# Annual Shareholders' Meeting

May 17, 2018





# - Principal legal documents provided to you

- "BALO" published on April 9, 2018 containing the notice of the Meeting
- "BALO" and "Affiches Parisiennes" published on April 27, 2018 containing the invitation to the Meeting
- Invitation booklet addressed to shareholders
- List of registered shareholders
- Form for voting by mail or proxy
- The Statutory Auditors' reports
- The registration document, including the management and financial reports
- The Shareholders' Meeting attendance sheet
- The register of the minutes of the last three Shareholders' Meetings
- The Company's bylaws
- The number of shares and voting rights as of April 9, 2018

# Agenda

#### 2017 / Performance and recent events

by Bernard Gautier, Deputy Group CEO

#### 2017 consolidated results and Net Asset Value

by Jérôme Michiels, Chief Financial Officer

#### Strategy

by André François-Poncet, Wendel Group CEO

#### Corporate governance

by Dominique Hériard Dubreuil, Chairwoman of the Governance Committee

#### **Resolutions**

by Caroline Bertin Delacour, General Secretary

#### Reports of the Supervisory Board and the Statutory Auditors

Questions from shareholders

#### Vote on resolutions

## 2017 in review



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Consolidated sales totaled €8.3 billion, up 8.4%

Consolidated net income totaled €534 million, Group share: €200 million

- NAV as of December 31, 2017:
  €176.4 per share, up 14.6% over 12 months
  LTV ratio @ 12.2% and net debt of €1.13 billion

# - Portfolio turnover and development of Group companies in 2017



WENDEL

# 2017 performance of the Group's listed companies



- **Revenue of €4.7 billion, up 3.1%** over the year, with organic growth of 2.2%
- H2 acceleration confirmed, with organic growth of 3.0%
- Adjusted operating income of €746 million in 2017, up 1.4%; adjusted operating margin of 15.9%; 16.1% organically
- Dividend of €0.56 per share, up 9.8% over 2 years

#### Outlook for 2018:

- Organic growth accelerating in 2018 compared with 2017
- Adjusted operating margin expected to be up slightly in 2018 at constant currency compared with full-year 2017
- Improved cash flow generation at constant currency compared with full-year 2017

- Net sales of €40.8 billion, robust organic growth in all businesses and all regions (+4.7%)
- Further increase in operating income, +9.6% like-for-like, and operating margin up from 7.2% to 7.4%
- Ahead of strategic plan with €641 million in acquisitions and €290 million in cost savings
- Buyback of 8.3 million shares during the year
- Increased dividend of €1.30 per share proposed, to be fully paid in cash

#### Outlook for 2018

• Further increase in operating income on a like-for-like basis

# - 2017 performance of the Group's unlisted companies

	Net sales	Δ	<b>EBITDA</b> EBIT for IHS	Margin
Cromology	€704.6M	+0.6%	€49.0M	7.0%
Stahl	€733.3M	+11.8%	€171.3M	23.4%
Constantia Flexibles	€1,487.5M	+1.8%	€188.2M	12.7%
IHS	\$1,107.0M	+22.2%	\$264.4M	23.9%
Allied Universal	\$5,301.5M	+9.9%	\$388.3M	7.3%

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- Input costs / pass-through
- FX
- Interest rates



### Performance and recent events



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# - Performance of Group companies in Q1 2018

	Net sales	Organic <b>D</b>	Total <b>D</b>
Bureau Veritas	€1,099.6 million	+2.6%	-3.4%
Saint-Gobain	€9,755 million	+1.6%	-1.8%
IHS	\$267.9 million	+11.0%	+0.2%
Stahl	€221.2 million	+3.5 %(1)	+26.4%
Constantia Flexibles	€368.0 million	+2.1%	+0.3%
Allied Universal	\$1,351 million	+4.1%	+5.6%
Cromology	€156.0 million	-6.5%	-6.6%
CSP Technologies	\$34.1 million	+5.9%	+9.9%
Tsebo	\$103.4 million	+9.6%	+25.8%
NOP	¥1,632 million	+18.0%	+17.3%
Mecatherm	€21.2 million	+9.4%	+8.8%

# Recent developments at portfolio companies



#### **Bureau Veritas**

5 acquisitions finalized since the start of the year, supporting the Buildings & Infrastructure, Agri-Food and Opex Growth Initiatives, adding ca. €80 million of annualized revenue.



#### Saint-Gobain

Acceleration in capital expenditures and active SME acquisition strategy (9 transactions totaling ca. €300 million since the start of the year)



#### IHS

Economic growth recovery and commercial activity rebound in Nigeria EFCC procedure: no new developments



#### **Constantia Flexibles**

Finalization of the acquisition of a majority stake in Creative Polipack Limited in India on April 27 (Sales of €75 million).

Constantia will become the 3<sup>rd</sup>-largest flexible packaging company in India



#### **CSP** Technologies

100,000 sq. ft. extension of Auburn, AL site and inauguration of first on-site material science laboratory



#### Cromology

Finalization of the sale of Colorin in Argentina



# ₩ wendel

# 2017 consolidated results - Key figures



WENDEL 14

Debt optimization at Wendel level



# S&P rating: BBB-/stable

Proposed dividend: **€2.65** per share, up 12.8% from 2016 **599,412** shares repurchased in 2017 for a total of €80.5 million /

2% of share capital cancelled in October 2017



Dividende increases every year

In euros per share, ordinary dividend

- (1) The 2011 ordinary dividend included an exceptional distribution of 1 Legrand share for every 50 Wendel shares held.
- (2) Subject to shareholder approval at today's Annual Shareholder's Meeting.

### Double-digit total shareholder return

**17.1**% annualized TSR since 2009<sup>(1)</sup>

i.e. initial investment X 4.4

(1) Total shareholder return dividend reinvested from january 1, 2009 to May 2, 2018.

# - Net Asset Value of €166.9 as of May 2, 2018

(in millions of euros)			May 2, 2018	March 7, 2018
Listed equity investments	Number of shares	<u>Share price</u> (1)	4,370	4,465
Bureau Veritas	177.2 million	€21.2/€21.7	3,754	3,837
• Saint-Gobain	35.8 million	€43.5 / €44.4	615	629
Unlisted investments and Oranje-Nassau Développement <sup>(2)</sup>			4,471	4,365
Other assets and liabilities of Wendel and holding companies <sup>(3)</sup>			92	73
Cash and marketable securities <sup>(4)</sup>			1,270	1,665
Gross asset value			10,203	10,569
Wendel bond debt			-2,484	-2,828
Net Asset Value			7,719	7,740
Of which net debt			-1,213	-1,163
Number of shares			46,259,146	46,259,146
Net asset value per share			€166.9	€167.3
Average of 20 most recent Wendel share prices			€123.9	€140.4
Premium (discount) on NAV		-25.8%	-16.1%	

(1) Average share price of the 20 trading days prior to March 7, 2018 and May 2, 2018.

(2) Unlisted equity investments (Cromology, Stahl, IHS, Constantia Flexibles, Allied Universal) and Oranje-Nassau Développement (Nippon Oil Pump, Saham, Mecatherm, CSP Technologies, PlaYce, Tsebo and indirect investments and debt). As per previous NAV calculation as of March 7, 2018, IHS Towers valuation as of May 2, 2018 was solely performed based on EBITDA to account for dynamism / early-stage development structure. Saham deal was signed on March 7th and taken into account in both calculations. MCC shares owned by Constantia Flexibles are valued at their last 20 trading days average.

(3) Includes 629,953 Wendel shares held in treasury as of March 7, 2018 and 778,960 as of May 2, 2018.

(4) Cash and marketable securities of Wendel and holding companies include €0.9 billion in cash on hand and €0.4 billion in liquid financial investments as of May 2, 2018.

Assets and liabilities denominated in currencies other than the euro have been converted at exchange rates prevailing on the date of the NAV calculation.

If co-investment conditions are realized, there could be a dilutive effect on Wendel's percentage ownership. These items have been taken into account in the calculation of NAV. See page 274 of the 2017 Registration Document

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# — The strength of the Wendel model





Develop our companies

Strengthen the European investment and portfolio monitoring team

Add new high-quality assets in our preferred regions

Build around new demands: CSR / Duty of care / Compliance

## Orientation



#### **DEVELOP AND CRYSTALLIZE VALUE**

... by pursuing the long-term growth of our portfolio companies and by taking advantage of opportunities to divest, form partnerships, list companies on the stock exchange or reinvest in our companies.

#### INVEST

... ca. €3 billion in equity between now and 2020, depending on market conditions, in Europe, North America and Africa in companies that are well-positioned to capitalize on long-term growth trends. Part of this amount could derive from partners who share our investment philosophy, as we have done in the past.

#### ACHIEVE OUR AMBITIOUS FINANCIAL OBJECTIVES

... with a double-digit average return to shareholders, dividends increasing year after year, and regular share repurchases, depending on opportunities.

#### **REMAIN CAUTIOUS**

... keeping debt under €2.5 billion, while maintaining a balance in the portfolio between listed and unlisted companies.

## Corporate governance

Dominique Hériard Dubreuil, Chairwoman of the Governance Committee



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# The Supervisory Board before the Shareholders' Meeting













Nicolas ver Hulst

François de Wendel Chairman of the Board

Dominique Hériard Dubreuil Vice-Chairwoman

Bénédicte Coste

Edouard de l'Espée

Nicholas Ferguson





Priscilla de Moustier

**Gervais Pellissier** 



Fabienne Porquier member representing employees

Guylaine Saucier



Jacqueline

**Tammenoms Bakker** 

Humbert de Wendel

- 10 meetings in 2017
- 45% independent members (5/11)
- 45% women (5/11)



percentages exceeding Afep-Medef recommendations





# Composition of the Committees before the Shareholders' Meeting

Governance Committee	Governance Committee	
Dominique Hériard Dubreuil, Chairwoman	Guylaine Saucier, Chairwoman	
Nicholas Ferguson	Bénédicte Coste	
Nicolas ver Hulst	Dominique Hériard Dubreuil	
Priscilla de Moustier	Edouard de L'Espée	
Guylaine Saucier	Gervais Pellissier	
Jacqueline Tammenoms Bakker	Humbert de Wendel	

4 out of 6 independent

8 meetings in 2017

3 out of 6 independent

6 meetings in 2017

- Renewal of the appointment of Guylaine Saucier submitted to a shareholder vote 7<sup>th</sup> resolution



## **Guylaine Saucier**

# Independent Board member Chairwoman of the Audit Committee

 Duration: 4 years, until the Shareholders' Meeting to be held in 2022 Appointment of Franca Bertagnin Benetton submitted to a shareholder vote 8<sup>th</sup> resolution



- Graduate of the University of Boston and MBA from Harvard University (United States)
- Began her career at Colgate Palmolive in the United States, then in Germany
- Consultant at **Bain** in Italy
- Benetton Group: operational role (sales & marketing) then management responsibilities
  - CEO of Evoluzione
  - Director of Edizione
  - Director of Autogrill
  - Director of Benetton Group
- Italian nationality
- Independent member of the Supervisory Board
- 4-year term, until the Shareholders' Meeting to be held in 2022

- Change in governance, from the close of the current Shareholders' Meeting

- Appointment of Nicolas ver Hulst as Chairman of the Supervisory Board
- Appointment of Gervais Pellissier as a Vice-Chairman of the Supervisory Board
- Appointment of Jacqueline Tammenoms Bakker as Chairwoman of the Governance Committee

# Subject to your approval:

- Renewal of Guylaine Saucier's term as Chairwoman of the Audit Committee;
- Appointment of Franca Bertagnin Benetton to the Audit Committee

- Composition of the Supervisory Board after the Shareholders' Meeting

Subject to your vote, the Supervisory Board will be made up of:

- 12 members with 5 nationalities
- 45% women\*
- 45% independent\*
- 1 member representing employees

\* Calculation excludes the employee representative

# Supervisory Board and Executive Board compensation

- pages 104-121 of the Registration Document
- pages 13-19 of the Meeting invitation booklet



## - Executive Board's 2017 compensation

12th resolution: Frédéric Lemoine - 13th resolution: Bernard Gautier

- Variable compensation is contingent upon achieving quantitative and qualitative objectives and can amount to 115% of fixed compensation
- 4 objectives set by the Supervisory Board, each for 25% of the target variable compensation:
  - 1<sup>st</sup> objective: Bureau Veritas, measured by organic growth and adjusted operating income, 100% achieved.
  - 2<sup>nd</sup> objective: performance of unlisted companies, measured by the increase in NAV, in terms of acquisition multiples, 100% achieved
  - 3<sup>rd</sup> objective: net debt, which must remain less than €2.5 billion, 100% reached
  - 4<sup>th</sup> objective: based on qualitative criteria determined by the Supervisory Board each year, 68.52% achieved
- $\rightarrow$  overall achivement percentage: 92.13%

# Executive Board's 2017 fixed and variable compensation

12<sup>th</sup> resolution: Frédéric Lemoine - 13<sup>th</sup> resolution: Bernard Gautier

		with respect to 2017
Frédéric	Fixed compensation	€1,260,000
Lemoine	Variable compensation	€1,334,964
Bernard	Fixed compensation	€840,000
Gautier	Variable compensation	€889,976

- Frédéric Lemoine and Bernard Gautier received benefits of €37,557 and €19,308, respectively: Group savings plan contribution matching and collective performance plan; unemployment insurance for Frédéric Lemoine
- Directors' fees paid by Group companies €195,510 to Frédéric Lemoine and €131,175 to Bernard Gautier – are included in the fixed compensation paid by Wendel

# - Executive Board's 2017 stock-option and performance share grants

12<sup>th</sup> resolution: Frédéric Lemoine - 13<sup>th</sup> resolution: Bernard Gautier

	Frédéric Lemoine	Bernard Gautier
Number of options granted	N/A*	33,968
Number of performance shares granted	N/A*	11,323

\* stock options and performance shares cancelled on 12/31/2017

- The amount allocated to the Executive Board represented 36% of the 1% of share capital approved by shareholders
- A 2-year presence condition
- A challenging performance condition over two years:
  - The average closing price over the 50 trading days preceding the Shareholders' Meeting must increase by at least 5% p.a.
- A holding period condition:
  - 25,000 Company shares must be held during the entire term

# - Frédéric Lemoine's departure terms

12<sup>th</sup> resolution

- The severance package was approved by shareholders in 2010 and each time his term was renewed, in 2013 and 2017
- It corresponded to exactly 2 years of his last annual fixed and variable compensation paid if objectives are achieved.
- It was subject to 2 performance conditions, which were achieved:
  - 1<sup>st</sup> condition related to the extent to which objectives of 2 of the last 3 years preceding his departure
  - 2<sup>nd</sup> condition related to the increase in NAV over the 12 months preceding his departure
- → Payment of €5,418 k at end-December 2017
  - The presence condition related to the 34,572 **performance shares** granted in July 2016 was satisfied on December 31, 2017, i.e. after 18 months

**Reminder:** the Supervisory Board also considered that the **co-investment realized** until 2017 by Frédéric Lemoine had been vested (see special report of the Statutory Auditors)

# - 2017 compensation for the Chairman of the Supervisory Board

14<sup>th</sup> resolution: François de Wendel

# 2017 compensation for the Chairman of the Supervisory Board €70, 000

# 2017 Director's fees for the Chairman of the Supervisory Board €77,000

# - 2018 policy on Executive Board compensation

9<sup>th</sup> resolution: André François-Poncet – 10<sup>th</sup> resolution: Bernard Gautier

The Supervisory Board is responsible for ensuring the **right balance** among the various elements of Executive Board members' compensation.

For the 2018-21 period, the Board **decided to make compensation more closely aligned with shareholders' interests:** 

- Option and performance share grants were increased and the proportion of co-investment reserved for the Executive Board was decreased (from 33.3% to 12.4%)
- The performance condition related to stock options requires that dividend payout be maintained
- The 3 performance conditions for the performance shares will be based exclusively on total shareholder return (TSR)
## - Executive Board's 2018 fixed and variable compensation

9<sup>th</sup> resolution: André François-Poncet – 10<sup>th</sup> resolution: Bernard Gautier

## Fixed compensation

- €1,150,000 for the Chairman of the Executive Board
- €840,000 for the member of the Executive Board

## Variable compensation

- of a maximum of 115% of fixed compensation, as in 2017
- based on 4 objectives
- $\rightarrow$  3 quantitative objectives, representing 65%
- performance of Bureau Veritas, as measured by its organic growth and operating income;
- performance of 4 principal unlisted companies, as measured by their organic growth and operating income;
- maximum debt of €2.5 billion
- $\rightarrow$  1 qualitative objective, representing 35%
- based on criteria selected each year by the Supervisory Board and including in particular, for 25% of this objective, the successful implementation of the compliance program and CSR

## - Executive Board's 2018 stock options and performance

9<sup>th</sup> resolution: André François-Poncet – 10<sup>th</sup> resolution: Bernard Gautier

# The Board of Directors has amended the performance conditions for stock options and performance shares:

## Options

- 2-year presence condition, with vesting of 50% of the options each year
- 2-year performance condition: ordinary dividend must be at least maintained from one year to the next

## Performance shares

- 2-year presence condition
- 3 performance conditions over 3 years, each validating 1/3 of the grant
  - 1<sup>st</sup> condition: absolute performance of Wendel's annualized TSR over 3 years
  - 2<sup>nd</sup> condition: relative performance of Wendel's annualized TSR over 3 years compared with that of the SBF 120
  - 3<sup>rd</sup> condition: relative performance of Wendel's annualized TSR compared with the TSR of a panel of listed investment company peers

# - Executive Board's 2018 stock options and performance shares

9<sup>th</sup> resolution: André François-Poncet – 10<sup>th</sup> resolution: Bernard Gautier

# The Board of Directors has amended the proportion of stock options and performance shares granted to the Executive Board:

- 0.124% of share capital for stock options
- 0.105% of share capital for performance shares
- out of the total of 1% of share capital approved by shareholders

# Severance package for the new Executive Board Chairman

6<sup>th</sup> resolution

- Shareholder approval of the severance package for André François-Poncet
- Severance package based on fixed compensation only and is below Afep-Medef recommendations
- 2 performance conditions:
  - The dividend paid in year n-1 must be greater than or equal to that paid in year n-2
  - Variable compensation paid must be at least 37% of the maximum variable compensation
- In the event of a change in control: the dividend paid on previous years' earnings must be greater than or equal to the dividend paid in 2017
- Details are available in the registration document (p. 106-07) and in the Meeting invitation booklet (p. 14-15)

	20 000
w Chairman of the Supervisory Board	€250,000
	WENDEL 41

€900,000

# 2018 Supervisory Board compensation policy

11<sup>th</sup> resolution

- Director's fees
  - Annual envelope approved in 2018 •
- New distribution of director's fees for 2018
- Basic director's fee €50,000 • Double director's fee for Chair(wo)men (Board and Committees) €100 000 Additional fee for committee membership €20 000
- Compensation for new

## Resolutions



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	Resolutions Ordinary/Special	
<b>2017</b> Financial statements	1 - 6	
Related-party agreements		
Governance		
Appointments and renewals of	7.0	
appointments to the Supervisory Board	7-8 9-11	
ex-ante Say-on-pay voting ex-post Say-on-pay voting	12-14	
Financial authorizations		
Buyback programme	15	
Capital increase	16-24	
Employee shareholders	25-27	

Approval of the financial statements and dividend

#### 1<sup>st</sup> resolution

Approval of the parent-company financial statements Net income: €116.9 million

#### 2<sup>nd</sup> resolution

Approval of the consolidated financial statements

Net income, Group share: €200 million

<sup>3<sup>rd</sup></sup> resolution Proposed dividend of €2.65

- > Ex-dividend date: May 22, 2018
- > Dividend payment: May 24, 2018

4<sup>th</sup> and 5<sup>th</sup> resolutions

Approval of related-party agreements

#### 6<sup>th</sup> resolution

Approval of the severance package for the new Group CEO

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7<sup>th</sup> and 8<sup>th</sup> resolutions

Renewal of the appointment of

**Guylaine Saucier** 

Appointment of

Franca Bertagnin Benetton

- Vote on compensation of corporate officers

9<sup>th</sup>, 10<sup>th</sup> and 11<sup>th</sup> resolutions

Vote on 2018 compensation policy for Executive Board and Supervisory Board members

12<sup>th</sup>, 13<sup>th</sup> and 14<sup>th</sup> resolutions

Vote on compensation paid or granted to Frédéric Lemoine, Bernard Gautier and François de Wendel with respect to 2017 - Financial authorizations - Buyback programme

#### 15<sup>th</sup> resolution

Authorization granted to the Executive Board to purchase the Company's shares at a maximum price of €250, up to a limit of 10% of the Company's share capital for 14 months



Financial authorizations - Capital increases

### 16<sup>th</sup> resolution

With preferential subscription rights maintained: €74 million

### 20<sup>th</sup> resolution

In the event of excess demand, by up to 15% of the initial issue

**23<sup>rd</sup> resolution** Through the capitalization of reserves, net

income or premiums, by up to  $\in 80$  million

17<sup>th</sup>, 18<sup>th</sup> and 19<sup>th</sup> resolutions
With preferential subscription rights
canceled: €18 million

### 21<sup>st</sup> and 22<sup>nd</sup> resolutions

In consideration for contributions in kind consisting of shares, for up to **10%** of the capital, or in connection with a public exchange offer for up to **€18 million**, included in the maximum amount set in the 17<sup>th</sup> resolution

24<sup>th</sup> resolution Overall ceiling: €185 million Duration of authorizations: 26 months

## Cannot be used during a takeover bid

All capital increases are subject to the prior authorization of the Supervisory Board

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## Employee shareholders

## 25<sup>th</sup> resolution

# Capital increase reserved for members of the Group savings plan

Maximum amount: €150,000

Duration: 14 months

#### 26<sup>th</sup> and 27<sup>th</sup> resolutions

Grants of stock options (subscription and/or purchase) and performance shares to corporate officers and employees

Overall ceiling: 1% of share capital, of which 0.5% for performance shares

Sub-limit for corporate officers: **0.124%** of share capital for stock options

**0.105%** of share capital for performance shares

Duration: **14 months** 

## Supervisory Board's comments



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## ₩ wendel

# To shareholders at their Ordinary Meeting

- on the parent-company financial statements
- on the consolidated financial statements
- on related-party agreements and commitments

# To shareholders at their Special Meeting

- on the issue of shares and various securities with or without cancellation of preferential subscription rights
- on the issue of shares or securities giving access to the capital, with preferential subscription rights canceled, reserved for members of the Group savings plan;
- on the authorization to grant stock options (subscription or purchase)
- on the authorization to award free existing shares or shares to be issued

## Questions / Answers



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## Vote on resolutions



## W wendel

## Approval of the 2017 parent-company financial statements

Net income: €116,893,047.42

## (page 348 of the 2017 Registration Document)

En milliers d'euros		2017	2016
Produits des titres de participation et des titres immobilisés de l'activité de portefeuille	Note 11	260 005	400 014
Autres produits et charges financiers	Note 12		
Produits			
<ul> <li>Produits des créances et des placements de trésorerie</li> </ul>		32 766	53 592
<ul> <li>Reprises de provisions</li> </ul>		26 672	22 774
Charges			
<ul> <li>Intérêts et charges assimilées</li> </ul>		172 975	175 566
<ul> <li>Dotations aux amortissements et aux provisions</li> </ul>		20 150	24 137
RÉSULTAT FINANCIER		126 319	276 678
Produits d'exploitation	Note 13		
Autres produits		13 828	13 312
Reprises de provisions & transfert de charges		1 315	6 067
Charges d'exploitation			
Achats et charges externes		14 544	19 949
Impôts, taxes et versements assimilés		3 582	2 332
Salaires et traitements	Note 14	16 810	12 314
Charges sociales		8 295	7 218
Dotations aux amortissements & charges à répartir		5 860	4 128
Autres charges		767	695
RÉSULTAT D'EXPLOITATION		- 34 715	- 27 257
RÉSULTAT COURANT		91 603	249 421
Produits exceptionnels			
Sur opérations de gestion		918	53
Sur opérations en capital		12 364	2
Reprises de provisions		300	-
Charges exceptionnelles			
Sur opérations de gestion		59	121 914
Sur opérations en capital		15	-
Dotations aux provisions		118	1 354
RÉSULTAT EXCEPTIONNEL	Note 15	13 389	- 123 213
IMPÔT SUR LES BÉNÉFICES	Note 16	11 900	9 335
BÉNÉFICE (PERTE)		116 893	

## Approval of the 2017 consolidated financial statements

Net income, Group share: €200,031 thousand

## (page 250 of the 2017 Registration Document)

En millions d'euros	Note	2017	2016
Chiffre d'affaires	6 et 17	8 329,1	7 682,7
Autres produits de l'activité		18,5	17,3
Charges opérationnelles		- 7 606,1	- 6 928,0
Résultat sur cessions d'actifs		- 3,9	2,8
Dépréciation d'actifs		- 40,9	1,2
Autres produits et charges		- 12,8	- 99,6
RÉSULTAT OPÉRATIONNEL	6 et 18	683,9	676,3
Produits de trésorerie et d'équivalents de trésorerie		- 35,1	26,8
Coût de l'endettement financier brut		- 396,4	- 387,9
Coût de l'endettement financier net	6 et 19	- 431,5	- 361,1
Autres produits et charges financiers	6 et 20	71,8	- 121,1
Charges d'impôt	6 et 21	- 178,3	- 201,7
Résultat net des sociétés mises en équivalence	6 et 22	41,0	- 268,6
RÉSULTAT NET AVANT RÉSULTAT DES ACTIVITÉS ARRÊTÉES OU DESTINÉES À ÊTRE CÉDÉES		186,9	- 276,3
Résultat net des activités arrêtées ou destinées à être cédées	23	347,2	135,2
RÉSULTAT NET		534,1	- 141,1
Résultat net - part des minoritaires		334,1	225,7
RÉSULTAT NET - PART DU GROUPE		200,0	- 366,8

Net income allocation, dividend approval and dividend payment

Dividend of €2.65 per share Ex-dividend date: May 22, 2018 Dividend payment date: May 24, 2018

## Approval of related-party agreements

- Co-investment made by Frédéric Lemoine
- 2018-21 co-investment principles applicable to Executive Board members

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## Approval of related-party agreements with Wendel-Participations

- Agreement on application of anticorruption measures (Sapin 2 law) and CBCR
- Agreement on the use of the Wendel brand

Approval of commitments made in the event of the termination of the duties of the new Group CEO Renewal of the appointment of Guylaine Saucier as a member of the Supervisory Board

- **Guylaine Saucier**
- Term of office: 4 years
- Independent member



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## Appointment of Franca Bertagnin Benetton to the Supervisory Board

Franca Bertagnin Benetton

Term of office: 4 years

Independent member



Vote on the 2018 compensation policy for the Chairman of the Executive Board

Vote on the 2018 compensation policy for the member of the Executive Board

Vote on the 2018 compensation policy for Supervisory Board members

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## Vote on compensation paid or granted to Frédéric Lemoine in 2017

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## Vote on compensation paid or granted to Bernard Gautier in 2017

## Vote on compensation paid or granted to François de Wendel
Authorization granted to the Executive Board to purchase the Company's shares at a maximum price of €250, up to a limit of 10% of the share capital

Duration: 14 months

# Delegation of power to the Executive Board to increase share capital with preferential subscription rights maintained up to a maximum par value of €74 million

Duration: 26 months

Delegation of power to the Executive Board to increase share capital, with preferential subscription rights canceled but with the possibility of granting a priority period for shareholders, for a maximum par value of €18 million

Duration: 26 months

Delegation of power to the Executive Board to increase share capital through the issue of shares or securities giving access to the Company's capital with preferential subscription rights canceled, under a private placement

Duration: 26 months

Authorization for the Executive Board to set the issue price, using the method set forth by shareholders at their Annual Meeting, for shares or securities with preferential subscription rights canceled, up to a yearly limit of 10% of the share capital

Duration: 26 months

Delegation of power to the Executive Board to increase the number of shares to be issued in the event of excess demand, by up to 15% of the initial issue, with preferential subscription rights maintained or canceled

Duration: 26 months

Delegation of power to the Executive Board to increase capital in consideration for contributions of securities, with preferential subscription rights canceled

Duration: 26 months

# Delegation of power to the Executive Board to increase capital in consideration for contributions of shares through a public exchange offer, with preferential subscription rights canceled

Duration: 26 months

Delegation of power to the Executive Board to increase share capital through the capitalization of reserves, profits or premiums, by up to €80 million

Duration: 26 months

## Maximum aggregate amount of capital increases

- Ceiling: €185 million par value
- Duration: 26 months

Delegation of power to the Executive Board to increase share capital, with preferential subscription rights canceled, through the issue of shares or securities giving access to the capital reserved for members of the Group savings plan, up to a maximum par value of €150 thousand

Duration: 14 months

Authorization granted to the Executive Board to grant stock options (subscription and/or purchase) to corporate officers and employees, with preferential subscription rights canceled, up to a maximum of 1% of the share capital

- Sub-limit for members of the Executive Board: 0.124% of capital
- Overall ceiling shared by the 31<sup>st</sup> and 32<sup>nd</sup> resolutions
- Duration: 14 months

Authorization granted to the Executive Board to grant performance shares to corporate officers and employees, with preferential subscription rights canceled, up to maximum of 0.5% of the share capital

- Sub-limit for members of the Executive Board: 0.105% of capital
- Overall ceiling shared by the 26<sup>th</sup> and 27<sup>th</sup> resolutions
- Duration: 14 months

## Powers for legal formalities

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