

# **2022 FIRST-QUARTER REVENUE:** €220.3M, MORE THAN DOUBLING YOY

# **CONFIRMATION OF 2022 TARGETS**

#### GL EVENTS (ISIN: FR0000066672 - TICKER: GLO), THE INTEGRATED EVENT INDUSTRY GROUP, ANNOUNCES ITS 2022 FIRST QUARTER REVENUE AND THE AVAILABILITY OF ITS 2021 UNIVERSAL REGISTRATION DOCUMENT.

Olivier Ginon, GL events' Chairman commented: "GL events reported revenue of €220.3m in the first quarter of 2022 or more than the amount registered for entire 2021 first half. This momentum confirms the recovery of our activities in an environment of continuing uncertainties. During the peak of the health crisis, we expressed our confidence that our activities would rebound as soon as the government-ordered restrictions were lifted, given their critical importance for the commercial development of our customers and the promotion of social ties. This quarter's performance shows that this confidence was justified. We will continue to closely monitor the evolution of the health situation in China, inflation trends and geopolitical developments. We have the ability to adapt - as we have done for two years - to meet our targets, and in particular, achieve 30% growth in revenue at the end of 2022 in relation to the prior year."

2022 FIRST QUARTER REVENUE:					
Q1 REVENUE (€M)	2020	2021	2022	CHANGE	CHANGE
	REPORTED	REPORTED	REPORTED	22/20	22/21
LIVE	113.4	68.4	125.2	+10.4 %	+83.1 %
EXHIBITIONS	42.8	17.5	40.4	-5.5 %	x 2.3
VENUES	57.1	10.4	54.7	-4.1 %	x 5.3
CONSOLIDATED TOTAL	213.3	96.3	220.3	3.3 %	x 2.3

In Q1 2022, GL events reported revenue of €220.3m, more than double the amount achieved in the same quarter last year. At constant exchange rates, revenue for the first quarter of 2022 was €222.9m.

GL events LIVE generated revenue of €125.2m, up from the pre-health crisis level (€124.2m at 31 March 2019). In France, GL events Live contributed to the Saut Hermès international jumping show, the Dassault Convention, the Maison & Objet trade show, the Paris Agricultural Fair, the Christian Dior Homme & Haute Couture fashion shows and the MIPIM<sup>1</sup>, illustrating both the diversity of the industry sectors in which it intervenes and the overall recovery of events for all sectors combined. In connection with the French Presidency of the European Union, the Live By GL events agency organised 10 meetings, including 5 ministerial meetings, in Paris and in the French regions with different formats: in-person, digital or hybrid. In international markets, the Group provided services for major events such as the Equestrian Saudi Cup in Saudi Arabia (structures and energy), the Indonesian Motorcycle Grand Prix (grandstands) on the island of Lambok and carried out studies in preparation for the 2022

<sup>1</sup> Marché International des Professionnels de l'Immobilier, a leading real estate market event GL EVENTS / Q1 2022 REVENUE / PAGE 1/4

Commonwealth Games to be held from 28 July to 8 August in Birmingham. In addition, reflecting its commitment to implementing measures designed to ensure a positive social and environmental legacy at the end of Birmingham 2022, GL events UK managers participated in a tree planting campaign at Birmingham's Woodgate Valley Country Park organised by the Severn Trent Water Association.

GL events Exhibitions had  $\notin$ 40.4m in revenue in Q1 2022, up more than twofold from  $\notin$ 17.5m at 31 March 2021, and driven by contributions from French exhibitions. At the beginning of February, Première Vision renewed its hybrid format, bringing together more than 1,080 exhibitors and 21,300 attendees (57% international) for its in-person version. This year's programme focused on the transformation of the fashion industry with the development of relocalisation and eco-responsible design. In March, the 25<sup>th</sup> edition of CFIA in Rennes, participation was back up to the level of 2019. This event brought together 1,600 exhibitors and 18,800 attendees, while increasing its visibility through a digital offer provided additional opportunities for remote access to conferences, keynotes, job dating and the presentation of innovations. The topics covered by this year's exhibition address the challenges currently facing the agrifood industry sector. low carbon manufacturing, employment and training, food trends and issues relating to be current trend of inflation in global commodity prices.

In Chile, the Group organised the Aquasur exhibition in Puerto del Montt, the largest aquaculture event in the southern hemisphere. During 3 days, more than 1,000 brands from 35 countries and approximately15,000 attendees were introduced to new technologies required to further improve the industry's sustainability.

Q1 2022 also marked the return of the Lyon International Fair, after a two-year absence due to the health crisis, the Sirha Europain trade fair, an event that celebrates French-style bread and pastry-making, and the European selection of the Bocuse d'Or, held at Hungexpo Budapest.

**GL EVENTS VENUES** had revenue in the first quarter of €54.7m, increasing more than fivefold from Q1 2021. GL events Venues is gradually regaining business momentum following the easing of government lockdown measures and a month of January that continued to be impacted by the COVID-19 crisis in Europe. In Q1 2022, in France, the division hosted a number of events including the Worldskills, the Salon du Deux Roues for two-wheeled vehicles (Eurexpo Lyon), the Egast exhibition in Strasbourg, the 7th SMAHRT catering and food service event (in Toulouse) and the Crecendo Expo at the Parc Floral (Paris). At Hungexpo, the Budapest convention and exhibition center, the 5<sup>th</sup> regional edition of Sirha attended by 20,000 professionals on 30,000 sqm demonstrated the group's ability to effectively replicate and export its events. Sao Paolo Expo reopened in the quarter and displayed good operational and business momentum.

## POSITIVE BUSINESS MOMENTUM CONFIRMED

For 2022, the Group has already signed contracts for more than  $\leq 100$ m in business. These included the Football World Cup in Qatar, the Commonwealth Games in Birmingham and the World Athletics Championships in Eugene, USA. In addition, the Group won a contract to provide temporary facilities for Formula E in Indonesia (US\$3.5m). And finally, the Destrée / GL events Live.eu consortium won the call for tender for the organisation of events and meetings of the European Commission's Directorate-General for Employment for the next four years. The value of this contract is estimated to represent a maximum amount of  $\leq 60$  million and will be shared between the consortium members.

#### A WELL-ESTABLISHED AND REINFORCED CSR APPROACH

For more than 10 years, the Group has been committed to a strong CSR approach, initially based on 3, then 4 and finally 5 pillars: think local, think people, think green, think ethics and think safe. In February 2022, event industry stakeholders signed a commitment to support green growth with the French government, thus formalizing their commitment to increased circularity in the use of resources for events. GL events Group of course adheres to and contributes to this approach through its organization and its actions in the territories where it is present.

On this basis, a number of concrete actions have been taken and are continuing: the signature of the City of Paris Employment Pact, a partnership with the French blood establishments (*etablissements français du sang*) to organize blood drives when events are held at Group sites, resumption of the disability mission as a member of the Gesat network, a French national network of sheltered work establishments, to increase our use of solidarity-based partners.

Finally, to address the concerns of our stakeholders, GL events Exhibitions is expanding its offering with the launch of Horizonia, a sustainable tourism exhibition to be held at Eurexpo from 13 to 15 September 2022.

### OUTLOOK

For the first quarter of 2022, GL events registered revenue already marginally exceeding that of the entire 2021 first half, despite the continuing uncertain environment in Europe in January and February.

The business recovery in South America is being confirmed. In Brazil, GL events was awarded the "Great Place to Work" label for the sixth consecutive year. This award is a testimony to the talent of employees and their team spirit.

As mentioned in our last press release, China's "zero-tolerance" COVID policy has impacted activities in this country. For that reason, activity in the first half will be down in this country. The teams are now focusing on the organisation of events starting in the second half of the year.

In addition, GL events remains particularly vigilant with respect to the geopolitical environment and also the return of inflation. The Group has accordingly implemented a policy of continuous adaptation.

In this context, GL events confirms its 2022 targets for revenue growth of more than 30%, €20m-30m in fixed cost savings compared to 2019 and a return to operating cash flow generation of approximately €100m.

## AVAILABILITY OF THE 2021 URD

The Group announces the publication of its 2021 Universal Registration Document (URD), including the Annual Financial Report<sup>2</sup>. The original French language version of this document was file on 20 April 2022 with the AMF (*Autorité des Marchés Financiers*), the French financial market authority, (No. 22-0313) and is available to the public under the conditions provided for by regulations. It may also be consulted at the company's website <u>https://www.gl-events.com/fr/relation-investisseurs</u>.

 $<sup>^2</sup>$  An English version of this document will be made available shortly.  $\mbox{GL EVENTS / Q1 2022 REVENUE / PAGE 3/4}$ 

In addition to the annual financial report, the URD also includes the Board of Directors' report on corporate governance, a description of the share buyback programme and Corporate Social Responsibility information.

#### UPCOMING EVENTS: ANNUAL GENERAL MEETING – 22 JUNE 2022 H1 2022 REVENUE AND RESULTS – 21 JULY 2022 (AFTER THE CLOSE OF TRADING)

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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



300 proprietary trade fairs covering a wide range of sectors: food industry, culture, textiles/fashion, manufacturing... **GL events Venues** manages a network of 52 venues (convention and exhibition centers, 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 4,700 employees. GL events is listed on Euronext Paris, Compartment B (mid-caps).

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