



Revenue as of
June 30, 2012

Conference call of August 2, 2012

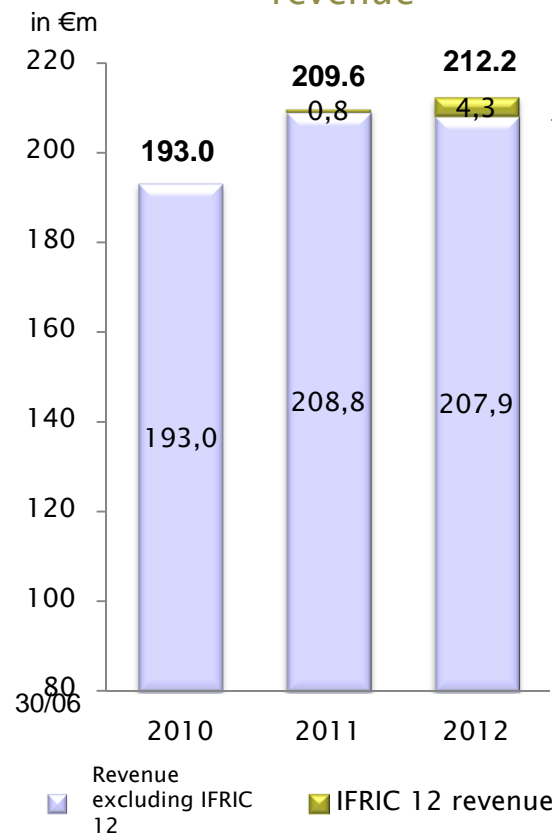
H1 2012 Highlights

- Revenue excluding IFRIC 12* stable compared to a good first half of 2011
- Differing evolution of business lines
 - HW business line affected by the decline in PCB activity and the economic slowdown in Q2
 - Better performance by the NHW business line
- Continued investments to capture new markets and expand the territorial network: acquisition of two platforms (Béziers and Lacq)
- 2012 objectives more ambitious given the slowdown and the economic uncertainty in the second half of the year

** Investments made on assets under concession accounted for as revenue pursuant to standard IFRIC 12*

Stability of consolidated activity in the first half of 2012

Change in half year consolidated revenue



IFRIC 12 revenue: €4.3m

vs. €0.8m as of June 30, 20 11

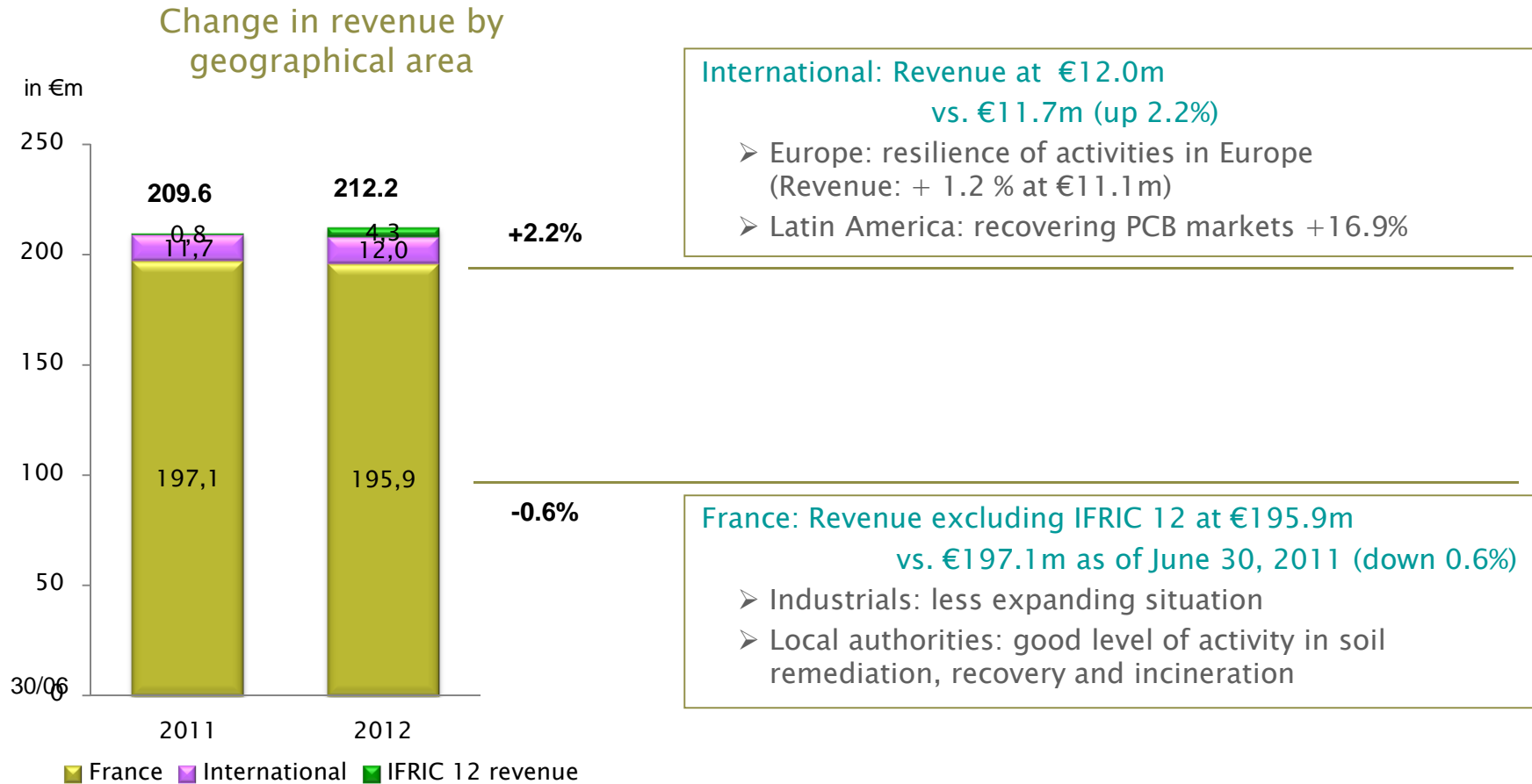
- Increase in concession investments in Strasbourg in Q2

Revenue excluding IFRIC 12: €207.9m

vs. €208.8m as of June 30, 2011 (down 0.5%)

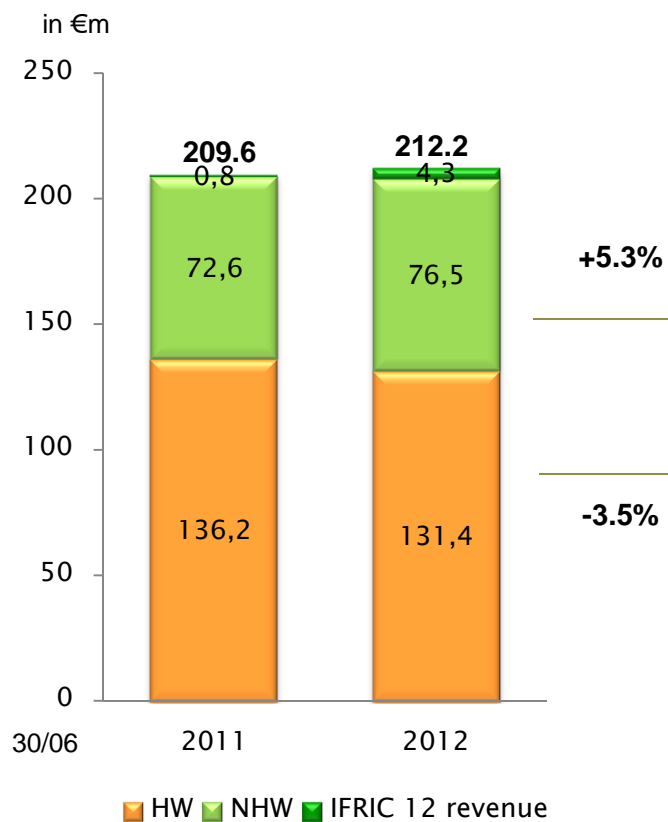
- Less promising macroeconomic context in 2012, particularly in Q2
- Differing growth of business lines
 - ✓ HW affected by the PCB change and the state of the industrial economy
 - ✓ NHW sustained by incineration and rehabilitation

Activity in French and International Scopes



Differing evolution of business lines

Change in revenue by business line



NHW business line : Revenue excluding IFRIC 12 at €76.5m vs. €72.6m (up 5.3%)

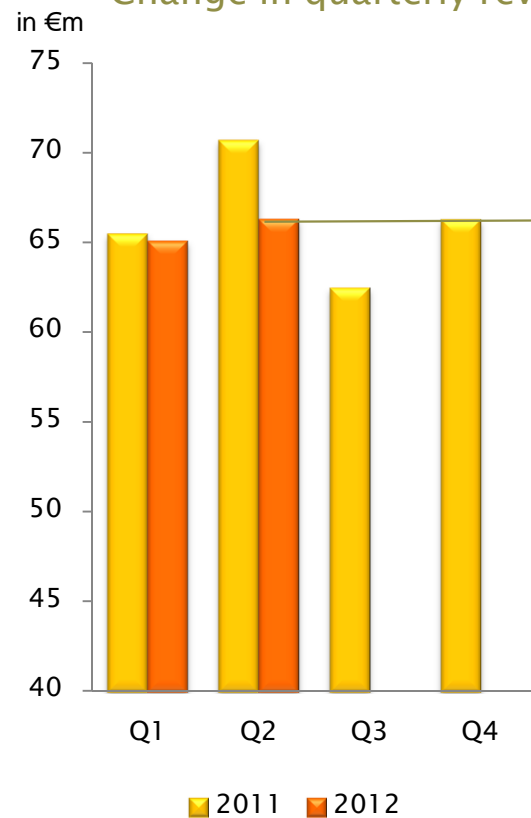
- Strong performance of recovery and rehabilitation businesses
- Slight decrease in storage businesses
- Incineration sustained by increased contribution by Pau and by the full effect of the Oléron contract on Q2

HW business line: Revenue at €131.4m vs. €136.2m as of June 30, 2011 (down 3.5%)

- Less promising industrial conditions in Q2
- Impact of the change in PCB: -€6.7m over the period. Excluding PCB, the business line was up 1.5% over the first six months of the year
- International business performed well: Revenue up 2.2% at €12.0m (at constant exchange rates)

HW business line suffered from a less promising Q2

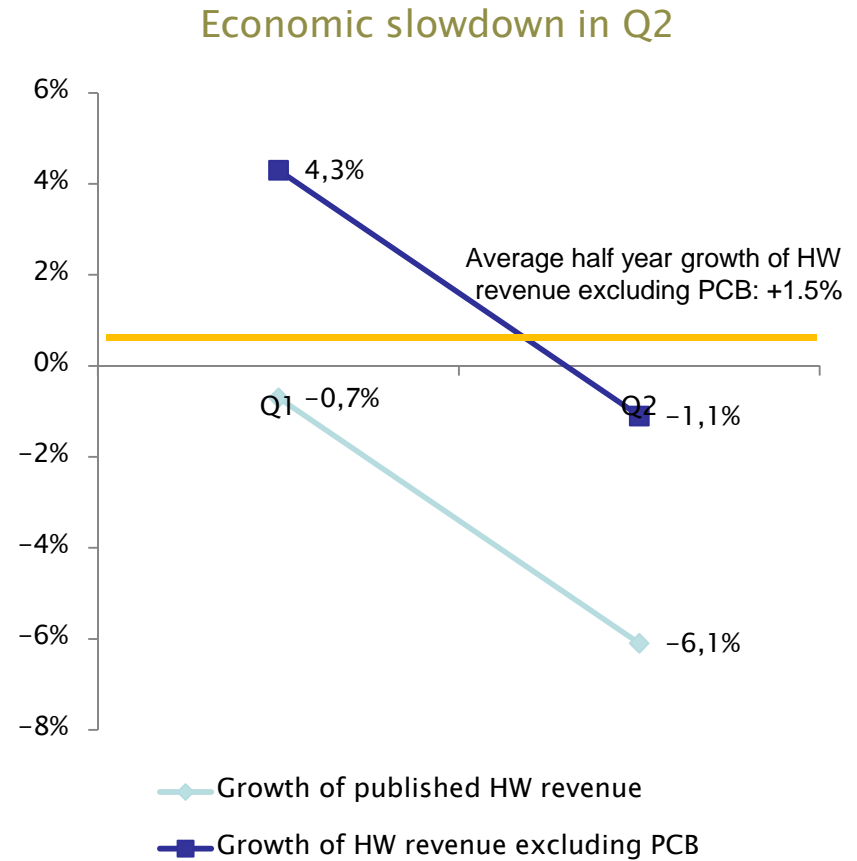
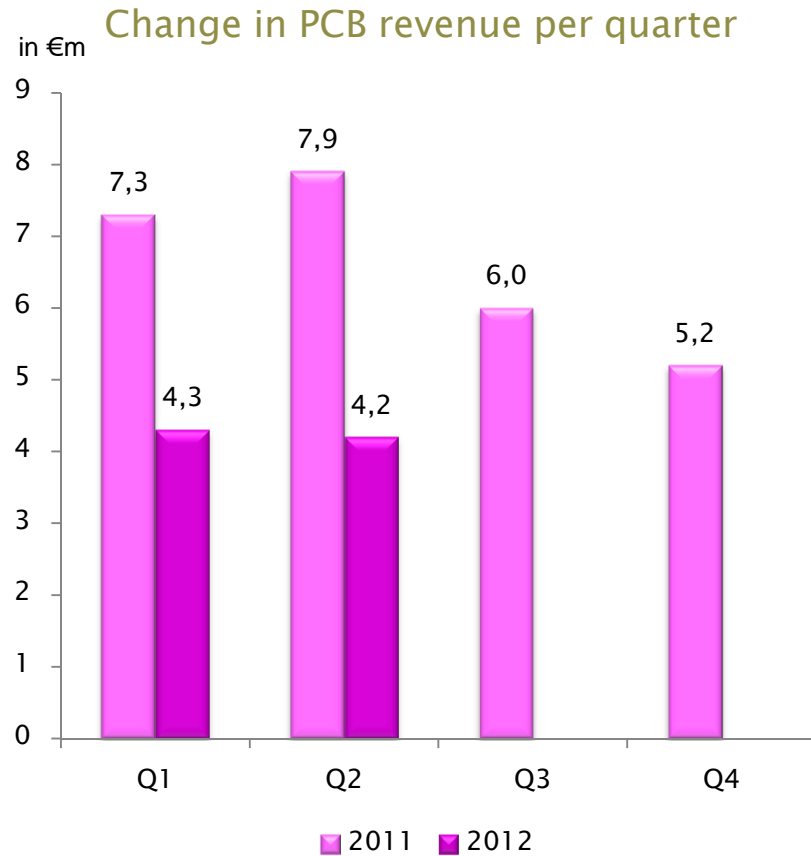
Change in quarterly revenue



Revenue Q2: €66.3m
vs. €70.7m in Q2 2011 (down 6.1%)

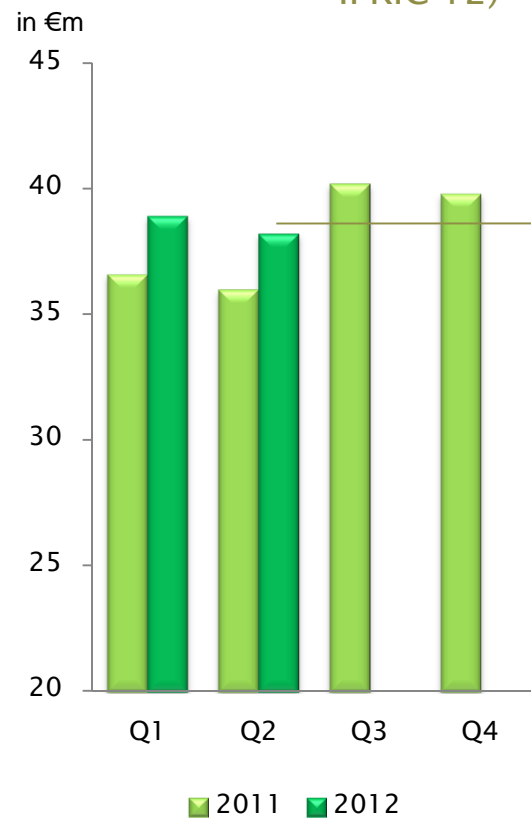
- Impact of change in PCB: excluding PCB, business declined by 1.1%
- Less promising economy compared to Q2 2011 :
 - ✓ Poorer performance by activities associated with industrial production (physical-chemical treatment, solvent regeneration, etc.)
 - ✓ Good performance by platform and incineration businesses

PCB and the industry's situation: impact on the growth of the HW business line in Q2



Sound and promising NHW business line

Change in quarterly revenue (excluding IFRIC 12)



Q2 revenue excluding IFRIC 12: €38.2m

vs. €36.0m in Q2 2011 (up 6.1%)

- Contribution of incineration (Pau and Oléron) and energy recovery and production activities (Vigeant solar farm)
- Slight decrease of storage businesses (volume effect)

Q2 IFRIC 12 revenue: €2.4m

vs. €0.4m in Q2 2011

- Increase in concession investments

2012 Outlook

Uncertainty regarding the second half of the year

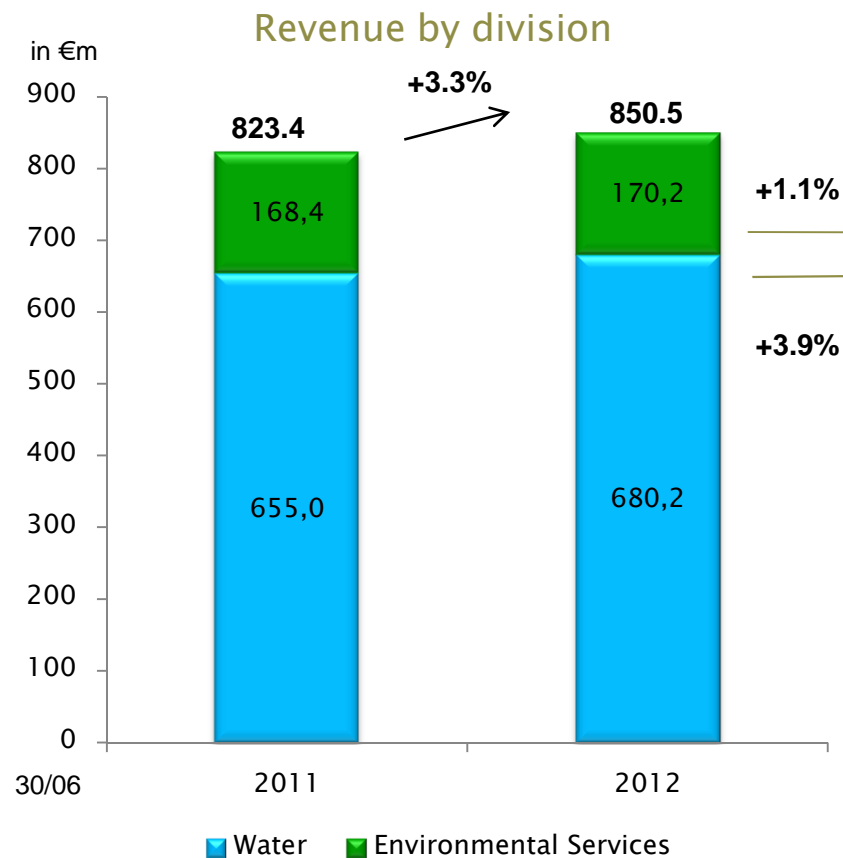
- HW business line:
 - ✓ Unfavorable trend in PCB markets but lower impact on H2
 - ✓ Uncertainty over the state of the industry
- NHW business line:
 - ✓ Resilience of local authority markets
 - ✓ Soundness of recovery and rehabilitation activities

2012 Objectives considered as more ambitious in a partially deteriorated environment

Continued growth investments: acquisition and development of 2 hazardous waste platforms (Béziers and Lacq)

- Positioning in growth markets:
 - ✓ Villeneuve-lès-Béziers : 14,000 tons authorized for “Hazardous Waste in Scattered Quantities” (oils, paints, solvent, aerosols etc.) recovery and treatment
 - ✓ Lacq : 40,000 tons authorized for recovery and treatment of ground pollution (bio-center)
- Logistics network expanded in the southwest

Hime – Saur: Revenue up 3.3% at current scope (+2.2% at constant scope)



Cleanliness: Revenue at €170.2m

vs. €168.4m or +1.1%

- Soundness of activities with local authorities
- Stability of services to industrial companies and unfavorable change in SRM prices

Water: Revenue at €680.2m

vs. €655.0m as of June 30, 2011 or +3.9%
(up 2.4% at constant scope)

- France: Revenue up 1.6% at €603.0m with structural effect of €9.3m. At constant scope, revenue is stable at €593.7m.
 - ✓ Soundness of Water & Sanitation activities in France (not including construction works)
 - ✓ Downturn in engineering businesses (Stéreau)
- International: Revenue up 26.1% at €77.2m in line with the start-up of contracts in Saudi Arabia



Q&A

Manuel Andersen

m.andersen@groupe-seche.com

www.groupe-seche.com