



Séché Environnement

Revenue at September 30, 2016

Conference call on October 24, 2016



Highlights of the period (9 months)

Business remains strong over first 9 months

- Reported revenue: €345.1m (vs. €331.3m) +4.2% (organic: +3.0%)
- Contributed revenue: €333.3m (vs. €317.0m) +5.1% (organic: +3.9%)

Strong momentum in the Hazardous Waste division

- Haz. Waste revenue: €209.8m (vs. €190.3m) +10.3% (organic: +8.3%)
- Positive trends in industrial business in France:
Haz. Waste revenue in France up +12.3% (constant scope: +9.7%)

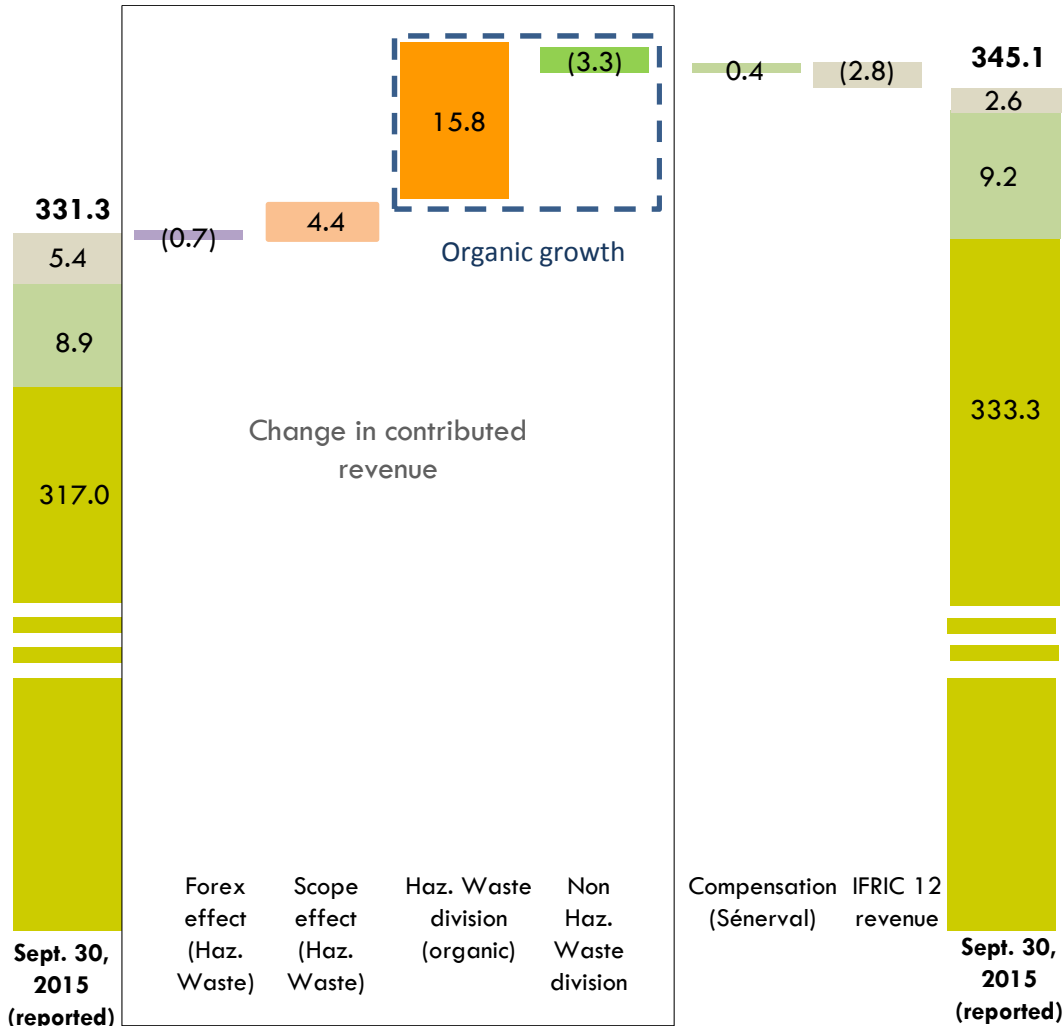
Non-Hazardous Waste division shows resilience

- Non-Haz. Waste (contributed) revenue: €123.5m (vs. €126.8m) -2.6%
- Recurring waste treatment business
- Strong 2015 basis of comparison in services (decontamination)



Rise in contributed revenue: +5.1% over the first 9 months (gross)

IFRS data in €m



Non-contributed revenue: €1 1.8m

- IFRIC 12 revenue: €2.6m
(€5.4m at Sept. 30, 2015)
- Compensation: €9.2m
(€8.9m at Sept. 30, 2015)

Diversion compensation and other compensation related to the situation of the Strasbourg-Sénerval incinerator

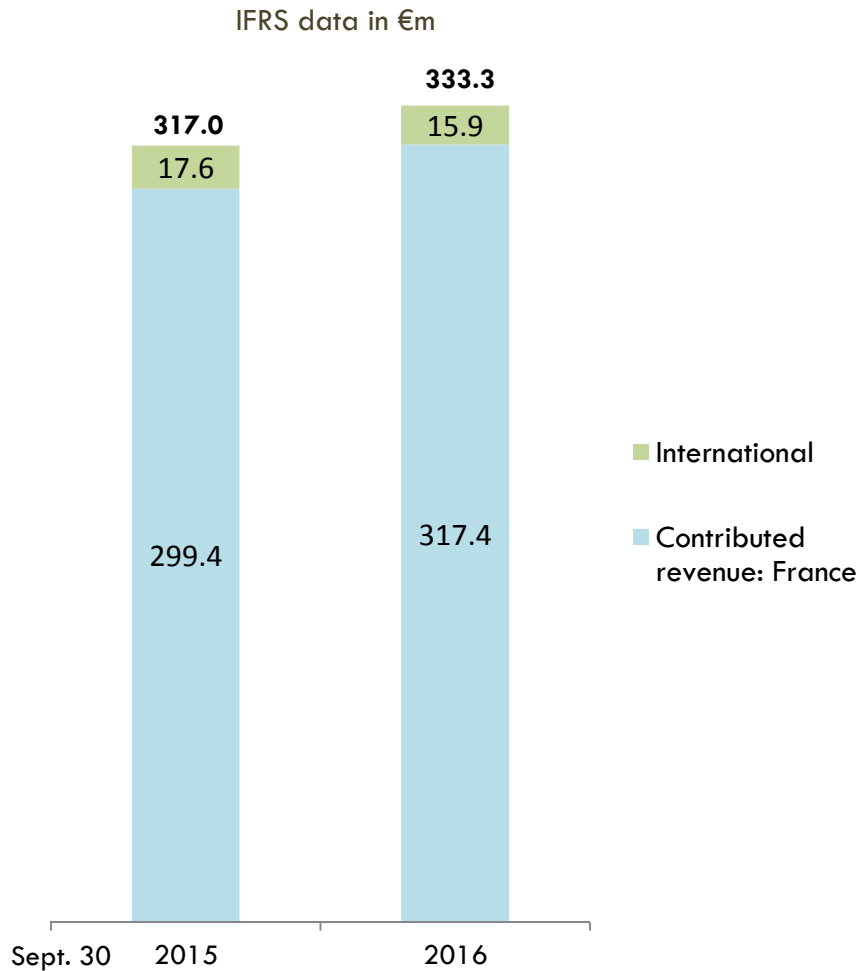
Contributed revenue: €333.3m
(€317m at Sept. 30, 2015)

i.e. +5.1% gross
+3.9% organic

- Scope and forex effects: +€3.7m
- Growth driven by the Haz. Waste division
- Resilient Non Haz. Waste division excluding spot markets



Business growth in France Non-linear performance internationally



International: Revenue of €15.9m
(€17.6m at Sept. 30, 2015)

i.e. -10.0% at current exchange rates
-6.1% at constant exchange rates

- Forex effect: (€0.7m)
- Spain: business stable in line with the business refocusing strategy
- Latin America: non-significant decline in PCB markets (spot effects)

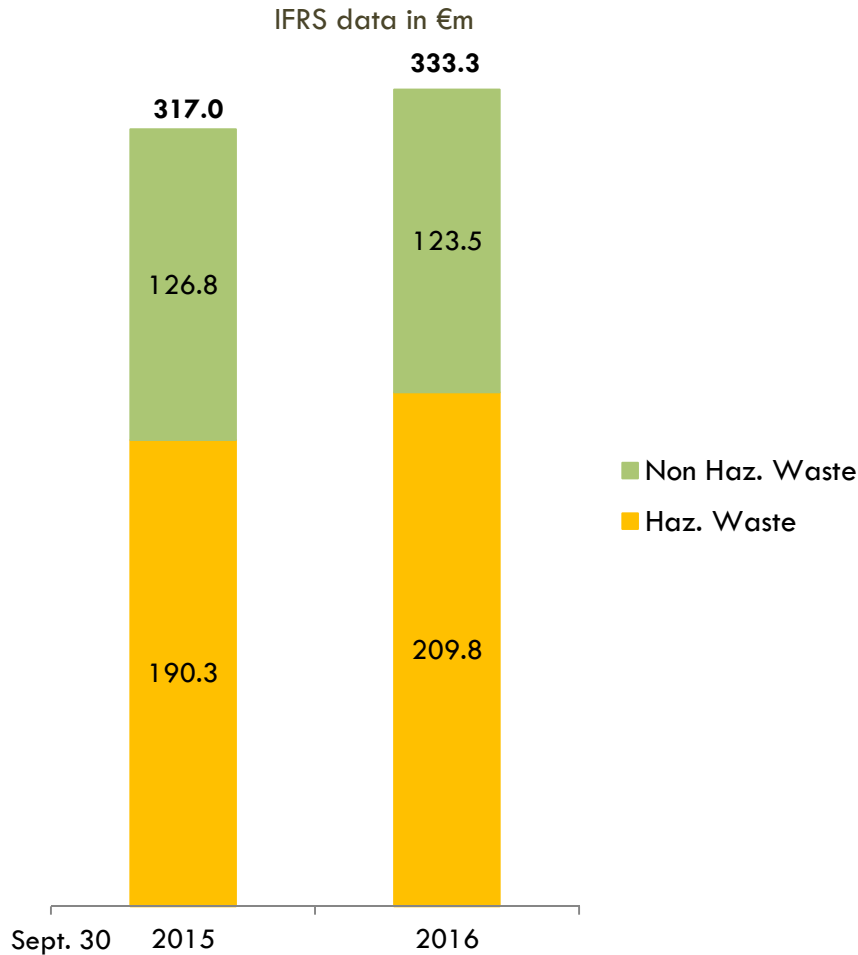
France: Contributed revenue of €317.4m
(€299.4m at Sept. 30, 2015)

i.e. +5.9% at current scope
+4.5% at constant scope

- Scope effect: +€4.4m
- Industrial business: dynamic activity in recovery and treatment
- Business with local authorities: resilient markets; bargain effects in storage and decontamination markets in 2015



Business remains strong for the divisions over the first 9 months



Non Haz. Waste division: Contributed revenue of €123.5m

(€126.8m at Sept. 30, 2015)

i.e. -2.6% gross

- Storage and incineration stable
- Services : strong 2015 basis of comparison for decontamination activities

Haz. Waste division: Revenue at €209.8m

(€190.3m at Sept. 30, 2015)

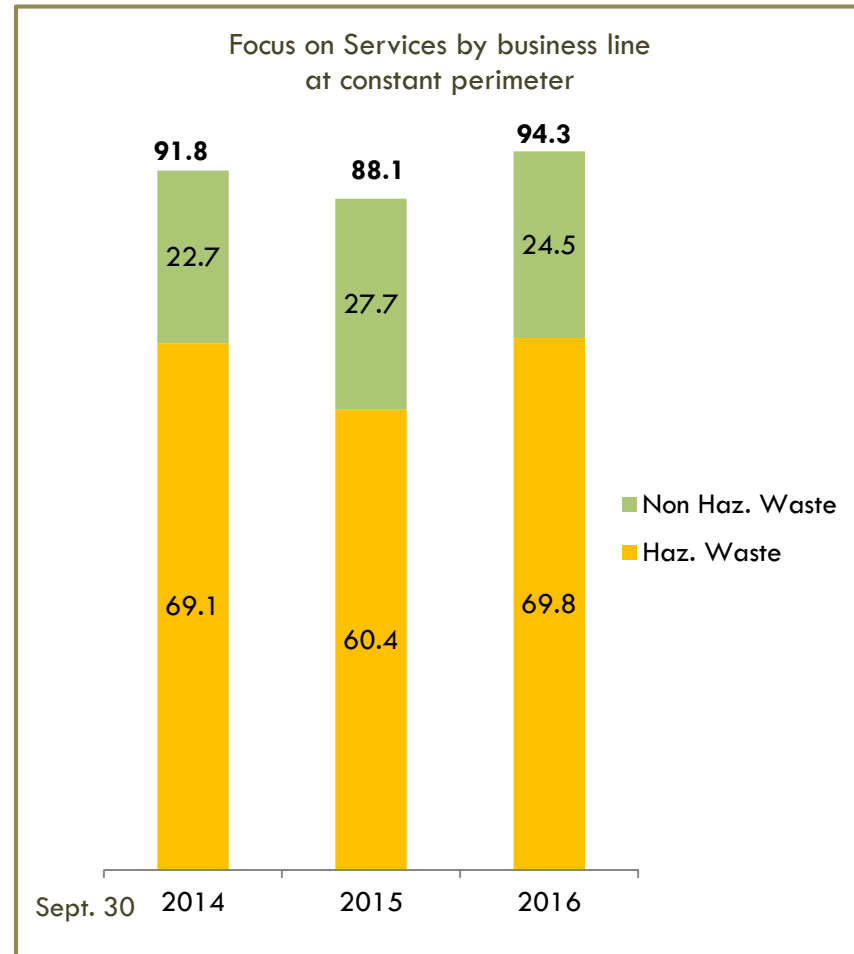
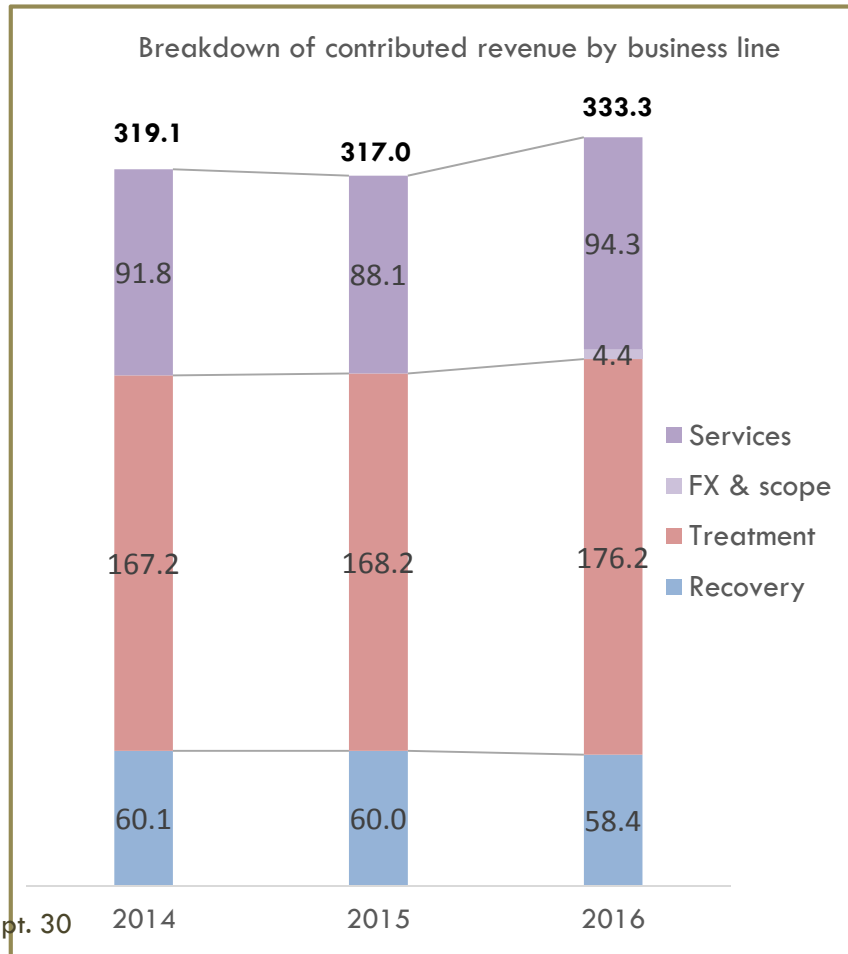
i.e. +10.3% gross

+8.3% organic

- Scope effect: +€4.4m
- Foreign exchange effect: (€0.7m) on the Argentine peso
- Regeneration resilient
- Strong momentum in storage and incineration
- Contribution from decontamination (weak 2015 basis of comparison)

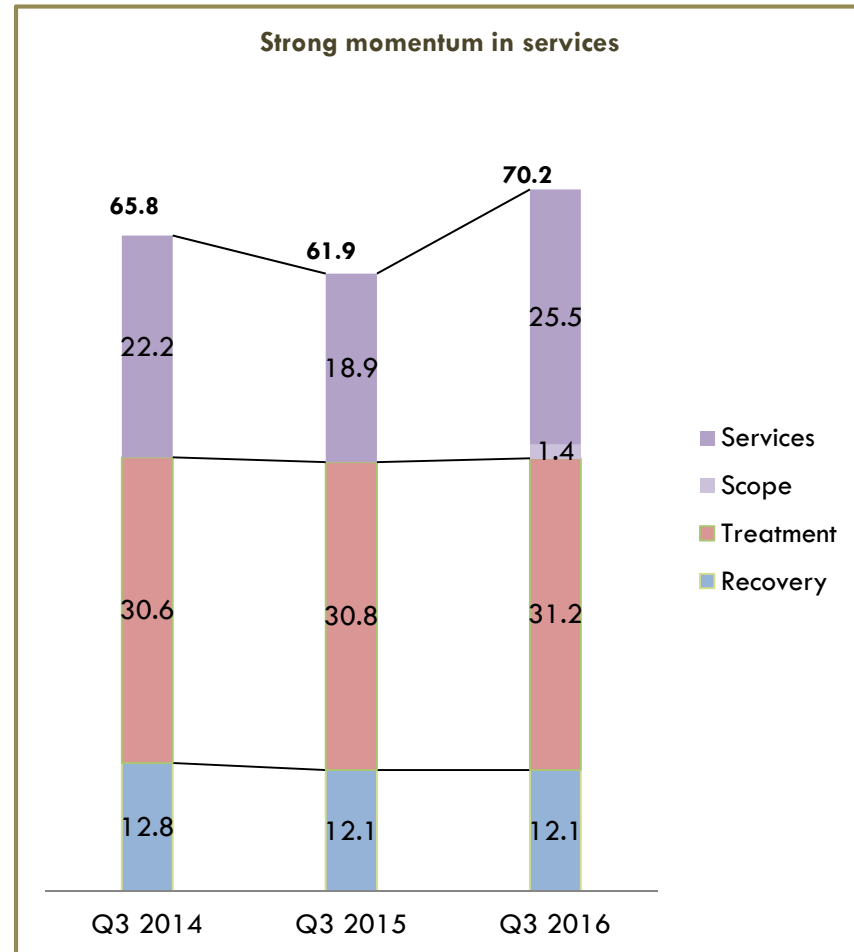
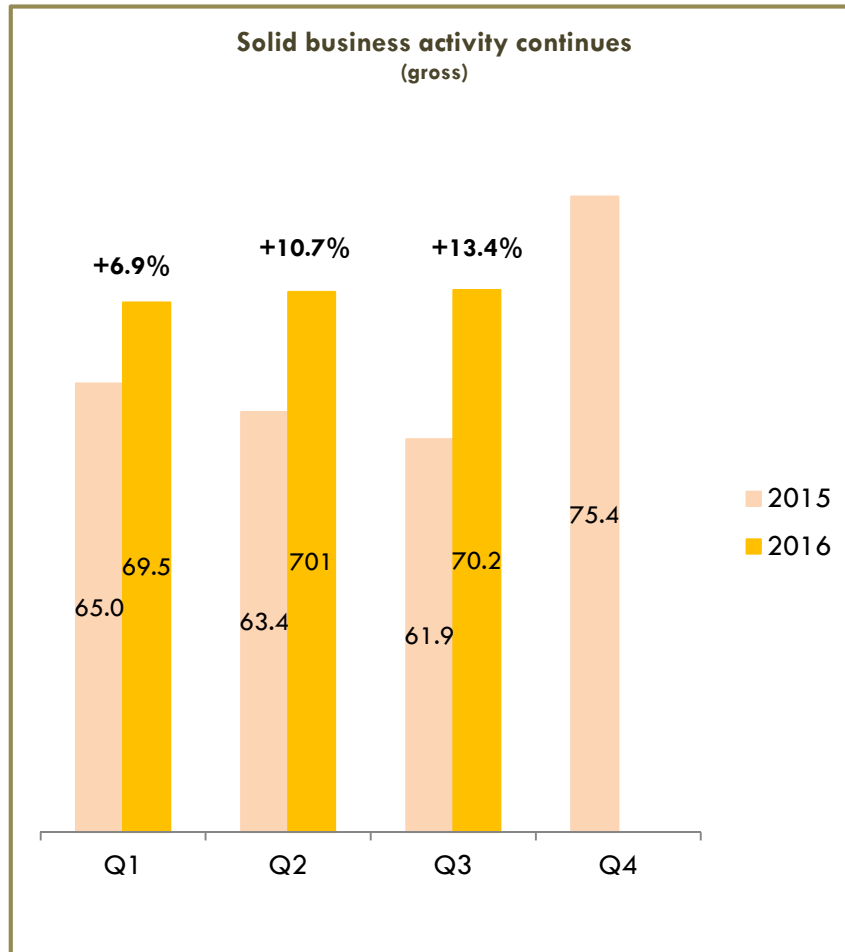


Strong contribution from treatment and services



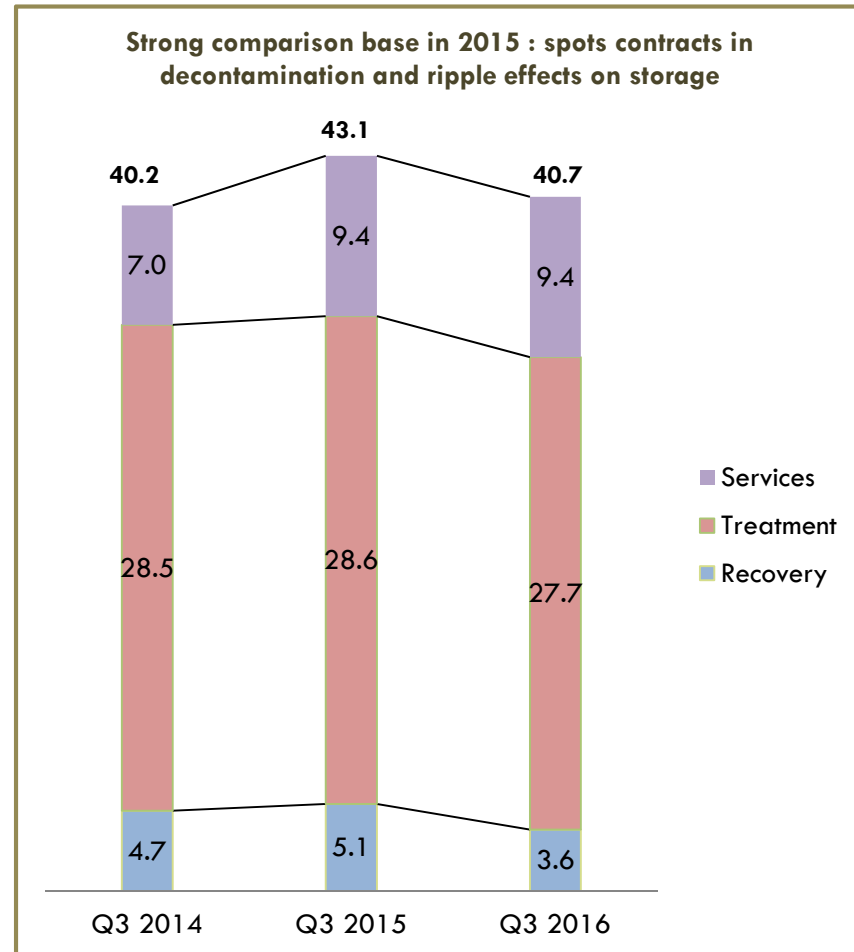
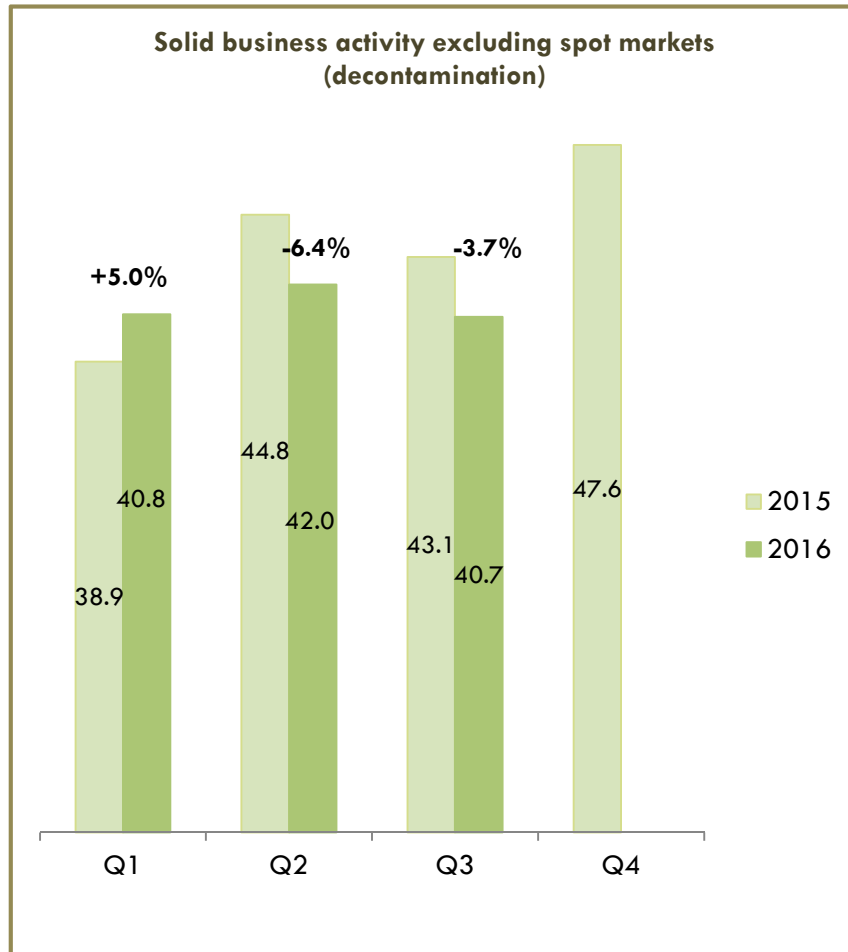


Hazardous Waste division: strong business activity in Q3





Non Hazardous Waste division: business activity resilient





Business outlook confirmed

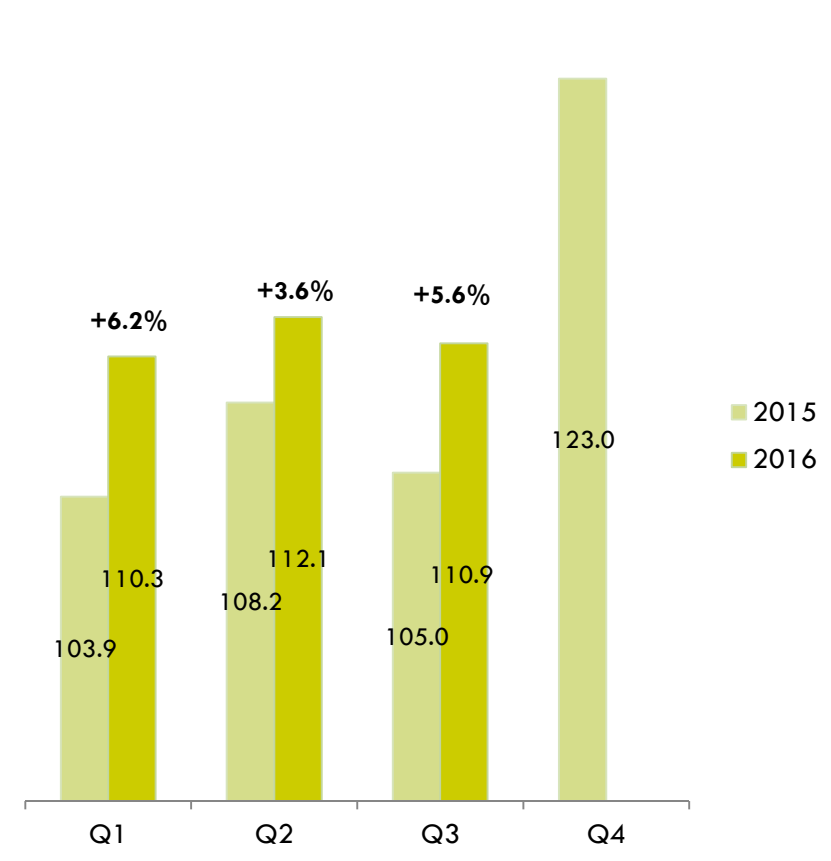
Objective for 2016: moderate contributed revenue growth at constant scope

- Reminder: strong Q4 2015 base of comparison
- Strong recurring business
 - ✓ Strong momentum in the Hazardous Waste division, supported by the resilience of industrial business (treatment)
 - ✓ Resilient performance by the Non-Hazardous Waste division, excluding Decontamination

Contribution of newly-integrated business

- Medical waste: increased business in line with the development plan
- Séché Energies: still weaker market environment

Change in contributed revenue per quarter (gross)





Q&A

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