



**Creation of a World Leader in Energy**



**GDF SUEZ**

**Creation of a World Leader in Energy**

*September 3, 2007*

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## Forward-Looking Statements

This communication contains forward-looking information and statements about Gaz de France, Suez and their combined businesses after completion of the proposed business combination. Forward-looking statements are statements that are not historical facts. These statements include financial projections, synergies, cost-savings and estimates and their underlying assumptions, statements regarding plans, objectives, savings, expectations and benefits from the transaction and expectations with respect to future operations, products and services, and statements regarding future performance. Forward-looking statements are generally identified by the words “expect,” “anticipates,” “believes,” “intends,” “estimates” and similar expressions. Although the managements of Gaz de France and Suez believe that the expectations reflected in such forward-looking statements are reasonable, investors and holders of Gaz de France and Suez ordinary shares are cautioned that forward-looking information and statements are not guarantees of future performances and are subject to various risks and uncertainties, many of which are difficult to predict and generally beyond the control of Gaz de France and Suez, that could cause actual results, developments, synergies, savings and benefits from the transaction to differ materially from those expressed in, or implied or projected by, the forward-looking information and statements. These risks and uncertainties include those discussed or identified in the public filings with the *Autorité des marchés financiers* (“AMF”) made by Gaz de France and Suez, including those listed under “Facteurs de Risques” in the *Document de Référence* filed by Gaz de France with the AMF on April 27, 2007 (under no: R.07-046) and in the *Document de Référence* and its update filed by Suez on April 4, 2007 (under no: D.07-0272), as well as documents filed by Suez with the SEC, including those listed under “Risk Factors” in the Annual Report on Form 20-F for 2006 that Suez filed with the SEC on June 29, 2007. Except as required by applicable law, neither Gaz de France nor Suez undertakes any obligation to update any forward-looking information or statements.

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## Transaction summary

# Description of the transaction

## ► Terms of the merger project

- ▶ **New outline of the merger project approved** by the board of directors of the two Groups
- ▶ **Support of the main shareholders**
- ▶ Merger of equals based on an exchange ratio of **21 Gaz de France shares** for **22 SUEZ shares**
- ▶ French state to hold more than **35% of GDF SUEZ**
- ▶ **Simultaneous distribution of 65% of SUEZ's Environment business** to SUEZ shareholders
- ▶ A **stable shareholding of 35% in SUEZ's Environment business** to be maintained

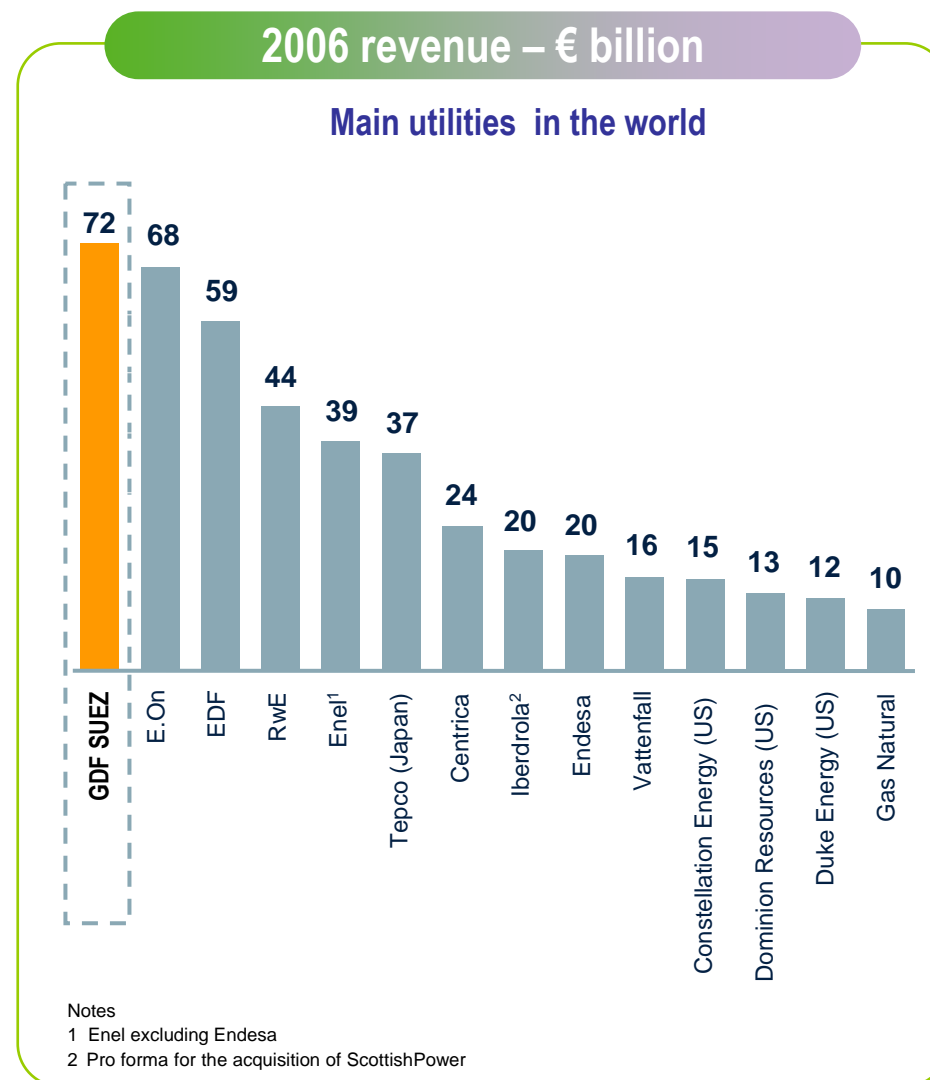
## ► Next steps and timetable

- ▶ Consultation of the **employee representative bodies** of both Groups
- ▶ **Signing of the merger agreement** by the boards of directors
- ▶ **Extraordinary General Meetings** of SUEZ and Gaz de France

**Timetable allowing completion of the merger  
as soon as possible, in 2008**

# Creation of a global leader specialised in energy

- ▶ **Leader in natural gas in Europe**
  - ▶ #1 purchaser & supplier
  - ▶ #1 transmission & distribution network
  - ▶ #2 storage operator
- ▶ **Leader in electricity**
  - ▶ #5 power producer and supplier in Europe
  - ▶ #2 French power producer
  - ▶ World leader in IPPs, strong positions in the United States, Brazil, Thailand, and the Middle East
- ▶ **World leader in LNG**
  - ▶ #1 importer & buyer in Europe
  - ▶ #2 LNG terminal operator
  - ▶ Leader in the Atlantic basin
- ▶ **European leader in energy services**



# A solid financial profile

- ▶ A **solid financial structure** that reinforces an ambitious strategy for industrial growth
  - ▶ Low debt level
  - ▶ High potential for cash flow generation
  - ▶ Potential for financial structure optimisation
- ▶ A **key stock in the energy sector**
  - ▶ ~ €90bn pro forma market capitalisation\*
  - ▶ Among the top 3 listed utilities

## Financial profile

*2006 combined pro forma unaudited data - in €bn*

**GDF SUEZ \*\*\***

Revenues	<b>71.9</b>
EBITDA**	<b>11.4</b>
Current operating income	<b>8.1</b>
Net financial debt	<b>13.9</b>

\* Based on spot share price as of 31/08/07. Before taking into account the impact of the distribution of 65% of SUEZ's Environnement activities

\*\* Sum of SUEZ EBITDA adjusted for provisions for renewals, associates, financial charges and Gaz de France EBITDA

\*\*\* Based on the global integration of SUEZ's Environment activities



# A clear and ambitious strategy

- ▶ Consolidate **leadership positions** in domestic markets (France and Benelux)
- ▶ Leverage **complementarities** to strengthen offers (dual gas/electricity offers, innovating energy services)
- ▶ **Priority** given to growth in Europe in all business lines
- ▶ **Strengthen development** outside Europe notably in fast-growing markets
- ▶ Acceleration of an ambitious strategy of industrial development notably in upstream gas activities (E&P, LNG, etc.), infrastructures, and power generation

**A combination consistent with both Groups' strategies  
allowing to boost their development**



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**Creation of a global leader specialised  
in energy**

# A common strategic vision underpinned by the acceleration of changes in the energy sector

- ▶ **Supply security and diversification** in a context of growing energy dependence
- ▶ **Sustainable development and renewable energies challenges**
- ▶ **Investment requirements** in upstream gas activities, infrastructures, and electricity production
- ▶ Acceleration in **sector consolidation**
- ▶ **Increased competition** among gas suppliers
- ▶ **Complete deregulation of the energy-markets** in Europe in July 2007

**Recent changes in the energy sector have confirmed the relevance of the merger**

# An industrial player with powerful assets

## ► A **unique combination of businesses**

- ▶ Active in the entire energy value chain
- ▶ Multi-energy offers
- ▶ Geographic fit

## ► A **good flexibility** in energy generation and supply

- ▶ Diversified and efficient mix of power generation (nuclear, hydro, wind, thermal)
- ▶ High capacity for gas-electricity arbitrage
- ▶ Diversified gas supplies with a strong LNG component
- ▶ Optimisation at a global scale (LNG) and on the European market (storage)

## ► A major player in **sustainable development**

- ▶ CO<sub>2</sub> light generation capacities with a high portion of renewable energies
- ▶ Leader in the promotion of innovative energy services

**Natural fit of the two Groups**  
**Powerful industrial assets of the new Group**

# Coherent industrial developments

## Gaz de France

- ▶ **Continued development in LNG:** renewal of LNG tanker fleet, access to new markets (US and UK), commissioning of Fos Cavaou LNG terminal in early 2008, projects in development phase in Canada, Italy and India
- ▶ **Increase in storage capacities:** 400 Mcu.m capacity in France, new capacities in Germany, Romania and the UK
- ▶ **Expansion in E&P:** Njord field brought into production; first deliveries of LNG from Snøhvit expected by end of 2007

## SUEZ

- ▶ **Increase in generation capacities worldwide**
- ▶ **Development in nuclear production:** R&D partnership with CEA, project studies in the UK, in Romania
- ▶ **Further expansion in LNG:** permits obtained for offshore terminal off the coast of Boston
- ▶ **Numerous energy services agreements signed**
- ▶ **Strengthening of partnerships in Spain:** increased stake in Gas Natural to 11.3%, acquisition of Crespo y Blasco

**Industrial development over the last months consistent with the strategy of the merged entity**

# Strong growth prospects for the Group

## Growth factors

- ▶ Strong demand for gas in Europe
  - ▶ Necessity to secure gas supplies
  - ▶ Need for new infrastructures
- ▶ Globalisation of gas market through LNG
  - ▶ Growing role of LNG as a means of diversifying gas supplies
- ▶ Strong demand for electricity worldwide
  - ▶ Need for electricity production capacities in Europe
  - ▶ Challenges of sustainable development
- ▶ Complete deregulation of the energy market in Europe
- ▶ Outsourcing and demand for energy efficiency

## Development opportunities

- ▶ Further strengthen a diversified, long-term gas supply portfolio
  - ▶ Develop in Exploration & Production
  - ▶ Expand storage capacities
  - ▶ Participate in infrastructure projects
- ▶ Increase positions at all levels of the LNG chain
  - ▶ Global management of LNG resources
- ▶ Strengthen diversified production mix: nuclear, renewables, thermal
  - ▶ Targeted development outside Europe, based on existing strongholds
  - ▶ Balanced positions between generation and supply
  - ▶ New third-generation nuclear capacities
- ▶ New development opportunities
  - ▶ Multi-energy offers
- ▶ Development of a global energy services offer



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**A value-creating transaction  
for all stakeholders**

# A solid financial profile

## 2006 combined pro forma unaudited financial data – In €bn<sup>(1)</sup>

	<b>SUEZ</b>	<b>Gaz de France</b>	<b>GDF SUEZ</b>
Revenues	<b>44.3</b>	<b>27.6</b>	<b>71.9</b>
EBITDA <sup>(2)</sup>	<b>6.2<sup>(3)</sup></b>	<b>5.1</b>	<b>11.4</b>
Current operating income	<b>4.5</b>	<b>3.6</b>	<b>8.1</b>
Net financial debt	<b>10.4</b>	<b>3.5</b>	<b>13.9</b>
Market capitalisation <sup>(4)</sup>	<b>53.6</b>	<b>36.2</b>	<b>89.8</b>

**Significant financial flexibility that sustains the industrial strategy of GDF SUEZ and enables to take advantage of external growth opportunities**

(1) Based on the global integration of SUEZ's Environment activities

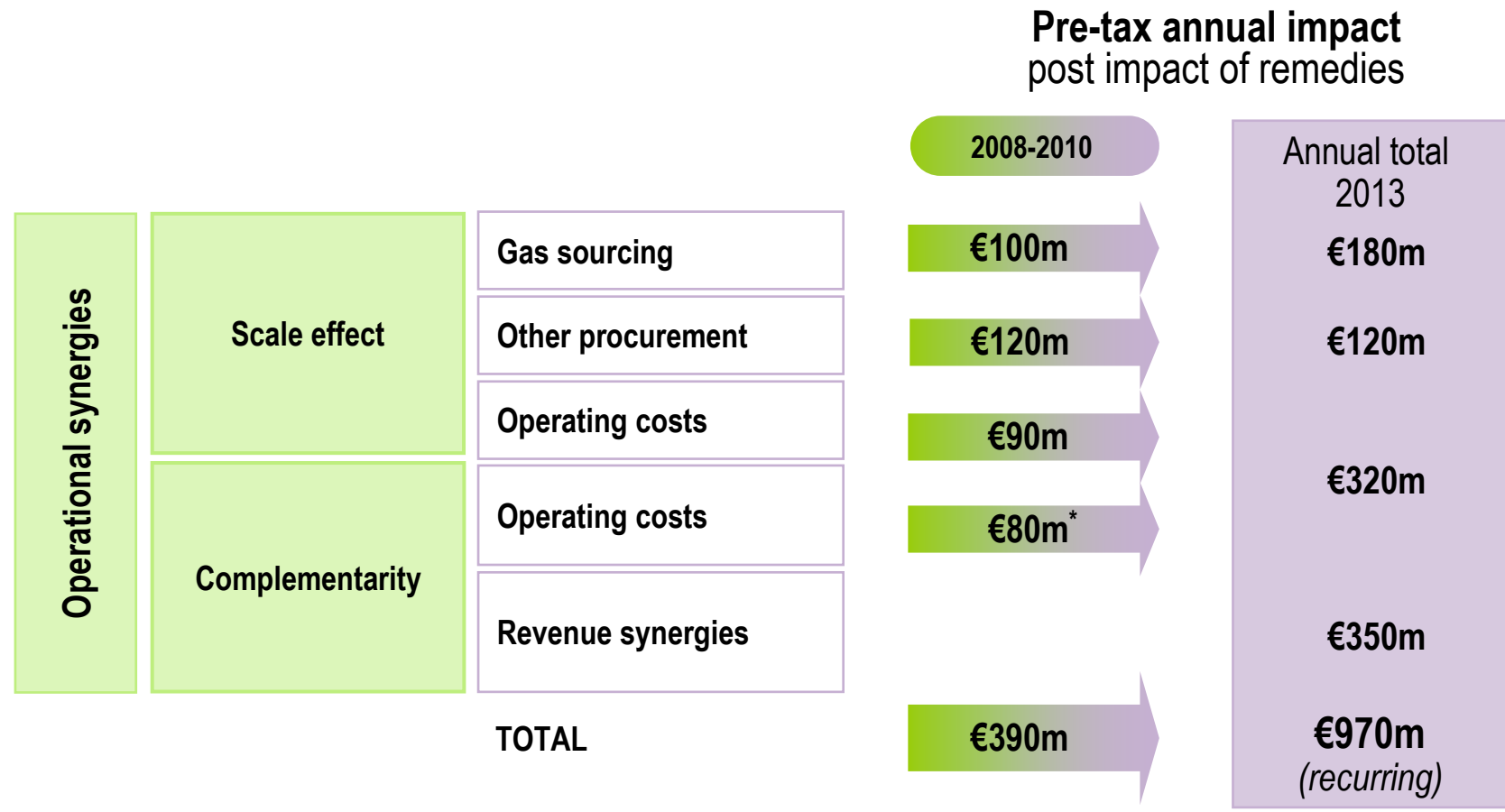
(2) Sum of SUEZ EBITDA adjusted for provisions for renewals, associates, financial charges and Gaz de France EBITDA

(3) €200m adjustment for renewal provisions

(4) Based on spot share price as of 31/08/07. Before taking into account the impact of the distribution of 65% of SUEZ's Environment activities



# Confirmed potential for operational synergies of approximately €1bn per year in the medium term



**Financial and tax optimisation** → ~ €1bn



\* Non-recurring implementation costs: €150m for short term synergies and €150m for medium term synergies  
(1) Short term synergies partially non-recurring



# Enhanced potential to create value and prospects for an attractive return for shareholders

- ▶ **Stronger appeal** for the GDF SUEZ stock
  - ▶ Reinforced strategic positioning
  - ▶ Enhanced growth and profitability profile
  - ▶ Significant potential for synergies
- ▶ **Dynamic dividend policy** with the goal of an **above sector average yield**
- ▶ Potential for **additional return** for the shareholders
  - ▶ Extraordinary dividend
  - ▶ Share buyback program
- ▶ **Re-rating potential of the GDF SUEZ stock**
  - ▶ Dynamic dividend policy
  - ▶ Greater liquidity for the stock
  - ▶ Increased weighting of GDF SUEZ in indices



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**Well-balanced and fair merger terms**

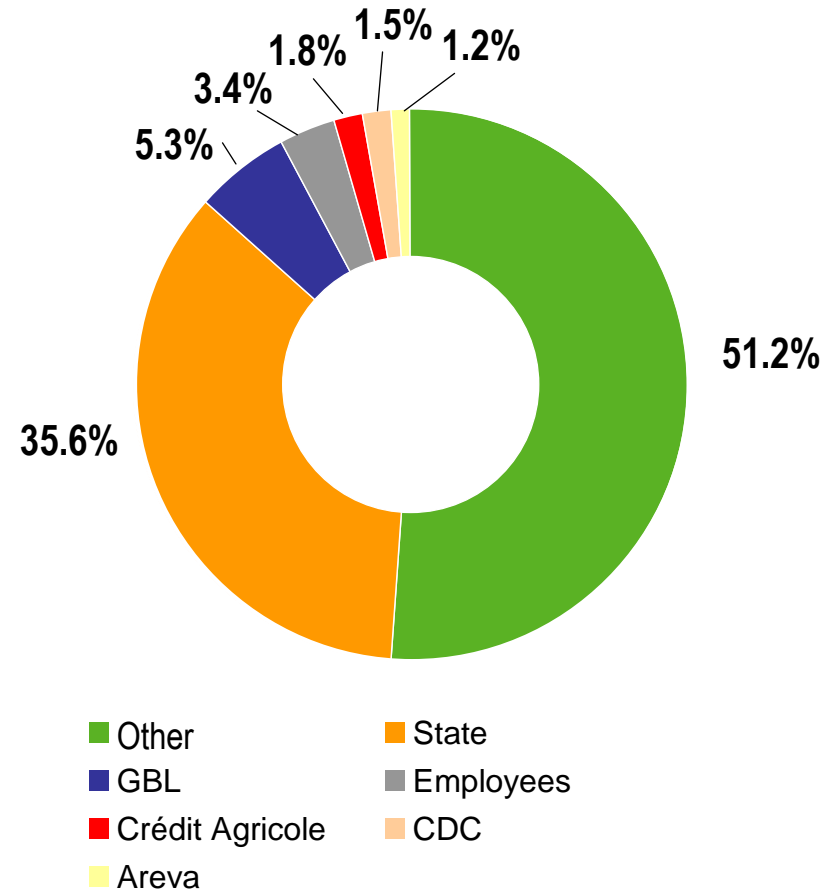
## Fair merger terms

- ▶ Proposed merger based on an exchange ratio of **21 Gaz de France** for **22 SUEZ shares**
- ▶ **Simultaneous distribution** to SUEZ shareholders of 65% of SUEZ's Environment activities
- ▶ The boards of directors of SUEZ and Gaz de France, on 2 september 2007, mandated their chairmen to implement the **new outline of the merger project**
- ▶ The boards of directors have been provided with an **opinion on the fairness of the proposed exchange ratio**
- ▶ Terms of merger will be **approved by the body of 3 Commissaires à la fusion** appointed by the Commercial Court of Paris
- ▶ Terms will be submitted **the Extraordinary General Meetings of both Groups to vote on**

# A merger of equals

- ▶ Shareholders of the new entity
  - ▶ **55%\*** of former SUEZ shareholders
  - ▶ **45%\*** of former Gaz de France shareholders
- ▶ The French state, largest shareholder of the new Group
  - ▶ Shareholding of **more than 35%\*** of the new Group

Pro forma shareholding structure\*



# Indicative timetable and next steps

## Indicative timetable for the transaction

### ***Steps already completed***

October 6, 2006	Approval of the proposed merger by the Belgian government
November 8, 2006	Vote by the French Parliament on the privatisation law of Gaz de France
November 14, 2006	Authorisation of the transaction by the European Commission
November 30, 2006	Decision of the <i>Conseil Constitutionnel</i> authorizing the privatisation of Gaz de France starting July 1, 2007
December 7, 2006	Promulgation of the Gaz de France privatisation law
August 30, 2007	Request submitted to the European Commission to delay the implementation of the remedies

### ***Next steps before completion of the merger***

Opinion of employee representative bodies of SUEZ, Gaz de France, and SUEZ Environment

Registration by stock market authorities of the merger documentation and the documentation related to the IPO of the Environment business of SUEZ

Extraordinary General Meetings of SUEZ and Gaz de France to approve the merger  
Merger completion and simultaneous IPO of the Environment Business

**The merger is expected to be completed as early as possible in 2008**



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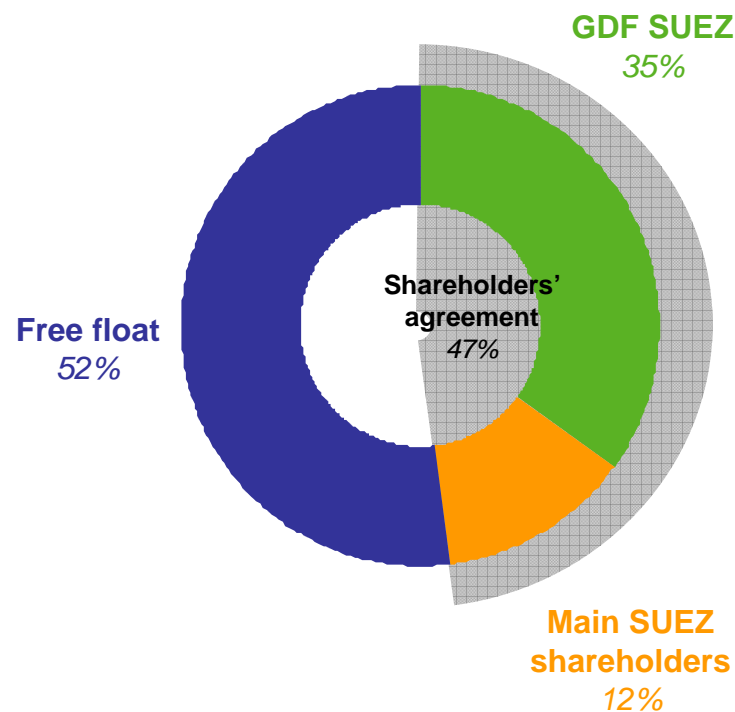
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**Floation of SUEZ's Environment business,  
one of the world leader in water  
and waste services**

# A stable shareholding of GDF SUEZ

- ▶ Stable shareholding of **35%**
- ▶ Execution of a **shareholders' agreement** covering 47% of the capital of GDF SUEZ
  - ▶ **Stable shareholding** structure
  - ▶ **Employment guarantees**
  - ▶ **Corporate governance**
- ▶ **Current management** of the Environnement business of SUEZ to remain in place
- ▶ Full consolidation in GDF SUEZ accounts

## Post-transaction shareholding structure of SUEZ's Environment business





# SUEZ's Environment business, attractive growth prospects

- ▶ **Attractive growth opportunities** in favorable market conditions
  - ▶ Growing demand for environmental solutions in context of climate change (water resources management, waste recycling...)
  - ▶ Increasingly stringent environmental norms
- ▶ Strong demand for **cutting edge value added solutions**
  - ▶ Water: desalination, sludge treatment, leakage reduction...
  - ▶ Waste: metals recycling, mechanical biological treatment...
- ▶ Acceleration of development sustained by **global leadership position**
  - ▶ Strong sales force supported by historical partnership approach
  - ▶ Ability to acquire and integrate profitable external growth opportunities

**2010e EBITDA target at  $\geq$  €3bn  
(+ 50% vs. 2006)**



# 6

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**A business organisation geared towards  
efficiency and action**

# Management structure

## A management committee with 6 members

**Chairman and chief executive officer**

Gérard Mestrallet

**Vice chairman and president**

Jean-François Cirelli

**Executive vice presidents**

Yves Colliou

Jean-Marie Dauger

Jean-Pierre Hansen

Gérard Lamarche

## An executive committee

**The members of the management committee**

**The operational directors and the support functions directors**

## A balanced management structure

# Organisational structure of the new Group

**Chairman and chief executive officer – Gérard Mestrallet**

**Vice chairman and president – Jean-François Cirelli**

Energy  
Policy  
Committee

**Energy France**

*Henri Ducré*

**Energy Europe & International**

*Jean-Pierre Hansen*

**Global Gas & LNG**

*Jean-Marie Dauger*

**Infrastructures**

*Yves Colliou*

**Energy Services**

*Jérôme Tolot*

**Environment**

*Jean-Louis Chaussade*



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## Conclusion

# Creation of a global leader in Energy

- ▶ **An ambitious industrial project**, strengthened by the swift changes in the sector
- ▶ **A truly European project benefiting all stakeholders**
  - ▶ For our customers: through high-performances, innovative, and competitive offers
  - ▶ For our employees: a unifying project that will create jobs over time
  - ▶ For our shareholders: a value-creative project
- ▶ **An agreement on the new outline of the merger project**
  - ▶ Fair financial terms and conditions for both shareholder groups
  - ▶ Transparent governance in line with best practices
  - ▶ A Group ready to move as soon as the merger is completed



# *Appendices*

# Commitments to the European Commission (remedies)

## ▶ Undertakings to divest/retain

- ▶ Sale of stake held in Distrigaz. The new Group will have a maximum of 70 TWh supplied by long-term contracts held by Distrigaz
- ▶ Holding in Fluxys SA (owner of regulated infrastructures in Belgium) to be reduced to 45% and strengthening of management autonomy. Interest in Fluxys LNG (owner of the Zeebrugge terminal, assets outside Belgium (BBL) and non-regulated Belgian assets (Huberator)) to be increased from 51 to 60%
- ▶ Sale of Gaz de France stake in SPE (25.5%) through a 50% stake in Segebel
- ▶ Disposal of Distrigaz & Co to Fluxys
- ▶ Transfer of the Gaz de France stake in Segeo to Fluxys (25%)
- ▶ Sale of Cofathec Coriance (except for district cooling networks) and the heating networks of Cofathec Services

## ▶ Other commitments

- ▶ Infrastructures in Belgium
  - Restructuring of Fluxys s.a., which owns the regulated infrastructures, and strengthened governance
  - Expansion of the capacity of the Zeebrugge terminal owned by Fluxys International
  - Measures to facilitate access to the network
- ▶ Infrastructure in France
  - LNG terminal management business into subsidiaries to become a subsidiary
  - Marketing of capacities on new underground storages and new capacities at the Montoir LNG terminal
  - Measures to facilitate access to the network



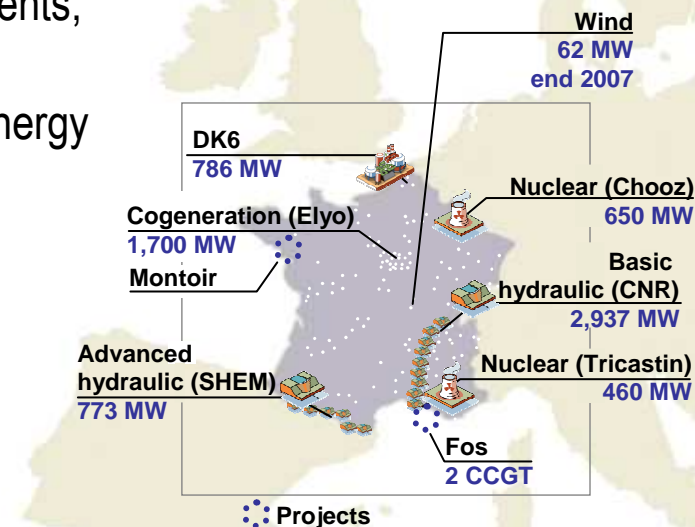
# Energy France

## ▶ Leveraging the leadership position in natural gas supply to:

- ▶ Develop multi-energy offers on the existing portfolio of “retail” customers
- ▶ Supply electricity to other customer segments, according to market conditions
- ▶ Develop the complementarities between energy and services businesses

## ▶ Parallel growth in power production

- ▶ New CCGT power plants
- ▶ Development in Renewable Energies: wind, hydro and biomass



**Energy France**

- ▶ 11 million customers
- ▶ No. 1 natural gas supplier
- ▶ No. 2 electricity producer and supplier (7GW: CNR, SHEM,...)

A new leader in the multi-energy offer

# Energy Europe and International

## Benelux – Germany

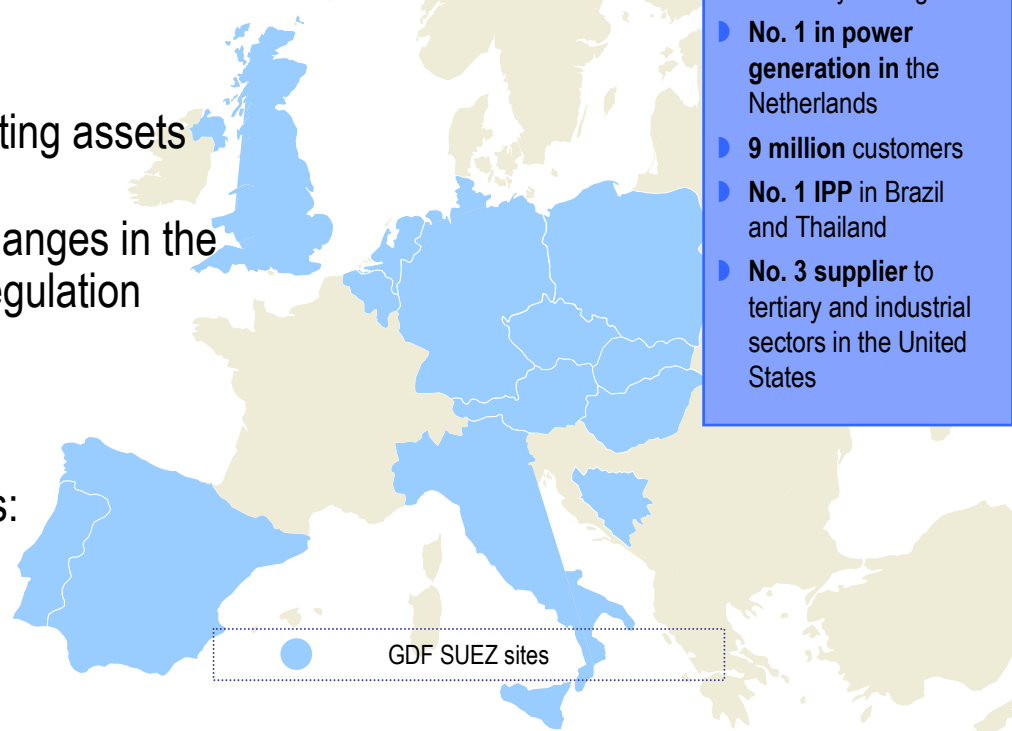
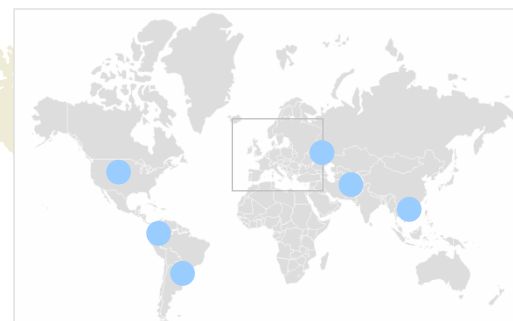
- ▶ Increased generation capacities
- ▶ Consolidation of leadership in retail in Belgium
- ▶ Expansion in Germany and the Netherlands

## Europe

- ▶ Integration and development based on existing assets in Italy and Eastern Europe
- ▶ Strengthening of positions depending on changes in the regulatory framework and the effective deregulation of the markets

## International

- ▶ Development based on existing strongholds: USA, Brazil, Thailand, Middle East
- ▶ Business model focused on industrial customers and growth markets



**Energy Europe & International**

- ▶ **57 GW** in installed capacity
- ▶ **No. 1 supplier** of natural gas and electricity in Belgium
- ▶ **No. 1 in power generation** in the Netherlands
- ▶ **9 million** customers
- ▶ **No. 1 IPP** in Brazil and Thailand
- ▶ **No. 3 supplier** to tertiary and industrial sectors in the United States

**Priority given to expansion in Europe and selected international growth**

# Global Gas and LNG

## Development of the E&P business

- ▶ Increase in reserves
- ▶ Achievement subject to market conditions

## Diversification and competitiveness of the supply portfolio

- ▶ Strengthening of the portfolio of long-term contracts
- ▶ Increased geographic diversification
- ▶ Global optimisation of the portfolio
- ▶ Interests in new transit projects (Nabucco and Medgaz)

## Strengthening of our LNG international leadership

- ▶ Participation in integrated projects (Production / Liquefaction / Transport / Regasification)
- ▶ Expanded international arbitrage capacities



Diversified, global natural gas resources

# Infrastructures

## Terminals

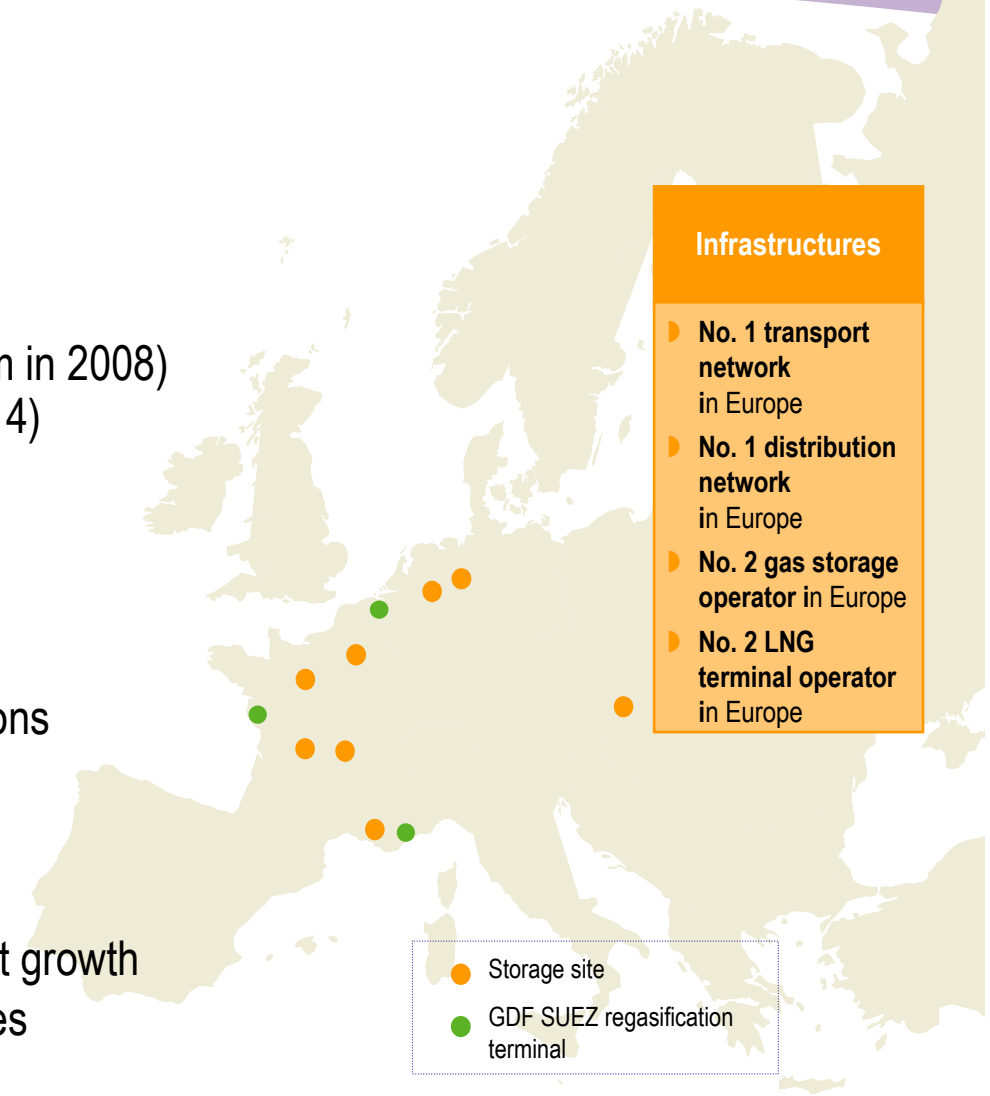
- ▶ Commissioning of Fos Cavaou (8.25bcm beginning of 2008)
- ▶ Expansion of capacities at Zeebrugge (4.5bcm in 2008) and Montoir (2.5bcm in 2011 and 4bcm in 2014)

## Storage

- ▶ Increase in capacities in France
- ▶ Development of offers
- ▶ Expansion in Europe based on existing positions (Germany, Slovakia, Romania and the UK)

## Transport and distribution

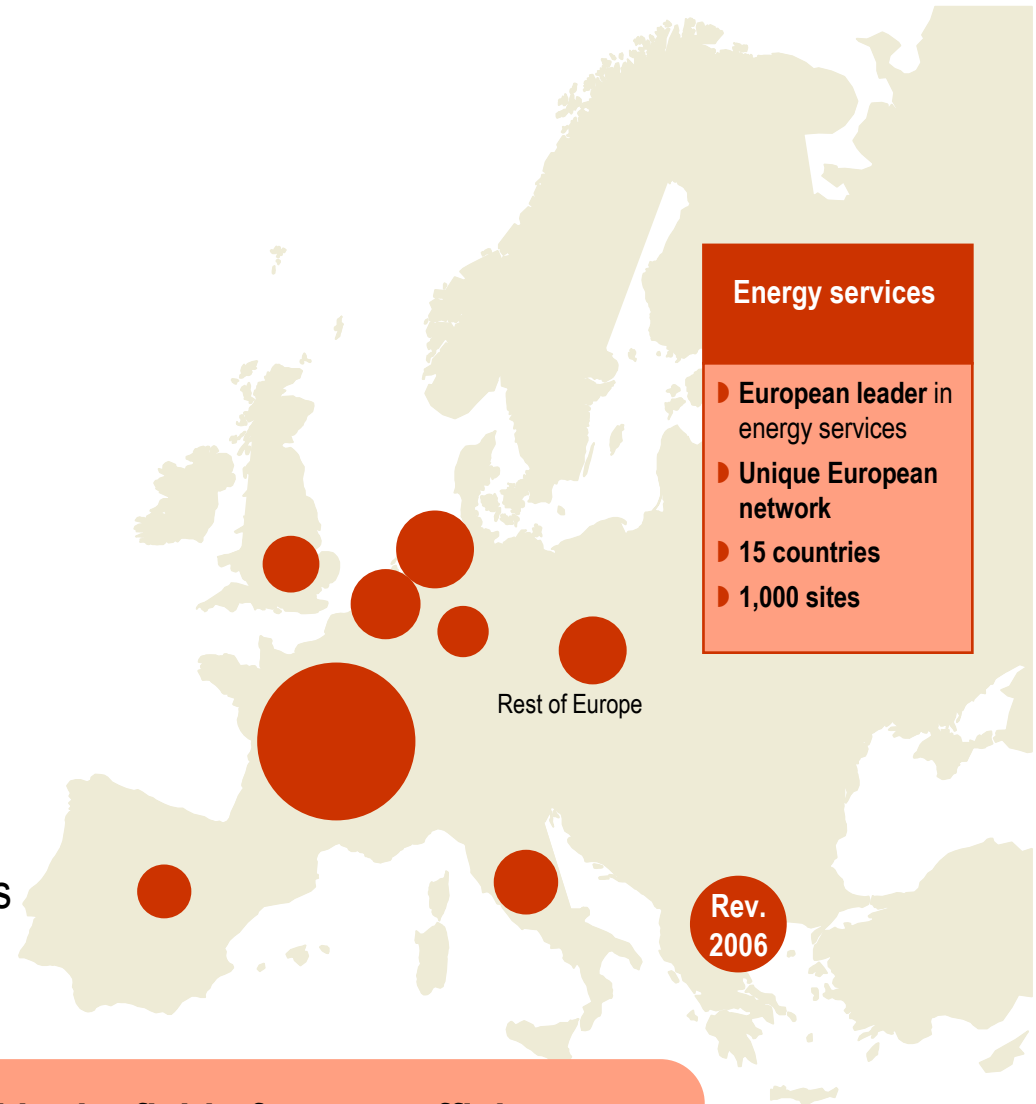
- ▶ Development based on the natural gas market growth
- ▶ Investments tied to needs for fluid exchanges (transport capacity, volumes distributed)



**Development of infrastructures to support the growth in natural gas markets**

# Energy services

- ▶ **A global offer from design to operation**
  - ▶ Unique European network
  - ▶ Complementary service and installation businesses
  - ▶ Complete multi-technology offer
- ▶ **Growth factors**
  - ▶ Increased use of outsourcing
  - ▶ Stronger demand for energy efficiency
- ▶ **Continued profitable development**
  - ▶ Enhanced synergies between services and energy businesses
  - ▶ Selective growth in other European markets to support the other divisions



**Strong growth potential in the field of energy efficiency**

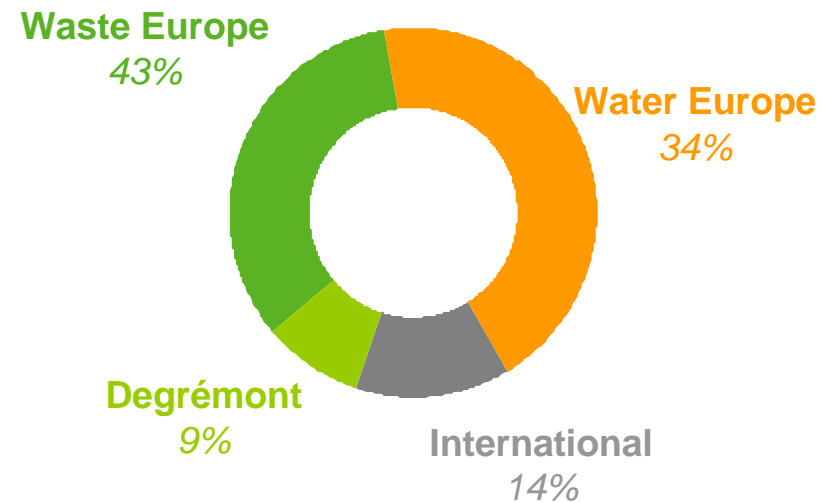
# Confirmation of the operational synergies program of approximately €1 billion per year in the medium term

TYPE OF SYNERGIES	DESCRIPTION
<b>Size effect</b>	<ul style="list-style-type: none"><li>▶ Reduction in sourcing costs: enhanced buying position towards suppliers, optimised sourcing portfolio, etc.</li><li>▶ Economies of scale on non-energy purchases</li><li>▶ Optimisation of operating costs: pooling of networks and services</li><li>▶ Optimisation of resources and structures</li></ul>
<b>Effect of complementary businesses</b>	<ul style="list-style-type: none"><li>▶ Enlarged commercial offer</li><li>▶ Non-duplication of entry “tickets” (marketing costs and investments) to markets</li><li>▶ Accelerated commercial development</li></ul>

# SUEZ's Environment activities, a world co-leader in water and waste management services

- ▶ Leading positions in environment services
  - ▶ 65 millions inhabitants served in drinking water
  - ▶ 44 millions inhabitants served and connected to sanitation services
  - ▶ 47 millions waste services customers
- ▶ A presence focused on Europe and selective strongholds internationally
- ▶ Attractive growth prospects\*
  - ▶ 2006 EBITDA: €2.0bn
  - ▶ 2007e EBITDA: €2.35bn\*\*
  - ▶ 2010e EBITDA ≥ €3.0bn\*\*\*

## Breakdown of 2006 revenues of SUEZ's Environment activities

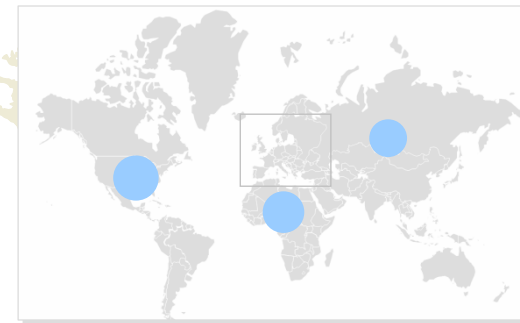


2006 revenues: €11.4bn

**A world co-leader in environment services, with expertise in global management of the water and waste cycles**

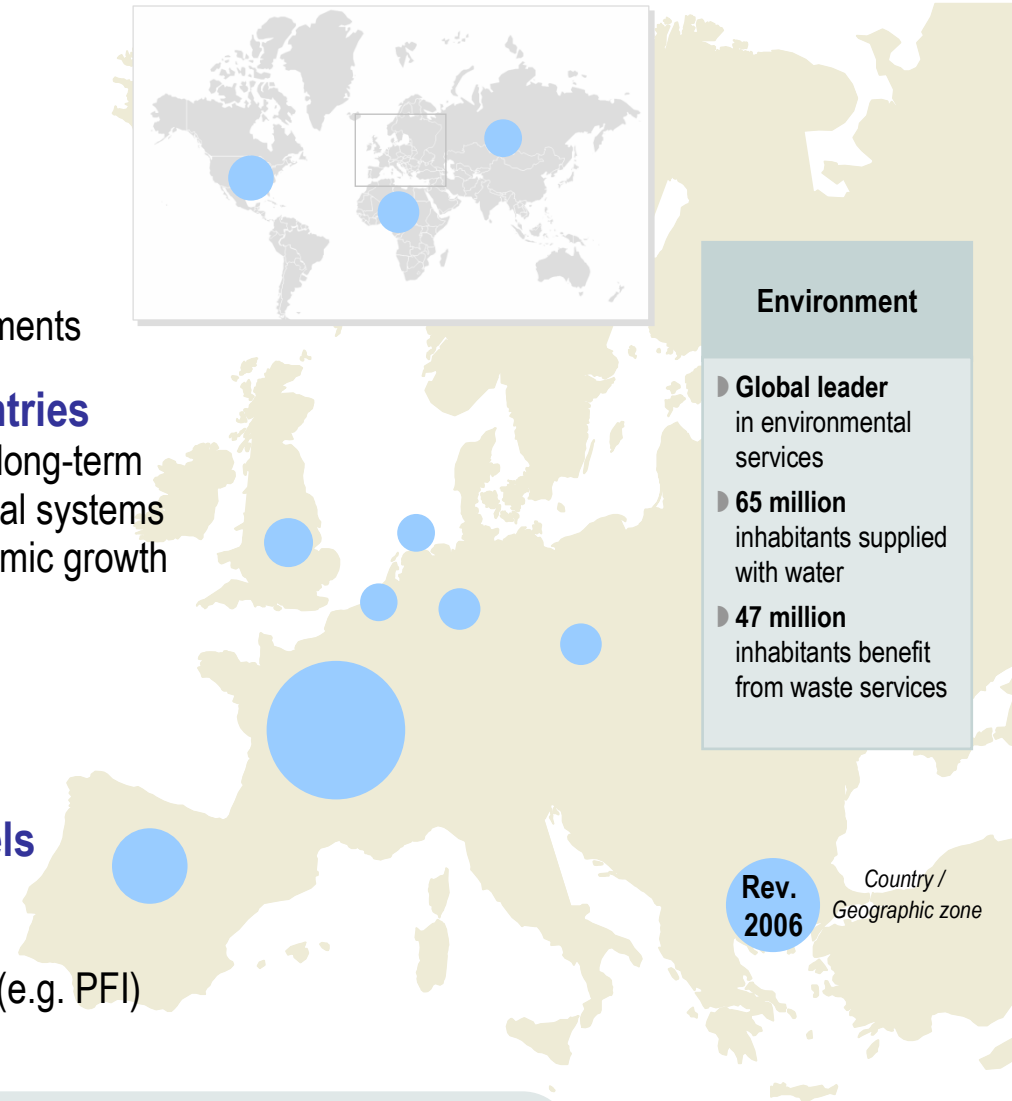
# SUEZ's Environment activities

- ▶ **Leadership in the full water and waste cycle enhanced by:**
  - ▶ Controlled and up to date expertise
  - ▶ Differentiating technologies
  - ▶ Capacity to offer integrated solutions
  - ▶ Ongoing research of innovative products and segments
- ▶ **Growth primarily targeted to developed countries**
  - ▶ 85% of revenues recorded in countries where the long-term investment is protected by mature political and legal systems
  - ▶ Increasingly stringent regulation to promote economic growth that protects the environment
  - ▶ High cost of raw materials and fossil fuels which encourage recycling
- ▶ **Selective international expansion with the development of new business models**
  - ▶ Management contracts (e.g. Algiers)
  - ▶ Long-term capital partnerships (e.g. China)
  - ▶ Innovative financial arrangements in partnerships (e.g. PFI)



**Environment**

- ▶ **Global leader** in environmental services
- ▶ **65 million** inhabitants supplied with water
- ▶ **47 million** inhabitants benefit from waste services



**Rev. 2006** Country / Geographic zone

**Leadership built on a solid European base  
Global and healthy growth**



# SUEZ's Environment activities: increased visibility

- ▶ SUEZ Environment business is on **top form**
  - ▶ Recognised expertise, know-how in differentiating technologies
  - ▶ Increased commercial dynamism
  - ▶ Excellent operational and financial performance
  - ▶ Well-experienced management team
- ▶ A **dynamic development** strategy
  - ▶ Development strategy through external growth and targeted acquisitions
  - ▶ Support from a stable shareholder base
  - ▶ Direct access to the financial markets
  - ▶ Investment program of €4.0bn to €4.5bn over 2007/09 to be fully self-financed
- ▶ Maintain its development strategy through **partnerships with the Energy businesses**

**Creation of a world co-leader in environment services benefiting from an attractive stock market positioning**

# Simplified organisational chart of SUEZ's Environment activities as of December 31, 2006

