
Q3 2018 RESULTS

Asia Pacific drives a 6x growth in order intake

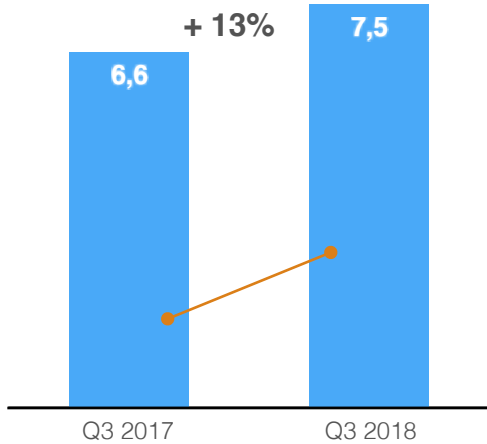
INVESTOR CALL

Milan, 16 November 2018

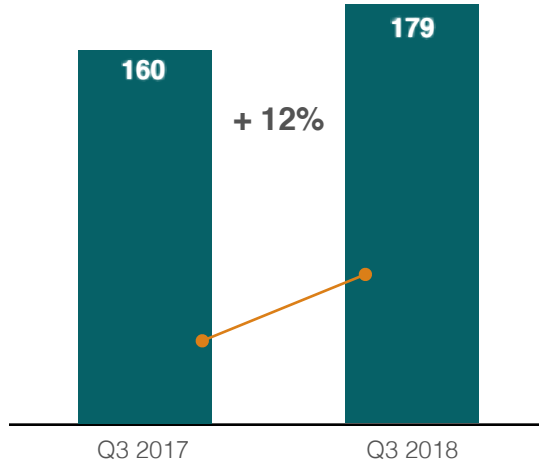


KEY FIGURES *LIKE-FOR-LIKE*

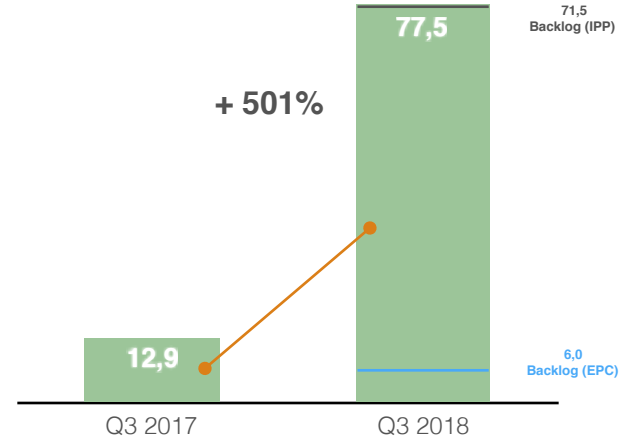
Revenues & Other Income



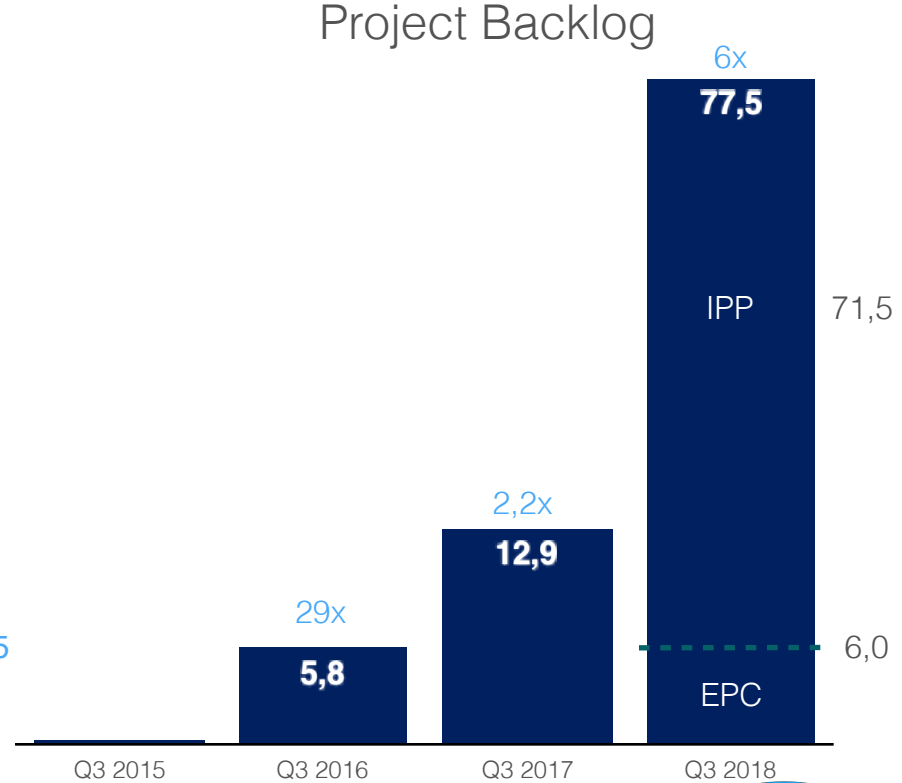
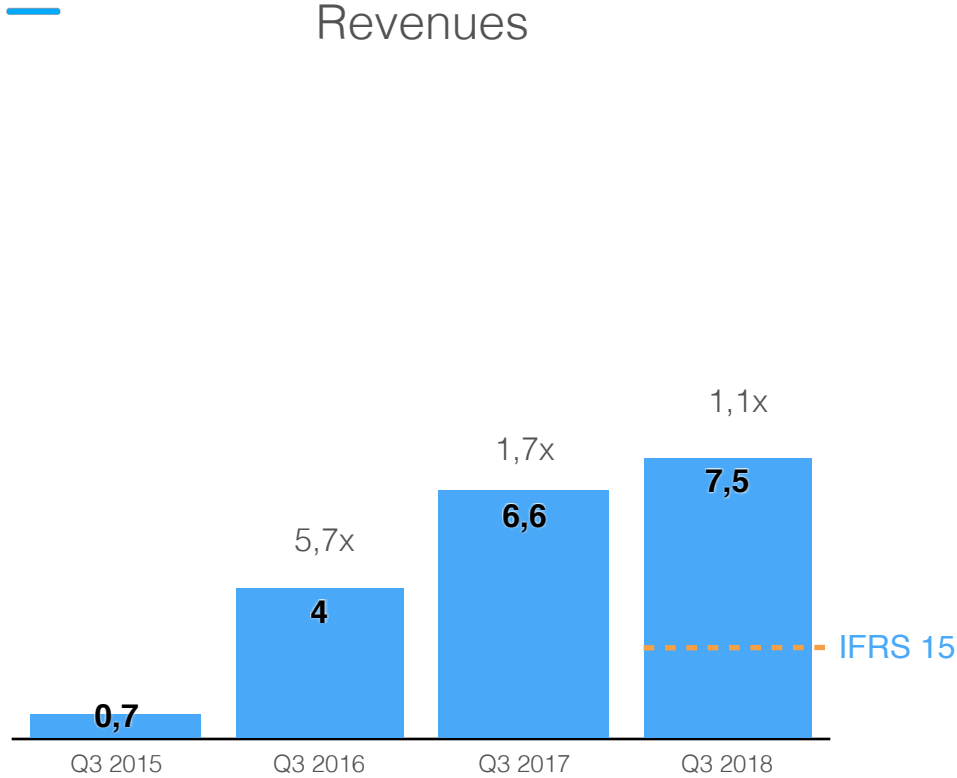
Pipeline



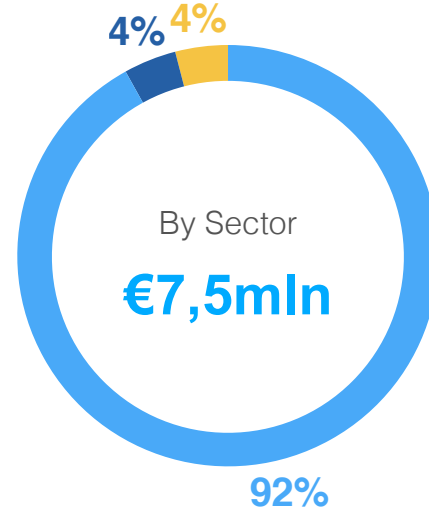
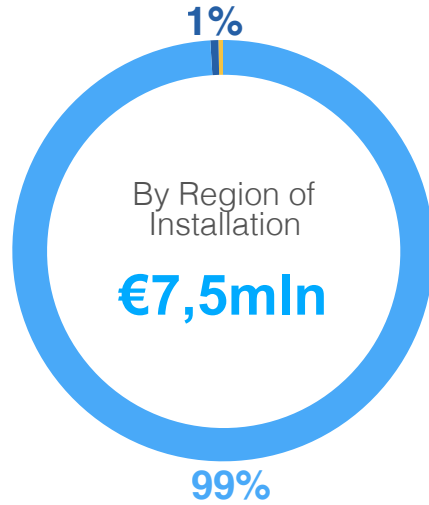
Project Backlog



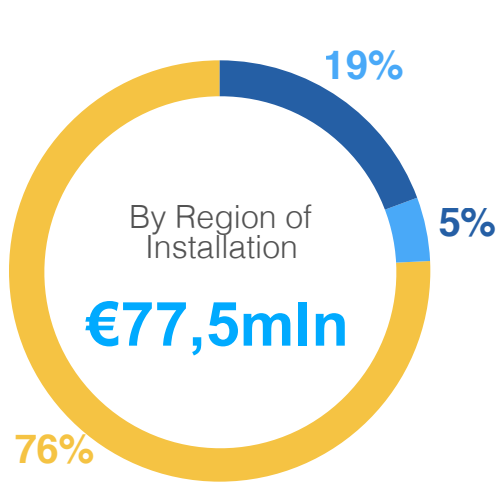
Q3 CONSOLIDATED RESULTS *LIKE-FOR-LIKE*



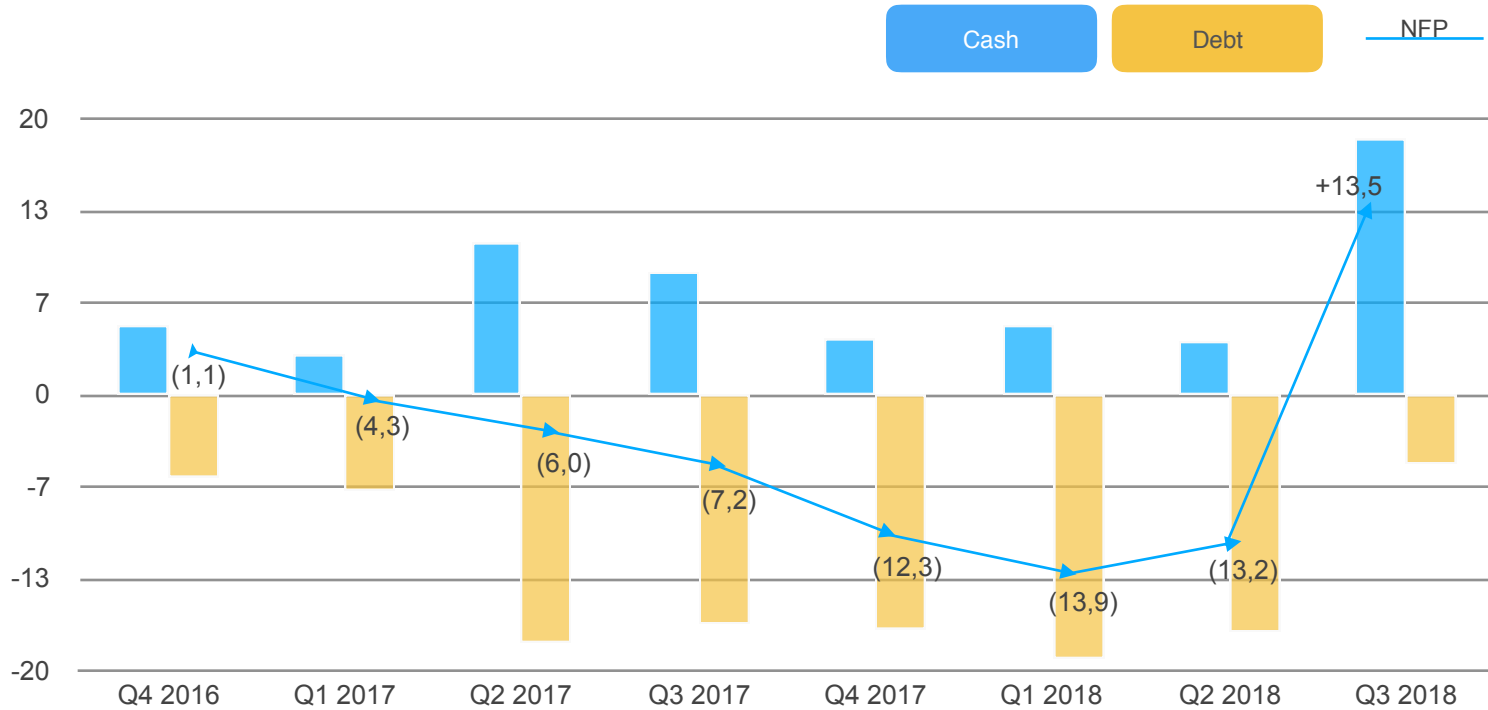
REVENUES *LIKE-FOR-LIKE*



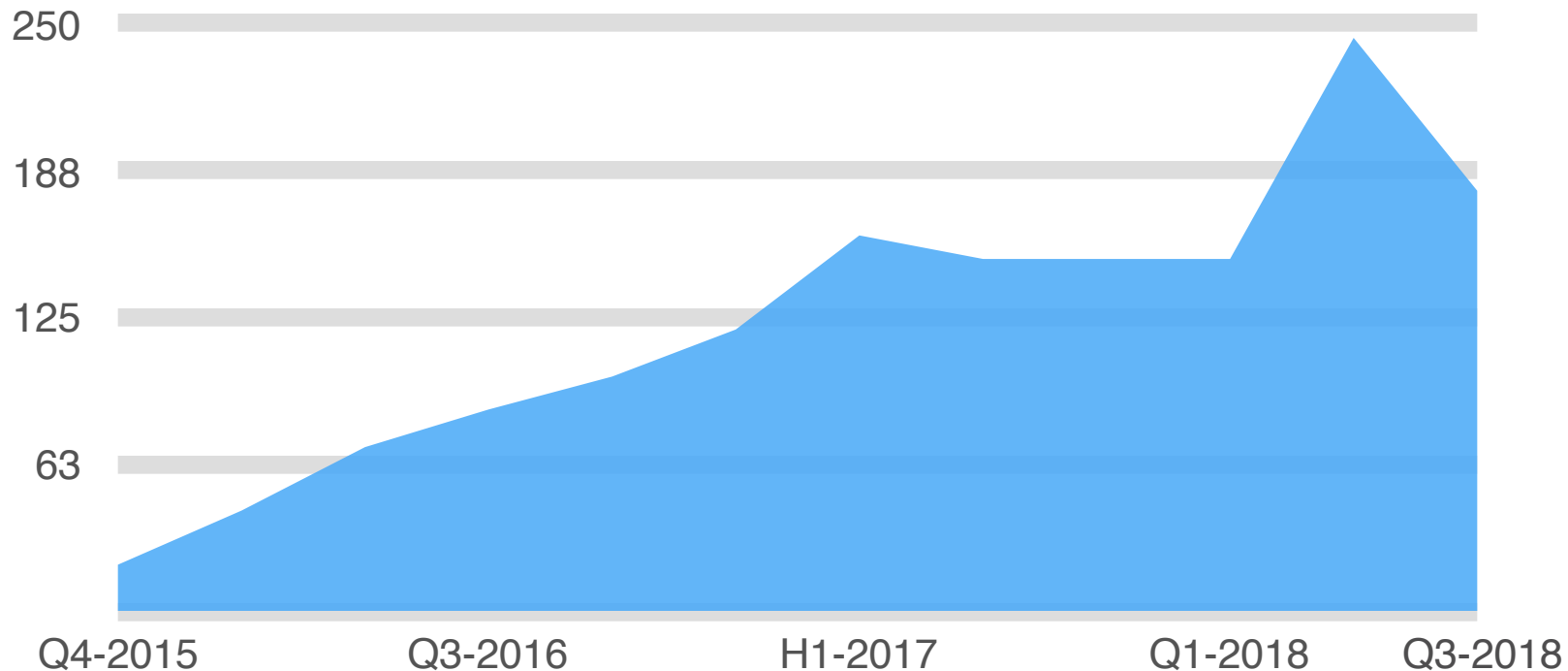
BACKLOG LIKE-FOR-LIKE



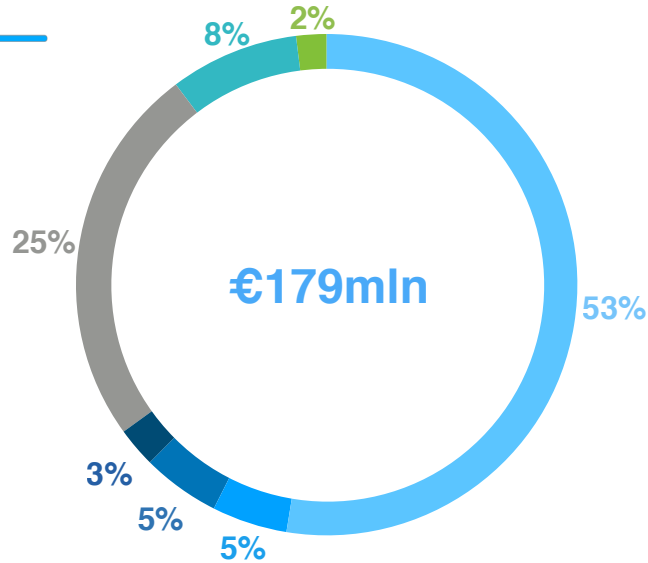
Q3 2018 - NET FINANCIAL POSITION



QUARTERLY PIPELINE EVOLUTION

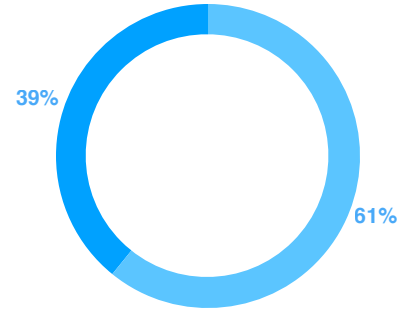


PIPELINE BREAKDOWN

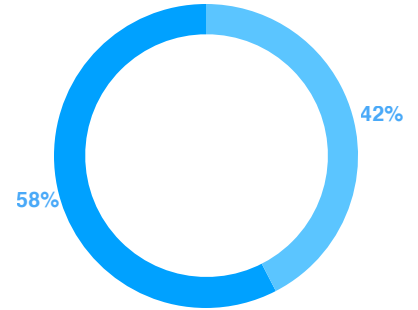


€179m

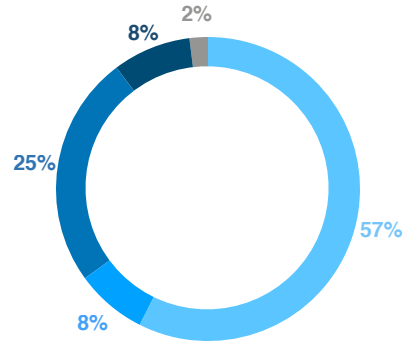
- Grid Support FoM (Engie assets)
- Grid Support FoM (Third-Party assets)
- Grid Support BtM (Engie B2B)
- Grid Support BtM (EPS B2B)
- Microgrid Power Quality (Engie B2B)
- Microgrid Power Quality (EPS B2B)
- Microgrid Energy Intensive (Engie B2B)
- Microgrid Energy Intensive (EPS B2B)
- Microgrids - Governments (Engie/EPS B2T)



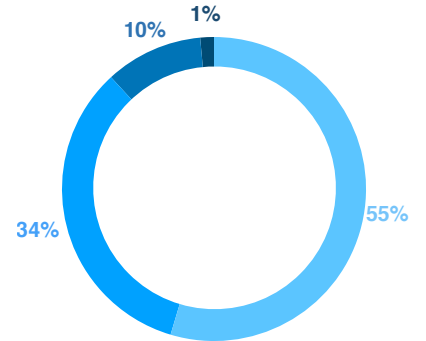
- Grid Support
- Microgrid



- ENGIE EPS stand alone
- ENGIE involvement



- Grid Support FoM
- Grid Support BtM
- Microgrid Energy Intensive (B2B)
- Microgrid Power Quality (B2B)
- Microgrids - Governments (B2T)



- Asia Pacific
- Africa
- Europe
- Americas



OPPORTUNITY POOL

ENGIE

70
countries

110GW
generation capacity**

#1
worldwide
energy
company*

300MW
in islands with strong presence in Tahiti

* 23mln customers and n.1 IPP in the world

** 45GW IN MIDDLE EAST (MESCAT, mainly cogeneration)

DISCLAIMER

Forward-Looking statements

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