
- > Ensure local teams improve

Reinforce accountability

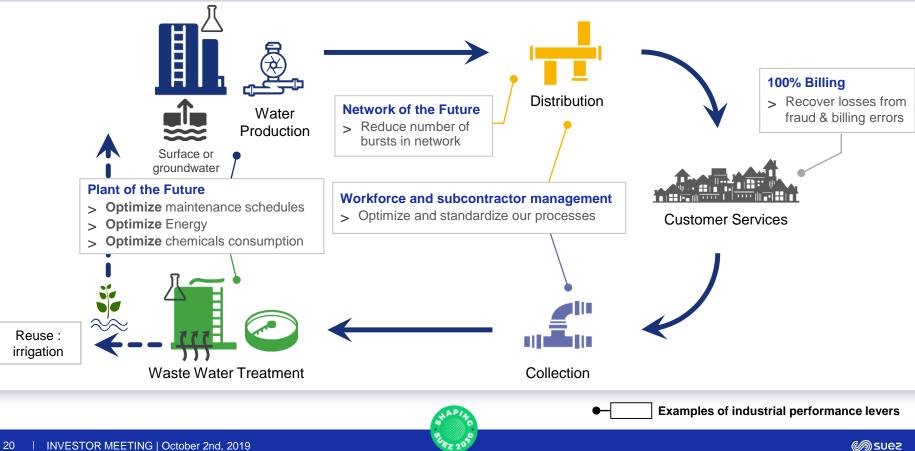
- > Empower local teams
- Align incentives through the entire organization

¹ Operational Technology





Optimizing each of the five stages of the Municipal Water value chain



Water pipe bursts reduction: new global approach reducing opex by 10%

Case study

Today

21

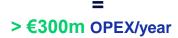
Necessary infrastructure already in place

Reactive approach

- > Detect and fix leaks
- > Optimize repair costs

300,000 bursts/year

on water mains and connections



Implementing a proactive approach

Removing pressure peaks on networks

- > Modulate pressure
- > Detect and remove pressure transients



<u>मम</u>्

Open Innovation

 Partnering with Inflowmatix, providing unmatched high frequency pressure loggers & analytics

New solution

> Based on SUEZ experience: "Calm Networks"

Systematic approach

> Global roll-out in contracts with highest burst rate

Estimated annual opex savings





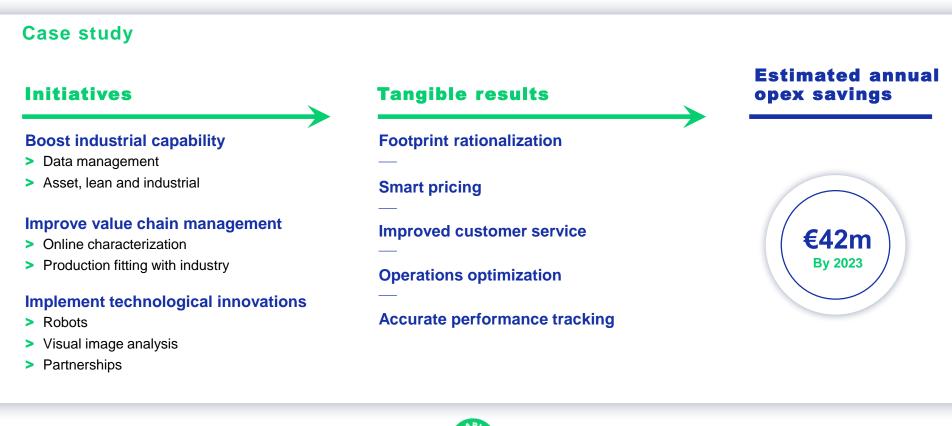


Optimizing each of the five stages of the R&R value chain





Waste sorting: operational improvements reducing opex by 7.5%



c.5% cost optimization on our 7.5bn€ external spend

Flagship initiatives

Enhance coverage by category management

Reinforce strategic purchasing teams to address more categories Reinforce and align IT Tools

Increase digitalization to streamline processes Ensure the quality and consistency of procurement data to support operations Further standardize and capture innovation

Align specifications and develop strong partnership with key strategic suppliers Reduce number of suppliers

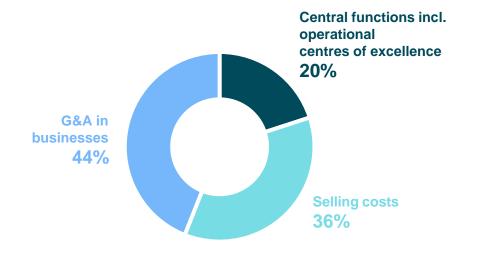
Increase our purchasing power and supply chain risk management Redefine governance

Design a new operating model to foster external spend optimization in operations



Accelerate rationalization of our SG&A costs

Based on 2018 cost base



- > Reduced selling and tendering costs based on more selectivity
- Simpler organization enables delayering
- > Regional platforms to share resources
- Strong reduction of real estate footprint





The plan delivers substantial savings



We expect 45 to 50% of these savings to materialize by 2021

¹ 2020 – 2023 gross optimization (excl. incremental investments) Pro forma figures based on 2018 cost base (excl. scope variation)





Invest in innovation to fuel future growth

~50% increase in our R&D, innovation and digital investments by 2023



Acceleration of investments, enabled by improved performance

Identified investment priorities in line with our growth ambition

Improved efficiency of investments through enhanced tracking and selectivity on projects



03 DRIVING SELECTIVITY IN OUR GROWTH



and a share



More selective, higher-return growth

PERFORM AND INNOVATE IN EUROPE

- Focus on performance with selective pockets of growth
- > Europe is key to foster profitable growth worldwide through expertise & innovation

ACCELERATE ON GROWTH PRIORITIES



International markets



Industrial customers



REALLOCATE FINANCIAL CAPITAL, REDEPLOY TALENT

- > Portfolio rotation
- > Talent development
- > Capex discipline
- > New skills development





Perform and innovate in Europe

Focus on performance with selective pockets of growth

Water

- > Waste water treatment leveraging state-of-the-art expertise
- > Selected micro-pollutant projects

Recycling & Recovery

- > Upgraded performance on C&I collection and sorting
- > Recycling of plastics mono-flows
- > Next-generation energy recovery solutions

Environmental Tech & Solutions

- > Integrated industrial services
- > Smart solutions
- > New businesses on Air and Smart Agriculture



EUROPE IS KEY TO FOSTER PROFITABLE GROWTH WORLDWIDE THROUGH EXPERTISE & INNOVATION

- > Flagship projects and references
- Centers of excellence

- > Pilots for innovation before scale-up
- Early adoption of sustainability standards





Europe leads the way in both innovation and sustainability

- Contraction - Project

 Plastics recycling and upcycling facility

LyondellBasell

MAASTRICHT

POLYMERS

QUALITY CIRCULAR

- > Cutting edge know-how
 > Partnership with
- Sources of differentiation
 - Impact
- > 100k tons p.a. of recycled plastics by 2020
- > 160k tons CO₂ eq. saved p.a. at target production

WEST LONDON ENERGY RECOVERY

- > €280m energy recovery facility
- > €850m contract value

> Proven, reliable technology

- > PPP know-how
- > Affordability of the solution
- > >300k tons p.a. diverted from active landfills to maximize value recovery
- > >2.1m tons CO₂ eq. saved over contract duration

TOULOUSE MÉTROPOLE WASTEWATER

- > Wastewater service for ~800k inhabitants
- > €520m contract value

PARIS SMART METERS

> €30m contract value

- > Hypervision command center >
- > Sustainability leadership
- > Community engagement
- > ~70 GWh of energy p.a. as biogas, heat and electricity
- > 178,000 hours of work allocated to local long-term unemployed people

- > Next generation technology
- > Smart Operations Center

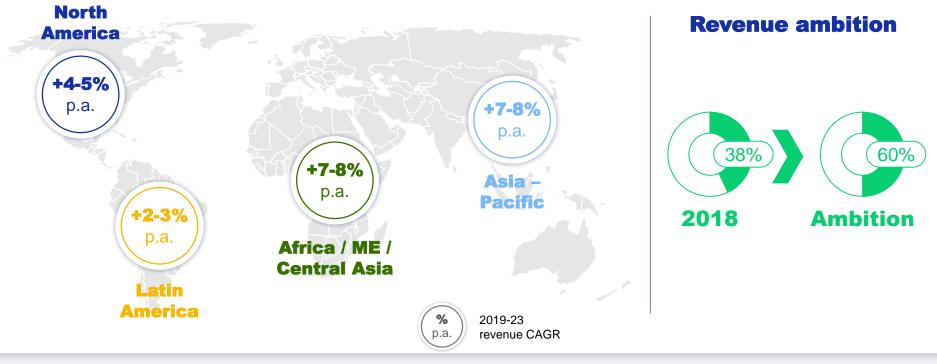
> 93,500 smart meters deployed in 2 years





International markets: Stronger growth but in fewer countries







Landmark projects showcasing our selectivity in international growth



- - -

Project



Smart technologiesExperts in water

infrastructure

> PPP know-how

Sources of differentiation



- > Reduced non-revenue water
- > Savings for City and inhabitants

JERSEY CITY

> **€155m** contract value

> Smart water

> Improved customer experience

GRAN SANTIAGO

- > 1st biofactory worldwide, regenerating resources for **7m** people
- > €850m contract value

- > Wastewater technologies
- Unique combination of water and waste capabilities

- > 100% self-generation
- > 0 waste
- > 0 pollution
- > 0 emission

SENEGAL

- > Water supply for 7m people
- > €2bn contract value

- > Digital customers tools
- > Energy optimization solutions
- > Hypervision command center
- > Continuous water supply
- > Knowledge transfer
- > New local Centre of Excellence for R&D and Innovation

GREATER CHINA

- 7 integrated hazardous waste incineration facilities in operation or under construction
- E1.6bn managed revenue targeted over 10 years
- Hazardous waste handling know-how
- Comprehensive waste management solutions portfolio
- > 250,000+ tons per year of processing capacity





Industrial customers: targeting high value solutions



5 key solutions

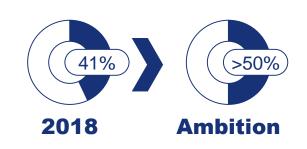
- Process water including ultrapure, demineralized water
- Highly polluted liquid effluent (Membrane Bioreactor, Zero Liquid Discharge solutions)
- Highly polluted and hazardous waste
- > Remediation and soil depollution
- Recycling of selected waste flows (Plastics, Metals and Organic)

5 key industries

Accelerate on 5 priority markets:

- > Food & Beverage
- > Power
- > Chemicals and Pharmacy
- > Downstream Oil and Gas
- > Micro-electronics

Partner with our ~450k industrial customers to achieve their sustainable roadmap together



Revenue ambition





Tailored solutions for a wide range of industrial challenges





Soil remediation

- E0.8bn addressable market today
- > +10-15%¹ p.a. projected revenue growth
- Know-how: leader in France and BeNeLux
 Customized solution
- differentiation

Sources of



Top industrial players Al Karaana Greater Moscow

Mobile units

- E1bn addressable market today
- > +10-15%¹ p.a. projected revenue growth
- > Largest fleet worldwide
- Fully connected fleet and service system
- > In-house technologies

\$27bn Pengerang integrated complex



Refinery water reuse

- > €1bn addressable market today
- > +5-10%¹ p.a. projected revenue growth
- > Only company covering entire flowsheet
- > Proprietary chemicals, equipment, digital tools and service offer





Ultra pure for microelectronics

- > €2bn addressable market today
- > +5-10%¹ p.a. projected revenue growth
- > Proven solutions for UPW production, reuse, wastewater treatment
- Integrated flowsheet with unmatched portfolio of technologies and services

Serving top players globally for decades



¹ SUEZ figures



Technology & data-driven solutions: new high-potential businesses for a wider customer base

Rationale

- > Greater efficiency and sustainability
- New ways to enhance customer experience and deliver more value
- > New business models: asset light, performancebased contracts

Priorities

- Prioritize industrial water and waste equipment, systems and solutions with proprietary technologies and innovation
- > Develop and roll-out globally our smart environment solutions
- Enter at scale in new businesses: air quality management and smart agriculture

Revenue ambition







Growing our strongholds in Smart Water, Waste & City Scaling up Air quality & Smart agriculture



- > 4+ million connected SUEZ sensors, 700 global references
- > Improve customer experience and infrastructure efficiency



Smart Waste

- > Customer base already built
- > In line with SUF7 recyclability and traceability objectives



Smart Cities

- > Global multiservice performance offer to Cities
- > Leveraging on SUEZ existing footprint worldwide and longstanding operator's track record



> A unique Control Command Centre integrating urban flows and services with 65% energy savings at the end of the 12y contract

Smart Agriculture & Air Quality

> In line with SUEZ DNA around Water and Sustainability





> Expertise in monitoring & treatment of pollution, odors and GHG emission











SUEZ will have the following growth priorities



Target revenue mix

¹ All revenue outside EU

² Includes commercial, retail and industry





04 SETTING OUT A CLEAR FINANCIAL PLAN



A focused segment structure to present our ambition

2018 financials	Water	Recycling & Recovery	Environmental Tech & Solutions
Sales	c. 40% of sales	c. 40% of sales	c. 20% of sales
Organic growth potential	+	+	+++
EBIT	c. 60% of EBIT	c. 26% of EBIT	c. 14% of EBIT
Сарех	c. 55% of Capex	c. 33% of Capex	c. 12% of Capex
Capital Employed	c. 51% of CE	c. 27% of CE	c. 22% of CE
Capital Employed evolution			

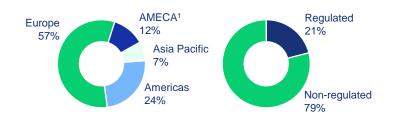


Water



What is in this segment?

- > All our **municipal water activities**, in Europe and internationally
- > Regulated and concession businesses
- > Infrastructure and services
 - **Resilient business**, driven by growing populations, urbanization and increasing needs for quality and reliability



What we do?

- > Drinking water catchment, treatment, and distribution
- Municipal wastewater collection and treatment
- > Desalination
- > Water reuse
- Sludge treatment and organic recovery

Our strategic focus

- Selectivity in international growth
- Leverage our European foundations to boost innovation and references whilst being more selective in contracts renewals
- Grow in business models that value our service offering

Based on 2018 sales ¹ Africa, Middle-East, Central Asia



Recycling & Recovery



What is in this segment?

- > All our waste activities related to non specialty applications, worldwide
- > For municipal and I&C customers



What we do?

Management of non-hazardous waste on all the value chain:

- > Collection
- > Sorting
- > Recycling
- > Energy recovery
- > Landfilling

Our strategic focus

- Focus on markets with clear medium-term regulation
- Selectivity to avoid national markets and business lines with high commoditization
- Bring our proprietary innovation to our municipal and I&C customer on non specialty applications
- Focus on value-add services such as traceability notably for industrial customers



Environmental Tech & Solutions



What is in this segment? What we do? Our strategic focus > Specialty environmental solutions Industrial water: WTS > Industrial and municipal customers > Engineered systems > Chemical & Monitoring Solutions > Five priority industrial verticals Specific waste treatment Hazardous Waste management Accelerate introduction of **next** & Others² 16% Asia Pacific generation technologies > Hazardous waste (including Americas & AMECA¹ Advanced IWS) 43% 19% Solutions Grow organically and through > & Consulting > Soil remediation 10% acquisitions > Dismantling Europe Advanced solutions and **Reinforce our differentiation** > 38% Industrial consulting: with proprietary technologies Water (WTS) > Smart solutions (water, waste, 74% city)

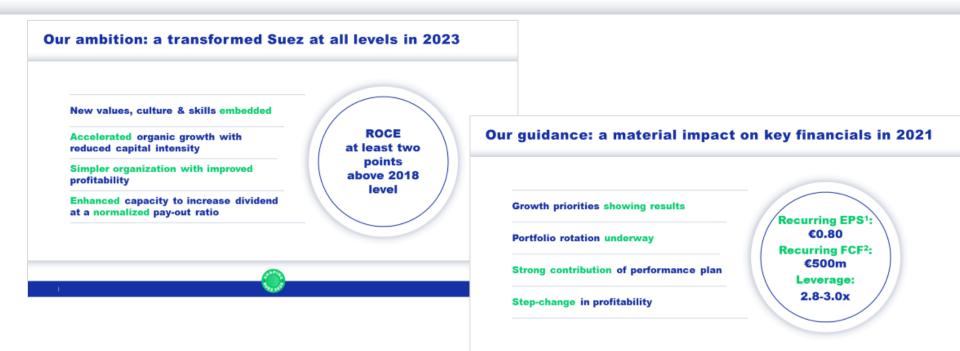
Based on 2018 sales ¹ Including IWS, Hazardous Waste Asia, Facility Management and dismantling ² Africa, Middle-East, Central Asia



> Air quality & smart agriculture



A clear financial ambition





@suez

Reallocation of our capital resources

What do we stop

- > High-risk construction projects
- > Capital intensive projects, notably in non core countries
- > Low value-added/commoditized business lines



How do we change

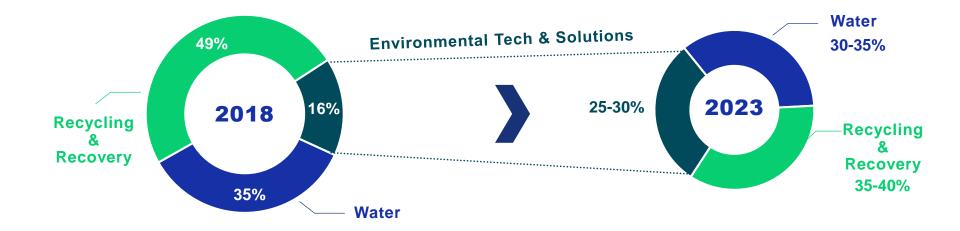
- > Asset-heavy investment in partnership
- > Faster rotation of equity investments
- Intelligent asset monitoring to optimize maintenance
- > Procurement optimization of both maintenance and development capex

Strong change of direction in how we spend





We will target more capex to our priority markets whilst reducing the overall envelope¹



Strong change of direction in where we spend



Our Working Capital plan

	In €m	2018	2019 H1
Working capital movement		(146)	(394)
Trade working capital ¹ outstanding	Assets	6,152	6,589
	Liabilities	(7,173)	(7,194)
	Net ²	(1,022)	(605)
	In days of revenues	(18)	(10)

Range of trade working capital as of June 30th, 2019

	In days of revenue
Water	> 60
Recycling and Recovery	30
Environmental Tech & Solutions	> 50

> Main areas of focus:

- France
- WTS
- Smaller operations & countries
- Inventory
- > Objective is to sustainably reverse 2018/19 cash consumption trend

¹ Trade receivables, payables, inventory

² Negative working capital means positive cash balance



A reinforced capital structure framework



Targeting a clearer framework below EBIT

Financial charges

- > Reduce gross debt/cash through greater regional pooling
- > Re-organise subsidiary funding in core countries to reduce intra-group financing costs
- > Reduce cash in non-core countries
- > Selective and opportunistic management of existing debt

Effective tax rate

- > Natural increase in profit of WTS and completion of its integration
- > Optimization of legal entities based on the structure of growth platforms around core countries
- > Reorganization of local structures to conform to new rules around e.g. deductibility of intra-group charges and interest costs

Minorities

- > Clear strategic basis for choosing minority partners
 - Local partners in core countries (Chile, Morocco, China)
 - Customers in co-management (municipal contracts in France)
 - Regulatory requirements (China)
- > Gradual increase of co-investment as minority partner in infrastructure

Optimization driven by simplicity and selectivity

ETR target at 32% in 2023

Ensure changes do not dilute EPS



One-off charges related to performance plan

Nature of one-off charges

- > Lease breakage costs
- > Moving costs / relocation costs
- > External costs of implementing the plan

2019

€150-200m one-offs offsetting Argentina, largely non-cash

thereafter

€500m to €700m total one-off charges

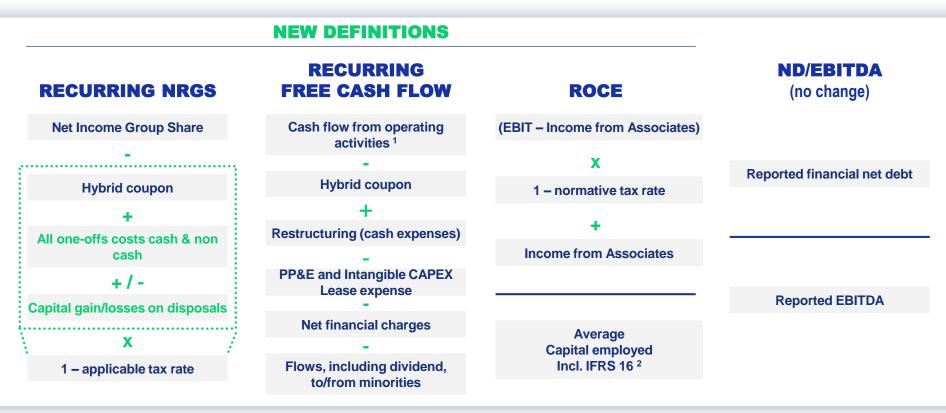
Majority to be accounted for in 2020

No capital gains / losses on disposals modelled





A clearer set of financial KPIs tied to financial statements



¹ Cash flow from operating activities: operating cash flow – tax +/- change in Working Capital ² Simple average of the capital employed at the end of the year before and at the end of the current year including IFRS 16

EPS bridge 2018-2021

Contribution to 2021 recurring EPS

BELOW EBIT **25-35%**

Lower tax rate and financial costs



REFOCUSED PORTFOLIO, ORGANIC GROWTH & PERFORMANCE PLAN 65-75%

- > Organic growth
- Impact of disposals
- > Performance plan





CONCLUSION SUEZ SET UP TO DELIVER





A pioneer role in shaping a sustainable environment, now!

OUR CONTRIBUTION TO A SUSTAINABLE ENVIRONMENT

FROM SUSTAINABILITY LEADERSHIP TO SETTING NEW STANDARDS FOR 2030

> SCIENCE BASED TARGETS

- > Health and quality of life
- > Positive climate impact
- > Positive impact on the planet's natural capital
- > Waste no more, with 100% circularity and 100% traceability of impact
- > Local anchoring with stakeholders

- 45%¹

Dow Jones Sustainability Indexes A LIST

 CO_2 emissions, in line with the +1.5° trajectory/ carbon neutrality in 2050

c. 20mt

Global Compact

FTSE4Good

yearly CO₂ emissions saved for our clients

100%

ecovadis

Sustainable solutions



A comprehensive plan to position SUEZ for the next decade, now



We will drive **growth** by only **selecting opportunities** where we are appropriately rewarded for our differentiation

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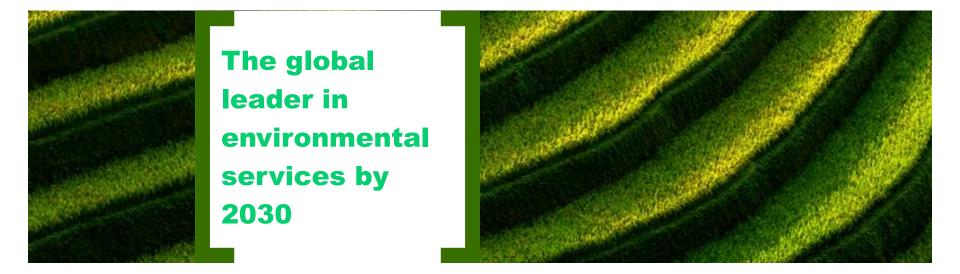


2021 guidance assumes no material change in economic and market conditions (incl. interest rates, forex and commodity prices) vs. those observed over the past 12 months.

² Debt including IFRS 16



A renewed Vision and Value Proposition for SUEZ and its stakeholders







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This presentation contains estimates and/or forward-looking statements and information. These statements include financial projections, synergies, estimates and their underlying assumptions, statements regarding plans, expectations and objectives with respect to future operations, products and services, and statements regarding future performance. Such statements do not constitute forecasts regarding SUEZ's results or any other performance indicator, but rather trends or targets, as the case may be. No guarantee can be given as to the achievement of such forward-looking statements and information.

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