

GL EVENTS' GROWTH MOMENTUM REMAINS ON TRACK, EXCEEDING TARGETS IN 2023 WITH ANOTHER RECORD YEAR

GL Events (FR0000066672, GLO), THE INTEGRATED EVENT INDUSTRY GROUP, ANNOUNCES ITS 2023 ANNUAL RESULTS.

- **Record annual revenue of €1.427bn, +9% (+11% at constant exchange rates) (*)**
- **Growth in EBITDA¹ of 18% with a margin of 14%, +1.2 points (*)**
- **2023 EPS: +12% (*) (*)**
- **2024 targets: 7% growth in revenue, stable net debt**

GL events' Board of Directors, meeting on 6 March 2024, approved the annual financial statements for the fiscal year ended 31 December 2023. Audit procedures have been completed and the statutory auditors' report is in the process of being issued.

€m	Pre-IFRS 16 & IAS 29 data			Change vs. 2022
	2021	2022	2023	
Revenue	741.2	1,315.3	1,427.3	9%
EBITDA	120.2	168.6	199.2	18%
<i>EBITDA margin</i>	<i>16.20%</i>	<i>12.80%</i>	<i>14.00%</i>	<i>1.2</i>
Current operating income	64.2	102.9	133.7	30%
<i>Current operating margin</i>	<i>8.70%</i>	<i>7.80%</i>	<i>9.40%</i>	<i>1.6</i>
Net profit	27.6	64.4	76.6	19%
Net profit attributable to shareholders (Group share)	18.0	57.1	64.0	12%
<i>Net margin</i>	<i>2.40%</i>	<i>4.30%</i>	<i>4.50%</i>	<i>0.2</i>
EPS⁽¹⁾	0.6	1.9	2.1	12%

NB: the full IFRS accounts are presented at the end of this press release

Olivier Ginon, Chairman-CEO of GL events Group, commented:

"With another record performance in 2023, GL events' momentum remains strong, especially after achieving a significant rebound in 2022. By leveraging the strengths of its three core businesses - Live, Exhibitions and Venues - the Group's growth strategy continues to create value and has once again outperformed its annual targets. As a result, revenue grew 9% to more than €1.4bn while the EBITDA margin climbed to 14%.

This continuing momentum reflects the efforts of all our employees to whom I once again wish to extend my warmest thanks. GL events' ambitious ESG policies also continued to produce results in 2023, and we

¹ Definitions are provided at the end of the press release.

(*) Pre-IAS 29 & IFRS 16 data

are proud to announce our success in reducing our energy consumption, training more and more employees and significantly multiplying our circular economy initiatives. In light of the Group's performance in 2023, we will submit a proposal to the Annual General Meeting to increase the dividend twofold, to €0.7 per share.

We are also looking ahead to 2024 with confidence as a landmark year with the organization of the Olympic and Paralympic Games in Paris. We anticipate growth in revenue of approximately 7%, accompanied by further improvement in margins. We will continue to invest in production capacity to accelerate the creation of value for our shareholders.

More forward-looking than ever, and in response to the sustained growth of our activities, we are strengthening our corporate governance by appointing new Managing Directors or Deputy Managing Directors in each of our three divisions to support the existing managers. I am convinced of the relevance of our choices in which I have the utmost confidence, the same confidence I have in all our employees around the world who represent the driving force of GL events.”

GL events reported annual revenue in 2023 of €1.427bn^(*), up 9% on the previous year (+11% at constant exchange rates¹). This growth was driven by the Exhibitions and Venues divisions which benefited from strong performances in Europe and the Americas, and a rebound in business in China.

GL events' growth in 2023 was accompanied by an improvement in profitability, with EBITDA up €30m to €199m^(*). The Group has continued to keep fixed costs under control while benefiting from an improved business and geographical mix which has more than offset the effects from the comparison base from the previous year's mega-events (Qatar World Cup, COP 27 Egypt). As a result, the Group's EBITDA margin rose to 14% in 2023 primarily in response to:

- a particularly strong business rebound in 2023 in China;
- more robust growth by the Venues and Exhibitions businesses;
- a more favourable biennial effect in an odd-numbered year.

After taking into account other operating income and expenses representing a charge of €4.9m, net financial expense of €26.2m (€45.2m under Full IFRS), and a tax charge of €26.5m (*), net income (Group share) came to €64.0m (€60.0m under Full IFRS), compared with €57.1m in 2022 (€52.7m under Full IFRS), representing a net margin of 4.5%. Earnings per share (EPS) for 2023 rose 12% to €2.14

The containment of net debt and improvement in EBITDA will lead to an improvement in financial leverage (2.5 vs. 2.7 by the end of 2022).

The Group's ESG performance is continuing to improve in 2023. For example, 73% of energy supplies come from renewable sources, while gross greenhouse gas emissions have been reduced by 6% in 2023 compared with 2022 like-for-like.

¹ Definitions are provided at the end of the press release.

(*) Pre-IAS 29 & IFRS 16 data

REVENUE AND PROFITABILITY BY DIVISION

Live (€m) pre-IFRS 16 & IAS 29	2021	2022	2023	Change vs. 2022
Revenue	430.4	851.7	824.5	-3%
EBITDA	60.0	93.1	93.3	0%
<i>EBITDA margin</i>	<i>13.9%</i>	<i>10.9%</i>	<i>11.3%</i>	<i>0.4pt</i>
Current operating income	21.4	49.5	45.7	-7.6%
<i>Current operating margin</i>	<i>5.0%</i>	<i>5.8%</i>	<i>5.5%</i>	<i>-0.3pt</i>

GL events LIVE succeeded in its year of commercial expansion, by diversifying into major sporting events like the Ryder Cup, the Rugby World Cup (RWC France 2023), the Pan-American Games and the start of the delivery of services for the 2024 Olympic Games. The division's activities in China continued to rebound during the year while Brazil achieved growth of more than 20%.

GL events Live reported revenue in 2023 of €824.5m, compared with €851.7m a year earlier, with a very high comparison base linked to mega-events in 2022 while EBITDA remained largely stable at €93.3m^(*). GL events Live's current operating margin was 5.5%^(*). The division's profitability was impacted by an 8% increase in fixed costs like-for-like (employee support and staffing for 2024) and a rise in customer claims.

Exhibitions (€m) pre-IFRS 16 & IAS 29	2021	2022	2023	Change vs. 2022
Revenue	144.5	138.5	209.7	51%
EBITDA	34.2	20.1	35.0	74%
<i>EBITDA margin</i>	<i>23.7%</i>	<i>14.5%</i>	<i>16.7%</i>	<i>2.2pt</i>
Current operating income	32.4	18.1	35.3	94.8%
<i>Current operating margin</i>	<i>22.4%</i>	<i>13.1%</i>	<i>16.8%</i>	<i>3.8pt</i>

After getting off to a slower start in H1 2023, **GL events EXHIBITIONS** performed in line with the market for the full year with 51% growth in annual revenue to €209.7m. This year, the division benefited in particular from the business upturn in China in Q2 2023, the rebound in Fashion trade shows, which accounted for 70% of pre-COVID business, and above all the strong momentum of B2B exhibitions like SIRHA, Hyvolution, Be Positive, CFIA, Global Industrie, Paysalia /Rocalia et Expomin (Chile).

With a 74% increase in EBITDA to €35.0m from €20.1m in 2022^(*), the division registered an improvement in the EBITDA margin of 2.2 points to 16.7%^(*) for the 2023 full-year. The current operating margin of 16.8%^(*) confirms the positive impact of the measures implemented to reduce fixed costs and restore the Group's profitability. The division's profitability also benefited to some extent from the partial upturn in Chinese business and a more favourable biennial effect.

Venues (€m) pre-IFRS 16 & IAS 29	2021	2022	2023	Change vs. 2022
Revenue	166.3	325.0	393.1	21%
EBITDA	26.1	55.4	70.8	28%
<i>EBITDA margin</i>	<i>15.7%</i>	<i>17.0%</i>	<i>18.0%</i>	<i>1pt</i>
Current operating income	10.4	35.3	52.7	49.3%
<i>Current operating margin</i>	<i>6.2%</i>	<i>10.9%</i>	<i>13.4%</i>	<i>2.5pt</i>

GL events VENUES continued to enjoy excellent momentum, with 21% growth in revenue on a reported basis and like-for-like¹ to €393.1m^(*). For this first full year of activity post-COVID-19 crisis, the Lyon and Paris sites in France, as well as those in Brazil and Hungary, are driving the division's growth.

GL events Venues' EBITDA grew 28% in 2023 to €70.8m^(*). The division's profitability further accelerated in 2023 with a 2.5 point increase in the current operating margin to 13.4%^(*) compared with 2022. This performance was made possible by maintaining tight control over personnel costs and optimizing management of higher energy costs, which more than compensated for the absence of activity caused by renovation work at the Anhembi site for more than half the year.

Finally, GL events' teams are working with great professionalism on the Stade de France concession project. In accordance with the formal procedure applicable to this application, to date the first hearings have already been conducted with the body representing the French governmental authorities. As stipulated in the tendering specifications for this public contract, working meetings are being carried out with the sports federations with the purpose of defining a collaborative operating procedure. The application filed on January 3 for the first phase designates GL events as the sole shareholder, although the governance structure may evolve in the future.

FINANCIAL STRUCTURE

GL events generated operating cash flow of €139m^(*) in 2023, higher than expected at the beginning of the year and stable, including Capex of €113m vs. €58m in 2022. After M&A (€64m vs. €33m), GL events' net debt remained stable at €500m. At December 31, 2023, GL events had a cash position of €540m and had reduced its gross debt by €78m, in line with Group targets.

At December 31, 2023, the maturity of the Group's debt had improved to 3.5 years, and the Group's financial leverage ratio stood at 2.5x and 2.3x according to the calculation methods provided for in the financing contracts, well below the 3.5 ratio of the bank covenants. Bond debt accounts for 24% of the total, with fixed-rate or hedged debt representing more than 65%.

¹ Definitions are provided at the end of the press release.

^(*) Pre-IAS 29 & IFRS 16 data

REINFORCING THE DIVISION MANAGEMENT STRUCTURE

GL events has also strengthened the operational management structure of its three divisions.

New chief executive officers have been appointed to support strong business growth, strengthen skills and prepare for generational renewal.

- **The Live Division**, chaired by Olivier Ferraton, who is also Deputy Managing Director of GL events, approved the promotions of Maxime Rosenwald to the position of Deputy Managing Director of GL events Live and Benjamin Thevenet to the position of General Secretary of GL events Live.
- **The Exhibitions Division**, headed by Philippe Pasquet, has appointed Damien Timperio as Managing Director of GL events Exhibitions.
- **The Venues Division**, chaired by Christophe Cizeron, welcomed the appointments of Daniel Chapiro as Deputy Managing Director of GL events Venues and Clément Guerci as Assistant Managing Director.

ESG

GL events is continuing to roll out its ESG policy and confirms its goals for reducing its carbon footprint, limiting the use of disposables, maximising its circular economy performance and promoting diversity and local development. This ESG performance was rewarded by a silver medal from the ESG rating agency Ethifinance and a B rating from the CDP (Carbon Disclosure Project) for the first year of response, with a sector average of B-.

In terms of carbon footprint reduction, 2023 results confirm the Group's targets, with a 6% gross reduction between 2022 and 2023 in the Group's carbon footprint on a like-for-like basis. More precisely, energy consumption linked to site activity was reduced by more than 30% by 31 December 2023, exceeding the target set in 2022 for a reduction of 25%. This reduction in consumption has been combined with a policy of sustainable investment (building, photovoltaic panels) and a renewable energy consumption rate of 73%.

To maximise its circular economy performance and limit the use of disposables, for FY 2023, the Group's waste separation rate increased to 49%, i.e. +5 points between 2022 and 2023 or +17 points between 2019 and 2023, in line with the target for a 10 point improvement in this metric. GL events is strengthening the sustainable dimension of its rental activity model by integrating eco-design directly into its purchasing processes, adding more than 300 products with a second life to its inventory and promoting environmental innovation through a first sustainability competition for the Live division.

In terms of employee-related and social issues, the Group has been particularly active in supporting its employees as business activity picks up, increasing the number of training hours by almost 50% and training more than 500 employees potentially concerned by the risks of corruption and/or fraud prevention during the year.

2024 TARGETS

The Group expects growth in business to be driven by the activities of Live (mega-events) and Venues (continuing development of the main sites operated by the Group).

In addition, the Group intends to maintain a Capex programme (of around €115m), part of which concerns renovation work on the Anhembi site in São Paulo, Brazil (€55m) and part for assets needed to deliver the 2024 Olympics (€36m).

Despite a number of uncertain market conditions, for 2024, the Group is expecting:

- growth in revenue of 7%;
- net debt to remain stable at year-end, after reaching a peak at the end of June 2024 linked to the completion of the Anhembi project and the temporary impact of the 2024 Olympic Games on working capital requirements.

In addition, the Group will continue to roll out its ESG policy in 2024.

PROPOSED DIVIDEND AND SHAREHOLDERS' MEETING DATE

The Board of Directors proposes the payment of a dividend of €0.70 per share for fiscal 2023. The proposal will be submitted to the shareholders for approval at the General Meeting of the shareholders to be held on 25 April 2024 in Lyon.

UPCOMING EVENTS

- 2024 first-quarter revenue: 24 April 2024
- Annual General Meeting 25 April 2024

ABOUT GL EVENTS:

www.gl-events.com



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** provides a complete range of services for corporate, institutional and sports events, and offers turnkey solutions from consulting and design to staging the event itself. **GL events Exhibitions** manages and coordinates the Group's portfolio of more than 200 proprietary trade fairs covering a wide range of sectors: food industry, culture, textiles, manufacturing... **GL events Venues** manages a network of 57 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 5,650 employees. GL events is listed on Euronext Paris, Compartment B (mid-caps).

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FINANCIAL STATEMENT HIGHLIGHTS

GL EVENTS' CONSOLIDATED INCOME STATEMENT

(€ thousands)	2023	2022	2023 FULL IFRS	2022 FULL IFRS
Revenue	1,427,341	1,315,262	1,419,258	1,310,187
Purchases consumed	(94,413)	(104,914)	(94,254)	(104,355)
External charges	(782,302)	(750,944)	(716,073)	(692,364)
Taxes and similar payments	(20,777)	(17,571)	(20,765)	(17,561)
Personnel expenses and employee profit sharing	(333,659)	(285,566)	(333,146)	(285,318)
Allowances for depreciation and reserves	(65,471)	(65,655)	(112,299)	(110,006)
Other current operating income	6,530	13,825	6,530	13,825
Other current operating expenses	(3,543)	(1,497)	(2,890)	(2,406)
Operating expenses	(1,293,636)	(1,212,322)	(1,272,898)	(1,198,184)
CURRENT OPERATING INCOME	133,705	102,940	146,359	112,004
CURRENT OPERATING INCOME MARGIN	9.4%	7.8%	10.3%	8.5%
Other operating income and expenses	(4,881)	(4,932)	(4,881)	(4,932)
OPERATING PROFIT	128,824	98,008	141,478	107,072
OPERATING MARGIN	9.0%	7.5%	10.0%	8.2%
Net interest expense	(21,087)	(13,523)	(39,903)	(29,210)
Other financial income and expenses	(5,083)	(2,521)	(5,315)	(2,528)
NET FINANCIAL EXPENSE	(26,171)	(16,044)	(45,218)	(31,737)
EARNINGS BEFORE TAX	102,653	81,964	96,260	75,335
Income tax	(26,455)	(17,054)	(24,790)	(15,675)
NET PROFIT /(LOSS) OF CONSOLIDATED COMPANIES	76,198	64,910	71,470	59,660
Income (loss) from equity-accounted investees	376	(480)	374	(480)
NET PROFIT / (LOSS)	76,574	64,430	71,844	59,180
Attributable to non-controlling interests	12,601	7,325	11,895	6,478
NET PROFIT / (LOSS) ATTRIBUTABLE TO GROUP SHAREHOLDERS	63,973	57,105	59,949	52,702
(€ thousands)				
Current operating income	133,705	102,940	146,359	112,004
Allowances for depreciation and reserves	65,471	65,655	112,299	110,006
EBITDA	199,176	168,594	258,659	222,009

GL EVENTS' CONSOLIDATED BALANCE SHEET

(€ thousands)	31/12/2023	31/12/2022	31/12/2023 (Full IFRS)	31/12/2022 (Full IFRS)
Goodwill	823,689	805,771	826,799	808,628
Other intangible assets	45,384	43,696	45,384	43,696
IFRS 16 concessions and leases			478,476	490,142
Land and buildings	342,762	271,232	342,762	271,232
Other tangible fixed assets	62,566	48,600	62,948	48,732
Rental equipment assets	150,827	131,245	150,827	131,245
Other investments and non-current assets	68,106	78,774	68,157	78,806
Equity-accounted investments	2,312	1,894	2,312	1,894
Deferred tax assets	34,634	36,977	41,143	42,641
Non-current assets	1,530,279	1,418,190	2,018,808	1,917,014
Inventories & work in progress	59,286	45,138	61,190	46,104
Receivables	216,677	216,667	216,677	216,667
Other receivables	207,252	196,719	207,283	196,736
Cash	540,099	625,866	540,099	625,866
Current assets	1,023,315	1,084,391	1,025,249	1,085,374
Total assets	2,553,593	2,502,581	3,044,057	3,002,388
Share capital	119,931	119,931	119,931	119,931
Reserves and additional paid in capital	465,352	427,215	456,596	421,839
Translation adjustments	(196,957)	(182,109)	(196,957)	(181,828)
Net profit	63,973	57,105	59,949	52,702
Shareholders' equity attributable to the Group	452,300	422,142	439,519	412,644
Non-controlling interests	146,051	192,658	142,943	190,050
Equity	598,350	614,800	582,463	602,694
Provisions for retirement severance payments	12,989	12,256	12,989	12,256
Deferred tax liabilities	12,803	14,757	12,803	15,446
Non-current borrowings	843,921	866,758	843,921	866,758
Non-current IFRS 16 lease liabilities		-	463,093	469,575
Non-current liabilities	869,713	893,771	1,332,806	1,364,035
Provisions for contingencies and expenses	19,365	23,887	19,365	23,887
Current financial debt	189,648	245,324	189,648	245,324
Current IFRS 16 lease liabilities		-	42,103	40,916
Current bank facilities and overdrafts	7,029	6,018	7,029	6,018
Advances and down payments received	39,927	51,262	39,927	51,262
Trade payables	344,122	290,613	344,122	290,613
Tax and employee-related liabilities	162,003	142,436	162,003	142,436
Other liabilities	323,437	234,469	324,593	235,200
Current liabilities	1,085,529	994,010	1,128,788	1,035,658
Total equity and liabilities	2,553,593	2,502,581	3,044,057	3,002,388
In € thousands or %	31/12/2023	31/12/2022	31/12/2023 (Full IFRS)	31/12/2022 (Full IFRS)
Pre-IFRS 16 net debt	500,499	492,234	500,499	492,234
Net debt/Equity	83.6%	80.1%	85.9%	81.7%

GL EVENTS' CONSOLIDATED CASH FLOW STATEMENT

(€ thousands)	31/12/2023	31/12/2022	31/12/2023 (Full IFRS)	31/12/2022 (Full IFRS)
Cash and cash equivalents at the beginning of the year	619,848	624,640	619,848	624,640
CASH FLOWS FROM OPERATING ACTIVITIES				
Net profit	63,973	57,105	59,949	52,702
Amortisation, depreciation and provisions	58,788	61,379	58,788	61,354
Other non-cash income and expenses	(677)	(3,137)	5,519	3,123
Gains and losses on disposals of fixed assets	1,019	(1,487)	1,019	(1,487)
Share of consolidated subsidiaries' net income attributable to non-controlling interests	12,601	7,325	11,895	6,478
Share in income of equity affiliates	(376)	480	(374)	480
Cash flow	135,328	121,665	136,796	122,649
Cost of net financial debt	21,087	13,523	39,903	29,210
Tax expense (including deferred taxes)	26,455	17,054	24,790	15,675
Cash flow before net interest expense and tax	182,871	152,243	201,488	167,534
Income tax payments	(19,975)	(13,095)	(19,975)	(13,017)
Change in inventories	(11,409)	(6,677)	(11,409)	(6,571)
Change in accounts receivable, discounted notes, deferred income	24,877	42,263	24,877	42,696
Change in accounts payable, deferred charges	28,227	(6,339)	28,227	(6,593)
Other changes	46,897	25,059	46,397	25,176
Change in working capital requirements	88,592	54,307	88,092	54,707
Net cash provided by (used in) operating activities (A)	251,488	193,454	269,606	209,223
CASH FLOWS FROM INVESTING ACTIVITIES				
Acquisition of intangible fixed assets	(6,075)	(3,643)	(6,075)	(3,642)
Acquisition of tangible assets and capitalised rental equipment	(104,961)	(57,110)	(104,961)	(57,073)
Disposals of tangible and intangible assets	1,805	2,683	1,805	2,683
Investment grants received	221	49	221	49
Acquisitions of financial assets	(4,177)	(10,069)	(4,177)	(10,069)
Disposal of investments and other non-current assets	356	(58)	356	(58)
Net cash flows from the acquisition and disposal of subsidiaries	(63,776)	(32,552)	(63,776)	(32,552)
Net cash provided by (used in) investing activities (B)	(176,609)	(100,700)	(176,609)	(100,662)
NET CASH FROM FINANCING ACTIVITIES				
Dividends paid to shareholders of the parent	(10,494)		(10,494)	
Dividends paid to non-controlling shareholders of consolidated companies	(9,359)	(7,401)	(9,359)	(7,401)
Other changes in equity	(3,126)	(4,294)	(3,126)	(4,294)
Change in borrowings	(112,080)	(69,986)	(112,080)	(70,060)
Cost of net financial debt	(21,087)	(13,523)	(39,903)	(29,210)
Net cash provided by (used in) financing activities (C)	(156,146)	(95,205)	(174,961)	(110,965)
Effect of exchange rate fluctuations on cash (D)	(5,512)	(2,341)	(4,814)	(2,388)
Net change in cash & cash equivalents (A + B + C + D)	(86,778)	(4,792)	(86,778)	(4,792)
Cash and cash equivalents at year-end	533,070	619,848	533,070	619,848

DEFINITIONS

Constant exchange rates: average exchange rate of N applied to the previous period (N-1)

Organic growth: growth in revenue excluding changes in the scope of consolidation

Constant structure

- For acquisitions of the period: by adding to revenue of prior periods the sales of the acquired company
- For disposals of the period: by subtracting from revenue of prior periods the sales of the company sold

LFL: like-for-like defined as at constant structure and exchange rates (see the definitions above for "constant structure" and "constant exchange rates")

EBITDA: (earnings before interest, taxes, depreciation and amortisation) or "gross operating profit" defined as current operating income + depreciation, amortisation and provisions

IFRS 16: restatement of leases, standard applicable as from 1 January 2019

- Measurement of leases in the balance sheet under assets (right-of-use assets), with the recognition of a corresponding debt under liabilities (lease liabilities)
- A portion of lease payments is recognised under operating expenses ("amortisation") and a portion under financial expense ("cost of debt")
- Covenants are determined excluding the application of this standard.

IAS 29: Financial Reporting in Hyperinflationary Economies For the Group, Turkey is included in the list of countries covered by this standard. In consequence, the accounts of the Group's Turkish companies are henceforth translated at the closing rate and no longer at the average rate for the period.