



Press release
24 January 2020

ENGIE creates ENGIE Solutions to speed up the roll-out of its strategy in France

ENGIE Solutions assists cities, industries and companies in the tertiary sector in their zero-carbon transition. By offering bespoke and turnkey solutions, ENGIE Solutions' 50,000 employees apply all their expertise in pursuit of three aims: optimising the use of energy and resources by consuming less, greening energies and reinventing living and working environments.

To keep pace with an ever-changing world and meet the requirements of clients increasingly in search of bespoke support, ENGIE announced a strategic zero-carbon repositioning to clarify its offer, develop a more client-focused approach which is easier-to-understand.

As of 1 January 2020, ENGIE Solutions brings together under a single brand the Group's B2B service activities in France. (previously ENGIE Réseaux, ENGIE Cofely, ENGIE Ineo, ENGIE Axima and ENDEL), spread over three business units. These three business units will be managed by ENGIE's Executive Vice President, Wilfrid Petrie, and will be named Cities & Communities, Industries and Services & Proximity.

ENGIE Solutions will speed up ENGIE's global strategy to support its clients in their zero-carbon transition, offering them an overview and bespoke, turnkey solutions.

With a turnover of approximately €10 billion, ENGIE Solutions is driven by strong growth, in line with ENGIE's global targets.

ENGIE Solutions operates in more than 900 locations across France and boasts a pallet of solutions that is unique on the market. Its wide and highly complementary expertise covers many different areas: HVAC engineering / industrial / electrical / energy / mechanical / heating and cooling networks. Its teams operate along the entire value chain, in design, financing, installation, operation and maintenance.

Isabelle Kocher, ENGIE CEO said: *"Companies and local authorities all over the world are now attaching strategic importance to issues to do with energy and their carbon footprint. ENGIE Solutions meets these new requirements with a pallet of expertise that is unique on the market and an organisational structure focused on clients' needs. ENGIE Solutions will help us speed up the Group's growth in France"*.

Wilfrid Petrie, ENGIE's Executive Vice President in charge of ENGIE Solutions said: *"ENGIE Solutions is proof that our Group is still a visionary with an avant-garde approach. What we are offering today is completely new on the market: a one-stop solution covering multiple areas of expertise, the combination of all our skills (we are a leader in heating and cooling networks, the cold chain, electrifying public transport networks, video protection, etc.) and turnkey*



solutions, with a commitment to achieving results. Optimizing energies and resources, greening energies and reinventing living and working environments will be the key to enabling our customers to make a successful zero-carbon transition".

ENGIE Solutions is structured into three business units under the responsibility of Wilfrid Petrie, ENGIE's Executive Vice President:



Yann Rolland has been appointed Managing Director of ENGIE Solutions' Cities & Communities business unit. His aim is to bolster the appeal of the Group's clients, supporting them with their positive ecological transition by creating new programmes for developing public spaces and by implementing smart, efficient and sustainable urban services.

After more than 25 years' experience in managing services and projects with local authorities – particularly in the field of the environment – Yann Rolland had been managing ENGIE Ineo since 2015.



Pierre Hardouin has been appointed Managing Director of ENGIE Solutions' Industries business unit. His aim is to improve the performance of the Group's clients, reduce their environmental impact and increase their competitive advantage by rethinking their resource management and production processes.

Pierre Hardouin had previously served as Managing Director of Axima in the Group (appointed in November 2018). Prior to that, he had spent more than 25 years with OTIS.



Olivier Jacquier has been appointed Managing Director of ENGIE Solutions' Services & Proximity business unit. His aim is to support stakeholders in the housing and tertiary sectors to improve comfort for building users, by creating and optimising smart, sustainable and carbon-free homes and workplaces. This business unit also meets the proximity service requirements of numerous ENGIE Solutions clients.

Olivier Jacquier was previously CEO of ENGIE Italy & Greece and had been a member of the Executive Committee of the ENGIE Europe Business Unit (Necst) since October 2015. Having begun his career in business banking, he joined ENGIE 20 years ago and has occupied a number of operational and functional roles in energy and the environment.

About ENGIE

We are a leading world group that provides low-carbon energy and services. To tackle the climate emergency facing us all, our aim is to become the world leader in the zero-carbon energy transition "as a service" for our clients –

ENGIE CORPORATE HEADQUARTERS

Tour T1 – 1 place Samuel de Champlain – Faubourg de l'Arche - 92930 Paris La Défense cedex – France

ENGIE – French limited liability company with capital of 2,435,285,011 EUROS – listed on the NANTERRE register of trades and companies under number 542 107 651 – Tel.: +33 (0)1 44 22 00 00

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particular for companies and regional authorities. We use our expertise in our key business areas (renewables, gas, services) to provide competitive and bespoke solutions.

With our 160,000 employees, our clients, our partners and our stakeholders, together we form a community of imaginative builders, striving every day to bring about a more harmonious form of progress.

Turnover in 2018: €60.6 billion. The Group is listed on the Paris and Brussels stock exchanges (ENGI) and is represented in the main financial indices (CAC 40, DJ Euro Stoxx 50, Euronext 100, FTSE Eurotop 100, MSCI Europe) and non-financial indices (DJSI World, DJSI Europe and Euronext Vigeo Eiris - World 120, Eurozone 120, Europe 120, France 20, CAC 40 Governance).

About ENGIE Solutions

ENGIE Solutions supports towns, industries and companies in the tertiary sector, providing them with solutions to the challenges posed by the energy transition in the form of turnkey and bespoke packages. ENGIE Solutions' experts apply all their expertise in pursuit of three aims: optimising the use of energy and resources, greening energies and reinventing living and working environments.

ENGIE Solutions guarantees its clients a single point of contact and a combination of complementary offerings that go beyond energy. The company is committed to achieving results and its 50,000 employees which operate throughout France (900 sites) have expertise in an extremely diverse number of areas, ranging from the design and operation of infrastructure & services, to funding, installation and maintenance.

Engie Solutions is part of the ENGIE Group, one of the world's leading low-carbon energy and services groups whose aim is to become the leader in the zero-carbon transition.

Sales: €10 billion.

ENGIE Group press contact:

Tel. France: +33 (0)1 44 22 24 35

Email: engiepress@engie.com

Investor relations contact:

Tel.: +33 (0)1 44 22 66 29

Email: iir@engie.com

