

Main represented figures for the full year ended December 31, 2018



Main represented figures⁽¹⁾ for the year ended December 31, 2018

<i>In €m</i>	December 2018 published	IFRS 5 Adjustment ⁽³⁾	IFRS 16 Adjustment	December 2018 represented
Revenue	25,911.1	40.1	0.0	25,951.3
EBITDA	3,392.0	3.0	447.8	3,842.9
Current EBIT ⁽²⁾	1,604.0	-3.9	43.7	1,643.7
Financial Result	-561.6	-1.1	-43.3	-606.0
Operating income	1,419.6	-3.9	43.7	1,459.3
Current net income - Group share	674.9	-4.2	1.3	672.0
Net income - Group share	439.3	0.0	1.3	440.6
Gross industrial investments	-1,811	-1	-456	-2,268
Net free cash flow	568	1	-33	537
Net financial debt	-9,750	2	-1,816	-11,564

(1) Non audited figures

(2) Including the represented share of current net income of joint ventures and associates years ended December 31, 2018

(3) In order to ensure the comparability of periods, the accounts ending December 31, 2018 have been represented for the reclassification of Lithuania from discontinued operations to full consolidation in December 2018 represented.

Main represented figures for the full year ended December 31, 2018 ⁽¹⁾ - Revenue by segment

<i>In €m</i>	December 2018 published	IFRS 5 Adjustment	IFRS 16 Adjustment	December 2018 represented
France	5,499.3	0.0	0.0	5,499.3
Europe excluding France	9,096.0	40.1	0.0	9,136.1
Rest of the World	6,619.7	0.0	0.0	6,619.7
Global businesses	4,665.5	0.0	0.0	4,665.5
Other	30.7	0.0	0.0	30.7
Revenue	25,911.1	40.1	0.0	25,951.3

(1) Non audited figures

Main represented figures for the full year ended December 31, 2018 ⁽¹⁾ – EBITDA by segment

<i>In €m</i>	December 2017 published	IFRS 5 Adjustment	IFRS 16 Adjustment	December 2017 represented
France	802,0	0,0	97,6	899,5
Europe excluding France	1 354,1	3,0	114,6	1 471,8
Rest of the World	952,6	0,0	109,8	1 062,4
Global businesses	272,6	0,0	88,3	360,9
Other	10,7	0,0	37,6	48,3
EBITDA	3 392,0	3,0	447,8	3 842,9

(1) Non audited figures

Main represented figures for the full year ended December 31, 2018 ⁽¹⁾ – Current EBIT by segment

<i>In €m</i>	December 2018 published	IFRS 5 Adjustment	IFRS 16 Adjustment	December 2018 represented
France	115.1	0.0	6.4	121.4
Europe excluding France	726.9	-3.9	13.0	736.0
Rest of the World	623.1	0.0	15.0	638.0
Global businesses	145.3	0.0	6.2	151.6
Other	-6.3	0.0	3.1	-3.3
Current EBIT	1,604.0	-3.9	43.7	1,643.7

(1) Non audited figures

Appendix: IFRS 16 – Leases

IFRS 16 / Lease

- **Implemented from 01/01/2019**
- **Objective** : provide an economic approach of all lease contracts (operating lease similar to financial lease) in financial statements of the lessee, and provide a better comparability whatever the financing option taken (acquisition or leasing)
- **Main leases** are land and buildings, transport, equipment.

Implication for the Group

- **Full retrospective method** : recalculation of the right of use and the financial debt as if IFRS16 had been implemented since the beginning of the contracts
- **Accounting treatment** :
 - *Assets* : Book an amortizable asset (=right of use). *Liabilities* : financial debt : present value of the discounted leases
 - *P&L* : amortization of the asset and interest charge recognition (decreasing)
 - *Higher EBITDA : elimination of the rental charge offset by D&A and interest expense*
 - *Increased D&A in current EBIT*
 - *Increased interest expense*
 - *Globally neutral in current net income*
 - *Higher capex*
 - *Recognition of a financial debt*
 - *Increased capital employed*