



H1 2017 RESULTS

July 25, 2017

We
connect,
you win

Agenda

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2. H1 2017 Results
3. Outlook

We
connect,
you win



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H1 2017 Key Figures & Highlights

Bertrand Dumazy, Chairman & CEO



H1 2017 – A STRONG SET OF RESULTS, HIGHLIGHTING THE GROUP'S ABILITY TO GENERATE SUSTAINABLE AND PROFITABLE GROWTH AT A TIME OF DEEP TRANSFORMATION

▶ Delivering profitable and sustainable growth:

- ▶ **€616m in operating revenue: 24.6% growth** (8.5% organic), reflecting a **strong performance across all business lines and regions**, with Europe benefiting from continued strong momentum and positive trends in Latin America despite a still difficult macro economic and political situation in Brazil
- ▶ **€167m in operating EBIT: strong 28.3% growth** up 17.6% L/L), leading to a **+70 bps operating margin improvement to 27.0%** (+220 bps L/L)
- ▶ **Net profit up 68.2% to €120m**

▶ Accelerating the Group's transformation, in line with the Fast Forward's strategic plan:

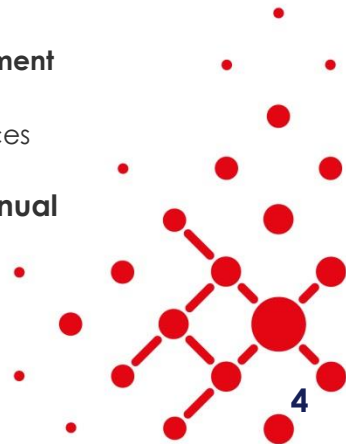
- ▶ **A clear rebalancing of product and geographical profile:** With the increased stake in UTA, Fleet & Mobility solutions now represent **25%** of revenue vs 16% in H1 last year. Europe accounts for more than 50% of the Group's revenue.
- ▶ **The signing of a large and emblematic contract with IATA⁽¹⁾ is a significant step in the Corporate Payment business line's deployment**, just a few months after its launch
- ▶ **Leverage our technological expertise** to launch innovative digital offers: mobile payment, new services

▶ Setting FY 2017 EBIT guidance at **€420m to €445m** vs a record €370m last year, and confirming **annual medium-term targets for FY 2017:**

- ▶ **>7% L/L operating revenue growth**
- ▶ **>9% L/L operating EBIT growth**
- ▶ **>10% L/L FFO growth**



(1) International Air Transport Association.



On track to deliver strong sustainable and profitable growth

	H1 2017 in €m	H1 2016 in €m	Reported growth	L/L growth ⁽¹⁾	L/L annual medium-term targets
Operating revenue⁽²⁾	616	494	+24.6%	+8.5%	> +7%
Operating EBIT⁽³⁾	167	130	+28.3%	+17.6%	> +9%
FFO⁽⁴⁾	174	125	+39.1%	+16.2%	> +10%
Net profit, Group share	120	71	+68.2%	-	

(1) Like-for-like: at comparable scope of consolidation and constant exchange rates.

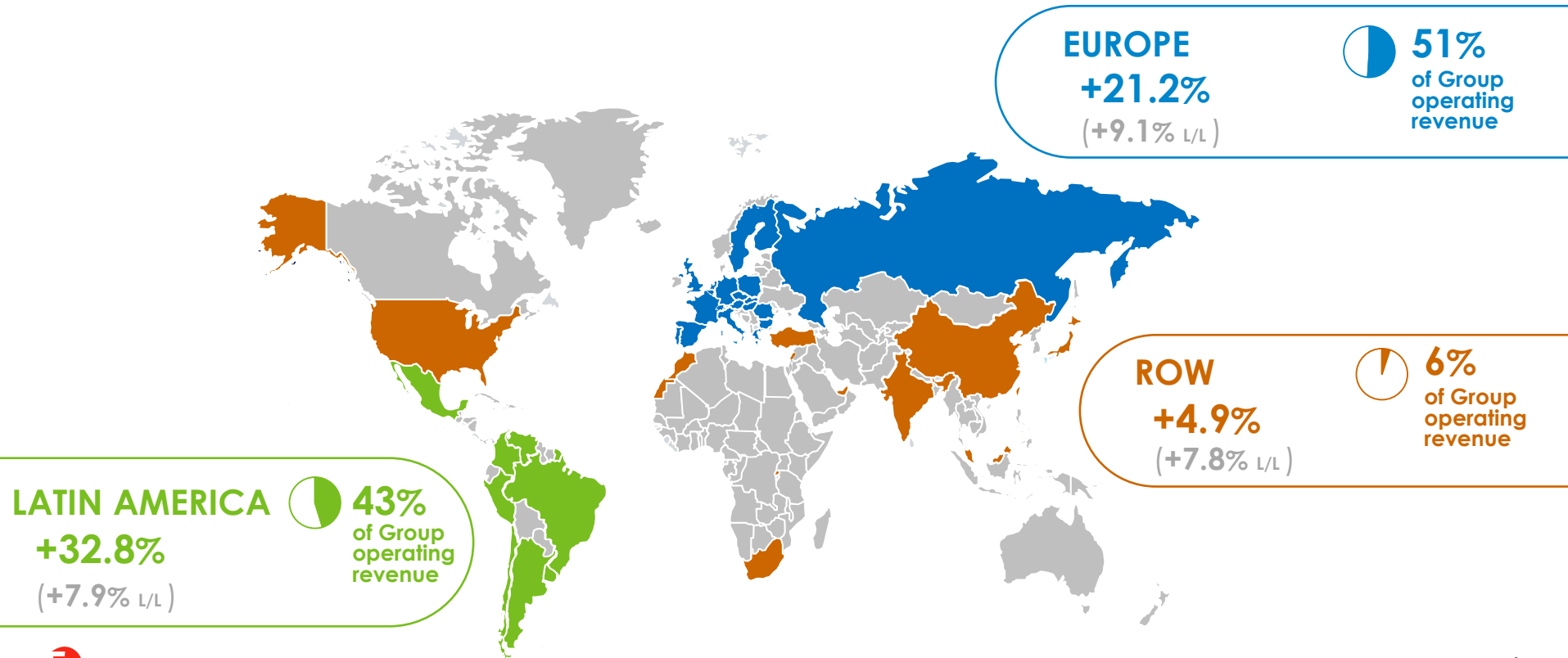
(2) Includes Operating revenue with issue volume (commissions paid by clients, affiliated merchants, and profits on vouchers that are lost or expire without being reimbursed) and Operating revenue without issue volume (revenue generated by value-added businesses such as incentive programs, human services, and event-related services)

(3) Operating EBIT excludes financial revenue.

(4) Funds from operations (FFO) = EBITDA less net financial expense, income tax paid, non-cash revenue and expenses included in EBITDA, provision movements included in net financial expense, income tax expense and non-recurring taxes.

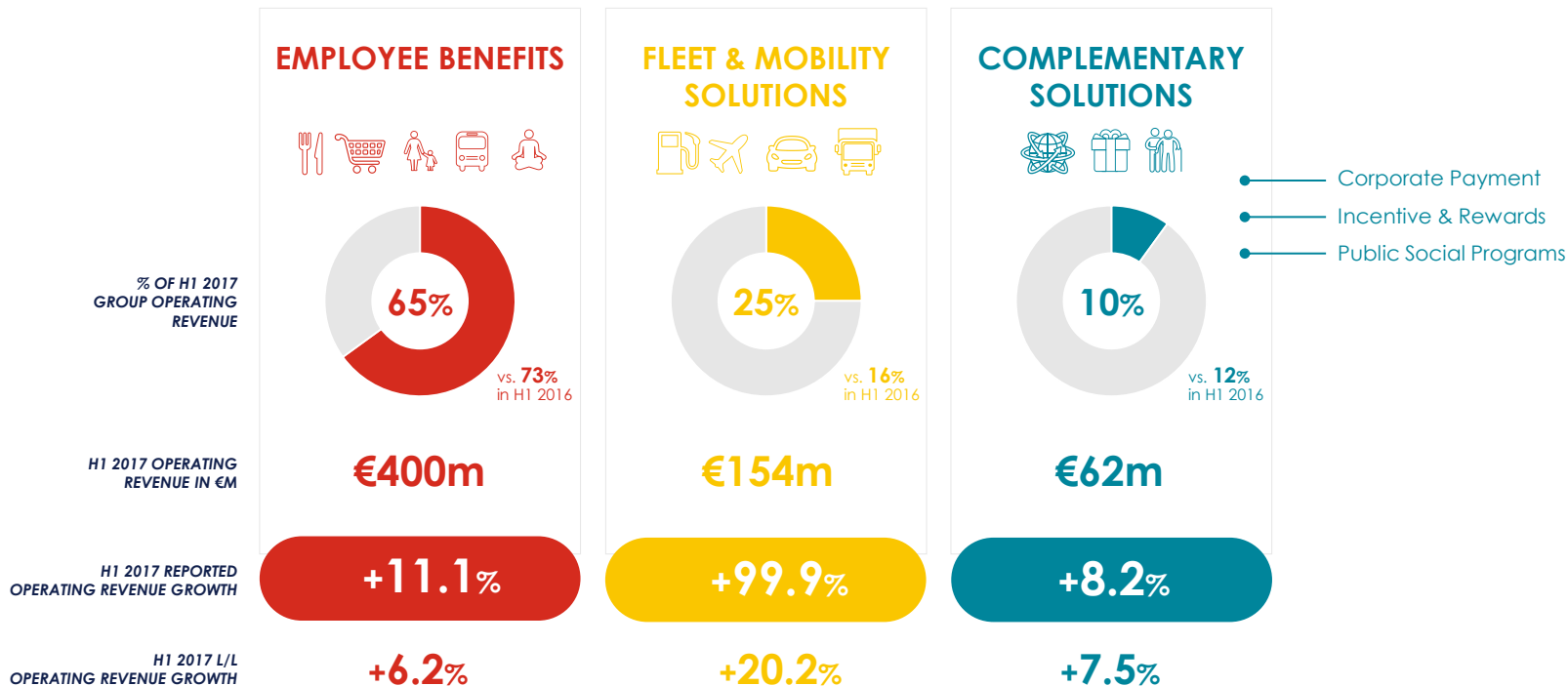
H1 2017 OPERATING REVENUE BREAKDOWN & GROWTH BY GEOGRAPHY

Sustained growth across all regions



H1 2017 OPERATING REVENUE BREAKDOWN & GROWTH BY BUSINESS LINE

Good performance in all business lines with a rebalanced portfolio



Increase user monetization through innovative digital offers

France

New **partnership** between **ProwebCE** and event-sales pioneer **vente-privée Group**, boosting traffic of the e-commerce platform



- ▶ 7,000 works councils (>5m employees)
- ▶ €15bn market

- ▶ 50m members worldwide
- ▶ Over 6,000 major brands
- ▶ More than 1,000 travel deals a year

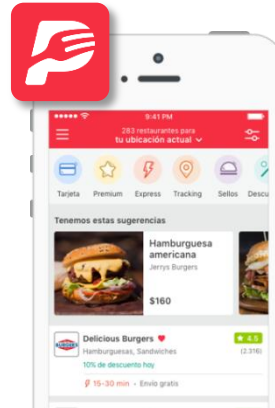


United Arab Emirates

Enhancing the historical product (payroll cards) with value-added services charged to beneficiaries via **C3 mobile app**:

- Mobile recharges
- Micro-credit
- Remittance

- ▶ 75,000 app users at end-June
- ▶ 15% adoption rate in less than 1 year



Uruguay

The fastest Edenred digital transition worldwide (5 months), enhancing the customer experience with:

- ▶ Mobile application
- ▶ Delivery services (partnership with Latin America food delivery player PedidosYa)

Digital transition well on track, with new services via card and smartphone

Speeding up the digital transition in France



At end-June 2017:

- ▶ **460,000 French employees** equipped with a Ticket Restaurant card
- ▶ i.e. **28%** of Edenred's French Ticket Restaurant users

Acquisition of **Moneo Resto** meal vouchers assets last April:

- ▶ **~1,500 corporate clients**
- ▶ **90% SMEs**
- ▶ **65,000 employee beneficiaries**
- ▶ **100% digital**

Pay for lunch with your smartphone



Edenred, a pioneer in mobile payment



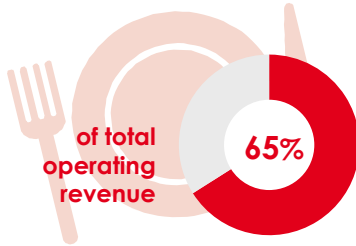
Other countries under deployment ⁽¹⁾



(1) Proprietary mobile payment application

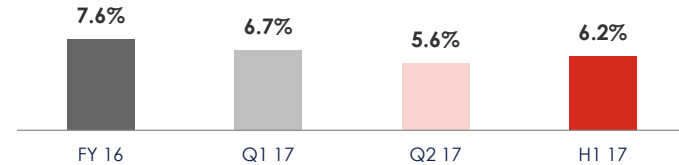
H1 2017 – EMPLOYEE BENEFITS

Operating revenue up 11.1% in H1 2017 despite a peak in unemployment in Brazil



H1 2017 operating revenue
€400m
+11.1%
vs.
€360m in H1 2016

L/L operating revenue growth



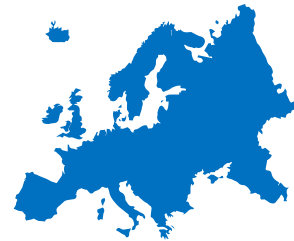
In Latin America



- ▶ Sustained growth in Hispanic Latin America
- ▶ Negative growth in Brazil, with resilience in issue volume in a context of higher unemployment and strong pressure on client fees



In Europe



- ▶ Dynamic growth in France, fueled by a good performance in meal vouchers and strong growth of ProwebCE
- ▶ Solid growth across all European countries

Building a leading European position in Fleet & Mobility solutions by increasing our stake in UTA⁽¹⁾



Strategic plan & first initiatives



Enhance UTA's core offering

Network optimization, procurement & pricing at key locations

- ▶ Implementation of Edenred performance reporting tools
- ▶ Strengthening cross-selling using Edenred sales force



Expand internationally

Direct sales structures in Central & Eastern Europe leveraging Edenred's positions

- ▶ 2 new countries in 2016 & 2017
- ▶ Ongoing development in other European countries



39,000
Gas stations & workshops



~1m
Fuel cards & on-boards units



1.7bn
Liters of fuel managed

UTA figures as of end-2016



Tackle new market segments

Working jointly with Edenred to launch Light Fleet solutions in Europe

- ▶ Good start for Ticket Fleet Pro, French solution dedicated to Light Fleet
- ▶ Further Light Fleet solutions under development other countries



- ▶ A wide network of **more than 2,400 French gas stations**
- ▶ **Added-value services** included on the same bill:
 - **Car wash**, with Eléphantbleu
 - **Toll & Parking** with Vinci
 - **Mobile app** to locate affiliated gas stations

FLEET & MOBILITY SOLUTIONS – FOCUS ON TICKET EMPRESARIAL

An innovative Travel & Expense solution in Mexico



A modular solution design enabling multiple use cases:




-  **Online Order Delivery**  **Secure in-store payment & delivery**
-  **Airlines**  Staff expense management
-  **Construction**  Building site small supplies
-  **Pharmaceutical**  Sales representative T&E control
-  **Marketing Agencies**  Events & marketing advertising payment
-  **SMEs**  T&E control and integration

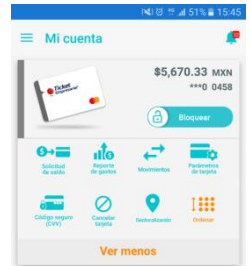
Secure in-store payment for Cornershop, the leading grocery-delivery application in Mexico and Chile

In a **very fragmented retail market**, the Cornershop digital platform enables you to get **your groceries delivered** from multiple local stores **by a dedicated shopper**



Ticket Empresarial offers Cornershop a **customized digital solution** to secure in-store payment **by its shoppers**

-  A dedicated Ticket Empresarial card per Cornershop shopper
-  Real-time amount and MID restriction per transaction
-  100% automatic and real-time connection with the Cornershop platform



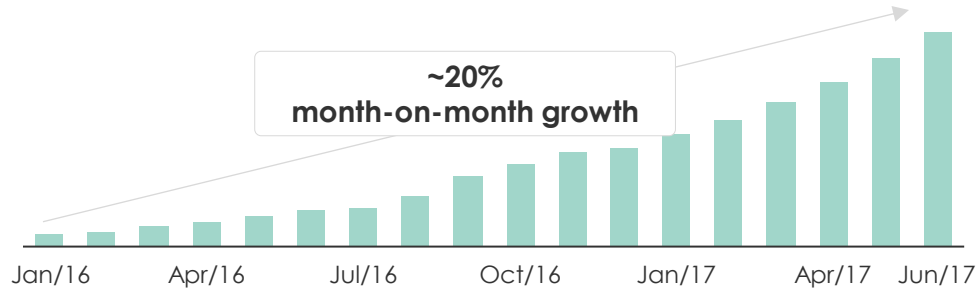
FLEET & MOBILITY SOLUTIONS – FOCUS ON TICKET EMPRESARIAL

Significant business traction

Ticket
Empresarial **Edenred**



Exponential revenue growth

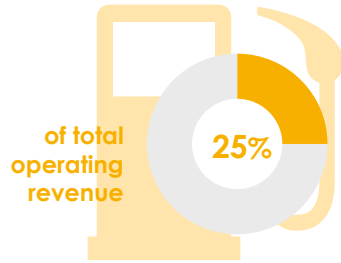


Still huge potential to be captured

- ▶ **Partner with alternative distribution** channels to further accelerate SME market penetration
- ▶ **Develop new use cases** and industries
- ▶ **Accelerate up-sell and cross-sell** to existing Edenred clients
- ▶ Leverage platform to **roll-out in Latin America and beyond**

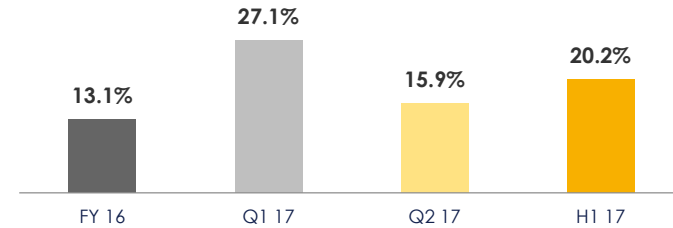


Operating revenue doubled in H1 2017 to reach €154m



H1 2017 operating revenue
€154m
+99.9%
vs.
€77m in H1 2016

L/L operating revenue growth



In Latin America



- ▶ Strong growth in Mexico, due to good performance of Ticket Car and Ticket Empresarial, with an outstanding Q1 performance mainly due to positive calendar effects and an easy comparable basis vs. Q1 2016
- ▶ Double-digit growth in Brazil with a good adoption rate among new clients

In Europe



- ▶ Strong momentum in France thanks to the contribution of LCCC in Fuel & Fleet
- ▶ Good performance of Travel & Expense solution Expendia Smart in Italy
- ▶ UTA performing well in Eastern Europe⁽¹⁾

(1) Included in the scope effects

Edenred to develop and manage IATA EasyPay in more than 70 countries



- ▶ **International Air Transport Association** representing **275 airlines** from **181 nations**
- ▶ **Processes payments related to bookings** between accredited travel agents and **400+ airlines**
- ▶ Introduces **EasyPay** as part of its IATA Settlement System modernization project which includes **new threshold for agents to hold remittances to IATA**

IATA EasyPay by **Corporate Payment** 

A **prepaid eWallet** for accredited agents to pay for airline tickets, in addition to traditional cash remittances and credit cards

- ▶ **Broaden the list of IATA-accredited travel agents** by reducing the financial security requirements, while **reducing risk for airlines** through this prepaid service
- ▶ **Faster, more secure and cost-effective solution** for airlines



Progressive ramp-up

- ▶ 1st country in August 2017
- ▶ 7 countries to be opened in 2017
- ▶ All countries to be opened by 2020

Once ramp-up is complete, Edenred and IATA will manage a private payment network representing:

More than

70
countries

Over

10k
travel agents

A full potential of

40m
transactions

More than

\$20bn
in transaction volume

Business model based on implementation fees and on the number of transactions

COMPLEMENTARY SOLUTIONS

A new, structured Corporate Payment offer

Corporate Payment **Edenred**



On-demand virtual card web portal solution

Easy-to-use web portal enabling **virtual cards** to be **issued instantly**



On-demand virtual card integrated solution

Direct connectivity with our issuing and processing platform through an easy-to-integrate **API/web service**



Smart Account Payables solution

Automated management of account payables flows enabling the introduction of virtual cards as a new payment method



Dedicated programs

Design and set-up of **dedicated end-to-end solutions**



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H1 2017 Results

Patrick Bataillard, Executive VP Finance



H1 2017 INCOME STATEMENT

Highly profitable growth, with EBIT up 24.6% to €201m and net profit Group share up 68.2% to €120m

<i>In € millions</i>	H1 2017	H1 2016	Change reported	Change L/L
Operating revenue	616	494	+24.6%	+8.5%
Financial revenue	34	32	+9.4%	+2.7%
Total revenue	650	526	+23.7%	+8.2%
Operating EBIT ⁽¹⁾	167	130	+28.3%	+17.6%
Financial EBIT ⁽²⁾	34	32	+9.4%	+2.7%
EBIT⁽³⁾	201	161	+24.6%	+14.7%
Net profit, Group share	120	71	+68.2%	



- (1) EBIT excluding financial revenue.
 (2) Corresponding to financial revenue.
 (3) Operating profit before other income and expenses.

H1 2017 OPERATING REVENUE

25% growth fueled by continued positive momentum in organic growth and significant scope effects

H1 2017 **€616m**

Reported **+24.6%**

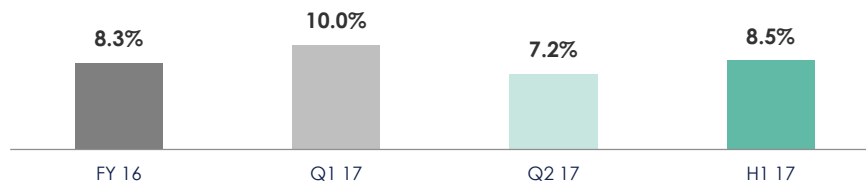
Scope **+12.9%**

Currency⁽¹⁾ **+3.2%**

Like-for-like **+8.5%**

H1 2016 **€494m**

▶ **€42m L/L operating revenue increase in H1 2017**



▶ L/L operating revenue growth reflecting **negative calendar effects in Q2**

▶ **€64m from scope effects**, thanks to two strategic acquisitions in Fleet & Mobility solutions



Consolidated since May 2016



Fully consolidated since January 2017

▶ **€16m currency impact**, of which:

Impacts in €m

BRL 27.7

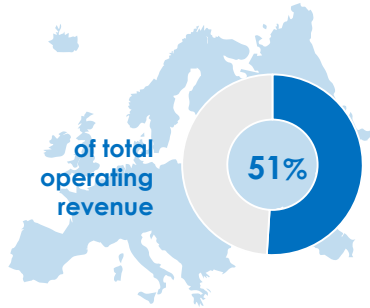
MXN (1.9)

VEF (7.2)



(1) See exchange rates on slide 41.

21% growth, with continued strong momentum leading to high single-digit L/L growth



H1 2017 operating revenue
€315m
 +21.2%
 vs.
 €260m in H1 2016

L/L growth	Q1	Q2	H1
Europe excl. France	+8.8%	+9.3%	+9.1%
France	+9.2%	+9.2%	+9.2%
Total Europe	+8.9%	+9.3%	+9.1%

Europe excluding France:

- ▶ **Central Europe:** double-digit L/L H1 growth thanks to a good sales performance in an improved economic environment, with a solid performance in **Romania**
- ▶ Sustained L/L growth in H1 in the **other European countries**, such as **Italy** and **Spain**

France:

- ▶ Solid growth across **all business lines** with fast ramp-up of recent acquisitions ProwebCE and LCCC

33% growth reflecting a good overall performance despite tough environment in Brazil



H1 2017 operating revenue
€262m
 +32.8%
 vs.
 €197m in H1 2016

L/L growth

	Q1	Q2	H1
Hispanic Latin America	+37.2%	+18.9%	+28.0%
Brazil	-0.9%	-0.6%	-0.7%
Total Latin America	+11.8%	+4.7%	+7.9%

Hispanic Latin America:

- ▶ **Fleet & Mobility solutions:** more than 30% L/L growth in H1
- ▶ Robust growth in **Employee Benefits** of more than 20% L/L in H1
- ▶ **Mexico:** Strong performance in Employee Benefits with gain of new clients, and good momentum in Fleet & Mobility with a particularly strong Q1 due to a favorable comparable basis
- ▶ Excluding **Venezuela**, underlying trend in Q1 and Q2 above 20% L/L

Brazil:

- ▶ Double-digit growth in **Fleet & Mobility solutions**
- ▶ Negative growth in **Employee Benefits**, on the back of a peak in the level of unemployment⁽¹⁾ in a tough macro economic environment



(1) 13.3% unemployment rate at end-May 2017 vs. 11.2% at end-May 2016 (source: Instituto Brasileiro de Geografia e Estatística).

H1 2017 FINANCIAL REVENUE

An increase in financial revenue in Latin America, partly offset by interest rate declines in Europe

	H1 2017	H1 2016	Reported growth	L/L growth
Latin America	20	16	+30.2%	+13.6%
Europe	12	14	-12.3%	-11.1%
Rest of the world	2	2	+2.0%	+14.0%
Total	34	32	+9.4%	+2.7%

- ▶ **Financial revenue** decline in Europe, reflecting negative trends in interest rates in the region, more than offset by Latin America
- ▶ Most of Brazilian float invested at a 12% fixed rate until end-2018

H1 2017 TOTAL REVENUE

High 23.7% growth boosted by 12.2% scope effect to €650m

H1 2017 **€650m**

Reported **+23.7%**

Scope **+12.2%**

Currency⁽¹⁾ **+3.3%**

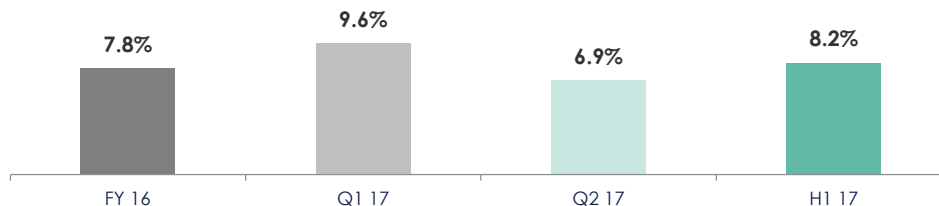
Like-for-like **+8.2%**

H1 2016 **€526m**

▶ €124m total revenue increase

	H1 2017	H1 2016	Reported growth	L/L growth
Operating revenue	616	494	+24.6%	+8.5%
Financial revenue	34	32	+9.4%	+2.7%
Total revenue	650	526	+23.7%	+8.2%

▶ L/L total revenue growth by quarter



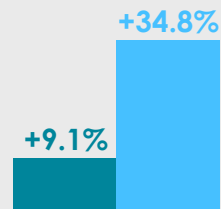
(1) See exchange rates on slide 41.

H1 2017 EBIT: €201M, UP 24.6%

Continued operating margin improvement, up 0.7pt to reach 27.0%

In € millions	H1 2017	H1 2016	Change reported	Change L/L
Operating revenue	616	494	+24.6%	+8.5%
Financial revenue	34	32	+9.4%	+2.7%
Total revenue	650	526	+23.7%	+8.2%
Operating EBIT	167	130	+28.3%	+17.6%
Operating EBIT margin	27.0%	26.3%	+0.7pt	+2.2pts
Financial EBIT	34	32	+9.4%	+2.7%
Total EBIT	201	161	+24.6%	+14.7%

Illustration of Edenred's operating leverage in Europe:

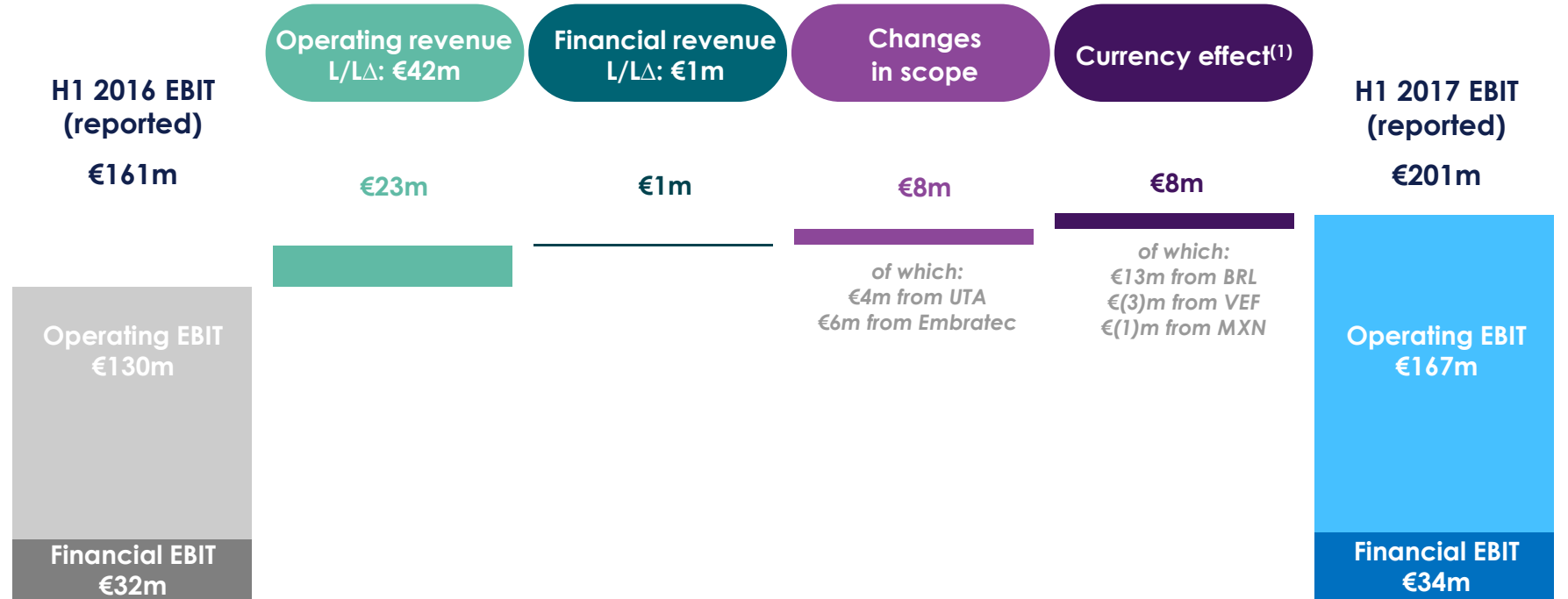


Europe

■ L/L operating revenue growth
 ■ L/L operating EBIT growth

Including (1.4 pt) due to geographical currency mix effect and scope changes

Strong operating leverage and positive scope & currency effects



(1) See exchange rates on slide 41.

H1 2017 NET PROFIT

Net profit up 68.2% to €120m

In € millions	H1 2017	H1 2016	Change reported
EBIT	201	161	+24.6%
Share of associates' net profit	5	4	
Other income and expenses	16 ⁽¹⁾	(18)	
Operating profit including share of associates' net profit	222	147	
Net financial expense	(26)	(23)	
Income tax expense	(59)	(44)	
Tax on dividends	(3)	(5)	
Non-controlling interests	(14)	(4)	
Net profit, Group share	120	71	+68.2%



(1) Including €19m capital gain related to the acquisition of UTA

H1 2017 CASH FLOW STATEMENT

A €49m FFO increase to €174m (+39%)

In € millions

	H1 2017	H1 2016
Funds from operations	174	125
Increase/(decrease) in cash linked to changes in float ⁽¹⁾	(258)	(180)
(Increase)/decrease in restricted cash	(83)	(57)
(Increase)/decrease in working capital (excl. float)	(8)	8
Recurring capex	(36)	(22)
Free Cash Flow	(211)	(126)
External acquisitions	(20)	(184)
UTA put options (non-cash)	(247)	-
Dividends paid to Edenred SA shareholders	(112)	(153)
Dividends paid to non-controlling interests	(15)	(3)
Capital increase/(decrease) ⁽²⁾	8	0
(Purchases)/Sales of treasury shares	(17)	1
Currency effects	(50)	5
Other non-recurring items	36	5
(Increase)/decrease in net debt	(628)	(455)

+16.2% L/L

Including:

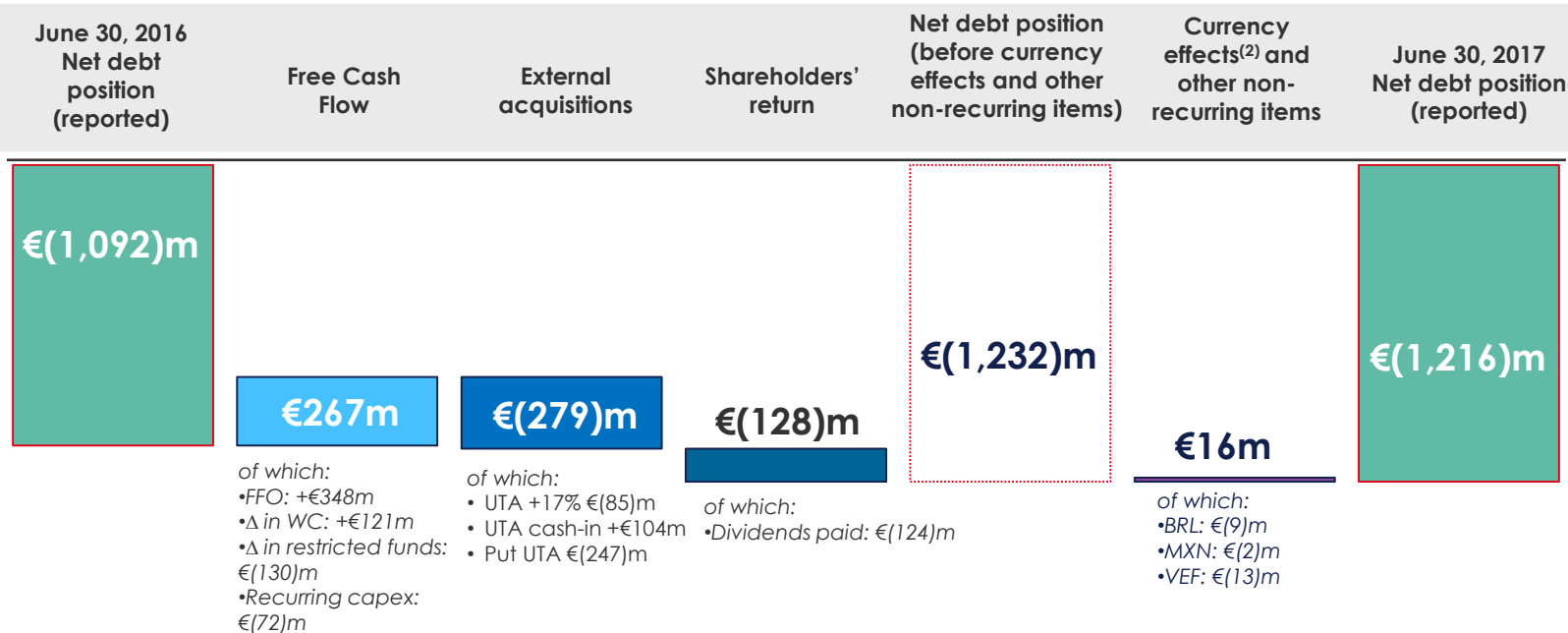
- €(85)m Acquisition price 17% UTA
- €104m Cash acquired UTA
- €(39)m Other acquisitions & disposals



(1) The float corresponds to vouchers in circulation less trade receivables.

(2) Including stock dividends and stock options.

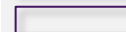
Bridge from June 2016 to June 2017



(1) See exchange rates on slide 41.

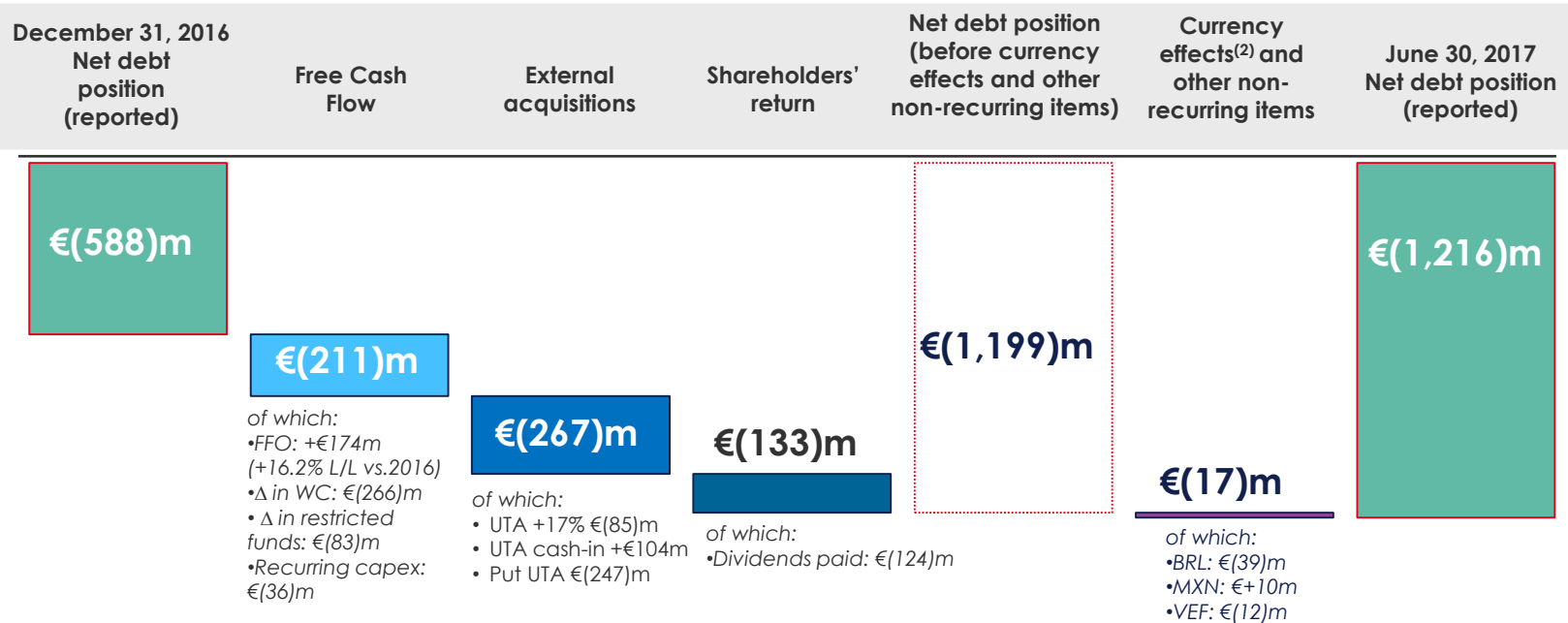


End-of-period position



Change

H1 2017 increase in net debt reflects the seasonality of FCF generation



(1) See exchange rates on slide 41.

3

Outlook

Bertrand Dumazy, Chairman & CEO

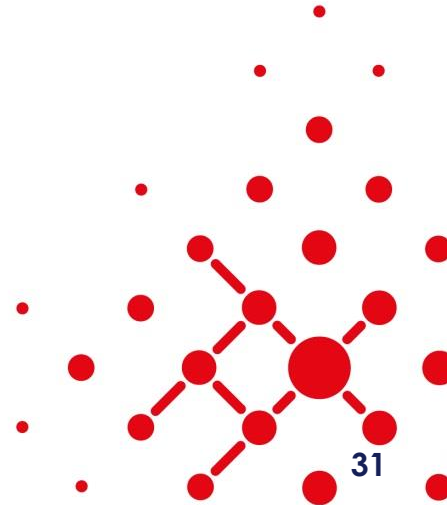


H2 2017 expected business trends

- ▶ **Europe:** sustained growth across all countries thanks to:
 - ▶ Combined effects of Fast Forward strategic levers: digital acceleration, marketing mix and sales efficiency improvements, and ramp-up of new products
 - ▶ Continued improved macro economic conditions

- ▶ **Latin America:**
 - ▶ Sustained growth in Hispanic Latin America, particularly in Mexico, where Employee Benefits and Fleet & Mobility solutions are offering strong development opportunities
 - ▶ Contrasted growth patterns in Brazil in a difficult macro economic environment, with Fleet & Mobility solutions benefiting from a low penetration rate , and Employee Benefits impacted by high unemployment rate

- ▶ **L/L operating revenue growth by business line:**
 - ▶ Single-digit for **Employee Benefits**
 - ▶ Double-digit for **Fleet & Mobility**



Confirmation of the annual medium-term targets for FY 2017

**FAST
FORWARD**

> +7%

L/L operating
revenue growth

> +9%

L/L operating
EBIT growth

> +10%

L/L FFO growth

**FY 2017 EBIT GUIDANCE⁽¹⁾:
€420m – €445m**

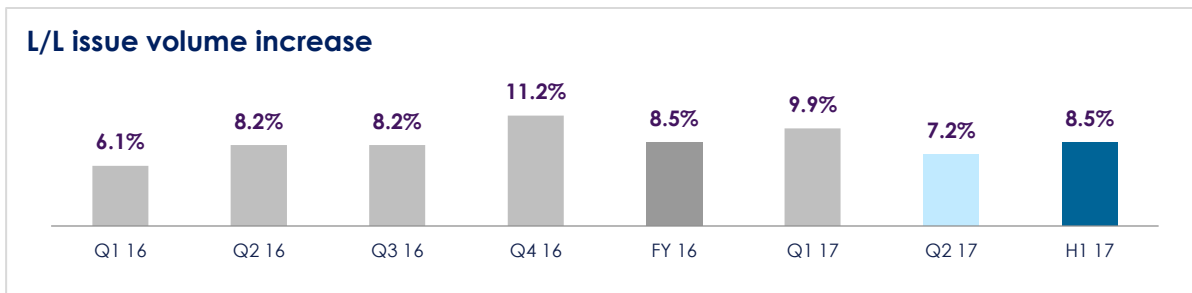


(1) Calculated based on an assumption of an average Brazilian real / euro exchange rate for the second half of the year equal to the actual rate as of June 30, 2017.



Appendices

EMPLOYEE BENEFITS ISSUE VOLUME



OPERATING REVENUE

In € millions	Q1		Q2		H1	
	2017	2016	2017	2016	2017	2016
Europe	156	128	160	133	315	260
<i>France</i>	50	45	50	47	100	92
<i>Rest of Europe</i>	106	83	110	86	215	168
Latin America	130	88	132	109	262	197
Rest of the world	19	17	19	19	39	37
Operating revenue	305	233	311	261	616	494

In %	Q1		Q2		H1	
	Change reported	Change L/L	Change reported	Change L/L	Change reported	Change L/L
Europe	22.1%	8.9%	20.4%	9.3%	21.2%	9.1%
<i>France</i>	11.7%	9.2%	6.9%	9.2%	9.3%	9.2%
<i>Rest of Europe</i>	27.8%	8.8%	27.7%	9.3%	27.7%	9.1%
Latin America	48.1%	11.8%	20.5%	4.7%	32.8%	7.9%
Rest of the world	6.8%	9.1%	3.1%	6.5%	4.9%	7.8%
Operating revenue	30.7%	10.0%	19.2%	7.1%	24.6%	8.5%

FINANCIAL REVENUE

In € millions	Q1		Q2		H1	
	2017	2016	2017	2016	2017	2016
Europe	6	7	6	7	12	14
<i>France</i>	3	3	3	3	5	5
<i>Rest of Europe</i>	3	4	3	4	7	9
Latin America	10	7	9	8	20	16
Rest of the world	2	2	1	1	2	2
Financial revenue	18	16	16	16	34	32

In %	Q1		Q2		H1	
	Change reported	Change L/L	Change reported	Change L/L	Change reported	Change L/L
Europe	-11.2%	-9.9%	-13.4%	-12.3%	-12.3%	-11.1%
<i>France</i>	-8.5%	-8.5%	-8.9%	-8.9%	-8.7%	-8.7%
<i>Rest of Europe</i>	-13.1%	-10.8%	-16.3%	-14.5%	-14.7%	-12.6%
Latin America	37.4%	14.8%	23.3%	12.6%	30.2%	13.6%
Rest of the world	-2.8%	7.3%	6.3%	20.1%	2.0%	14.0%
Financial revenue	12.7%	3.1%	6.2%	2.3%	9.4%	2.7%

TOTAL REVENUE

In € millions	Q1		Q2		H1	
	2017	2016	2017	2016	2017	2016
Europe	162	135	166	140	327	274
<i>France</i>	53	48	53	50	105	97
<i>Rest of Europe</i>	109	87	113	90	222	177
Latin America	140	95	141	117	282	213
Rest of the world	21	19	20	20	41	39
Total revenue	323	249	327	277	650	526

In %	Q1		Q2		H1	
	Change reported	Change L/L	Change reported	Change L/L	Change reported	Change L/L
Europe	20.3%	7.9%	18.7%	8.2%	19.5%	8.1%
<i>France</i>	10.5%	8.1%	6.1%	8.2%	8.2%	8.1%
<i>Rest of Europe</i>	25.7%	7.8%	25.7%	8.2%	25.7%	8.0%
Latin America	47.2%	12.1%	20.5%	5.2%	32.6%	8.3%
Rest of the world	6.3%	9.0%	3.2%	7.3%	4.7%	8.1%
Total revenue	29.6%	9.6%	18.4%	6.9%	23.7%	8.2%

OPERATING EBIT & EBIT

<i>In € millions</i>	H1 2017	H1 2016	Change reported	Change L/L
Europe	85	61	38.6%	34.8%
<i>France</i>	18	12	54.1%	59.1%
<i>Rest of Europe</i>	67	49	34.9%	29.1%
Latin America	89	71	23.7%	4.7%
Rest of the world	4	4	24.8%	44.6%
Worldwide structures	(11)	(7)	70.4%	44.8%

Operating EBIT	167	130	28.3%	17.6%
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<i>In € millions</i>	H1 2017	H1 2016	Change reported	Change L/L
Europe	97	75	29.1%	26.3%
<i>France</i>	23	17	33.8%	37.2%
<i>Rest of Europe</i>	74	58	27.7%	23.0%
Latin America	109	87	24.8%	6.3%
Rest of the world	6	6	15.7%	32.4%
Worldwide structures	(11)	(7)	70.4%	48.8%

Total EBIT	201	161	24.6%	14.7%
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BALANCE SHEET

In M€	ASSETS			
	Jun 2017	Dec 2016	Jun 2016	Var Jun 17 vs jun 16
Goodwill	1,050	904	842	208
Intangible assets	410	313	341	69
Property, plant and equipment	54	38	38	16
Investments in associates	76	151	146	(70)
Other non-current assets	104	110	106	(2)
Float (assets)	1,677	1,563	1,275	402
Working capital excl float (assets)	189	178	205	(16)
Restricted cash	1,016	942	897	119
Cash and cash equivalent	1,516	1,433	926	590
TOTAL ASSETS	6,092	5,632	4,776	1,316

In M€	LIABILITIES			
	Jun 2017	Dec 2016	Jun 2016	Var Jun 17 vs jun 16
Equity and non-controlling interests	(1,404)	(1,161)	(1,331)	(73)
Financial liabilities	2,732	2,021	2,018	714
Provisions and deferred tax liabilities	269	206	208	61
Vouchers in Circulation (Float)	4,089	4,182	3,585	504
Working capital excl float (liabilities)	406	384	295	111
TOTAL LIABILITIES	6,092	5,632	4,776	1,316

	Jun 2017	Dec 2016	Jun 2016	Var Jun 17 vs jun 16
Working capital	2,629	2,825	2,400	229
including float:	2,412	2,619	2,310	102

H1 2017 DEBT MATURITY PROFILE

After 2017 bond repayment, no major repayments due before 2025

At June 30, 2017

- ▶ **Strong investment grade S&P rating BBB+**
 Last update on April 27, 2017
 - ▶ **Average cost of debt: 2.1%⁽¹⁾**
 - ▶ **Average maturity of 5.3 years**
-
- ▶ March 2017: **€500m bond issue** (10 years; 1.875%), partly to refinance the bond due in October 2017 (€510m; 3.625%)
 - ▶ July 2017: **1 year extension** to the **€700m revolving credit facility maturity** (availability up to 2022)
 - ▶ October 2017: **€510m bond repayment**, leading to a even lower leverage ratio, cost of debt and extended average maturity



As of end-June 2017

Gross debt:
€(2,344)m

Excluding the new €500m bond issue, stable gross debt level



(1) Excluding BRL debt, average cost of debt is 1.5%.

(2) €132 million based on a closing price of BRL 3.76 for 1 euro on June 30, 2016.

EXCHANGE RATES

€1 = X foreign currency	Average rates								
	Q1 2017	Q1 2016	2017 vs. 2016 Change (in %)	Q2 2017	Q2 2016	2017 vs. 2016 Change (in %)	H1 2017	H1 2016	2017 vs. 2016 Change (in %)
Bolivar Fuerte (VEF)	737.39	232.99	-68.4%	1423.84	512.29	-64.0%	1080.62	372.64	-65.5%
Brazilian real (BRL)	3.35	4.30	28.7%	3.53	3.96	12.2%	3.44	4.13	20.2%
Mexican Peso (MXN)	21.63	19.89	-8.1%	20.41	20.43	0.1%	21.02	20.16	-4.1%
British Pound Sterling (GBP)	0.86	0.77	-10.4%	0.86	0.79	-8.5%	0.86	0.78	-9.5%
Turkish Lira (TRY)	3.94	3.25	-17.5%	3.94	3.27	-17.0%	3.94	3.26	-17.3%
US Dollar (USD)	1.06	1.10	3.5%	1.10	1.13	2.7%	1.08	1.12	3.1%

Spot rate as of 30.06.2016	Spot rate as of 31.12.2016	Spot rate as of 30.06.2017
696.72	709.32	3009.00
3.59	3.43	3.76
20.63	21.77	20.58
0.83	0.86	0.88
3.21	3.71	4.01
1.11	1.05	1.14

2016 EBIT sensitivity to a +/- 5% change

BRL
~€7.5m

MXN
~€1.6m

2017 CALENDAR EFFECTS

	Q1	Q2	Q3	Q4	2017
<i>Working days</i>	Nb of days	Nb of days	Nb of days	Nb of days	Nb of days
Europe	2	-2	-1	0	-1
Latin America	3	-2	0	-2	-1
Rest of the world	0	-2	0	0	-2
TOTAL	2	-2	0	-1	-1



We
connect,
you win