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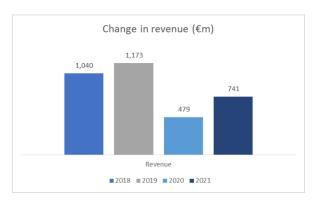
- 1. Managing a major crisis by combining agility with responsible practices
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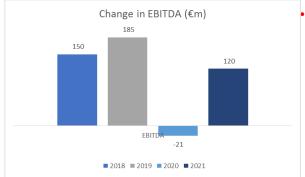


A long crisis, extending from Q1 2020 to Q3 2021



## Significant impacts on the Group's business and profitability





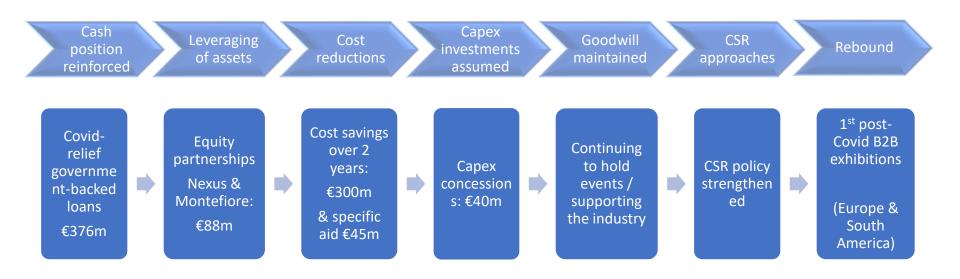
Revenue shortfall over 2 years: €992m

EBITDA shortfall over 2 years: €236m

## Revenue shortfall limited by:

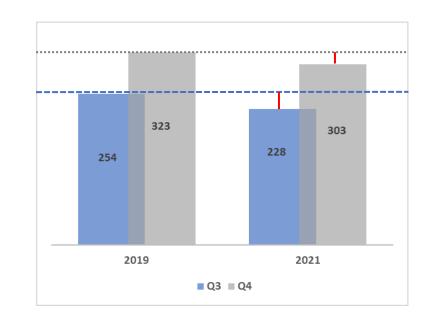
- plans to reduce fixed costs
- Government aid furlough schemes, industry-specific aid measures, etc.)
- partial rent cancellations in 2020
- digital offers and COVID-related activities
- the Group's determination to hold events as soon as authorisations have been given

Resilience, Responsibility and Recovery



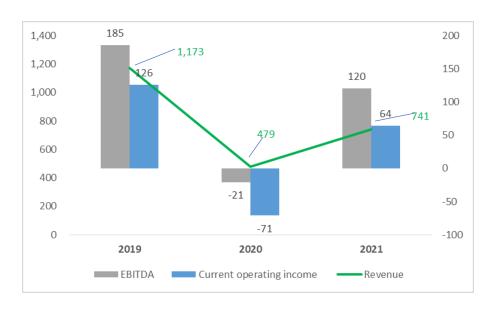
A strong rebound in revenue to €531m in H2 2021 (or 92% of H2 2019)

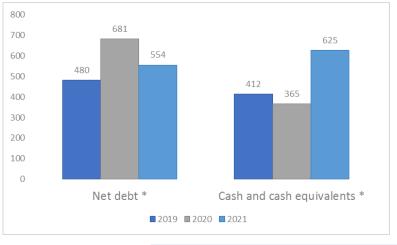
- Activity without significant restrictions in Europe starting and September 2021 and resumption of activity in South America since October 2021
- 72% of annual activity achieved in H2 2021 with partially open facilities
- Strong concentration of events in the last four months of the year for Exhibitions & Venues
- Holding events and strict compliance with health protocols





## 2. A RETURN TO PROFITABILITY AND A REINFORCED CASH POSITION







Data in €m (pre-IFRS 16)

\* Data excl. the impact of Creatifs integration the end of December 2021





## Live: the most resilient division during the crisis

Live (€m)	2019	2020	2021	Change vs. 2020	Change vs. 2019
Revenue	600	309	430	39%	-28%
EBITDA	72	11	60	465%	-17%
Current operating income	37	-19	22	212%	-42%
EBITDA margin	12.0%	3.4%	13.9%	10.5	1.9
Operating margin	6.2%	-6.2%	5.0%	11.2	-1.2

### • EBITDA of the division sustained by:

- the structures and seating systems activity: France, UK, Chile & Dubai (€152m vs. €139m in 2020)
- ✓ mega-events: World Expo, Tokyo Olympics, Club World Cup Qatar 2020
- ✓ the organisation of conventions and congresses in France (Dassault, UICN,...) and in Turkey (Oncology, Paediatrics...)
- ✓ specific services related to COVID 19: testing and vaccination centres & storage facilities
- ✓ savings in fixed costs (€53m)

Chile



Dakar 2021



Silverstone GP F1

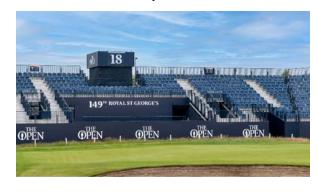


France - Tennis court facilities



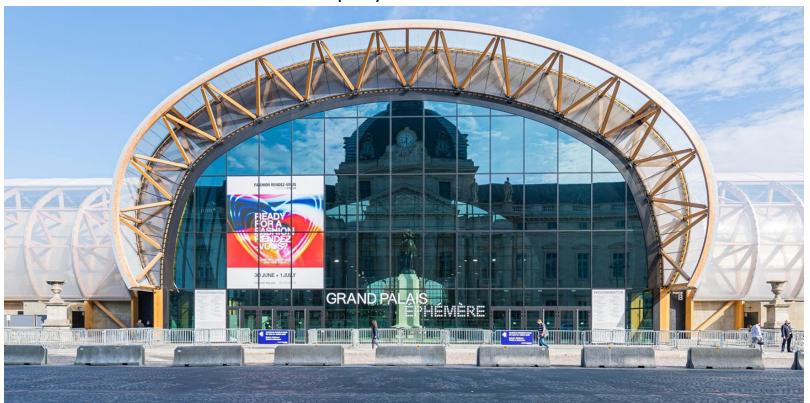
Double Terns.—Le Thor [16]
Chogger

Golf Open



RÉSULTATS ANNUELS 2021 / 10 MARS 2022 / 12

Temporary Grand Palais - Paris





Exhibitions: A successful H1 in China and H2 driven by Europe and South America

Exhibitions (€m)	2019	2020	2021	Change vs. 2020	Change vs. 2019
Revenue	231	68	145	113%	-38%
EBITDA	50	-15	34	326%	-32%
Current operating income	46	-16	32	305%	-30%
EBITDA margin	21.8%	-22.3%	23.7%	45.9	1.9
Operating margin	19.9%	-23.2%	22.4%	45.7	2.5

- Assuming a leadership role: 1st post-Covid B2B exhibitions in Europe (CFIA Rennes) and South America (Expovivienda)
  - ✓ Performance by national the exhibitions between 70% and 85% of previous editions
  - ✓ International exhibitions (Première Vision, Expomin, etc.) impacted by travel restrictions imposed on exhibitors and international attendees
- Major exhibitions in H2: Global Industrie, SIRHA, Fashion Source Autumn, Sepem, Paysalia, Be +, Rio de Janeiro International Book Fair, Expomin
- 85 exhibitions organised by this division in the year vs. 45 in 2020
- Savings in fixed costs: €8m



CFIA – Rennes



Global Industrie – Lyon



### SIRHA – Lyon





Expomin - Santiago de Chile







CACLP – Nangchang



Fashion Source - Shenzhen



Venues: the most impacted by forced closures, activity concentrated within a 4 month period

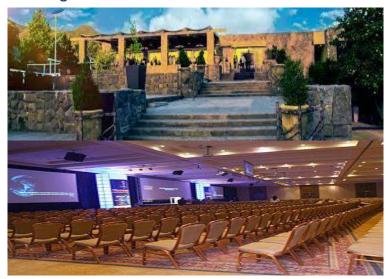
Venues (€m)	2019	2020	2021	Change vs. 2020	Change vs. 2019
Revenue	341	102	166	63%	-51%
EBITDA	63	-16	26	258%	-59%
Current operating income	43	-36	10	129%	-76%
EBITDA margin	18.5%	-16.1%	15.6%	31.7	-2.8
Operating margin	12.6%	-35.6%	6.3%	41.9	-6.3

- Activity concentrated within a period of 4 months in Europe and 2 months in South America.
- 84% of revenue generated in H2 2021
- Rebound of the main European destinations: Lyon, Paris, Budapest, Toulouse, Clermont-Ferrand
- Service offering for digital and phygital events
- Resumption of activity in Brazil authorised starting in November 2021 and limited to €8m
- Destinations with an "international vocation" adversely impacted: The Hague, Brussels and Barcelona
- Savings in fixed costs: €52m

## DEVELOPMENT OF THE VENUE NETWORK IN CHILE

## **HEALTH CENTRE**

- Santiago Vitacura: a 40-year concession for the "Parque Vitacura" meeting facility (4,700 sqm) starting in 2022
- **Average annual revenue**: €9m





- Santiago (Broadway):
   Event venue (2,770 sqm with an outdoor exhibition area (48,000 sqm), operated under a 20-year lease. Synergies for exhibitions organised by FISA
- Expected average annual revenue: €5m

## DEVELOPMENT OF THE VENUE NETWORK IN BRAZIL

- Strengthening GL events' position in Latin America's economic capital
- Convention Centre, a 2<sup>nd</sup> Exhibition Centre and a sambodrome
- Renovation of the exhibition centre and convention centre (€40m)
- Strengthening the offer in Sao Paulo, Live business synergies

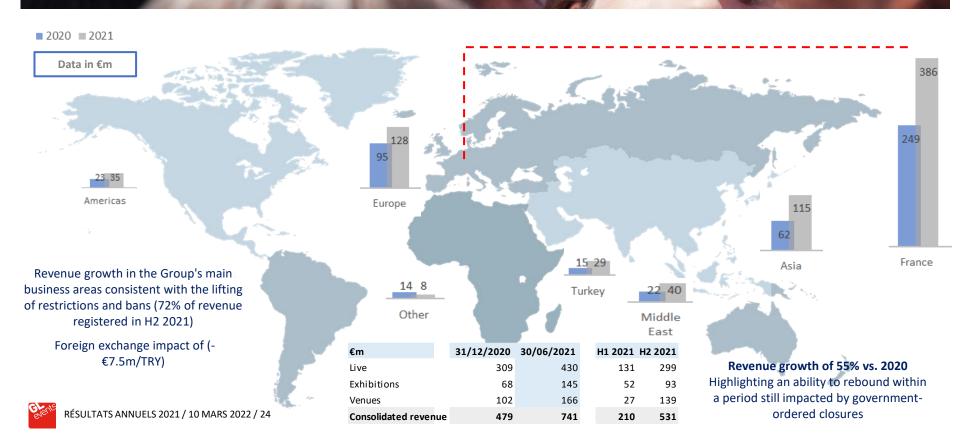


- Mixed real estate programme in the process of being finalised: shops, housing, offices, hospital
- Marketing of naming rights for the event complex
- Partnerships without CAPEX for the Group:
  - Construction and operation of an Arena: Term sheet signed
  - Construction and operation of a car park: negotiations in progress





# 48 % OF REVENUE FROM INTERNATIONAL MARKETS 55% GROWTH VS. 2020



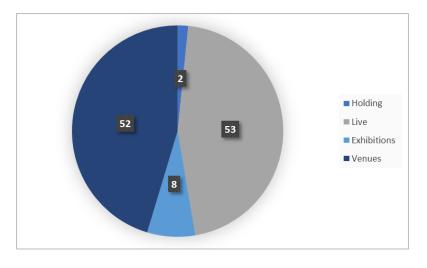
## A RETURN TO PROFITABILITY

€m (pre-IFRS 16)	2020	2021
Revenue	479.4	741.2
Purchases and external charges	-318.2	-455.3
Personnel expenses	-170.4	-197.6
Taxes and similar payments	-11.9	-14.6
Other operating income and expenses	0.0	46.5
EBITDA	-21.0	120.3
EBITDA margin	-4.4%	16.2%
Depreciation	-50.5	-56.1
Current operating income	-71.4	64.2
Current operating margin %	-14.9%	8.7%
Operating profit	-79.8	59.6

- Return to largely positive operational performance indicators
- Effectively contained Purchases and External Charges
   +43% vs. revenue growth of 55%
  - A favourable business mix
  - Optimisation of the use of internal subcontractors
  - Personnel: impact of government furlough measures in H1 (€20m)
- Other income and expenses (partial compensation of H1 2021 losses)
  - Aid for the coverage of fixed costs & closures: €34m
  - Aid from other countries and compensation for lost ticket sales: €8m
  - "Recurring" grants: €2m
- Current expenses:
  - Equity transaction fees
  - Reorganisation expenses



## A ROBUST COST OPTIMISATION PLAN: €115M



## Maintaining the fixed cost optimisation plan

- 115m of savings compared to 31/12/2019 (vs. €188m at end 2020)
- Main cost-reduction items
  - ✓ Staff costs: €56m
  - ✓ Travel: €11m
  - ✓ Rent expenses: €9m
  - ✓ Energy costs: €8m
  - ✓ Communications: €7m
  - ✓ Maintenance: €7m
  - ✓ Support functions: €5m
  - √ Taxes: €4m
  - ✓ Other: €8m
- Target confirmed of maintaining savings of €20-30m in fixed costs by 2022

## P&L: RETURN TO POSITIVE ATTRIBUTABLE NET INCOME

€m (pre-IFRS 16)	2020	2021
Operating profit	-79.8	59.6
Net financial income (expense)	-13.5	-13.8
Profit /(loss) before tax	-93.3	45.8
Corporate income tax	18.9	-17.7
Net profit / (loss) of consolidated companies	-74.4	28.1
Income (loss) from equity- accounted investees	-0.5	-0.5
Net profit / (loss)	-74.9	27.6
Non-controlling interests	-0.6	-9.6
Net profit / (loss) attributable to shareholders (Group share)	-74.3	18.0
Earnings per share (€)	-2.48	0.60

## Net financial income (expense)

- Stable net financial expense:
  - ✓ Slight increase in borrowing costs 1.71% vs. 1.56%
  - ✓ Increase in investment income (Hong Kong Brazil)

## Corporate income tax

- Nominal tax rate of 38.6% vs. 20% in N-1)
  - Discounting of rate reductions for deferred taxes
  - Caution in activating tax losses of certain subsidiaries

## Non-controlling interests

- Impact of earnings of the Chinese JV and SIRHA at Eurexpo
- Net income attributable to shareholders: + €92m vs. N-1

## BALANCE SHEET

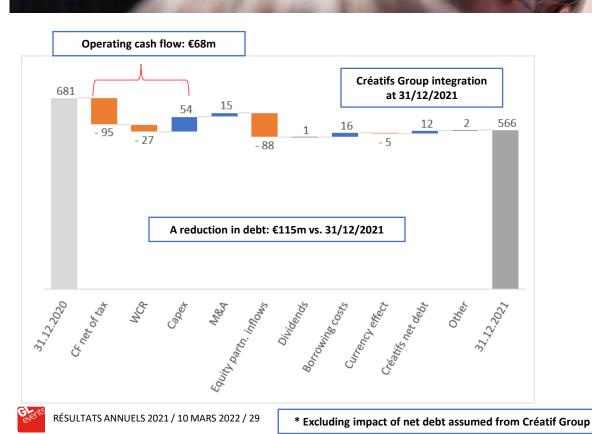
€m	2020	2021
Goodwill	731	775
PPE & intangible assets	448	461
Financial assets	67	77
Deferred taxes	38	30
Net source of funds (negative WCR)	-174	-206
Assets to be financed	1,109	1,137
Equity	402	537
Provisions for contingencies and expense	27	34
Pre-IFRS 16 net debt	681	566
IFRS 16 lease liabilities	0	0
Total Financing	1,109	1,137

#### Goodwill

- Integration of the Créatifs Group: €18m
- Translation adjustments: €24m
- Tangible & intangible assets: see next page
- Financial assets
  - Equity stake in CEG (China): €7m
  - Investment funds: €3m
- Deferred taxes
  - Use of loss carry-forwards & discounting rates
- Change in Net Source of Funds: see next page
- Shareholders' equity: + €135m of which
  - Equity partnerships: €88m
  - Translation adjustments: €33m



## CHANGE IN NET DEBT -19 % VS. 31/12/2020



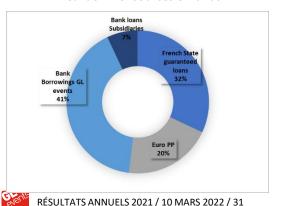
- Operating cash flow: 68m vs. (-€151m) in 2021, or 9.2% of revenue
- Improvement of Net Source of Funds (negative WCR): linked to the resumption of activity (excluding the receipt of government aid for fixed costs in January and February 2022: €25m)
- Capex of which:
  - ✓ Capex Venues: €20m
  - ✓ Capitalised rental equipment: €90m
  - ✓ Matmut Stadium: €8m
  - ✓ IT: €3m / Other: €4m (Installations / Transport equipment ...)
- M&A: equity stake in Capital Exhibitions Group + earnout payments
- Equity partnerships: Nexus Point (GL events Greater China: €77m) & Montefiore (GL events Sports €10.5m)



## FINANCING & LIQUIDITY



#### Breakdown of sources of funds



## A strengthened cash position

• €629m in cash and cash equivalents at 31 December 2021: recourse to the 3rd wave of French government-backed loans (€126m), RCF drawn down in full (+€100m) and sustained activity in H2 2021

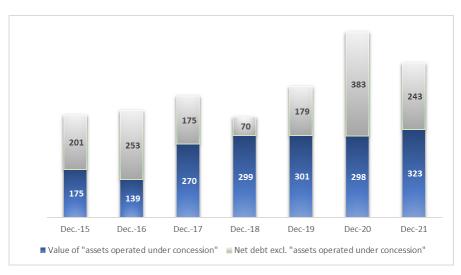
## Covenant holiday

- A covenant holiday obtained for FY 2021 for bank and bond financing without modification of the contractual conditions
- Extension of the maturity of a portion of the bank debt arranged in March 2022
  - Refinancing with a six-year maturity for a series of bank loans representing €251m with an average cost of 1.07% 17 banks participated in this refinancing arrangement
  - Reduction in debt servicing costs over 3 years: €66m

#### Breakdown of debt

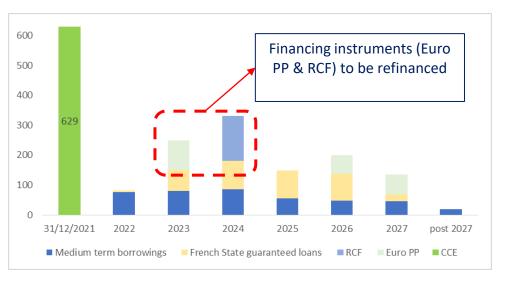
- Covid-relief government-backed loans: €376m
- Euro PP: €230m
- RCF: €150m
- Bilateral debt: €439m

## DEBT FROM CONCESSION-RELATED CAPEX



- 57% of debt (excl. IFRS 16) linked to long-term assets
- Securing business of the sites by means of longterm concession agreements
- Average remaining operating period of 25 years
- Evolution of debt on "assets operated under concession": investments made over the last 2 years (Toulouse, Reims, Saint-Etienne, Clermont-Ferrand, Budapest, Santos, Salvador, etc.)

## DEBT MATURITY STRUCTURE



## French State guaranteed loans

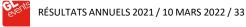
- Amortisation over the longest period (2-year period grace and 4 years of amortisation) for government-backed loans obtained in 2020 (€248m)
- 2021 assumptions for government-backed loans: additional extension period for 12 months followed by amortisation over 4 years

## Debt maturity

- 3.43 years, stable compared to 2020, impact of partial refinancing of bank debt (€251m)
- 2016 Euro PP and RCF weigh on the maturity of the Group's debt

## Interest rate management

- A fixed-rate equivalent debt of more than 70% of the total debt due to the implementation of fixed-rate government-backed loans
- 2022 and 2023 maturities sustainable in relation to the current cash position (>€600m) and expected cash generation





## OUR COMMITMENTS, OUR RESPONSIBILITIES

#### **OUR EXPERTISE**

in the service of society

Facilitating encounters

 SPIRIT OF SERVICE AND PREMIUM HOSPITALITY

> ISO 20121 certifications Customer satisfaction measurements The Safe & Clean label



#### VALUE CREATION FOR ECOSYSTEMS AND TERRITORIES

Partnership with local players or the sectors Sponsorships and local voluntary-sector organisations

Preference given to local sourcing



#### **OUR TECHNICAL RESOURCES**

environmentally friendly

Leaving a controlled footprint

#### PRESERVATION OF RESOURCES

Energy savings Proximity & logistics Sustainable design offerings



#### CIRCULAR ECONOMY

Reuse of assets Maintenance and service life Managing waste consumption



#### **OUR TEAMS**

for more solidarity

Developing team spirit

#### PROMOTING PERSONAL FULFILLMENT

Employment policy
Training
Occupational Health & Safety



#### INTEGRATION AND SOLIDARITY

Social integration through employment 100% responsible purchasing Socially Responsible Entrepreneurship partnerships





- ➤ A dedicated management team for over 10 years & continuing dialogue with our stakeholders
- ➤ A CSR approach once again recognised by our ranking in the Gaïa index





## OUR CONTRIBUTIONS TO SUSTAINABLE DEVELOPMENT



#### SOCIAL Our expertise in the service of society

A culture of service and excellence





















## Our environmentally friendly technical resources

Preservation of resources











#### Our teams for greater solidarity

Promoting personal fulfilment









#### Cross-corporate management - implementation of tools and processes to support BUs

- Dedicated management + network of business drivers empowered and incentivised
- Strategy and action plans for each BU
- Reporting & impact measurement
- Responsible procurement & use of SSE and sheltered-work sector
- Methodology for supporting Calls for Tenders and Major Projects
- Communication & training tools

## Approaches adapted to each business division

#### LIVE

- R&D, innovations, Eco-design
- Carbon estimate
- Logistics optimisation
- SSE & Responsible purchasing

#### **VENUES**

- Raising the standards of the attendee experience
- Waste treatment plan
- Energy plan (consumption & production)
- Insertion

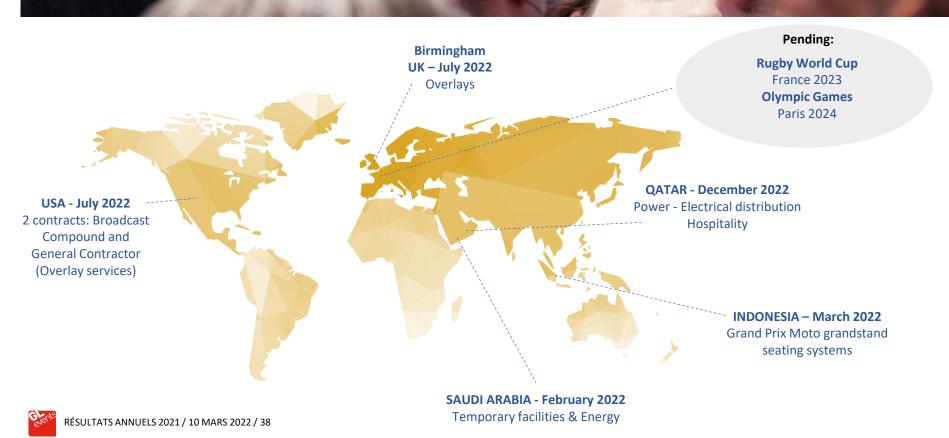
#### **EXHIBITIONS**

- Attendee experiences & CSR standards in event organisation
- New Green Business developments
- Green & social content on existing exhibitions





# A FAVOURABLE AND SECURE CALENDAR OF MEGA EVENTS



# INTEGRATION OF GROUPE CREATIFS HEASTREMGTHENING OF THE PRESENCE IN ILE DE FRANCE

- Leading player in the Paris region in overlay services and stand creation for the consumer fair, tradeshow and exhibition market
- Development of an offering for installations for offices, shops, and Christmas markets, museums, etc.
- Post-Covid revenue: €25m
- Post-Covid workforce: 60
- 60,000 sqm of storage space
- 2 engineering departments
- ISO 20121 certification





- Increase concentration in the Paris overlay services market: pricing power
- Recuperation of a quality portfolio of premium assets.
- Integration of a highly experienced team to reinforce the Group's knowhow (carpenters, upholsterers, graphic designers, work managers, project managers, sales representatives, warehouse workers, technical drafters, designers, etc.)
- Business, logistical & administrative synergy effects

# OUR PRESENCE IN CHINA



### China & Hong Kong (HK)

- Employees: 680 employees
- 1 management company
- 3 operating companies in HK
- 6 JVs operating in China:
  - ✓ 4 exhibition companies: CIEC Union, CACLP, Fashion Sources and Seed Expo => 13 exhibitions
  - ✓ 1 Venue company: Guangzhou International Convention Centre
  - ✓ 1 Live company: ZZX
- 1 equity stake in the management company of the new Beijing Exhibition Centre (CEG)

### Issues and risks

- Integration of the new entity Seed Expo
- Zero COVID policy Renewed occurrences of the epidemic in Hong Kong
- Impact of the Olympic Games on the Beijing exhibition calendar = delays and space availability problems
- To date, marketing on target for our exhibitions except for CIEC Union / Beijing
- M&A opportunities will be considered during the year

# MAIN CHALLENGES IN 2022



### 2022 OUTLOOK SUMMARY

- To date, and subject to the evolving health and geopolitical situation, the Group is expecting the rebound in activity to remain on track in FY 2022, with a pronounced seasonality effect in H2 2022. It should be noted that the Group does not operate in Russia and Ukraine. However, particular attention will be paid to the economic impacts relating to raw material costs.
- In Europe and South America, GL events anticipates a return to normal levels of activity with notably a resumption in international seminars expected in H2 2022.
- In Asia, and more particularly in China, the Group remains vigilant, particularly for Beijing exhibitions expected to perform less well than in 2021 due to the "zero tolerance" health measures. The other exhibitions/business lines are expected to return to a normal level of activity. At the present time, we are carefully monitoring the potential impacts on our business from the resurgence of the epidemic in Hong Kong. Based on these assumptions, GL events is expecting growth in revenue of more than 30 % in relation to 2021.
- The Group will remain vigilant with respect to investments and the management of its costs. On this basis, its goal is to retain savings in fixed costs of €20m-€30m while continuing to reduce its debt. For FY 2022, GL events is expecting a return to positive operating cash flow generation of approximately €100m.
- In this context and after a significant crisis, the Board of Directors proposes that no dividend be distributed for 2021.

NEXT PRESS RELEASE: 21 APRIL 2022, Q1 2022 REVENUE





# IFRS 16 IMPACTS

### General principles:

• Standard applicable as of 01/01/2019 to leases: valuation of leases under assets offset with an entry under liabilities // Recognition of lease payments in part under operating expenses ("depreciation") & in part under financial expenses ("cost of debt")

€m	2021 (pre-IFRS 16)	IFRS 16 Impact	2021 (post-IFRS 16)
Revenue	741.2		741.2
Purchases and external charges	-455.3	-49.9	-405.4
Personnel expenses	-197.6	0.0	-197.6
Taxes and similar payments	-14.6	0.0	-14.6
Other operating income and expenses	46.5	-0.1	46.5
EBITDA	120.3	-49.9	170.2
EBITDA margin	16.2%		23.0%
Depreciation	-56.1	41.5	-97.6
Current operating income	64.2	-8.4	72.6
Current operating margin %	8.7%		9.8%
Operating profit	59.6	-8.4	68.0
Net financial income (expense)	-13.8	13.2	-27.0
Profit /(loss) before tax	45.8	4.8	41.0
Corporate income tax	-17.7	-1.1	-16.6
Net profit / (loss) of consolidated companies	28.1	3.6	24.4
Net profit / (loss)	27.6	3.7	23.9
Non-controlling interests	-9.6	-0.8	-8.8
Net profit / (loss) attributable to shareholders (Group share)	18.0	2.9	15.1

€m		2021	IFRS 16 Impact	2021 post- IFRS 16
			·	
Goodwill		775	0	775
PPE & intangible assets		461	0	461
IFRS 16 concessions and leases		0	443	443
Financial assets		77	0	77
Deferred taxes		30	4	34
Net source of funds (negative WCR)		-206	0	-206
Assets to be financed		1,137	447	1,584
Equity		537	-11	526
Provisions for contingencies and exper	nse:	34	0	34
Pre-IFRS 16 net debt		566	0	566
IFRS 16 lease liabilities		0	458	458
Total Financing		1,137	447	1,584



# FINANCIAL STATEMENTS POST-IFRS 16

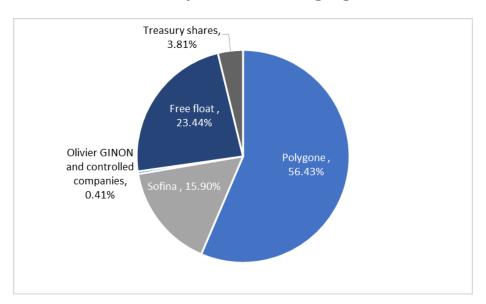
€m	2020	2021
	(IFRS 16)	(IFRS 16)
Revenue	479.4	741.2
Purchases and external charges	-269.7	-405.4
Personnel expenses	-170.4	-197.6
Taxes and similar payments	-11.9	-14.6
Other operating income and expenses	0.2	46.5
EBITDA	27.6	170.2
EBITDA margin	5.8%	23.0%
Depreciation	-90.9	-97.6
Current operating income	-63.3	72.6
Current operating margin %	-13.2%	9.8%
Operating profit	-71.6	68.0
Net financial income (expense)	-26.8	-27.0
Profit /(loss) before tax	-98.5	41.0
Corporate income tax	20.3	-16.6
Net profit / (loss) of consolidated	-78.2	24.4
companies	-76.2	24.4
Net profit / (loss)	-78.7	23.9
Non-controlling interests	-1.4	-8.8
Net profit / (loss) attributable to	-77.4	15.1
shareholders (Group share)		23.1

€m	2020 post-IFRS 16	2021 post-IFRS 16
Goodwill	731	775
PPE & intangible assets	448	461
Financial assets	67	77
Deferred taxes	40	34
Net source of funds (negative WCR)	-174	-206
Assets to be financed	1,556	1,584
Equity	394	526
Provisions for contingencies and expens	se 27	34
Pre-IFRS 16 net debt	681	566
IFRS 16 lease liabilities	454	458
Total Financing	1,556	1,584



## INFORMATION ON THE SHARE CAPITAL

Breakdown of capital and voting rights at 28 February 2022



The concert party comprised of Polygone, Sofina, Olivier GINON\* (and the companies Olivier GINON controls: Le Grand Rey and La Ferme d'Anna) holds 72.75% of GL events' share capital and 83.86% of the voting rights.

Number of shares: 29,982,787 (at 31/12/2021)

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

# 2021 CSR ACHIEVEMENTS (1/2)

#### USING OUR EXPERTISE TO CONTRIBUTE TO SOCIETY

- The Safe & Clean label
- Matrix Programme Reinventing the event industry: Hackathon & 6-month collaboration with 4 student/entrepreneur teams and 2 intrapreneur project teams from the Group to design innovative solutions
- La Passerelle at the Lyon Convention Centre: opening in 2021 of a third-party meeting and reception area with coworking facilities, events and content for sustainable event professionals
- **Development of GreenTech+ exhibitions:** Promotion of environmental transition sectors, in particular the Hyvolution exhibition to bring together the hydrogen sector (+80% attendance in 2021)
- Supporting our ecosystems in achieving environmental transition: e.g: Development of a packaging reuse demonstrator (Reuse packaging line 600 sqm production line) at the Prod & Pack trade fair (packaged product ecosystem)

### **OUR TECHNICAL RESOURCES FOR NATURE-FRIENDLY EVENTS**

- 100% reusable stands: development and successful marketing of the MODULAR stand at SIRHA, and the Belleville stand (100% wood) at the National Wood Forum
- Hydrogen generators: an agreement with EODEV to develop the first clean energy generators for events
- Electric recharging stations: a partnership to deploy mobile charging units for electric vehicles at events







# 2021 CSR ACHIEVEMENTS (2/2)

### **OUR TECHNICAL RESOURCES FOR NATURE-FRIENDLY EVENTS**

- Opening of the Temporary Grand Palais: 78% of materials from the circular economy 2021 BIM d'Or building information modelling award
- Waste treatment plan for the Venues: : analysis of waste treatment flows at group sites selection of a new treatment service provider distribution of a guide for the reuse of materials (e.g. specific work achieved for wood): 490T of wood recycled into furniture, foodstuffs redistributed, etc.)
- Logistics optimisation: creation of storage areas for exhibition materials on-site (reduction of transport)
- MEETT in Toulouse: on-site waste disposal, photovoltaic plant with 10,700 panels, grey water and rainwater recovery systems
- Extension of the Grande Halle d'Auvergne: concrete floor => avoid carpeting at exhibitions
- Elimination of oil-fired boilers at the Brignais logistics site
- Ongoing development of a CO2 impact calculator for our offers (objective: CO2 estimate)

### **TEAM SPIRIT AND SOLIDARITY**

- **Development of the collaborative spirit**: SPART programme for teambuilding through sport and testing a civic engagement platform available to employees
- Training of 200+ employees on environmental and social issues + specific webinar on CSR for all employees
- Integration & SSE: a partnership with the Agence des Economies Solidaires a fund-raising agency for ONGs and public interest initiatives to expand the use of SSE and develop our responsible purchasing approach









