
ENGIE Pitch

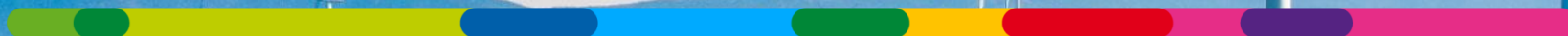
Retail Innovation TechMeeting

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Direction Commerciale, Innovation & Nouveaux Métiers

14 avril 2016

The ENGIE logo is displayed in white, featuring a stylized sun or globe icon above the word "ENGIE" in a bold, sans-serif font.

ENGIE



ENGIE: PROFILE & KEY FIGURES

Key figures at December 31, 2015

154,950



Employees throughout the world

- Inc. **57,750** in power and natural gas,
- Et **97,200** in energy services.

69.9
M€

Billion in 2015
revenues.

70



Operations in
70 countries.

22
M€

Billion of investment
over 2016-2018.

1,000



Researchers
and experts
at 11 R&D centers.

POWER *

No.1 independent power
producer (IPP) in the world.

No.1 independent power
producer (IPP) in the Persian
Gulf countries, Brazil and
Thailand.

No.7 supplier in Europe.

117.1 GW of installed
power-production capacity
inc. 21.5 GW (18.3%) in
renewable energy.

8.1 GW of
power-production capacity
under construction.

NATURAL GAS

A supply portfolio of
1,132 TWH (105 bcm).

No.3 seller in Europe.

No.1 distribution network
in Europe.

No.2 transport network in
Europe.

No.1 vendor of storage
capacity in Europe.

343 exploration and/or
production licenses in 13
countries.

699 mboe of proven and
probable reserves.

LNG

No.1 importer of
LNG in Europe.

No.5 LNG
portfolio in the
world.

No.2 operator of
LNG terminals in
Europe.

A LNG supply
portfolio **245 TWh**
(16.4 mtpa) from 6
countries.

A fleet of **14** LNG
tankers inc. two
regasification
vessels.

ENERGY SERVICES

No.1 supplier of
energy efficiency
services in the world.

228 district cooling
and heating networks
operated in **13**
countries.

140 million m²
managed in the
tertiary sector.

* Including 100% of capacity
of the Group's assets regardless
of actual holding rate.

A SET OF EXPERTISES IN ENERGY SERVICES

Innovative digital-based solutions centered on energy efficiency for businesses and homes :

- **Design** : Feasibility studies, front-end engineering, project management, contracting assistance, decommissioning services.
- **Installations & maintenance** : Electrical-installation solutions, air conditioning and refrigeration, information and communication systems, industrial maintenance.
- **Energy Services** : Production, operation and distribution of local and renewable energy, facilities management, urban-network management (mobility, public lighting).
- **Home confort**: Consumption-rationalizing solutions, thermal renovation of buildings, financial services.
- **Smart city & B2B**: Development of interconnected networks, digital consumption monitoring, remote operating systems for facilities.

INNOVATION : AN ENGIE STRATEGIC PILLAR THROUGHOUT ITS HISTORY



SUEZ Canal

Gas tankers
membrane
technology



1st Energy
Performance
Contracts for Alsace
high schools



150 years of technological, contractual, digital innovations

Polyethylene
gas pipes



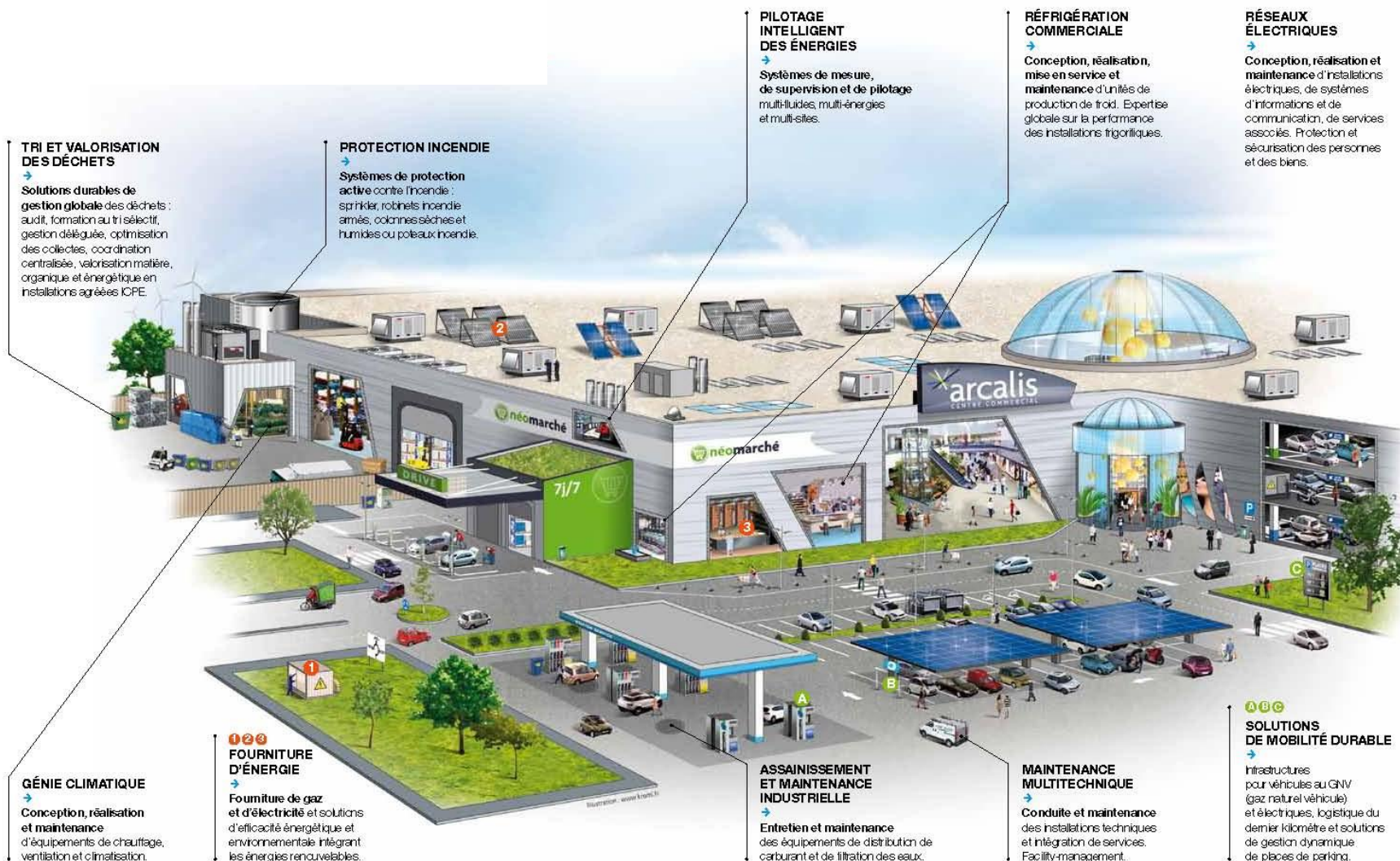
Cit'ease : a
collaborative
urban
management
software



ENGIE SOLUTIONS FOR RETAIL



09



SOME RETAIL CUSTOMERS

unibail·rodamco

GROUPE
Casino


Carrefour

MONOPRIX

LVMH
MOËT HENNESSY • LOUIS VUITTON


Les Mousquetaires


Auchan


KLEPIERRE


picard



Westfield

GROUPE
adeo

Entreprises membres du Groupe ADEO

E.Leclerc 


ALTAREA
COGEDIM


ENGIE

THE 4D's: THE ENERGY CONTEXT IN MATURE COUNTRIES

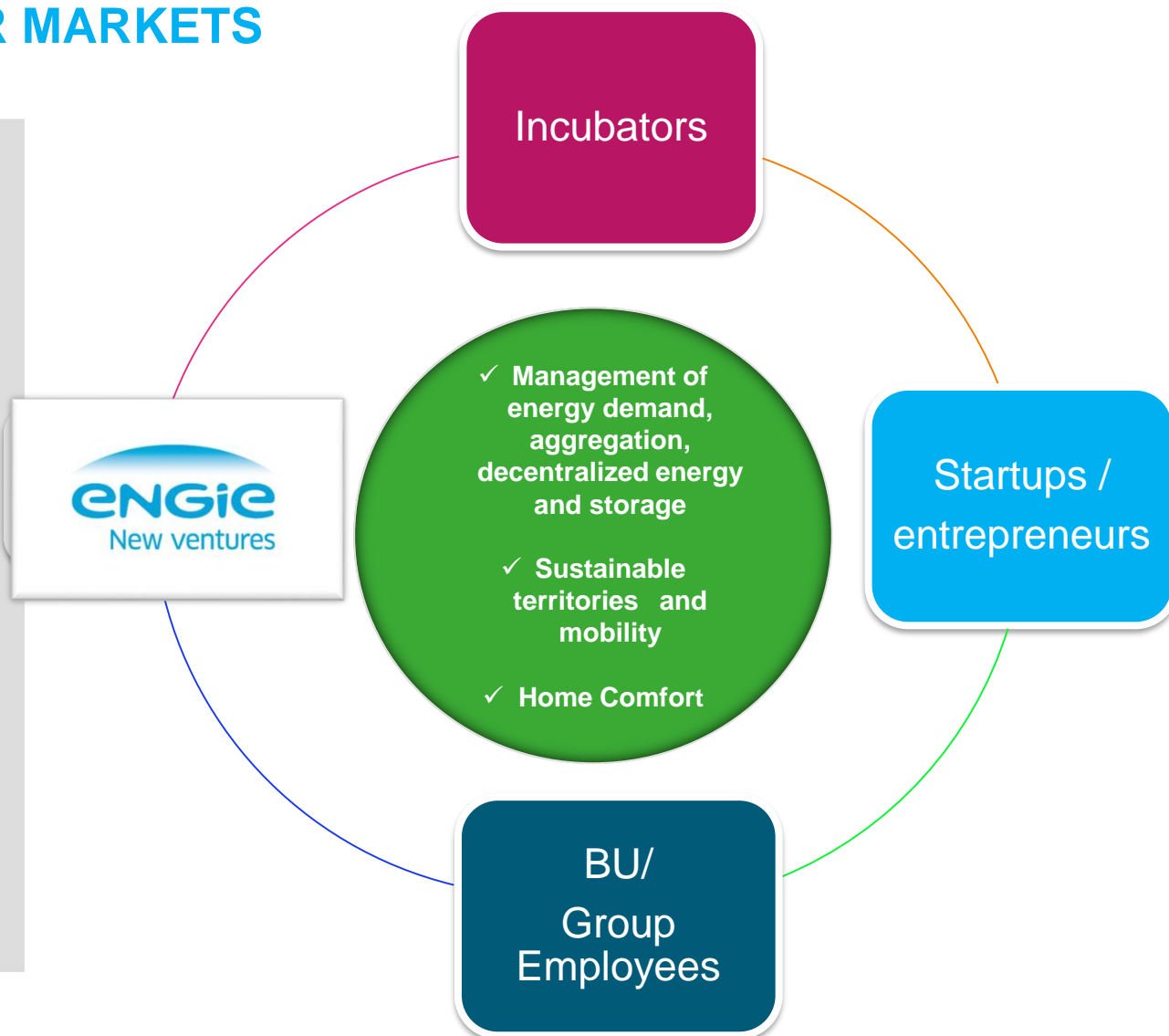
- **Decline** in energy demand in Europe
 - Falling by 1 to 2% per year
 - Shutdown of 11.5 GW of thermal production
- **Deregulation** of the energy market
 - Wholesale gas and electricity market
 - End of regulated prices
- **Decentralisation** of energy production
 - Development of renewable energies
 - Territorial approach
- **Digital technologies**
 - Smart grids
 - Big Data: new services



AN OPEN, COLLABORATIVE AND FASTER INNOVATION STRATEGY, CLOSER TO OUR MARKETS

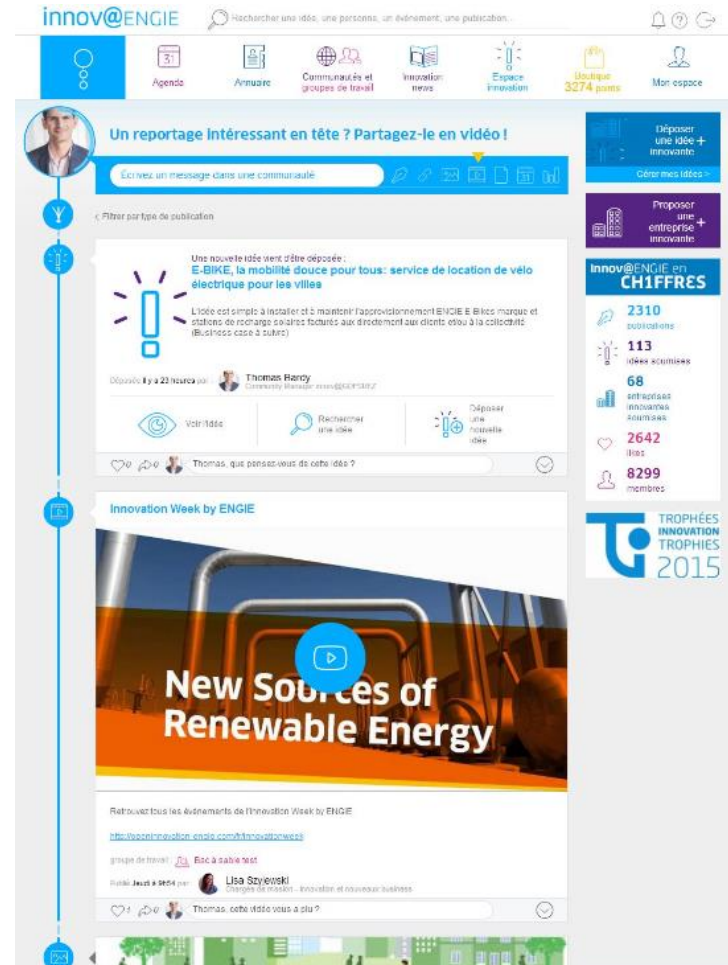
Working in **ecosystem** :

- Invest in startups
- Work with startups in partnership
- Incubate internal ideas within external incubators
- Multiply opportunities for exchanges



INTERNAL INNOVATION @ENGIE : stimulating employees ideation

- **9 000** members
- **84** communities
- **400** submitted ideas
- **Several challenges** (internal Call for Projects, vote for favorite startups etc.)



INTERNAL INNOVATION @ENGIE

From the incubation of ideas to their transformation into projects

An **incubation process** in support of business activities to help them to mature and develop new innovative sources of growth

IDEA
GENERATION

INCUBATION PROCESS



~3 months



~ 18 months

Ideas

(optionnal)
**PRE-
INCUBATION**
transformation of
ideas into project

INCUBATION
(Start-up mode)
transformation of
project into
business within
external incubator
sites from all over
the world

**BUSINESS
INTEGRATION**

A regular monitoring of the state of progress

15 PROJECTS IN INCUBATION

DEEPMI :

Data-analytics for energy efficiency in buildings

NEXTFLEX :

Flexibility for demand response

SAPPHIRE :

Optimise energy investments of industrials

BLU-E :

Big Data for industrial performance

GREEN CHANNEL :

Crowdfunding for energy transition

PL'EASE :

Conciergerie services for B2B

HYBISCUSS :

Une centrale hybride sur-mesure et modulaire

POWER CORNER :

Lowcost modular access to energy solution in Africa

YPIRA :

Valoriser le bois abattu lors des grands projets d'infrastructures

E-NAVIGATOR :

Data analytics to compare and optimize buildings energy performance

LEAN MOTION/PETITBUS :

Collaborative platform to organize children transports to school

CONCERTICE :

Un service de référence pour les collectivités pour optimiser la coordination des travaux de voirie

COCOONAIR :

Air quality for home confort

SMART'EASE :

Collaborative platform to optimise inventories and last mile

OPEN INNOVATION@ENGIE - Be part of the eco-system



And also Futur en Seine, Smart city Expo Barcelona, ...

CALLS FOR PROJECTS

<http://openinnovation-engie.com/en/call-for-projects->

- Principle: Link Engie BUs via OpenInnov@Engie with startups to answer business/customer issues.
- Through / with Innovation eco-systems (incubators, sponsors, startups, ...)
- **444** startups inputs to **29** innovative calls for projects in 2015
- Target **100** calls for projects in 2016
- **18** startups laureates et **partnerships signed with Engie BUs** :
 - **Greentropism** and **Bio Entech** with ENGIE Biogas
 - Vertuoz : Search of new bricks for a connected buildings platform
 - **Metaverse Concept (3D)** : with Engie Cofely on smart energy management
 - Transformation of a city area in Lille
 - ...

CALLS FOR PROJECT

<http://openinnovation-engie.com/en/call-for-projects>

Call for innovative project: X

openinnovation-engie.com/en/call-for-projects


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OPENINNOV by ENGIE

Knowledge promotion Call for projects News Innovations by ENGIE Events

Calls for projects Open




CITIES, TERRITORIES AND MOBILITIES

Platform for local services for company employees by **ENGIE Cofely**

Develop a platform to provide new services for employees of a company, allowing them to better coordinate their personal and professional lives.

[I'M INTERESTED >](#)




OTHER AREAS OF EXPERTISE

ENGIE Switzerland Pitch by ENGIE Switzerland

ENGIE is seeking innovative solutions for a sustainable future. If you are such a solution provider and / or clean energy start-up, this is a unique opportunity to participate to ENGIE Switzerland...

[I'M INTERESTED >](#)



OTHER AREAS OF EXPERTISE

ENGIE Brazil Innovation Award 2016 by Brazil

ENGIE believes innovation is vital to deal with the challenges of our changing world and to contribute to the countries, companies and people. For this, the Group has launched an ambitious programme...

[I'M INTERESTED >](#)

Call for innovative project: X

openinnovation-engie.com/en/call-for-projects

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by **COFELY SERVICES**

LEARN MORE +



CITIES, TERRITORIES AND MOBILITIES

Developing innovative sensors to measure biological by **ENGIE**

LEARN MORE +



CITIES, TERRITORIES AND MOBILITIES

URBAN MOBILITY - What kind of mobility for tomorrow's city?
by **GDF SUEZ**

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CITIES, TERRITORIES AND MOBILITIES

Smart City: Transformation of the Saint Sauveur neighborhood,
by **GDF SUEZ in partnership**

LEARN MORE +

ENGIE NewVentures

600
dossiers
analysés

8 direct investments in startups

POWERDALE

Belgique Août 2014

Energy Monitoring : hardware & software, Electro
Mobility : hardware (charging points) & software
(management platform)

TENDRIL

USA Fév. 2015

Cloud-based software platform provides the infrastructure,
analytics and understanding required to deliver
personalized energy services

SIGFOX

France Fév. 2015

Provider of dedicated cellular connectivity for Internet of
Things and Machine-to-Machine communications.

RENBIRD

France Avril 2015

Development of new solutions for civilian drones in
industrial and services businesses

APIX
ANALYTICS

USA France Avril 2015

Gas analysis with nanotechnologies

KiWiPOWER

UK Juill. 2015

Flexibility for demand response

Advanced Microgrid Solutions

USA Sept. 2015

Energy storage systems

STREETLIGHTDATA

USA Sept. 2015

Outils dédiés à l'analyse de la mobilité et des transports
à partir des points de données GPS et cellulaires,

+ Investment in Fund Israel Venture Capital

TAKE AWAY

- Engie solutions for Retail Groups
- Partnering with start-ups to add bricks to our offerings
- Calls for Innovative Projects with Retail Groups



Thank You
Merci

Questions ?

