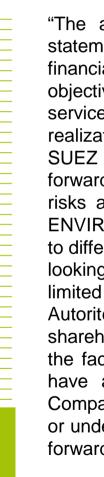
# OCTOBER 22th, 2009

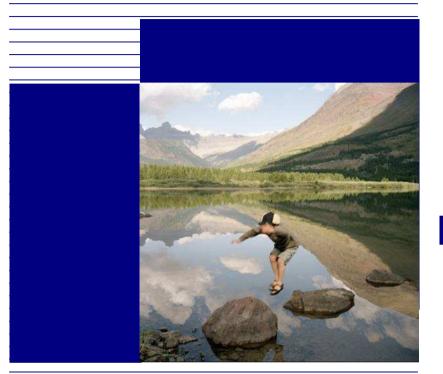
# SUEZ ENVIRONNEMENT will acquire full control of AGBAR, simultaneously to the disposal of ADESLAS



### **DISCLAIMER**



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# A STRATEGIC ACQUISITION

JEAN-LOUIS CHAUSSADE



### A MAJOR STRATEGIC STEP FORWARD

- SUEZ ENVIRONNEMENT will take full control of AGBAR, the leading Spanish player in Water & Environment
- Thanks to leading positions in water in Spain, Chile, the UK and China, this acquisition will reinforce SUEZ ENVIRONNEMENT's positioning in Europe and developing markets
- Disposal of ADESLAS health activities to CRITERIA CAIXACORP (CRITERIA) which will remain a local partner in AGBAR

# STRATEGIC ACQUISITION OF FULL CONTROL OF AGBAR FOCUSED ON ENVIRONMENTAL ACTIVITIES

- O Delisting tender<sup>(1)</sup> offer on AGBAR's minority shareholders by AGBAR at €20.0p.s.<sup>(2)</sup> and subsequent capital redemption
- O Acquisition by SUEZ ENVIRONNEMENT of AGBAR shares<sup>(3)</sup> from CRITERIA at €20.0p.s.<sup>(2)</sup> leading to a final stake of 75%
  - CRITERIA to retain up to 25%
- Acquisition by CRITERIA of c.100% of ADESLAS through
  - Purchase of AGBAR's 54.8% stake
  - Purchase of MALAKOFF MEDERIC's 45% stake

# STRONG INDUSTRIAL AND STRATEGIC RATIONALE FOR SUEZ ENVIRONNEMENT

1 "OPA de exclusion"

Assuming no interim and final dividend paid out of 2009 results

3 Directly and indirectly

### A STRONG INDUSTRIAL RATIONALE

### A LEADING PLAYER IN SPAIN AND CHILE, SOME SELECTIVE POSITIONS

- Reinforced control position over a unique portfolio of assets
  - Balanced between regulated (Chile, UK) and non-regulated activities
  - With leading positions both in drinking water and wastewater
  - With selective positions in fast growing markets
- Major player in water in Spain
  - Attractive market due to size and strong need for new water infrastructure
  - Leading private operator of urban water management
  - 27% total market share
    - Drinking water carried to more than 12 million inhabitants in more than 1,200 municipal districts, with a contract renewal rate of 99%
    - Around 10 million people supplied with wastewater services
    - Long term contracts (average c. 20 years)
- Major player in Chile
  - Regulated market with stable regulation framework, attractive business environment
  - <50% market share, acquisition of 53.5% of Essal in 2008
- Solid position in the UK through Bristol Water
- Selective positions in fast growing markets
  - In Mexico, Cuba, Algeria, China...

### **ACQUIRING KEY POSITIONS IN WATER, IN GROWING MARKETS**

### A STRONG INDUSTRIAL RATIONALE

### IN LINE WITH SUEZ ENVIRONNEMENT'S AND AGBAR'S LONG TERM STRATEGY

### Strategic reinforcement of positioning in Water & Environment

- Pure-play positioning through the disposal of Adeslas in line with SUEZ ENVIRONNEMENT's focus on water and waste
- AGBAR will become a major development pillar for SUEZ ENVIRONNEMENT in Spain and other markets

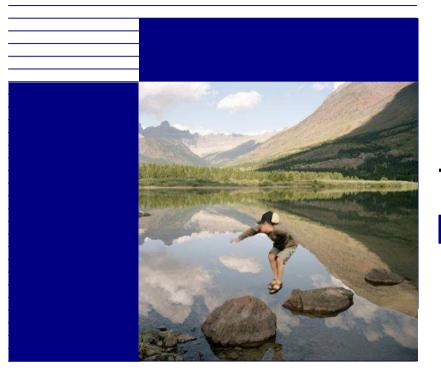
# Strong local partnership maintained with CRITERIA CAIXA post transaction

- Renewed commitment of Criteria to AGBAR and confidence in its development prospects through a significant remaining minority shareholding

### Catalyst for acceleration of development of SUEZ ENVIRONNEMENT

- Increased positioning on growing markets
- Combination of dynamic commercial and operational forces
- Excellence in R&D and Sustainable Development
  - Best-in class technological expertise (ex: desalinization)

### FOSTERING FURTHER DEVELOPMENT

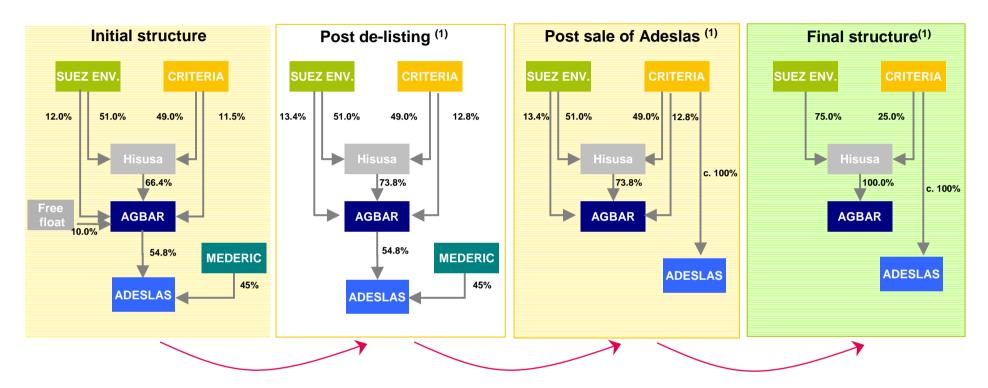


## TERMS OF THE TRANSACTION

JEAN-MARC BOURSIER



### A STRATEGIC ACQUISITION PART OF A GLOBAL DEAL

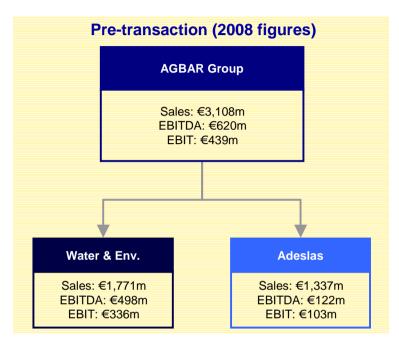


- Delisting tender offer launched by AGBAR on minority shareholders at €20.0/share
  - Cash outlay of up to €299m
  - Assuming no interim and final dividend paid out of 2009 results
- Subsequent redemption of shares
- Sale of AGBAR's stake in ADESLAS to CRITERIA
  - €687m<sup>(1)</sup> proceeds for 55% (pre-tax on capital gain)
- Disposal of MEDERIC's stake in ADESLAS to CRITERIA
- Acquisition of AGBAR shares from CRITERIA at €20.0 per share to reach a final stake of 75%
  - Cash outlay of €647m
- Transfer of all AGBAR shares to HISUSA

(1) Assuming 100% success of delisting tender offer ("OPA de exclusion")

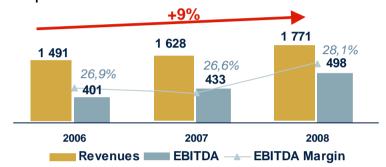
### **ESTIMATED FINANCIAL IMPACTS OF THE TRANSACTION**

### **FAST GROWTH AND HIGH EBITDA MARGIN IN WATER & ENVIRONMENT**





- Regular growth of revenues in Water & Environment
  - +9% per annum over 2006-08



- Profitable growth and cash flow generation
  - High EBITDA margin
  - Sound financial structure with stable cash flows and low risk profile
  - A- Rating
- Contribution to SUEZ ENVIRONNEMENT
  - From proportional consolidation at 51% to full consolidation at 100% (25% minority interests)
- Corporate governance aligned with full control

### LEVERAGING GROWTH AND MARGIN POTENTIAL

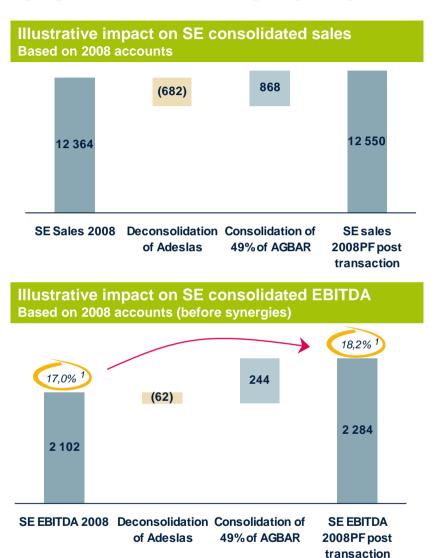
### **ESTIMATED FINANCIAL IMPACTS OF THE TRANSACTION**

### Improved profitability for SUEZ ENVIRONNEMENT

- Broadly neutral on consolidated sales
- Additional consolidated EBITDA: + c.10% on top of SE's current figure
- Significant positive impact on EBITDA margin

### Positive impacts on Net income

- c. € 80m net profit on sale of ADESLAS in 2010
- Accretion of AGBAR acquisition from 2011
- Net financial debt at the closing of the transaction
  - Estimated additional net debt of c. €1.2bn
  - c. 0.25x impact on net debt / EBITDA ratio



### **ESTIMATED FINANCIAL IMPACTS OF THE TRANSACTION**

### **OPERATIONAL AND FINANCIAL SYNERGIES**

### Operational synergies: €20-30m run-rate EBITDA impact

- Simplification of AGBAR's holding structures
- Increased coordination within SUEZ ENVIRONNEMENT resulting in optimized cost and commercial structures (Spain, the UK, Mexico, Algeria and China)
- Further pooling of R&D resources

### ○ Financial synergies: €15m annual impact on Net Income

- Immediate financial optimization
- Fiscal optimization after implementation period

SIMPLIFICATION OF STRUCTURES TO DELIVER RAPID VALUE CREATION TO SUEZ ENVIRONNEMENT'S SHAREHOLDERS

### A VALUE-CREATIVE TRANSACTION

- Positive P&L impacts
  - Full consolidation of AGBAR and HISUSA
- Increase of investment in AGBAR at attractive multiples
  - 2010e EV / EBITDA multiple of 7.9x1
  - +21% premium over last 6-month weighted average as of October 20th, 2009
- Unlocking value by selling ADESLAS stake at favorable multiples
  - 2008 EV / EBITDA multiple of 11.0x
  - Implied recognition of a 15% control premium for AGBAR's stake
- Rapid implementation of operational and financial synergies
- Optimal financing structure, making the best use of SUEZ ENVIRONNEMENT's own financial flexibility

### **NEXT STEPS AND INDICATIVE TIMETABLE**

### **CLOSING OF THE GLOBAL TRANSACTION EXPECTED MID 2010**

### Delisting by AGBAR

- AGBAR EGM to approve the terms of the delisting offer
- Filing of the delisting offer with the CNMV
- Execution of the offer
- Delisting effective around the end of Q1 2010

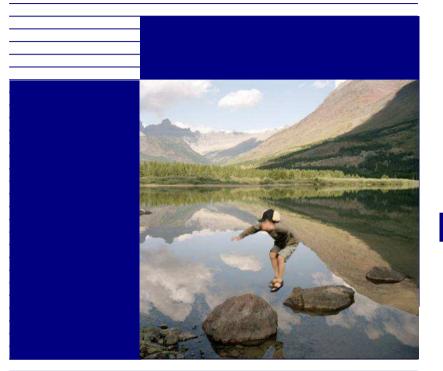
### Acquisition of ADESLAS by CRITERIA CAIXA CORP

- Approval by the Spanish insurance authority
- Approval by the Spanish anti-trust authority
- Waiver of pre-emption rights by minority shareholders in ADESLAS
- ABGAR Board of Directors authorising sale to CRITERIA CAIXA CORP

# Step-up in AGBAR by SUEZ ENVIRONNEMENT

- Anti-trust approval on the step-up in AGBAR by SUEZ ENVIRONNEMENT
- Approval by appropriate regulatory bodies

### **INTERCONDITIONALITY OF ADESLAS AND STEP-UP IN AGBAR DEALS**



# A STRATEGIC ACQUISITION

JEAN-LOUIS CHAUSSADE



### CONCLUSION

- Strategic transaction providing full control of AGBAR Environmental activities
  - Reinforcing current positions in water
  - Maintaining historical local partnership with Criteria
- A value creative and well-timed transaction
  - Simplification of AGBAR's and SUEZ ENVIRONNEMENT's shareholding links at the right time and at attractive conditions
  - Direct operational and financial synergies
- A catalyst for further expansion of the Group
  - Unique positioning to fuel future growth