



Activity at September 30, 2023

Conference on October 24, 2023

YOUR TRANSITION



OUR TRANSITION

Highlights of the period

Continued strong organic growth in Q3

9M revenue in line with 2023 targets

Actual scope

- Q3 revenue up +13%
- 9M revenue up +14%

Constant scope

- Solid organic growth*
 - Q3 revenue up +8%
 - 9M revenue up +8%
- Confirmation of strong performance in France, with more mixed trends internationally

Growth target confirmed for 2023**

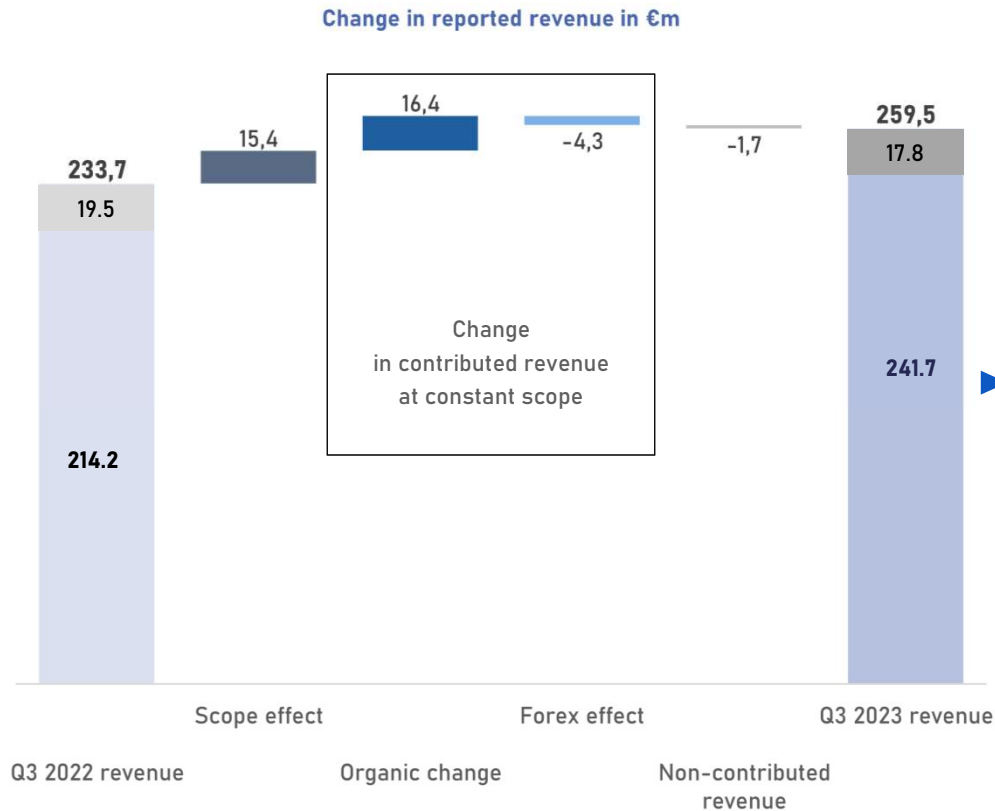
Acquisition of Essac, an environmental emergency specialist in Peru



Essac (Peru)

* At constant scope and exchange rates ** See press release dated September 11, 2023

Increase in contributed revenue: +13% Confirmation of H1 2023 trends



■ **Non-contributed revenue: €17.8 million**
(vs. €19.5 million in Q3 22)

- IFRIC 12 investments: €3.1 million vs. €5.2 million
- TGAP: €14.7 million vs. €14.3 million

■ **Contributed revenue: €241.7 million**
(vs. €214.2 million in Q3 22)

- +12.8% (reported data)
- +7.8% (like-for-like*)

■ **Solid organic growth in France in most businesses**

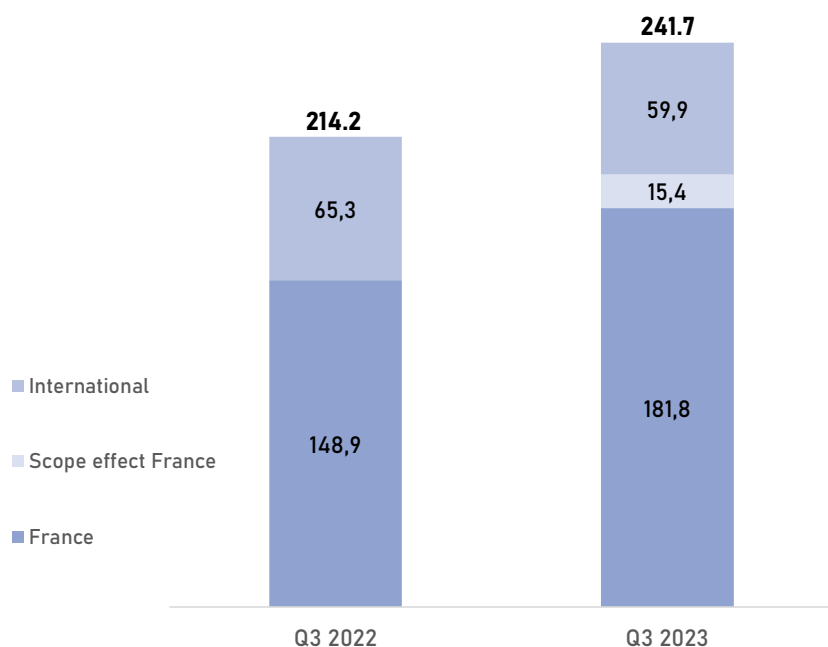
■ **Mixed trends internationally and negative Forex impact**

** At constant scope and exchange rates*

Consolidated data

Sustained growth in France Mixed results internationally

Change in contributed revenue by geographic scope in €m



Consolidated data

International: Revenue €59.9m, down -8.2% (reported data)

-1.8% (like-for-like*)

■ Negative Forex impact: (€4.3) million vs. +€4.3 million in Q3 2022 (ZAR)

■ **On a like-for-like basis***

- Europe (excluding Solarca): Revenue €19.4 million, up +1.0%
- South Africa: Revenue €23.5 million, down -16.9%
- LATAM: Revenue €10.8 million, up +79.8%
- Solarca (Europe and Rest of the World): Revenue €6.2 million, down -17.7%

France: Contributed revenue €181.8 million, up +22.1% (reported basis)

+11.7% (like-for-like*)

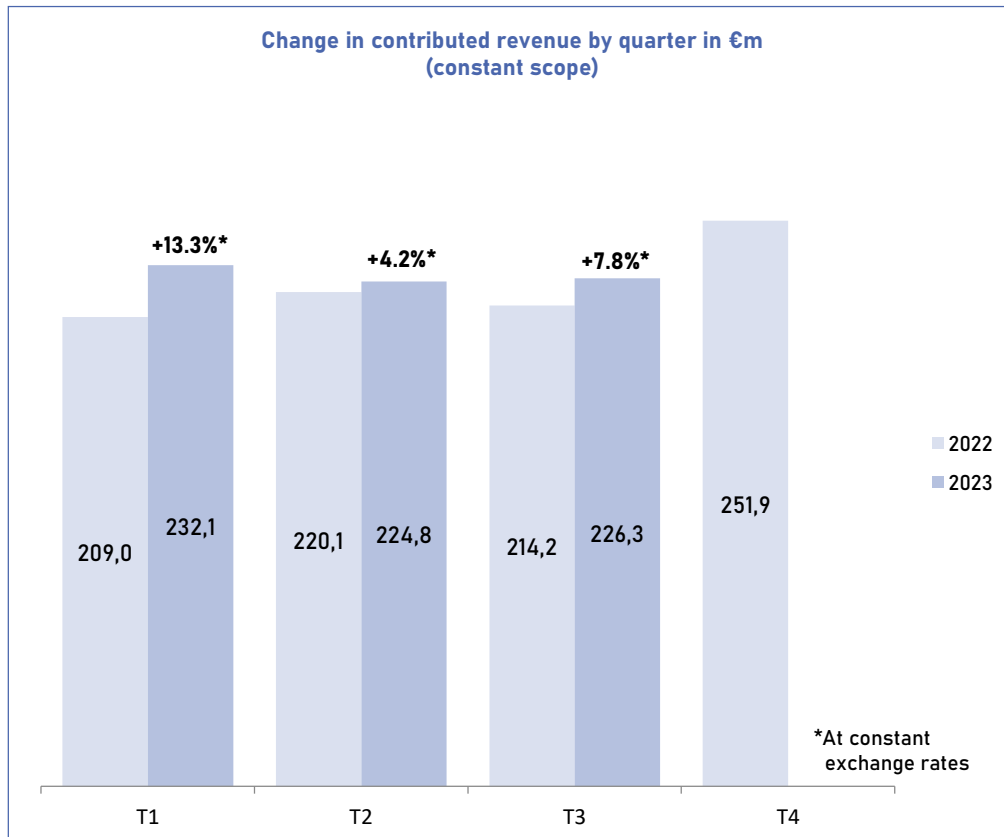
■ Scope effect: €15.4 million (STEI and Sanitation activities)

■ **On a like-for-like basis***

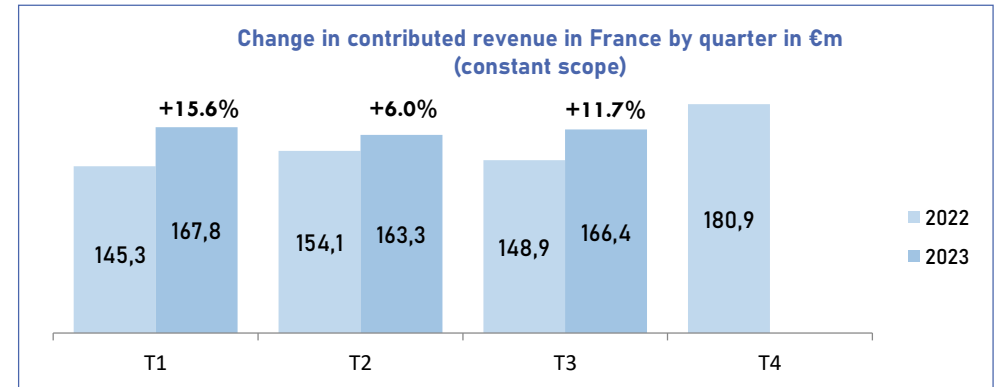
- Positive commercial effects on the Circular Economy and Hazard Management markets
- Strong dynamics of Services businesses: Decontamination, Comprehensive Offers

* At constant scope and exchange rates

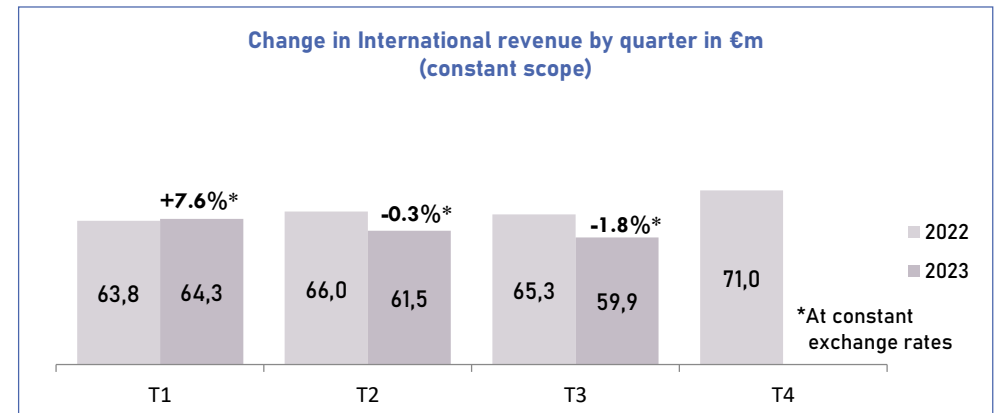
Organic growth maintained at high level Solid markets in France (75% of revenue)



Consolidated data

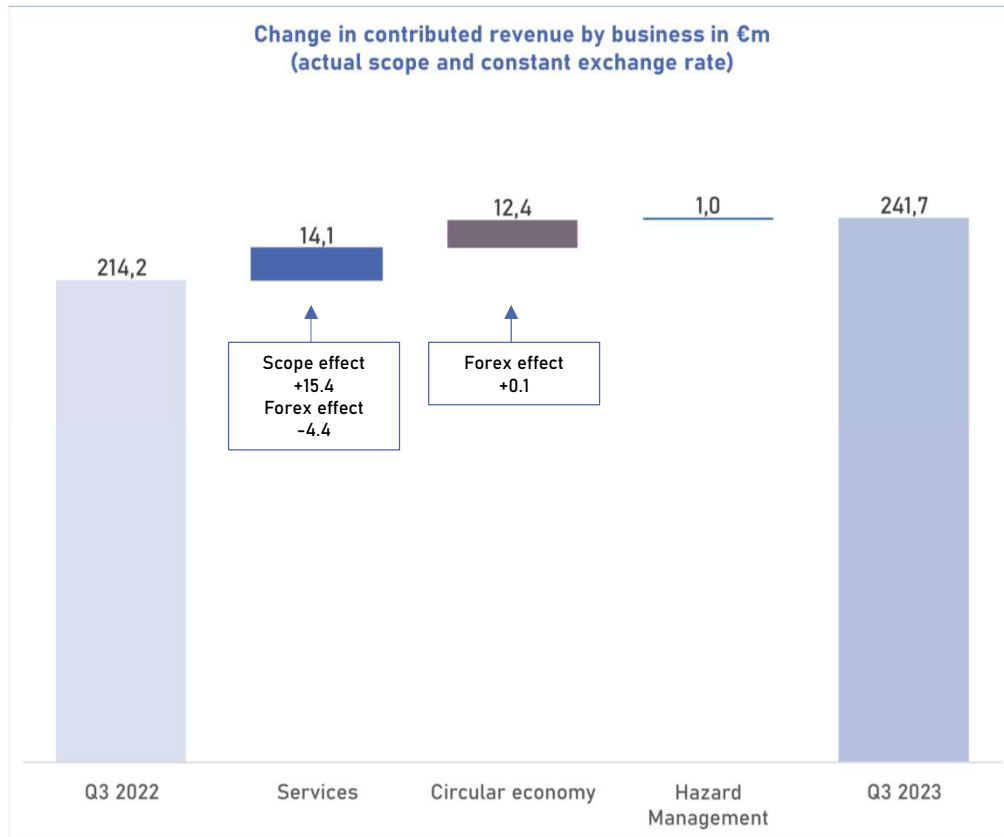


Consolidated data

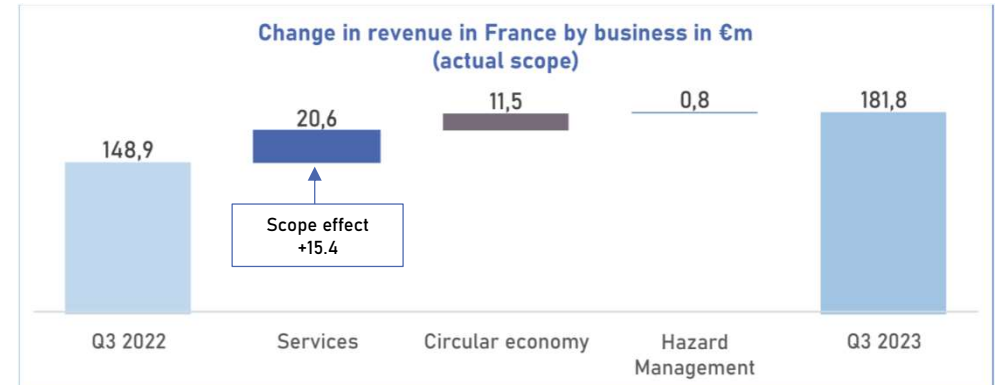


Consolidated data

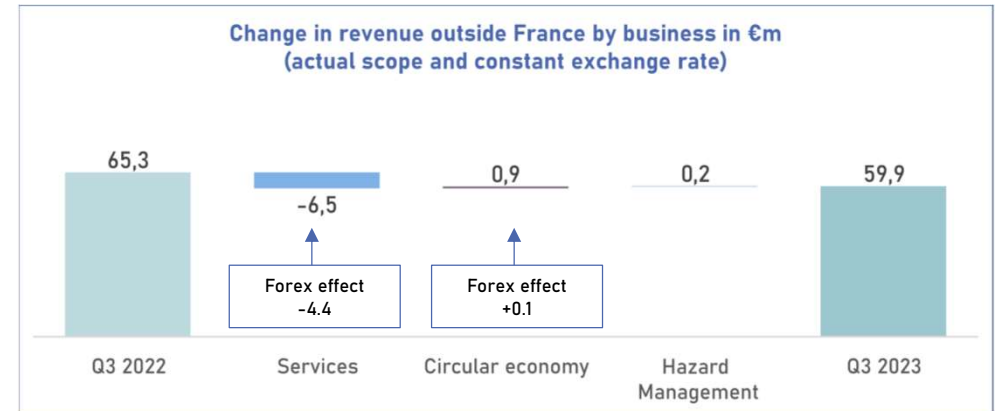
Change in business mix Strong contribution from the Circular Economy



Consolidated data



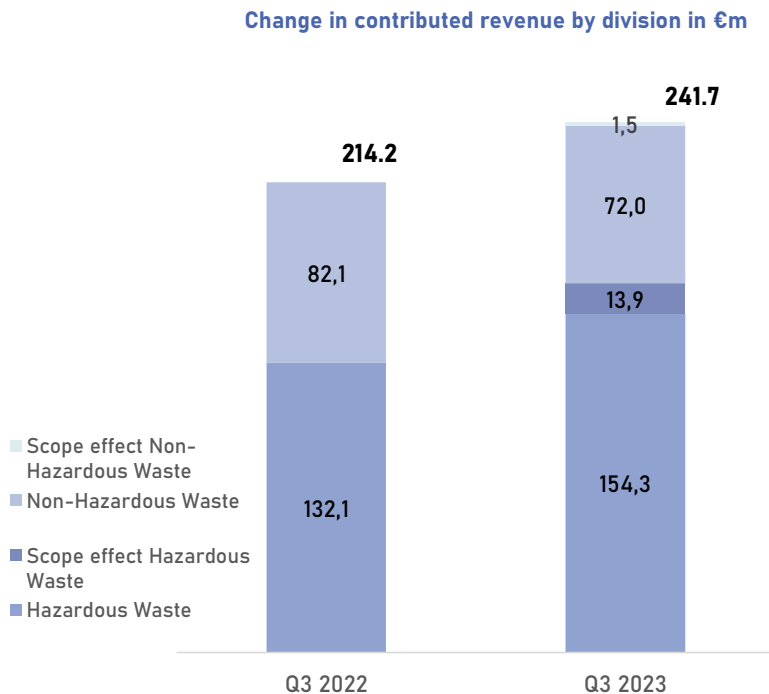
Consolidated data



Consolidated data

Uneven contribution from divisions

Strong dynamics of the HW division in France and internationally



Consolidated data

Non-Hazardous Waste division: Revenue €73.5 million, down -10.4% (reported data)
-4.2% (like-for-like*)

- Scope effect: +€1.5 million (Sanitation activities)
- ▶ ■ **On a like-for-like basis***
 - France: Revenue +6.4% (positive commercial effects)
 - International: Revenue -54.2% (strong baseline in Q3 2022 for South Africa)

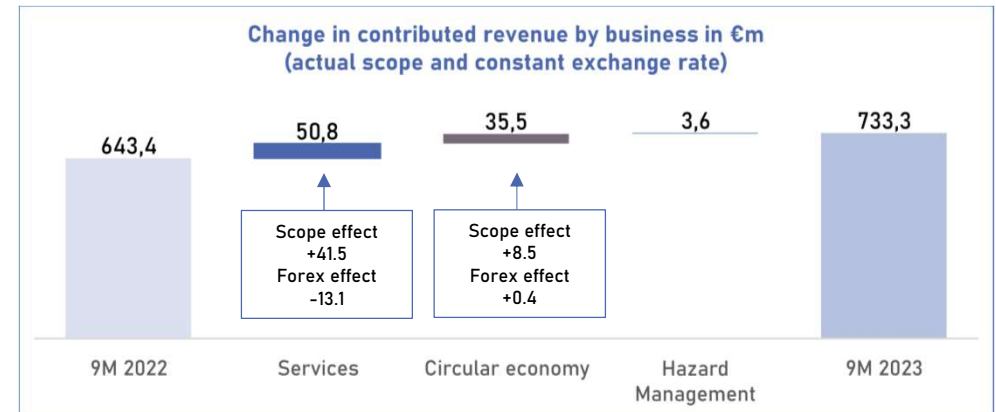
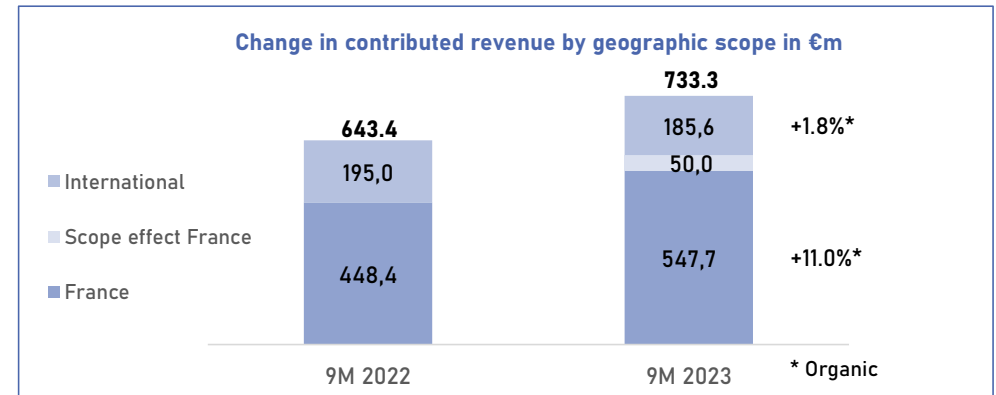
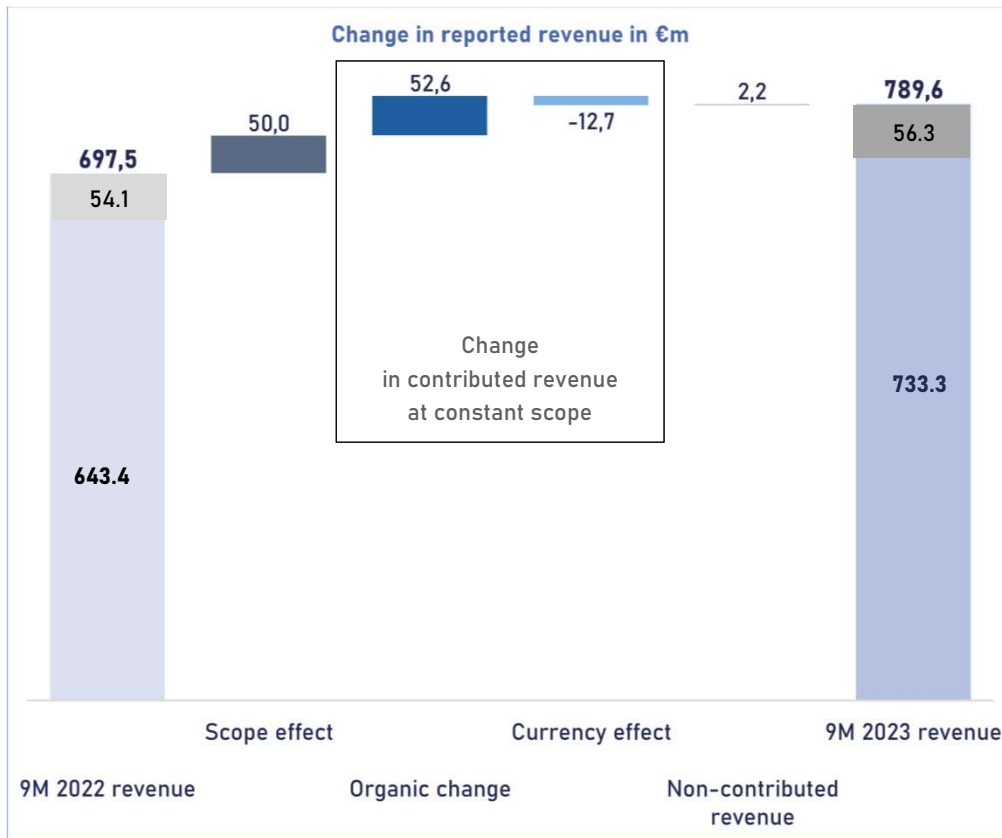
Hazardous Waste division: Revenue €168.2 million, up +27.3% (reported data)
+14.4% (like-for-like*)

- ▶ ■ **On a like-for-like basis***
 - France: Revenue +15.5% (positive trend in valuations)
 - International: Revenue +12.6% (strong dynamics in Latin America)

* At constant scope and exchange rates

Activity for the first 9 months of 2023

Good level of activity over 9 months: Contributed revenue +8.3% (organic) Positive trend in France scope and Circular economy activities



Outlook confirmed Annual revenue target confirmed

Continuing trends over the coming months

France

- Positively oriented markets: strong performance of the circular economy and industrial services businesses, resilience of public-sector customers
- Strong baseline in Q4 2022

International

- Europe: solid markets in Italy
- South Africa: greater contribution expected from Interwaste
- LATAM: buoyant markets
- Solarca: recovery expected in the coming months (see strong order backlog)

2023 growth target confirmed



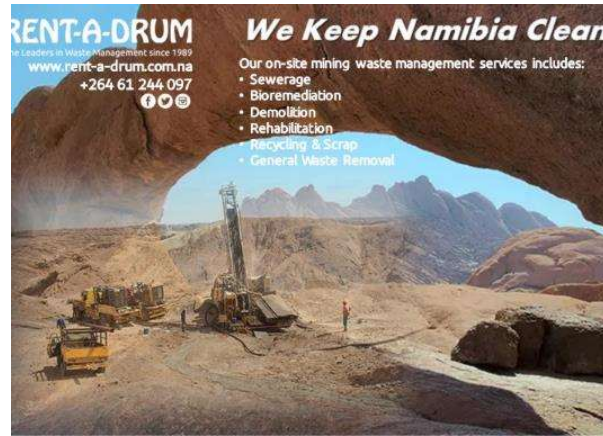
Mecomer (Italy)

Continuation of external growth strategy in Q3 2023 After Furia and R-A-D, new acquisition: Essac in Peru



Italy

*Acquisition finalized in the coming weeks
subject to fulfillment of conditions precedent*



Namibia



Peru



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