



PRESS DAY
2016

CO-CONSTRUCTING GROWTH





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GROWTH

ENERGY EFFICIENCY





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ENERGY EFFICIENCY

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Chairman ENOVA

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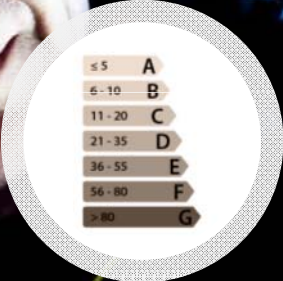
Chairman Veolia Africa
and Middle East

ENERGY EFFICIENCY

ALL ACTIONS TO HELP REDUCE PRIMARY ENERGY CONSUMPTION FOR ENERGY USES



Buildings and industry



Contribute to reducing GHG emissions



Public policies



\$150 Mds
Energy efficiency annual market in 2020*

*Pike Research

TODAY AND TOMORROW

VEOLIA'S RESULTS AND PERSPECTIVES ON THIS MARKET



BUILDINGS

Revenues 2015 estimate	Revenues 2018 estimate
€1,6 bn	€1,9 bn



INDUSTRY

Revenues 2015 estimate	Revenues 2018 estimate
€0,7 bn	€0,9 bn

PRIORITIES AND TRENDS
EMERGENCE OF 2 MAIN TRENDS

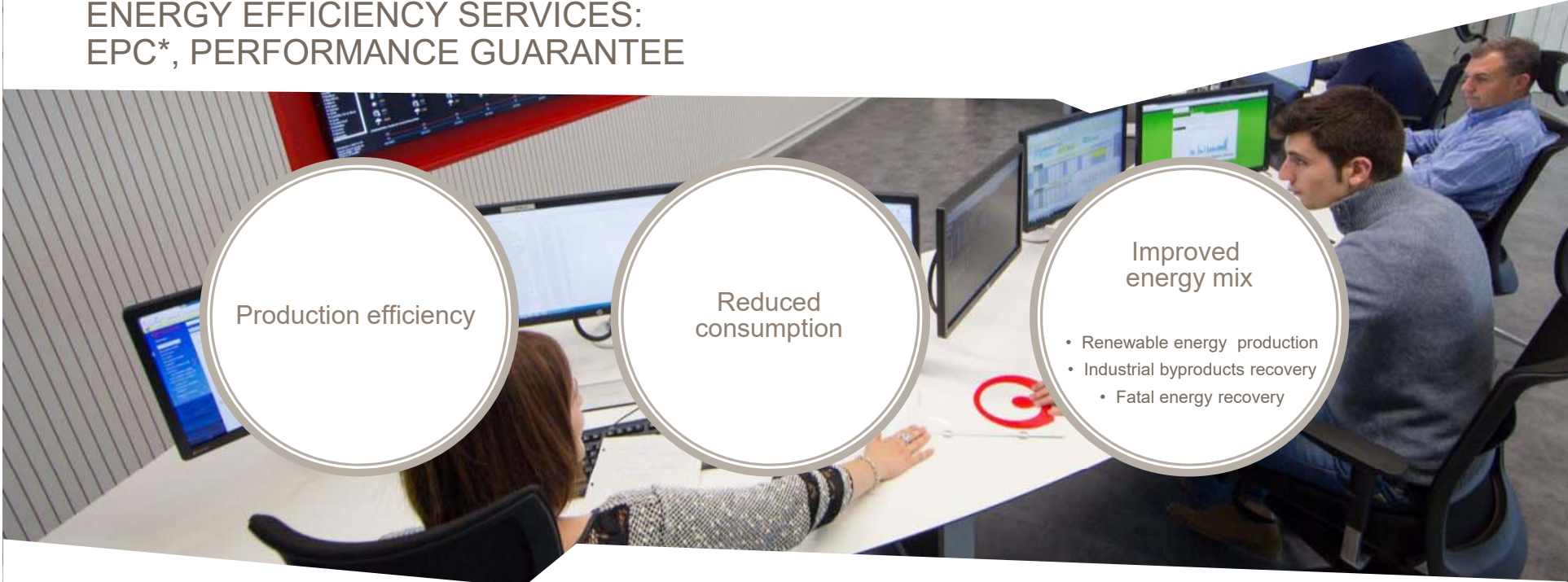
SMART TECHNOLOGY
to optimize consumption

CIRCULAR ECONOMY
with a new era for « Waste to Energy »



VEOLIA'S POSITIONING

ENERGY EFFICIENCY SERVICES: EPC*, PERFORMANCE GUARANTEE



Production efficiency

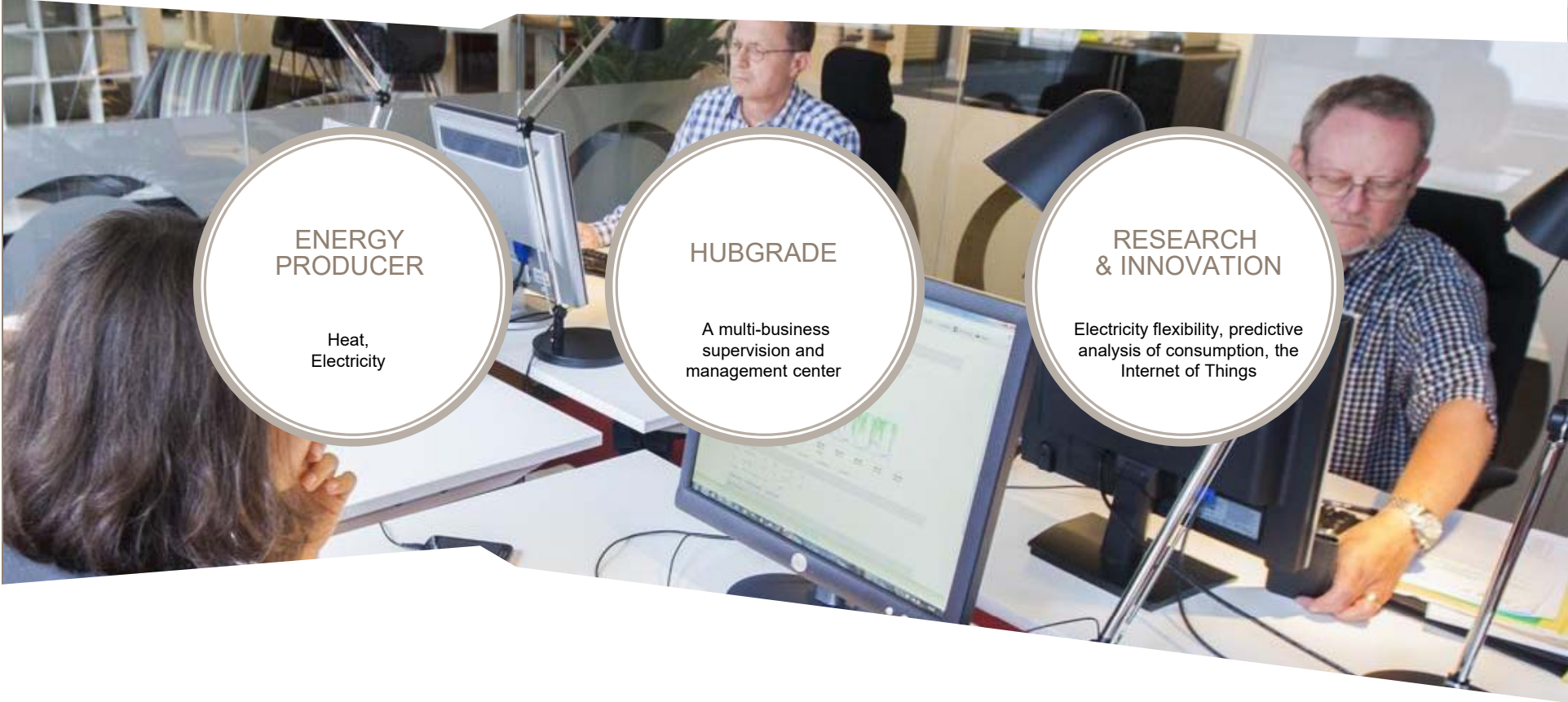
Reduced consumption

Improved energy mix

- Renewable energy production
- Industrial byproducts recovery
- Fatal energy recovery

* Energy performance contract

VEOLIA'S POSITIONING



**ENERGY
PRODUCER**

Heat,
Electricity

HUBGRADE

A multi-business
supervision and
management center

**RESEARCH
& INNOVATION**

Electricity flexibility, predictive
analysis of consumption, the
Internet of Things



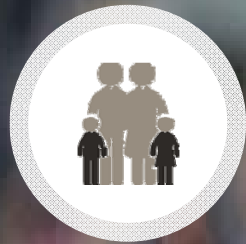
CO-CONSTRUCTING
GROWTH

ENOVA

Building Energy
Efficiency Services



WE HAVE CREATED SUSTAINABLE DEVELOPMENTS AND TRANSFORMED THE WAY PEOPLE SHOP, LIVE AND PLAY ACROSS THE REGION.



250
million
visitors
annually



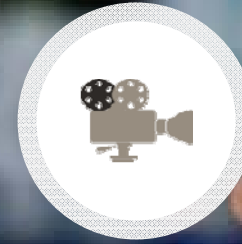
160
Carrefour
stores*



23
Family
Entertainment
centers



19
shopping malls
with 1.1 million
SQM GLA



182
cinema
screens



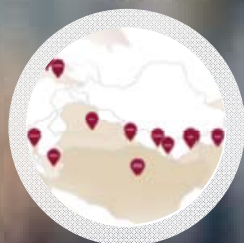
12
hotels

**Full Carrefour franchise rights in 38 countries across Asia, the Middle East and Africa*

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over
30,000
employees



13
countries



credit rating,
the highest
among privately
owned companies in
the Middle East.



7,4bn*
USD revenues



1bn*
USD profits



14bn*
USD asset value

*2015

MAF AND VEOLIA CREATED ENOVA



- Majid Al Futtaim sought Veolia to bring to the Middle East the international expertise for the provision of facilities and energy management services for their rapidly growing assets.
- Business partnership was established in 2002

ENOVA TODAY

GEOGRAPHIC FOOTPRINT

- Lebanon
- Egypt
- Saudi Arabia
- Bahrain
- Qatar
- UAE
- Oman



Total energy saved
23,634,425
kWh



Total water saved
406,525
m³



Total CO₂ saved
27,200
ton



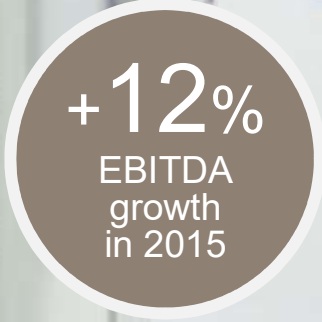
Utility savings for clients in 2015 alone
\$4M



1,976
Employee
41 Nationalities

FACTORS OF ENOVA'S SUCCESS

- Partnership of two world class players
- Clear and strong governance of both players in this partnership
- Majid Al Futtaim's properties make the ideal destination for Enova to introduce, develop, enhance and perfect its latest innovations, solutions and techniques



ENOVA TOMORROW



- On track to double in size over the coming 5 years.
- Transforms the scarcity of natural resources from a constraint into an opportunity.
- Demand for innovative energy and facility management service will continue to grow in the Middle East and Egypt.
- Enova well placed to lead in complex sectors such as aviation, healthcare and complex commercial buildings.



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