ENGIE has been active in Russia for over 40 years

- Primarily in gas supply (Trading and Gas transportation) through longstanding cooperation between GEM BU with Gazprom

  ⇒ ENGIE and Gazprom have several partnership agreements in scientific, technical, communication and human resources fields
  ⇒ 9% shares in Nord Stream 1 bought in 2010
  ⇒ 10% shares in Nord Stream 2 bought in 2017

+ Cooperation with NOVATEK for the supply of 15 icebreaker LNG tankers for the Novatek Yamal LNG project (in Northern Russia) with its technology
  but also

- in Services (HVAC, Refrigeration, Electricity installations for industrial clients in particular in Energy Efficiency and Savings through Axima, Ineo, Cofely, Siradel and

- in Nuclear field:
  o Cooperation agreement between Endel and Rosatom on nuclear services and maintenance in France, Russia and abroad since mid-2014
  o Cooperation between Rosatom and CNR/SHEM on development of Hydro installations
  o Supply of nuclear fuel by Rosatom to Electrabel/Synatom since 1979
  o ...

- Tractebel Engineering is also working with different partners in Russia or with Russian partners: in nuclear (Rosatom, EU, Ministry of Energy), hydropower (RusHydro, BNP Paribas), thermal power (Council of Power producers) and power transmission

- ...

The ENGIE “4 D’s challenges”

1. DECARBONIZATION

   - Increase the contribution made by Renewable to global power generation
   - 22GW RES in 2016 => objective of 25% total capacity in 2020
   - 393 kg CO2kg/MWh (-11,3%) in 2016 => objective of 25% reduction in 2020 (328,6 kg CO2/MWh)

2. DECENTRALIZATION

   - Prosumers (energy consumers become energy producers)
   - Cities / regions may become autonomous
- PV installations costs decreased by 80% as from 2010

3. **DIGITALIZATION**

- The expansive development of digital technologies is dramatically changing consumers needs and uses
- IoT/Connected objectives: the number of smart objects will quadruple by 2020
- Smart city tools

4. **DECREASED DEMAND OF ENERGY**

- The cheapest kwh/GJ is the one that we don’t consume (doing more with less by making life more comfortable while consuming less energy)
- 60% greenhouse gases emission reduction will come from energy efficiency solutions

**SOME important DATES IN THE AGENDA of ENGIE**

**TO COME in 2017**

- 1-3 June  St Peterbourg International Economic Forum
- 14 June  Roundtable Energy Efficiency in Moscow French Academy
- 6-7 July  Urban Forum in Moscow
- 3-6 October  St Petersbourg International Gas Forum

**HISTORICAL**

- July 2010  Acquisition of 9% in Nord Stream 1
- June 2015  23-year period LNG Sales and Purchase Agreement from the Yamal LNG project signed with Novatek
- Nov 2015  40th year Celebration of Gazprom / Engie cooperation (several meetings with Alexei Miller)
- May 2016  MOU signed with Rosatom on nuclear and REN cooperation
- 12/4/2017  Meeting with Moscow municipality on Smart City tool Siradel
- 20/4/2017  Signing celebration on Nord Stream 2 project (10% share by Engie) in Paris
- 24/4/2017  MOU signed on cooperation between Engie and Gazprom
Key figures ENGIE:

- ~67 G€ sales
- ~11 G€ EBITDA
- ~154 000 employees (around 17 000 employees in Belgium / 225 experts in Research and Innovation)
- Active in 70 countries around the world

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