

Séché
environnement

Séché global solutions

Revenue at March 31, 2018

Conference call
April 24, 2017



Highlights of the period

- **Reminder: No scope effect over the period**

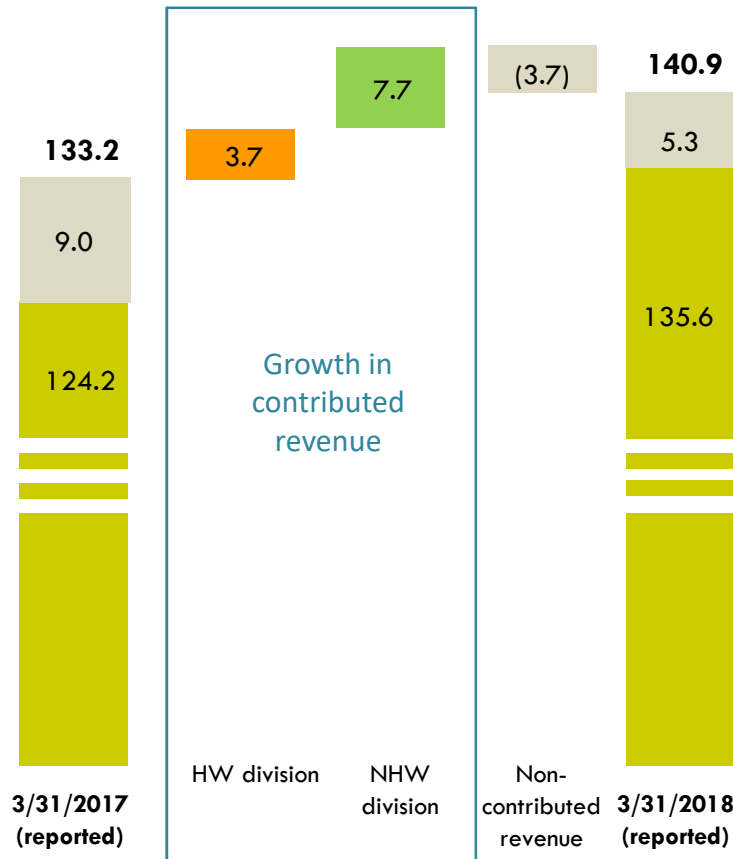
- **Sound growth in Contributed revenue at €135.6m** up +9.2% (+9.5% at constant exchange rates)
 - High contribution of international activities: up +55.7% (+60.9% at constant exchange rates)
 - Growth sustained by services: up +16.6% (+16.9% at constant exchange rates)
 - Growth led by cyclical effects:
 - ✓ France: spot markets in Decontamination (NHW division)
 - ✓ International: contribution of site activities at Solarca (HW division)

- **Confirmed growth outlook for 2018**



Contributed revenue up +9.2%

IFRS data in €m

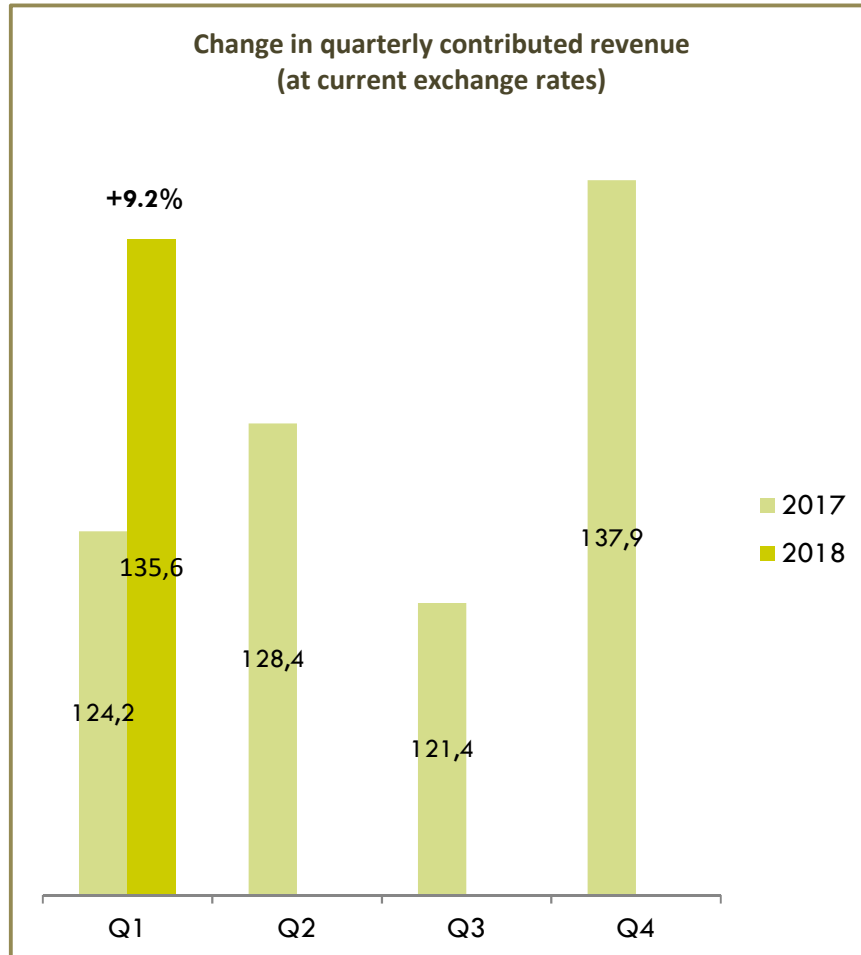


- ▶ **Non-contributed revenue: +€5.3m**
 - IFRIC 12 revenue: +€1.5m (vs. €3.8m at 3/31/2017)
 - Compensation: €3.8m (vs. €5.2m at 3/31/2017)
- ▶ **Contributed revenue: €1 35.6m**
 - +9.2% gross**
 - +9.5% at constant exchange rates**
- ▶ **Strong performance by divisions:**
 - HW: Positive industrial activity
 - NHW: Growth markets
- ▶ **Heavy international contribution (scope acquired in 2017)**

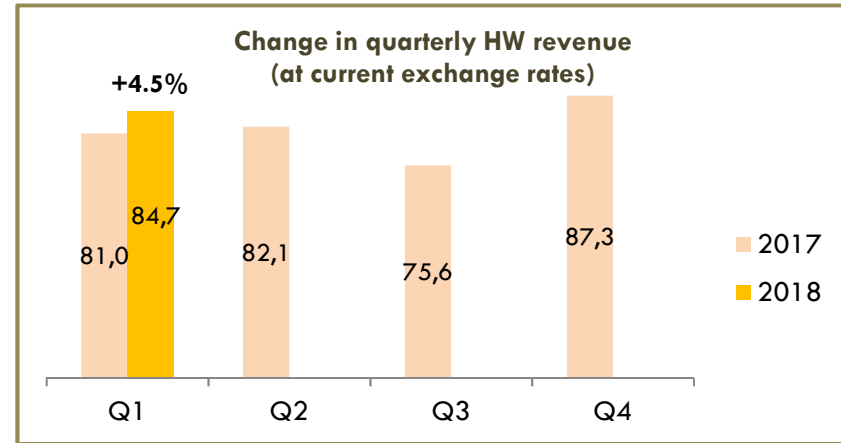


Good start to the year

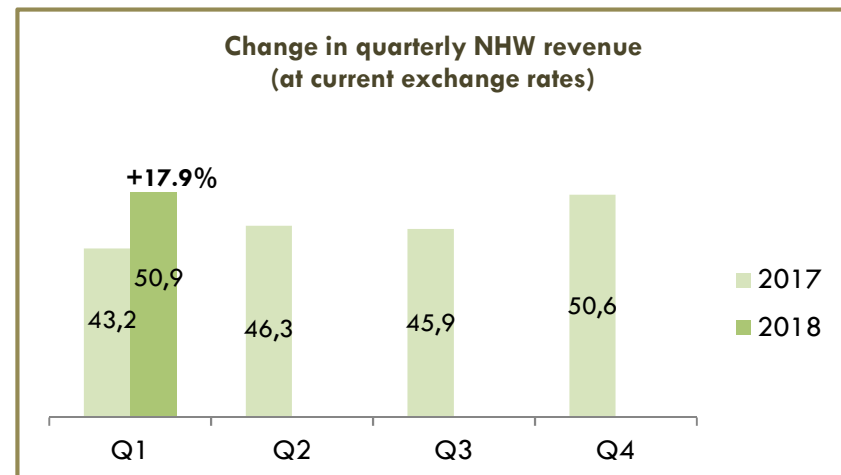
IFRS data in €m



IFRS data in €m

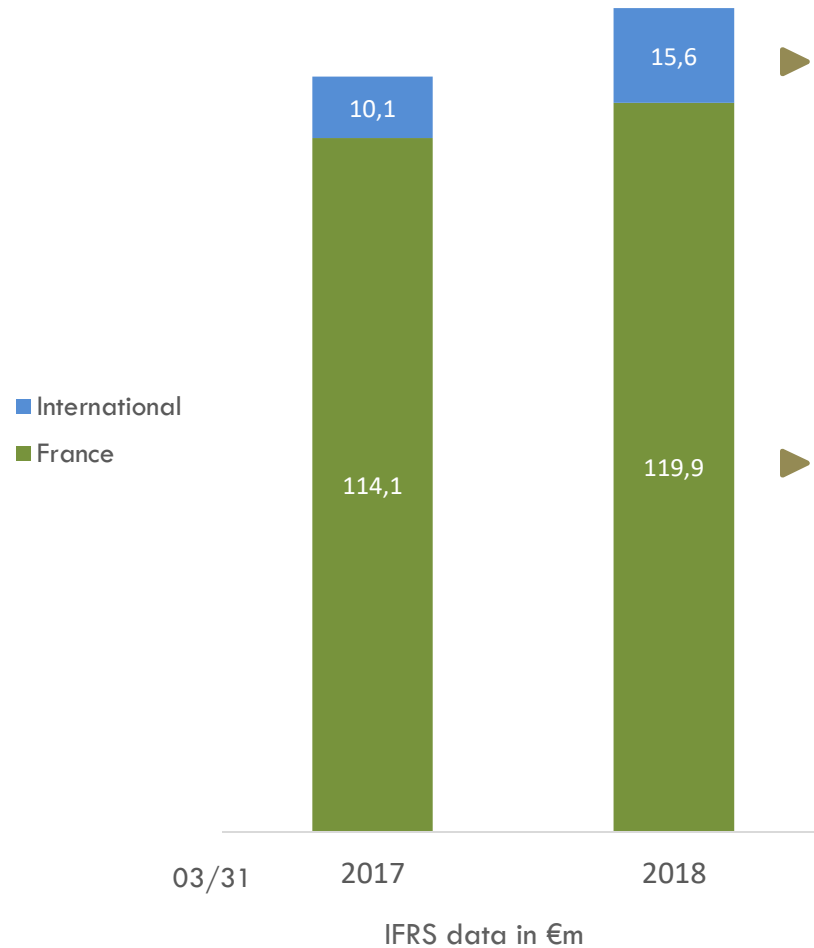


IFRS data in €m





Dynamic international activity



▶ International: €15.6m in revenue, or +54.7% (gross data)

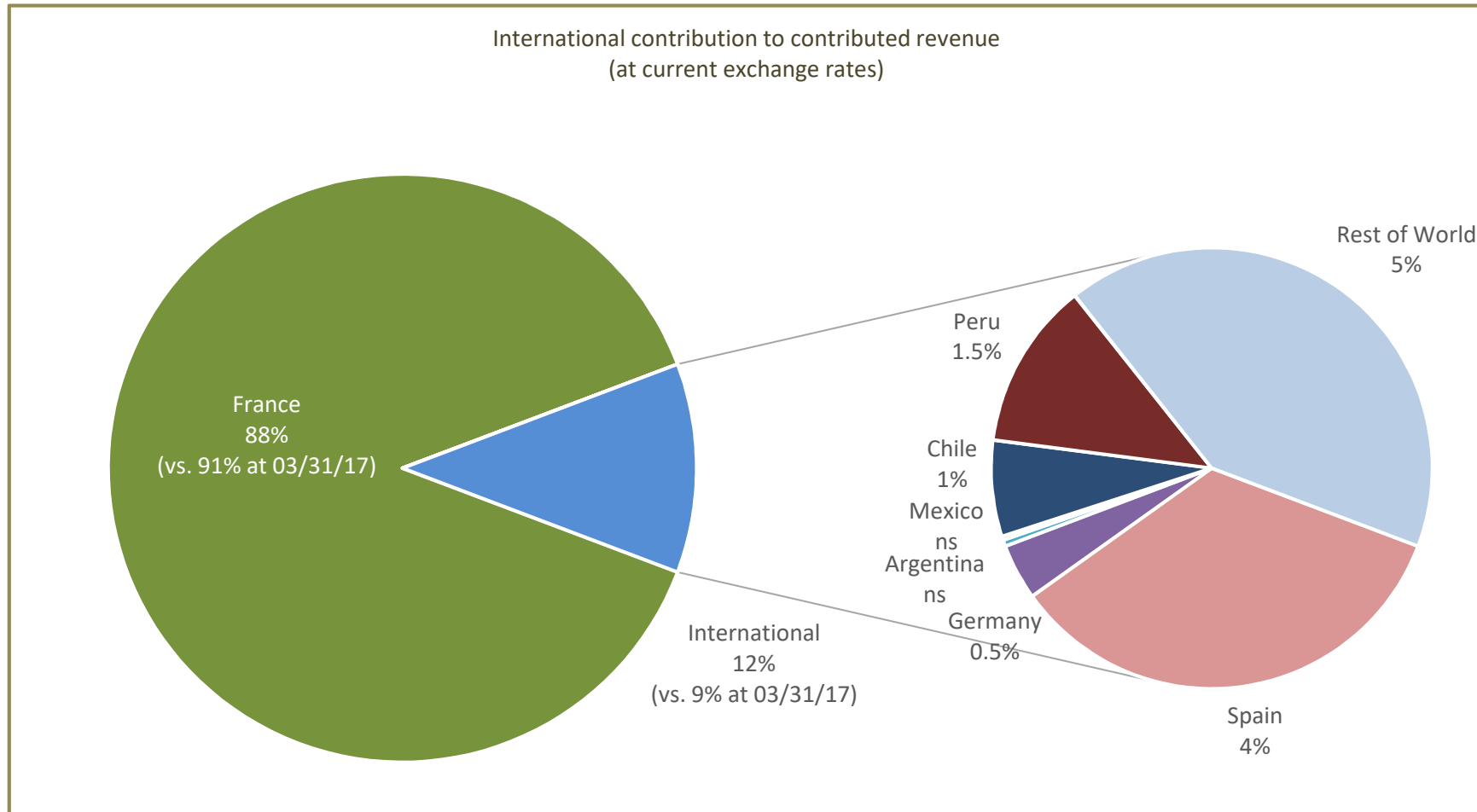
- ▶ Strong growth driven by:
 - Solarca: Revenue +136%, to €6.3m (favorable Q1'17 basis)
 - Spain: Vall Quimica (regeneration)
- ▶ Significant forex effect: At constant exchange rates, revenue grew +60.9%

▶ France: €119.9m in revenue, or +5.1%

- ▶ Good performance by industrial markets and local communities: Increase in Treatment (storage)
- ▶ Expansion of recovery facilities for materials (bromine, regeneration) and energy (La Gabarre, Changé)
- ▶ Good performance by Services (Decontamination)

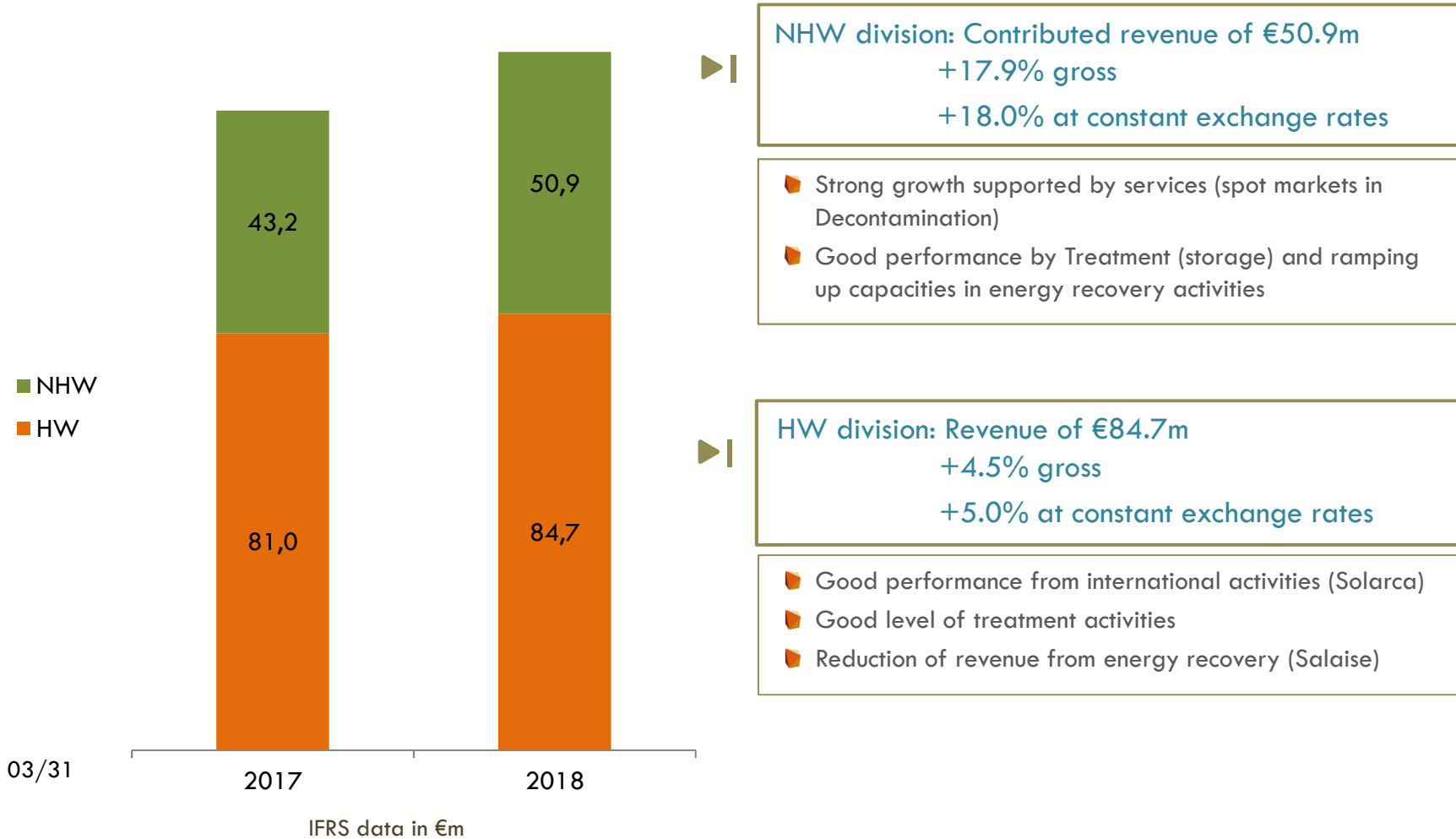


International revenue at 12% of contributed revenue (vs. 9% at 3/31/2017)





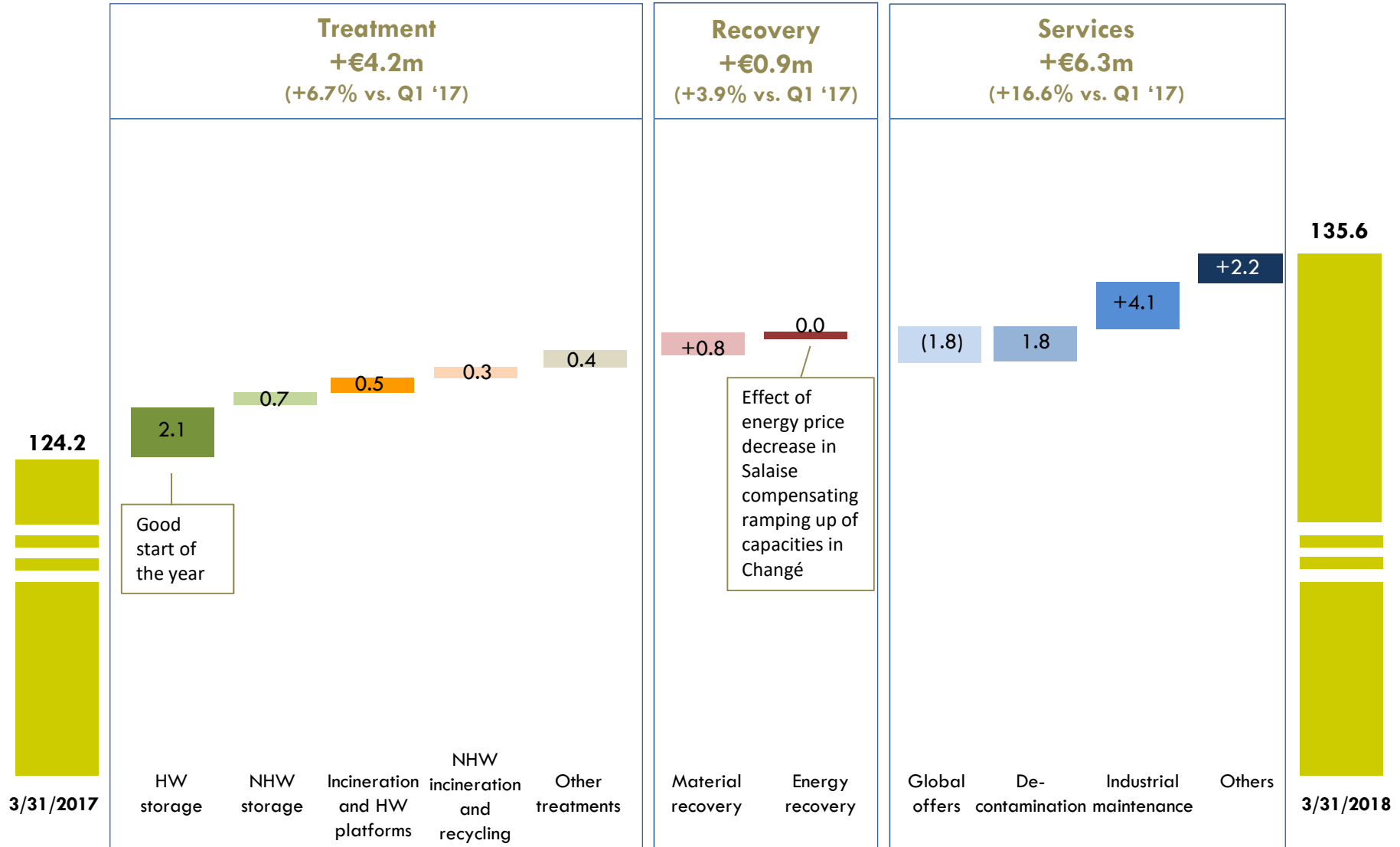
Change in contributed revenue by division





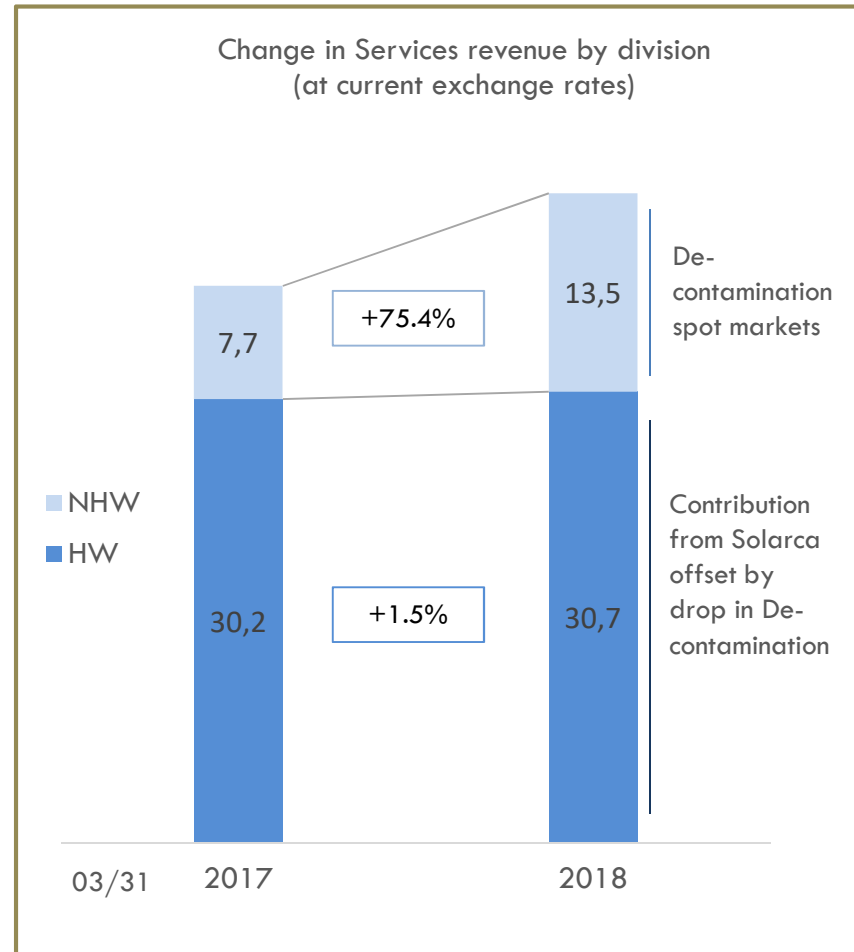
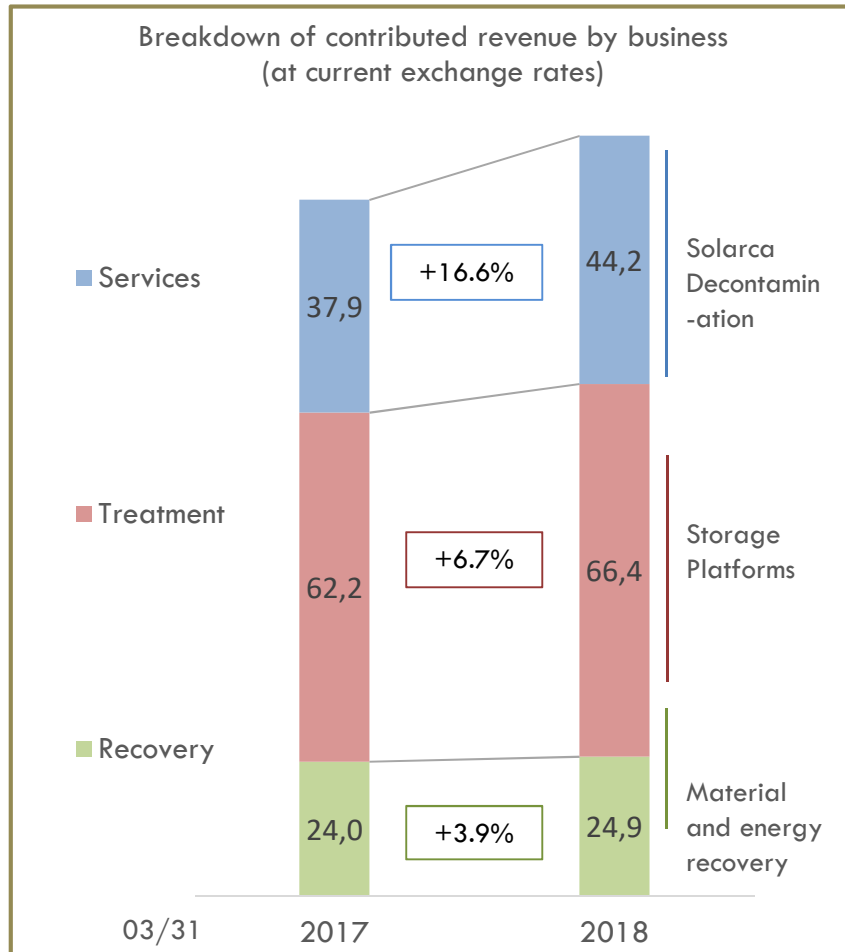
Most activities are contributing to growth

IFRS data in €m





Strong growth in Services





Business outlook confirmed

- **France: Good market performance**
 - Treatment: Solidity of industrial and government contracts
 - Recovery: Continued expansion of materials and energy recovery facilities
 - Services: spot markets (Decontamination)

- **International: Continued growth**
 - Historical scope: Strong recovery activities in Spain
 - Scope acquired in 2017
 - ✓ LatAm: increasing storage capacities
 - ✓ Solarca: cyclical activities and less favorable base effect awaited in H2 2018

- **Confirmed the goal of modest growth in revenue at constant scope***

*consolidation scope as at 12/31/2017



Q&A

Manuel Andersen

Head of Investor Relations

m.andersen@groupe-seche.com

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