

40 ANS  
DE PASSION

40 YEARS  
OF PASSION



1970  
2018

HALF-YEAR  
RESULTS

5 SEPTEMBER 2018

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# GL EVENTS, AN INTEGRATED PROVIDER OF SOLUTIONS AND SERVICES FOR EVENTS

## GL EVENTS LIVE

(52 % of revenue)

Event engineering and logistics



## GL EVENTS VENUES

(30 % of revenue)

Venue management



- An integrated service **offering** covering the three major event industry segments
- **Recurrent and diversified** revenue streams for all business lines
- A **large** customer base: PCOs/PEOs, corporate committees, institutions/public authorities, NGOs & Not-For-Profits...

## GL EVENTS EXHIBITIONS

(18 % of revenue)

Organising trade shows and consumer fairs, conventions and events



# GL EVENTS' GROWTH PILLARS

POSITIVE GROWTH  
MOMENTUM

A PROVEN TRACK  
RECORD  
OF BUSINESS  
DEVELOPMENT

HIGHLY EXPERIENCED  
TEAMS

RECOGNISED  
BUSINESS LINE  
EXPERTISE

EXISTING GROWTH  
DRIVERS



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H1 2018  
HIGHLIGHTS

# H1 2018 HIGHLIGHTS

## PERFORMANCE & PORTFOLIO DEVELOPMENTS

### **BUSINESS AND OPERATIONAL PERFORMANCE**

- Revenue (+9.9%), contribution from jumbo events > €50m in H1 2018
- Successful trade show launches (Global Industrie & SIRHA Green)
- Growth in EBITDA and Current Operating Income

### **GL EVENTS VENUES EXPANDS ITS NETWORK**

- Continuing development of the network in France and international markets

### **CONTAINMENT OF FINANCIAL DEBT**

- Net debt of €449m at 30 June 2018 vs. €445m at 31 December 2017
- Diversification of the sources of financing in H1 2018

### **ACCRETIVE ACQUISITIONS AND PORTFOLIO ADJUSTMENTS**

- Continued growth in business lines and regional coverage
- All operations discontinued at the Padua site



# H1 2018 HIGHLIGHTS

## GL EVENTS VENUES EXPANDS ITS NETWORK

### FRANCE: TWO CONTRACTS

#### LYON CONVENTION CENTRE RENEWAL OF THE PUBLIC-PRIVATE PARTNERSHIP MANAGEMENT CONCESSION FOR 20 YEARS

- Managed by the Group since 2000
- Site contributing to the diversity GL events' offering in Lyon:
  - 24,000 sqm of modular space
  - 250 to 300 events per year



#### WELL-POSITIONED FOR SELECTION AS THE MANAGER OF THREE SITES IN REIMS

- The Convention Centre, the Exhibition Centre and the multifunctional arena
- Presence in the east of France reinforced
- Commencement of operations: 1 January 2019
- Concession term: 25 years
- Expected revenue: ≈ €10m / yr.

### INTERNATIONAL: ASIA AND THE MIDDLE EAST TWO DEVELOPMENTS WITHOUT CAPEX



#### THE FUTURE AICHI INTERNATIONAL EXHIBITION CENTRE IN JAPAN: A 15-YEAR MANAGEMENT CONCESSION AGREEMENT

- The largest venue in Japan, the 2nd larger in Asia
- Expected revenue: ≈ €15m / yr.
- Opening planned in September 2019



#### DUBAI SOUTH CENTER, EXHIBITION PARK: A 8-YEAR MANAGEMENT CONCESSION AGREEMENT

- Strengthening of the Group's presence in the Gulf region, in preparation of major events (2019-2022)
- Located at the heart of the future Dubai International Airport and near the Dubai World Expo site.

# H1 2018 HIGHLIGHTS

## ACCRETIVE EXTERNAL GROWTH

### TARGETED ACQUISITIONS

### STRENGTHENING GEOGRAPHIC COVERAGE AND BUSINESS LINES

#### MARCH: FISA / CHILE/ EXHIBITIONS DIVISION

- Chile's leading PEO
- Gradually ramping up operations in this country where the Group has been present since 2015
- Estimated 2018 sales ≈ €10m



#### APRIL: EVEN PRO / FRANCE / EXHIBITIONS DIVISION

- An industry sector PEO present in French regions
- Development of an industry-sector offering in French regions following Global industrie in Paris and Lyon
- Estimated 2018 sales ≈ €6m





# H1 2018 HIGHLIGHTS

## ACCRETIVE EXTERNAL GROWTH

### A STRATEGIC GROWTH PROJECT STRENGTHENING OPERATIONS IN CHINA



#### ZHONGZHIXING / CHINA / LIVE DIVISION

- A new step in the strategic deployment in the region
- Signature of a LOI. Integration planned in 2019
- The Live division's 1<sup>st</sup> office in mainland China. Including new expertise and potential for the group: an exclusive service provider for the event venue
- A recognised player with ISO certification
- Estimated 2019 revenue: approx. €19m

# 2018 REVENUE: + 9.9 %

- H1 2018 business performances: 9.9% growth driven by Live's business momentum, highlighting the strength of the integrated business model, offsetting the biennial effect
- The currency effect in large part offset by changes in the consolidation scope + 9.2% growth LFL\*

€m	H1 2018	H1 2017	H1 2016	Change 2017/2018	Change 2016/2018
Live	283.6	229.5	258.3	+23.6%	+9.9%
Exhibitions	98.7	101.0	78.5	-2.2%	+25.8%
Venues	162.7	165.6	153.1	-1.8%	+6.3%
<b>Revenue</b>	<b>545.0</b>	<b>496.1</b>	<b>489.9</b>	<b>+9.9%</b>	<b>+11.2%</b>

**Strong growth** (+17.8% LFL):  
Impact of jumbo events combined with good performances from recurrent events

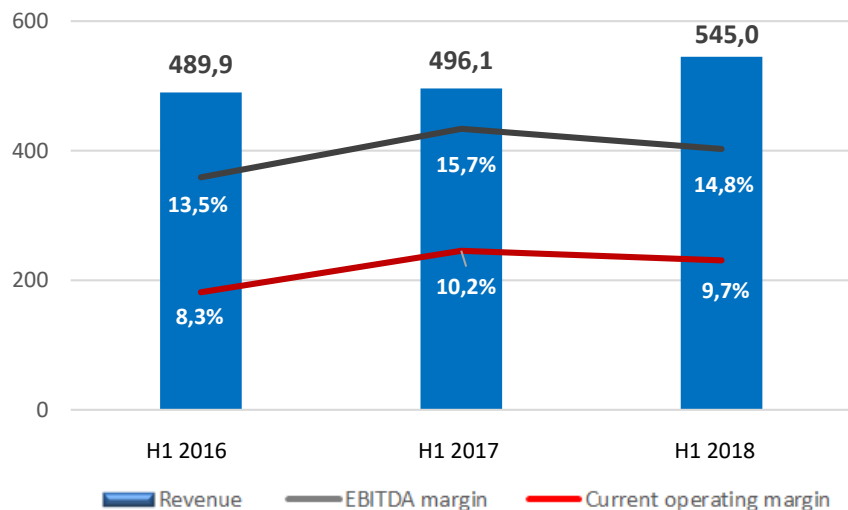
**The biennial effect virtually neutralised** (+1.1% LFL):  
Contribution of Global Industries plus good performances from the historic trade shows

**1.2% growth LFL:**  
The good performance in terms of the occupancy rate obscured by biennial & currency effects (-€4.5m)

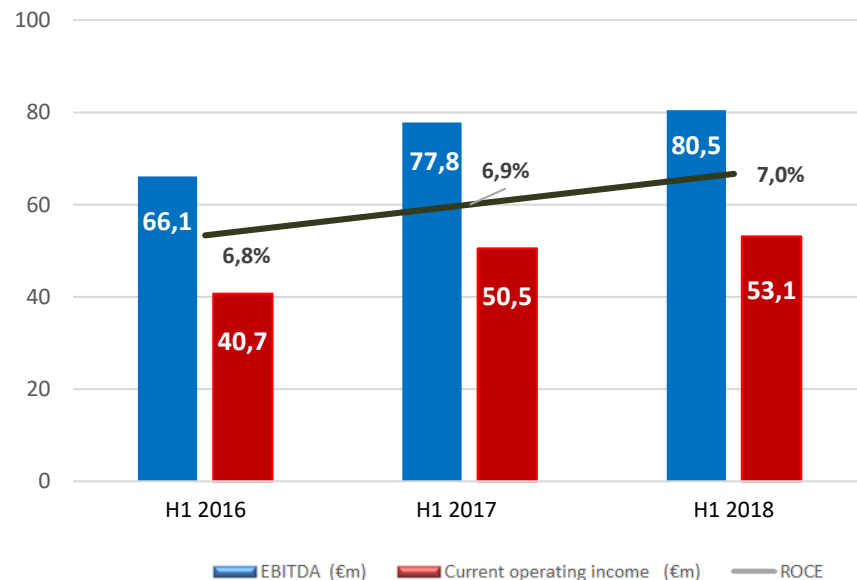
\*LFL= like-for-like (defined as at constant structure and currency)

# KEY FINANCIAL INDICATORS – H1 2018: GROWTH IN CURRENT OPERATING INCOME AND EBITDA

### Revenue, EBITDA margin and Current Operating margin



### EBITDA, Current Operating Income & ROCE



ROCE H1 2016: restated for the SP Expo asset operated only one month in the six-month period



# GL EVENTS LIVE: A DYNAMIC FIRST HALF

- **THE LIVE DIVISION DRIVEN BY JUMBO EVENTS...**

Saut Hermès, Commonwealth Games, FEI World Cup Dressage Final™, World Football Cup, Asian Games



- **...AND BY RECURRENT EVENTS FOR WHICH GL EVENTS LIVE IS A PROVIDER OF HIGH QUALITY SERVICES:**

SIHH, Maison et Objets, Paris Agricultural Fair, MIPIM, AFRAVIH, Pharmagora, Formula E Paris & Santiago, Salon de la Chasse, Cannes Film Festival, Convention of Notaries, Roland Garros, Formula 1 Grand Prix of Monaco, Eurosatory, Paris International Fair...



# COMMONWEALTH GAMES | AUSTRALIA



- 14 venues
- Grandstand seating for 60,000
- 12,500 man-days



# F1 GRAND PRIX OF FRANCE | LE CASTELLET : THE FORMULA 1'S RETURN TO FRANCE



- Grandstand seating for 52,000
- 6,900 sqm of hospitality space
- Contract for a 5-year term



# GL EVENTS EXHIBITIONS: SUCCESS OF GLOBAL INDUSTRIE

## ■ A SUCCESSFUL FIRST EDITION OF THE GLOBAL INDUSTRIE TRADE SHOW

- 2,700 exhibitors
- 5 halls / 100,000 sqm of space
- 40,000 visitors
- 50 event industry professions represented
- A connected manufacturing site of 1,000 sqm (manufacture of medals)

## ■ A HIGH POTENTIAL TRADE SHOW FOR THE GROUP'S THREE BUSINESSES LAUNCH BY EXHIBITIONS WITH GROWTH DRIVERS FOR THE LIVE AND VENUES DIVISIONS

- An Exhibitions initiative
- Venues: hosting the exhibition in odd years at Eurexpo
- Live: rental of furniture, stands, audio-visual equipment, carpeting, signage, hospitality services,...



# GL EVENTS VENUES: CONTINUING DEVELOPMENT

- GL events Venues, a driver of recurrent growth, an established track record of expertise:
  - Continuation of the strategy of developing the number of venues under management to expand the offering and generate growth drivers for the Group's other business lines
  - A steady calendar of recurrent events
  - GL Venues' business development management is very frequently solicited in France and international markets by public authorities
- H1 2018: GL events Venues' expertise in action
  - Maintaining business momentum despite currency and biennial effects
  - Preparing the launch of Asian venues

## 43 VENUES

- 19 convention centres
- 12 exhibition centres
- 5 reception facilities
- 7 multi-functional and performance halls



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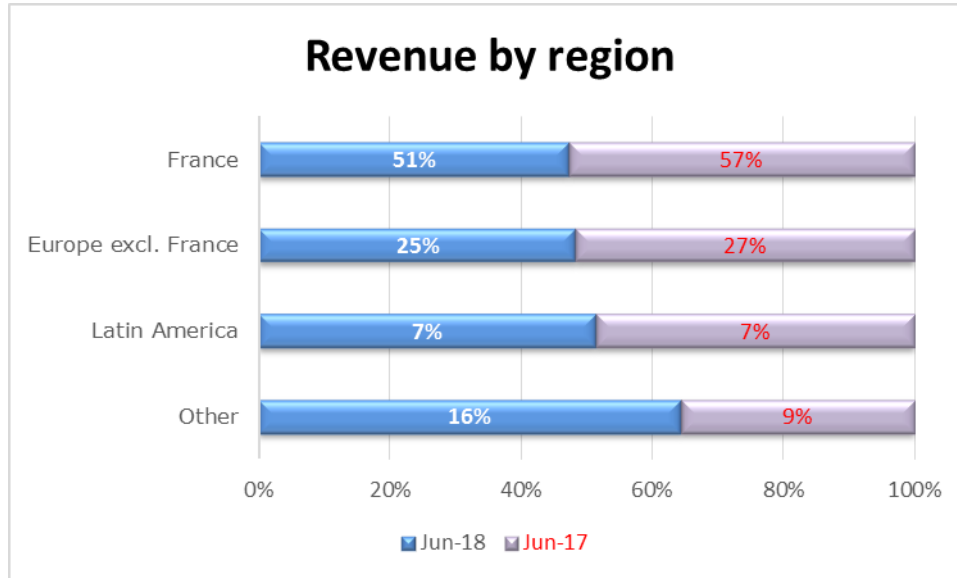


1970  
2010

FINANCIALS



# SALES BY REGION: INTERNATIONAL EXPANSION 49% VS. 43% IN N-1



- **FRANCE:** revenue in volume down marginally (-€3m), reflecting the biennial effect
- **EUROPE EXCL. FRANCE :** growth in volume of €5m vs. N-1
- **OTHER:** Strong growth driven by jumbo events (Australia and Indonesia). In Turkey, good business performances adversely impacted by the currency effect (-€5m).

## CURRENT OPERATING MARGIN BY BUSINESS DIVISION

(€ thousands)	30/06/18	00/01/00	00/01/00
GL events Live	23,712	9,557	17,870
GL events Exhibitions	13,424	15,817	7,895
GL events Venues	15,965	25,161	14,989
<b>Current operating income</b>	<b>53,100</b>	<b>50,535</b>	<b>40,755</b>

- **LIVE** : profitability reflecting the line-up of jumbo events (the World Football Cup in Russia, the Asian Games in Jakarta and the F1 Grand Prix at Le Castellet) and operations at the Gerland site which are starting to generate value. Maintaining efforts designed to optimise costs and asset turnover
- **EXHIBITIONS** : the biennial effect partially offset by the integration of accretive acquisitions, improved profitability in relation to H1 2016\*\*\*. Successful launch of the Global Industrie trade show
- **VENUES** : results impacted by the calendar, development expenditures incurred in preparation for the launch of new sites and foreign exchange rates

# H1 2018 CURRENT OPERATING INCOME: +5.1%

€m	H1 2018	H1 2017	H1 2016	Change 2017/2018	Change 2016/2018
<b>Revenue</b>	<b>545.0</b>	<b>496.1</b>	<b>489.9</b>	<b>9.9%</b>	<b>11.2%</b>
Purchases and external charges	-324.2	-288.7	-305.8	12.3%	6.0%
Personnel expenses and employee profit sharing	-132.7	-121.8	-111.5	8.9%	19.0%
Other operating income and expenses	1.0	0.3	1.9	N/A	-42.1%
Taxes and similar payments	-8.7	-8.0	-8.4	8.7%	3.6%
<b>EBITDA</b>	<b>80.5</b>	<b>77.8</b>	<b>66.1</b>	<b>3.5%</b>	<b>21.8%</b>
<i>EBITDA margin (% of sales)</i>	<i>14.8%</i>	<i>15.7%</i>	<i>13.5%</i>	<i>-0.9%</i>	<i>1.3%</i>
Accumulated depreciation and provisions	-27.4	-27.3	-25.4	0.4%	7.9%
<b>Current operating income</b>	<b>53.1</b>	<b>50.5</b>	<b>40.8</b>	<b>5.1%</b>	<b>30.5%</b>
<i>Group current operating margin (%)</i>	<i>9.7%</i>	<i>10.2%</i>	<i>8.3%</i>	<i>-0.4%</i>	<i>1.4%</i>
Other non-current income and expenses	-8.9	-3.6	-3.1	154.3%	187.1%
<b>Operating profit</b>	<b>44.2</b>	<b>47.0</b>	<b>37.6</b>	<b>-6.0%</b>	<b>17.6%</b>

## ■ PURCHASES AND EXTERNAL CHARGES

- Increase in the ratio of purchases and external charges to sales (59.5% vs. 58.2%) reflecting mainly the impact of the use of subcontractors and travel expenses linked to jumbo events in the first half

## ■ STAFF COSTS CONTAINED

- Excluding the impact of changes linked to acquisitions, payroll was up only €2.3% vs. N-1

## ■ NON-CURRENT PROVISIONS:

- Continuing strategy of portfolio adjustments
- Divestment of the Padua site



# H1 2018 CONSOLIDATED RESULTS:

## NET INCOME ATTRIBUTABLE TO PARENT: +8.2%

€m	H1 2018	H1 2017	H1 2016	Change 2017/2018	Change 2016/2018
<b>Operating profit</b>	<b>44.2</b>	<b>47.0</b>	<b>37.6</b>	<b>-6.0%</b>	<b>17.6%</b>
Net financial income (expense)	-7.2	-7.5	-8.1	-4.0%	-11.1%
<b>Profit before income tax</b>	<b>37.0</b>	<b>39.5</b>	<b>29.5</b>	<b>-6.3%</b>	<b>25.4%</b>
Income tax	-10.6	-13.6	-9.7	-22.1%	9.3%
<b>Net income of consolidated companies</b>	<b>26.4</b>	<b>25.9</b>	<b>19.8</b>	<b>1.9%</b>	<b>33.3%</b>
Equity-accounted investees	-0.1	-0.3	-0.9	-66.7%	-88.9%
Non-controlling interests	3.8	4.8	1.9	-20.8%	32.4%
<b>Net income attributable to equity holders of the parent</b>	<b>22.5</b>	<b>20.8</b>	<b>16.9</b>	<b>8.2%</b>	<b>32.4%</b>

- **NET FINANCIAL INCOME (EXPENSE)**

- Improvement linked to lower borrowing costs

- **CORPORATE INCOME TAX**

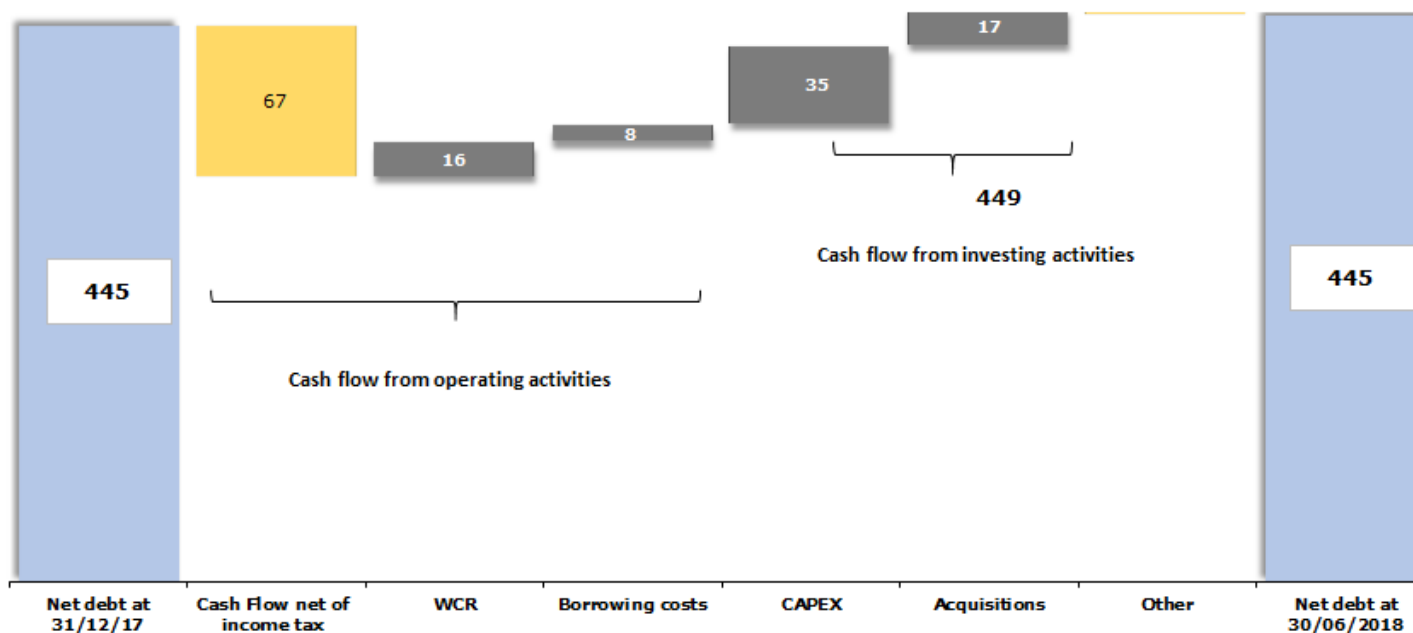
- A favourable geographic mix in H1 (Asian Games) and earnings free of income tax

# BALANCE SHEET HIGHLIGHTS AT 30 JUNE 2018: STABLE FINANCIAL ASSETS

€m	30/06/2018	31/12/2017
Goodwill	510	485
Intangible assets	50	52
Land and buildings	310	320
Other tangible and financial assets	78	84
Capitalised rental equipment	107	103
<b>Total financial assets</b>	<b>1,055</b>	<b>1,044</b>
Shareholders' equity	411	430
Net debt	449	445
Provisions	30	30
Net sources of funds (negative WCR)	165	140
<b>Total financing</b>	<b>1,055</b>	<b>1,044</b>

- **GOODWILL:** Even Pro and FISA acquisitions
- **LAND AND BUILDINGS:**
  - Construction of a new hall at Eurexpo
  - Impact of translation differences: -€20m linked mainly to the depreciation of the Brazilian real (down 10 % vs. 2017 year-end)
- **NET SOURCES OF FUNDS (NEGATIVE WCR):** marginal outflows in H1 offset by inflows from acquisitions

# STABLE NET DEBT



- Improvement in cash flow net of corporate income tax (+€9m, or + 15%) bolstered by the good business performance
- Investments linked to the Live (renewal of rental equipment) and Venues divisions (Eurexpo extension)
- Impact of acquisitions in H1 (Fisa and Even Pro)

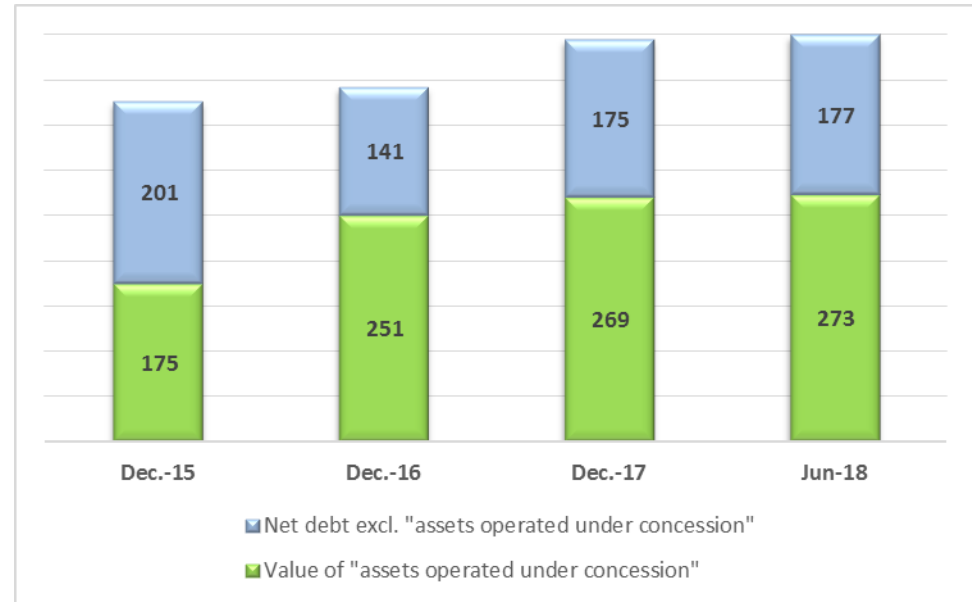


# NET DEBT IN CONJUNCTION WITH LONG-TERM AND SECURE ASSETS

- A debt backed by long-term assets secured by commitments and concessions with terms of several decades
- **61 %** of debt linked to long-term assets

## Venues under management & remaining contractual terms

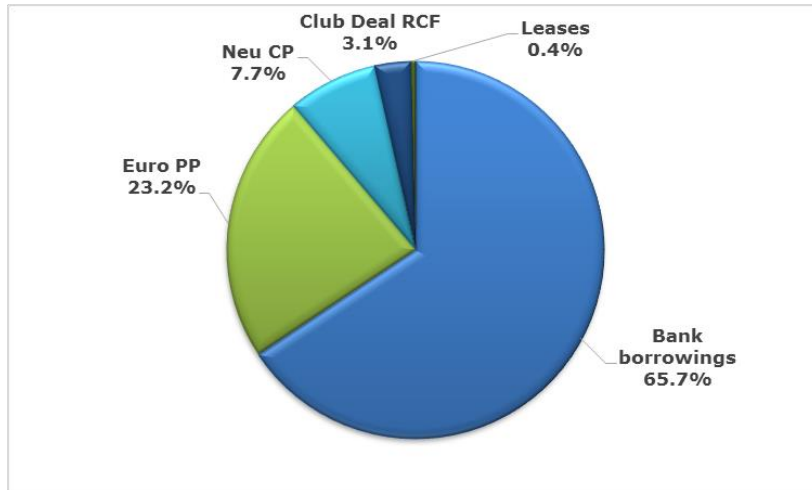
Work on Palais Brongniart (25 yrs.)  
Work on Matmut Stadium (59 yrs.)  
Renovation work Metz (25 yrs.)  
Rio Centro (40 yrs.)  
Arena Rio (29 yrs.)  
Eurexpo (29 year-commercial lease)  
Sao Paulo Expo (27 yrs.)  
Grand hôtel Mercure (40 yrs.)



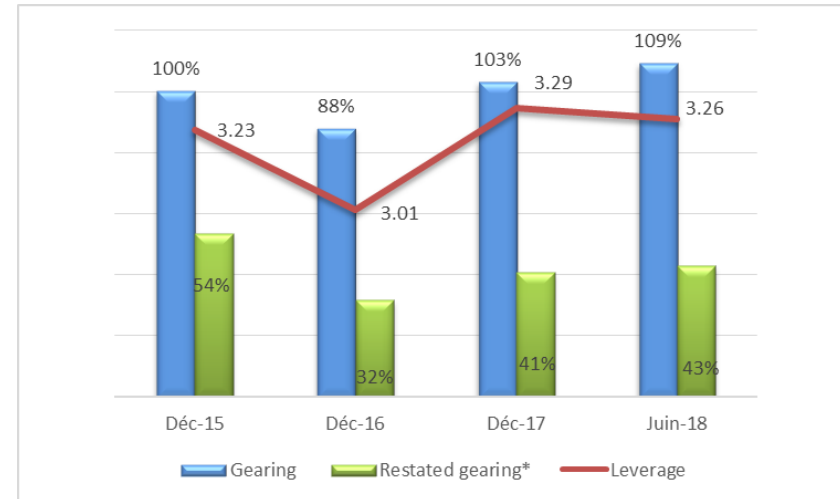
- Change in net debt (+ €74m) since 2015 is correlated with Group investments for the purpose of benefiting from premium and functional assets

# SOURCES OF FUNDS AND RATIOS

## Breakdown of sources of funds



## Change in financial ratios



- Improved diversification in sources of funds with the implementation of a Negotiable European Commercial Paper (NEU CP) programme in H1 2018
- An undrawn Revolving Credit Facility (RCF) of €130m (€80m net of NEU CP) at 30 June 2018
- Average debt maturity to improve vs. the length of contracts held by the Group
- Gearing restated to eliminate the financing of "assets operated under concession" of 43% (vs. 109 % not restated) and leverage contained at 3.26.

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FROM YESTERDAY  
TO TOMORROW  
THE PILLARS AND  
DRIVERS OF GL EVENTS  
DEVELOPMENT



# AND TOMORROW? MAINTAINING OUR STRATEGIC FOCUS ON DEVELOPMENT ...

## ■ **IMPROVEMENT IN ROCE**

- Continuing to rationalise the portfolio to improve ROCE
- Work on improving WCR: a consulting firm has been tasked with analysing commercial practices and identifying ways to improve this item
- Adjusting the scope of investments in view of optimising asset turnover

## ■ **GROWTH FOR ALL BUSINESSES IN FRANCE AND INTERNATIONAL MARKETS**

- Developing positions in attractive markets through large events and/or adding management concessions for new sites
- Maintaining a lead in mature markets: innovation and expertise
- Developing our presence in promising markets: continuation of targeted M&A

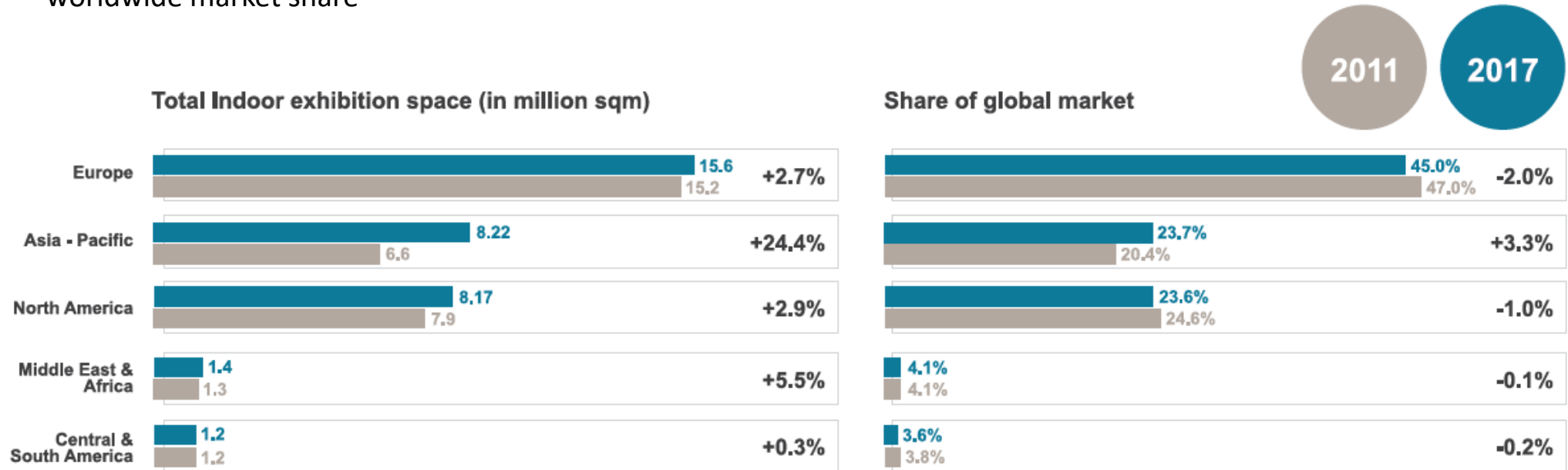
# ASIA & MIDDLE EAST: 2 PROMISING REGIONS

- **ALREADY 20 YEARS OF PRESENCE IN ASIA AND THE MIDDLE EAST, WITH A SIGNIFICANT ACCELERATION SINCE 2016 THROUGH THE DEVELOPMENT OF THE INTEGRATED BUSINESS MODEL**
  - World Exposition in Shanghai in 2010
  - LOI ZZX signature in the 2018 first half,
  - The Bocuse d'Or Asia-Pacific 2018 (Guangzhou),
  - Asian Games Jakarta 2018
  - 3 venues under management: China (Guangzhou), Dubai South and Japan (Aichi)
  - Strengthening the management of the region: recruitment of a new manager
  
- **ASIA / MIDDLE EAST: "THE ALIGNMENT OF THE PLANETS"**
  - Jumbo events in the pipeline in these regions
  - Positive growth prospects and economic indicators

- 2019 World Rugby Cup Japan
- 2019 Asia Cup of Nations
- 2020 Tokyo Olympic Games
- 2020-2021 Expo Dubai
- 2022 Football World Cup
- 2022 Beijing Winter Olympic Games

# ASIA: STRONGER GROWTH FOR EXHIBITION SPACE

- With **24.4%** more exhibition space in 2017 vs. 2011, Asia is the only region achieving significant gains in its worldwide market share



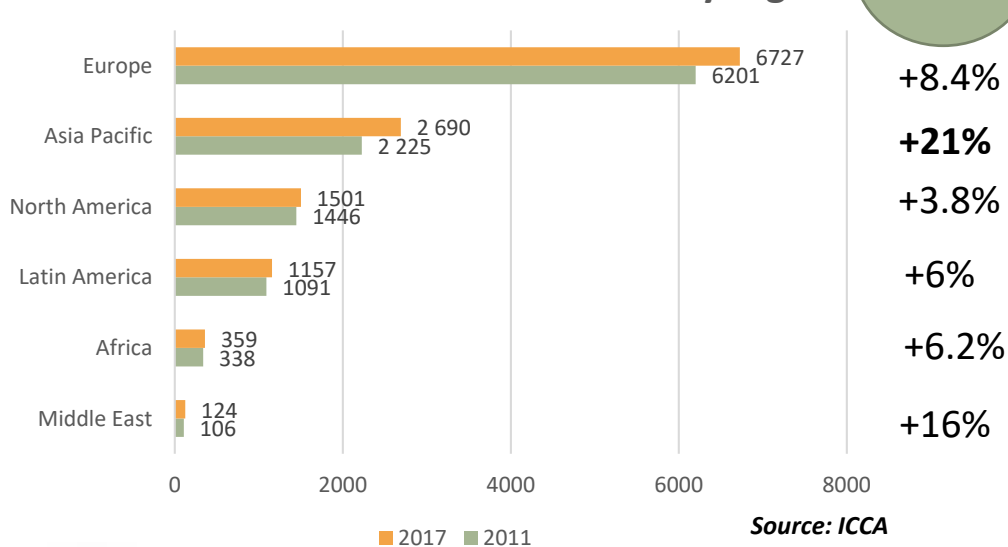
Source: UFI



# ASIA: STRONGER GROWTH IN THE NUMBER OF CONVENTIONS JAPAN AND CHINA IN TOP PLACE

- As the world's second-largest market, **21.4%** of international conventions are held in the Asia-Pacific region
- The number of conventions has risen **21%** between 2011 and 2017, the strongest rate of growth worldwide

International conventions by region

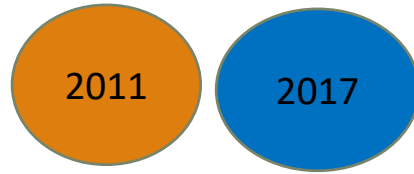


Source: ICCA

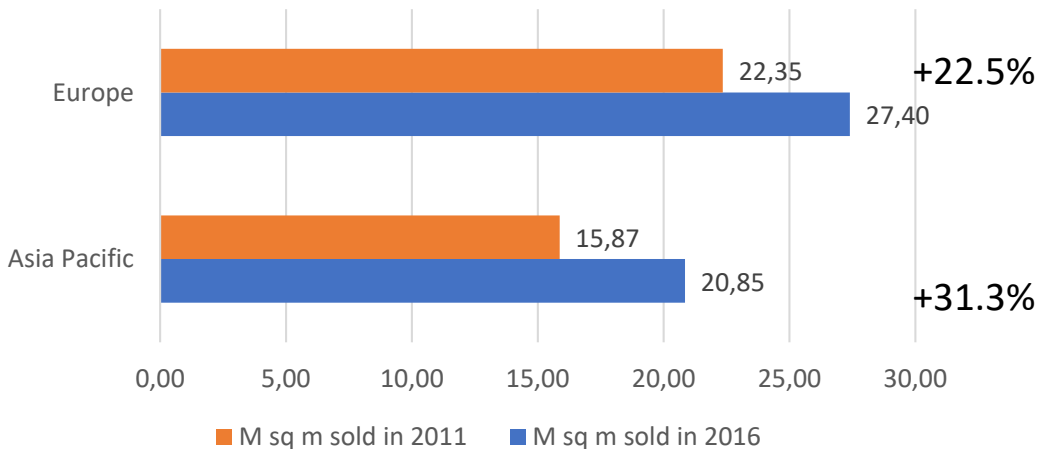
ICCA ranking	Country/Territory	2017	Total 2008-2017
1	U.S.A.	941	9,495
2	Germany	682	6,585
3	United Kingdom	592	5,523
4	Spain	564	5,166
5	Italy	515	4,970
6	<b>France</b>	<b>506</b>	<b>5,261</b>
7	<b>Japan</b>	<b>414</b>	<b>3,693</b>
8	<b>China-P.R.</b>	<b>376</b>	<b>4,068</b>
9	Canada	360	2,998
10	Netherlands	307	3,143
11	Portugal	298	2,458
12	Austria	281	2,568
13	Republic of Korea	279	2,574
14	Sweden	255	2,364
15	Brazil	237	2,773
16	Switzerland	230	2,228
17	Poland	216	1,825
18	Belgium	168	2167
19	Denmark	131	1797
20	Argentina	138	1824

- Japan and China in the Top 10 for hosting international conventions

# ASIA: STRONG GROWTH IN RENTED SPACE FOR A MARKET LARGELY DRIVEN BY CHINA



Growth in rented space in 2011-2016 million sqm



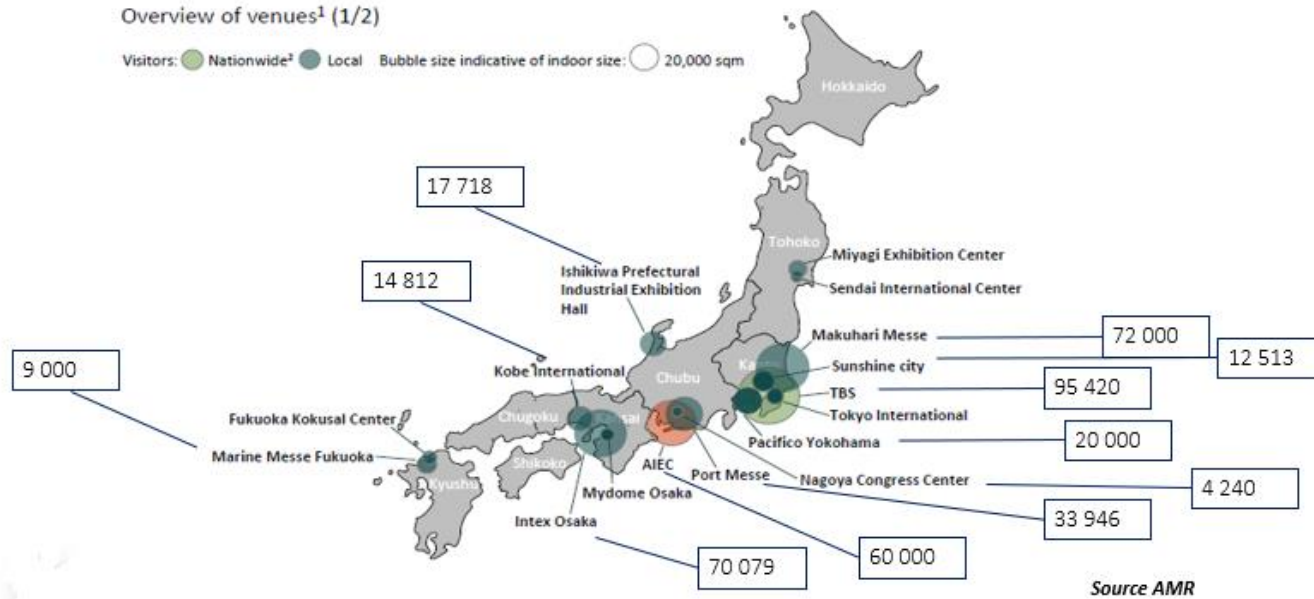
Source: UFI

	No. of trade fairs identified	Estimated annual size in m <sup>2</sup>	Average size per fair in m <sup>2</sup>
China	650	11,186,000	17,209
Japan	339	2,051,000	6,050
India	172	991,750	5,766
Hong Kong	95	964,250	10,150
Korea	160	959,000	5,994
Taiwan	117	796,500	6,808
Australia	184	593,500	3,226
Thailand	99	572,750	5,785
Singapore	72	343,750	4,774
Malaysia	81	339,250	4,188
Indonesia	68	238,250	3,504
Macau	26	209,250	8,048
Vietnam	60	182,500	3,042
Philippines	48	177,250	3,693
Pakistan	31	86,500	2,790
<b>Total</b>	<b>2,202</b>	<b>19,691,500</b>	<b>8,943</b>

- Rented space has grown 31% over the last five years (UFI)

- China accounts for 57% of the Asian market for space sold in 2017

# JAPAN A MARKET OF THE FUTURE



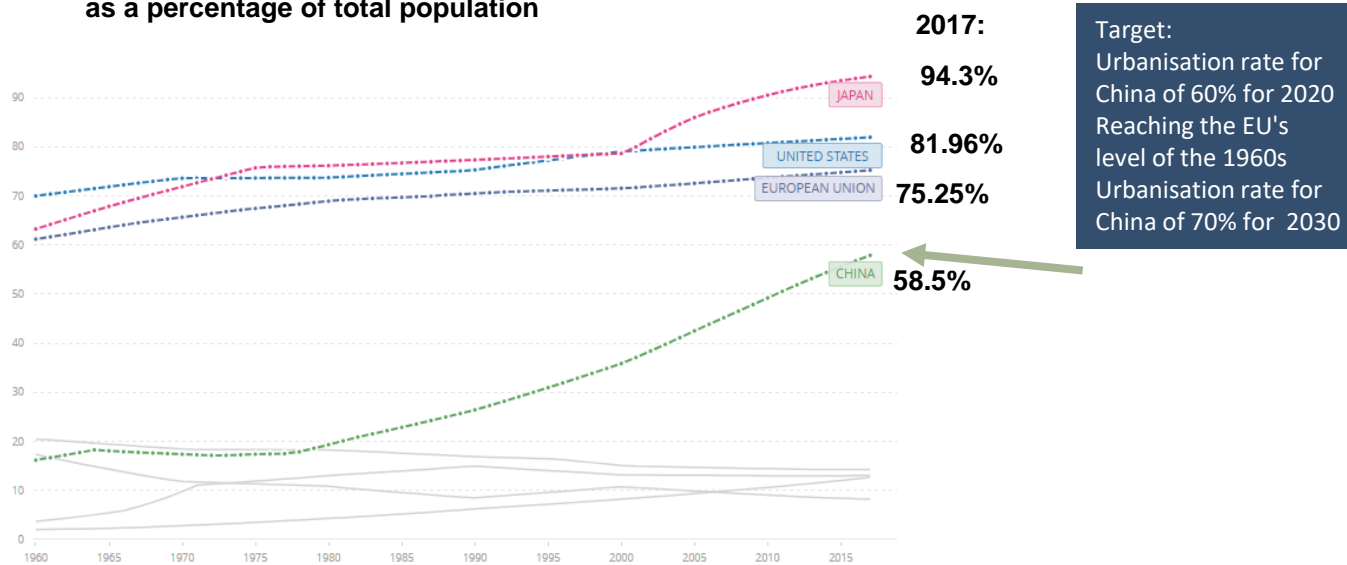
- A market with significant under-capacity: Total available space of 337,000 sqm considered an obstacle for the development of trade shows
- Tokyo Big Sight, Makuhari Messe, Intex Osaka and the future venue, operated by GL events (Aichi), are the most important sites
- Average revenue per sqm of US\$161.9 in China and US\$473.5 in Japan

- A proactive strategy by Japanese authorities to open up Japan (Tourism and MICE)
- **GL events' position as the leading international operator entering the Japanese market represents a significant opportunity**



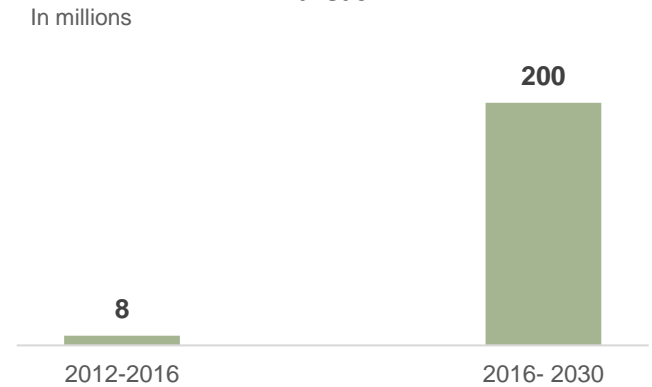
# CHINA: URBANISATION AS A DRIVER OF THE EVENT INDUSTRY GROWTH

Urban populations of the US/Japan/EU/China as a percentage of total population



Target:  
 Urbanisation rate for China of 60% for 2020  
 Reaching the EU's level of the 1960s  
 Urbanisation rate for China of 70% for 2030

Population shift from rural to urban areas

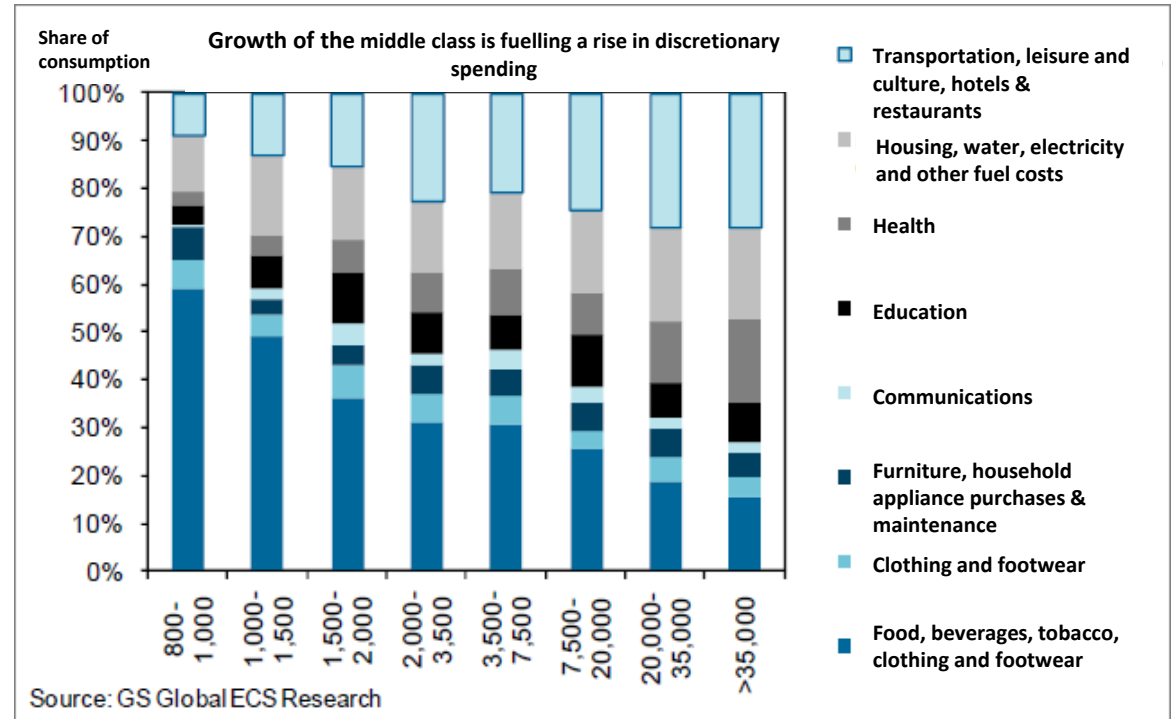
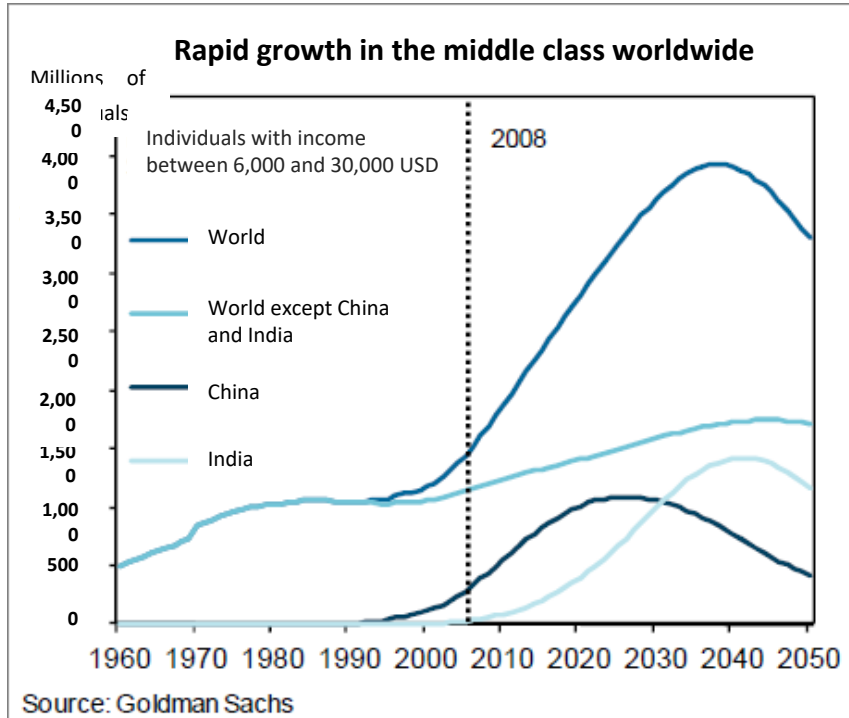


Source: Working report of the government, "National plan for population growth 2016-2030"

Source: World Bank

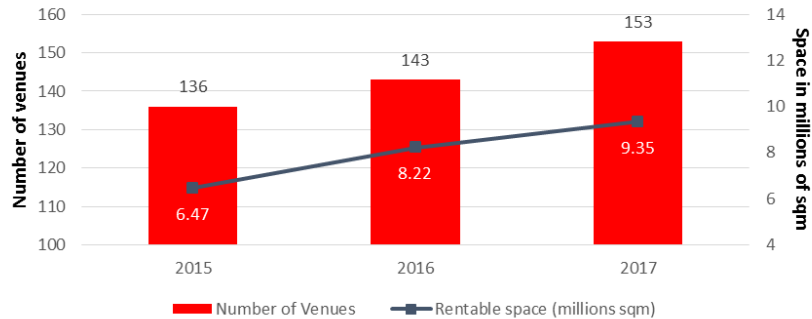
- These changes will drive large-scale construction projects and rising urban consumption
- The building and decoration sectors offer non-negligible potential for exhibitions and trade shows

# CHINA: A GROWING MIDDLE CLASS AS A GROWTH DRIVER FOR EVENTS AND B2C TRADE SHOWS



# CHINESE MARKET - VENUES

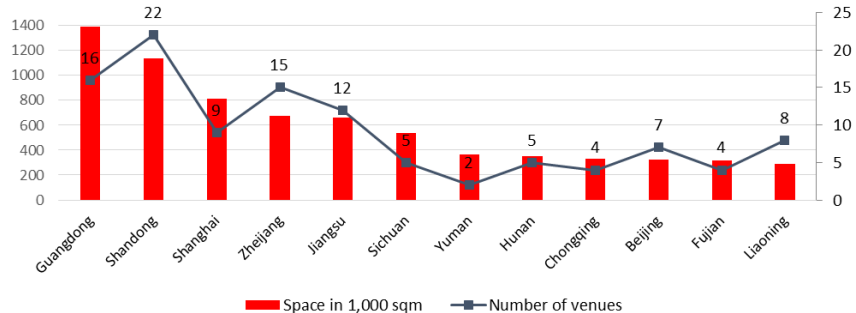
Venues and rentable space



- The number of venues has risen 7% between 2016 and 2017, from **143** to **153**. In two years, China has seen the creation of 17 new venues

- **Total indoor rentable space** increased from **8.22m sqm** to **9.35m sqm** between 2016 and 2017 (+13.7%).

Venues and rentable space by province in 2017



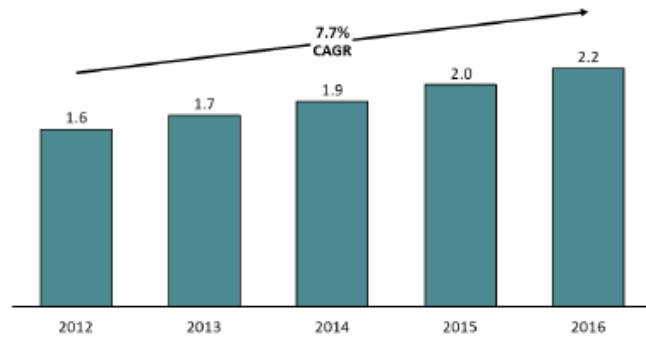
- **74** venues are located in the provinces of **Guangdong, Shandong, Shanghai, Zhejiang and Jiangsu** representing approximately **50% of the total exhibition space in China**. In 2017, **15 cities** possess an indoor rentable space of more than **200,000 sqm**, compared to 11 in 2015.

Sources: CCPIT 2017 statistics; AMR Globex 2016

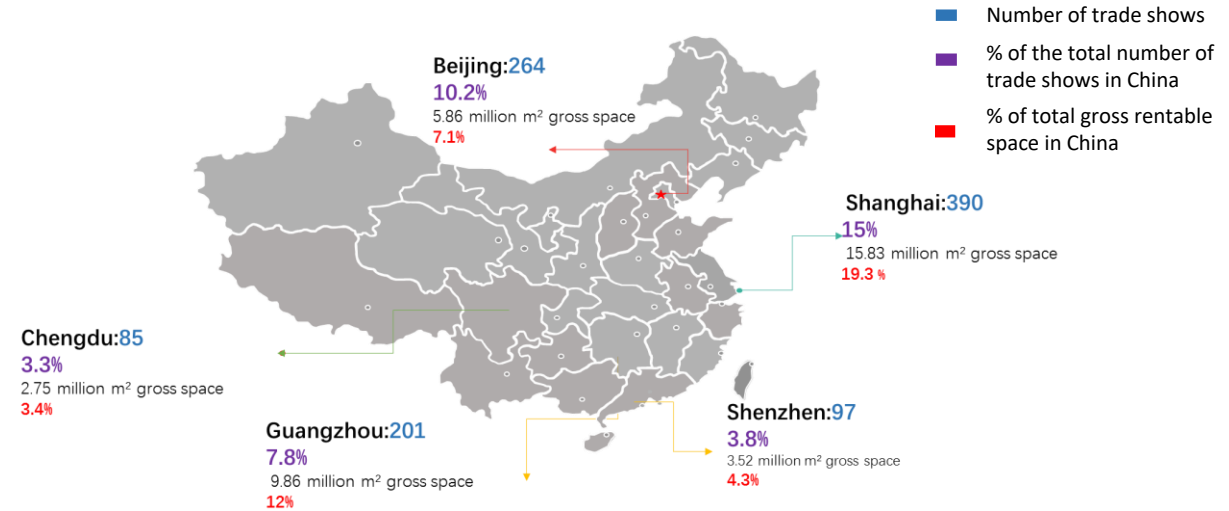


# CHINESE MARKET - TRADE SHOWS

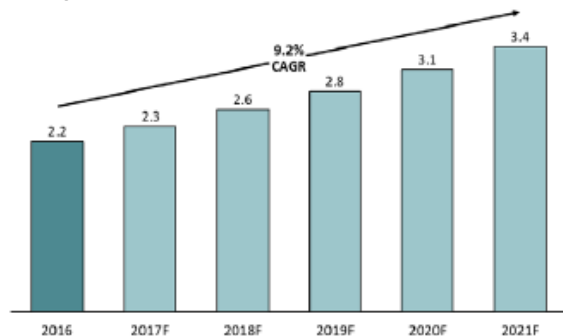
## CHINESE EXHIBITIONS MARKET: 2011-2015 (US\$BN)



## 2016 MAIN CITIES AND GROSS SPACE



## FORECAST MARKET GROWTH 2015-2020 (IN US\$BN)



- China is the **world's second-largest exhibition market** in the trade show segment with a value of **US\$2.16bn**.
- The trade show culture is strong in tier one cities in particular: **Shanghai, Beijing, Guangzhou and Shenzhen** and is also established in the selected regional centres across the country like **Chengdu**.
- With strong growth in **CAGR of 9.2% by 2021** accompanied by significant market fragmentation which will draw multiple but complex investments, in particular in **tier two and tier three cities**.

# GL EVENTS LIVE SYNERGIES IN ASIA WITH ZZX



**ZZX WILL SIGNIFICANTLY BENEFIT FROM GL EVENTS SYNERGIES AND DEVELOPMENTS IN CHINA AND ASIA**

## CURRENT BUSINESS

- General contracting services
- Venue technical services

## TODAY'S CUSTOMER BASE

- Mainly domestic customers

## TODAY'S MARKET

- Mainly in South China

## NEW BUSINESS OPPORTUNITIES AFTER THE TRANSACTION

- Development of international customers in China
- A market position in major sports events
- Creation of new Business Units (furniture/ AV / structures)
- Opportunities from new venues

## TOMORROW'S CUSTOMER BASE

- National customers
- International customers

## TOMORROW'S MARKET

- China
- ASEAN
- Outbound sales

# 2018 OUTLOOK

- Continuing growth by all its businesses in France and international markets
- Expectations for growth exceeding 8% (based on average exchange rates for the Turkish Lira and the Brazilian real comparable to those of H1) and a significant improvement in net income attributable to the Group.





40 ANS  
DE PASSION

40 YEARS  
OF PASSION



1970  
2010

APPENDICES

# KEY STOCK MARKET DATA

**NUMBER OF SHARES** 23 986 230 (at 31/07/2018)

**LEI:** 9695002PXZMQNBPY2P44

**ISIN code:** FR0000066672

**SYMBOL:** GLO

**Main index:** CAC All shares

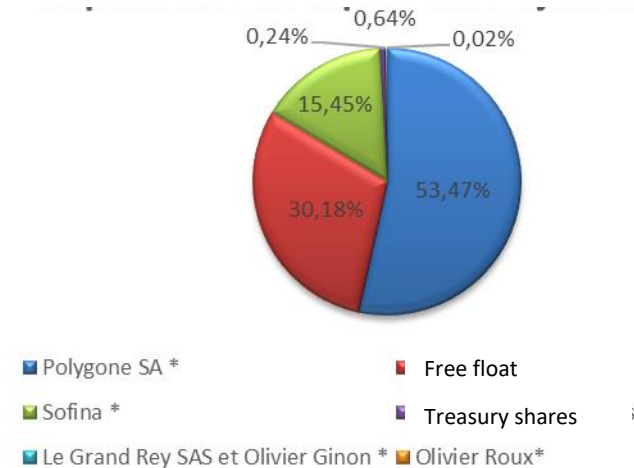
**MARKET:** COMPARTMENT B (mid caps) (EURONEXT PARIS)

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

## UPCOMING FINANCIAL COMMUNICATIONS:

16 October 2018: Q3 2018 (AFTER THE CLOSE OF TRADING)

**Shareholder structure at 31 July 2018**



\* The concert party comprised of Polygone SA, Sofina, Le Grand Rey, Olivier Ginon and Olivier Roux, holds 69.18% of the shares and 79.8% of the voting rights of GL events.



40 ANS  
DE PASSION

40 YEARS  
OF PASSION



1970  
2018

H1 2018  
IN PICTURES



# CANNES FILM FESTIVAL





# 18TH ASIAN GAMES | INDONESIA





# NUITS SONORES | LYON





# OPEN 13 | MARSEILLE





# SAUT HERMÈS | PARIS





# EUROSATORY | PARIS





# INTERMAT | PARIS





# GLOBAL INDUSTRIE | PARIS





# PREMIERE VISION | NEW YORK





# BOCUSE D'OR ASIA PACIFIC | CHINA



# LYON INTERNATIONAL FAIR





# GIST | ISTANBUL





SIRHA GREEN | LYON



CUISINE GREEN

#sirhagreen

# EUROPAIN | LYON





# OMNIVORE | PARIS





# GEEK CONVENTION | CLERMONT FERRAND





# JAPAN FESTIVAL | RIO DE JANEIRO



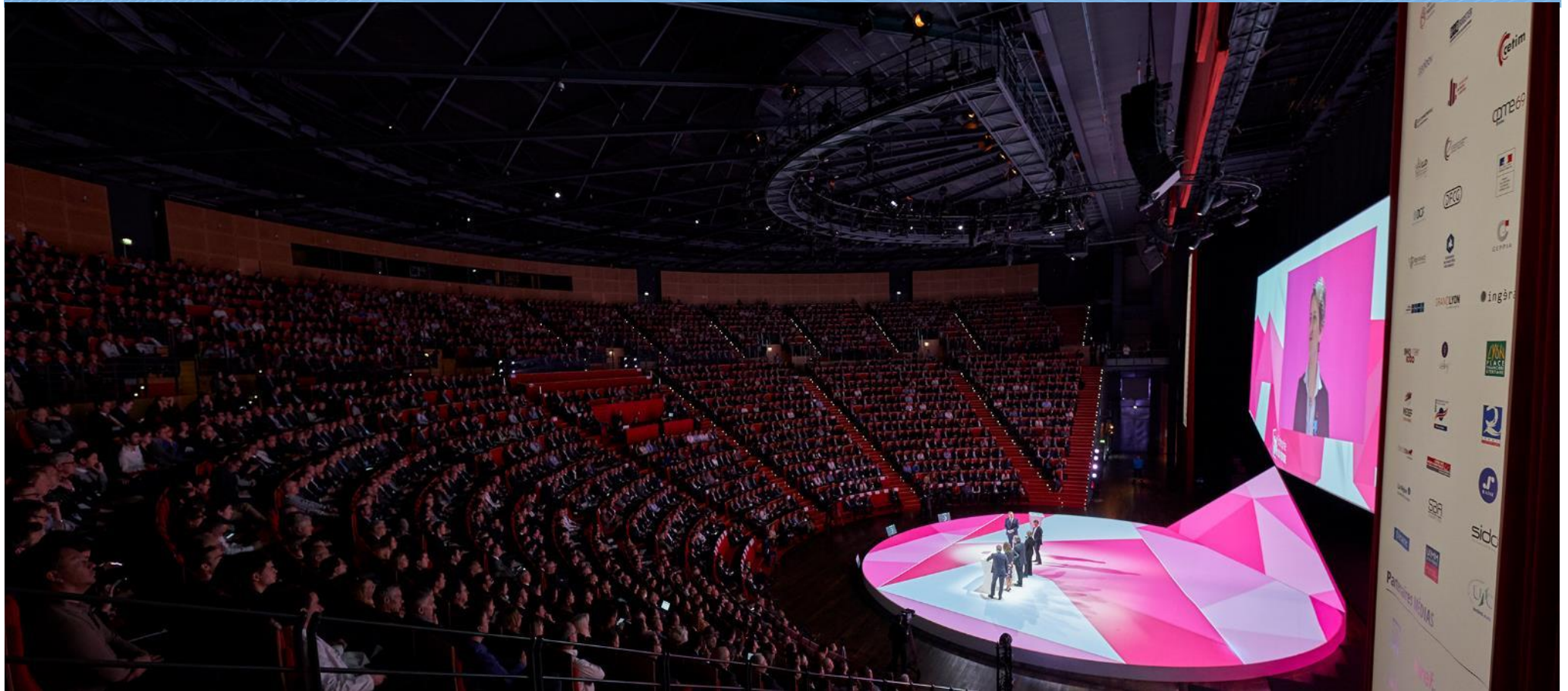


# EGAST | STRASBOURG





# ENTREPRISE DU FUTUR | LYON





40 ANS  
DE PASSION

40 YEARS  
OF PASSION



1970  
2018

HALF-YEAR  
RESULTS

5 SEPTEMBER 2018