

# GL EVENTS EXCEEDS TARGET FOR FULL-YEAR REVENUE: €727.2m (+25.1%)

# **GROWTH MOMENTUM REMAINS STRONG IN FOURTH-QUARTER: +23.9%**

The strong growth in the first nine months continued in the fourth quarter. Group revenue in the last quarter of 2010 reached a record  $\leq$ 219.7 million, up 23.9% from one year earlier (+19.4% like-for-like<sup>\*</sup>).

CONSOLIDATED REVENUE (€ millions)	2009	2010	Change (%)
First quarter	188.5	190.9	+1.3%
Second quarter	112.1	165.9	+47.9%
Third quarter	103.5	150.7	+45.7%
Fourth quarter	177.3	219.7	+23.9%
ANNUAL TOTAL	581.4	727.2	+25.1%

Bolstered by this strong fourth-quarter, consolidated revenue in fiscal 2010 grew 25.1% (+16.2% like-for-like) to €727.2 million. France accounted for approximately 50% of Group revenue, Europe 25% and regions outside Europe 25%.

This record year was marked by GL events' presence at major worldwide sports events (2010 FIFA World Cup South Africa<sup>™</sup>, the Commonwealth Games, competitions of the Equestrian World Cup, major golf competitions), the organisation of high-level international events and the start of operations for new event venues in France (Palais de la Mutualité, Palais Brongniart, Hotel Salomon de Rothschild, the Amiens Mégacité Exhibition and Convention Centre) and Benelux (Brussels, The Hague).

Revenue from Services for the full year rose 34% (+24% like-for-like) to  $\in 343.4$  million (47.2% of total consolidated sales).

For venue management and event organisation revenue grew 18% (+9.8% like-for-like) to €383.8 million (52.8% of total consolidated sales).

These good performances and market share gains highlight the strength of the Group's strategy based on international expansion, a quality portfolio of premium venues under management, integration and increasing synergies across all business lines.

Like-for-like: comparable structure and exchange rates

### MORE THAN 20% GROWTH IN EARNINGS BEFORE TAX (unaudited data)

Confident in its growth prospects, Group efforts and investments in 2010 focused both on human resources to recruit, train and deploy its teams, and on its portfolio of assets and equipment, as it prepares for major sports and political events in the line up for 2011-2012.

Profitability for venue management and event organisation nevertheless remained under pressure from the combined impact of capital expenditures relating to the opening of event venues ( $\leq 2.5m$ ) and difficulties strictly limited to operations in Hungary (loss of  $\leq 3.2m$ ), two factors that will disappear in 2011.

Furthermore, as previously announced, the transformation of the cost structure resulting from the disposal of real estate assets at 2009 year-end is expected to weigh on operating profit ( $\in$ 3m).

In light of all of the above, GL events expects growth in earnings before tax of more than 20%.

#### 2011 OUTLOOK

After record growth in 2010, trends anticipated for 2011 should enable GL events to achieve growth in sales of more than 5% to approximately  $\in$ 770 million, including contributions from acquisitions announced since December 2010.

Based on the business mix, the Group's objective is to achieve improvements in the margins of its different operations.

This outlook is based on:

- Cautious optimism for economic recovery in Europe;
- A favourable agenda for events organised, staged or serviced by GL events;
  - SIRHA (the International Hotel, Catering and Food Trade Exhibition) organised from 22 to 26 January, that experienced significant gains for all indicators (number of exhibitors and visitors, international attendance, media coverage);
  - The 1st edition of the Doha Motorshow held from 26 to 29 January had more than 80,000 visitors;
  - The AFC Asian Cup 2011 (January 2011 in Qatar) that once again highlighted the Group's expertise and commercial coverage in strong developing markets;
  - The next G8 and G20 summits and the first political meetings relating to French presidential elections in 2012;
- Growing contributions from venues integrated in the network since last year, with further calls for tender to come for cities where the Group is not yet present;
- Continuing momentum by Group teams in pursuing commercial development in strong growth markets, and notably Brazil.

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Upcoming events: 2010 annual results: 8 March 2011 (after the close of trading)

# Investor relations

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**About GL events**(<u>www.gl-events.com</u>): GL events is an international event industry group providing integrated solutions covering three main market segments: Event Organisation, Venue Management and Event Services. The Group has a portfolio of more than 200 proprietary B-to-B and B-to-C trade fairs worldwide and a network of 36 venues under management that include convention centres, exhibition centres, concert halls and multipurpose facilities in France and international destinations. It currently has more than 3,500 employees across a network of more than 80 offices worldwide. GL events is listed in compartment B (Midcaps) of NYSE Euronext Paris and a component of the CAC Mid 100 and SBF 250 indexes.