

REVENUE

AT 30 SEPTEMBER 2017: €689 MILLION

GL EVENTS (ISIN: FR0000066672 - TICKER: GLO), THE INTEGRATED EVENT INDUSTRY GROUP, REPORTS ITS CONSOLIDATED REVENUE FOR THE NINE-MONTH PERIOD ENDING 30 SEPTEMBER 2017.

GL events' revenue at 30 September 2017 amounted to €689 million, contracting 1.2% in relation to the first nine months of 2016 that included €108 million at the end of September 2016 from non-recurring jumbo events (Rio Olympic Games, Euro 2016 and preliminary installations for COP 22). In relation to 2015, revenue was up 2.6%.

REVENUE (€M)	2017 REPORTED BASIS	2016 REPORTED BASIS	2015 REPORTED BASIS	CHANGE 17/16	CHANGE 17/15
Q1	283.2	236.2	250.2	+19.9%	+13.2%
Q2	212.9	253.8	216.7	-16.1%	-1.8%
Q3	193.0	207.6	204.9	-7.0%	-5.8%
CONSOLIDATED TOTAL	689.1	697.5	671.8	-1.2%	+2.6%

*: Like-for-like defined as at constant structure and exchange rates (2017 exchange rates applied to 2016 revenue)

SALES BY DIVISION

REVENUE AT 30/09 (€M)	2017 REPORTED BASIS	2016 REPORTED BASIS	2015 REPORTED BASIS	CHANGE 17/16	CHANGE 17/15
GL EVENTS LIVE	326.5	372.2	334.9	-12.3%	-2.5%
GL EVENTS EXHIBITIONS	142.0	113.2	139.8	+25.5%	+1.6%
GL EVENTS VENUES	220.6	212.1	197.2	+4.0%	+11.9%
CONSOLIDATED TOTAL	689.1	697.5	671.8	-1.2%	+2.6%

GL EVENTS LIVE, as expected, registered €326 million in revenue, down 12.2% from 30 September 2016 (-14% like-for-like).

In the 3rd quarter, this division had a strong presence at all of September's large events, delivered installations for stadiums (a new grandstand seating 2,800 people created for La Rochelle, the installation of reception facilities for U Arena) and organised the Convention of Notaries in France and the World Petroleum Congress in Turkey, a country that registered overall growth of 14% in relation to 2016.

Acquisitions carried out in 2017 (Agence CCC in France, Tarpulin in Chile and Wicked&Flow in Dubai) and more important calendar of events than in 2017 (with €15 million in contracts already

signed with partners for the Gold Coast Commonwealth Games), should pave the way for renewed growth momentum for GL events Live in 2018.

The sports division of GL events Live (equestrian sports and rugby) will register an increase in the number of exhibitors and is expecting growth in visitors for Equita Lyon to be held in November. The LOU Rugby club, with its flagship team in the Top 14, is developing the complete range of event activities at the new Matmut Stadium of Gerland in Lyon.

GL EVENTS EXHIBITIONS had revenue of €142 million, up 25.5% (25.4% like-for-like). In the 3rd quarter, the Biennial Rio de Janeiro International Book Fair was a genuine success based on revamped special events, despite the difficult Brazilian economic environment. The Première Vision show also registered growth in exhibitors and visitors alike in relation to the 2016 edition.

GL events Exhibitions is fully focused on preparing the next Industry of the Future trade show that will bring together more than 2,700 exhibitors in Paris-Nord Villepinte in March 2018 in a space of more than 100,000 m².

GL EVENTS VENUES had revenue of €220.6 million, up 4% from 30 September 2016 (+3.2% like-for-like) and up 11.9% from 30 September 2015 bolstered by growth destinations like Budapest, Strasbourg or Lyon.

On track for building market share, Sao Paulo Expo confirms its excellent occupancy rate and an EBITDA margin expected to exceed 55%. Events hosted in the 3rd quarter included the Boat Show, Equipotel and FIEE (Electronics and Electrical Goods and Energy), to be followed in the 4th quarter by the Two-Wheeled Vehicles Fair and the 72nd Brazilian Congress of Cardiology.

As part of the strategy for developing its network, GL events Venues is studying opportunities in Hong Kong, Japan and China.

OUTLOOK

With revenue of more than €250 million expected for the 2017 4th quarter, Group consolidated revenue for the full year at 31 December 2017 should be largely in line with that of 2016.

Positive impacts from cost controls and the business mix should nevertheless enable GL events to achieve growth in operating profitability at 31 December 2017.

UPCOMING EVENTS

ANNUAL REVENUE : 16 JANUARY 2018 AFTER THE CLOSE OF TRADING

FOR MORE INFORMATION VISIT OUR WEBSITE AT GL-EVENTS.COM

 [@GLevents](https://twitter.com/GLevents)

About GL events : The Group is a world-class provider of integrated solutions and services for events operating across the three main market segments: conventions, conferences, congresses; cultural, sports and political events; trade shows / B2B and B2C exhibitions and consumer fairs. GL events' activities are organised into three major business divisions. **GL events Live** offers expertise covering all business line specialisations and services for corporate, institutional and sports events to 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 covering a wide range of sectors: food



industry, culture, textiles/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.

Present on five continents with operations in more than 20 countries, GL events has 3,934 employees. GL events is listed on Euronext Paris, Compartment B (mid caps).

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