



Revenue as of December 31, 2012

Conference call
on January 29, 2013

2012 Highlights

Listless macroeconomic backdrop

- Economic slowdown in Q2
- Lackluster second half

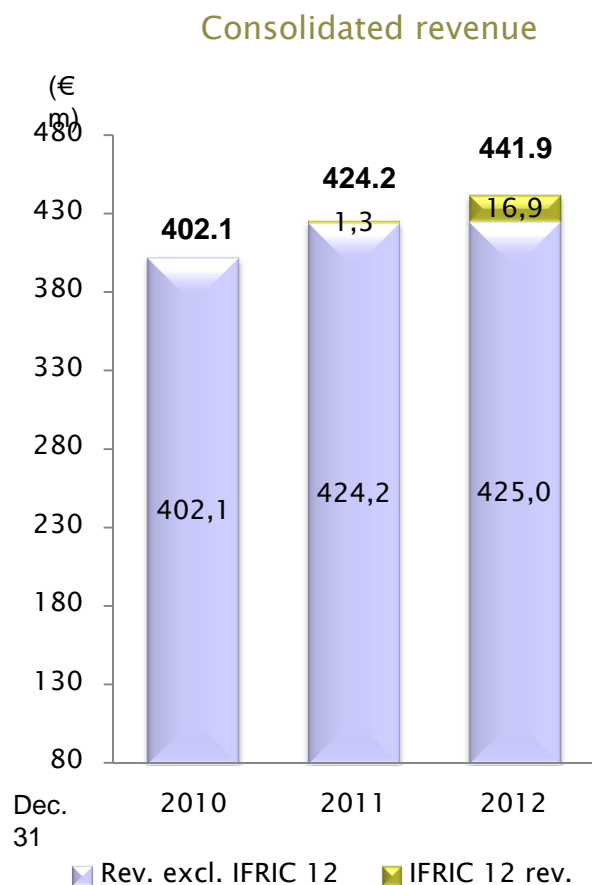
Resilient activity with revenue excluding IFRIC up by 0.5% to €425.0m

- Solid performance by most core businesses within divisions
 - ✓ Solid HW division but slowdown in PCB markets
 - ✓ NHW: strong sales but clear decline in volume, particularly in H2
- A good Q4: Revenue excluding IFRIC 12 up 5.9%
 - ✓ HW: strong performance of markets and recovery of PCB business
 - ✓ NHW: sales developments offset lower storage volumes

Outlook

- Profitability reaches low point with 2012 COI between 8%–9% of revenue excluding IFRIC 12
- 2013 activity bolstered by:
 - ✓ HW division: solid markets except PCB
 - ✓ NHW division: full-year contribution of new contracts and Tree

Resilience of consolidated activity in a listless economic environment



IFRIC 12 revenue: €16.9m

vs. €1.3m in 2011

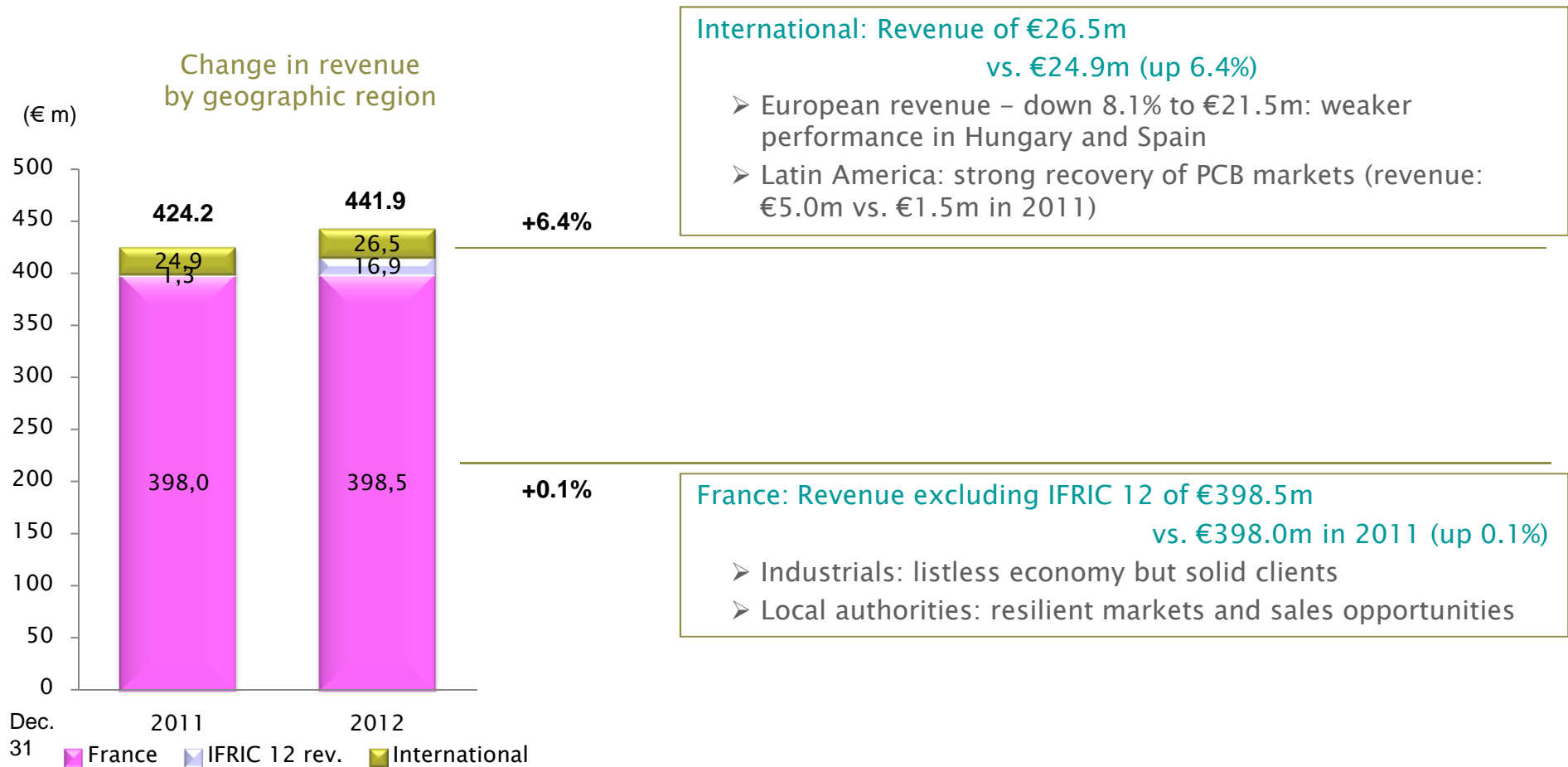
- Concession investments at Strasbourg-Sénéral

Revenue excluding IFRIC 12: €425.0m

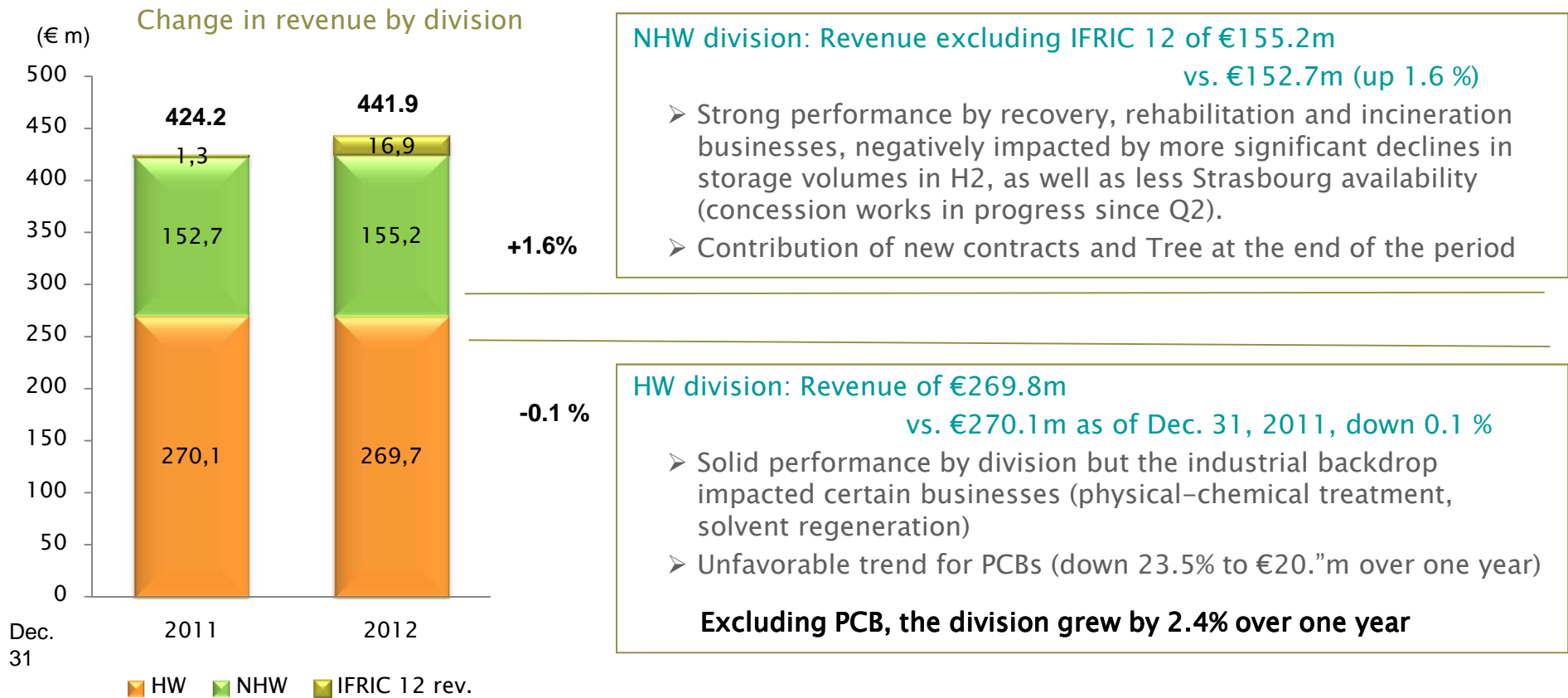
vs. €422.8m in 2011, up 0.5%

- Less promising macroeconomic backdrop in 2012 compared to 2011
- Solid performance of divisions, notably incineration and services, impacted by:
 - ✓ PCB market in sharp decline compared with 2011 (HW)
 - ✓ Decrease in storage business volume (NHW)
 - ✓ Less availability at Strasbourg incinerator (NHW)

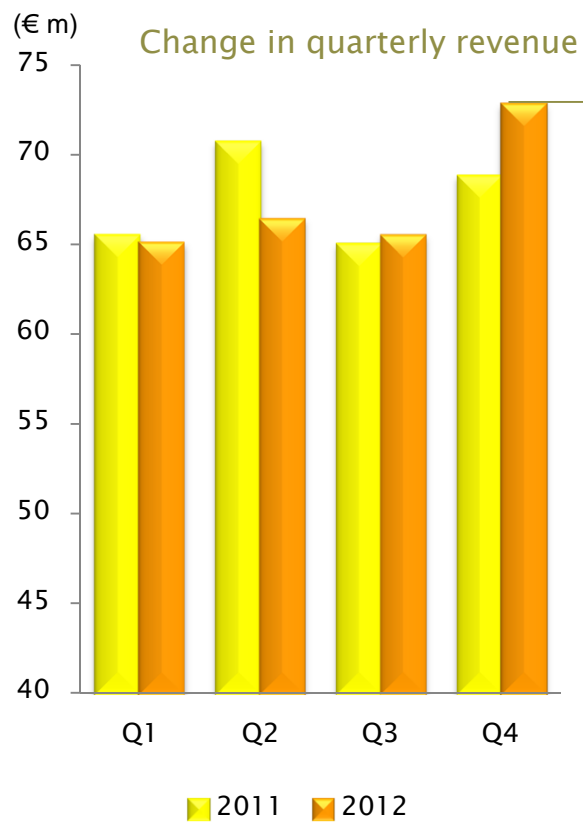
French and International activity



Change in revenue by division



Strong performance by HW division: Q4 revenue up 5.7%



Q4 revenue: €72.8m

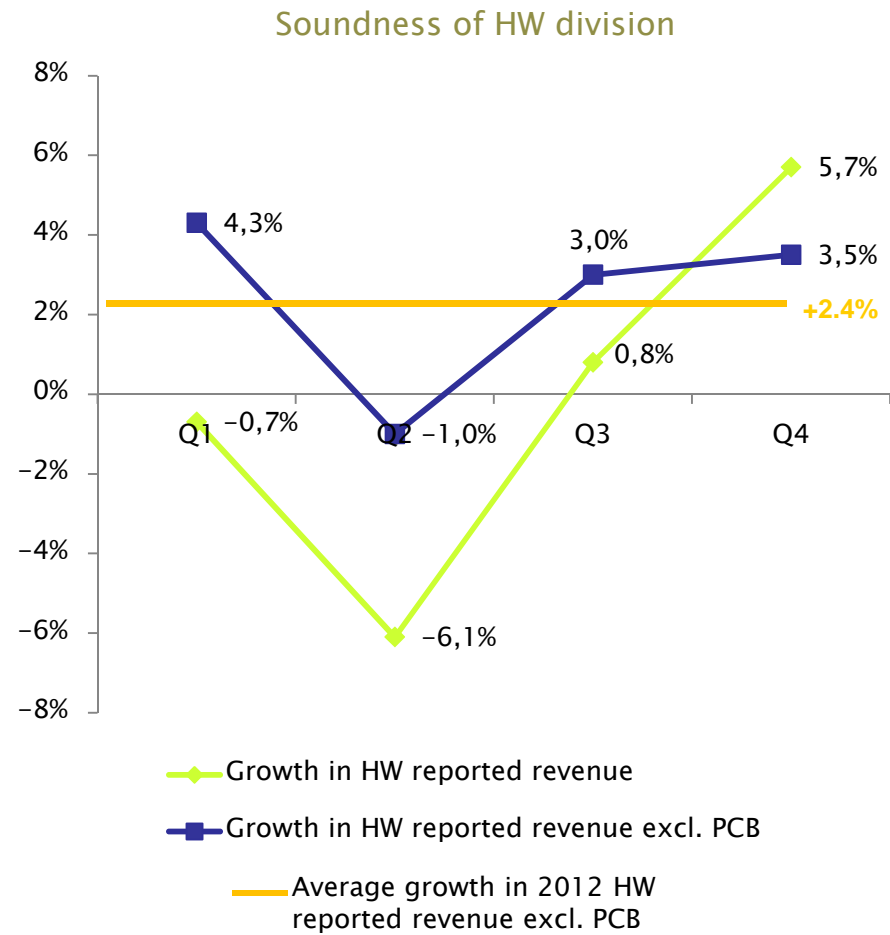
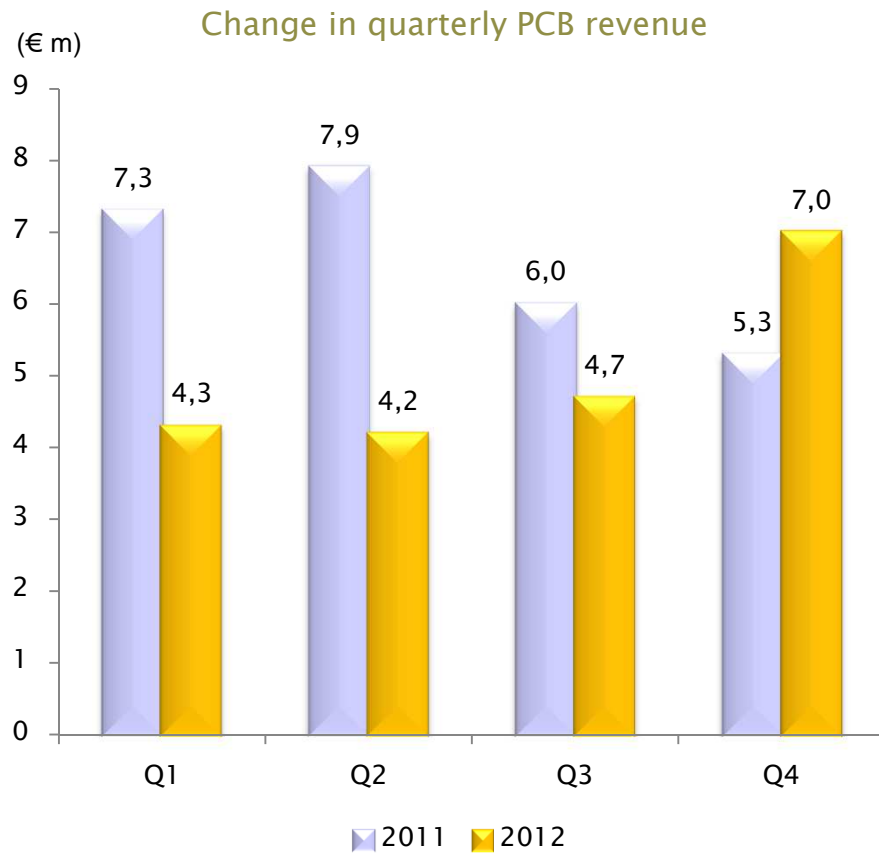
vs. €68.8m as of December 31, 2011, up 5.7%

- Resilience of division:
 - ✓ Solidity of platforms and incineration confirmed
 - ✓ Better performance of chemical purification and solvent regeneration (Speichim, Valls Quimica)
- Strong PCB activity: substantial spot contract in Latin America

Excluding PCB, business increased by 3.5% in Q4

Stabilization of PCB markets

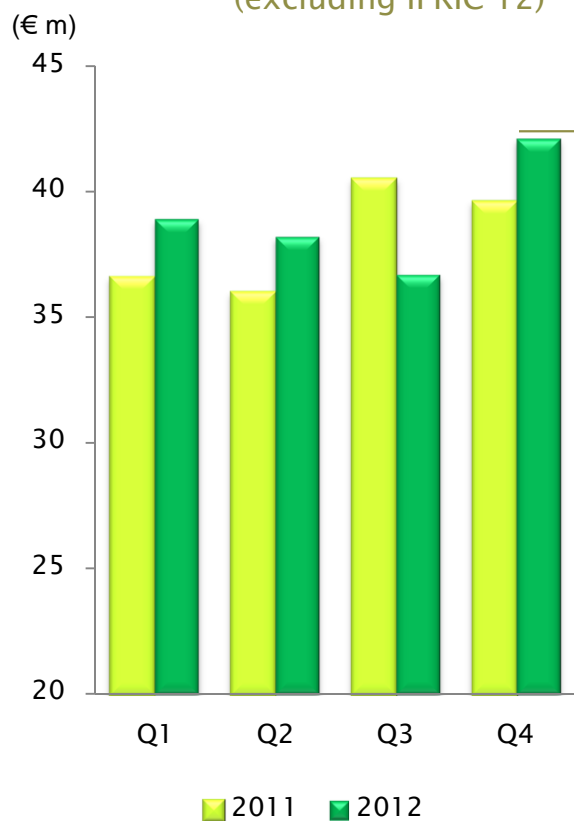
HW division on solid ground



NHW division: Q4 revenue excluding IFRIC 12 up 6.2%

Contribution of sales developments

Change in quarterly revenue
(excluding IFRIC 12)



Q4 revenue excluding IFRIC 12: €42.1m

vs. €39.6m in Q4 2011, up 6.2%

- Market strength, particularly for rehabilitation and incineration, impacted by:
 - ✓ A perceptible decline in storage volumes
 - ✓ Reduction of Strasbourg availability (construction)

Q4 revenue excluding IFRIC 12: €7.9m

vs. €0.4m in Q4 2011

- Concession investments at Strasbourg-Sénerval

Outlook

Operating profitability bottomed out in 2012

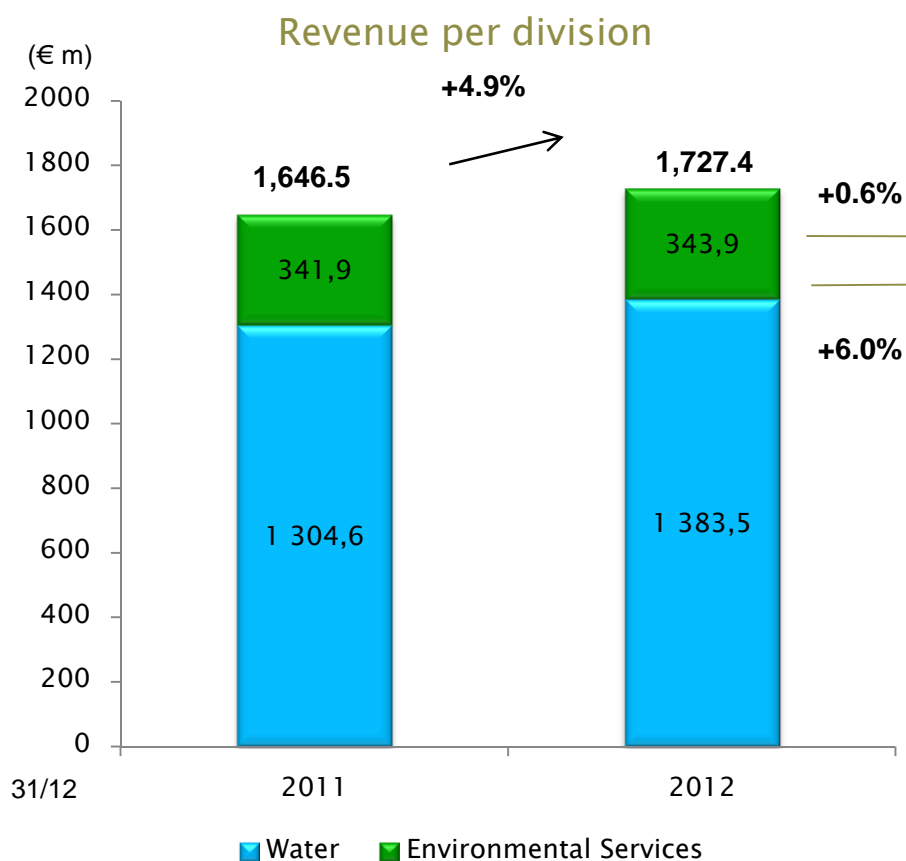
- 2012 COI estimated at 8%–9% of revenue excluding IFRIC 12
- Initial explanatory factors (1):
 - ✓ Level of activity at the low end of the expected range (see press release dated September 3, 2012)
 - ✓ Ongoing negative mix effects: growth of lower added-value activities (sorting, material recovery, etc.) and lower contribution by higher added-value activities (storage, PCB, etc.)
 - ✓ High maintenance costs in Strasbourg: furnace shutdowns and energy consumption related to startup
 - ✓ Unavailability longer than expected for several processing facilities in H2

2013 growth bolstered by:

- HW division: strong performance though affected by slowdown of PCB revenue
- NHW division: contribution of 2012 developments
 - ✓ Full-year contribution of new contracts (Nantes-Alcéa, Scherwiller, etc.)
 - ✓ Consolidation of Tree and development of slag markets
 - ✓ Strasbourg-Sénéval will be fully operational again

(1) 2012 results published on April 22 after market

Hime – Saur: Revenue up 4.9% at current scope (up 4.0% at constant scope)



Environmental Services: Revenue of €343.9m
vs. €341.9m at December 31, 2011, up 0.6%

- Solid business with local authorities
- Downturn in services to industrials and price decrease in SRM

Water: Revenue of €1,383.5m
vs. €1,304.6m as of December 31, 2011, up 6.0%
(up 3.7% at constant scope)

- France: Revenue up 3.1% to €1,212.8m with scope effect of €24.8m. At constant scope, revenue rose 1.0% to €1,188.0m (vs. €1,006.2m).
 - ✓ Soundness of Water & Sanitation activities
 - ✓ Sluggish Engineering and Works activities
- International: Revenue up 33.4% to €170.6m (vs. €127.9m). Restated from scope effect (€3.1m), activity is up 31.0% due to the contribution of contracts signed in Saudi Arabia.



Q&A

Manuel Andersen

m.andersen@groupe-seche.com

www.groupe-seche.com