



BRINGING
PEOPLE
TOGETHER

17



2017 FIRST-HALF RESULTS - 6 SEPTEMBER 2017

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GL EVENTS, FORWARD GROWTH MOMENTUM

An integrated event industry player

- 3 complementary business divisions

GL EVENTS LIVE

*Strong name
recognition
in the market*

GL EVENTS EXHIBITIONS

*+300
proprietary
trade shows*

GL EVENTS VENUES

*A worldwide
network of
40 venues*

A global player, a strong local base

- International coverage:
replication of the business model in
international markets
- Solid position in France in all three
event industry segments

Growth trajectory



Stakeholder engagement

- Three powerful approaches



- Approach recognized in the Gaïa-Index ranking

A strong brand

- A key participant in calls for tenders
for major events
- Recognized know-how in France
and international markets
- Presence in mature and emerging
markets

Our ambition

Pursuing profitable growth through:

- The selection of high quality
assets
- Innovation
- International development
- Financial controls

GL EVENTS TODAY

Key figures for H1 2017

- €496.1m in revenue (46% from international markets)
- 3,934 employees (33 % outside of France)

An integrated offering covering the three major event industry segments

GL EVENTS LIVE

Event engineering and services

*H1 2017 revenue:
€229.5m
H1 2017 operating
margin 4.2%
Employees: 2,508*

GL EVENTS EXHIBITIONS

Organisation of B2B and B2C
exhibitions

*H1 2017 revenue:
€101m
H1 2017 operating
margin 15.7%
Employees: 399*

GL EVENTS VENUES

Venue management
(exhibition centres, convention
centres, multi-purpose facilities)

*H1 2017 revenue:
€165.6m
H1 2017 operating
margin 15.2%
Employees: 899*

GL EVENTS LIVE - BUSINESS FUNDAMENTALS

■ **GL events Live, solutions and services to support every type of event**



Missions:

- Design/ Consulting / Creation / Coordination
- Overlay services / Logistics

Customer profiles:

- International / Organising Committees
- Key Accounts
- Major sports, cultural, institutional and corporate events
- PCOs/PEOs

Key assets:

- Expertise and Creativity
- Event equipment
- Responsiveness / Financial strength
- GL events track record and brand equity for on-time/on-budget delivery

GL EVENTS EXHIBITIONS - BUSINESS FUNDAMENTALS

■ **GL events Exhibitions,**
an international organiser of trade shows and
consumer fairs



Missions:

- Designing and producing B2B and B2C events

Markets:

- Marketing and commercial departments addressing communities of professionals and the general public.

Key assets:

- Creativity
- Marketing data
- More than 300 proprietary trade shows and fairs
- Strong brands
- Ability to replicate trade shows and consumer fairs at a global level

GL EVENTS VENUES - BUSINESS FUNDAMENTALS

■ GL events Venues, a networked world



Missions: Managing and marketing

- Convention centres, reception venues
- Exhibition centres
- Multi-purpose facilities and concert halls, stadiums and indoor facilities for sports and other events

Customers:

- Regional-local governments / Institutions
- Organising trade shows and consumer fairs, conventions and events

Key assets:

- An international network of 40 venues across the globe
- Relationships with regional authorities
- Recent cutting-edge equipment



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H1 2017
HIGHLIGHTS

H1 2017 HIGHLIGHTS

+1.2% growth in sales

Restated to eliminate the effects of jumbo events and biennial factors, the Group generated €30m in additional revenue in H1 2017

Improving profitability

Growth in EBITDA (+18%), Current operating income (+24%) and Net income attributable to parent (+23%) in relation to H1 2016.

Continuing improvements in debt ratios

Improvement in net debt ratios in relation to 30 June 2016.
Gearing: 95 % vs. 105 %.
Leverage: H1 2.97 vs. 3.26

H1 2017 HIGHLIGHTS

- **Flagship events**

- SIRHA: a record performance with 132,000 sqm of occupied space, 3,000 exhibitors and brands, 208,000 visitors (+10%), 25,469 chefs (+29%) and 21 contests
- Launch of the new Nissan Micra in Croatia
- Industrie Lyon

- **But also new events...**

- Venues: Ramping up of Sao Paulo Expo
- Live: America's Cup in Bermuda, Confederation Cup in Russia
- Exhibitions: Gaming Istanbul, Geek and Game Rio Festival

- **As well as recurring events:**

- The Cannes Festival, the Saut Hermès show jumping competition, the International Paris Air Show, Première Vision, CFIA, the Lyon International Fair, Expobiogaz...

AN EXPANDED GROUP SCOPE: TARGETED ACQUISITIONS



A company specialised in the supply and medium term leasing of modular structures in Chile

Adding recognized expertise in South America in modular structures and bolstering the development strategy in this subcontinent



An agency specialised in the organisation of medical conventions and training

Increasing its position in the medical convention segment in France
Added value from its database management expertise



The leading French industrial subcontracting event

Specialised in sheet metal and welding technologies

Creating with *Industrie* and *Smart Industries* THE leading global French trade show for industry

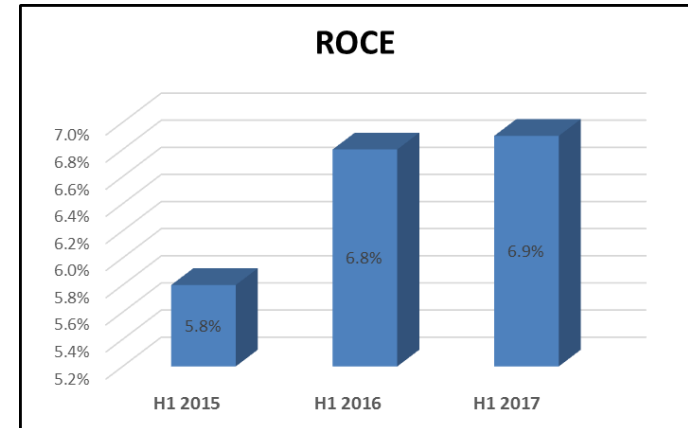
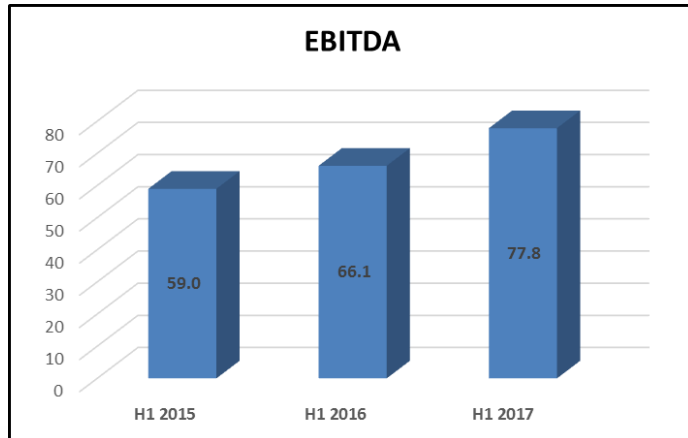
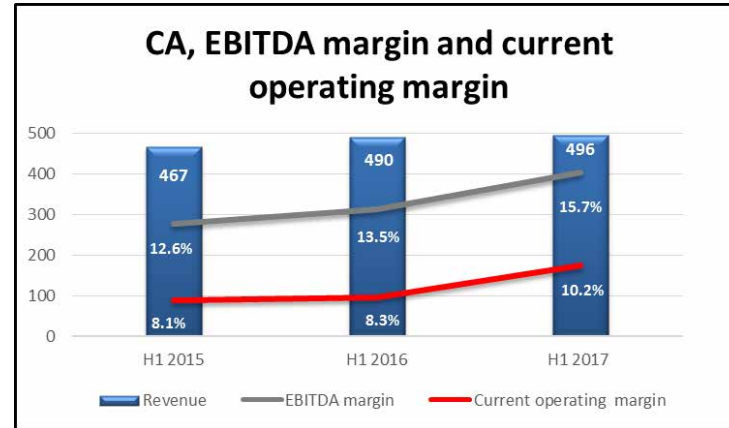
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FINANCIALS



H1 1017 FINANCIAL KPIs

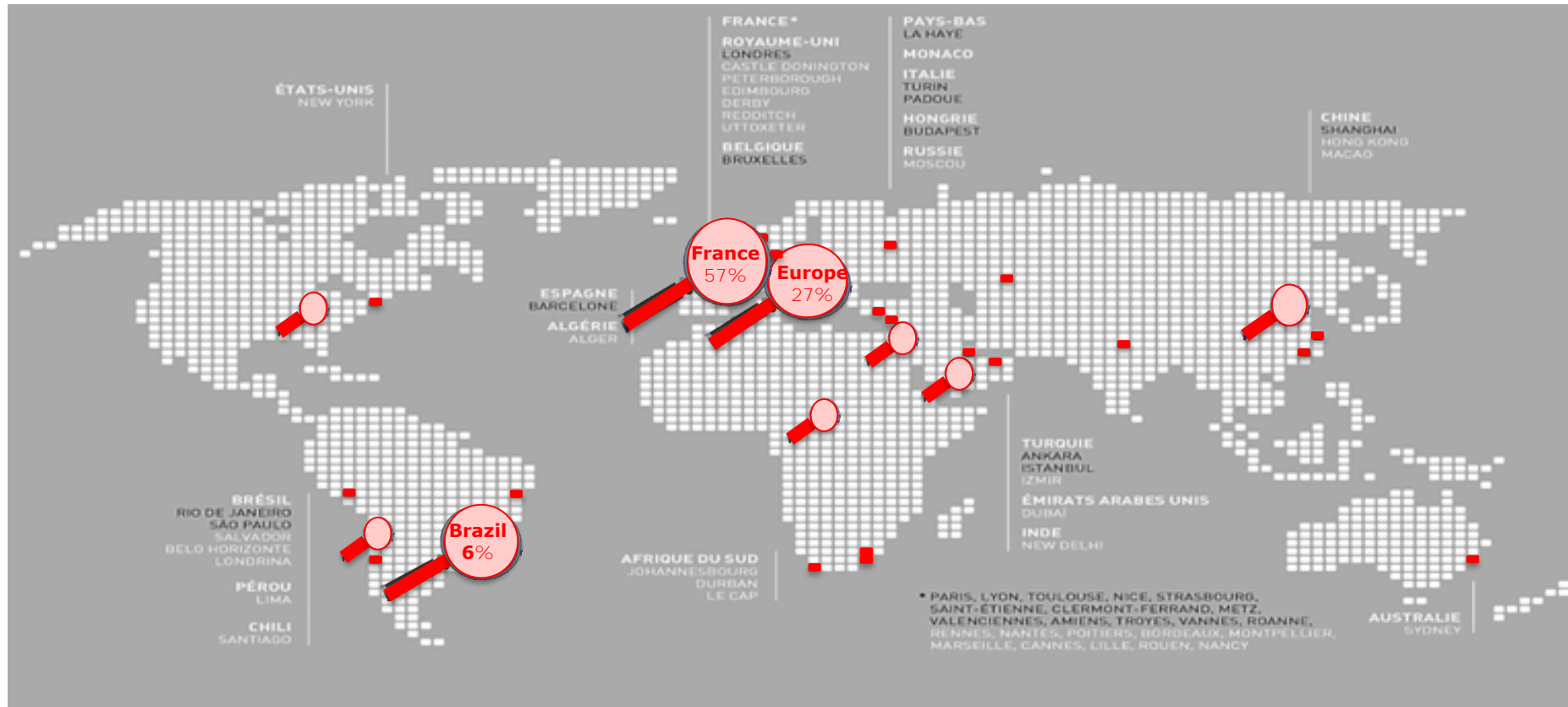


H1 1017 REVENUE BY BUSINESS DIVISION

H1 revenue (€m)	2017	2016	2015	Change 17/16	Change 17/15
Live	229.5	258.3	221.6	-11.1%	3.6%
Exhibitions	101	78.5	100.1	28.7%	0.9%
Venues	165.6	153.1	145.2	8.2%	14.0%
Consolidated total	496.1	489.9	466.9	1.2%	6.3%

- Live: development of services for recurring events, growth in the corporate segment in a half year period without jumbo events (-€70m).
- Exhibitions: Continuing growth of major events (SIRHA, Industrie Lyon, CFIA Rennes) and the launch of events for gamers (Gaming Istanbul et Game Rio).
- Venues: Sao Paulo Expo's accelerating business momentum and growth of large-scale venues

H1 2017 REVENUE BY REGION



CURRENT OPERATING INCOME

- Strong growth for EBITDA: +17.7 %
- Current operating margin of 10.2 %, up 1.9 points

€m	2017	2016	2015	Change 17/16	Change 17/15
Revenue	496.1	489.9	466.9	1.2%	6.2%
Purchases & external charges	-288.7	-305.8	-288.9	-5.6%	0.0%
Staff costs	-121.8	-111.5	-110.2	9.2%	10.5%
Taxes and similar payments (other than on income)	-8.0	-8.4	-11.1	-5.2%	-27.6%
Other current income and expenses	0.3	1.9	2.2		
EBITDA	77.8	66.1	59.0	18%	32%
<i>EBITDA margin</i>	<i>15.7%</i>	<i>13.5%</i>	<i>12.6%</i>	<i>2.2</i>	<i>3.1</i>
Amortisation, depreciation and provisions	-27.3	-25.4	-21.1	7.6%	29.5%
Current operating income	50.7	40.9	38.0	24.0%	33%
<i>Current operating margin</i>	<i>10.2%</i>	<i>8.3%</i>	<i>8.1%</i>	<i>1.9</i>	<i>2.1</i>

Purchases & external charges

- Internationalization of business lines
- Effective control over external expenses
- Absence of Jumbo events

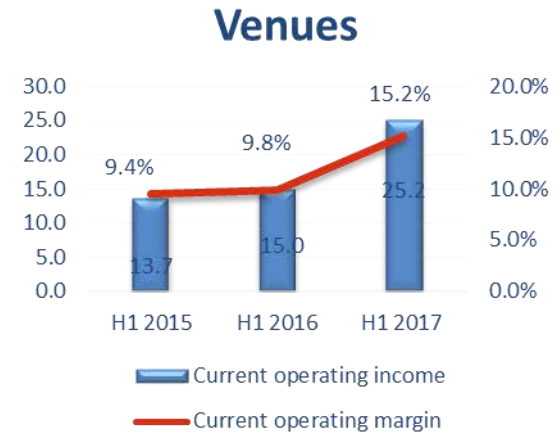
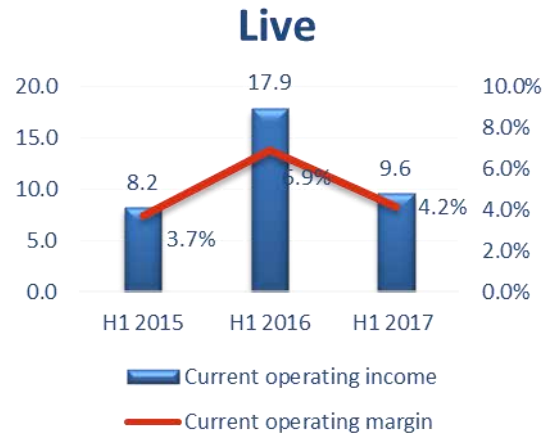
Staff costs:

- Excluding changes in scope (LOU, CCC, Tarpulin), limited increase of 1.2%
- Integration of new business line specializations (€1m)

Depr./Amort.:

- SP Expo's impact over entire H1
- Changes in structure

CURRENT OPERATING MARGIN BY BUSINESS DIVISION



- Live: first half without major jumbo events, margin up vs. 2015
- Exhibitions: management of the event portfolio and biennial effect
- Venues: Sao Paulo Expo's development and a significant contribution from additional business volume

H1 2017 CONSOLIDATED RESULTS

€m	2017	2016	2015	Change 17/16	Change 17/15
Current operating income	50.7	40.9	38.0	24.0%	33%
Other income and expenses	-3.6	-3.1	0.3		
Operating profit	47.1	37.8	38.4	25%	23%
Net interest expense	-8.5	-8.2	-6.0		
Other financial income and expenses	1.0	0.1	-0.4		
Net financial income (expense)	-7.5	-8.1	-6.4	8%	17%
Income before tax	39.6	29.7	32.0	34%	24%
Income tax	-13.6	-9.7	-10.8		
Net income of consolidated companies	26.1	19.9	21.2	31%	23%
Income (loss) from equity-accounted investees	-0.3	-0.9	-0.5		
Net income	25.8	19.0	20.7	36%	24%
Attributable to non-controlling interests	4.8	1.9	4.1		
Net income attributable to parent	20.9	17.1	16.7	23%	26%

Borrowing costs

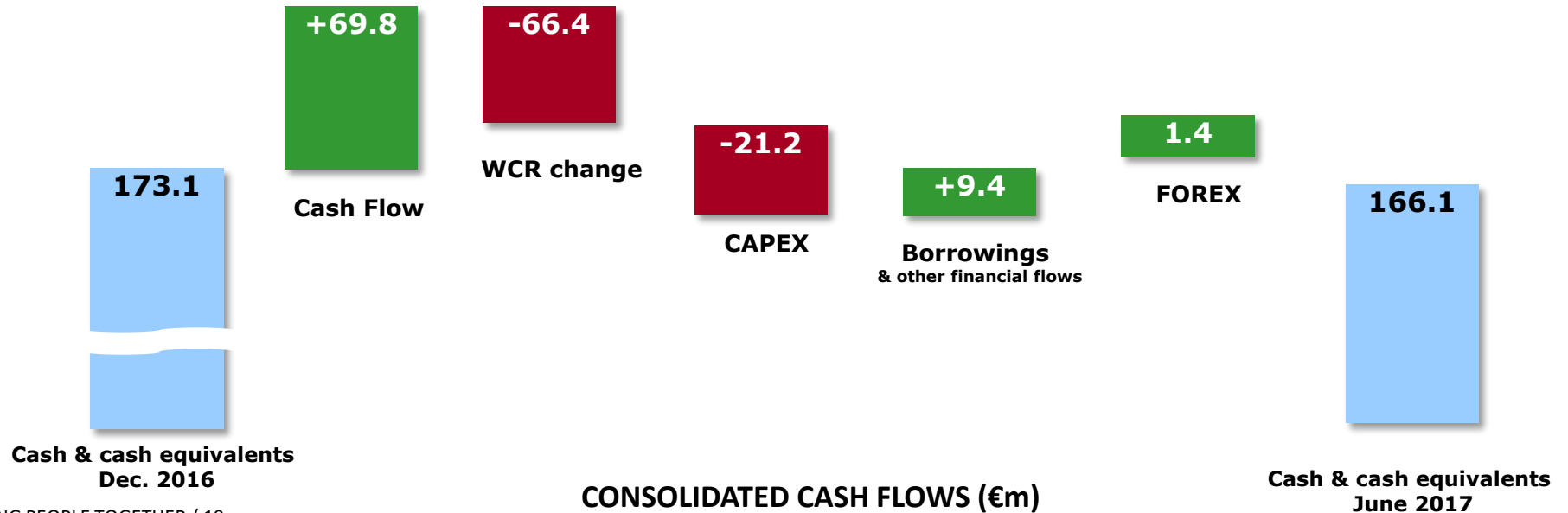
Linked to change in debt in H1 2017.

Income tax: 34% rate coherent with location of profits

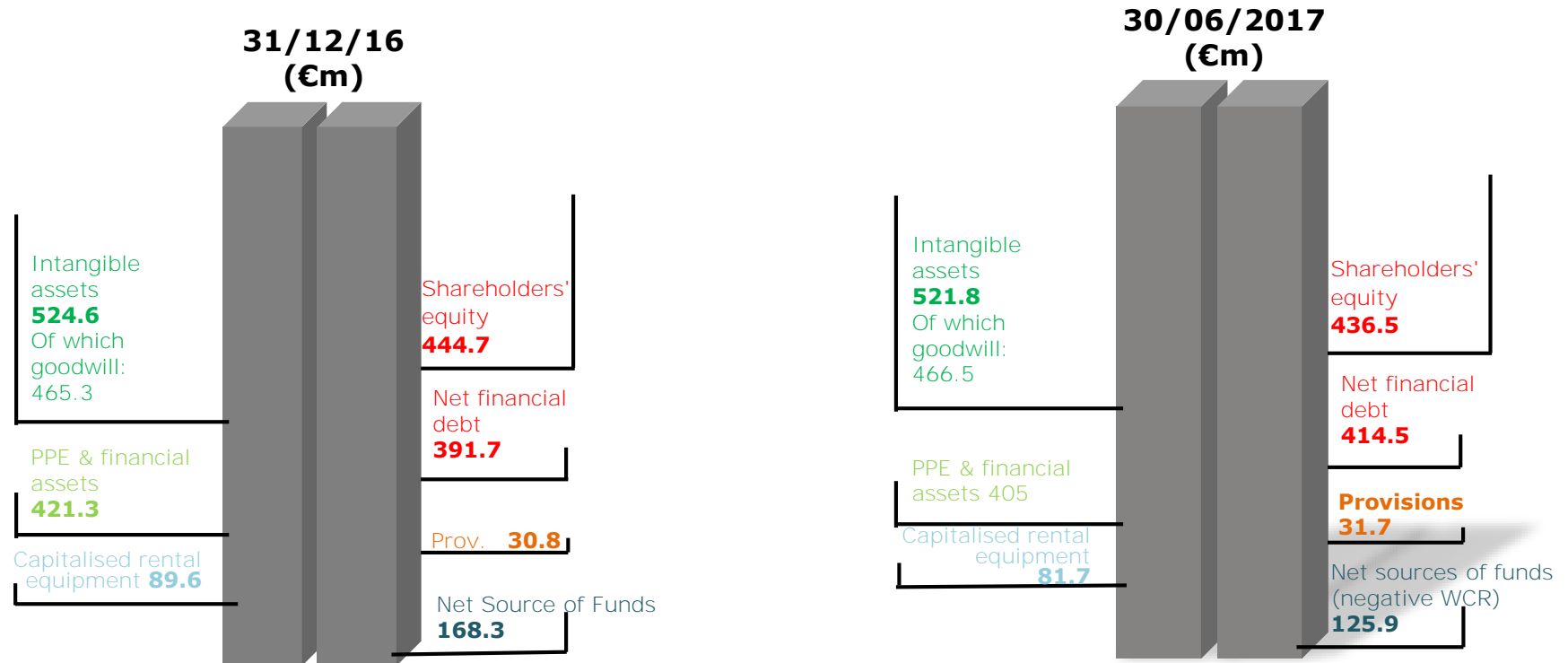
NCI: Impact of SIRHA

CASH & CAPEX IN H1 2017

- Decrease in Net Source of Funds (negative WCR) in H1 2017
- A strategy of limited capital expenditures in line with expectations



BALANCE SHEET AT 30/06/2017



A DEBT ASSOCIATED WITH LONG-TERM AND SECURE ASSETS

- ▶ A debt backed by long-term assets secured by commitments and concessions with terms of several decades
- ▶ 55% of debt linked to long-term assets

Reported net debt (gearing 94.7%)

Work on Palais Brongniart (30 years)

Work on Metz renovation (30 years)

Rio Centro (50 years)

Grand Hôtel Mercure Rio (50 years)

Sao Paulo Expo (30 years)

Net debt excluding concessions (gearing 42.3%)

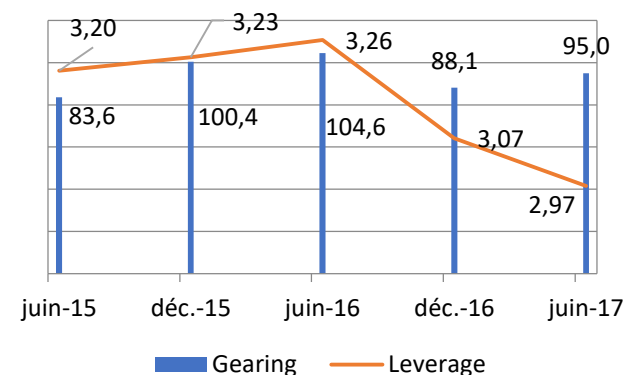
€m

414

230

184

Change in debt ratios



In €m	2014	2015	2016	2017
GL events Group CAPEX	80.7	100.3	135.9	33.1
<i>of which GL events Venues</i>	52.4	83.7	95.3	14.8



STRATEGY & OUTLOOK



STRATEGIC PRIORITIES

Continuing to build an international market leader

Creating high quality long-term assets



Reinforcing financial controls to free up capacity for action

An innovation-centric culture within the event universe

CONTINUING TO BUILD AN INTERNATIONAL MARKET LEADER

■ **Our objectives:**



- A strong business development organisation to fuel organic growth
- Dynamic and selective M&A and strategic partnerships to take advantage of opportunities within a global market in consolidation
- Achieving a position of international excellence for each of the Group's three businesses
- A strong GL events brand with international name recognition in the event industry universe

■ **Our achievements:**

- Targeted acquisitions of Tarpulin, CCC, Midest and Tolexpo
- Opening of commercial agencies in London, Miami and New York
- Joint venture agreement in Guangzhou

CREATING QUALITY LONG-TERM ASSETS

■ Our objectives:

- Premium event venues in growing metropolitan areas
- Leading trade show brands, with potential for international deployment and targeted communities
- A targeted rental portfolio offering access to top-tier contracts based on the volume and quality of its assets

■ Our achievements:

- Strong brands for the development of spin-off events
- Development of a major gathering for French industry
- Optimisation of event venues



OMWIVORE



PREMIÈREVISION®

EQUITA
Le salon du cheval de Lyon



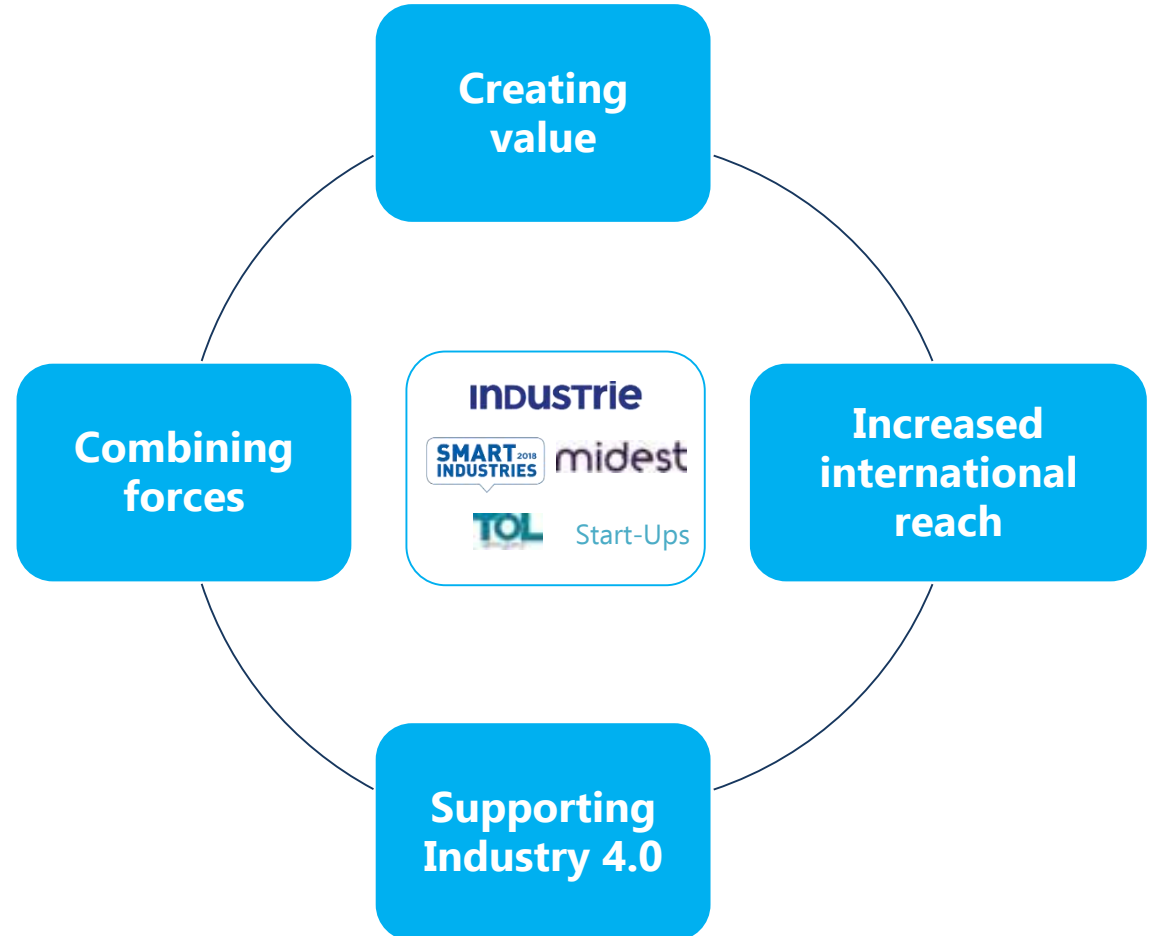
GL EVENTS EXHIBITIONS: CREATION OF A OVERARCHING INDUSTRY EVENT



THE CREATION OF AN OVERARCHING INDUSTRY EVENT

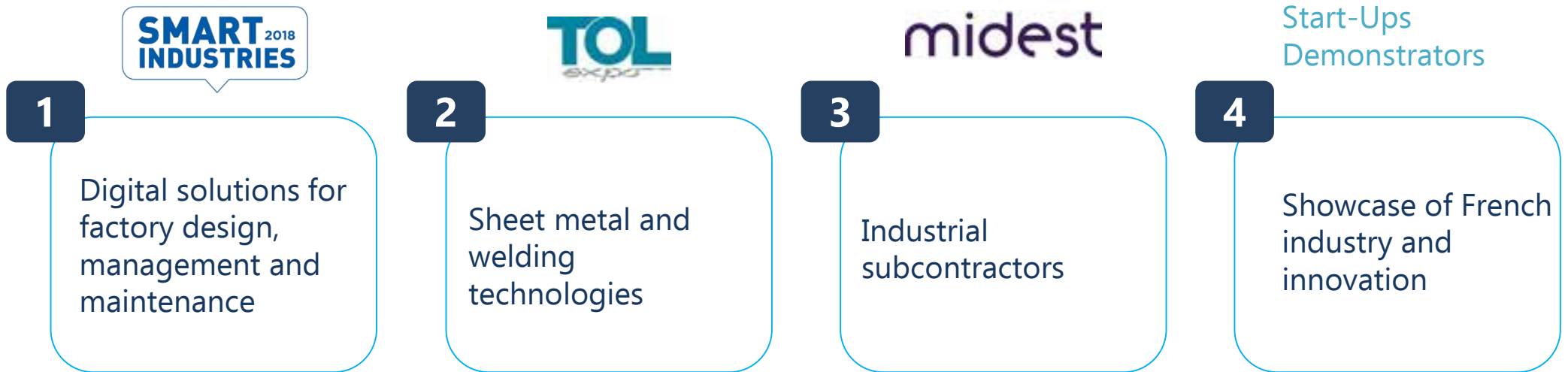
THE AMBITION:

"Become the largest professional gathering in France devoted to industry of today and tomorrow"

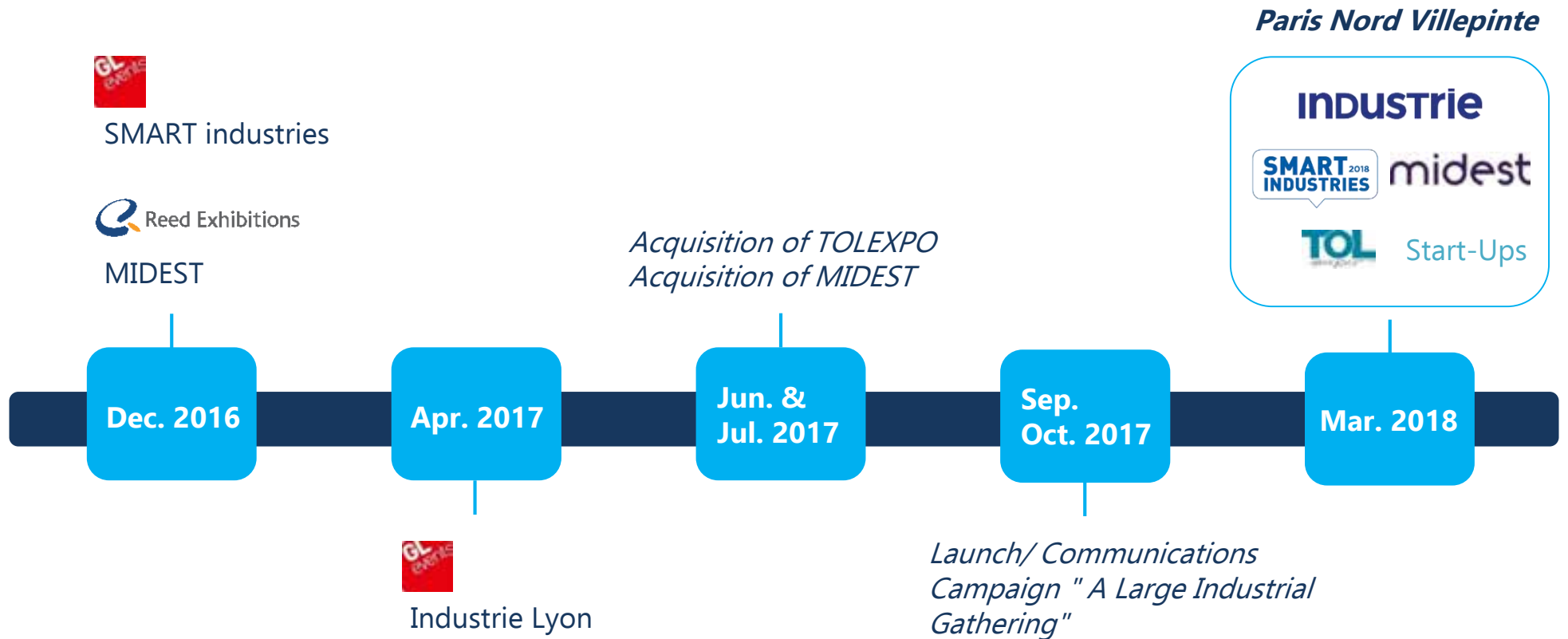


THE CREATION OF AN OVERARCHING INDUSTRY EVENT

SCHEMATIZATION OF THE EVENT:



THE CREATION OF AN OVERARCHING INDUSTRY EVENT





Business fields

All industry technologies

Frequency

Even years: Paris (Villepinte)

Odd years: Lyon (Eurexpo)

1st edition

Paris - 27 -30 March 2018 (4 days)

Gross area-100,000 sqm (5 halls)

Number of exhibitors

Approximately 2,700 (of which international: 30%)

Number of visitors

Approx. 50,000 (of which international: 10%-15%)

OPTIMISING EVENT VENUES

- Local and regional authorities are today looking for partnerships to manage/restructure their cultural and sports venues as platforms to drive economic development.
- GL events has acquired unique expertise in transforming, developing and optimizing event venues under its management and within short lead times.
- The Group invests in programmes for renovation and transformation.

RIOCENTRO / BRAZIL



- Complete renovation of the venue in 2006.
- Creation of a new Exhibition Hall, restaurant facilities, 8,000 sqm of offices.
- Construction of a hotel.
- Investments of €100m since the concession agreement was signed

PALAIS BRONGNIART / PARIS



- Under a long lease with the City of Paris, renovation and optimisation for events.
- Investments of €13.5m
- Creation of a restaurant.

MAISON DE LA MUTUALITÉ / PARIS



- Under a long lease with the La Mutualite, renovation and optimization for events.
- Creation of offices for GL events' Paris headquarters.
- Creation of a restaurant.
- Total area: 11,000 sqm

EUREXPO / LYON



- Assistance in expanding the venue for two new Exhibition Halls.
- Construction and renovation of pavement areas and parking facilities.
- Construction of a new Hall in 2018/2019.

SÃO PAULO EXPO / BRAZIL



- Construction of a 4,000 space parking facility
- Construction of an exhibition hall, convention centre of 80,000 sqm
- Refurbishment of the entire site.
- €100m investment in 2015/2016/2017.

MATMUT STADIUM / LYON GERLAND



- Modification of the main grandstands.
- Optimisation of seating capacity.
- Construction of new boxes.
- Construction of a village for the events.
- Showroom for all Group know-how and the creation of a new event offering in Lyon.
- Completion in 4 months.

AN INNOVATION-CENTRIC CULTURE WITHIN THE EVENT UNIVERSE

- **Our objectives:**

- Expanding design, engineering and logistics expertise to support the needs of advertisers and major event organisers
- Digital transformation and leveraging event data
- Developing new event concepts

- **Our achievements:**

- Development of CCC's know-how in database management
- Integration of business lines
- Creation of a GL events Sports division
- Creation of events around video games

CREATION OF A GL EVENTS SPORT DIVISION



Grouping activities for equestrian events (Equita, organization of competitions for the federations) and rugby and develop new opportunities under the GL events sports banner

REINFORCING FINANCIAL CONTROLS TO FREE UP CAPACITY FOR ACTION

■ **Our objectives:**

- Group target for ROCE above 8%
- Improvement in net debt ratios
- Asset portfolio turnover
- Optimisation of economic and business synergies between the 3 divisions
- Ongoing efforts to optimise Net Source of Funds

■ **Our achievements:**

- Reduction in the budget for net operating investments in 2017, expenditures of €19m at 30 June 2017
- Further improvement in ROCE

2017, ANOTHER YEAR OF PROFITABLE GROWTH

New revenue growth

Improving operating profitability and ROCE

Growth in free cash flow

Improvement in net debt ratios and reduction
in debt

AND AFTER?

Jumbo events in the pipeline

- **Oceania: Commonwealth Games 2018**

GL events joins forces with ExpoNet to supply temporary grandstand seating

for the Gold Coast 2018 Commonwealth Games

- 60,000 temporary seats will be installed across thirteen Olympic Games venue
- A major contract of more than €10m

- **Russia: World Cup – FIFA 2018**

- **France: Ryder Cup 2018**

- **Japan: Rugby World Cup – WRC 2019**

- **Japan: Tokyo 2020 Olympic Games**



AND AFTER?

GL events' presence in China strengthened

- **Joint venture with Yuexiu Group to develop an event venue network**
 - A structure developed through a joint venture based on operating assets built and financed by the partner, hence requiring limited CAPEX.
 - Management of the future 50,000 sqm Guangzhou Yuexiu International Congress Centre targeted for opening in 2020.
 - Organisation and sponsoring agreement for the Bocuse d'Or Asia-Pacific in Guangzhou, first step in ramping up its role as a content provider

- **Study of M&A opportunities in progress**



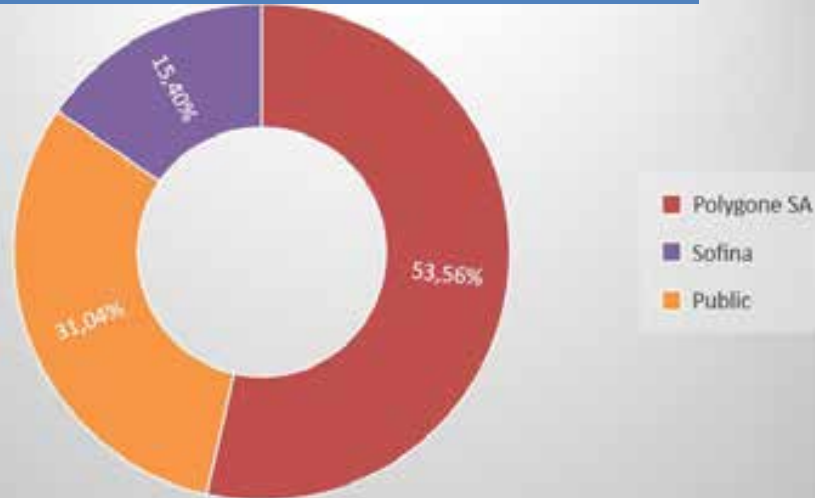


APPENDICES



KEY STOCK MARKET DATA

Shareholder structure at 30 June 2017



■ **Publicly traded since 1998**, Euronext Paris -
Compartment B (Mid Caps)

NUMBER OF SHARES 23.402.711

(At 30/06/2017)

ISIN code: FR0000066672

SYMBOL: GLO

Main index: CAC All shares

MARKET: Segment B (Mid Caps)

(EURONEXT PARIS)

**Eligibility for French Personal Equity Savings Plans
(PEA/PEA-PME): YES**

NEXT FINANCIAL EVENT:

17 October 2017: 3rd QUARTER SALES (AFTER THE CLOSE
OF TRADING)

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FIRST HALF IN
PICTURES

BOCUSE D'OR/ LYON



EDUCATION FAIR/ SAO PAULO



CHESTER FESTIVAL / UK



DENIM / PARIS EVENT CENTER



EXPO NIKOS ALIAGAS / PALAIS BRONGNIART



INTERNATIONAL FILM FESTIVAL / CANNES



MONTE CARLO INTERNATIONAL CIRCUS FESTIVAL / MONACO



TECHNOLOGY FAIR/ SAO PAULO



FOIRE DE PICARDIE / AMIENS



INTERNATIONAL PLASTICS INDUSTRY FORUM / LYON



GEEK & GAME / RIOCENTRO



GEEK DAYS / LILLE



GENESYS CONVENTION / BRUSSELS



MADE EXPO / PARIS



MONDIAL DE LA BIÈRE / LA MUTUALITE



NUITS SONORES / LYON



HNA OPEN DE FRANCE / SAINT-QUENTIN



PREMIÈRE VISION / PARIS



REATECH / SAO PAULO



ROAD 2 TUNNEL / ANKARA



SALAO MODA / SAO PAULO



SALAO MODA / SAO PAULO



PARIS AIR SHOW / LE BOURGET



SIRHA / LYON



VIDEO CITY EXPO / PARIS



VTEX DAY / SAO PAULO



WORLD OF COFFEE / HUNGEXPO



SAUT HERMÈS / PARIS





BRINGING
PEOPLE
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2015 FIRST-HALF RESULTS - 6 SEPTEMBER 2017