

## Revenue at 30 September 2016: €697.5 million (+3.8%)

### Continuing growth and a positive outlook

Consolidated revenue (€m)	2015	2016	Change 16/15
Q1	250.2	<b>236.1</b>	-5.6%
Q2	216.7	<b>253.8</b>	+17.1%
Q3	204.9	<b>207.6</b>	+1.3%
<b>Total nine months</b>	<b>671.8</b>	<b>697.5</b>	<b>+3.8%</b>

\*LFL = Like-for-like defined as at constant structure and exchange rates

In the 2016 third-quarter, GL events had €207.6 million in consolidated revenue, up 1.3% (-0.5% LFL\*) from last year's same period. This business performance brought consolidated revenue at 30 September 2016 to €697.5 million up 3.8% (3.4% LFL\*), in line with the Group's annual guidance for growth.

### Continuing growth for GL events Venues, a significant presence for GL events Live on the international scene

9-month revenue (€m)	2015	2016	Change 16/15
Live	334.8	<b>372.2</b>	+11.1%
Exhibitions	139.8	<b>113.2</b>	-19.0%
Venues	197.2	<b>212.1</b>	+7.6%
<b>Consolidated total</b>	<b>671.8</b>	<b>697.5</b>	<b>+3.8%</b>

**GL events Live** had sales revenue of nearly €114 million in the third quarter, up from the same period in 2015 (€113.2 million). At 30 September 2016, revenue came to €372.2 million, highlighting strong growth from the prior year, driven by the combined effect of the 2016 Euro football championship and the Rio Olympic Games (+7.8% LFL).

**GL events Exhibitions** had €113.2 million in revenue at 30 September 2016, down in relation to 2015, though up 1.5% from 2014 (€111.5 million) a benchmark year excluding Sirha Lyon. Noteworthy developments in the third quarter included the organisation of Estetika in Rio de Janeiro and Blossom Première Vision at the Palais Brongniart in Paris.

**GL events Venues** showed continuing gains with strong growth of 13.6% in the third quarter, bolstered by building momentum from the Brazilian venues. With €212.1 million in revenue at 30 September 2016, growth for the first nine months was up 7.6% (+11.3% LFL).

In terms of the geographic sales mix at 30 September 2016, international markets accounted for 49% of total Group revenue compared to 51% for France.

### Year-end outlook

The 2016 fourth quarter line-up includes a substantial number of European and international events and in particular COP 22 in Marrakech from 7 to 18 November, (overlay services covering 66.7 acres of the site, 120,000 m<sup>2</sup> of temporary structures fully equipped for the different conferences and commissions, pavilion installations for the countries and NGOs), the Doha road world cycling championships, (15,000 m<sup>2</sup> of hospitality facilities, organisation of the opening ceremony, Fan zone), the organisation, staging and production of the Première Vision Istanbul fabric show, Equita-Lyon (130,000m<sup>2</sup> of exhibition space, demonstrations, performances, grandstand seating for 7,000, 157,000 visitors in 2015) Piscine and Eurobois (80,000 m<sup>2</sup> in exhibition space at Lyon-Eurexpo) and the Auto Show in Sao Paulo. GL events expects on that basis growth in revenue for the 2016 full-year.

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**Upcoming events:**

**2016 annual revenue: 17 January 2017 (after the close of trading)**



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