



GDF SUEZ

ÊTRE UTILE AUX HOMMES

Electricity & Gas Energy & Energy Services

International Development

*Executive Training Programme for
Young Energy Leaders*

Energy Charter Secretariat

César Ortiz Sotelo
Deputy Director
International Department
GDF SUEZ

Brussels

29 October 2013



CORPORATE NEWS

GDF SUEZ

INTRODUCTION

- Some facts about electricity & gas
- Energy Systems & Regional Integration
- Doing business in the international arena
- Investment approach
- Conclusions

UPDATE FROM HQ

GDF SUEZ

15 October 2013

CORPORATE NEWS

GDF SUEZ

INTRODUCTION

- **Some facts about electricity & gas**
- **Energy Systems & Regional Integration**
- **Doing business in the international arena**
- **Investment approach**
- **Conclusions**

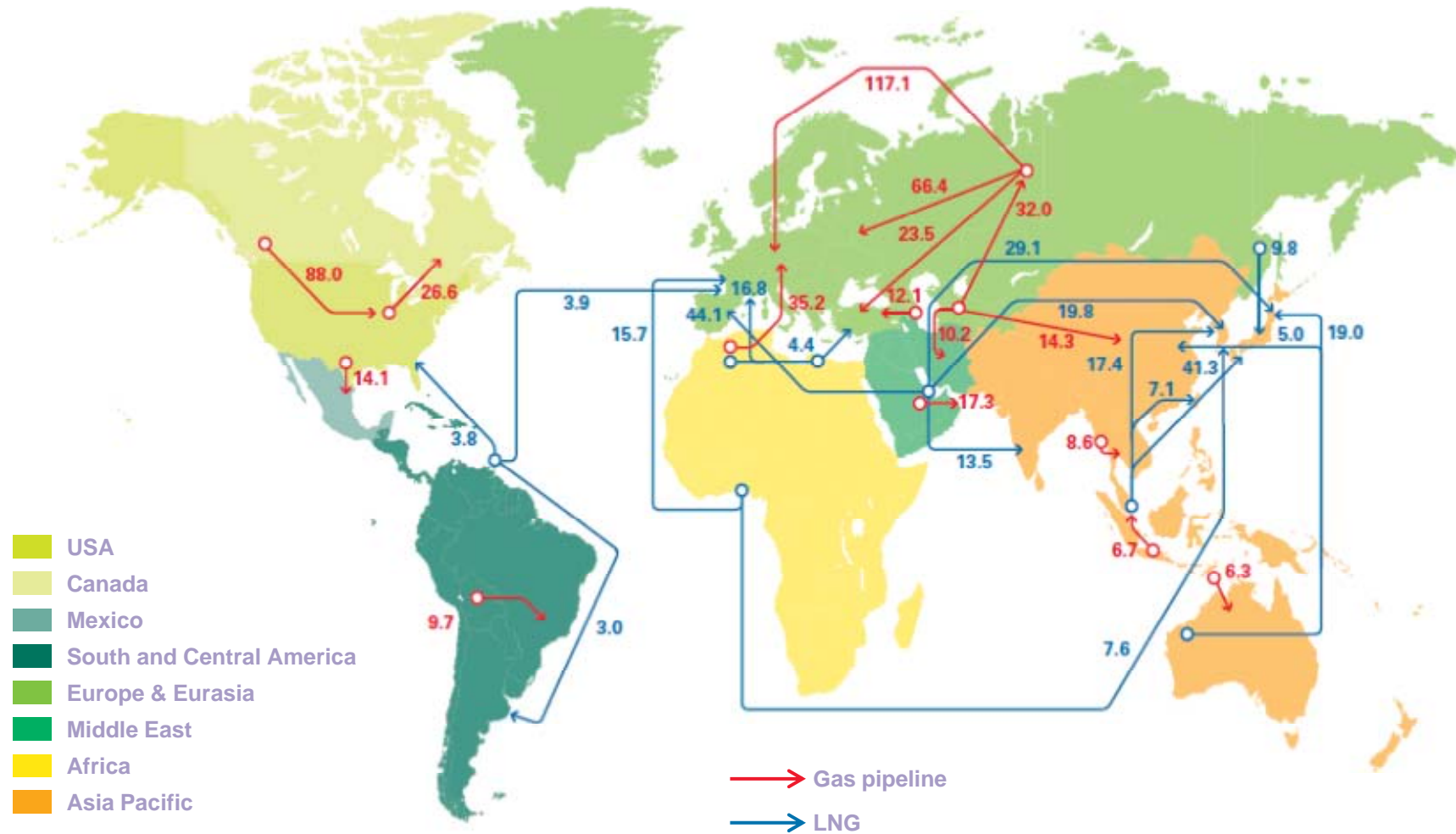
UPDATE FROM HQ

GDF SUEZ

15 October 2013

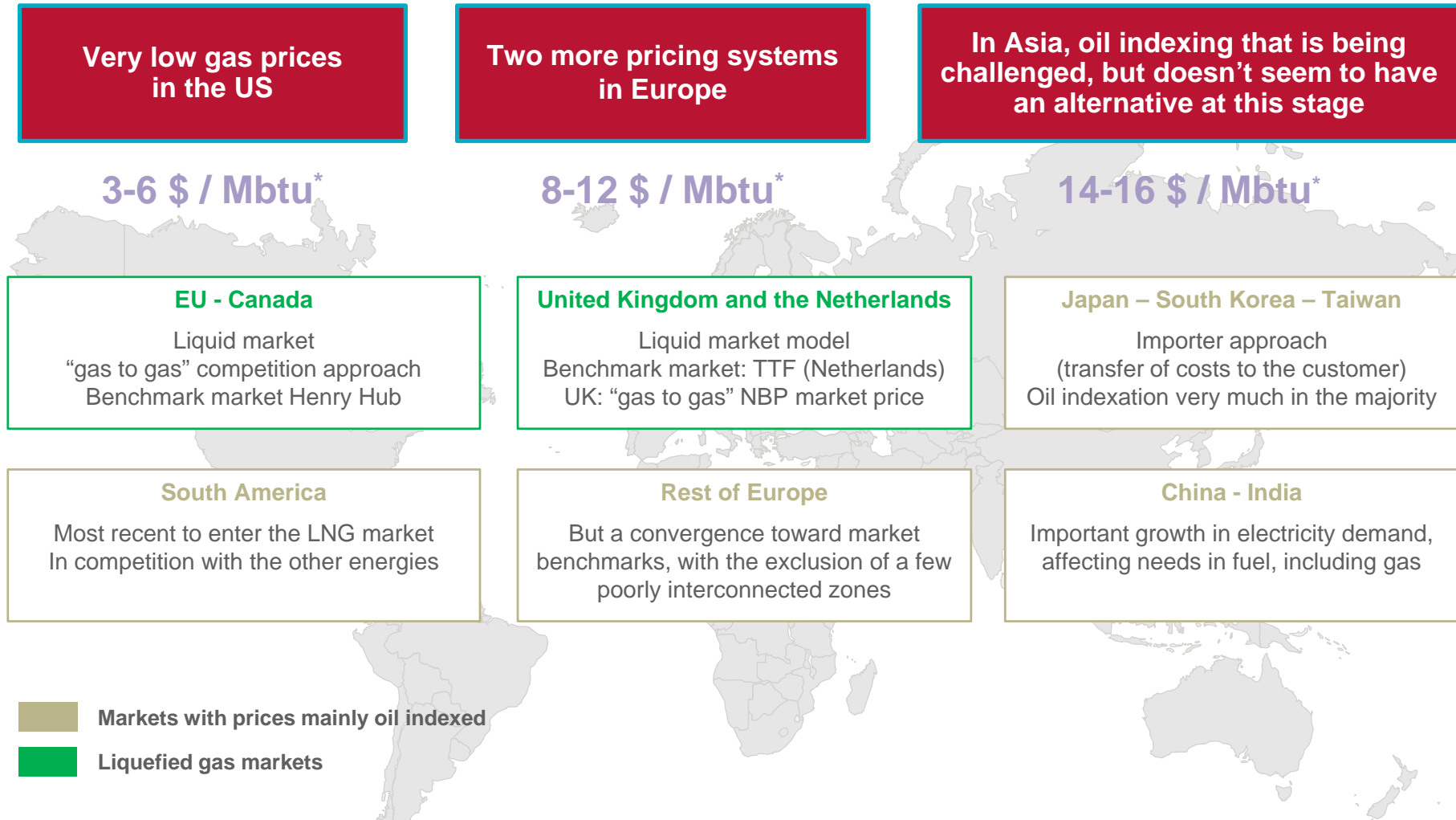
Global exchanges intensify, mainly through LNG

Main natural gas exchanges in the world in 2011 (Gm³)



Sources: Cedigaz, CISStat, GIIGNL, Waterborne

Gas prices remain regional despite the growth of LNG



* Mbtu: Million de british thermal unit
(1 Mbtu = 22.5 tonnes of oil equivalent)
Sources: CEEME / GDF SUEZ

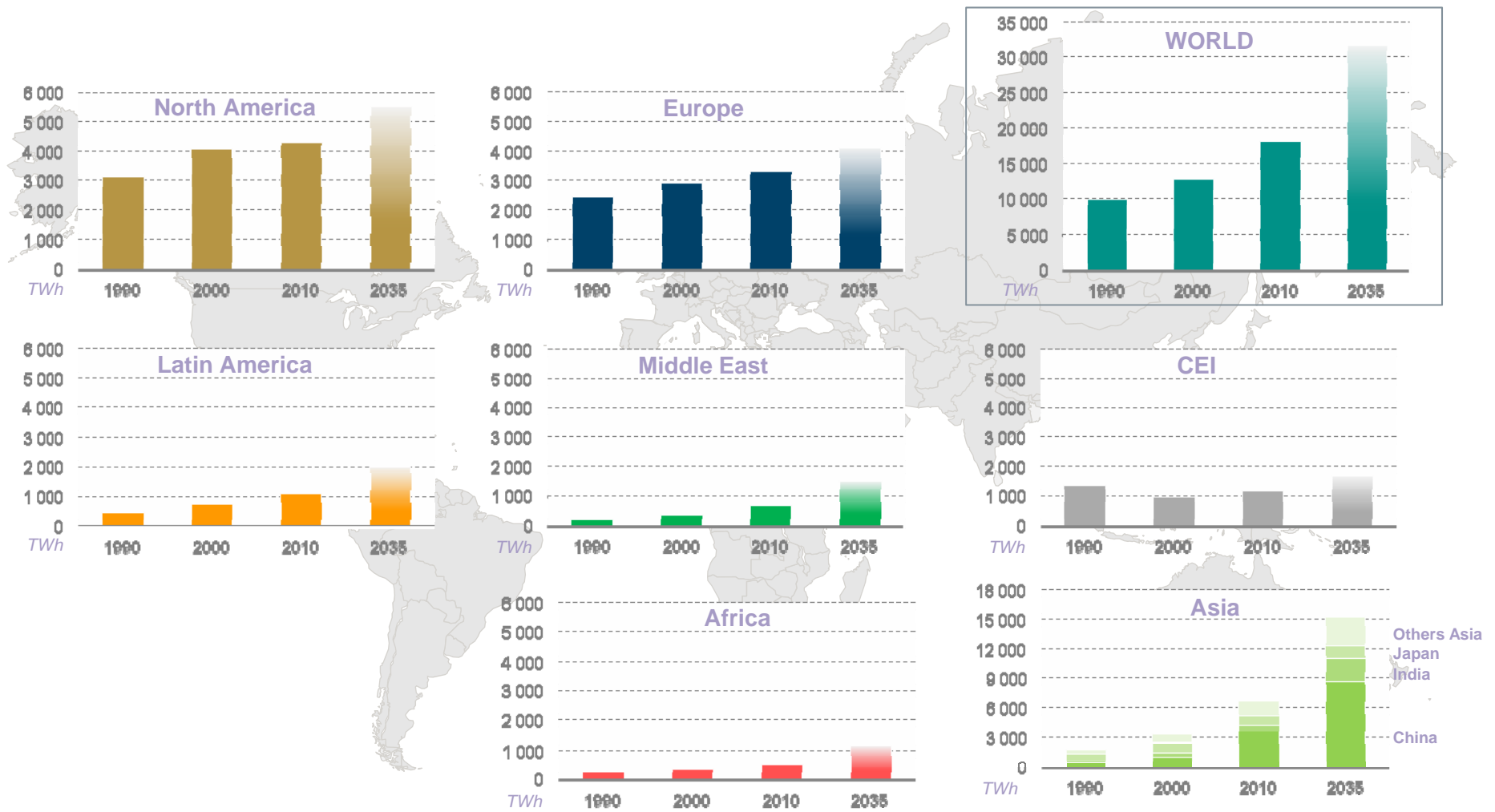
Exploration & Production : Time to market



E&P full cycle present a long time to market. Average discovery to production time in the industry is >10 years for oil and >30 years for gas.

Large difference in electricity needs between global regions

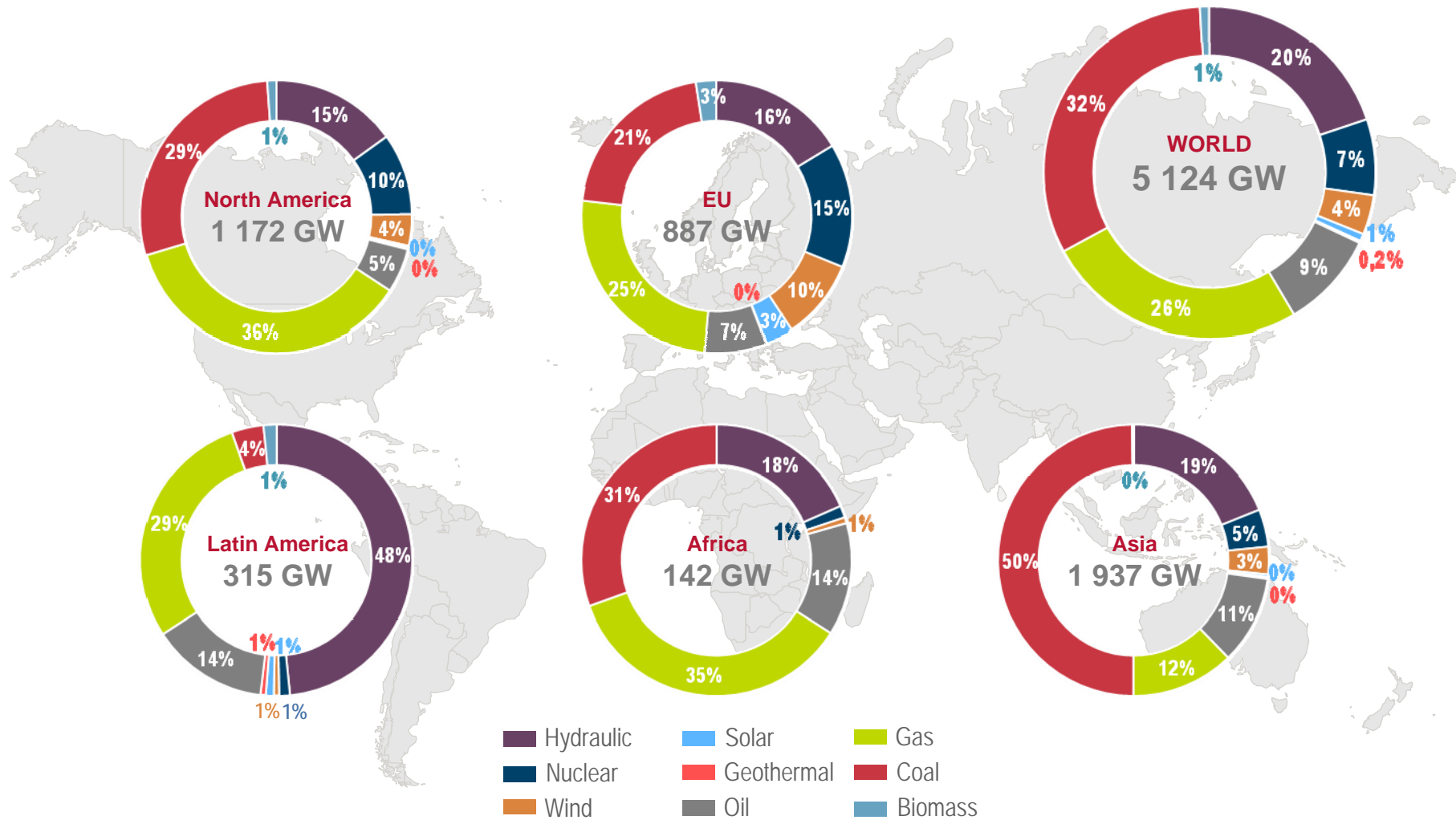
Trends in electricity consumption (TWh)



Sources: Actuals: Enerdata – Forecasts: IEA, WEO 2012

Specific electricity mixes by region depending on energy resources and policies

Breakdown of electricity installed capacities in 2010



Source: Enerdata

CORPORATE NEWS

GDF SUEZ

INTRODUCTION

- Some facts about electricity & gas
- **Energy Systems & Regional Integration**
- Doing business in the international arena
- Investment approach
- **Conclusions**

UPDATE FROM HQ

GDF SUEZ

15 October 2013

CORPORATE NEWS

GDF SUEZ

INTRODUCTION

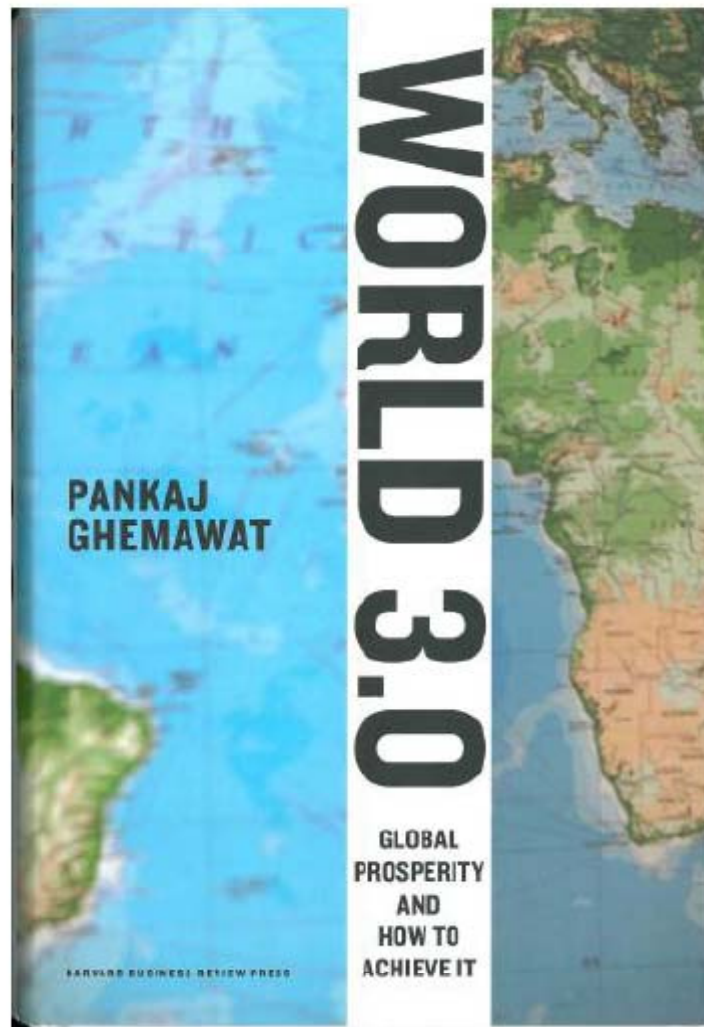
- Some facts about electricity & gas
- Energy Systems & Regional Integration
- **Doing business in the international arena**
- Investment approach
- **Conclusions**

UPDATE FROM HQ

GDF SUEZ

15 October 2013

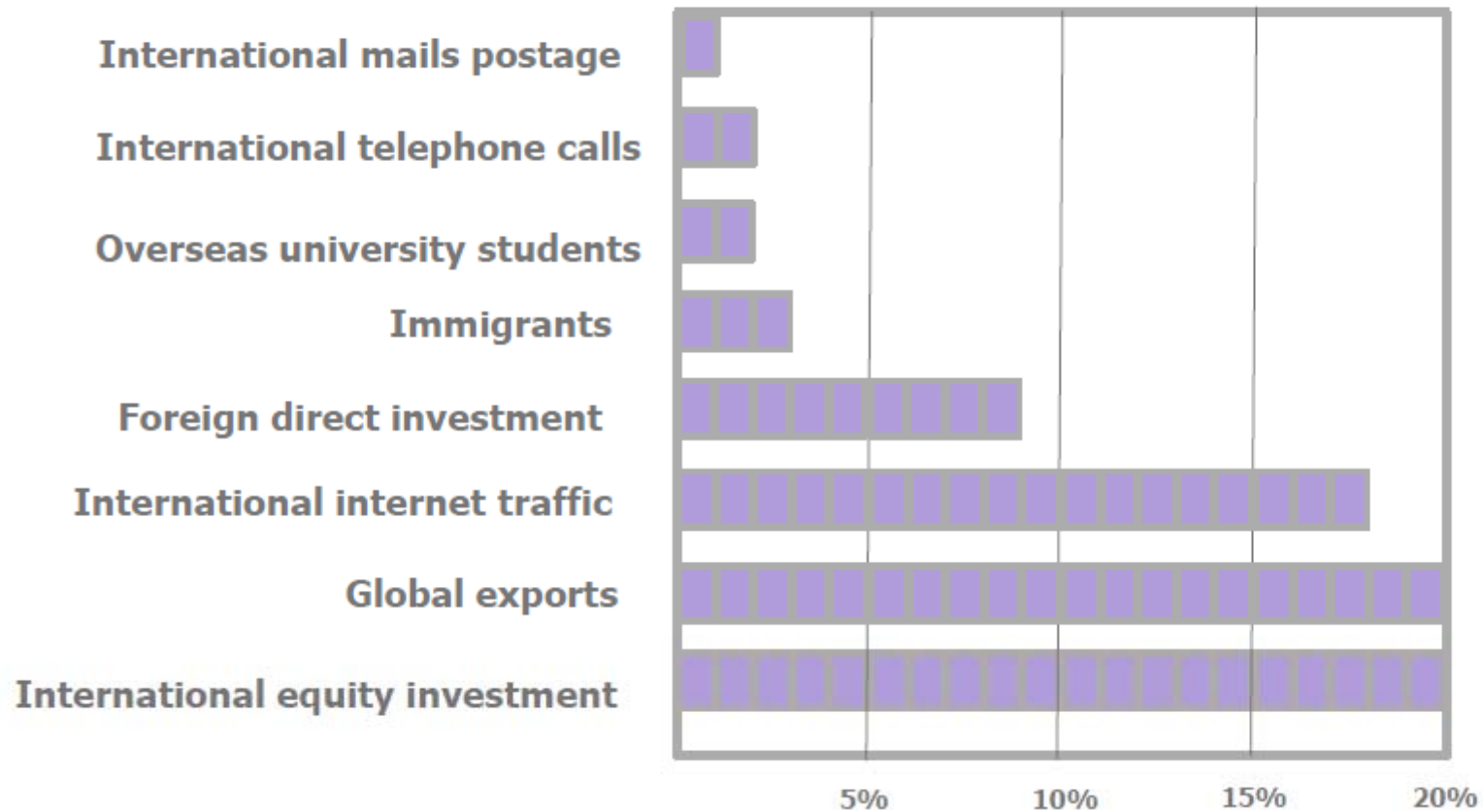
Globalization, a reality ? ... less than we think (1)



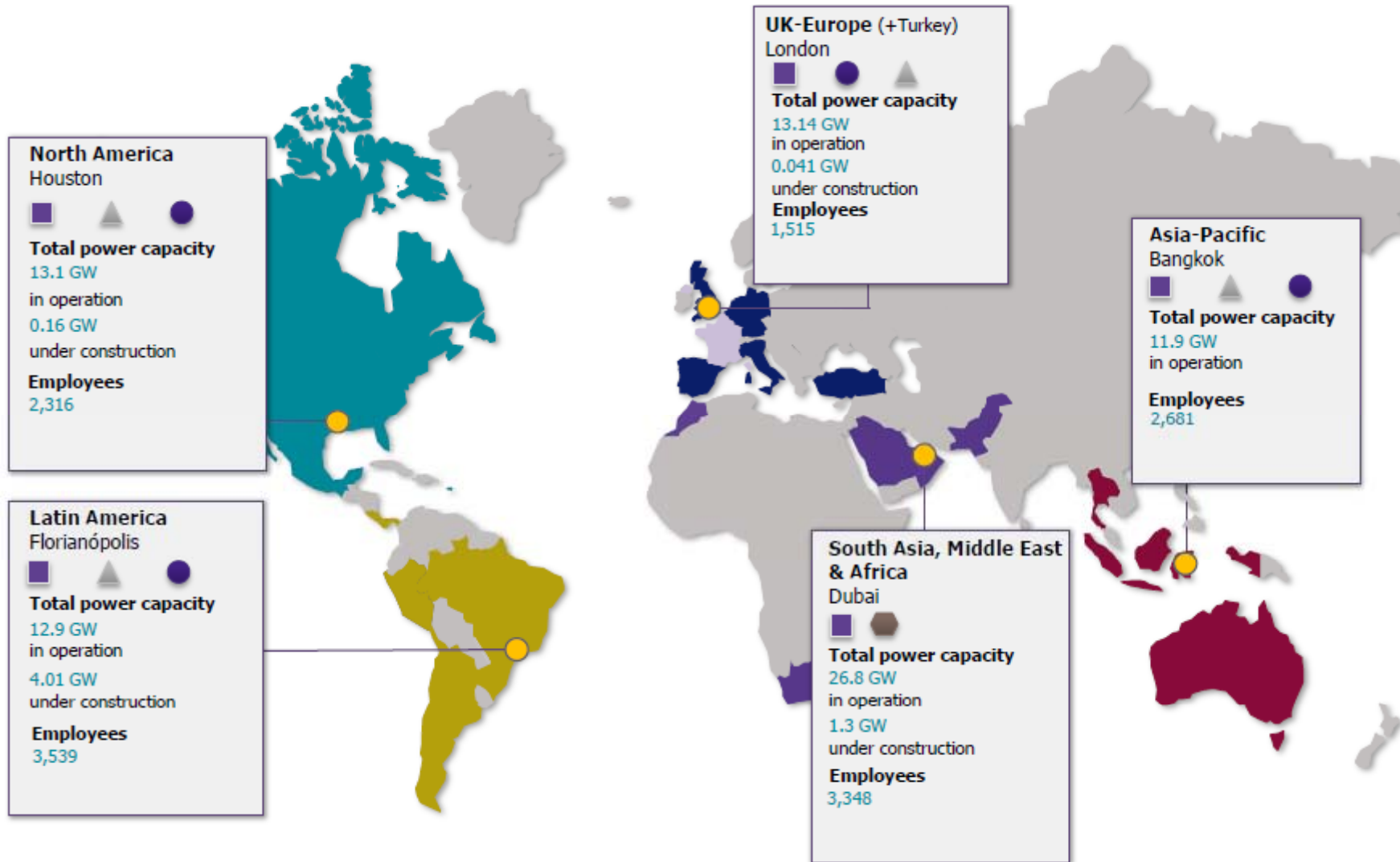
World View	World 0.0: "Wild world"	World 1.0: "Walled world"	World 2.0: "One world"	World 3.0: "A workable world"
Period of emergence	Prehistoric	Age of Enlightenment	Late 20th century	The third millennium
Level of market integration	Subnational markets: local integration	National markets: national integration	Global markets: complete global integration	Semiglobal markets: partial global integration
Geographic structure	Local borders	National borders	None	Borders plus distance: spatiality
Governmental policies	Minimal	Regulator of market failures	Integrator (limited role)	Integrator plus regulator
Business strategies	Local	Domestic / multidomestic	Global standardization	AAA strategies to adjust to, overcome, and harness differences
Individual mindsets	Communitarianism	Nationalism	Cosmopolitanism	Rooted cosmopolitanism (cultural distance)

Source: *World 3.0 - Global prosperity and to achieve it*
By Pankaj Ghemawat

Internationalization levels



... where national borders and other differences continue to affect the intensity of interactions



... but its businesses are in essence local, regional or national



Combined heat and power business in Map Ta Phut, Thailand



Mejillones power plant, Chile

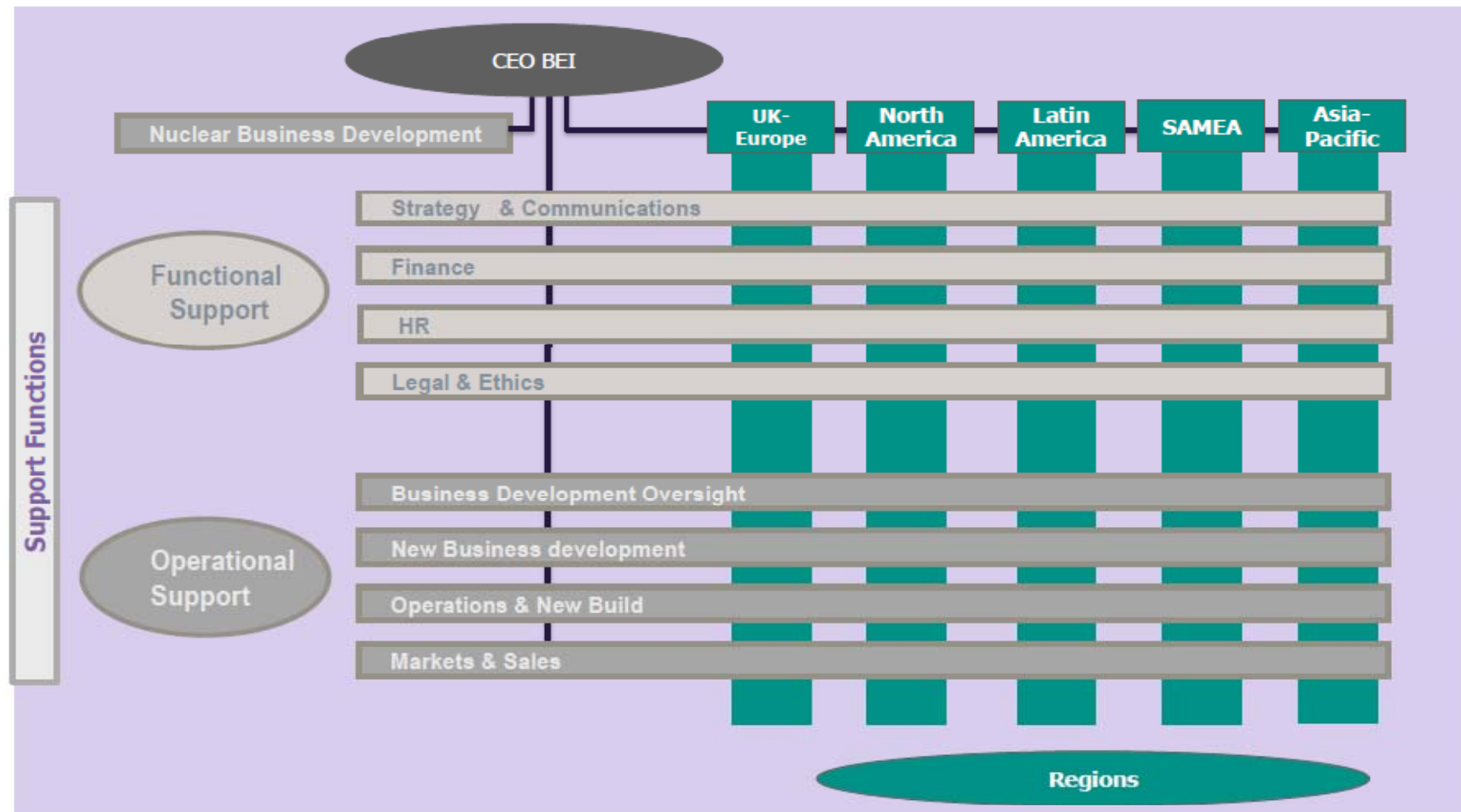


Wise County power plant, Texas, US



Gasoducto Norandino, Chile-Argentina

We pursue a transnational strategy, which we implement through a matrix organisational structure



CORPORATE NEWS

GDF SUEZ

INTRODUCTION

- Some facts about electricity & gas
- Energy Systems & Regional Integration
- Doing business in the international arena
- **Investment approach**
- Conclusions

UPDATE FROM HQ

GDF SUEZ

15 October 2013

CORPORATE NEWS

GDF SUEZ

INTRODUCTION

- Some facts about electricity & gas
- Energy Systems & Regional Integration
- Doing business in the international arena
- Investment approach
- **Conclusions**

UPDATE FROM HQ

GDF SUEZ

15 October 2013

THANK YOU

César ORTIZ SOTELO
VP Deputy Director
International Department
GDF SUEZ
cesar.ortizsotelo@gdfsuez.com