



Q3 2015 revenue presentation
November 9th, 2015



Q3 revenue



(EUR million)	Q1	Q2	Q3	9m 2015
2015 revenue	322.0	360.4	381.2	1,063.6
2014 revenue	302.4	341.9	355.8	1,000.1
Reported growth	+6.5%	+5.4%	+7.1%	+6.3%
Growth excluding forex	+5.6%	+5.0%	+8.0%	+6.2%
Organic growth	+2.6%	+2.1%	+4.0%	+3.0%

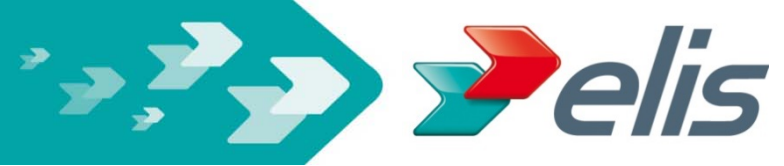
Q3 revenue by geography



(EUR million)	Q3 2015	Q3 2014	Reported growth	Organic growth
Hospitality	93.5	86.2	+8.4%	+8.4%
Industry	47.8	47.4	+1.0%	+1.0%
Trade & Services	86.7	84.9	+2.2%	+2.2%
Healthcare	39.8	37.6	+5.9%	+5.9%
France ⁽¹⁾	261.1	251.5	+3.8%	+3.8%
Northern Europe	51.6	38.4	+34.5%	+4.5%
Southern Europe	42.3	36.2	+16.7%	+8.1%
Europe	93.9	74.6	+25.9%	+6.2%
Brazil	22.0	25.3	-12.9%	+0.8%
Manufacturing entities	4.3	4.5	-5.7%	-9.1%
Total	381.2	355.8	+7.1%	+4.0%

⁽¹⁾ After other items including rebates

Growth by country



Q3 2015 organic growth

> 4%

Switzerland, Spain, Belux, Czech Republic

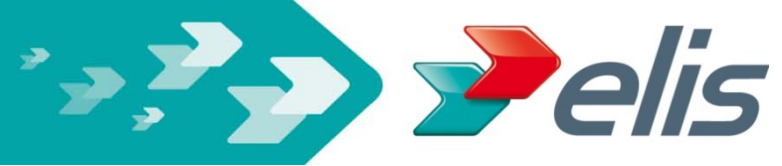
From 0% to 4%

France, Brazil, Germany, Portugal, Italy

< 0%

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Confirmation of the 2015 guidance



- ✓ Organic growth of c. +3%
- ✓ External growth of c. +4%
- ✓ EBITDA expected at between €445m and €450m

Elis enters Chile by acquiring the market leader



Key metrics:

- Annualized revenues of c. €18m
- EBITDA margin in line with existing Brazilian operations
- Attractive acquisition multiple in line with strategy

Acquisition rationale:

- Linen rental and maintenance market already developed
- Good market growth characteristics
- Elis immediately becomes market leader in the country with 25% market share (#2 / #3 have c. 9% / 6% respectively)
- Additional consolidation opportunities

Key takeaways



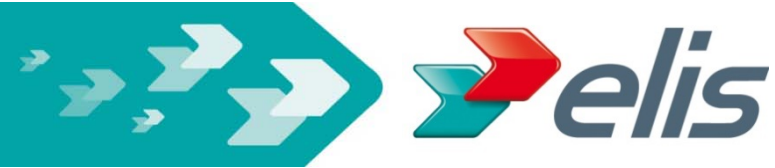
- ✓ Solid growth in Q3, in line with expectations
- ✓ Strong performance in Europe
- ✓ Organic growth complemented by dynamic acquisitions activity



Q&A



Forward looking statements



This presentation may contain some forward-looking statements. These statements are not undertakings as to the future performance of the Company. Although the Company considers that such statements are based on reasonable expectations and assumptions on the date of publication of this release, they are by their nature subject to risks and uncertainties which could cause actual performance to differ from those indicated or implied in such statements.

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