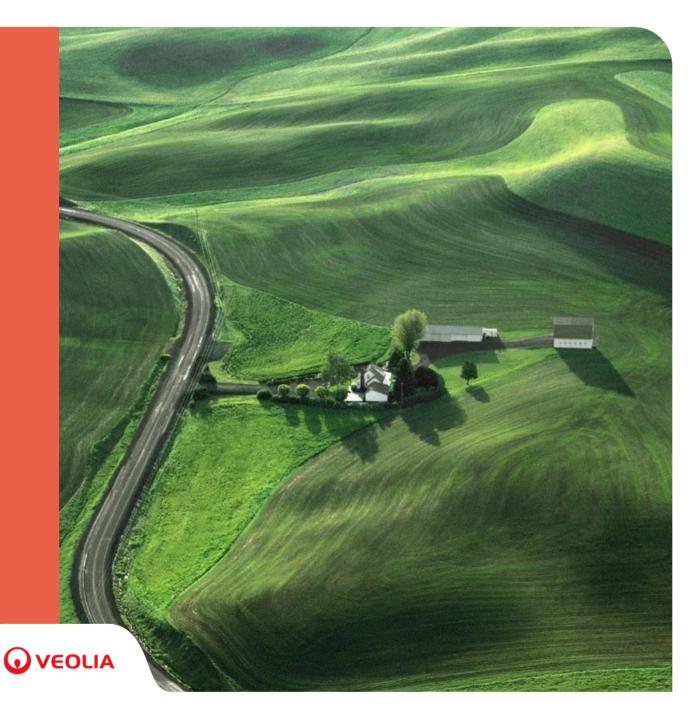
# GENERAL MEETING OF SHAREHOLDERS

**April 22, 2020** 



# ANNUAL RESULTS 2019

Claude Laruelle
Chief Financial Officer



## 2019: ANOTHER YEAR OF SOLID AND PROFITABLE GROWTH WITH RESULTS ABOVE EXPECTATIONS

- STRONG REVENUE GROWTH: +4.3% AT CONSTANT FOREX TO €27,189M
- RESULTATS ABOVE GUIDANCE
- ANOTHER PROGRESSION OF THE GROUP'S RETURN ON CAPITAL EMPLOYED
- STRONG NET FREE CASH FLOW GROWTH, TO €868M
- A VERY SOLID BALANCE SHEET: LEVERAGE RATIO OF 2.66
- DUE TO THE EXCEPTIONAL CIRCOMSTANCES ASSOCIATED WITH THE COVID 19 CRISIS, PROPOSAL TO PAY A CASH DIVIDEND OF €0.50 PER SHARE



#### 2019: CONTINUED STRONG REVEVENUE AND PROFITS GROWTH

| In €M                           | 2018<br>represented <sup>(1)</sup> | 2019   | Δ                           | Δ At constant FX vs. 2018 represented |
|---------------------------------|------------------------------------|--------|-----------------------------|---------------------------------------|
| Revenue                         | 25,951                             | 27,189 | <b>+4.8%</b> <sup>(2)</sup> | <b>+4.3%</b> <sup>(2)</sup>           |
| EBITDA                          | 3,843                              | 4,022  | +4.7%                       | +4.5%                                 |
| Current EBIT(3)                 | 1,644                              | 1,730  | +5.3%                       | +5.0%                                 |
| Current net income- Group share | 672                                | 760    | +13.1%                      | +13.5%                                |
| Net income- Group share         | 441                                | 625    | +41.8%                      |                                       |

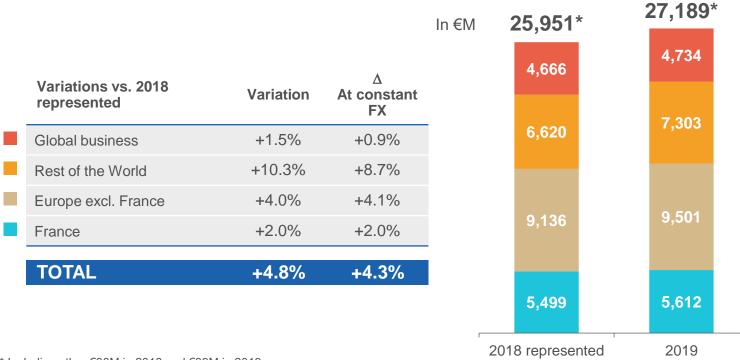
<sup>(1)</sup> Proforma IFRS 5 and IFRS 16



<sup>(2) +3.2%</sup> at constant scope and perimeter

<sup>(3)</sup> Including the share of current net income of joint ventures and associates considered to be core Group activities

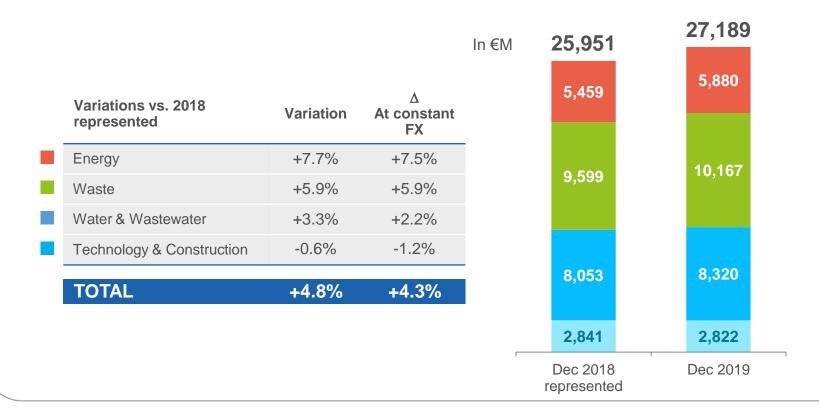
#### REVENUE BY GEOGRAPHY: SOLID IN FRANCE, ACCELERATION OUTSIDE FRANCE



<sup>\*</sup> Including other €30M in 2018 and €39M in 2019



#### REVENUE BY BUSINESS: CONTINUED GOOD COMMERCIAL MOMENTUM IN ALL OUR ACTIVITIES





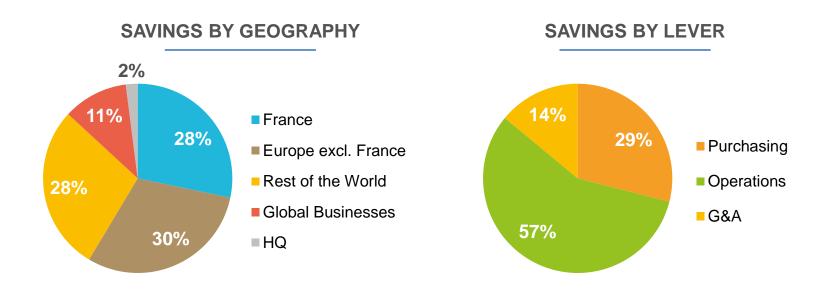
## EBITDA UP 4.5% AT CONSTANT FOREX CONTINUED IMPROVEMENT IN OUR OPERATIONAL PERFORMANCES

|      |                                    |           |                        | In €M | 3,843*           | 4,022*<br>396 |
|------|------------------------------------|-----------|------------------------|-------|------------------|---------------|
|      | Variations vs. 2018 represented    | Variation | Δ<br>At constant<br>FX |       | 1,062            | 1,161         |
|      | Global business                    | +9.8%     | +10.6%                 |       |                  |               |
|      | Rest of the World                  | +9.2%     | +8.2%                  |       |                  |               |
|      | Europe excl. France                | +2.0%     | +2.1%                  |       | 1,472            | 1,501         |
|      | France                             | +0.0%     | +0.0%                  |       | 1,472            |               |
|      | TOTAL                              | +4.7%     | +4.5%                  |       |                  |               |
|      |                                    |           |                        | _     | 900              | 900           |
| * 04 | which others CCANA in 2040 vs. CAS | M :- 0040 |                        |       | 2018 represented | 2019          |



<sup>\*</sup> Of which other: €64M in 2019 vs. €48M in 2018

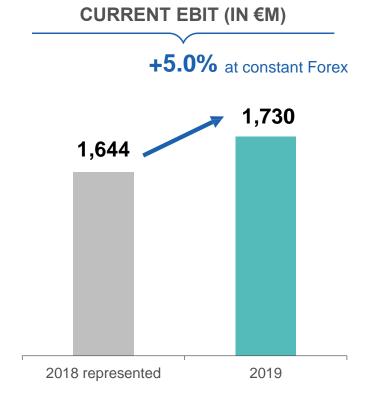
## SUSTAINED PACE OF COST SAVINGS: €248M ACHIEVED IN 2019 AHEAD OF ANNUAL OBJECTIVE OF €220M

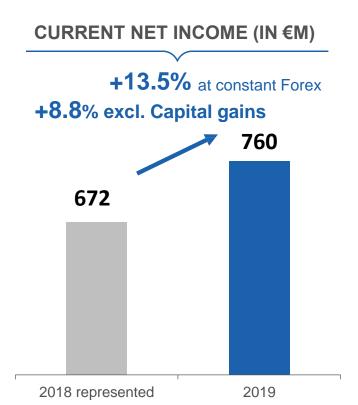


€1,050M CUMULATED COST SAVINGS ACHIEVED FROM 2016 TO 2019



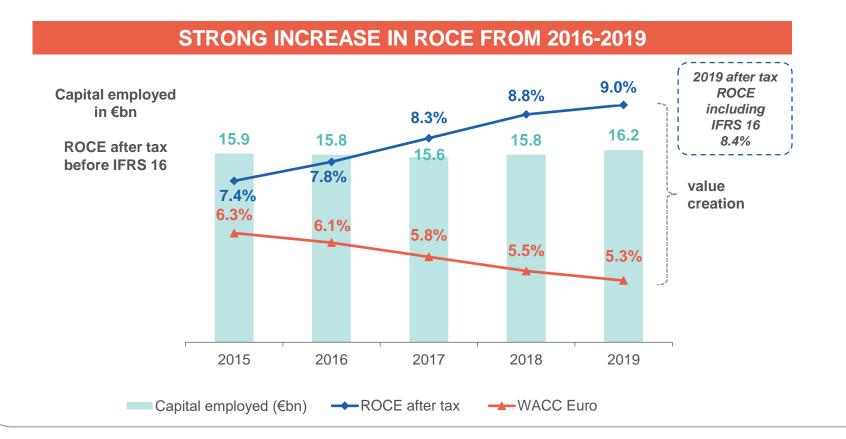
#### STRONG GROWTH IN CURRENT RESULTS







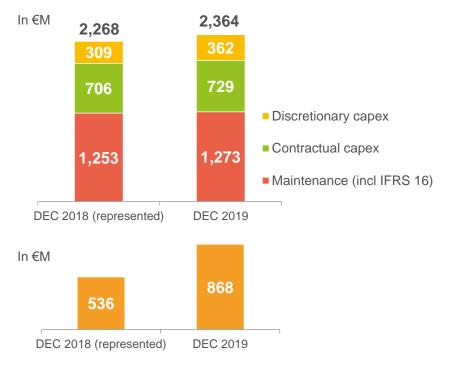
#### 2016-2019: SIGNIFICANT VALUE CREATION





## VERY STRONG NET FCF<sup>(1)</sup> OF €868M THANKS TO STRICT CAPEX AND WCR DISCIPLINE

- Net industrial Capex of €2,201M, vs. €2,189M, ~flat
- Gross industrial capex of €2,364M vs. €2,268M
  - ✓ Stable maintenance capex :€1,273M (incl. IFRS16)
  - ✓ Stable growth contractual capex: €729M
  - ✓ Discretionary growth capex sharply up from €309M to €362M, notably outside France
- Very strong progression of net Free Cash Flow<sup>(1)</sup> to €868M, due to EBITDA increase, strict capex control, and another significant WCR reduction

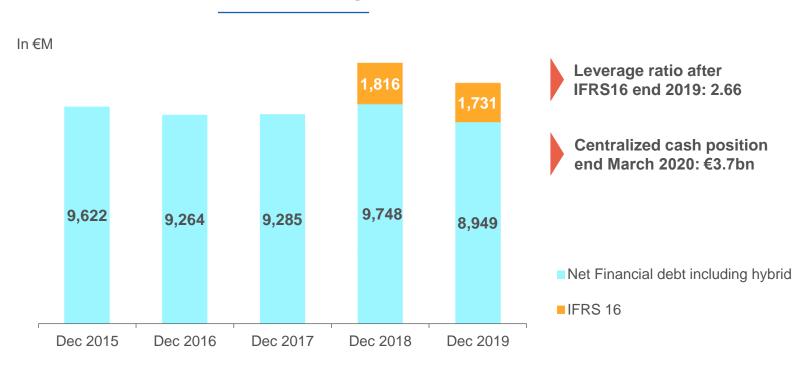


(1) Net free cash flow corresponds to the free cash flow of continuing operations, i.e. the sum of EBITDA, dividends received, operating cash flow from financing activities, and the variation of operating working capital, less all net industrial investments, net interest expense, tax expense, restructuring charges, other non current expenses and renewal expenses



## A STABLE NET FINANCIAL DEBT OVER THE LAST 4 YEARS ... WITH A LEVERAGE RATIO OF 2.66 END 2019 AND A VERY STRONG CASH AND LIQUIDITY POSITION

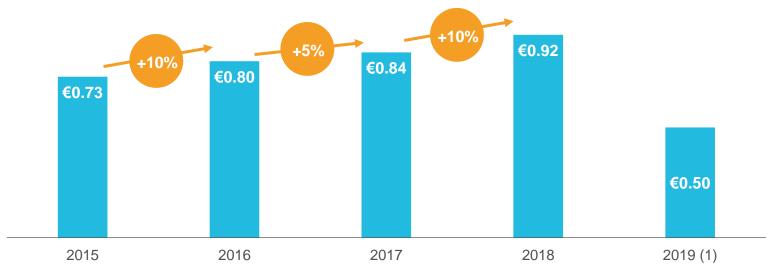
#### **ENDETTEMENT FINANCIER NET**

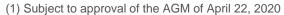




#### COVID 19 CRISIS: A 2020 DIVIDEND OF €0.50

Given the exceptional circumstances and in order to protect the interests of all of the Group's stakeholders in a spirit of solidarity, proposal to pay a cash dividend of €0.50 per share





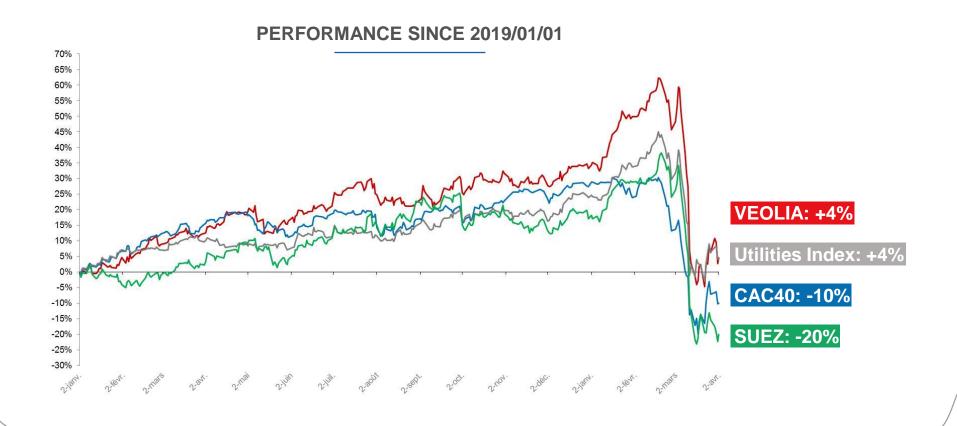


#### **2020 PROSPECTS**

- Since the beginning of the crisis Veolia as a provider of essential services and a partner of cities and businesses is fully mobilized to ensure continuity of service while protecting the health of its employees, the Group's two overriding priorities.
- The situation has prompted the Group to adopt measures in all of its operations to minimize
  the effect of the crisis on its employees, to reduce its impact on earnings and to make early
  preparations for the post-crisis recovery
  - ✓ Supporting the living standards of Group employees, using job retention arrangements in countries in which such measures are available, along with top-up remuneration paid by the company;
  - ✓ Taking a more selective approach to the 2020 CAPEX program while preparing the Group for the post-crisis recovery;
  - ✓ Stepping up the cost-cutting program.
- As a result, the previously announced objectives for 2020 are suspended.
   The Veolia Group will provide more details about the impact in its upcoming publications.



#### **STOCK PREFORMANCE SINCE JANUARY 1ST, 2019**





#### **CONTACTS**

#### **ANALYST & INVESTOR RELATIONS**

#### **Ronald Wasylec**

Deputy CFO, Senior Vice President,

Investor Relations

Telephone: +33 1 85 57 84 76

e-mail: ronald.wasylec@veolia.com

#### Ariane de Lamaze

Vice President, Investor Relations Telephone: +33 1 85 57 84 80

e-mail: ariane.de-lamaze@veolia.com

30, rue Madeleine Vionnet 93300 Aubervilliers, France

#### **MEDIA RELATIONS**

#### **Laurent Obadia**

Telephone: +33 1 85 57 89 43

e-mail: laurent.obadia.@veolia.com

#### **Sandrine Guendoul**

Telephone: +33 1 85 57 42 16

e-mail: sandrine.guendoul@veolia.com

30, rue Madeleine Vionnet 93300 Aubervilliers, France

http://www.finance.veolia.com

http://www.veolia.com



# APPROVAL OF THE RESOLUTIONS

Helman le Pas de Sécheval General Counsel



## **FIRST RESOLUTION**

**Approval of the Company financial statements for fiscal** year 2019

The **FIRST RESOLUTION** is approved with a majority of **99.92%** of the recorded votes



#### **SECOND RESOLUTION**

Approval of the consolidated financial statements for fiscal year 2019

The **SECOND RESOLUTION** is approved with a majority of **99.91%** of the recorded votes



## THIRD RESOLUTION

Approval of the expenses and charges referred to in Article 39.4 of the General Tax Code

The **THIRD RESOLUTION** is approved with a majority of **99.96%** of the recorded votes



### **FOURTH RESOLUTION**

Appropriation of net income for fiscal year 2019 and payment of the dividend

The **FOURTH RESOLUTION** is approved with a majority of **99.60%** of the recorded votes



#### **FIFTH RESOLUTION**

#### Approval of regulated agreements and commitments

 No new regulated agreement or commitment was authorized by the Board of Directors for fiscal year 2019.

The **FIFTH RESOLUTION** is approved with a majority of **99.79%** of the recorded votes



#### SIXTH RESOLUTION



Renewal of the term of Mr. Jacques Aschenbroich as Director

The **SIXTH RESOLUTION** is approved with a majority of **65.15%** of the recorded votes



### **SEVENTH RESOLUTION**



Renewal of the term of Mrs. Isabelle Courville as Director

The **SEVENTH RESOLUTION** is approved with a majority of **97.04%** of the recorded votes



#### **EIGHTH RESOLUTION**



Renewal of the term of Mrs. Nathalie Rachou as Director

The **EIGHTH RESOLUTION** is approved with a majority of **91.49%** of the recorded votes



## **NINTH RESOLUTION**



Renewal of the term of Mr. Guillaume Texier as Director

The **NINTH RESOLUTION** is approved with a majority of **97.04%** of the recorded votes



#### **TENTH RESOLUTION**

Vote on the compensation paid during fiscal year 2019 or awarded in respect of the same fiscal year to Mr. Antoine Frérot, as Chairman and Chief Executive Officer ("Ex post vote")

The **TENTH RESOLUTION** is approved with a majority of **91.57%** of the recorded votes



#### **ELEVENTH RESOLUTION**

Vote on the information relative to the 2019 compensation of the Directors (excluding the Chairman and Chief Executive Officer) as mentioned in Article L. 225-37-3, I of the French Commercial Code ("Ex post vote")

The **ELEVENTH RESOLUTION** is approved with a majority of **97.08%** of the recorded votes



#### **TWELTH RESOLUTION**

Vote on the Chairman and Chief Executive Officer's compensation policy in respect of fiscal year 2020 ("Ex ante vote")

The **TWELTH RESOLUTION** is approved with a majority of **90.16%** of the recorded votes



#### THIRTEENTH RESOLUTION

Vote on the Directors' compensation policy (excluding the Chairman and Chief Executive Officer) in respect of fiscal year 2020 ("Ex ante vote")

The **THIRTEENTH RESOLUTION** is approved with a majority of **97.72**% of the recorded votes



## **FOURTEENTH RESOLUTION**

Authorization to be given to the Board of Directors to deal in the Company's shares

The **FOURTEENTH RESOLUTION** is approved with a majority of **99.16%** of the recorded votes



#### FIFTEENTH RESOLUTION

Delegation of authority to the Board of Directors to increase the share capital by issuing shares and/or securities giving access, immediately or at a later date, to share capital, with preferential subscription rights

The **FIFTEENTH RESOLUTION** is approved with a majority of **95.94%** of the recorded votes



#### SIXTEENTH RESOLUTION

Delegation of authority to the Board of Directors to increase the share capital by issuing shares and/or securities giving access, immediately or at a later date, to share capital, without preferential subscription rights by public offer other than the public offers mentioned in Article L. 411-2 of the French Monetary and Financial Code

The **SIXTEENTH RESOLUTION** is approved with a majority of **97.58%** of the recorded votes



## **SEVENTEENTH RESOLUTION**

Delegation of authority to the Board of Directors to increase the share capital by issuing shares and/or securities giving access, immediately or at a later date, to share capital, without preferential subscription rights by public offer as provided under paragraph 1 of art. L. 411-2 of the French Monetary and Financial Code

The **SEVENTEENTH RESOLUTION** is approved with a majority of **93.13%** of the recorded votes



#### **EIGHTEENTH RESOLUTION**

Authorization granted to the Board of Directors to issue shares and/or securities giving access, immediately or at a later date, to share capital without preferential subscription rights as consideration for contributions in kind consisting of shares or securities giving access to the share capital

The **EIGHTEENTH RESOLUTION** is approved with a majority of **98.45%** of the recorded votes



#### **NINETEENTH RESOLUTION**

Delegation of authority to the Board of Directors to increase the number of shares to be issued in the frame of a share capital increase with or without preferential subscription rights

The **NINETEENTH RESOLUTION** is approved with a majority of **88.53%** of the recorded votes



#### TWENTIETH RESOLUTION

Delegation of authority to the Board of Directors to increase the share capital through the incorporation of premiums, reserves, profits or any other items

The **TWENTIETH RESOLUTION** is approved with a majority of **99.86%** of the recorded votes



#### **TWENTY-FIRST RESOLUTION**

Delegation of authority to the Board of Directors to increase the share capital by issuing shares and/or securities giving access to the share capital, and reserved for the members of company savings plans without preferential subscription rights

The **TWENTY-FIRST RESOLUTION** is approved with a majority of **97.35%** of the recorded votes



#### TWENTY-SECOND RESOLUTION

Delegation of authority to the Board of Directors to increase the share capital by issuing shares, and reserved for certain categories of persons without preferential subscription rights in the context of the implementation of employee share ownership plans

The **TWENTY-SECOND RESOLUTION** is approved with a majority of **97.35%** of the recorded votes



#### TWENTY-THIRD RESOLUTION

Authorization to be granted to the Board of Directors for the purpose of granting existing or newly-issued free shares to employees of the Group and corporate officers of the Company or some of them, implying waiver of the shareholders' preferential subscription rights

The **TWENTY-THIRD RESOLUTION** is approved with a majority of **95.77%** of the recorded votes



#### TWENTY-FOURTH RESOLUTION

Authorization granted to the Board of Directors to reduce the share capital by the cancellation of treasury shares

The **TWENTY-FOURTH RESOLUTION** is approved with a majority of **99.41%** of the recorded votes



#### **TWENTY-FIFTH RESOLUTION**

Harmonization of the Articles of Association with new legal and regulatory provisions in force

The **TWENTY-FIFTH RESOLUTION** is approved with a majority of **99.80%** of the recorded votes



## **TWENTY-SIXTH RESOLUTION**

**Powers for formalities** 

The **TWENTY-SIXTH RESOLUTION** is approved with a majority of **99.96%** of the recorded votes

Ordinary and Extraordinary business

