

Multi-service leader in the rental, laundry and maintenance of flat linen, workwear and hygiene and well-being appliances in Europe and Latin America



Provides outsourcing solutions, helping clients manage costs, guarantee quality control, focus on their core business and support an active environmental strategy

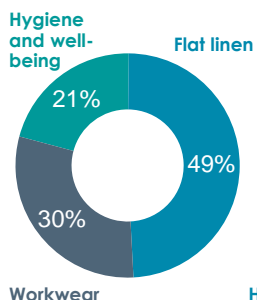
Present across Europe and South America, serving four end markets: Hospitality, Healthcare, Industry, Trade & Services

Key Figures

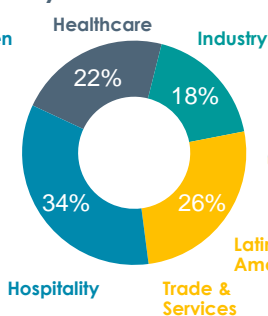
€1.7bn 2016 revenues*	€530m 2016 EBITDA*	> 30% EBITDA margin Since 2011	A history of continued growth	€2.81bn Market capitalisation	+240,000 Customers	14 Countries
--------------------------	-----------------------	---	-------------------------------------	-------------------------------------	-----------------------	-----------------

Revenue Breakdown

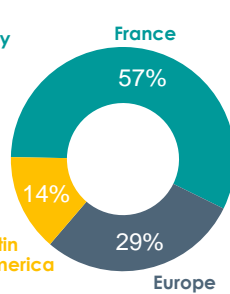
By activity**



By end-market **



By geography**



A unique multi-service model with a clear strategy for growth

A leader in France, Brazil, Spain, Switzerland, Portugal, Chile

Differentiated by strong network of production and distribution centres; high client satisfaction

Successful international expansion over 4 decades; acquired c.50 businesses since 2010

*Adjusted 2016 revenue figure for Elis of €1,742 million ("Adjusted Elis 2016 Revenue") represents the aggregate of: (a) the consolidated revenue of Elis (€1,513 million) for the 12 month period ended 31 December 2016 extracted from Elis's financial statements for the year ended 31 December 2016; (b) the estimated unaudited consolidated revenue of each of Indusal(€90 million) and Lavebras(€103 million) for the 12 month period ended 31 December 2016 as published by Elis on 20 December 2016; and (c) an unaudited adjustment for the full-year 2016 impact of the acquisition of Puschendorf(€37 million) as provided by Elis's management. The resulting aggregate revenue is derived from the addition of these components with no further adjustments to conform to Elis's accounting policies or otherwise.
Adjusted 2016 EBITDA figure for Elis of €532 million ("Adjusted Elis 2016 EBITDA") represents the aggregate of: (a) the consolidated EBITDA of Elis (€468 million) for the 12 month period ended 31 December 2016 extracted from Elis's financial statements for the year ended 31 December 2016; (b) the estimated unaudited consolidated EBITDA of each of Indusal(€24 million based on estimated EBITDA margin of 27% as published by Elis on 20 December 2016) and Lavebras(€31 million based on minimum estimated EBITDA margin of 30% as published by Elis on 20 December 2016) for the 12 month period ended 31 December 2016; and (c) an unaudited adjustment for the full-year 2016 impact of the acquisition of Puschendorf(€9 million) as provided by Elis's management. The resulting aggregate EBITDA is derived from the addition of these components with no further adjustments to conform to Elis's accounting policies or otherwise.
**2016 FY results presentation

Strategy

Consolidate leadership positions through organic growth and M&A	Expansion in Europe and Latin America	Launch new services	Improvements in operational excellence
---	---------------------------------------	---------------------	--

Leadership



Thierry Morin
Chairman of Supervisory Board



Xavier Martiré
Chairman of the Management Board, CEO



Louis Guyot
Management Board member, CFO



Matthieu Lecharny
Management Board member, COO

History of Elis

