



# Consolidated Revenue at June 30, 2015

Conference call  
of July 27, 2015



## HY 2015 Highlights

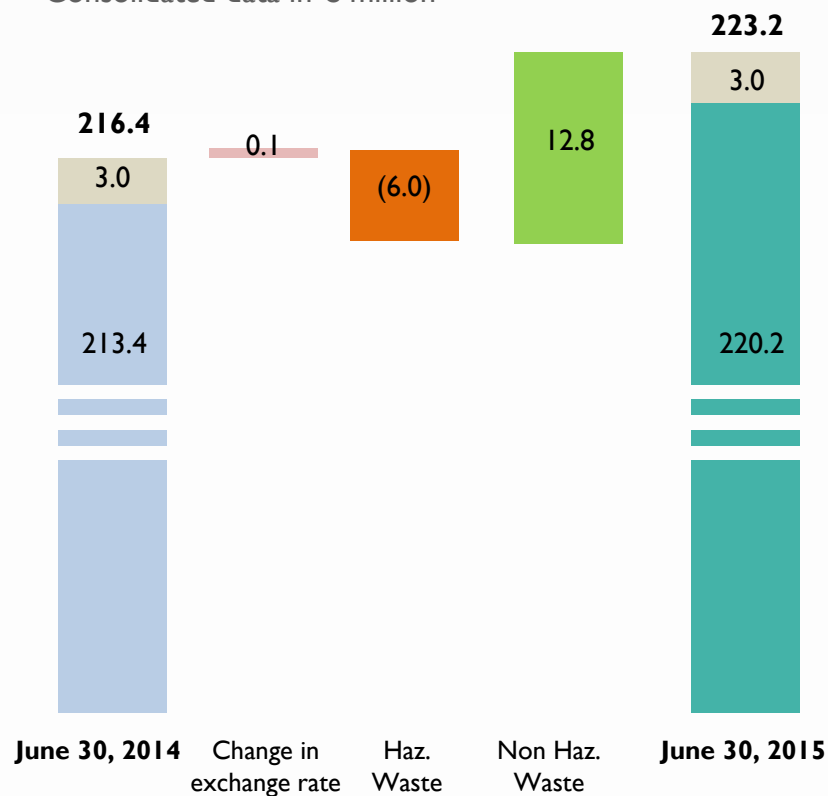
- 🕒 Revenue excl. IFRIC 12 : + 3.2 % at constant rate, to €220.2m  
(vs. €213.4m at June 30, 2014)
  - Good level of activity in most areas
  - Change in Hazardous Waste Division non representative, due to start-up delays in Decontamination contracts
  
- 🕒 Dynamic sales efforts and significant new businesses successes, notably in Decontamination, for example:
  - Sanofi: €21m over 2 years
  - Nexter: €5m over 3 years ...
  
- 🕒 Good business prospects strengthened for 2015
  - Growth in H2 sustained by Decontamination businesses
  - Growth objectives confirmed for FY 2015





## Published Revenue increase: +3.1% to €223.2m

Consolidated data in € million



IFRIC 12 Revenue: €3.0m

vs. €3.0m at June 30, 2014

- Investments related to asbestos removal operations in Strasbourg Senerval

Revenue excl. IFRIC 12 : €220.2m

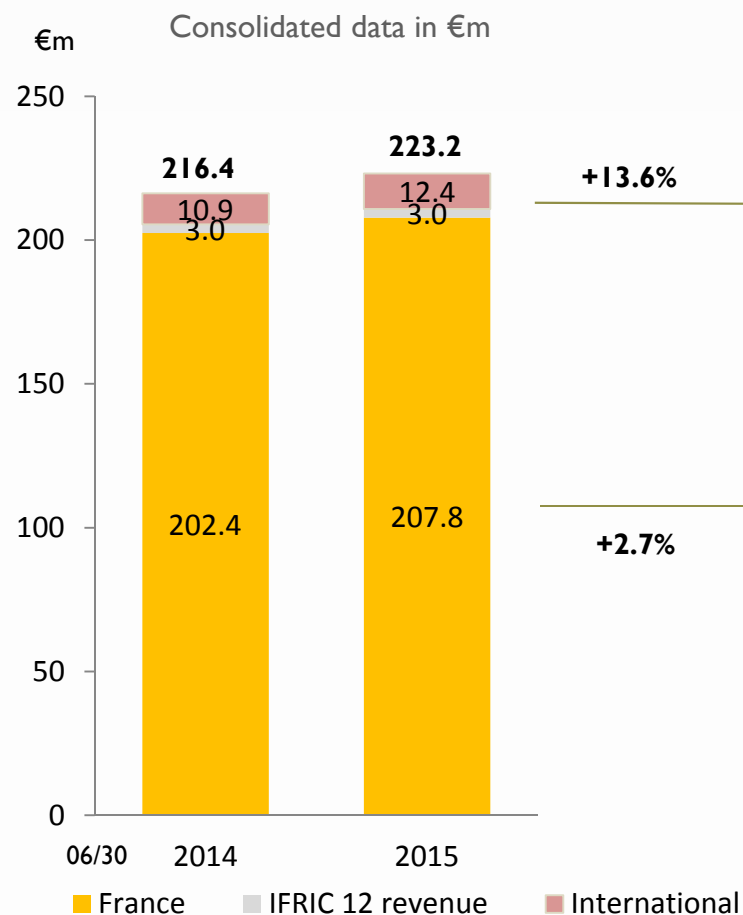
vs. €213.4m at June 30, 2014

- **Revenue excl. IFRIC 12 up +3.2% at constant rate:** good level of activity in most businesses
- **Differentiated change between divisions not representative:** start-up delays in certain decontamination contracts (Haz. Waste)





## Markets in France held up well Sustained Growth internationally



International: Revenue at €12.4m

vs. €10.9m at June 30, 2014

- Exchange effects: +€0.1m – At constant rate, revenue increased +12.8%
- Good performance in Spain (solvent regeneration) and Latin America (PCBs)

France: revenue excl. IFRIC 12 to €207.8m

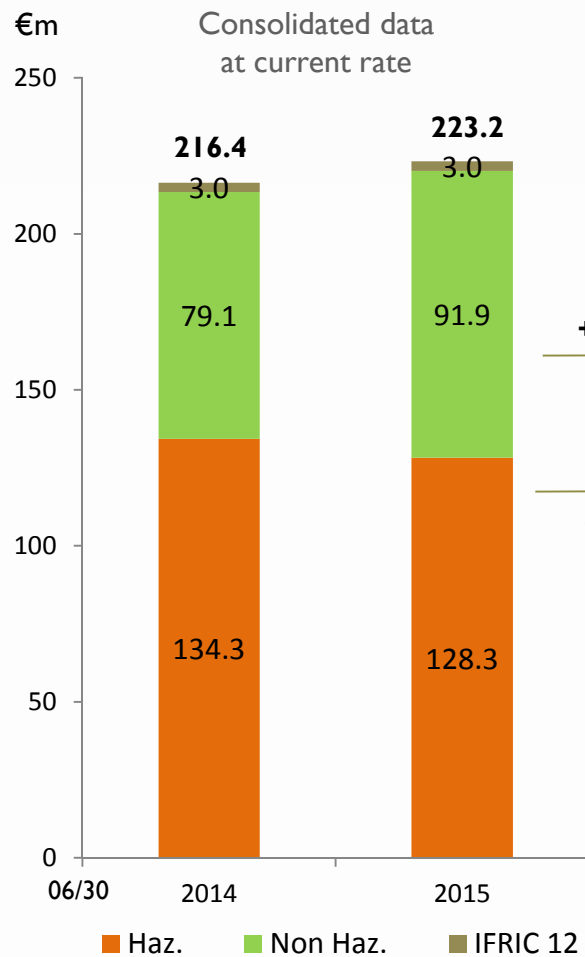
vs. €202.4m at June 30, 2014

- Industrials: good orientation of treatment markets (incineration and landfill) and dynamic performance in services (comprehensive offerings)
- Local authorities: recurrent multi-year contracts and new business gains in landfill





## Differentiated Change between Divisions not representative



+16.2%

Non Haz. waste: Revenue excl. IFRIC 12 to €91.9m  
vs. €79.1m at June 30, 2014

- Landfill: positive volume growth
- Services held up well (decontamination, comprehensive offerings ...)
- Incineration: favorable comparison base in Q2

-4.4%

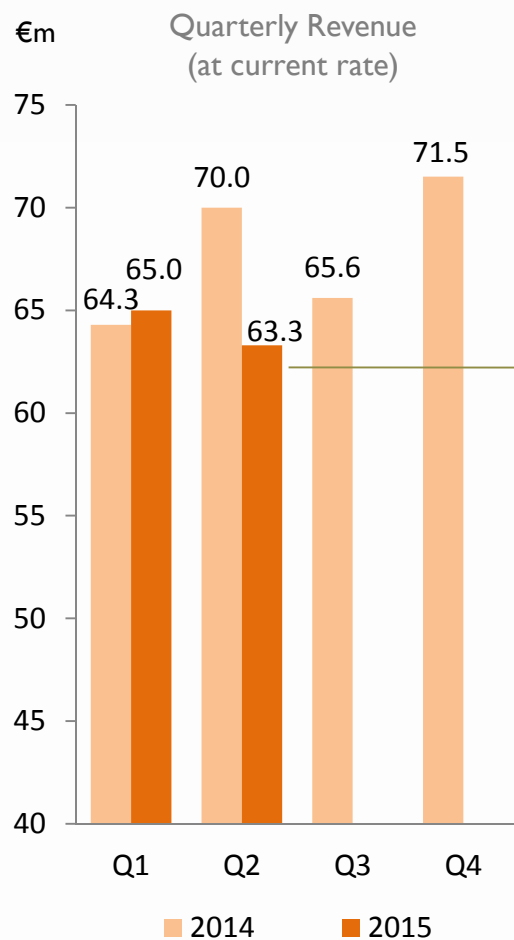
Haz. waste: Revenue to €128.3m  
vs. €134.3m at June 30, 2014

- Treatment: good level of activity (incineration, landfill)
- Decontamination: start-up delays in certain significant contracts





## Hazardous Waste in Q2 2015 Decontamination Start-up Delays



Q2 Revenue: €63.3m

vs. €70.0m in Q2 2014 down -9.4 % at current rate

(-9.5% at constant rate)

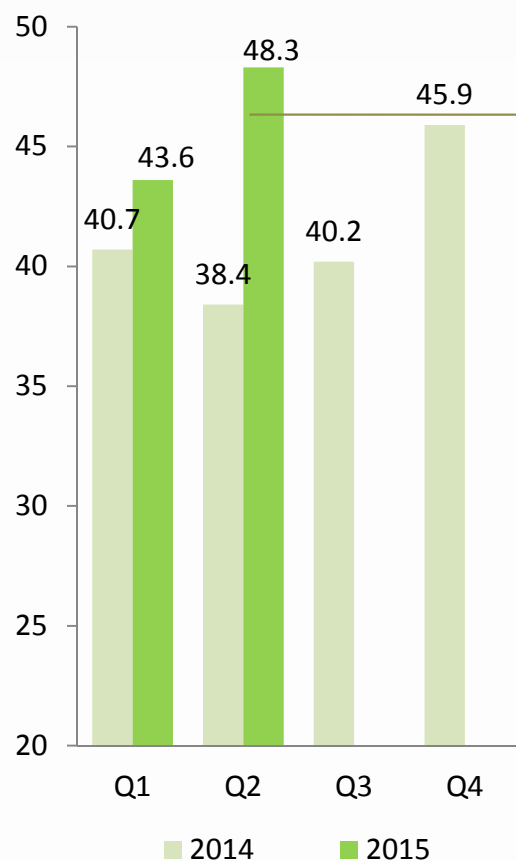
- International : Revenue at €6.3m, up +14.4% at current rate and +13.5% at constant rate (slight positive exchange effect: +€0.1m)
- France : Revenue at €56.9m down -11.5%
  - ✓ Treatment activities held up well, notably incineration
  - ✓ Non significant decrease in Decontamination: start-up delays on important contracts and large comparison base in H1 2014 (Ukraine contract)





## Non-Hazardous Waste in Q2 2015 Treatment Businesses held up well

€m Q2 Revenue excl. IFRIC 12



Q2 Revenue excl. IFRIC 12: €48.3m

vs. €38.4m at Q2 2014 up +25.8%

- Landfill: return to higher volume levels, as expected
- Incineration :
  - ✓ Favorable comparison base in 2014 (unavailability of Strasbourg-Senerval)
  - ✓ Indemnities for diverted waste volumes: +3,5 M€ (« asbestos agreements»)
- ✓ Services: good performance in Decontamination and Comprehensive Offerings

IFRIC 12 Revenue: €2.2m

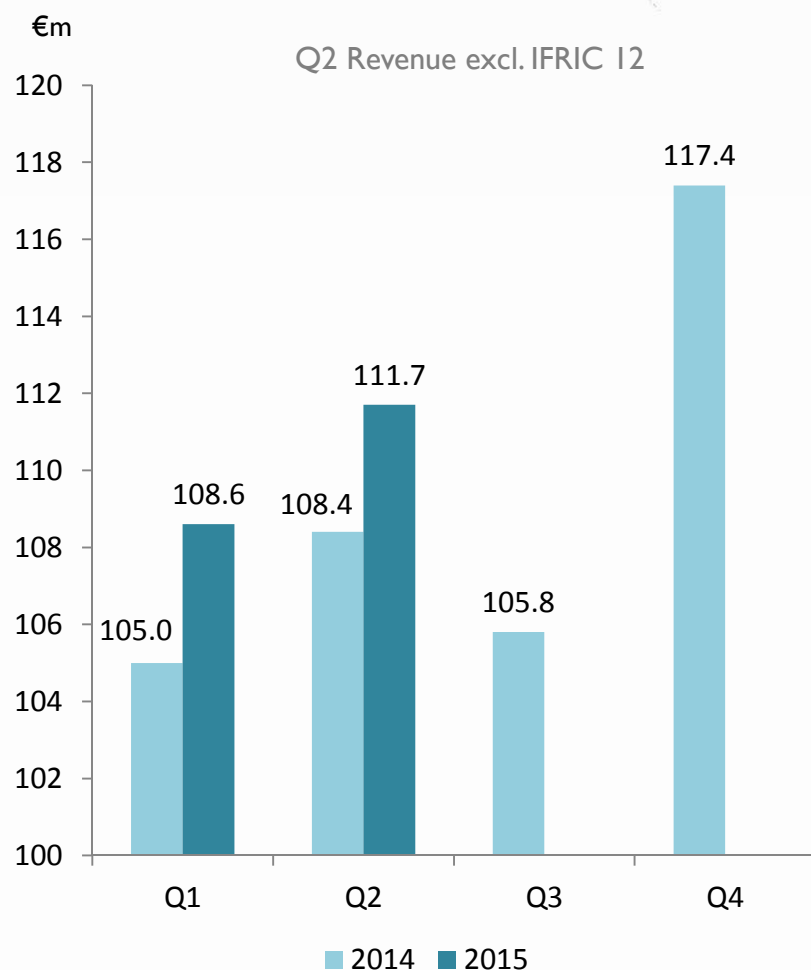
vs. €1.8m in Q2 2014

- Investments related to asbestos removal operations at Strasbourg-Senerval





## Prospects for 2015 strengthened



Revenue excl. IFRIC 12 : €111.7m  
vs. €108.4m at June 30, 2014

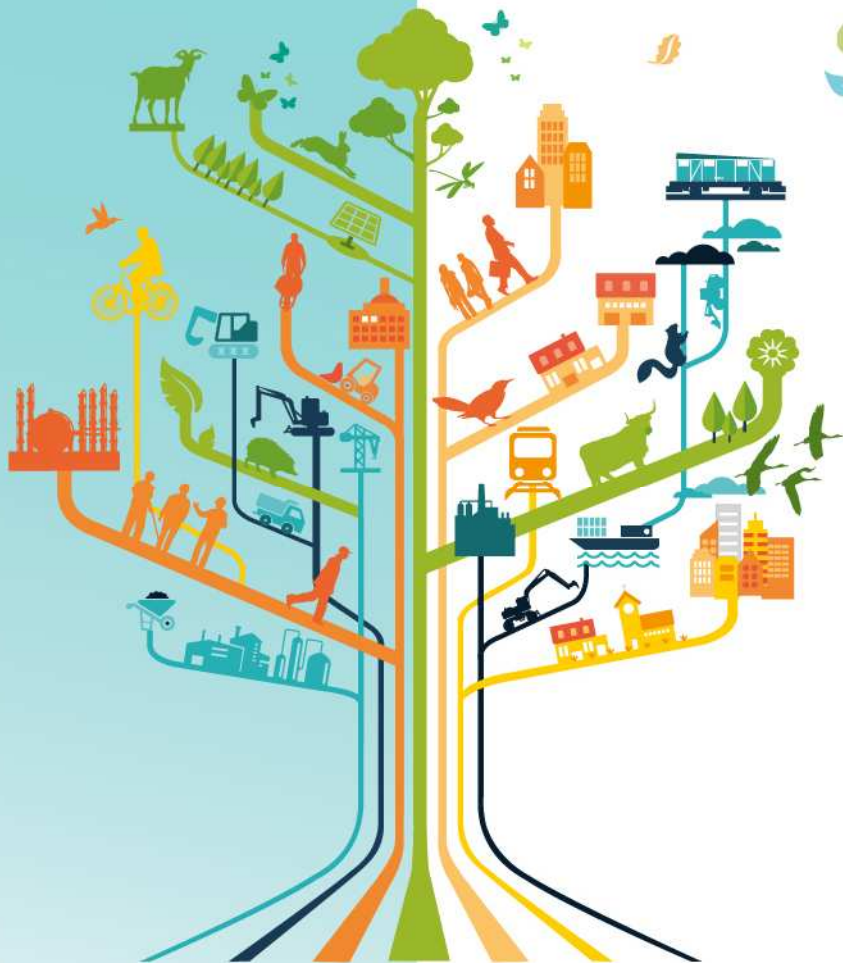
- **Up +3.0%** at current and constant rate compared to Q2 2014
- Consistent performance in absolute terms compared to previous quarters

### Prospects for 2015 strengthened

- **Expectations of a strong H2**
  - ✓ Sustained growth in Decontamination
  - ✓ Treatment and services activities well oriented
- **Slight growth objectives for contributive revenue confirmed for 2015**
  - ✓ Contributive revenue = reported revenue – IFRIC 12 revenue – indemnities under “asbestos agreements”
  - ✓ Assumptions for 2015: IFRIC 12 revenue estimated at €8.5m (vs. €8,1m in 2014) and indemnities estimated at €11m







## Q&A

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