



Consolidated revenue at September 30, 2015

Conference call
October 26, 2015



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Highlights of the period

- 🌀 Revenue excluding IFRIC 12: up 2.1 % to €325.9m
versus €319.2m at September 30, 2014
 - Good level of business in most areas especially in Treatments
 - Divisions progressed differently from each other:
 - ✓ HW: continuing delays in the ramping up of certain significant decontamination contracts and one-off unavailability of some incinerators due to controlled shutdowns in Q3
 - ✓ NHW: dynamism confirmed for treatment activities

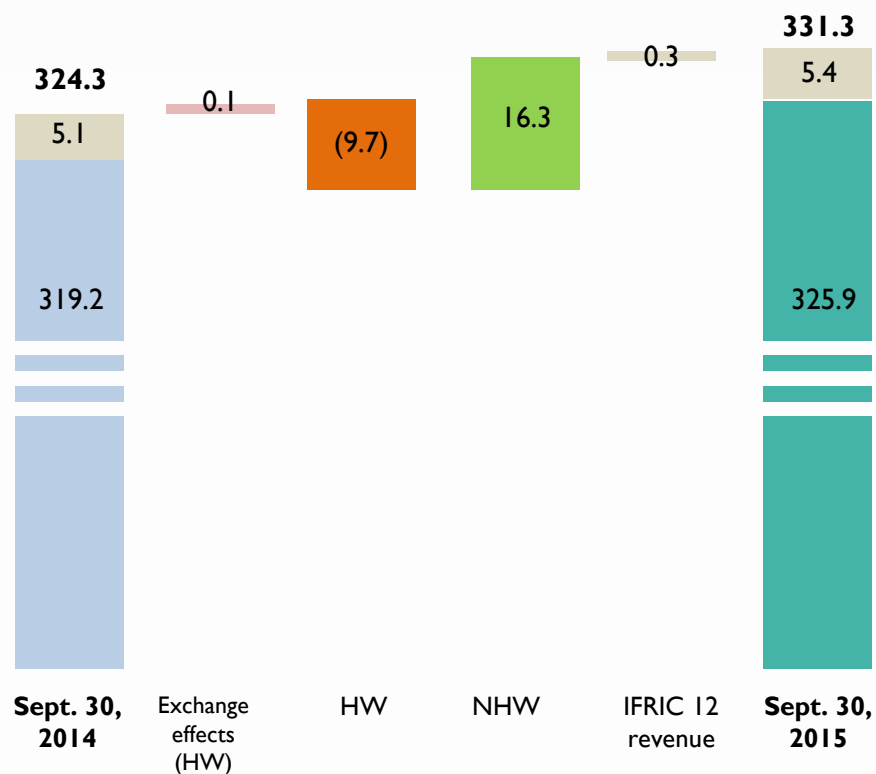
- 🌀 Slight growth prospects confirmed for 2015
 - HW division: positive orientation expected for most activities; decontamination expected to catch up ramping-up delays
 - NHW division: solidity of treatment activities and dynamic performance in services





Published revenue increase: + 2.2% to €331.3m

Consolidated data in €m



IFRIC 12 revenue: €5.4m

versus €5.1m at September 30, 2014

- Investments linked to asbestos removal at Strasbourg-Sénerval

Revenue excluding IFRIC 12: €325.9m

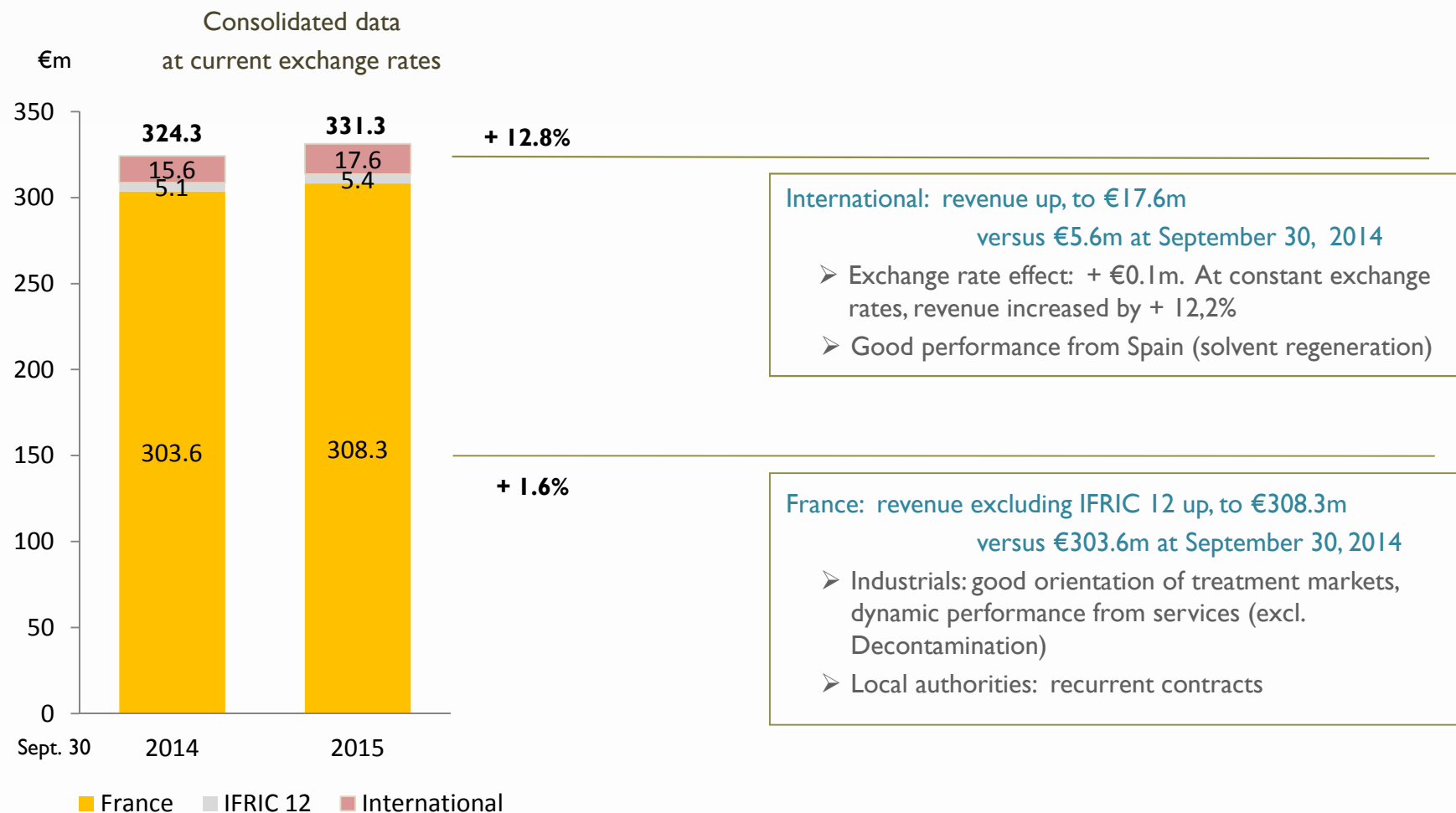
versus €319.2m at September 30, 2014

- **Revenue excluding IFRIC 12 up + 2.1% (+2.0% at constant exchange rates):** good levels of activity in most areas
- **Contrasting growth between divisions is not representative:** delays in ramping up decontamination contracts in HW division



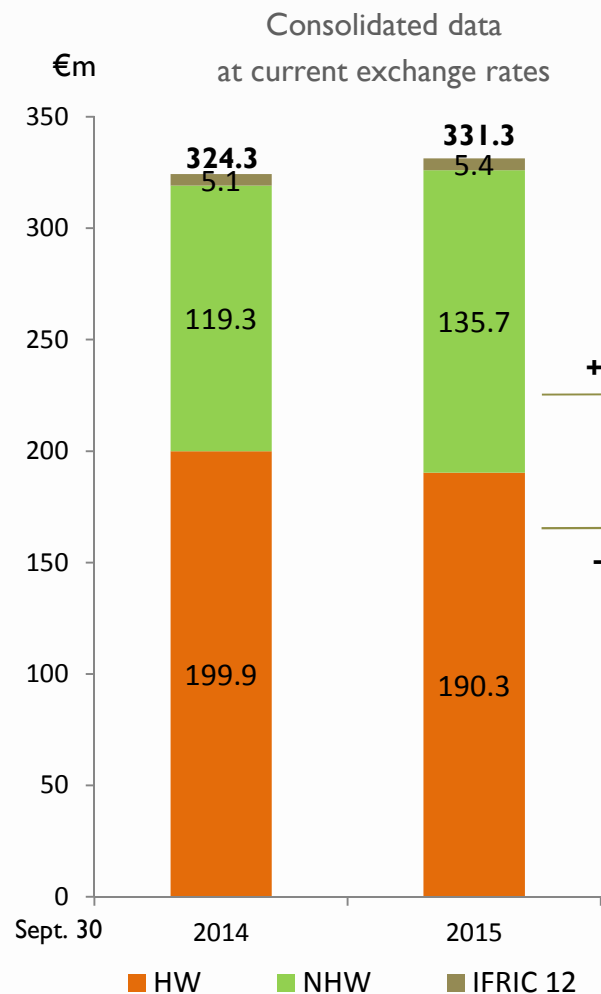


Markets in France holding up well Sustained growth internationally





Variance differences between divisions are not significant



NHW division: revenue excluding IFRIC 12 up, to €135.7m versus €119.3m at September 30, 2014

- Good contribution from Treatments: landfill stable, incineration well positioned
- Dynamic performance from Services: Decontamination, Global offerings

+ 13.7 %

HW division: revenue €190.3m versus €199.9m at September 30, 2014

- Good level of activity in Treatments over 9 months
- Decontamination: ramping-up delays on certain significant contracts

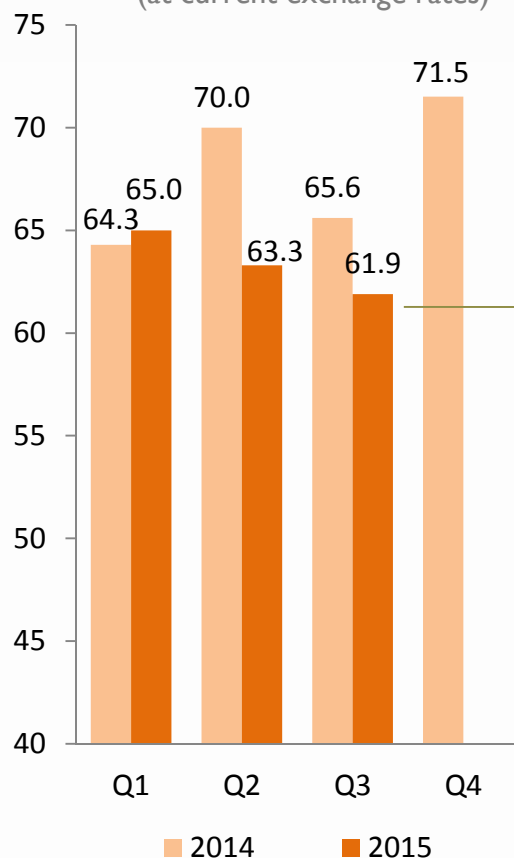
- 4.8 %





Hazardous Waste division in Q3 2015: Decontamination contract ramping-up delays

€m Changes in quarterly revenue
(at current exchange rates)



Q3 revenue: €61.9m

versus €65.6m in Q3 2014 (– 5.6 % at current and constant exchange rates)

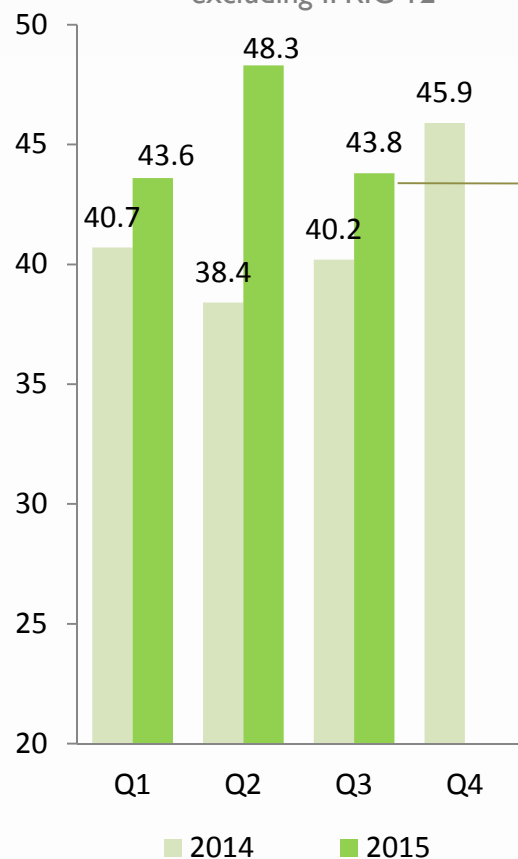
- International revenue up, to €5.2m, (+ 11.0% at current and constant exchange rates)
- France: revenue €56.7m (– 6.9%)
 - ✓ Non-significant decrease related to decontamination: differed invoicing due to ramping-up delays on certain important contracts
 - ✓ Treatment activities: technical incidents in some incinerators





Non Hazardous Waste division in Q3 2015: Waste treatment activities held up well

€m
Changes in quarterly revenue
- excluding IFRIC 12 -



Q3 revenue excluding IFRIC 12: €43.8m

versus €40.2m in Q3 2014, up by + 8.8%

- Landfill: markets solid
- Incineration:
 - Indemnities for lost sales and increased costs: + €0.7m
- Services: dynamic performance of decontamination and global offerings

IFRIC 12 revenue in Q3: €2.2m

versus €1.8m in Q2 2014

- Investments related to asbestos removal operations at Strasbourg-Sénerval





Prospects for the year 2015 confirmed

🕒 HW division should hold up well in Q4

- Favorable trends set to continue in treatment activities (Incineration) and services to industrials (Global offerings)
- Progressive ramping-up of decontamination activities

🕒 NHW division poised for more measured progress in Q4

- Principal activities (treatment and services) still well oriented
- Stronger Q4 2014 base including contractual indemnities of €3.4m

🕒 Slight growth in contributive revenue confirmed

- Contributive revenue = published revenue - IFRIC 12 revenue – contractual indemnities
- Assumptions for 2015:
 - ✓ IFRIC 12 estimated at €8.5m for the year (vs. €8.1 in 2014)
 - ✓ Contractual Indemnities estimated at €11m



