



23



2022  
ANNUAL  
RESULTS

9 MARCH 2023

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# YEAR IN REVIEW



**GL events delivered a record performance in 2022, surpassing all expectations and targets**

Activity in Europe and the Americas: **x2 and x3**

Events Exhibitions & Venues: **+66%**

Employees : **5,119**

Multiplying the impacts  
emissions vs. 2019 : **-22%**

Revenue **+77%** to €1.315bn

EBITDA **+41%** to 12.8% of revenue

Net attributable income to Group shareholders **+217%**

Operating cash flow **+95%** to €135m

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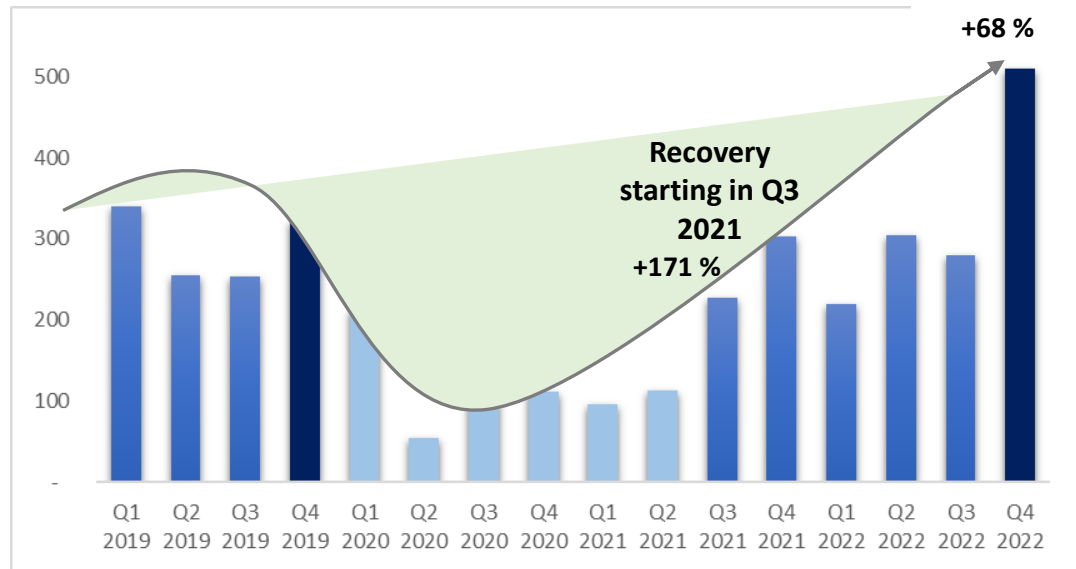
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2022  
HIGHLIGHTS

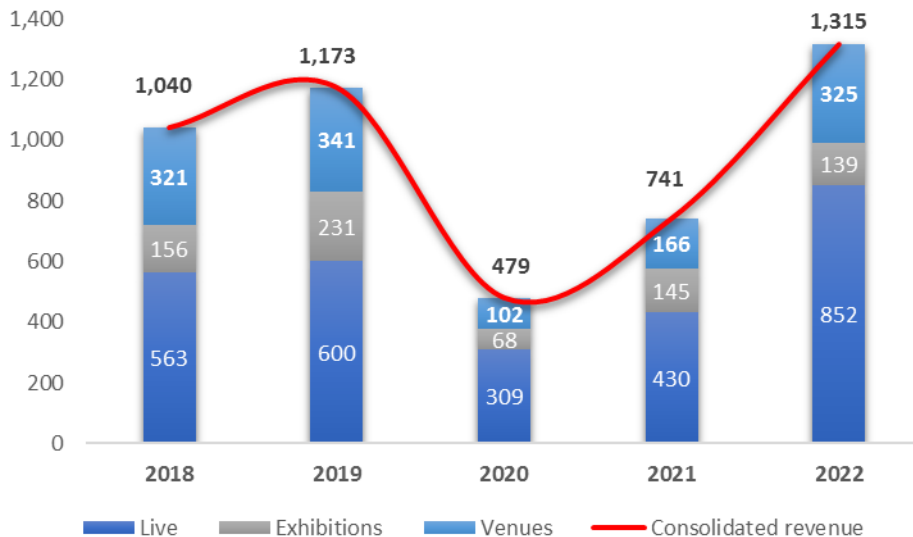
# THE STRONG REBOUND FOR EVERY TYPE OF EVENT VALIDATES THE GROUP'S BUSINESS MODEL

- In 2022, GL events benefited from its strategic positioning in its different business lines and regions
- International markets account for 55% of Group revenue
- Strong performance in Europe and the Americas
- Asia continues to be affected by the restrictive measures in China
- Record performances in FY 2022 and Q4: Revenue of €1.315bn for the full year and €511m in Q4 2022

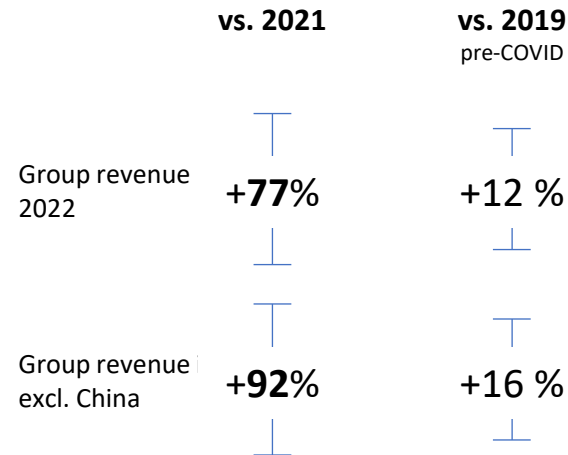


# RECORD REVENUE IN 2022: €1.315BN

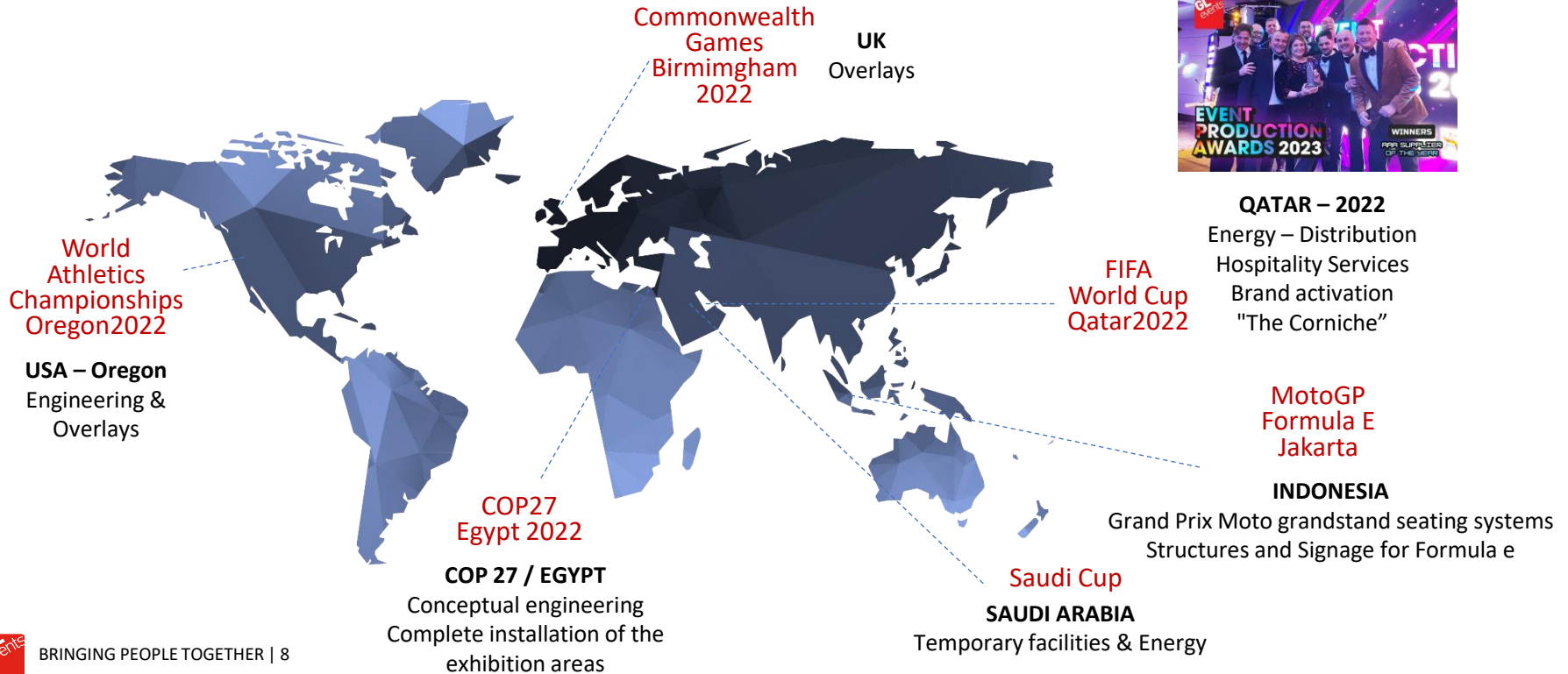
- 2022 revenue growth: +77% to €1.315bn, driven by the Live and Venues divisions



Revenue growth by division 2019-2022 (€m)



# LIVE - A DIVERSIFIED PIPELINE OF MEGA EVENTS: €252M IN REVENUE





# LIVE: STRENGTHENING OF STRUCTURES ACTIVITIES

- Strengthening the supply and geographical coverage of the structures activities
- A business line characterized by recurrent business and resilience

## ▶ **Field & Lawn Ltd**



- May 2022
- Infrastructure provider, specialist in festive lighting solutions, geographic expansion
- 90 employees
- Revenue: €8m

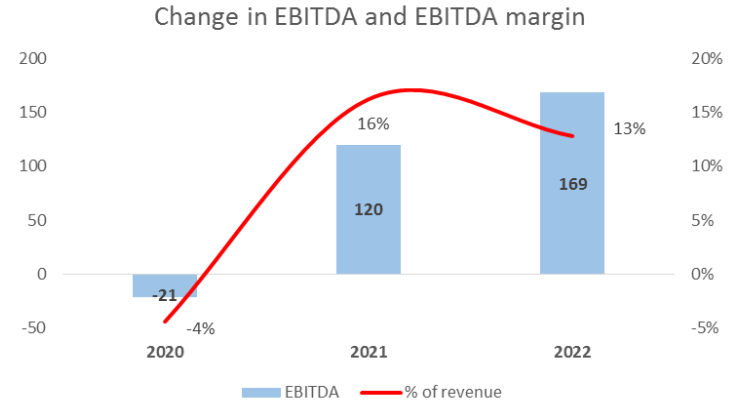
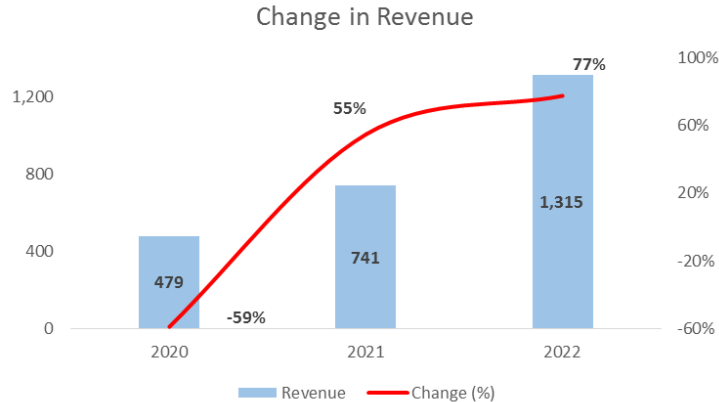


## ▶ **Locabri**



- January 2023
- Temporary structures, expanding the product range, increasing diversification beyond the event sector.
- 70 employees
- Revenue: €25m

# SUCCESSFUL PLANS FOR THE RECOVERY DRIVING A RETURN TO PROFITABILITY



- Growth in business accompanied by an improvement in the Group's profitability ( €49m / + 41%)
- Growth in the EBITDA margin impacted by:
  - A less favourable business and geographical mix vs. 2021
  - Pressure on margins
  - Supporting employees

# VENUES - NEW LOCATIONS IN FRANCE

- **Orléans:** 6 venues (Convention Centre, Exhibition Centre, Event Hall, Zenith, Conference Centre, Chaptit'O)
  - Concession term: 9 years as from 1 January 2023
  - Expected revenue: €9m / year
- **Paris - Invalides:** Paris - Invalides: event facilities, under management for 18 months, an iconic venue complementing the Paris "intra-muros" offer, cumulative revenue target  $\geq$  €6m.
- **Montreuil:** A 12,000 sqm event venue strengthening GL events' offering in the Paris region.
  - Operated under a firm 6-year commercial lease
  - Expected revenue: €5m / year



# VENUES - CHILE: AN OFFERING STRENGTHENED BY THE ADDITION OF 2 SITES IN SANTIAGO

- **Vitacura / Metropolitan:** 4,500 sqm reception facility
  - Concession term: 20 years // Start of operation: June 2022
  - Expected normative revenue: €5m / year



- The combination of the Group's three business lines in Chile generates synergies and guarantees the autonomy of the Santiago exhibitions

- **Parque FISA:** take over of an event venue with the installation of a 12,000 sqm modular exhibition centre (structures GL events) in Santiago de Chile
  - Concession term: 20 years
  - Start of operation end of 2022
  - Expected normative revenue: €8m / year



# EXHIBITIONS - EXHIBITION LAUNCHES

- **New exhibitions launched in three main markets**
  - France: CFIA Toulouse (September), Horizonia (September), Vinequip (October),
  - Chile: Enloce (May), Transport Exhibition (September), Santiago Fair (November)
  - Brazil: Replication of the book fair in Salvador (November)
- **Strengthening digital solutions** to expand the offering before, during and after the exhibition: Piscine Connect, Sirha Connect, GI Connect
- **Première vision**
  - International visitors return in force, except for China
  - Buyout of the remaining 51% stake in January 2023
- **Hyvolution confirmed** as the European leader in the sector
- **Post-Covid return of exhibitions:** Lyon International Fair (last edition 2019), Kidexpo Paris (last edition 2019) and Piscine Global Europe (last edition 2018)
- **Limited activity in China,** with 2 exhibitions: CACLP & Fashion Source Autumn

**HORIZONIA**  
**Connect**

**HyVolution**



**ENLOCE**  
Encuentro de Logística & Comercio Exterior



**SIRHA+ FOOD**  
A WORLD OF CUISINE AND HOSPITALITY



**GLOBAL  
INDUSTRIE** **CONNECT**  
YOUR EVENT ON YOUR SCREEN

**PREMIÈREVISION**  
PARIS



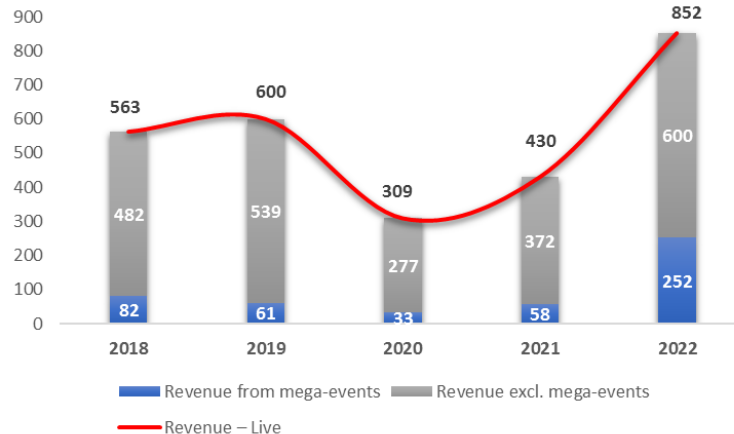
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FINANCIAL  
PERFORMANCE

# LIVE: ROBUST COMMERCIAL AND OPERATIONAL MOMENTUM

Live (€m)	2020	2021	2022	Change vs. 2021
Revenue	309.2	430.4	851.7	98%
EBITDA	10.6	60.0	93.1	55%
<i>EBITDA margin</i>	<i>3.4%</i>	<i>13.9%</i>	<i>10.9%</i>	<i>-3.0</i>
Current operating income	-19.2	21.4	49.5	131.3%
<i>Current operating margin (%)</i>	<i>-6.2%</i>	<i>5.0%</i>	<i>5.8%</i>	<i>0.8</i>



- Strong and diversified activity: event format, type of services, geographical areas, clients, etc.
- Record business volume and mega events
- Operating profitability +€23m vs. 2021:
  - Impact of the structures business
  - Limited contribution from mega events, impacted by inflation: transport, personnel, subcontracting
  - Reduced business in China
  - Very limited increase in fixed costs relative to revenue

# EXHIBITIONS: A LESS ROBUST REBOUND AND AN UNFAVOURABLE BIENNIAL EFFECT

Exhibitions (€m)	2020	2021	2022	Change vs. 2021
Revenue	68.0	144.5	138.5	-4%
EBITDA	-15.1	34.2	20.1	-41%
<i>EBITDA margin</i>	<i>-22.2%</i>	<i>23.7%</i>	<i>14.5%</i>	<i>-9.2</i>
Current operating income	-15.8	32.4	18.1	-44.1%
<i>Current operating margin (%)</i>	<i>-23.2%</i>	<i>22.4%</i>	<i>13.1%</i>	<i>-9.4</i>

- Rebound impacted by restrictions in China and an unfavourable biennial effect (SIRHA, the Biennial International Book Fair, ExpoMin)
  - China: only 2 exhibitions - Fashion Sources & CACLP - held versus 9 initially planned
  - Fashion exhibitions, strong international focus, 60% of pre-Covid levels
  - B2B exhibitions: upturn in progress with successful events such as Global Piscine Europe, Sepem, CFIA and Global Industrie, Eurobois
  - B2C exhibitions: in decline with a more gradual recovery for this type of offering
- Operating profitability strongly impacted (-€14m) by:
  - the lower volume of international exhibitions
  - biennial effects
  - the downturn in China



# VENUES: STRONG GROWTH IN REVENUE AND EARNINGS

Venues (€m)	2020	2021	2022	Change vs. 2021
Revenue	102.2	166.3	325	95%
EBITDA	-16.4	26.1	55.4	112%
<i>EBITDA margin</i>	<i>-16.0%</i>	<i>15.7%</i>	<i>17.0%</i>	<i>1.4</i>
Current operating income	-36.4	10.4	35.3	239.4%
<i>Current operating margin (%)</i>	<i>-35.6%</i>	<i>6.3%</i>	<i>10.9%</i>	<i>4.6</i>

## ■ Revenue:

- Back up to pre-COVID levels with a financial year limited to 11 months in Europe for 2022
- International events back on track since the second half of the year
- Sustained momentum for corporate events at major destinations: Paris, Lyon, Toulouse, Sao Paulo, Budapest and Brussels

## ■ Improvement in operating profitability (€29m)

- Impact of business volume
- Fixed costs kept under control
- 1st milestone within the framework of the partnership for the Anhembi Arena with OVG & Live Nation

# CURRENT OPERATING INCOME €103M: +61% FROM 2021

€m	2021	2022
<b>Revenue</b>	<b>741</b>	<b>1,315</b>
Purchases and external charges	-455	-856
Staff costs	-198	-286
Taxes and similar payments	-15	-18
Other operating income and expenses	46	12
<b>EBITDA</b>	<b>120</b>	<b>169</b>
<i>EBITDA margin</i>	<i>16.2 %</i>	<i>12.8 %</i>
Depreciation	-56	-66
<b>Current operating income</b>	<b>64</b>	<b>103</b>
<i>Current operating margin %</i>	<i>8.7 %</i>	<i>7.8 %</i>
Non-current expenses	-5	-5
<b>Operating profit</b>	<b>60</b>	<b>98</b>

- Revenue: see previous slides
- Operating profitability €49m / -0.9 points:
  - Margin on variable costs lower than in 2021 (unfavourable business and geographical mix)
  - Ratio of purchases and external charges to revenue: +3.7 points, inflationary pressure, including transport and subcontracting
  - Payroll: increase contained with support measures introduced for employees (back to 2019 level)
  - Fixed costs: +2 % from 2019
  - Other income and expenses: balance of pandemic-related aid in 2021 and 2022
- Depr./Amort.:
  - Growth in the Structures business
  - Development of "Energy"-related activities
- Non-current expenses:
  - Costs of external growth operations
  - Reorganisation expenses

# RECORD NET INCOME ATTRIBUTABLE TO GROUP SHAREHOLDERS: €57M (+217 %)

€m	2021	2022
<b>Operating profit</b>	<b>60</b>	<b>98</b>
Net financial income (expense)	-14	-16
<b>Profit /(loss) before tax</b>	<b>46</b>	<b>82</b>
Corporate income tax	-18	-17
<b>Net profit / (loss) of consolidated companies</b>	<b>28</b>	<b>65</b>
Income (loss) from equity-accounted investees	0	0
<b>Net profit / (loss)</b>	<b>28</b>	<b>64</b>
Non-controlling interests	-10	-7
<b>Net profit / (loss) attributable to shareholders (Group share)</b>	<b>18</b>	<b>57</b>
Earnings per share (€)	0.60	1.91

- Net financial income (expense): -€2m vs. 2021
  - Borrowing costs (+30 points vs. 2021, average rate 2%): (-€6m)
  - Optimisation for returns on cash: (+€8m)
  - Decrease in foreign exchange income: (-€4m)
- Earnings before tax +78 % from 2021
- Corporate tax: 21% tax rate impacted by Covid-relief measures in Brazil
- Non-controlling interests: reduced earnings from Chinese entities and impact of biennial effect
- Net income attributable to shareholders: 4.3 % vs. 2.4 % in 2021
- Increasing value for Group shareholders: Earnings per share (+3.8 pts), higher than 2019 (€1.84).



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CHANGE IN THE  
BALANCE SHEET  
AND NET DEBT

# BALANCE SHEET POSITION AT 31 DECEMBER 2022

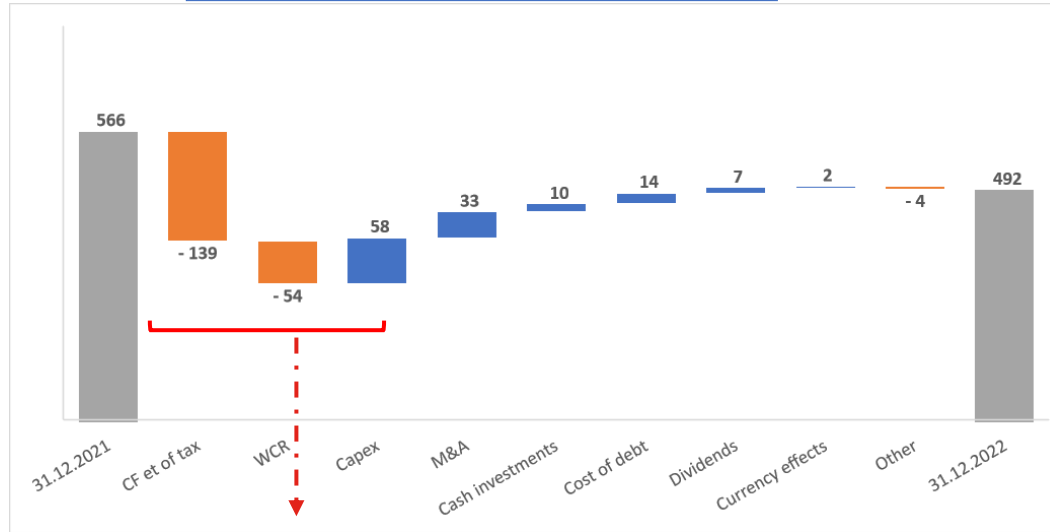
€m	2021	2022
Goodwill	775	806
PPE & intangible assets	348	364
Rental equipment assets	113	131
Financial assets	77	81
Deferred taxes	30	22
Net source of funds (negative WCR)	-206	-260
<b>Assets to be financed</b>	<b>1,137</b>	<b>1,143</b>
Equity	<b>537</b>	<b>615</b>
Provisions for contingencies and expenses	34	36
Pre-IFRS 16 net debt	566	492
<b>Total Financing</b>	<b>1,137</b>	<b>1,143</b>

- Goodwill:
  - Changes in the scope of consolidation (+€32m): Field & Lawn, Créatifs and Seed Expo
  - Impact of translation differences ( -€1m)
- Tangible & intangible assets / Rental equipment assets:
  - Acquisitions (see next slide): €58m
  - Changes in Group structure: €7m
  - Depr./Amort.: -€58m
  - Matmut property projects: €4m
  - Translation adjustments: €16m
- Deferred tax: utilisation of tax losses carried forward
- Net Source of Funds & net debt: see next slide
- Shareholders' equity:
  - Net income impact: €65m
  - Impact of translation differences: €15m
  - Other changes: -€2m

# CHANGE IN NET DEBT: -€74M

- Generation of operating cash flow of €135m (10.3% of revenue) vs. €68m in 2021 and €110m (9.4%) in 2019

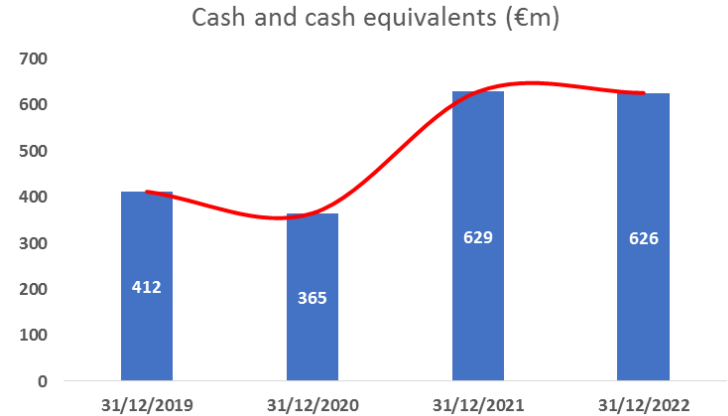
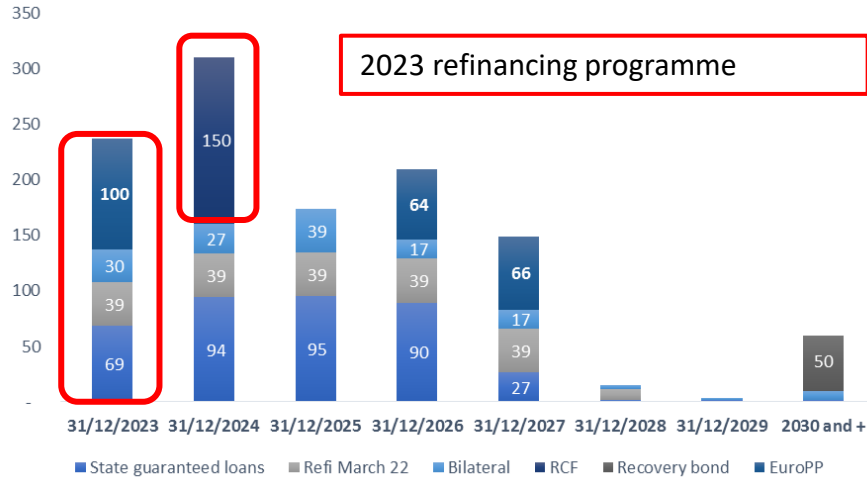
## Net debt reduction of €74m



## Operating cash flow: €135m

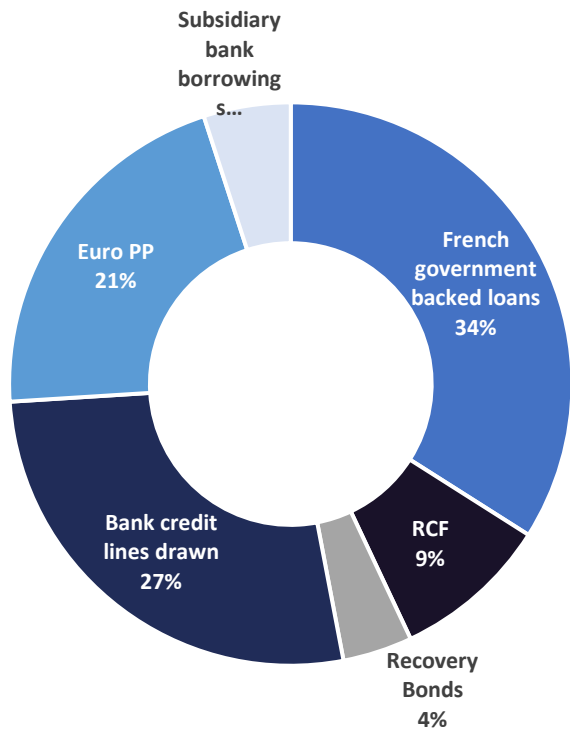
- Regeneration of the Net Source of Funds: COVID 2021 aid receipts, Q1 2023 & OJ 24 advance payments
- Capex of which:
  - Live: Power €10m, Structures €28m and IG €3m
  - Venues: €10m
  - Matmut Stadium (net of disposal): €4m
  - IT: €3m
- M&A: Creatifs, Seed Expo & Field Lawn + CIEC minority buyouts
- Cash investment: various sector/geographical investments
- Dividends: China and CCIB reserves

# DEBT MATURITY & LIQUIDITY



- 2023 debt service is "sustainable" due to high liquidity levels (€626m)
- Maturity extension of bank debt obtained in H1 2022 (€251m over 6 years)
- Introduction of a sustainably-linked Recovery Bond (€50m) backed by ESG KPIs
- Partial refinancing of the 2023 debt service expected and the RCF maturing in July 2024

# SOURCES OF FUNDS AND COVENANTS



## ▪ Breakdown of sources of funds

- Diversified and secure financing
- Debt mainly held by GL events
- Fixed rate or hedged debt  $\approx$  65%
- Cash reserve of €50m (undrawn RCF)

## ▪ Bank covenants

	Calculation Balance sheet presented** (pre-IFRS 16)	Calculation of financing contracts (excluding the “recovery bond”)	Contractual limit
Financial leverage ratio	<b>2.9x</b>	<b>2.6x</b>	<b>3.5x</b>
Gearing	<b>80 %</b>	<b>72 %</b>	<b>120 %</b>





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ESG POLICY

# STRATEGIC PRIORITIES IN THE SERVICE OF MEETINGS\*\*\*

## A circular business model...



## ...Supported by an organisation and commitments

ESG as an integral part of the business model **of the Group**

Commitments formalised **in 2009** with the creation of a sustainable development department and reinforced in 2022 with the integration of the ESG function into the Group's executive committee

Over the past two years, the Group's CSR/ESG approach has been confirmed by **ISO20121 or 14001 certification** and by the **signature of the Net Zero Carbon Pledge**

Score✕	2019✕	2020✕	2021✕	Trend 2020-2021 <sup>2</sup>	Benchmark✕
GOVERNANCE✕	56✕	59✕	63✕	↗	60✕
EMPLOYMENT✕	70✕	57✕	51✕	↘	52✕
ENVIRONMENT✕	64✕	59✕	63✕	↗	55✕
EXTERNAL-STAKEHOLDERS✕	67✕	73✕	80✕	↗	61✕
Global-score✕	61✕	57✕	59✕	↗	54✕



# ESG POLICY: CARBON FOOTPRINT

1

## LOWERING THE CARBON FOOTPRINT

- Reducing energy consumption
- Promoting renewable energies
- Optimising transport and mobility



### Objectives

- 25% reduction in consumption in 2023 vs. 2019
- 100 Ha in 3 years of photovoltaic panels

## MAIN ACTIONS ADOPTED

- **Group carbon assessment**
- **Energy conservation plan**
- Communication plan on **eco-friendly practices**
- Around 50 Venues to be supplied with 100% **green electricity**
- **Photovoltaic** project
- Employee mobility survey and **building a bicycle and/or scooter fleet**
- **Project to electrify car fleets**, investment in CNG trucks
- **Eco-driving** training

**ecoact**

# ESG POLICY: SORTING AND CONSUMABLES

2

## Limit the use of disposables and maximise our circular energy performance

- Limiting waste by eco-design and circular economy practices
- Improving waste sorting and recovery



### Objectives

- **25% reduction in consumables in 2023 vs. 2019**
- **improving sorting rates per site by 10%**

## MAIN ACTIONS ADOPTED

- Raising awareness and training in **eco-design and product life cycle analysis**
- Product innovation (e.g. Furniture for good, modular stands...)
- **Raising awareness about responsible sorting practices** (signage, communication, etc.)
- **Food redistribution** and the “Better Food for a Better World” programme
- **Annual cleanwalk campaign** at all Group sites
- **Maximising the use of recycling channels** (via the guide of eco-organisations)
- **Reducing the use of carpets** (reduction of sqm in the aisles, carpet-free lounges, use of carpet tiles)

# ESG POLICY: DIVERSITY AND TERRITORIES

3

## PROMOTING DIVERSITY AND REGIONAL DEVELOPMENT

- Developing GLO-CAL partnerships and initiatives
- Systematic use of responsible purchasing and Social and Solidarity Economy (SSE) practices
- Developing our ethical management and a diversity-based entrepreneurial culture.

## MAIN ACTIONS ADOPTED

- Integrating CSR criteria into sourcing practices and **supplier selection**, including a **responsible purchasing charter and a code of ethics**
- Recourse to **SSE** companies, particularly with respect to subcontractors and waste management
- Partnership with AES (*Académie d'Éducation et d'Études Sociales*)
- **Integration programmes** (e.g. Eureka with Jaulin)
- Existence of an ethics committee and **an internal reporting hotline**
- **Ethics training and awareness raising campaigns** (corruption, fraud, sexist behaviour, etc.)

# 2022 GROUP CARBON ASSESSMENT: - 22% VS. PUBLISHED DATA IN 2019

## 2022 Carbon Assessment - Carbon footprint of the Group's activities

- Scope: Group companies with a business activity
- Service Provider: Ecoact
- Methodology: GHG protocol

ecoact



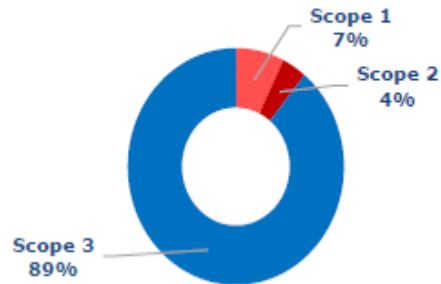
GREENHOUSE  
GAS PROTOCOL

## Carbon footprint reduction (-22%): travel, energy, inputs, waste

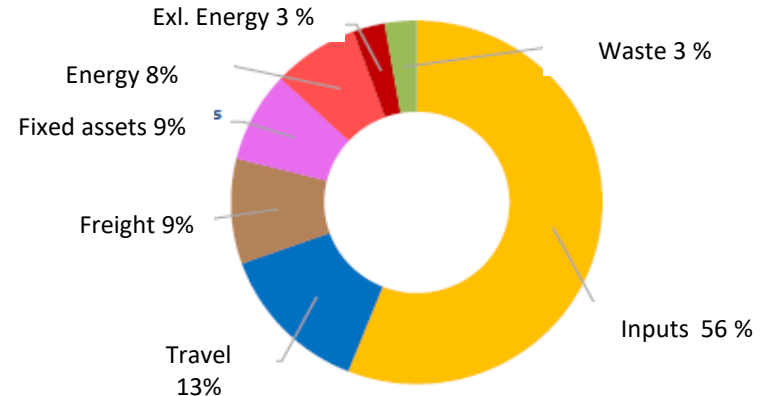
366 000 tCO<sub>2</sub>e

Uncertainties 11.7%

Global emissions by scope (%)



Emissions by category (%)





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2023 OUTLOOK

# CONFIRMED MARKET OPPORTUNITIES IDENTIFIED AND GROWTH IN EXHIBITIONS

Mega events

Paris2024

Euro2024

Expo2025

Rugby  
WorldCup  
France2023

Cop28

Santiago  
2023

Exhibitions  
France



HyVolution

PREMIÈREVISION  
PARIS



Exhibitions  
International

expomin



BUILD+DECOR  
CACLP





# KEY CHALLENGES FOR THE GROUP IN 2023



Managing inflation and margins



Adding new Venues



Reducing gross debt



Impact of the economic environment



Targeted M&A



Business recovery in China

# 2023 OUTLOOK

- The Group intends to resume its long-term growth trajectory in 2023, benefiting in particular from the continuing rebound of exhibitions in Europe and the gradual recovery of its activities in China, which will more than offset the lower volume expected for mega events in 2023 compared with 2022.
- Additionally, the Group plans to invest significantly in its future with a larger capital spending programme (in the range of €80m to €85m), with a significant portion to be allocated to renovating the Anhembi site in São Paulo, Brazil.
- Despite a number of uncertain market conditions, the Group is expecting for 2023:
  - Growth in revenue of 5%;
  - An improvement in the Group's operating margin
- In addition, the Group intends to continue to implement its ESG policy in 2023 in the manner announced in January 2023.
- The Board of Directors has proposed payment of a dividend of €0.35 per share for fiscal 2022.



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## UPCOMING EVENTS

Q1 2023 revenue: 20 April 2023  
2022 Combined General Meeting : 27 April 2023

Contact: [infos.finance@gl-events.com](mailto:infos.finance@gl-events.com)  
+33 (0)4 72 31 54 20



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APPENDICES

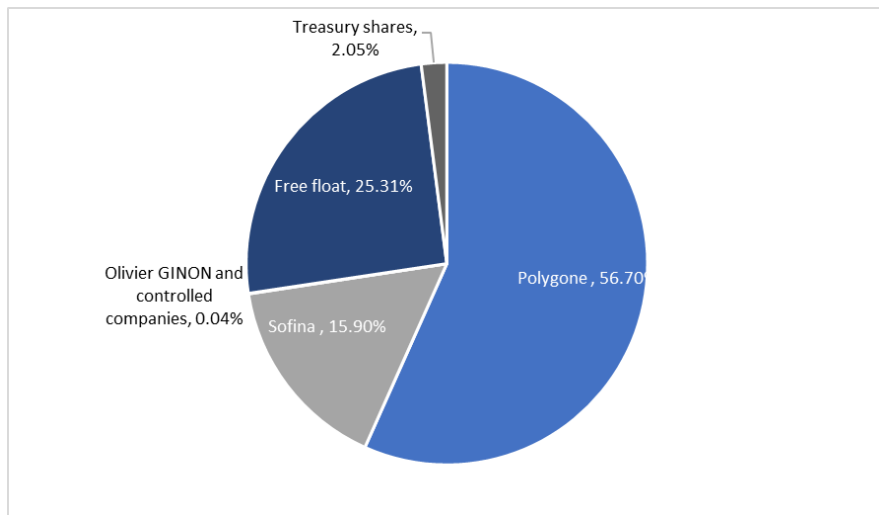
# TRANSITION FROM REPORTED BASIS TO FULL IFRS ACCOUNTS PRESENTATION

€m	2022	IFRS 16 & IAS 29 impact	2022 Full IFRS
Goodwill	806	3	809
PPE & intangible assets	364	0	364
IFRS 16 concessions and leases	0	490	490
Rental equipment assets	131	0	131
Financial assets	81	0	81
Deferred taxes	22	6	28
Net source of funds (negative WCR)	-260	1	-260
<b>Assets to be financed</b>	<b>1.143</b>	<b>499</b>	<b>1.642</b>
Equity	615	-12	603
Provisions for contingencies and expenses	36	0	36
Pre-IFRS 16 net debt	492	0	492
IFRS 16 lease liabilities	0	510	510
<b>Total Financing</b>	<b>1.143</b>	<b>499</b>	<b>1.642</b>

# TRANSITION FROM REPORTED BASIS TO FULL IFRS ACCOUNTS PRESENTATION

€m	2022	IFRS 16 & IAS 29 impact	2022 Full IFRS
<b>Revenue</b>	<b>1.315</b>	<b>-5</b>	<b>1.310</b>
Purchases and external charges	-856	59	-797
Staff costs	-286	0	-285
Taxes and similar payments	-18	0	-18
Other operating income and expenses	12	-1	11
<b>EBITDA</b>	<b>169</b>	<b>53</b>	<b>222</b>
<i>EBITDA margin</i>	<i>13 %</i>	<i>10 %</i>	<i>23 %</i>
Depreciation	-66	-44	-110
<b>Current operating income</b>	<b>103</b>	<b>9</b>	<b>112</b>
<i>Current operating margin %</i>	<i>8 %</i>	<i>2 %</i>	<i>10 %</i>
Non-current expenses	-5	0	-5
<b>Operating profit</b>	<b>98</b>	<b>9</b>	<b>107</b>
Net financial income (expense)	-16	-16	-32
<b>Profit /(loss) before tax</b>	<b>82</b>	<b>-7</b>	<b>75</b>
Corporate income tax	-17	1	-16
<b>Net profit / (loss) of consolidated companies</b>	<b>65</b>	<b>-5</b>	<b>60</b>
Income (loss) from equity-accounted investees	0	0	0
<b>Net profit / (loss)</b>	<b>64</b>	<b>-5</b>	<b>59</b>
Non-controlling interests	-7	1	-6
<b>Net profit / (loss) attributable to shareholders (Group share)</b>	<b>57</b>	<b>-4</b>	<b>53</b>
Earnings per share (€)	1.91	-0.15	1.76

# BREAKDOWN OF CAPITAL AND VOTING RIGHTS AT 28 FEBRUARY 2023



- Number of shares: 29,982,787 (at 28/03/2022)
- 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

The concert party comprised of Polygone, Sofina, Olivier GINON\* (and the companies Olivier GINON controls: Le Grand Rey and La Ferme d'Anna) holds 72.64 % of GL events' share capital and 81.84 % of net voting rights.

# A COMPREHENSIVE SERVICE OFFERING COMBINING ASSETS AND SKILLS

A digital services offering tailored for each division

## GL EVENTS LIVE

€852m in revenue  
for 2022  
6% operating margin  
= 0 WCR

**Event engineering**  
Standard assets, logistic  
bases:  
Europe, Asia, Africa,  
Americas

## GL EVENTS EXHIBITIONS

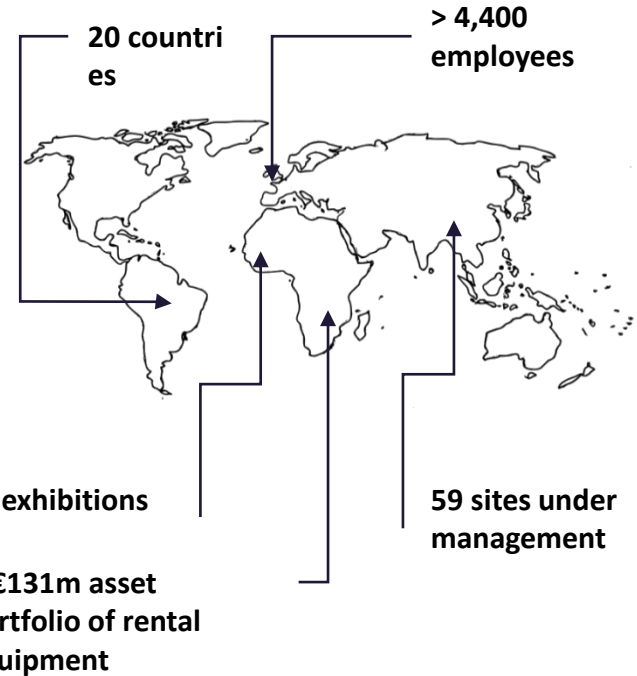
€139m in revenue  
for 2022  
13 % operating margin  
< 0 => Net Source of  
Funds

**PCOs/PEOs**  
Exhibitions & Fairs, (BtoB  
and BtoC)

## GL EVENTS VENUES

€325m in revenue for 2022  
11 % operating margin  
< 0 => Net Source of Funds

**Event venues**  
Convention Centres,  
Exhibition Halls, Concert  
Halls and Reception  
Areas...







23



2022  
ANNUAL  
RESULTS

9 MARCH 2023