

**BRINGING PEOPLE TOGETHER** 







# GLEVENTS IN 2016

- 7 / Olivier Ginon, Chairman
- 10 / Corporate profile
- 14 / Key figures
- 20 / Corporate governance
- 25 / Olivier Roux, Vice Chairman
- **26** / 2016, in pictures





# GL EVENTS, BUSINESSES & MARKETS

55 / Markets & Strategy

58 / GL events Live

64 / GL events Exhibitions

70 / GL events Venues

77 / Outlook

# GLEVENTS, THE GROUP

81 / Corporate social responsibility

100 / History & Milestones

106 / Shareholder information







OLIVIER GINON CHAIRMAN OF GLEVENTS

2016 was characterised by the stability of our market positions and an improving balance between growth and profitability. Our continuing focus on all our performance drivers led to improvements in the current operating and EBITDA margins.

This entails first and foremost continuing to structure the Group around its integrated model in a manner that is both pragmatic and efficient. In 2016, we accordingly divested certain unprofitable businesses that were adversely impacting our results.

This approach that might be characterised as "profitable disengagement" will be continued in 2017. Without these disposals or the discontinuation of businesses representing total revenue of €25 million, our business would have experienced 3% of endogenous growth. GL events' strategy is based on a long-term vision, focusing on a sustainable engagement alongside our customers, suppliers, banking and financial partners, and with investments designed to lay solid foundations for our operations. This is of course the case of Brazil where today we are no longer simply a French group with a local subsidiary but rather a full-fledged Brazilian stakeholder contributing to the country's development by equipping it with cutting-edge infrastructure. The objective is in this way to strengthen the foundations of our operations.

ALL THESE INDICATORS
POINT TO A ANOTHER
YEAR OF PROFITABLE
GROWTH AND IMPROVED
EARNINGS FOR THE
GROUP.

Other performance drivers: a fine-tuned strategy for optimising cost management and efficiencies, rigorous debt management, a vision for the independent development of major events. 2016 offered an excellent illustration of this approach: the 2016 European football championship, the Rio de Janeiro Olympic Games and COP 22 in Marrakesh all provided opportunities to demonstrate our know-how and high quality event engineering and logistics execution. This has further strengthened our market position in the segment of large national and international events. The development of sustainable business volume makes the Group less exposed to cyclical trends. This strategy of ensuring the structural security of our business development operations is based on the complementarity fit of our three divisions, our assets as well as our investments in large-scale infrastructure as for example in Brazil.

2017 begin with a quality edition for Sirha in Lyon, with 25,000 more visitors than in 2015. Looking ahead, business momentum is positive: the order book of our trade shows and fairs and our sites in terms of the organisation of corporate, cultural, economic or sports events is promising. Sao Paulo Expo is now operational, the Commonwealth Games are in the line-up for 2018, we have a solid foothold in China and will continue our expansion in South America... All these indicators point to another year of profitable growth and improved earnings for the Group. GL events remains solidly positioned, based on its organisation and culture of ethical action, a wealth of talent and the enthusiasm of its employees for their profession, driven by a desire to create and innovate. More than ever, our mission is creating opportunities for people to come together by offering them venues and installations where they are made to feel genuinely welcome.

Olivier Ginon Chairman of GL events



# GL EVENTS IN 2016

- 10 / CORPORATE PROFILE
- 14 / KEY FIGURES
- 20 / CORPORATE GOVERNANCE
- 25 / OLIVIER ROUX, VICE CHAIRMAN
- 26 / 2016, IN PICTURES

# A GLOBAL PLAYER IN THE WORLD OF EVENTS

GL events is a world-class provider of integrated solutions and services for events operating across the three main market segments:

- conventions, conferences, congresses,
- cultural, sports, institutional, corporate and political events,
- trade shows, exhibitions and consumer fairs.

The Group operates on behalf of a broad range of public and private customers in France and throughout the world: companies, institutions, event organisers. It assists them at every stage of the process from defining their event strategies or concepts to final implementation in the field. Working alongside public authorities, it contributes to policies designed to promote the attractiveness of territories and economic development. This is achieved by integrating a dynamic and ambitious approach in the management of venues entrusted to it and the events organised.

Present on five continents with operations in more than 20 countries, in 2016 GL events had 3,934 employees and revenue of €953 million. GL events is listed on Euronext Paris, Segment B (mid caps).

## THREE STRATEGIC BUSINESSES DIVISIONS

**GL events Live's** expertise covers all trades and services for corporate, institutional and sports events. This means that teams can provide turnkey solutions from consulting and design to staging the event itself.

**GL** events Exhibitions manages and coordinates the Group's portfolio of more than 300 proprietary trade fairs and events covering a wide range of sectors: food industry, culture, textiles and fashion, manufacturing...

**GL events Venues** manages a network of 40 venues (convention and exhibition centres, concert halls and multi-purpose facilities) in France and international destinations.

#### AN INTERNATIONAL GROUP

Since the early 2000s, GL events has been a top-tier global provider of solutions and services for events, supported by solid pillars:

- a strategy of selective and sustainable local bases of operations to capture international growth, today reflected by more than 90 offices spanning five continents branches, sales offices or venues managed under concession agreements implemented by building alliances with top-tier local partners or acquiring structures with strong positions in their market;
- participation in large global events: Olympic Games, world cups, international meetings... for which GL events has a track record of success as an industry benchmark based on the quality of its services;
- a capacity to manage multi-national teams and projects.

#### **CONTINUING GROWTH MOMENTUM**

Since its creation, GL events has continue to grow in a coherent and selective manner by effectively leveraging its key strengths:

- an integrated business model with synergies across the Group's three major businesses in order to optimise performances and enhance complementarities throughout the world:
- a solid base in its domestic market that has expanded from France to Europe, building on the strengths of mature markets:
- pursuing opportunities in emerging markets with strong growth potential;

"A WORLD-CLASS
PROVIDER OF INTEGRATED
EVENT SOLUTIONS AND
SERVICES IN THE THREE
MAIN MARKETS."

EMPLOYEES
(33% OUTSIDE OF FRANCE)

IN REVENUE (49% FROM INTERNATIONAL MARKETS)

OVER OFFICES THROUGHOUT THE WORLD

PROPRIETARY TRADE SHOWS AND EVENTS

VENUES UNDER MANAGEMENT
(WITH A COMBINED PUBLIC
ACCESS AREA OF 1.2 MILLION M²)

OVER 200 EVENTS STAGED

OVER 4 7 0 0 EVENTS DESIGNED AND EQUIPPED

OVER MILLION VISITORS AND EXHIBITORS

- powerful logistics capabilities that today cover the full event production cycle from sourcing, manufacturing to assembly, making it possible to produce and deliver equipment within very tight deadlines;
- a focus on innovation in all its spheres of intervention: creation of equipment integrating sustainable development requirements, implementing the digital transformation in all areas of the company (services, offerings, etc.), monitoring developments to identify future trends, collaborating with creators, designers, architects, etc.

#### **COMPELLING ASSETS**

GL events has significant assets that bolster its standing as a market leader, provide differentiation in the worldwide event landscape and reinforce the confidence of its stakeholders:

- a brand offering name recognition that conveys an image combining the strengths of rigorous standards, a culture of respecting promises and high quality services,
- cutting-edge know-how covering every facet of event organisation,
- trade shows and fairs with strong name recognition,
- a network of venues.
- a perfectly adapted equipment portfolio.







# 2016, CONTINUING GROWTH MOMENTUM

Against the backdrop of an unfavourable global environment for event-related activities, GL events met its growth target for like-for-like annual sales despite unfavourable global economic conditions for the event industry, particularly in France that continues to account for half the Group's revenue. International markets remained a major growth driver. This includes jumbo events (Rio Olympic Games, COP22 in Morocco), the development of subsidiaries (inauguration of São Paulo Expo) and establishing strategic footholds to seize on future opportunities (joint-venture in China).

The disposal of unprofitable business units had an impact of €24 million on Group revenue though with a positive effect on profitability starting in 2016.

The Group continued to focus on controlling costs and achieving an optimal balance between profitability and growth. EBITDA amounted to  $\[ \in \]$ 130 million, the operating margin further improved, increasing to 8.32%, operating profit rose to  $\[ \in \]$ 77.1 million (+11.5% in relation to 2015) and net income attributable to equity holders of the parent to  $\[ \in \]$ 31.9 million (+3.4%).

In 2016, the Group's net investments in property, plant and equipment in the amount of €131 million concerned primarily €96 million for GL events Venues (completion of work at São Paulo and Rio de Janeiro), €35 million for GL events Live (of which €10 million for the medium term structure leasing business generating an ROCE above the Group level). The impact of these investments on net debt at 31 December 2016 was €392 million. This amount will be gradually reduced in 2017 and 2018 through cash flow generation from invested assets and a significant reduction in the capital spending budget excluding potential acquisitions. The debt maturity profile was furthermore adapted to the long-term strategic assets with notably the completion of a €100 million private placement bond issue. Gearing declined to 88.1% (from 100.4% in 2015) and the net debt/ EBITDA ratio also improved from 3.23 to 3.01.

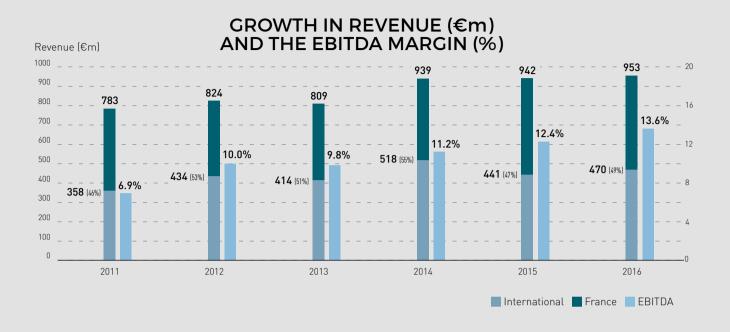
# OPERATING HIGHLIGHTS FOR THE THREE BUSINESS DIVISIONS

As a provider of services for events, **GL events Live** had revenue of €500.5 million in 2016 highlighted by both large events – the Rio Olympic Games, the 2016 European football championships and COP 22 – but also a high level of recurrence for services delivered in the sector of trade shows and fairs/exhibitions and local, regional and national events. 2016 in particular provided opportunities to demonstrate the Group's know-how in the area of signage at all international events. In addition, the LOU Rugby club signed a 60-year emphyteutic lease for the management of the Lyon Gerland stadium.

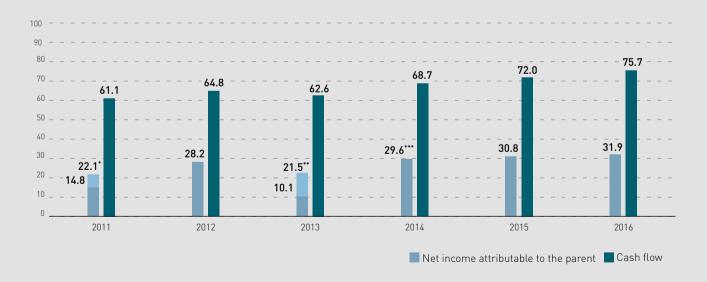
With a portfolio of more than 300 proprietary shows and events, **GL events Exhibitions** had €140 million in revenue, up 1% from 2014 (€134 million), also an off-year in the biennial cycle. The main exhibitions registered excellent performances in Europe – Equita, Première Vision, Piscine Global – with a positive trend for future years in terms of number of visitors.

GL events Venues, the division managing the international portfolio of venues, contributed €307.6 million in revenue, up 6.2 %, and with organic growth of 10.7 %. The Group venues – Barcelona and Budapest in particular – demonstrated strong commercial momentum. With the opening of Sao Paulo Expo and the successful launch of the first edition of the auto show, revenue for this division reached a record level in billings in the last quarter of 2016 of €95 million. In China, the Group entered into a joint venture with the Yuexiu Group to manage a convention centre in Guangzhou. In Lyon, the operating lease for Eurexpo was renewed for a 30 year term.

"BY REDUCING GROUP DEBT ALLOWS, IT IS ABLE TO FINANCE A LONG-TERM STRATEGY TO PROMOTE DEVELOPMENT AND THE ATTRACTIVENESS OF REGIONS."



#### NET INCOME ATTRIBUTABLE TO EQUITY HOLDERS OF THE PARENT (€m) AND CASH FLOW (€m)



<sup>\*</sup> RESTATED FOR NET PROCEEDS FROM A BUSINESS DISPOSAL AND THE EXCEPTIONAL PROVISION FOR THE 2010 COMMONWEALTH GAMES CONTRACT.

<sup>\*\*</sup> RESTATED TO ELIMINATE THE EXCEPTIONAL PROVISION FOR GOODWILL.

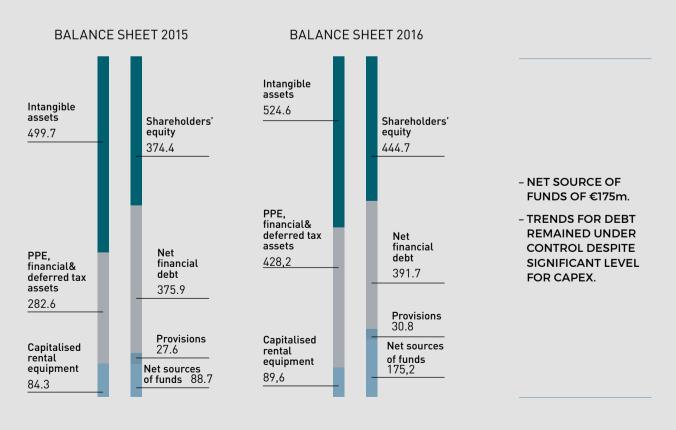
<sup>\*\*\*</sup> RESTATED TO ELIMINATE THE IMPACT OF IAS 8.

### **CONSOLIDATED INCOME STATEMENT HIGHLIGHTS (€m)**

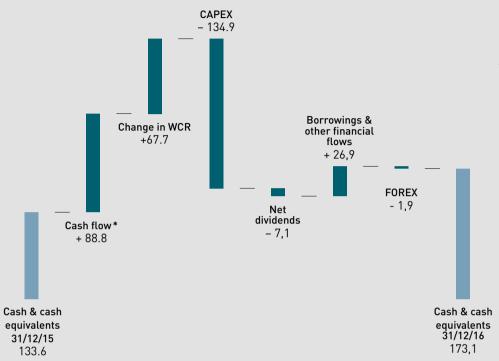
	2016	2015
REVENUE	953.0	942.4
EBITDA	130	116.7
CURRENT OPERATING INCOME	79.3	71.7
OPERATING PROFIT	77.1	69.1
NET FINANCIAL INCOME	- 17.2	- 12.5
INCOME TAX	- 22.7	- 18.6
NET INCOME OF CONSOLIDATED COMPANIES	37.2	38.1
EQUITY-ACCOUNTED INVESTEE AND NON-CONTROLLING INTERESTS	- 5.3	- 7.3
NET INCOME ATTRIBUTABLE TO THE GROUP	31.9	30.8

- CURRENT OPERATING MARGIN: 8.3% (7.6% IN 2015).
- NET INCOME ATTRIBUTABLE TO THE GROUP: +3.4%.

## **CONSOLIDATED BALANCE SHEET HIGHLIGHTS (€m)**



### **CASH FLOW HIGHLIGHTS (€m)**



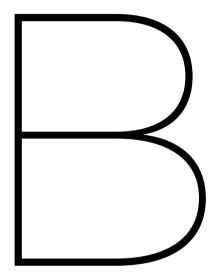
- \* CASH FLOW BEFORE FINANCING COSTS 9,3 % OF SALES (9,0 % IN 2015).
- INVESTMENTS
  IN LONG-TERM
  ASSETS: SÃO PAULO
  EXPO, PAVILLON 6
  RIOCENTRO, ARENA
  RENOVATION.

**BOSPHORUS CROSS CONTINENTAL SWIMMING - ISTANBUL, TURKEY** 









# BOARD OF DIRECTORS

#### Olivier Ginon

#### **CHAIRMAN AND CHIEF EXECUTIVE OFFICER**

Born on 20 March 1958. Appointed by the ordinary general meeting of 24 April 1998, reappointed by the ordinary general meeting of 29 April 2016, for a term expiring at the end of the annual general meeting called in 2020 to approve the financial statements for the year ending 31 December 2019.

#### Olivier Roux

#### **DIRECTOR - VICE CHAIRMAN**

Born on 11 June 1957. Appointed by the annual general meeting of 24 April 1998, reappointed by the annual general meeting of 29 April 2016, for a term expiring at the end of the shareholders' meeting called in 2020 to approve the financial statements for the fiscal year ending 31 December 2019.

#### Yves-Claude Abescat

#### DIRECTOR

Born on 28 May 1943. Appointed by the combined general meeting of 16 May 2008 and reappointed by the by combined general meeting of 26 April 2013 until the close of the annual general meeting called in 2017 to approve the financial statements for the fiscal year ending 31 December 2016. Independent Director. Yves-Claude Abesca is Chair of the Audit Committee and a Nominating and Remuneration Committee member.

#### Aquasourça

(a public limited company incorporated under and governed by Luxembourg law)

#### DIRECTOR

Represented by Sophie Defforey-Crepet.

Born on 21 February 1955. Co-opted by the Board of Directors on 11 December 2015, replacing the company Aquasourca (a société anonyme or public limited company incorporated under and governed by French law), having resigned, for the remainder of the term of office of the latter, or until the end of the annual general meeting called in 2016 to approve the financial statements for the period ending 31 December 2017. The appointment of Aquasourça (Luxembourg) was ratified by the company's general meeting of 29 April 2016 (10th resolution). Independent Director – Nominating and Remuneration Committee member.

#### Ming-Po Cai

#### DIRECTOR

Born on 26 March 1969. Appointed by the combined general meeting of 29 April 2011, reappointed by the combined general meeting of 30 April 2015, for a term expiring at the end of the annual general meeting called in 2019 to approve the financial statements for the fiscal year ending 31 December 2018. Independent Director.

#### Anne-Sophie Ginon

#### **DIRECTOR**

Born on 18 August 1983. Appointed by the ordinary general meeting of 25 April 2014 until the close of the annual general meeting called in 2018 to approve the financial statements for the year ending 31 December 2017. CSR Committee Member.

#### SOFINA (SA)

(incorporated under and governed by Belgian law)

#### DIRECTOR

Represented by Richard Goblet d'Alviella. Born on 6 July 1948. Appointed by the annual general meeting of 29 April 2016 for a term of four years ending at the close of the annual general meeting to be called in 2020 to approve the financial statements for the year ending 31 December 2019

#### Gilles Gouedard-Comte

#### DIRECTOR

Born on 15 July 1955. Appointed by the combined general meeting of 14 June 1996, reappointed by the combined general meeting of 25 April 2014, for a term expiring at the end of the annual general meeting called in 2018 to approve the financial statements for the year ending 31 December 2017. Independent Director.

#### Anne-Céline Lescop

#### DIRECTOR

Born on 17 June 1983. Appointed by the ordinary general meeting of 25 April 2014 until the close of the annual general meeting called in 2018 to approve the financial statements for the year ending 31 December 2017. CSR Committee Member.

#### Philippe Marcel

#### DIRECTOR

Born on 23 November 1953. Appointed by the combined general meeting of 11 July 2003, reappointed by the combined general meeting of 30 April 2015, for a term expiring at the end of the annual general meeting called in 2019 to approve the financial statements for the fiscal year ending 31 December 2018. Compensation and Nomination Committee Chairman. Independent Director.

#### Marc Michoulier

#### DIRECTOR

Born on 12 September 1956. Appointed by the Ordinary General Meeting of 25 April 2014 until the close of the Annual General Meeting called in 2018 to approve the financial statements for the year ending 31 December 2017. Independent Director.

#### Fanny Picard

#### DIRECTOR

Born on 4 August 1968. Appointed by the combined general meeting of 30 April 2015, i.e. for a term expiring at the end of the annual general meeting called in 2019 to approve the financial statements for the year ending 31 December 2018. Independent Director

#### Érick Rostagnat

#### **DIRECTOR**

Born 1 July 1952. Appointed for the first time by the combined general meeting of 20 June 2002, reappointed by the combined general meeting of 25 April 2014, for a term expiring at the end of the shareholders' meeting called in 2018 to approve the financial statements for the fiscal year ending 31 December 2017.

#### Sophie Servaty

#### DIRECTOR

Born on 4 July 1972. Appointed by the combined general meeting of 29 April 2016, for a term expiring at the end of the annual general meeting called in 2020 to approve the financial statements for the year ending 31 December 2019.

#### Nicolas de Tavernost

#### DIRECTOR

Born on 22 August 1950. Appointed by the Combined General Meeting of 16 May 2008, reappointed by the Combined General Meeting of 25 April 2014, for a term expiring at the end of the Annual General Meeting called in 2018 to approve the financial statements for the year ending 31 December 2017. Independent Director.

#### Caroline Weber

#### DIRECTOR

Born on 14 December 1960. Appointed by the combined general meeting of 29 April 2011, reappointed by the combined general meeting of 25 April 2014 for a term expiring at the end of the annual general meeting called in 2018 to approve the financial statements for the year ending 31 December 2017. Independent Director. Audit Committee member. CSR Committee Member.

#### **AUDITORS**

#### STATUTORY AUDITORS

Mazars Maza Simoens

#### **DEPUTY AUDITORS**

Raphael Vaison de Fontaube Olivier Bietrix



Olivier Ginon CHAIRMAN



Olivier Ferraton
DEPUTY MANAGING
DIRECTOR
CEO GL EVENTS LIVE



Olivier Roux VICE CHAIRMAN



Jean-Eudes Rabut MANAGING DIRECTOR GL EVENTS VENUES



EXECUTIVE

COMMITTEE

Philippe Pasquet MANAGING DIRECTOR GL EVENTS EXHIBITIONS



Érick Rostagnat
MANAGING DIRECTOR
CORPORATE FINANCE
& INVESTOR RELATIONS



Frédéric Regert
MANAGING DIRECTOR
IN CHARGE OF GL EVENTS
LIVE ACTIVITIES



Stéphane Hue
CHIEF STRATEGY AND
BUSINESS DEVELOPMENT
OFFICER



Sylvie Fouillouse CHIEF HUMAN RESOURCES OFFICER



Gaultier de la Rochebrochard GROUP GENERAL COUNSEL



Bruno Lartigue
EXECUTIVE COMMITTEE
SECRETARY
CHIEF PUBLIC AFFAIRS
OFFICER



**PLAYSTATION - JOHANNESBURG, SOUTH AFRICA** 

#### **EXECUTIVE COMMITTEE**

The executive committee examines potential acquisitions in order to make recommendations to the Board of Directors and is responsible for the overall implementation of the Group's business development strategy and internal control policy. It also oversees the management of the Group's business divisions.

#### **BUSINESS DIVISION COMMITTEES**

The Business Division Committees are comprised of the heads of each business unit and oversee the finances and operations of each of the companies under their purview. They also seek to optimise commercial synergies among Group business lines.

#### INTERNATIONAL COMMITTEE

The International Committee meets quarterly as a forum for pooling efforts and exchanging ideas, projects and advances made by each subsidiary outside France with the objective of creating synergies and strengthening the Group's presence in global markets.

#### **AUDIT COMMITTEE**

Comprised of three independent directors, this committee participates in preparing the meetings of the Board of Directors responsible for ruling on the corporate and consolidated semi-annual and annual financial statements. Its principal mission is to assure the pertinence and consistency of accounting principles applied by the company and

ensure that the procedures of reporting and control are adequate. It is also responsible for overseeing the selection of statutory auditors.

Finally, it assesses the risks incurred by the Company and monitors internal control procedures. To this purpose, it is provided with reports summarising the controls carried out in the year.

#### **INVESTMENT COMMITTEE**

The investment committee reviews and decides whether to approve any investments that are either above certain set amounts or not included in initial budgets.

# NOMINATING AND REMUNERATION COMMITTEE

Comprised of three independent directors, the Compensation and Nominating Committee is responsible for reviewing the Group's compensation policy, and more specifically for managers, as well as proposals for stock option and restricted stock (bonus share) awards. It is informed of the arrival and departure of key managers and consulted on the appointment and renewal of the terms of directors and officers.

# CORPORATE SOCIAL RESPONSIBILITY COMMITTEE

Comprised of two directors, the CSR Committee meets every quarter to review the Group's CSR strategy and in particular, CSR reporting.





OLIVIER ROUX
VICE CHAIRMAN OF GLEVENTS

From Europe to Latin America and including Africa, 2016 provided GL events with an opportunity to confirm its stature as a world-class contributor to major international meetings.

In parallel, significant initiatives have given the Group solid strengths for maintaining its growth momentum: the inauguration of the Strasbourg and São Paulo Expo venues, laying the foundation stone for the Metz convention centre, the signature of a joint venture agreement in China... The year was dynamic in all our areas of activity. Consolidating the performances of the previous years, France remained a solid market, accounting for 51% of total revenue.

However, GL events also remains a distinctly international group; as exemplified by the accomplishments of our different subsidiaries in more than 20 countries.

In a period characterised by steady margins and recurrent business for services, GL events leveraged the synergies between its teams by deploying its wide range of expertise to contribute to the year's three jumbo events: the 2016 European football cup, the Summer Olympic Games and COP 22 in Marrakesh. The European football championship in particular allowed us to showcase our know-how in the area of signage and, more generally, to demonstrate the extensive range of services we are able to provide for these major events. COP 22 represented another large-scale deployment covering an area of around 25 hectares, including the production of all buildings and installations capable of receiving 15,000 people. A project of the scale of a city, where GL events was tasked with the overall management and coordination for all participants.

With an exceptional network of 40 venues worldwide, GL events Venues had a double-digit operating margin based on strong organic growth.

This division strengthened the positions of the network in Northern and Eastern France, in Valenciennes, Strasbourg and Metz. The lease for Eurexpo Lyon was renewed for a 30-year term. This strong momentum was also manifest in international markets as exemplified by the diversity and quality of the events hosted.

At a comparable biennial cycle, GL events Exhibitions showed growth in relation to 2014 with a solid improvement in the operating margin.

It registered important successes in international markets, the Rio Beer Fest, the spinoff events of Sirha and selection events for the Bocuse d'Or and World Pastry-Making Championship – and has confirmed in France its role as a major player and contributor to the industry sectors in which it operates.

The prospects are rich, open and diverse. Our teams are focused on achieving the successes of tomorrow. Our offerings are evolving and adapting to new demands. Our ambition is to maintain our positions as a major industry reference in the global event industry by combining commercial agility, a culture of business excellence and the quality of our assets.

Olivier Roux Vice Chairman of GL events

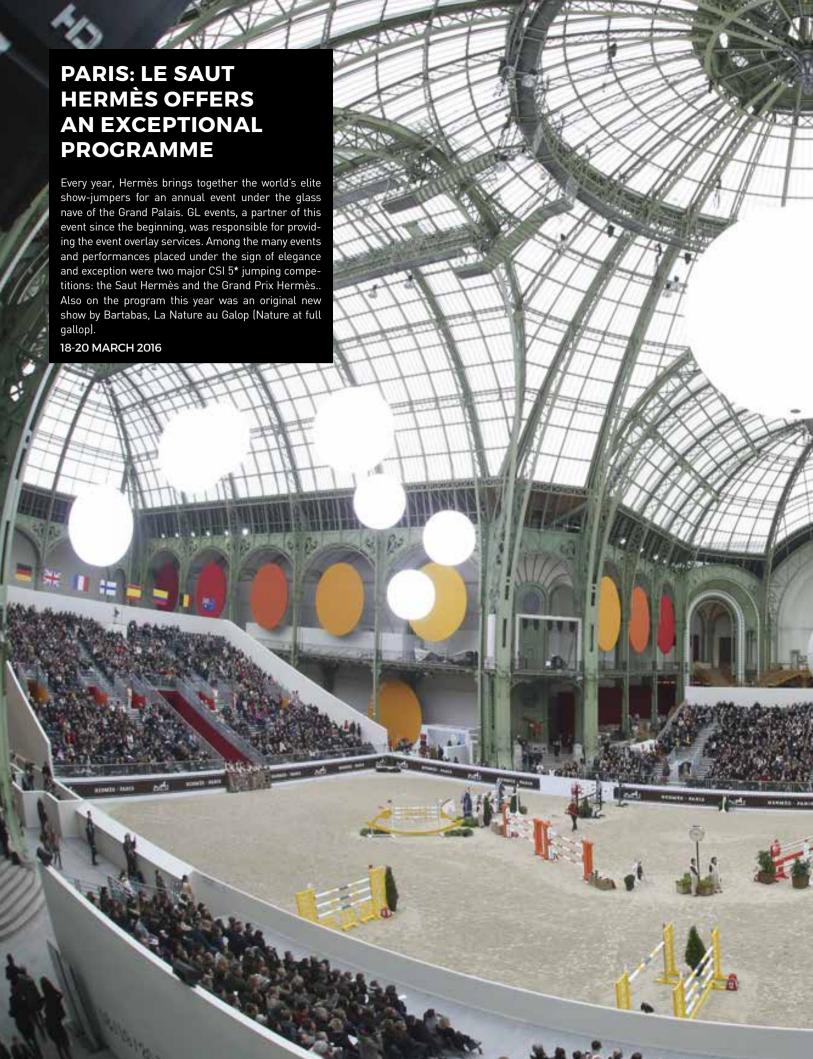
# ANNUAL HIGHLIGHTS









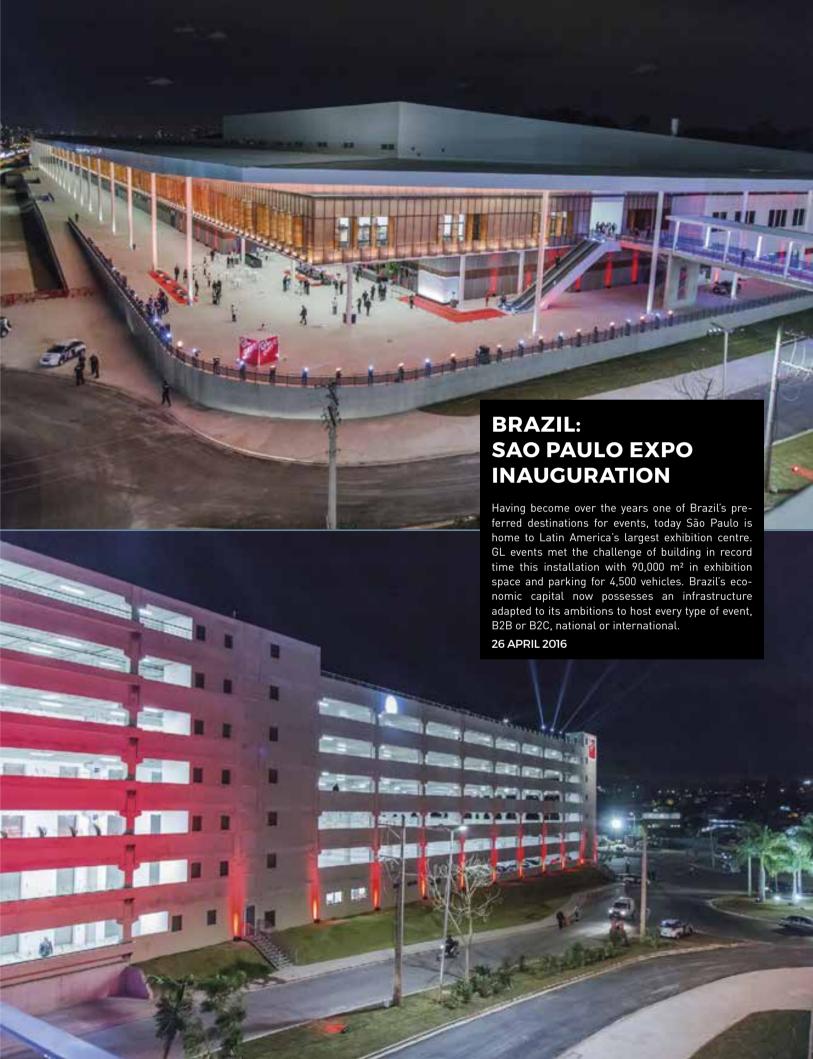












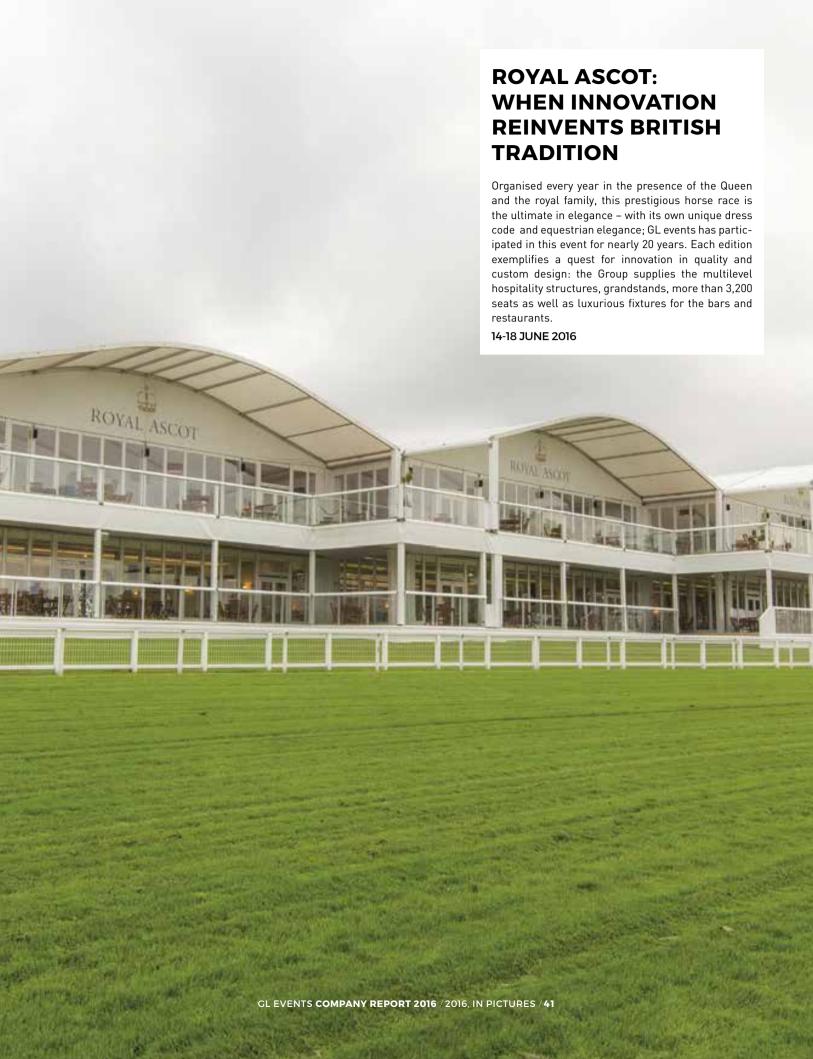


































## GLEVENTS, BUSINESSES & MARKETS

55 / MARKETS & STRATEGY

**58** / GL EVENTS LIVÉ

64 GLEVENTS EXHIBITIONS

**70** //CL EVENTS VENUES

**77**///OUTLOOK/



## AN ORIGINAL AND WINNING INTEGRATED BUSINESS MODEL

From its inception, GL events deployed a business model, unique in the event universe. Expanding from its initial core business, services, the Group then added in two complementary sectors: event organisation and venue management. This strategy allowed it to become the sole truly global player operating in this market. Today it has an established reputation as a partner of choice for major principals/decision-makers such as regional and local governments.

This integrated approach promotes synergies across different business lines. In this manner, the delivery of high added value services can be coordinated from a single entry point. It also promotes a unified corporate image for the Group clearly understood by its partners.

This model demonstrated its effectiveness from the start, generating momentum for both internal and external growth and ensuring profitable operations by optimising asset turnover across business lines.

It also structures GL events' international strategy. This approach is exemplified by Brazil where GL events has become a global provider in the Brazilian event industry market by developing simultaneously across its three strategic business units, Live, Venues and Exhibitions.

#### "GL EVENTS IS THE ONLY GLOBAL PLAYER IN THE MARKET."

#### AGROMASHEXPO - HUNGEXPO, BUDAPEST, HUNGARY







# **GL EVENTS LIVE:**A GLOBAL SOLUTION

GL events Lives' mission is assisting companies, institutions, local governments and event organisers in developing their strategy and designing and staging their events.

Combining event communications consulting and services, the Live division in this way offers all solutions necessary to successfully produce an event.

## COVERING THE ENTIRE EVENT SERVICES CHAIN

The event consulting agency, Live! by GL events, assists customers in defining and implementing their communication strategy. Dedicated teams then address the full range of service needs: the construction of temporary facilities hosting the public (structures and temporary grandstands), fixtures (stands, energy, furniture, signage, audio-visual, etc.) and finally, reception services (hospitality services, food and beverage).

The quality department facilitates synergies through projects for continuing improvement and development. The quality and performance of organisations have in this way been recognised by certifications for a number of years. ISO 9001 (quality) for temporary and long-lasting structures and grandstands, temporary buildings in the United Kingdom, equipment rental, NF Services Prestataire d'accueil (a French quality level) for the hospitality services agency.

The sustainable development commitment is also highlighted by ISO 20121 certification for temporary structures and grandstands and GL events Audiovisual.

## A REPUTATION FOR EXPERTISE AND RELIABILITY

GL events Live combines a number of decisive strengths which establish its position as an international leader in the production of events: multidisciplinary expertise, a successful track record in being selected for and delivering the most complicated and demanding projects, solid expertise in forming and managing multicultural and multi-business line teams.

Driven by an entrepreneurial culture, the Group also has an established track record in meeting deadlines and quality targets. Finally, its solid asset base and logistics capabilities mean that it is able to deliver services within tight deadlines for national and international events throughout the world.

#### **MISSIONS**

CONSULTING, CREATION COORDINATION OVERLAY SERVICES LOGISTICS

#### **CUSTOMERS**

NATIONAL
INTERNATIONAL
COMPANIES
LARGE EVENTS
PCOS/PEOS
LOCAL GOVERNMENT
AND NOT-FOR-PROFITS

#### **MAJOR EVENTS OF 2016**

2016 EUROPEAN FOOTBALL CHAMPIONSHIP RIO OLYMPIC GAMES COP 22 FIA FORMULA E PARIS GRAND PRIX UCI ROAD WORLD CHAMPIONSHIPS 2750 EMPLOYEES

SPECIALISED TRADES

ESOO.5<sub>M</sub>

AN EST PORTFOLIO
OF RENTAL EQUIPMENT

OFFICES WORLDWIDE

TOP-TIER LOGISTICS PLATFORMS
IN FRANCE: SOUTHERN AND
NORTHERN PARIS, LYON, NANTES

## GL EVENTS LIVE IN 2016

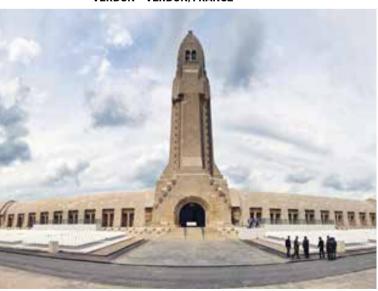
With the Rio Olympic Games, the 2016 European Football Championship and the participation at COP22 in Marrakesh, GL events Live extended its successful track record in the organisation of large-scale international events and added new references, setting the stage for future development.

While the year was marked by large international events, it was also highlighted by a high level of recurrence for services delivered in the sector of trade shows and fairs/exhibitions and local, regional and national events.

2016 was also marked by the increased deployment of expertise drawn from the across the Group: the resulting synergies were evident for the 2016 European Football Championship and COP 22 with teams from the three divisions executing a large range of services as part of an integrated global offering.

For the COP22 held in Marrakesh GL events was tasked with the overall management and coordination. Services provided ranged from external works to decoration, temporary fixtures – the largest temporary installation ever produced on 27 ha of land including 12 ha of covered space –, commu-

CENTENARY COMMEMORATION OF THE BATTLE OF VERDUN - VERDUN, FRANCE



nications, managing the inflow and outflow of documents, reception and security, etc. After Lima and Paris, the Group provided a new illustration of its operational and commercial vitality, and its ability to support governments in hosting major institutional events.

The Rio Olympic Games, 2016 European Football Championship, Doha road world cycling championships, the FIA Formula Paris ePrix for electric-powered vehicles, also confirmed GL events' expertise for large international sports events.

For the 2016 European Football Championship, interventions at all competition sites in France as well as the Fan Zone in Lyon located at place Bellecour covered a very large range of services: the complete installation of the site, numerous technical services, food and beverage, etc.

An equally broad range of expertise was deployed for the UCI Road World Championships: hospitality services, electrical supply and lighting, installation of the fan zone, managing the opening ceremony and the prestigious dinner gala, etc.

More broadly, for GL events Live's teams, activity for the year had a twofold focus and was accompanied by the simultaneous deployment of expertise and know-how: the production and assembly of large events as well as the full range of services assigned to the division and, in parallel, the preparation of major events in the pipeline for 2018 and 2019: the 2018 Olympic Games in South Korea, the Commonwealth Games in Australia, the World Rugby Cup in Japan in 2019, etc.

#### **2017 OUTLOOK**

In the beginning of the year, GL events Live was a stakeholder in large international events. These included the Africa cup of Nations held in Gabon from 14 January to 5 February, the France-Africa Summit held in Bamako in January, the Lyon edition of Sirha, the world hospitality and food service event... another highlight of the beginning of 2017 was the acquisition in February of a PCO company in France and Tarpulin in Chile.

GL events is continuing its development through a strategy of extending its network of operations in order to anticipate and seize on future market opportunities. The Group in this way is focusing on regions with high business potential: Middle East, Africa and Asia.





## GL EVENTS LIVE: MARKETS AND TRENDS

### A GLOBAL MARKET WITH SEVERAL DIMENSIONS

The types of events serviced by GL events Live fall into several distinct and complementarity market segments:

The corporate segment of meetings, incentives, congresses and exhibitions (MICE) for companies. Within this market segment, trade shows and conferences occupy a very prominent position. It is estimated spending by companies on meetings, seminars, incentives, congresses or trade shows represents 1% to 3% of their total revenue.

The market segment of sports, cultural and musical events addresses the general public. In addition to a very large number of local and national events are the very large global sports events: Olympic Games, World Cups including for football, rugby or cricket which assemble the largest number of spectators. To this are added consumer fairs and shows.

Events for governments and institutions require a high level of organisation and quality of infrastructure. These include in particular international summits like the G20 or the COPs on the environment and climate.

At the global level, the growth of these markets has outpaced GDP for a number of years and forecasts anticipate that this trend will continue.

#### **MARKETS AND TRENDS**

The event market is characterised by the growing professionalisation of the sector, particularly for principals/ decision-makers, and the trend of concentration leading to the formation of major players. Today's market trends include:

- the strengthening of global events in the sports and institutional segments,
- in the area of business development and marketing, the increasing prominence of event leaders with a broad international reach (trade fairs and conferences).
- an evolution in formats, for example the convergence of trade shows and conferences.

- the emergence of more sensitive content,
- the integration of physical and digital communities to create hybrid events, with impacts largely exceeding their physical venues and the dates on which they are held.

Finally, two major trends are having a structural impact on the organisation of events: shorter decision-making cycles for participants, customers, organisers requiring greater responsiveness on the one hand; and a growing demand for the management of environmental impacts, on the other hand, leading to a preference for more eco-responsible temporary solutions.



CESAR AWARD CEREMONY - PARIS, FRANCE

# **GL EVENTS EXHIBITIONS:**A WORLD-CLASS PLAYER WITH

A LOCAL FOCUS

GL events Exhibitions is the division specialised in in the organisation of trade shows and consumer fairs in France and other countries throughout the world.

It is positioned as a world-class player that is close to the communities it services, and in this capacity, as a specialist who understands their priorities and needs.

The Group's trade shows and consumer fairs cover a cross-section of major economic sectors: industry, building, culture and leisure, home and interior design, the environment, trade and retail... Within this context, strong sectors have emerged - fashion and fabrics, food industry, swimming pools... - for which the Group organises international meetings, major events for the professionals of these industries. This broad sectoral coverage is reinforced by a geographic mix across several continents, a mix between B2B and B2C segments as well as annual and biennial, and even biannual meetings as is the case of the fashion industry. This diversity provides the division with balanced and secure revenue streams. GL events Exhibitions' stable base of recurrent revenue gives the Group in turn a valuable mechanism for remaining on track for profitability and growth.

#### STRATEGIC PILLARS

GL events Exhibitions' strategy is based on several key strength:

- a positioning as an event industry reference at the heart of communities, with flagship brands and events.
- a solid domestic base in each market,
- strong synergies with the other Group businesses,

- versatile and highly qualified teams, capable of innovating in terms of format and content to address new expectations and practices, particularly in developing digital services and solutions for events,
- providing differentiation either through exclusive content, as with the Bocuse d'Or within the framework of Sirha, or by facilitating communities, as with Piscine Global, a forum for exhibitors to promote exchanges outside of trade shows.

#### SOLID BASES, GROWING INTERNATIONALISATION

France remains a solid market. This is illustrated by successes in the B2B segment like Sirha, Industrie, Première Vision Paris, CFIA, and also consumer fairs like Equita and the Lyon International Fair, Amenago Lille or the Salon des Vins et de la Gastronomie (wine and gastronomy) event of Rennes or Brest that every year attract a significant number of visitors based on attractive themes and innovative content.

In international markets, exporting trade shows leverage the strength of their brands to unlock additional potential from regional spin-offs: Reflecting this strategy, editions of Première Vision and Sirha are staged in Istanbul, an important regional hub in this part of the globe, fully equipped with quality infrastructure indispensable for successful events: an international airport, hotel capacity and an attractive destination.

#### **MISSIONS**

DESIGNING, ORGANISING AND PRODUCING TRADE SHOWS AN FAIRS DESIGNED TO BRING TOGETHER B2B AND B2C COMMUNITIES

#### **CUSTOMERS**

COMPANIES
GENERAL PUBLIC
ENTHUSIASTS
INDUSTRY ASSOCIATIONS
INSTITUTIONS

#### **MAJOR EVENTS OF 2016**

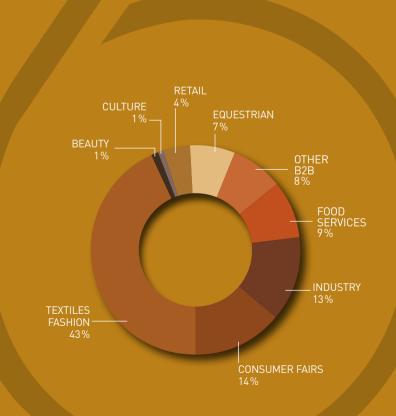
PREMIÈRE VISION PARIS, NEW YORK, ISTANBUL CFIA RENNES EQUITA LYON SAUT HERMÈS LYON INTERNATIONAL FAIR PISCINE GLOBAL EUROPE INDUSTRIE PARIS PROPRIETARY TRADE
SHOWS AND EVENTS



] /m

ZATIBITORS\*

\* Comparable figures on a biennial basis



## GL EVENTS EXHIBITIONS IN 2016

GL events Exhibitions delivered a robust performance and good prospects, in a year that did not include its major biennial events.

With growth in revenue from 2014, the period was marked above all by excellent performances in Europe, increased profitability from its leading trade shows and the development of a new strategic project focusing on two areas: the digital development and international markets.

In Brazil, the portfolio was restructured and repositioned: second-tier trade shows were adversely impacted by the economic crisis affecting the country since mid-2014. At the same time flagship events in the B2B segment have registered growth. This was the case for the fourth edition of the World Beer Fest with 48,000 visitors in Rio de Janeiro and Estetika, Latin America's prestigious gathering of beauty and cosmetology professionals.

In France, Continental Expo became a wholly-owned subsidiary of GL events Exhibitions and the 2016 edition of Kidexpo, an exhibition for the family and children, registered a 15% increase in attendance. Beyond the concept of a festival for the general public with a regional, or even international reach, Kidexpo also offers a driver for development. In particular it provides an example how to construct an event and its promotion, thus offering a real model for renewing the Group's other products for the consumer segment. In Lille, the first edition of Geek Days also provided a successful illustration of new concepts that will drive transformations in the B2C segment.

Another business development: the partnership with the food industry group, Savencia to create a start-up specialised in digital communications, FoodConnexion. The objective: provide a community platform for chefs and food service professionals dedicated to excellence. By joining forces with a major industrial company, GL events was able to build a digital experience complementing a strategic business line.

Leading flagship events in their respective sectors also registered excellent performances: Equita and Piscine Global in Lyon, the CFIA in Rennes and Première Vision in Paris all confirmed their leadership positions.

Also in Lyon, Eurobois was successfully repositioned. A strategy that confirms GL events' pivotal role within the French wood sector that will build on the success of the 2016 edition to propose an expanded range of services in 2018. Strengthened by its participation in the "Convergence for the industry of the future" initiative promoted by public authorities and the French Alliance for the Industry of the Future, the second edition in December of the Smart Industry fair was bolstered by a powerful trend of innovation, namely Industry 4.0 and connected tools.

In international markets, the spinoff events of Sirha and the Bocuse d'Or and World Pastry-Making Championship, regional selections have registered promising successes: the first edition of Bocuse d'Or in Mexico was organised through a joint venture with a local partner whereas the Bocuse d'Or European final was held in Budapest.

#### **2017 OUTLOOK**

As a year with a positive biennial effect, 2017 began with an exceptional performance for Sirha: +17% in international attendance and more than 25,000 chefs (+25%), the result was an unmatched performance for this edition.

Première Vision Paris also showed renewed momentum following declines in international attendance in early 2016 linked to security-related concerns.

Gaming Istanbul (GIST) added attendance and name recognition, bolstering GL events' development in events for the gaming community.

The economic environment for this market is improving. GL events Exhibitions' goal is to reinforce the position of its product leaders and maximise potential of its sectors and business lines promoting excellence (food service, fashion, industry, equestrian events, etc.).

This also involves gradually reinventing consumer fairs in the digital era, introducing the innovative dynamics of start-ups through specific offerings, strengthening the development of French events and other countries or developing new trade shows through new hubs in international markets.

Benefiting both exhibitors and visitors, Paysalia, the landscaping trade show, has expanded its offering by the addition of Rocalia, a complementary event devoted to natural stone. In the construction sector, the offering is being upgraded to higher value added products and current trends, in particular energy transition, a sector where Be+, Expobiogaz and Hyvolution are positioned.





## GL EVENTS EXHIBITIONS: MARKETS AND TRENDS

The global exhibition organising market grew by 1.7% in 2015 to reach US\$24.3 billion according to AMR International, though expanding at a slower pace than in 2014. In 2016, preliminary estimates anticipate resumption in growth above 4%. Finally, for the period from 2016 to 2020 average annual growth of 4.6% is expected.

The United States remains the world's largest market in terms of value and size (US\$12.7 billion according to AMR International), followed by China which moved up to second place in 2014. The historic markets of Germany, France and the United Kingdom each amounted to more than US\$1.6 billion.

Europe and North America represent mature though solid markets characterised by moderate growth and continue to account for three quarters of activity worldwide. Emerging markets continue to show robust expansion correlated with growth in GDP, trade and increasing added value of their economies. These markets now represent nearly one quarter of the global exhibition organising market.

The market remains fragmented among organisers even if there is significant consolidation at the worldwide level led by European and American players.

The leading exhibition brands are focusing greater attention on meeting visitors' needs and serving as a platform for organisers operating on an international scale to develop new commercial and marketing services, in particular for digital tools for exhibitors and visitors.

The market for meetings has also become more targeted and more digital. The business of exhibition organisers has evolved in parallel, by adopting genuine go-to-market strategies to deliver their services. Digital solutions have become powerful drivers for organisers for creating content, improving data management, strengthening the efficacy of marketing, growing services and generating new sources of revenue.





## GL EVENTS VENUES: A GLOBAL NETWORK OF VENUES

GL events manages a network of 40 event venues in France and throughout the world. Convention centres, exhibition centres, reception facilities, multipurpose facilities, this unique offering of different types of venues is constantly evolving to address new needs.

These venues which host every type of event (economic, cultural, scientific, sports, etc.) provide forces of attraction extending the economic reach of cities and territories. The construction or extension projects fit within a broader framework of large urban development programs.

It is within this configuration that GL events' business is developing. As a partner of local governments, the Group thus intervenes through long-term concessions. Working closely with them, its expertise and know-how is deployed in the service of major territorial ambitions for economic, social and cultural development.

Professionalism, safety for people, reliability for equipment, providing the best possible service, these constitute GL events' commitments to both the delegating authorities and its customers at the sites (organisers, exhibitors, visitors, convention attendees, etc.).

#### **MISSIONS**

MANAGING AND MARKETING CONVENTION CENTRES EXHIBITION CENTRES RECEPTION FACILITIES CONCERT HALLS MULTIPURPOSE FACILITIES SPORTS ARENAS

#### **CUSTOMERS**

NATIONAL, INTERNATIONAL, LOCAL AUTHORITIES, INSTITUTIONS COMPANIES, KEY ACCOUNTS PCOS/PEOS GENERAL PUBLIC

#### LIONEL RICHIE - RIO ARENA, RIO DE JANEIRO, BRAZIL



#### CONVENTION CENTRES

- ANKARA (TURKEY): CONGRESIUM ANKARA
- BARCELONA (SPAIN): BARCELONA INTERNATIONAL CONVENTION CENTER (CCIB)
- BRUSSELS (BELGIUM): SQUARE BRUSSELS MEETING CENTRE
- ¬ CLERMONT-FERRAND: POLYDOME
- THE HAGUE (NETHERLANDS): WORLD FORUM
- LYON: CENTRE DE CONGRÈS DE LYON
- METZ: METZ CONGRÈS ROBERT SCHUMAN
- NICE: ACROPOLIS
- PARIS: MAISON DE LA MUTUALITÉ
- PARIS: PALAIS BRONGNIART
- SAINT-ÉTIENNE: CENTRE DE CONGRÈS
- STRASBOURG: PALAIS DE LA MUSIQUE ET DES CONGRÈS
- TOULOUSE: CENTRE DE CONGRÈS PIERRE BAUDIS
- VALENCIENNES: CITÉ DES CONGRÈS VALENCIENNES

#### **EXHIBITION CENTRES**

- AMIENS: MÉGACITÉ
- BUDAPEST (HUNGARY): HUNGEXPO
- ¬ CLERMONT-FERRAND: GRANDE HALLE D'AUVERGNE
- ¬ LYON: EUREXPO
- METZ: CENTRE FOIRES ET CONGRÈS DE METZ
- PADUA (ITALY): PADOVAFIERE
- PARIS: PARC FLORAL
- PARIS: PARIS EVENT CENTER
- RIO DE JANEIRO (BRAZIL): RIOCENTRO
- SÃO PAULO (BRZAIL) : SÃO PAULO EXPO
- STRASBOURG: PARC DES EXPOSITIONS DU WACKEN
- TOULOUSE: TOULOUSE EXPO
- TROYES: TROYES EXPO
- TURIN (ITALY): LINGOTTO FIERE
- VANNES: LE CHORUS

#### **RECEPTION FACILITIES**

- ISTANBUL (TURKEY): THE SEED
- LYON: CHÂTEAU DE SAINT-PRIEST
- LYON: LA SUCRIÈRE
- LYON: MATMUT STADIUM LYON GERLAND
- PARIS: LA CHESNAIE DU ROY
- SHANGHAI (CHINA): PERFORMANCE CENTER
- TOULOUSE: ESPACES VANEL

## MULTIPURPOSE FACILITIES AND CONCERT HALLS

- CLERMONT-FERRAND: ZÉNITH D'AUVERGNE
- LONDON (UNITED KINGDOM): BATTERSEA EVOLUTION
- RIO DE JANEIRO (BRAZIL): RIO ARENA
- ROANNE: LE SCARABÉE
- ¬ TURIN (ITALY) : OVAL

870 EMPLOYEES

ESO/M

**VENUES** 

## GL EVENTS VENUES IN 2016

The Venues division showed strong momentum for activity and growth in 2016.

The year included a number of important events for GL events Venues: in Brazil with the inauguration of São Paulo Expo, in São Paulo, the country's economic capital, the Group's network now includes Latin America's largest and most modern exhibition centre. in Rio de Janeiro, the opening of the Pavilion 6 completes Riocentro's offering of event venues.

In China, a joint venture was concluded between GL events and Yuexiu Group, a public company of the city of Guangzhou (Canton) to jointly develop a network of event sites in China. The first phase of this partnership is for the management of the future convention centre in Guangzhou, targeted for opening in 2019.

In France, after two years of refurbishment, expansion and modernisation work, the Music and Convention Centre and Exhibition Park of Strasbourg unveiled its new multipurpose facilities.

In Metz, the foundation stone was laid for the Robert Schuman Convention Centre which is scheduled for opening in fall 2018.

In Lyon, Eurexpo's lease was renewed for 30 years, a long-term engagement that will encourage investments and the development of France's second-largest exhibition centre.

Throughout the world, the network of venues hosted numerous events: medical conventions in Turin, Barcelona, Nice, Bruxelles, Toulouse... Auto Show in São Paulo, the European selection event for the Bocuse d'Or in Budapest, the general meeting of Crédit Agricole and the Youtube Brandcast event at the Maison de la Mutualité in Paris.

Finally, the opening of a sales office in London for GL events Venues' sites will facilitate development in the international corporate market and promote the Group's premium destinations for major events

#### **2017 OUTLOOK**

2017 began with the inauguration of the Valenciennes Conference Centre (Cité des Congrès de Valenciennes) which strengthens the Group's position in the Hauts-de-France region. Sirha's organisation at Eurexpo again this year has reinforced the position of Lyon as the capital of gastronomy and food services.

In January 2017, the Matmut Stadium of Gerland in Lyon joined GL events' network of venues, further strengthening its position in sports facilities management.

The accelerating business momentum for São Paulo Expo in its first full year of operations, should bolster the activities of GL events Venues in Brazil.

The goal of local authority-owners to promote the development of events linked to centres of excellence and competitiveness clusters has led to consider the initiation of studies in Toulouse, Strasbourg, Clermont-Ferrand and Budapest to create new events that will enhance GL events Venues' event offering in the coming months and years.

Finally, the launch of a digital strategy and the revamping of the venue websites will enhance the experience of clients, principals/decision-makers and visitors.



## THE CCIB BARCELONA INTERNATIONAL CON-VENTION CENTRE TAKES THE GOLD PRIZE!

At the Awards Gala of the Meetings & Incentive Travel Magazine event in London, CCIB Barcelona won the 2016 gold prize for the "Best Overseas Convention Centre".





# GL EVENTS VENUES: MARKETS AND TRENDS

The performance of convention an exhibition centres reflects that of the event industry sector and, more generally, economic growth in France and worldwide.

The AIPC (International Association of Convention Centres) <sup>1</sup> anticipates 4.2% growth in revenue from event venues throughout the world, outpacing worldwide GDP of 3.1%. In France, the Irep PUB study indicated growth in spending by exhibitors of 0.5% in consumer fairs and trade shows in 2015 <sup>2</sup>.

#### **BUSINESS TRENDS FOR EVENT VENUES**

Competition is increasing between destinations equipped with modern and high quality installations and implementing strategies to promote the tourism offering. Indeed, 87% of venues throughout the world consider that competition intensified in 2015 according to the AIPC survey. 69% of the destinations carried out refurbishment and extension work within the last five years or are planning to do so in the near future. 10% acquired new equipment<sup>3</sup>.

These investments concerned mainly measures to adapt equipment that is increasingly modular and with increasingly sophisticated technologies to support the trend of personalised formats and connected events.

As in the case of business centres or coworking facilities today found in all major cities, exhibition centres and convention centres are also evolving into venues for hospitality services, exchange, working and relaxation. They offer different categories of people a large range of professional and personal services.

#### MARKET TRENDS FOR THE THREE MAIN BUSINESSES: TRADE SHOWS, CONVENTIONS AND CORPORATE EVENTS

The global exhibitions market is expected to register growth of 4.5% CAGR to 2019<sup>4</sup>. While emerging markets and in particular China, have been showing sustained growth, the European markets including France continued to deliver solid performances, largely driven by B2B events.

According to the French event industry association, UNI-MEV, marketed exhibition space registered growth of 2% in 2015 and the number of exhibitors 1.6%. The performance of **corporate events** naturally depends on the

underlying economic trends for the major customers, the pharmaceutical, information and communications technology, automotive, finance and food industry sectors. in light of the unstable global geopolitical context in 2016, media budgets remained flat. This was the case in France where companies reduced their MICE spending according to the Coach Omnium<sup>5</sup> study.

In contrast, **conventions** offered better visibility for the long-term for both the destinations and the venues. As the number of associations continues to increase, so has the number of conventions. UIA, the Union of International Associations (UIA) which counts more than 68,000 associations and international NGOs estimates that 1,200 new organisations are added each year 6 worldwide.

- 1) AIPC Annual Member Suvey, 2016
- 2) UNIMEV, 2015 industry data
- 3) AIPC Annual Member Suvey, 2016
- 4) Globex, Global Exhibition Organising Market, AMR International, September 2015
- 5) Business Tourism MICE 2017, Coach Omnium
- 6) http://www.uia.org/yearbook

#### BRASIL GAME SHOW - SÃO PAULO EXPO. BRAZIL





## 2017, COMPETITIVENESS AND A LONG-TERM FOCUS

In pursuing a strategy of sustainable and profitable growth, GL events is supported by solid pillars: an integrated business model as a leading provider of solutions and services covering the entire market for events, international growth momentum and the commitment and expertise of its teams.

In 2017, the Group's growth strategy has focused on four priorities:

- continuing to build a position as an international reference in the event industry; based on a strong business development organisation to fuel organic growth, selective acquisitions and strategic partnerships to reap the benefits of a market in consolidation at the worldwide level; a position of international excellence in each of the Group's three business divisions, a strong GL events brand with international name recognition in the universe of events;
- selecting quality long-term assets: premium event venues in growing metropolitan areas, leading trade show brands, with potential for international deployment, targeted communities and a significant portfolio of rental assets offering access to top-tier event contracts;
- innovating by bringing together even more expertise in event design, engineering and logistics to support the needs of event communications advertisers and the major event organisers; by leading the shift from event sites to the concept of full-fledged "living spaces" to be integrated within new urban applications; by integrating digital tools and optimising the use of data in events and, in particular, trade shows, by developing new event concepts;
- reinforcing financial management to free capacity for action by improving the ROCE of each business and by reducing net debt; by focusing on the asset portfolio turnover and by optimising economic synergies across the three businesses.

Strong prospects will support the business:

- a year which began in January with an exceptional performance by Sirha (25,000 more visitors than the last edition).
- the success of São Paulo Expo, with reservations in 2017 maintaining the positive momentum from the successful launch in 2016; and more generally, the recovery of the Brazilian economy and the Real that should set the stage for a good performance for business.
- reinforcing the foundations in South America with a new acquisition in Chile in the sector for tents and structures,
- $\boldsymbol{-}$  the launch of operations for the Valenciennes metropolitan region convention centre,
- the successful integration of Jaulin in the greater Paris region of Ile de France,
- development in the sports segment and sports arenas with the signature of a 60-year emphyteutic lease for the management of the Gerland stadium rebranded as Matmut Stadium under a well-adapted naming contract,
- development in Asia, and in particular, in China with the launch of the joint venture with Yuexiu Group,
- jumbo events in which the Group will be a stakeholder (Africa Cup of Nations in 2017, the Commonwealth Games in New Zealand in 2018.etc.).

On that basis, the Group is expecting growth in 2017, accompanied by an improvement in profitability and a reduction in net debt.

#### WORLD ARCHERY INDOOR CHAMPIONSHIPS - CONGRESIUM ANKARA, TURKEY





# GL EVENTS, THE GROUP

81 / CORPORATE SOCIAL RESPONSIBILITY

100 / HISTORY & MILESTONES

106 / SHAREHOLDER INFORMATION



NOTE: ALL CSR DISCLOSURES REQUIRED UNDER ARTICLE R225-105-101 OF THE FRENCH COMMERCIAL CODE, EXPLANATIONS ON METHODOLOGY AND THE INDEPENDENT ASSURANCE REPORT ON SUSTAINABLE DEVELOPMENT ARE INCLUDED IN THE REGISTRATION DOCUMENT.

## OUR CORPORATE SOCIAL RESPONSIBILITY

Since its sustainable development policy initially introduced in 2009, GL events has been gradually integrating corporate social responsibility across its processes and business lines. Ongoing deployment of the three programmes, Think Green (environment), Think People (employment and workplace conditions), and Think Local (social progress) is part of a continuous improvement

approach, addressing different challenges according to the Group's activities. These programmes apply project management methods, with both operational and support function teams, using a "test and deploy" approach aligned with the GL events' development.

#### 2016 HIGHLIGHTS:

- Integration of Strasbourg événements within the ISO 14001 environmental certification scope
- ISO 20121 certification of the four contracts with the 2016
   European football championship
- Presta DD certification of GL events Audiovisual
- Equipment for the COP 22 in Morocco.
- Change in management of the human resources department
- Drafting a Group code of ethical conduct
- Calculating the impact of the trade shows, the Lyon International Fair and Piscine Global, using the global impact calculator developed by Unimev, the French event industry association.

	GL EVENTS LIVE	GL EVENTS EXHIBITIONS	GL EVENTS VENUES	
Think People	<ul> <li>Attracting, retaining and developing talent</li> <li>Fostering transmission of know-how and skills</li> <li>Promoting diversity</li> <li>Promoting quality of life in the workplace</li> <li>Socially responsible management of subcontracting</li> </ul>			
Think * Green*	<ul> <li>Introducing new offerings (eco-design)</li> <li>Improving waste management (reuse and processes)</li> <li>Limiting CO<sub>2</sub> emissions relating to transport</li> </ul>	— Integrating the environment into project management	Efficiently managing energy consumption     Improving waste sorting rate	
Think	— Developing use of local suppliers	Energising professional communities (innovation, connexions)	Evaluating and optimising regional value creation     Energising local networks	
CROSS- CORPORATE CHALLENGES	Responsible purchasing, business support, management systems, communications, sponsoring			

The Gaia index ranks 70 mid-sized listed companies recognised for their CRS approach. It is a key source of data for investors incorporating ISR (socially responsible investment) extra-financial criteria into their decision-making

process. As every year, GL events is thus reviewed and ranked by an extra financial rating entity.

GL events' detailed ranking for the 2016 campaign:

### RECOGNITION OF GL EVENTS' CRS POLICY: GAÏA INDEX RANKING

GENERAL RANKING 34<sup>TH</sup>/230

#### RANKING - "TURNOVER ABOVE €500 MILLION"

**27**<sup>TH</sup> / 85

GAÏA-INDEX CERTIFICATES THAT GL EVENTS BELONGS TO ITS CSR INDEX IN WHICH IT HAS BEEN INCLUDED SINCE 2015.

Gaïa-Index, a subsidiary of EthiFinance, is specialised in the analysis and rating of CSR (corporate social responsibility) performances of European SMEs and intermediate sized enterprises. In 2016 more than 500 mid caps were assessed. Every year since 2009, the Gaïa-Index collects extra financial information from a panel of 230 intermediate sized companies and SMEs listed on the Paris stock exchange meeting two of the following three criteria: <  $\ensuremath{\mathfrak{C}}$ 5 billion

in revenue; market capitalisation < €5 billion; employees < 5,000, in addition to having a sufficiently liquid share. Based on this information, the companies are then rated according to their level of transparency and performance with respect to environmental, social and governance (ESG) criteria. The Gaïa index is comprised of the 70 top ranking companies of the panel (excluding "serious" controversy alerts) retaining the initial segment breakdown.

#### **FAN ZONE - LYON, FRANCE**



# HUMAN RESOURCES, LEVERAGING PERFORMANCF



GL events' corporate social responsibility focuses on two major priorities: providing staff with a fulfilling professional environment so that human resources remain a major pillar of Group development; supporting customers and subcontractors in fulfilling their own commitments and objectives.

## A GROUP BRINGING TOGETHER 140 AREAS OF EXPERTISE...

At 31 December 2016, GL events Group had 3,934 employees working within 140 different specialised areas. The Group's position as a leading player in the events sector is above all built on its broad range of complementary, integrated skills covering every aspect of the event chain. Expertise that must also be capitalised on and passed on.

# ASSISTING THE EMPLOYEE OVER HIS OR HER PROFES-SIONAL LIFE

As with the Think Green programme, built around the lifecycle of our services, the Think People programme accompanies employees over their entire career path at GL events.

To attract, retain and develop talent: a range of measures have been designed, from selection to assessment, by encouraging employee training and mobility.

The stakes of this approach are multiple:

- address the expectations of different generations in terms of employment,
- develop the motivation, agility, employability of our people,
- strengthen knowledge and expertise,
- offering employees better control over their environment and stimulate the desire and ability to learn.

## LARGE PROJECTS: UNIQUE OPPORTUNITIES FOR MOBILITY

The Group offers a wide range of career opportunities, generally involving a specific skill linked to the management of large international projects: mobility assignments for periods of three to six months, with 80 % that are filled internally in priority. For these missions, employees are supported by measures that include training. These large projects offer employees very intense professional experiences lasting a few months, in some cases giving them an opportunity to discover a new business specialisation (through a mechanism for internal mobility and the transfer of skills), a new culture and working methods of different business units all within the framework of major world-class international events. In 2016, 83 opportunities for internal transfers were proposed.

#### **TRAINING**

For the Group, providing training throughout the professional life of each employee is a top strategic priority. This approach is even more important in the context of increasingly challenging and complicated economic market conditions. The Group must demonstrate at every level of the company its energy and capacity for adaptation to new environments, and integrating a digital dimension into its actions.

GL events offering of training programmes for 2016 is developed in coordination with:

- managers, in order to target the evolving needs of teams in terms of expertise,
- operational HR managers, by analysing training needs expressed by staff,
- Group management, as a decision-making tool to address future strategic organisational needs .

2016 training highlights:



— an average of **12 hours** of training per trainee,

- 55% of training hours devoted to safety,

- 30% of the French workforce received training.



#### **DISABILITY AWARENESS-RAISING WORKSHOP - STRASBOURG, FRANCE**

#### EQUAL OPPORTUNITY EMPLOYMENT: A COMMITMENT TO DIVERSITY

GL events promotes a culture of equal opportunity employment that offers a chance to all: beyond diplomas, this involves above all recognising the expertise, skills and engagement of each, the entrepreneurial spirit, the will to succeed and team spirit. The diversity charter signed at the end of 2010 provides a framework for action to promote this priority in our Group.

Starting from an environment providing favourable regulatory incentives, the idea was to develop actions in favour of recruitment, job stability and continued employment and developing skills by focusing on four priority areas: disabilities, gender, age and social integration.



45 managers of the Group received class-room-based training on the theme of "Recruiting without discrimination". For this,

role-playing as disabled persons in the recruitment process was used as a way to combat stereotyping.

#### **EMPLOYMENT OF DISABLED PERSONS**

In 2016, the number of disabled persons employed represented 3.81 % for the French workforce. This figure is in line with the national average for private sector companies. In November 2014, an agreement was signed with the French agency, Agefiph.\* This agreement ensures that the resources and tools deployed provide disabled workers with greater support and long-term employment opportunities.

<sup>\*</sup> Association de Gestion du Fonds pour l'Insertion professionnelle des Personnes Handicapées (Fund Management Organisation for the Professional Integration of Persons with Disabilities)



#### JOHNNY HALLIDAY CONCERT - PRINTEMPS DE PÉROUGES, FRANCE

The Group's action plan addresses several key priorities:

- $\boldsymbol{-}$  assisting employees with disabilities, in particular by adapting workstations,
- supporting the recruitment process,
- team awareness-raising: organising workshops, awareness-raising campaigns using videos.

Another important focus is collaboration with the sheltered work sector. The Group actively contributes in this area as a partner of the GESAT network of sheltered work establishments and co-founder of the Rhône-Alpes chapter of this organisation since April 2012. Solidarity-based purchasing from the sheltered work sector in 2015 amounted to €220,000. The services purchased concern a wide a wide variety of missions, from the provision of teams on production sites to finishing processes, computer graphics and communication.

#### GUARANTEEING A CONVIVIAL, SAFE AND STIMULATING WORK ENVIRONMENT

This priority is organised around three main lines of action: strengthening safety for our business lines; developing workplace quality of life; ensuring that subcontractors comply with PPE (Personal Protection Equipment) regulations.

Worker health and safety constitute a critical component of social responsibility. Safety is a major priority for the different service-related business lines. GL events teams' activities include assembling and dismantling a range of structures from the simple stand partition to a



2016 EUROPEAN FOOTBALL CHAMPIONSHIP, TRAINING VOLUNTEERS - MATMUT STADIUM, LYON, FRANCE

grandstand for a stadium. Such tasks require the application of strict rules guaranteeing safety for everyone at the worksite. This imperative is reflected by the existence of a formal operational policy based on a continuous improvement approach.

To achieve this objective, programmes are regularly provided to in order to remain up-to-date on developments in the area of personal safety and risk prevention:

- Training certification (CACES) for worksite equipment operators (valid for 5 to 10 years),
- $\boldsymbol{-}$  Road safety training and qualifications for lorry drivers (FIMO and FCOS),
- $\boldsymbol{-}$  The adoption of specific gestures and positions for all employees performing manual operations,
- Working at heights and on scaffolding,
- A specific statutory risk assessment document,
- Fire emergency services safety certification (SSIAP levels 1 to 3),
- Workplace first-aid personnel,
- Electrical accreditation.

Reflecting this priority, 55% of total training hours provided in 2016 were devoted to safety.

#### **ADAPTING WORKSTATIONS**

Workstation adaptations proposed to employees with disabilities led to a general improvement in their working conditions. In 2016, 14 workstations were redesigned in coordination with the occupational health authorities.



Individual workstation adaptations often produce benefits to all in terms of workplace quality of life. For example, adapting the

lighting of a workstation of a visually impaired upholsterer, benefits the entire upholstering workshop.

#### **PSYCHOLOGICAL COUNSELLING**

The disability project manager is also an occupational psychologist. She is available to managers wishing to offer support to employees experiencing psychological difficulties, but only on a voluntary basis.

# SOCIALLY RESPONSIBLE MANAGEMENT OF SUBCONTRACTING

Particular attention is paid with respect to use of subcontracting at every level of the Group. Executive Management support function departments and operational staff are in this way particularly concerned and informed accordingly.

All subcontractors selected by GL events for projects are subject to a prior approval procedure, involving the signature of a subcontracting agreement. As a principal and as in accordance with diligence requirements with respect to subcontracting, all subcontractors are asked to provide the necessary regulatory documents. As a general practice, GL events systematically conducts rigorous reviews of outside suppliers.

To ensure that operations and services entrusted to outside companies are effectively managed, in addition to applying a strict administrative procedure, GL events has created a dedicated and independent audit team reporting directly to the Group human resources department.

For the last ten years, three full-time employees have performed audits of our events and ensure compliance with labour laws (including the wearing of personal protection equipment).

# ENVIRONMENTAL ISSUES AT THE HEART OF FVFNTS



GL events' environmental policy is built around its Think Green programme launched in 2009.

This translates into sixteen commitments addressing the entire life cycle of an event, from design to waste management.

# ECO-DESIGNING VENUES AND EVENTS

Integrating environmental issues already in the design stage reduces the impact of an event or a temporary event space in terms of waste and energy consumption. In this way, GL events has been pursuing an eco-design approach for venues and events since 2007, that addresses the concerns of major contractors: organisers of large events, local authorities, corporate key accounts, etc.



Over the past few years we have been developing eco-design tools in-house. This has been supplemented by a training module

"Integrating CSR into our offerings" developed for all staff of Live! by GL events, the agency frequently solicited for public and corporate key accounts regarding environmental and social requirements. This ad hoc module provides concrete guidelines for selecting products having the least impact within our range of services and offering eco-innovative solutions.

# PROVIDING PROJECT SUPPORT TO SALES ENGINEERS AND OPERATIONAL STAFF

Tools have been implemented to encourage Group staff to integrate environmental issues in offerings developed for customers (guides, custom-designed training programmes, Group intranet including tools). These are supplemented by an offering from the sustainable development team for sales engineers and project managers for every phase to address their customers' needs: responding to calls for tenders, executing operational action plans, project assessment reports, environmental reporting...

In 2016, requirements of our customers in the area of sustainable development had increased by nearly 15% for all projects to which we contribute.



In 2016, the sustainable development department provided support to teams for major projects:

**COP 22** (the 22<sup>nd</sup> session of the Conference of the Parties) – Marrakesh / GL events, heading a consortium, finalised in early November the largest temporary installation ever produced. Approximately 120,000m² of structures integrating a priority of environmental vigilance: a GHG emissions assessment over the three event production phases (assembly, operation, disassembly), and an offsetting project for our services, waste separation, donation of furniture to not-for-profits, schools and orphanages, installation of solar panels and photovoltaic lighting... A range of measures concretely contributing to reducing the environmental footprint of this event.

**2016 Rio Olympic Games**: After London, sustainable development continued to be integrated into event management for the Olympic Games in Rio de Janeiro. Waste separation, energy and fuel management, sourcing certified-origin wood, management of chemical products, a health-safety approach: GL events launched actions and tracking indicators in these different areas.

### INTEGRATING THE ENVIRONMENT INTO NEW PRODUCTS AND SERVICES

Introducing changes in the offering also involves managing inventories and products purchased specifically for events. Work carried out since 2009 with the purchasing departments has made it possible to integrate sustainable development criteria in the main consultations carried out by the Group for selecting suppliers. These measures make it possible to continually source new products to expand the range of alternative services promoted by the marketing department through a catalogue of "eco-responsible solutions".





GL events Audiovisual initiated a process in 2016 to obtain the "Prestadd" label. Awarded by the industry federation "Syn-

pase", this label recognises companies for initiatives in favour of sustainable development over a period of several years and their ongoing adaptation. GL events Audiovisual thus regularly renews its product ranges and today has for example around 50 LED lighting product references. COP22 accordingly provided an opportunity to test autonomous photovoltaic-powered outdoor lighting. A product intelligence team furthermore ensures that we remain at the forefront of innovation.

#### IMPROVING WASTE MANAGEMENT

Waste management, a central environmental concern of the Group in light of its activities. GL events Venues, which manages a network of 40 sites around the world, produces approximately 67% of the volume of waste generated by the Group.

Its waste management policy is focused on two lines of action: waste separation and recovery procedures that are gradually being implemented, including those outside the boundary of ISO 14001 certification.

GL events Live generates 33% of the volume of waste produced by the Group. Operational action plans are gradually being implemented.



A specific action plan for UEFA 2016 European Football Championship is contributing to remarkable waste separation performances

for an undertaking of this magnitude. A complete system was deployed: training teams, identification of new channels, collaboration with an eco-agency, waste datasheets, container security services. Of the 470 tons of waste produced, nearly 60 % were recycled. 9 types of waste are sorted at the site: furniture through a specialised channel, carpeting, fabrics (brushed cotton) aluminium, as well as several different types of signage media.

In addition to work carried out with the "conventional" service providers, pilot initiatives have also been launched with companies specialised in processing a particular waste category. These measures extend the "lifespan" of a given material or give it a new life, thus exemplifying the full meaning of the notion of circular economy. Tests were conducted in 2016 on the following materials: fabric-based signage, brushed cotton, manufactured furniture and biowaste.



In addition to its function as a venue for hostratice ing events, Maison de la Mutualité in Paris also has a significant catering activity with

the restaurant "Terroir Parisien" and kitchen facilities for event catering services. With the assistance of a specialised service provider, the venue adopted a system for sorting food waste in early 2016. The teams are supported and trained by this service provider. In 2016, more than 25 tonnes of biowaste are recovered from composting or methanisation platforms.

#### ACHIEVING ENERGY **EFFICIENCIES**

Heating venues to receive the public in the winter, air-conditioning in the summer, lighting: energy is a major environmental issue in the event industry sector. In response, GL events has taken several measures for the optimisation or gradual renewal of equipment, combined with raising staff awareness about good practices.

Several sites have installed LED lighting sources, which consume less energy and have a longer life-span, thus reducing maintenance operations.

Energy efficiency is a major priority for GL events, particularly for the Venues division which accounts for 90% of energy consumption of the consolidated reporting boundary.

Energy consumption efficiencies are achieved by activating three levers:

- renewing equipment,
- optimising the management of existing equipment,
- influencing behaviour.

For the Group's event venues, LED lighting is adopted as soon as possible during relamping. Equipment renewal also concerns the rental equipment stock. GL events Audiovisual, the subsidiary specialised in providing audio-visual solutions, has a product catalogue of 50 LED references and is continuing to gradually invest in replacing its conventional spotlight racks with LED lighting racks.

Optimising equipment is a major priority for progress when one considers the number of factors that can impact energy consumption (business intermittently, type of event, number of visitors, whether, etc.).

Pratice!

The CCIB, International Convention Centre of Barcelona, a pioneer in environmental stewardship (the first ISO 14001 certified venue

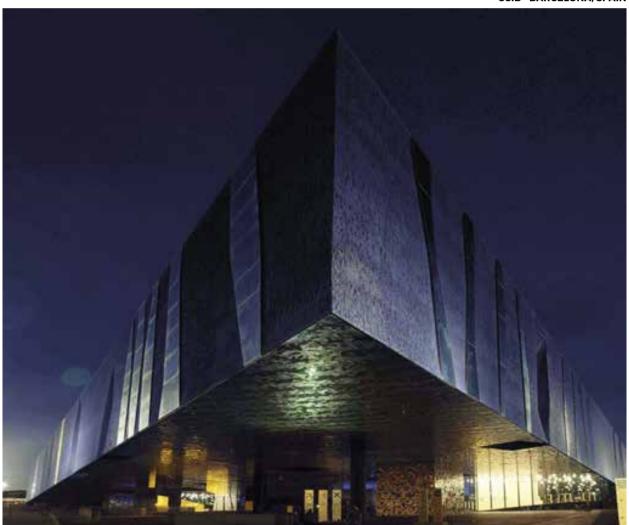
of the GL events network in addition to being European EMAS (Eco Management and Audit Scheme) certified, adopted an approach to identify the electrical power baseload or the minimum amount of electrical consumption in the absence of activity, i.e. without events. The first step is to characterise the equipment generating the baseload (computer or telecommunications equipment, fire protection, equipment cold rooms, etc.). Energy consumption was then quantified for each item of equipment concerned in order to define measures to optimise this baseload. Measures identified should reduce baseload consumption by 4,722 kWh per day.

#### **INFLUENCING BEHAVIOUR**

Strict operating instructions are applied at Group sites to prevent all energy waste. Awareness-raising efforts targeting staff are carried out on a daily basis with the support of environment coordinators.

In connection with ISO 14001 certification of the sites of GL events Venues France, achieving energy consumption efficiencies is a key objective. Procedures, instructions and tracking indicators promote improvements in practices with the involvement of all staff whose activity impacts energy consumption.





# CREATING VALUE FOR TERRITORIES



With more than 90 offices worldwide, GL events provides customers with local service reflecting a twofold commitment to creating value and operational performance. Through its three strategic business units, the Group intervenes as a stakeholder and contributor to local life by developing partnerships with entities forming its economic, industrial, tourism and cultural fabric.

# GL EVENTS VENUES: WHEN SITES CONTRIBUTE TO THE VITALITY OF TERRITORIES

In addition to its role as a manager of venues, GL events Venues also seeks to intervene as a contributor of regional development. In the service of public policy, exhibition and convention centres represent essential tools for promoting business tourism and economic vitality.

Each venue is a stakeholder in its local network, undertaking to develop lasting ties with its institutional and economic partners.

This positioning is achieved by several lines of action:

- strengthening the territorial network by facilitating relations with stakeholders of different communities (companies, industry associations, learned societies etc.),
- contributing to local vitality by supporting regional strategies, driving economic and industrial development initiatives, promoting local business sectors, establishing partnerships with higher education and research institutions, civic engagement,
- $\boldsymbol{-}$  working with local suppliers to stimulate the local economy,
- promoting the territory.

STAKE-
<b>HOLDERS</b>

REGIONAL AND LOCAL GOVERNMENT	TRAINING AND RESEARCH INSTITUTES	ASSOCIATIONS	ECONOMIC AND INDUSTRIAL FABRIC
- Municipalities - Inter-municipal authorities - County Councils - Regional Councils - Tourism Offices, CDT, CRT	- Leading schools and universities - University hospital centres - ADEME, urban planning agencies, CNRS	- Industry sectors and professional federations - NGOs and other not- for-profits	Competitiveness clusters and centres     Business Clubs     Consular Chambers
- Public-private partnership concession agreements - Events staged and organised - Works - Promoting the destination and cultural development - Development of business tourism	Pedagogical projects Research and development Innovation Hosting and organising conventions		Economic and territorial development Exchange of best practices

## FOCUS OF DIALOGUE

#### GL EVENTS EXHIBITIONS: FACILITATING EXCHANGES FOR PROFESSIONAL COMMUNITIES AND LOCAL INITIATIVES

More than an ephemeral professional meeting, the trade show has become a space for staging special events, exchange and dialogue for communities of professionals and associations. This means that it plays a genuine role in coordinating and driving professional communities before, during and after the event. As such, it serves as a platform for exchange between for all stakeholders, who today communicate through a multitude of channels around and outside the event itself: websites, blogs, social media, conferences, publications, etc.

### MEASURING THE TOTAL IMPACT OF A TRADE SHOW OR FAIR IN A TERRITORY

Measuring the impact of events organised in a territory is a complicated process. The CSR performance calculator (economy, employment and environment) for the French event industry is a 100% web-based tool to measure for an event the environmental footprint, the economic impacts, the regional and national tax impacts, employment, scientific, tourism, media and territorial impacts. The project initiators and leaders, UNIMEV (Union Française des Métiers de l'Événement), the French Meeting Industry Council and the Regional Tourism Council for Paris Île-de-France have partnered with Paris Region Entreprises, the Exhibition Committees for Paris and the Nantes metropolitan region to finance its development.

GL events has in this way actively participated in Unimev's work to produce and promote a CSR performance calculator. Test evaluations were conducted in 2016 to produce global impact reports for two events: the Lyon International Fair and Piscine Global.



The first test using the Unimev industry federation impact calculator was carried out on the Lyon International Fair that celebrated its

100<sup>th</sup> anniversary in March 2016 (213,000 visitors/75,000m<sup>2</sup> at Eurexpo Lyon). The report data demonstrated that the direct and indirect economic impacts of the fair occurred across the entire value chain. In addition, against the backdrop of a depressed job market, the Lyon International Fair generated more than 450 equivalent full-time positions for the year. The scope of the impacts of this event far exceeds that of a simple annual regional meeting by providing a very concrete contribution to the region.

Examples of the Report model (intermediary level) for the 2016 Lyon International Fair:

- direct economic benefits: more than €12 million for event industry companies,
- indirect economic benefits: more than €17 million for companies of the tourism hospitality sector participants in the territory (accommodations, local transportation services, local business...).
- direct employment-related impacts: approximately 115 FTE (annualised full-time equivalent) jobs generated by the event in companies of the "event" sector,
- indirect employment-related impacts: 340 FTE (annualised full-time equivalent) jobs generated by the event in companies in the tourism hospitality sector within the territory.
- environmental impact: less than 1 kg of waste per visitor.

#### GL EVENTS LIVE: SUPPORTING LOCAL ACTIVITY

For GL events Live's stakeholders, expectations are essentially focused on the Group's ability to create work for local suppliers, a common requirement in public contracts.

The proximity offered by the GL events Live's network of agencies is a genuine asset. For customers, long-term partnerships contribute to a better balance in terms of costs, meeting deadlines and local impacts. For the organising committees of large international sports competitions or major political events, particular attention is paid to impacts on regional heritage and the creation of local value. For that reason, the aim is both to promote the region but also to stimulate the local economy and employment.

#### RESPONSIBLE PURCHASING

GL events' purchasing policy concretely reflects its CSR commitment in order to secure the supply chain and better manage the environmental and social impacts of its purchases of products and services.

Buyers are natural partners for the sustainable development department by putting into practice the guidelines to be followed: integrating CSR criteria for the main market consultations, submitting questionnaires to suppliers through a dedicated IT platform, etc.

The Group continues to evaluate key suppliers in relation to their performances in the different sustainable development areas.

#### BUILDING A CULTURE OF COMPLIANCE WITHIN THE GROUP

Since its creation, GL events has been driven by strong values put into practice through a proactive ethical approach. This approach has been strengthened as it expands into international markets. Today, the Group's positioning as a major international provider of solutions and services for events calls for more than ever exemplary conduct. Integrity, loyalty protecting the Group's employees, assets and reputation, combating corruption, exercising vigilance in the area of subcontracting are the major priorities underpinning GL events' actions. Its teams intervene alongside and on behalf of a large number of public and private customers. In so doing, they strive to transform these principles into concrete actions in a manner that is consistent with the Group's commitment to corporate social responsibility (CSR) and responsible growth.

A Code of Ethics and Business Conduct has been formalised. Its purpose is to provide guidelines for every employee. It promotes the application of the fundamental principles structuring our efforts and the conduct of our business. It asserts the shared ambition of all Group employees: acting in a manner that is transparent, compliant and determined, and at all times, dictated by the imperative of "doing things well and doing good." This Code of Ethics will be introduced in 2017 to all Group employees.

It is supplemented by a Business Conduct Code establishing guidelines for relations with partners, customers, suppliers and subcontractors. This Code that will be integrated into our general terms and conditions of sale covers the following areas:

- Respecting contractual undertakings
- Trustworthiness in communications
- Confidentiality of data
- Financial transparency
- Protecting the Group's image and assets
- Preventing conflict of interest
- Respect of human rights
- Health / safety
- Environment
- Combating corruption

In addition, guidelines on preventing corruption are in the process of being drafted, in particular in response to new French regulations introduced to combat corruption and trading in influence (in France and other countries), and

namely the "Sapin II" Law No. 2016-1691 of 9 December 2016. These guidelines will be based in part on best anti-corruption practices and the 8 areas/actions derived from the new French law.

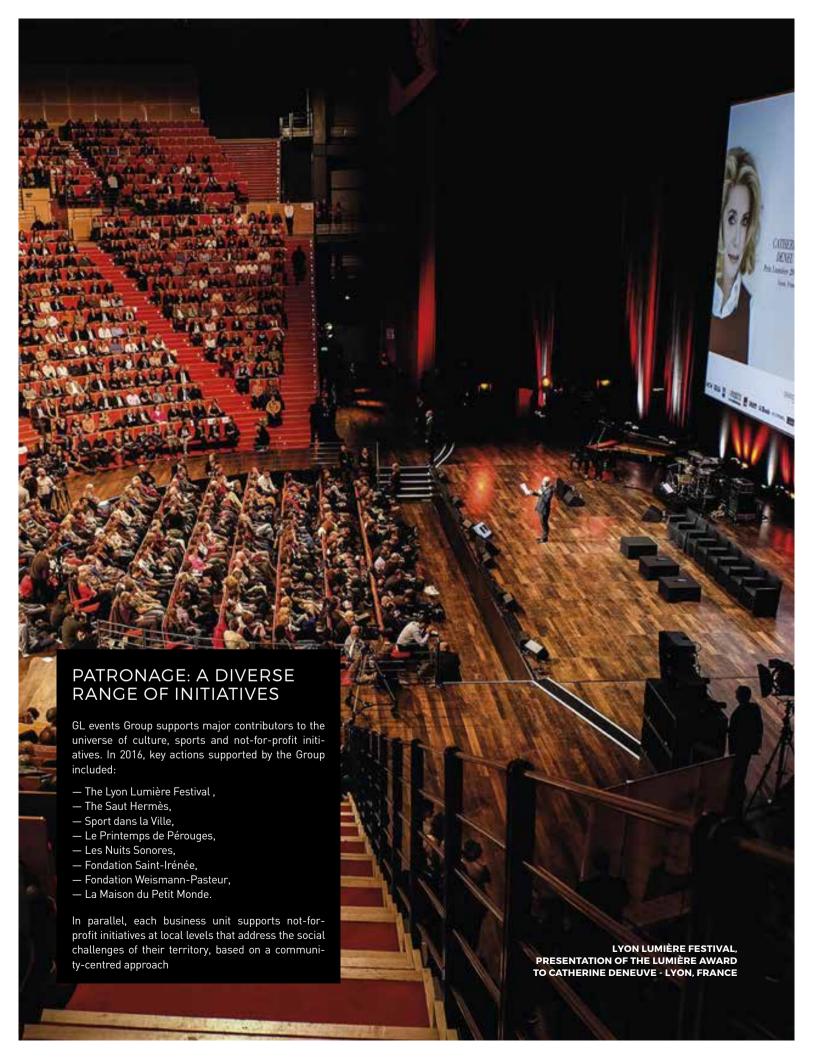
These tools will be deployed in 2017 through a mechanism including namely:

- general training on ethics with a focus on combating corruption for managers and personnel with the greatest exposure.
- a whistleblowing reporting system,
- training for managers and employees most exposed to the risks of criminal liability for the company.

Organisational and compliance projects within the Group are constantly evolving in line with operational and legal imperatives.

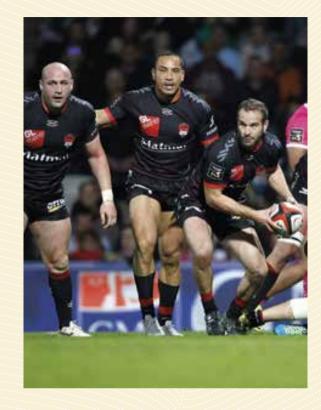
#### LYON INTERNATIONAL FAIR - EUREXPO, LYON, FRANCE





# THE PASSION OF SPORTS

# FOR THE GROUP, SPORT IS A TRUE PASSION THAT IS EXPRESSED IN MANY DIFFERENT FORMS



For more than 10 years, through its services and equipment, GL events has acquired a world-class stature in the segment for major international sports events, a very demanding market in terms of quality, safety and sustainable development. It is also the organiser of Equita, the leading equestrian event in France and a unique event hosting world-class competitions.

In keeping with its values and CSR commitment, the Group supports men and women who strive for excellence and push their limits within their disciplines. This is the case of the athletes who have defended the French flag at the Olympic and the Paralympics Games of Rio de Janeiro. Mélina Robert-Michon, a professional athlete and discus thrower, is today an Olympic vice champion after winning numerous championships; her efforts and perseverance were rewarded in 2016 at her fifth Olympic Games. Élise Marc, a paratriathlon athlete was a competitor at the Asvel Triathlon.

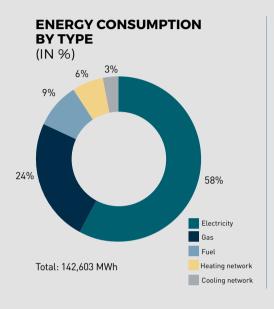
GL events is also a sponsor of the LOU Rugby club that has moved up into the Top 14 in 2016. Three talented players joined its ranks in 2016: Frédéric Michalak, Delon

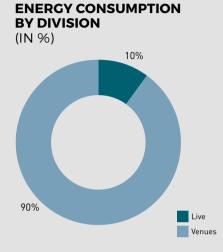
Armitage and Mike Harris. The Group also supports the reconversion of former players like Lionel Nallet, captain of the team from 2012 to 2015, or Romain Loursac, who became a sports physician position after a remarkable career as a university and professional athlete. Other players are now members of the staff and contribute to promoting the regional spirit conveyed by the Lyon club.

This commitment led the French Minister of Economy to appoint Olivier Ginon as vice chairman of the committee focusing on the organisation of the economy of sports sector. The goal of this initiative is to bring together different participants of the sector – companies, leagues and the federations, public entities – around several objectives: collectively adding international market share, increasing France's chances with future competitive bids, foster innovation, the attractiveness of French territories and foreign trade. This collaborative and participative work lasting 10 months led to a concrete and operational industry sector contract signed on 23 March 2016. Since that date, Olivier Ginon has contributed to implementing a number of actions

NOTE: PUBLISHED DATA RELATES TO THE GL EVENTS LIVE AND GL EVENTS VENUES REPORTING BOUNDARY.

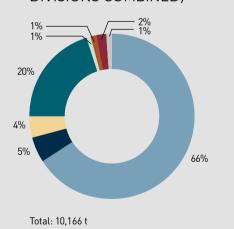
# THINK GREEN INDICATORS

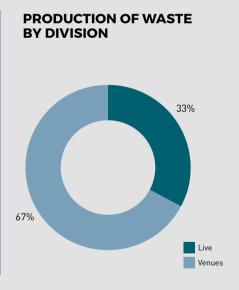




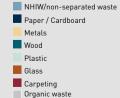
BASED ON DATA PRO-VIDED, GL EVENTS LIVE ACCOUNTS FOR 10% OF **ENERGY CONSUMPTION** WITHIN THE RELEVANT REPORTING BOUNDARY. CONSUMPTION OF THE **GL EVENTS VENUES SCOPE** REFLECTS THE NATURE OF THE BUILDINGS THAT IN CERTAIN CASES CAN REACH A SURFACE AREA OF 130,000 M2 SUCH AS EUREXPO IN LYON. WEATHER CONDITIONS AND FLUCTUATIONS IN THE LEVEL OF ACTIVITY ALSO HAVE A SIGNIFICANT IMPACT ON ENERGY CON-SUMPTION.

#### WASTE PRODUCTION BY CATEGORY (VENUES AND LIVE DIVISIONS COMBINED)





IT SHOULD BE NOTED THAT OF THE APPROXI-MATELY 10,166 TONNES OF REPORTED WASTE, THE VENUES DIVISION PRODUCES 67%. WE ALSO NOTE IN THE VOLUMES REPORTED FOR THIS **BUSINESS UNIT THAT A** SIGNIFICANT PERCENT-AGE OF THIS VOLUME ORIGINATE OUTSIDE OF GL EVENTS FROM EXTER-NAL EVENT ORGANISERS. IN CONSEQUENCE, IF **GL EVENTS VENUES** MANAGES THE WASTE **GENERATED BY THE EVENTS IT HOSTS, IT IS NEVERTHELESS NOT THE** DIRECT SOURCE.



Of this amount, GL events Venues accounted for 89% and is linked to the number of visitors attending the events, the type of event as well as the process of cleaning the sites.

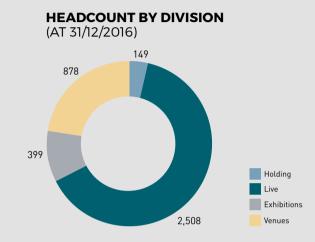


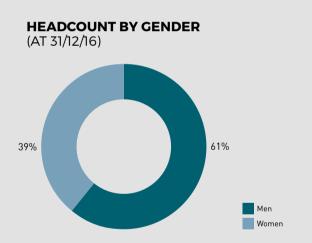
\* Total water consumption for buildings and fire hose cabinets

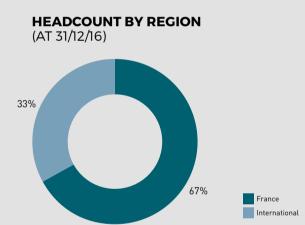
NOTE: INDICATORS CALCULATED BASED ON THE WORKFORCE AT 31 DECEMBER 2016

# THINK PEOPLE INDICATORS

THE MEN & WOMEN OF GL EVENTS

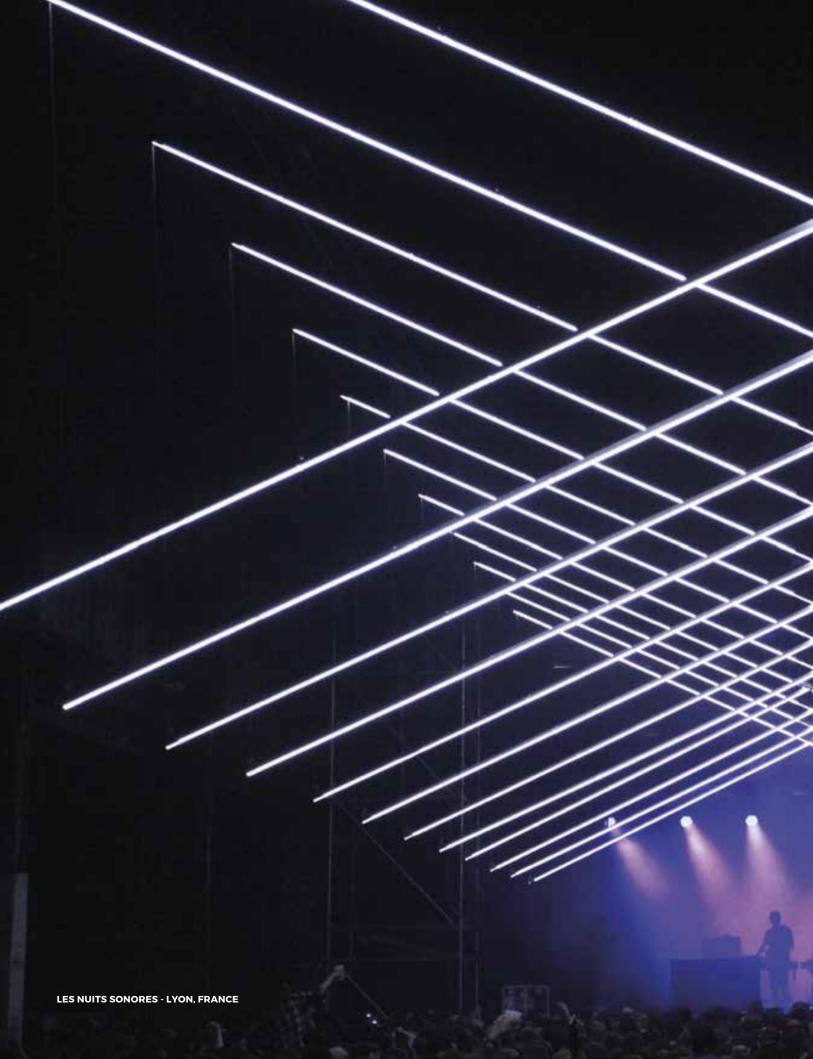


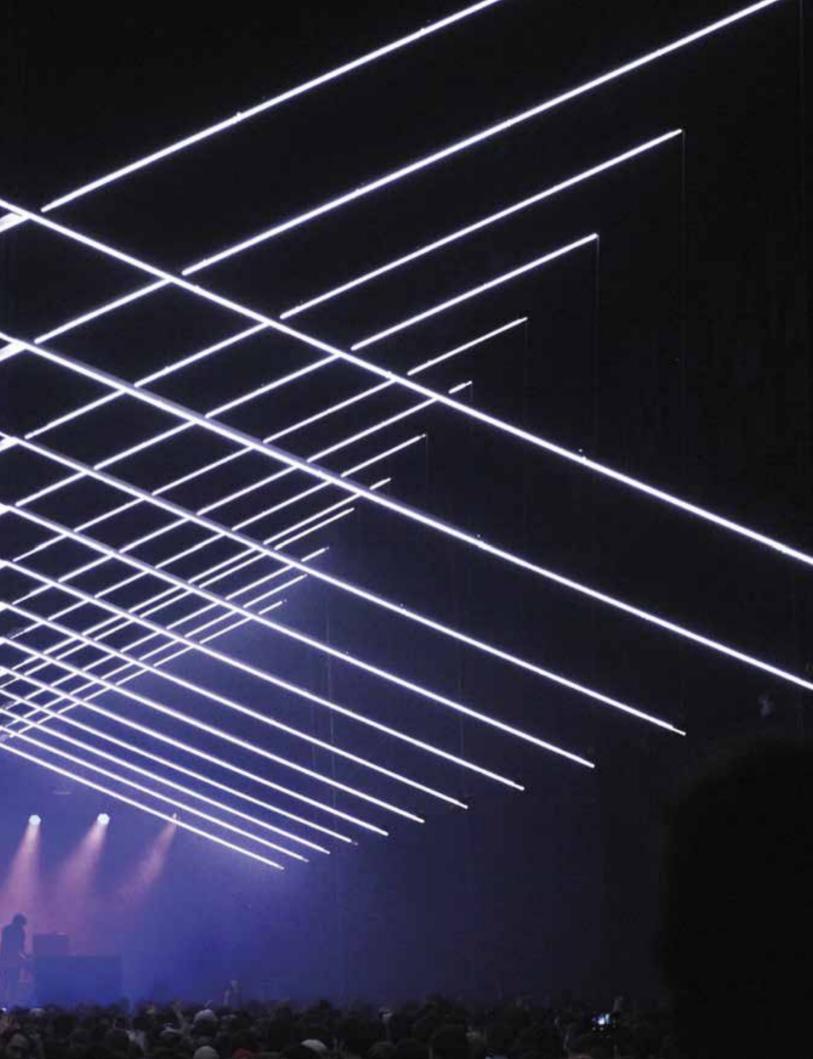




#### BREAKDOWN BY AGE AND GENDER FOR PERMANENT STAFF







# HISTORY & MILESTONES

# 1978-1989

**CREATION** of Sarl Polygone Services by Olivier Ginon and three partners (Olivier Roux, Gilles Gouédard-Comte and Jacques Danger).

**ALLIANCE** between Polygone Group, No. 1 in France for the installation of exhibitions and events, and Cré-Rossi (rental of trade show furniture, accessories and surfaces.

NAME CHANGE to Générale Location.

1990-1997

**EIGHT YEARS** of growth. Générale Location strengthens its strategy of providing global solutions through acquisitions and creations in the sectors of general installations for exhibitions, furniture rental, premium stands, signage, fixtures for mass retailers and museums, hosting services.

GÉNÉRALE LOCATION LAUNCHES ITS INTERNA-TIONAL DEVELOPMENT with an office in Dubai.

# 1998-2003

**SIX PIVOTAL YEARS** of major transformations. After its initial public offering on the Second Marché of the Paris Stock exchange, Générale Location takes its first steps in the sector of large international events (Football World Cup in France, Heads of State Summit, and Cannes Film Festival, etc.).

**MAJOR PROJECTS** for the Group: Olympic Games in Sydney, the European Heads of State Summit (coinciding with the French EU Presidency), and several second millennium events.

**A NEW NAME** for Générale Location: GL events. The venue management and event organisation business registers very strong growth and, to pursue its expansion in the event market, the Group launches a rights issue of €15.4 million.





# 2004-2009

**IN ADDITION TO THE ACQUISITION** of Market Place, a specialised event communications agency and Temp-A-Store in the United Kingdom (temporary structures), Promotor International and AGOR (organisation specialist), GL events registers very strong growth in the B2B segment with the acquisition of six new industry trade fairs.

#### THE GROUP DEVELOPS ITS INTERNATIONAL NET-

WORK of venues, acquiring Hungexpo, the operating company of the Budapest Exhibition Centre and wins management concessions for the Riocentro Convention Centre of Rio de Janeiro, Pudong Expo for the city of Shanghai, the Brussels Square meeting centre, the Turin Lingotto Fiere exhibition centre, Curitiba Estaçao Embratel convention centre and the Rio de Janeiro Arena in Brazil and the World Forum Congress Centre of The Hague. GL events acquires Traiteur Loriers to accelerate the development of its Food & Beverage strategy.

**IN 2005 AND 2007**, the Group launches two rights issues that raised €35.7 million and €77.6 million.

IN FRANCE, GL events wins concessions for the Metz Exhibition Centre, Exhibition and Convention Centres (Nice, Amiens), the Roanne Scarabée multifunctional hall, the Troyes Convention Centre and the Maison de la Mutualité in Paris. GL EVENTS acquires Traiteur Loriers to accelerate the development of its Food & Beverage strategy.

# 2010

**THE CREATION** of GL events Exhibitions on 1 January 2010 enables the Group to strengthen the level of service provided to exhibitors and visitors alike, in coordination with the different event industry players and professionals.

**IN FRANCE**, GL events was selected to manage the Palais Brongniart.

**GL EVENTS** wins a historic contract for the FIFA World Cup 2010™ in South Africa. The Group also strengthens its position by contributing to a number of international events such as the Shanghai World Expo.

# 2011-2012

#### **GL EVENTS CONFIRMS ITS LEADERSHIP**

for a number of international events: the Africa Cup of Nations in Qatar, the RBS 6 Nations rugby championship and summit meetings for the French presidency of the G8 and G20, the London Olympic Games, the Rio+20 Summit, etc.

**ACQUISITIONS OF BRELET**, a French provider of temporary installations for trade fairs and events, Slick Seating Systems Ltd, a UK-based specialist in the design and manufacture of grandstands and seating solutions in the UK and Commonwealth countries, and Serenas, Turkey's leading PCO.

### WITH THE RENEWAL OF THE MANAGEMENT CONCESSION FOR TOULOUSE EXPO EXHIBITION

**CENTRE**, the management concession for the new Ankara Convention and Exhibition Centre in Turkey and La Sucrière in Lyon, GL events continues to build its international network of premium venues.

#### **GL EVENTS CARRIES OUT A CAPITAL INCREASE**

to accelerate its development in emerging markets and, in particular, Brazil with a very promising line-up of major events in 2016. Sofina becomes a Group shareholder.

#### **DEVELOPMENT OF FOOD & BEVERAGE.**

**EXPORTING PROPRIETARY EVENTS** to different geographical regions confirms its potential for generating high added value for the Group (Première Vision in New York, São Paulo and Moscow, the Bocuse d'Or in New York, Sirha in Shanghai and Geneva, etc.).

# 2013

**IN BRAZIL**, acquisition of LPR, a Brazilian company specialised in the supply of general installations and furniture; the Group was awarded a 30-year management concession for the São Paulo Imigrantes Exhibition Centre following a call for tenders.

CONSTRUCTION OF A 20,000M<sup>2</sup> TEMPORARY EXHIBITION PARKIN IN SYDNEY.

AFTER THE MAISON DE LA MUTUALITÉ, A SECOND TERROIR PARISIEN RESTAURANT opens at the Palais Brongniart.

THE GROUP IS AWARDED A TEN-YEAR CONCESSION FOR THE METZ CONVENTION CENTRE.

2014

# ON 1 JANUARY, THE GROUP'S THREE EVENT AGENCIES – Alice Evénements, Market Place et Package – are combined into a single entity, specialised in strategic and operating communications for events. Live! by GL events.

#### THE GROUP OBTAINS A PUBLIC SERVICE CON-CESSION THROUGH STRASBOURG ÉVÉNEMENTS

for the management of two major facilities: the Music and Convention Centre and the Exhibition Centre of Strasbourg.

**AS A STAKEHOLDER OF THE G20** in Brisbane, Australia and the COP 20 in Lima, Peru, the Group confirms its positioning for major political and environmental events.

**OPERATIONS IN LATIN AMERICA ARE RAMPED UP** by acquiring positions in Peru and Chile.

**THE OFFERING OF MODULAR AND DURABLE STADIUMS** introduces an innovation with the concept of rapidly installed and cost-efficient infrastructure.

# 2015

# **COMMENCEMENT OF A MAJOR PROGRAM FOR SAN PAOLO EXPO:** the construction of a 7-level 4,532 place parking facility.

**INAUGURATION IN RIO DE JANEIRO OF THE GRAND HÔTEL MERCURE** for which GL events is the prime contractor. Carried out in partnership with Accor, this five-star establishment has 306 rooms.

**ACQUISITION OF THE JAULIN GROUP** which allows GL events to strengthen its position in the Paris region and adds a new venue to its network: Paris Event Centre.

2016

#### IN APRIL, INAUGURATION OF SÃO PAULO EXPO

Latin America's largest exhibition centre with a total area of  $120.000 \, \text{m}^2$ .

A STRONG PRESENCE AT THE RIO SUMMER OLYMPIC GAMES, with competitions hosted at Group sites (Rio Arena and Riocentro), the provision of numerous catering and hospitality services.

#### SIGNATURE OF A JOINT VENTURE between

GL events and Yuexiu Group to jointly develop a network of event sites in China. The first step in 2019: managing the future Guangzhou Yuexiu International Congress Center (50,000 m²).

#### AFTER COP 20 IN LIMA AND THE COP 21 IN PARIS.

GL events is a stakeholder of the COP 22 hosted in Marrakesh. The Group confirms accordingly its standing as a major player for these global sustainable development meetings.

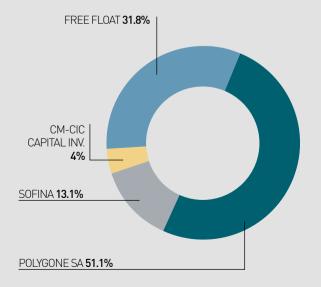


# SHAREHOLDER Information

#### **SHARE PRICE DATA**



#### SHAREHOLDER OWNERSHIP STRUCTURE AT 31 DECEMBER 2016



#### **DIVIDENDS**

At the upcoming annual general meeting to be held on 28 April 2017, the Board of Directors will submit a proposal to distribute a dividend of 0.65 for 2016 representing a payout ratio of 48 %.



<sup>\*</sup> Dividends paid in the form of shares: 83.95 %.

\*\* Proposed.

#### **2017 INVESTOR CALENDAR**

25 APRIL 2017	FIRST-QUARTER REVENUE (AFTER THE CLOSE OF TRADING)
28 APRIL 2017	AGM / EGM IN LYON
18 JULY 2017	FIRST-HALF REVENUE (AFTER THE CLOSE OF TRADING)
5 SEPTEMBER 2017	FIRST-HALF RESULTS (AFTER THE CLOSE OF TRADING)
17 OCTOBER 2017	THIRD-QUARTER REVENUE (AFTER THE CLOSE OF TRADING)

#### **DISTRIBUTION OF PRESS RELEASES**

GL events' press releases are posted on the company's website, www.gl-events.com (Group Financial Information) after 6 p.m. on the evening preceding their publication date. They are systematically sent by e-mail, fax or the post to all persons having so requested.

#### **ANNUAL REPORTS**

Copies of the GL events' annual reports can be obtained on request or downloaded in electronic form from the company's website. Previous press releases and annual reports (since the company was listed) are also available on the company's website. English translations of GL events' financial publications are available in electronic form at its website www.gl-events.com (Group Financial Information) or may be obtained on request from the investor relations department.

#### MARKET

EUROLIST COMPARTIMENT B (MID CAPS)
ISIN CODE - FR 0000066672
BLOOMBERG CODE- GLOFP
REUTERS CODE - GLTN.PA
FTSE CODE- 581

Since its initial public offering, GL events' communications strategy has focused on maintaining strong investor relations

The following information can be found on the company's website (www.gl-events.com) in a special shareholders section:

- recent and past press releases,
- a calendar of financial publications,
- a shareholders' guide,
- downloadable annual reports and financial publications,
- key figures,
- recordings of management interviews.

Email: info.finance@gl-events.com





CONTENT: COMMUNIQUEZ AND CORPORATE COMMUNICATION DEPARTMENT
DESIGN AND PRODUCTION: COMMUNIQUEZ
PRINTING: IMPRIMERIE COURAND
© APRIL 2017

PHOTO CREDITS: MARWANE SOBAI, NICOLAS RODET, RODRIGO LOPES, STUDIO LOPES, ALEXANDER WHITTLE, ÉLISABETH RULL, DOYEE LORIEZO, STEVEN DAVIDSON, PREMIÈRE VISION, JAULIN, DANIEL CRUZ, GRÉGOIRE CRÉTINON, FRANCIS MAINARD, NICOLAS PROST, MARC GALAOR, LAURE ROUSVILLE, HUNGEXPO, 5NOKTA6, ALEXANDRA FLEURANTIN, MICHEL LE MOINE, NADIA BERG, ÉTIENNE HEIMERMANN, STANISLAS BROCHIER, ESTRO, FRÉDÉRIC CHEHU, APPAWOOSA, CHARLES SIAUX, BLAI CARDA, NATHALIE WILLIAMSON, TALAL BERKDAR, ALEXANDER WHITTLE, GL EVENTS UK, GAËTAN CLÉMENT, MATTHIEU LACOMBE, DR.

THIS DOCUMENT CAN BE CONSULTED AND DOWNLOADED AT WWW.GL-EVENTS.COM



