

2016 revenue: €953 million

Up 2.4% like-for-like*

Consolidated revenue (€m)	2015	2016	Change	Change (LFL*)
Q1	250.2	236.1	-5.6%	-6.2%
Q2	216.7	253.8	+17.1%	+18.3%
Q3	204.9	207.6	+1.3%	+1.5%
Q4	270.6	255.5	-5.6%	-1.7%
Total FY	942.4	953.0	+1.1%	+2.4%

*LFL = Like-for-like defined as at constant structure and exchange rates, 2015 adjusted for acquisitions and disposals and recalculated using the 2016 exchange rate.

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. The disposal of unprofitable business units had an impact of €24 million on Group revenue though will positively impact profitability in 2017.

GL events demonstrated continuing successes with the organisation of international mega events like the Olympic Games of Rio de Janeiro, the Euro football championship in France and its participation at COP22 in Marrakesh.

By business division: growth for Live and Venues, a very high 2015 base effect for Exhibitions

Revenue by strategic business unit (€m)	2015	2016	Change
Live	486.4	500.5	+2.9%
Exhibitions	166.4	145	-12.9%
Venues	289.6	307.6	+6.2%
Total Group	942.4	953.0	+1.1%

GL events Live: with €500.5 million in revenue, 2016 was highlighted by both major events but also a high level of recurrence for services delivered in the universe of trade shows and fairs/exhibitions and local, regional and national events.

GL events Exhibitions had revenue of €145 million. This business operates according to a biennial cycle with 2016, as an off-year, up 1% from 2014 (€143 million). The main exhibitions registered excellent performances in Europe with a positive trend for future years in terms of number of visitors.

GL events Venues contributed €307.6 million to Group revenue, up 6.2%, with organic growth of 10.7%. With the opening of Sao Paulo Expo, revenue reached a record level in the last quarter of 2016 of €95 million.

By major region:

France accounted for 51% of Group revenue in 2016.

In Europe (excluding France), in light of business disposals (Padoua in 2016 and Traiteur Lorient in 2015), revenue remained largely stable. It returned to its level of recurrent business in Asia, grew 6% in Turkey and Africa once again rose to 7% of consolidated sales with Cop22.

Brazil was naturally bolstered by the Olympic Games in 2016 but also by the development of Sao Paulo Expo which demonstrated the relevance of the Group's major investments in this economic capital.

Outlook for 2017 and beyond

While remaining on track with its profitability and debt reduction plan, GL events' strategic investments will be focused on rebalancing its geographic coverage.

It was in this context that the joint venture was formed with the Yuexiu Group to manage the future convention centre of Guangzhou (Canton) financed by its partner in conjunction with strengthening the offering for form and content matching public decision-makers' expectations for the deployment of their regional development strategy.

Tourism and business tourism in particular are important economic development drivers for a number of cities, regions and countries seeking to promote their know-how on an international scale and foster their continuing growth.

Based on the calendar of events and trade shows, the Group maintains its target for revenue growth in 2017.

Upcoming events:

2016 annual results: 7 March 2017 (after the close of trading)



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