

## Q3 2017 trading update

### Out of Home Media

Algeria  
Angola  
Argentina  
Australia  
Austria  
Azerbaijan  
Bahrain  
Belgium  
Botswana  
Brazil  
Bulgaria  
Cameroon  
Canada  
Chile  
China  
Colombia  
Costa Rica  
Croatia  
Czech Republic  
Denmark  
El Salvador  
Estonia  
Finland  
France  
Germany  
Guatemala  
Hungary  
Honduras  
Iceland  
India  
Ireland  
Israel  
Italy  
Japan  
Kazakhstan  
Korea  
Latvia  
Lesotho  
Lithuania  
Luxembourg  
Madagascar  
Malawi  
Mauritius  
Mexico  
Mongolia  
Mozambique  
Namibia  
Nicaragua  
Norway  
Oman  
Panama  
Peru  
Poland  
Portugal  
Qatar  
Russia  
Saudi Arabia  
Singapore  
Slovakia  
Slovenia  
South Africa  
Spain  
Swaziland  
Sweden  
Switzerland  
Tanzania  
Thailand  
The Dominican Republic  
The Netherlands  
Turkey  
Uganda  
Ukraine  
United Arab Emirates  
United Kingdom  
United States  
Uruguay  
Uzbekistan  
Zambia  
Zimbabwe

- Third quarter 2017 adjusted revenue up +2.4% to €812.0m
- Third quarter 2017 adjusted organic revenue up +4.9%
- Adjusted organic revenue growth for Q4 2017 expected to be up around +4.5%
- Adjusted organic revenue growth for Full Year 2017 expected to be up around +2.5%

Paris, 7<sup>th</sup> November, 2017 – JCDecaux SA (Euronext Paris: DEC), the number one outdoor advertising company worldwide, announced today its revenue for the nine months ended 30 September 2017.

Following the adoption of IFRS 11 from 1<sup>st</sup> January, 2014, the operating data presented below is adjusted to include our *prorata* share in companies under joint control. Please refer to the paragraph "Adjusted data" on page 2 of this release for the definition of adjusted data and reconciliation with IFRS.

Adjusted revenue for the third quarter of 2017 increased by +2.4% to €812.0 million compared to €792.7 million in Q3 2016.

Excluding the negative impact from foreign exchange variations and the positive impacts from changes in perimeter, adjusted organic revenue grew by +4.9%.

Adjusted organic advertising revenue, excluding revenue related to sale, rental and maintenance of street furniture and advertising displays, increased by +4.9% in the third quarter of 2017.

Q3 adjusted revenue	2017 (€m)	2016 (€m)	Reported growth	Organic growth <sup>(a)</sup>
Street Furniture	360.1	341.2	+5.5%	+7.7%
Transport	335.0	331.7	+1.0%	+5.5%
Billboard	116.9	119.8	-2.4%	-4.5%
<b>Total</b>	<b>812.0</b>	<b>792.7</b>	<b>+2.4%</b>	<b>+4.9%</b>

(a) Excluding acquisitions/divestitures and the impact of foreign exchange

9-month adjusted revenue	2017 (€m)	2016 (€m)	Reported growth	Organic growth <sup>(a)</sup>
Street Furniture	1,106.6	1,067.1	+3.7%	+4.1%
Transport	986.2	986.4	-0.0%	+1.7%
Billboard	360.6	356.5	+1.2%	-4.4%
<b>Total</b>	<b>2,453.4</b>	<b>2,410.0</b>	<b>+1.8%</b>	<b>+1.9%</b>

(a) Excluding acquisitions/divestitures and the impact of foreign exchange

Please note that the geographic comments below refer to organic revenue growth.

### STREET FURNITURE

Third quarter adjusted revenue increased by +5.5% to €360.1 million (+7.7% on an organic basis). Europe (including France and the UK) delivered good growth. Asia-Pacific was up. The Rest of the World and North America were up double-digit.

Third quarter adjusted organic advertising revenue, excluding revenue related to sale, rental and maintenance of street furniture were up +8.4% compared to the third quarter of 2016.

JCDecaux SA

United Kingdom: 27 Sale Place - London W2 1YR - Tel.: +44 (0)20 7298 8000

Head Office: 17, rue Soyier - 92200 Neuilly-sur-Seine - France - Tel.: +33 (0)1 30 79 79 79

www.jcdecaux.com

A public limited corporation with an Executive Board and Supervisory Board

Registered capital of 3,240,365.87 euros - # RCS: 307 570 747 Nanterre - FR 44307570747

## **TRANSPORT**

Third quarter adjusted revenue increased by +1.0% to €335.0 million (+5.5% on an organic basis). Europe (including France and the UK) and Asia-Pacific delivered good growth. North America delivered double-digit growth. The Rest of the World showed negative growth, partly due to strong comparable (mainly the Olympics Games in Rio de Janeiro in 2016).

## **BILLBOARD**

Third quarter adjusted revenue decreased by -2.4% to €116.9 million (-4.5% on an organic basis). Europe (including France and the UK) was down. The Rest of the World was up, benefitting from a solid performance in Latin America. In North America, our iconic digital freeway billboard network in Chicago delivered a strong double-digit growth.

Commenting on the 2017 third quarter revenue, **Jean-François Decaux, Chairman of the Executive Board and Co-CEO of JCDecaux**, said:

*“Our better than expected Q3 organic revenue growth rate of +4.9% reflects both the strong performance of our digital Street Furniture assets which are only available in a small number of cities for the time being as well the recovery of our Transport division driven by the ongoing improvement of our Chinese business. Our Billboard division remains difficult despite a good performance of our premium large-format screens in London, Chicago and Moscow.*

*France, which remained challenging during the quarter, started to show positive signs of recovery in September while trading conditions in the UK were impacted by the slowdown in the economy. The Rest of Europe and North America remained strong while, as expected, China returned to growth in Q3 with an improving airport advertising business.*

*As far as Q4 2017 is concerned, our good advertising sales momentum continues and we currently expect our adjusted organic revenue growth rate to be around +4.5% leading to a full year organic revenue growth rate around +2.5%.*

*In a media landscape increasingly fragmented, out-of-home advertising reinforces its attractiveness. With our accelerating exposure to faster-growth markets, our growing premium digital portfolio combined with a new data-led audience targeting platform, our ability to win new contracts and the high quality of our teams across the world, we believe we are well positioned to outperform the advertising market and increase our leadership position in the outdoor advertising industry through profitable market share gains. The strength of our balance sheet is a key competitive advantage that will allow us to pursue further external growth opportunities as they arise.”*

## **ADJUSTED DATA**

Under IFRS 11, applicable from 1<sup>st</sup> January, 2014, companies under joint control are accounted for using the equity method.

However, in order to reflect the business reality of the Group, operating data of the companies under joint control continue to be proportionately integrated in the operating management reports used to monitor the activity, allocate resources and measure performance.

Consequently, pursuant to IFRS 8, Segment Reporting presented in the financial statements complies with the Group’s internal information, and the Group’s external financial communication therefore relies on this operating financial information. Financial information and comments are therefore based on “adjusted” data which are reconciled with IFRS financial statements.

In Q3 2017, the impact of IFRS 11 on adjusted revenue was -€99.9 million (-€94.5 million in Q3 2016), leaving IFRS revenue at €712.1 million (€698.2 million in Q3 2016).

For the first nine months of 2017, the impact of IFRS 11 on adjusted revenue was -€300.5 million (-€297.1 million for the first nine months of 2016), leaving IFRS revenue at €2,152.9 million (€2,112.9 million for the first nine months of 2016).

## **ORGANIC GROWTH DEFINITION**

The Group’s organic growth corresponds to the adjusted revenue growth excluding foreign exchange impact and perimeter effect. The reference fiscal year remains unchanged regarding the reported figures, and the organic growth is calculated by converting the revenue of the current fiscal year at the average exchange rates of the previous year and taking into account the perimeter variations *prorata temporis*, but including revenue variations from the gains of new contracts and the losses of contracts previously held in our portfolio.

**Next information:**

Q4 2017 revenue: 30<sup>th</sup> January, 2018 (after market)

**Key Figures for JCDecaux**

- 2016 revenue: €3,393m, H1 2017 revenue: €1,641m
- JCDecaux is listed on the Eurolist of Euronext Paris and is part of the Euronext 100 and Euronext Family Business indexes
- JCDecaux is part of the FTSE4Good and Dow Jones Sustainability Europe indexes
- N°1 worldwide in street furniture (559,070 advertising panels)
- N°1 worldwide in transport advertising with more than 220 airports and 260 contracts in metros, buses, trains and tramways (354,680 advertising panels)
- N°1 in Europe for billboards (169,860 advertising panels)
- N°1 in outdoor advertising in Europe (721,130 advertising panels)
- N°1 in outdoor advertising in Asia-Pacific (219,310 advertising panels)
- N°1 in outdoor advertising in Latin America (70,680 advertising panels)
- N°1 in outdoor advertising in Africa (29,820 advertising panels)
- N°1 in outdoor advertising in the Middle-East (16,230 advertising panels)
- Leader in self-service bike rental scheme: pioneer in eco-friendly mobility
- 1,117,890 advertising panels in more than 75 countries
- Present in 4,280 cities with more than 10,000 inhabitants
- Daily audience: more than 410 million people
- 13,030 employees

**Forward looking statements**

This news release 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.

These risks and uncertainties include without limitation the risk factors that are described in the annual report registered in France with the French Autorité des Marchés Financiers.

Investors and holders of shares of the Company may obtain copy of such annual report by contacting the Autorité des Marchés Financiers on its website [www.amf-france.org](http://www.amf-france.org) or directly on the Company website [www.jcdecaux.com](http://www.jcdecaux.com).

The Company does not have the obligation and undertakes no obligation to update or revise any of the forward-looking statements.

**Communications Department:** Agathe Albertini

+33 (0) 1 30 79 34 99 – [agathe.albertini@jcdecaux.com](mailto:agathe.albertini@jcdecaux.com)

**Investor Relations:** Arnaud Courtial

+33 (0) 1 30 79 79 93 – [arnaud.courtial@jcdecaux.com](mailto:arnaud.courtial@jcdecaux.com)