

MAZARS

**M.A.J.**

**Statutory Auditor's report on the  
annual financial statements**

Year ended December 31, 2015

**M.A.J.**

Public limited company (Société anonyme) with share capital of €142,515,408  
Registered office: 31 Chemin Latéral au Chemin de Fer, 93500 Pantin, France  
Trade Register & no.: Bobigny 775 733 835

**Statutory Auditor's report on the annual  
financial statements**

Year ended December 31, 2015

**M.A.J.**  
Annual financial  
statements  
Fiscal year ended  
December 31, 2015

*This is a free translation into English of the statutory auditor's report on the financial statements issued in French and it is provided solely for the convenience of English-speaking users. This report should be read in conjunction with and construed in accordance with French law and professional auditing standards applicable in France.*

## **Statutory Auditor's report on the annual financial statements**

To the Shareholders,

In compliance with the assignment entrusted to us by your General Meeting, we hereby report to you, for the year ended December 31, 2015, on:

- the audit of the accompanying financial statements of M.A.J. as attached to this report,
- the justification of our assessments,
- the specific verifications and information required by French law.

The annual financial statements have been prepared by the Board of Directors. Our role is to express an opinion on these financial statements based on our audit.

### **I - Opinion on the financial statements**

We conducted our audit in accordance with the professional standards applicable in France. Those standards require that we plan and perform the audit to obtain reasonable assurance that the financial statements are free of material misstatement. An audit involves performing procedures, using sampling techniques or other methods of selection, to obtain audit evidence about the amounts and disclosures in the financial statements. An audit also includes evaluating the appropriateness of accounting policies used and the reasonableness of accounting estimates made, as well as the overall presentation of the consolidated financial statements. We believe that the audit evidence we have obtained is sufficient and appropriate to provide a basis for our audit opinion.

In our opinion, the financial statements give a true and fair view of the assets and liabilities and of the financial position of the company and of the results of its operations for the year just ended in accordance with French accounting rules and principles.

### **II - Justification of our assessments**

In accordance with the provisions of Article L. 823-9 of the French Commercial Code relating to the justification of our assessments, we hereby inform you that our assessments were based on the appropriateness of the accounting principles and significant estimates used, in particular:

**M.A.J.**  
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- As stated in Note 3.1 “Non-current Assets” of the Notes to the annual financial statements, equity investments were valued at their value in use. We have verified the relevance of the approaches used by the company based on the information available to date, as well as the reasonable nature of the assumptions used and the resulting valuations.

These assessments were made as part of our audit of the financial statements taken as a whole, and therefore contributed to the opinion we formed which is expressed in the first part of this report.

### **III - Specific verifications and information**

In accordance with professional standards applicable in France, we have also performed the specific verifications required by French law.

We have no matters to report as to the fair presentation and the consistency with the annual financial statements of the information given in the Board of Directors’ management report and in the documents sent to the shareholders with respect to the financial position and the annual financial statements.

As regards the information provided in accordance with the requirements of Article L. 225-102-1 of the French Commercial Code on compensation and benefits paid to corporate officers and commitments made in their favor, we verified its consistency with the financial statements or with the underlying information used to prepare these financial statements and, where applicable, with the information obtained by your Company from companies controlling it or controlled by it. On the basis of this audit, we certify that the information is true and fair.

In accordance with French law, we have verified that the required information concerning purchase of equity interests and controlling interests in the company have been properly disclosed in the management report.

Courbevoie, June 2, 2016,

The Statutory Auditor,  
French original signed by

**MAZARS**

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# I. STATEMENT OF FINANCIAL POSITION AS AT 12/31/2015

## A. Statement of financial position – Assets

| Figures expressed in euros                      | Gross Amount         | Accum.<br>Depr./Amort. &<br>Impairm. losses | Net<br>12/31/2015    | Net<br>12/31/2014    |
|---|----------------------|---|----------------------|----------------------|
| Subscribed capital uncalled                     |                      |   |                      |                      |
| <b>INTANGIBLE ASSETS</b>                        |                      |   |                      |                      |
| Set-up costs                                    | 350                  | 350   |                      |                      |
| Development costs                               | 2,917                | 2,917                                       |                      |                      |
| Concessions, patents and other rights           | 2,946,718            | 2,250,064                                   | 696,655              | 821,676              |
| Business goodwill                               | 50,235,212           | 8,970,489                                   | 41,264,723           | 38,614,112           |
| Other intangible assets                         | 444,012              |   | 444,012              | 597,934              |
| Advances and prepayments on intangible assets   |                      |   |                      |                      |
| <b>PROPERTY, PLANT AND EQUIPMENT</b>            |                      |   |                      |                      |
| Land  | 3,615,160            |   | 3,615,160            | 3,615,160            |
| Buildings                                       | 85,140,973           | 51,621,564                                  | 33,519,409           | 30,785,386           |
| Fittings, machinery and equipment               | 195,572,866          | 113,449,684                                 | 82,123,182           | 72,157,506           |
| Other tangible assets                           | 338,685,917          | 179,051,247                                 | 159,634,670          | 155,767,104          |
| Assets in progress                              | 6,322,481            |   | 6,322,481            | 4,769,241            |
| Advances and prepayments                        |                      |   |                      |                      |
| <b>FINANCIAL ASSETS</b>                         |                      |   |                      |                      |
| Equity-accounted companies                      |                      |   |                      |                      |
| Other equity investments                        | 464,508,524          | 69,177,450                                  | 395,331,074          | 339,617,840          |
| Loans and advances to equity investees          |                      |   |                      |                      |
| Other investments                               | 5,352                | 1,244                                       | 4,108                | 4,107                |
| Loans   | 26,817               |   | 26,817               | 59,243               |
| Other financial assets                          | 1,296,683            |   | 1,296,683            | 2,679,152            |
| <b>FIXED ASSETS</b>                             | <b>1,148,803,981</b> | <b>424,525,010</b>                          | <b>724,278,971</b>   | <b>649,488,466</b>   |
| <b>INVENTORIES AND WORK IN PROGRESS</b>         |                      |   |                      |                      |
| Raw materials, supplies                         | 6,108,491            |   | 6,108,491            | 5,813,411            |
| Goods in progress                               |                      |   |                      |                      |
| Services in progress                            |                      |   |                      |                      |
| Finished and semi-finished goods                |                      |   |                      |                      |
| Goods purchased for resale                      | 27,905               |   | 27,905               | 32,001               |
| Advances and prepayments on orders              | 927,165              |   | 927,165              | 52,362               |
| <b>RECEIVABLES</b>                              |                      |   |                      |                      |
| Trade receivables                               | 137,166,526          | 11,237,114                                  | 125,929,411          | 128,459,080          |
| Other receivables                               | 271,721,284          | 7,613,035                                   | 264,108,249          | 210,719,755          |
| Subscribed capital called but not paid          |                      |   |                      |                      |
| <b>OTHER</b>                                    |                      |   |                      |                      |
| Marketable securities<br>(o/w treasury shares): | 32,435,673           |   | 32,435,673           | 34,248,838           |
| Cash and cash equivalents                       | 4,612,100            |   | 4,612,100            | 3,699,838            |
| <b>ADJUSTMENT ACCOUNTS</b>                      |                      |   |                      |                      |
| Prepaid expenses                                | 3,451,541            |   | 3,451,541            | 2,828,002            |
| <b>CURRENT ASSETS</b>                           | <b>456,450,685</b>   | <b>18,850,149</b>                           | <b>437,600,536</b>   | <b>385,853,291</b>   |
| Deferred debt issuance costs                    |                      |   |                      |                      |
| Bond discounts                                  |                      |   |                      |                      |
| Exchange adjustments on assets                  |                      |   |                      | 17,438               |
| <b>GRAND TOTAL</b>                              | <b>1,605,254,666</b> | <b>443,375,159</b>                          | <b>1,161,879,507</b> | <b>1,035,359,195</b> |

**B. Statement of financial position – Equity and Liabilities**

| Figures expressed in euros                                    | Fiscal year<br>2015  | Fiscal year<br>2014  |
|---|----------------------|----------------------|
| Issued capital (o/w paid-up: 142,515,408)                     | 142,515,408          | 133,568,032          |
| Additional paid-in capital                                    | 161,052,624          |                      |
| Revaluation adjustments (o/w for equity-accounted companies:) | 11,159               | 11,158               |
| Legal reserve   | 13,356,803           | 56,803               |
| Regulatory or contractual reserves                            |                      |                      |
| Regulated Reserves (o/w translation reserve:)                 |                      |                      |
| Other reserves (o/w purchases of original works of art:)      | 12,810,792           | 4,813,406            |
| Retained earnings   | 109,049              | -2,726,016           |
| <b>NET INCOME (LOSS) FOR THE PERIOD</b>                       | <b>31,800,180</b>    | <b>88,495,547</b>    |
| Investment grants   | 152,047              | 182,969              |
| Regulated provisions  | 163,819,513          | 155,617,507          |
| <b>EQUITY</b>   | <b>525,627,575</b>   | <b>380,019,407</b>   |
| Proceeds from issuance of profit-sharing loans                |                      |                      |
| Conditional advances  |                      |                      |
| <b>OTHER QUASI-EQUITY</b>                                     |                      |                      |
| Provisions for risks  | 9,368,881            | 9,694,368            |
| Provisions for expenses                                       | 13,299,124           | 13,226,234           |
| <b>PROVISIONS</b>   | <b>22,668,005</b>    | <b>22,920,602</b>    |
| <b>FINANCIAL LIABILITIES</b>                                  |                      |                      |
| Convertible bond loans  |                      |                      |
| Other bonds   |                      |                      |
| Bank loans  | 111,649,245          | 160,971,195          |
| Sundry loans & other borrowings (o/w profit-sharing:)         | 330,807,904          | 288,978,446          |
| Advances and deposits on orders in progress                   |                      |                      |
| <b>OPERATING LIABILITIES</b>                                  |                      |                      |
| Trade payables and related accounts                           | 44,594,926           | 62,491,375           |
| Tax and employee-related liabilities                          | 81,708,774           | 84,443,086           |
| <b>SUNDRY LIABILITIES</b>                                     |                      |                      |
| Amounts due on non-current assets and related accounts        | 9,981,887            | 6,818,729            |
| Other liabilities   | 2,406,799            | 1,554,444            |
| <b>ADJUSTMENT ACCOUNTS</b>                                    |                      |                      |
| Deferred income   | 24,483,680           | 25,178,808           |
| <b>LIABILITIES</b>  | <b>605,633,216</b>   | <b>630,436,085</b>   |
| Exchange adjustments on liabilities                           | 7,950,712            | 1,983,100            |
| <b>GRAND TOTAL</b>  | <b>1,161,879,507</b> | <b>1,035,359,195</b> |

## II. INCOME STATEMENT AS AT 12/31/2015

| Figures expressed in euros   | Fiscal year<br>2015 |                |   | Fiscal year<br>2014 |
|--|---------------------|----------------|---|---------------------|
|  | France              | Exports        | Total                                     |                     |
| Sale of goods purchased for resale                                       | 1,042,879           | 89,153         | 1,132,032                                 | 1,284,899           |
| Sales of goods   | 1,236               |                | 1,236                                     |                     |
| Sales of services  | 563,024,245         | 139,379        | 563,163,624                               | 550,531,023         |
| <b>REVENUE</b>   | <b>564,068,361</b>  | <b>228,532</b> | <b>564,296,893</b>                        | <b>551,815,922</b>  |
| Production inventoried   |                     |                |   |                     |
| Production capitalized   |                     |                |   |                     |
| Operating grants   |                     |                | 89,295                                    | 6,933               |
| Reinvoiced expenses, reversals of prov. & accum. depr./amort. & impairm. |                     |                | 13,237,003                                | 12,508,951          |
| Other income   |                     |                | 26,113,735                                | 24,508,513          |
| <b>RECURRING OPERATING INCOME</b>  |                     |                | <b>603,736,925</b>                        | <b>588,840,321</b>  |
| Purchases of goods for resale (including customs duties)                 |                     |                | 4,139,282                                 | 1,331,199           |
| Change in inventories – goods purchased for resale                       |                     |                | 5,914                                     | 64,102              |
| Purchases of raw materials and supplies                                  |                     |                | 43,348,420                                | 47,323,319          |
| Change in inventories (raw materials and supplies)                       |                     |                | -305,637                                  | -1,299,512          |
| Other purchases and external expenses                                    |                     |                | 135,320,759                               | 123,968,297         |
| Taxes and duties   |                     |                | 24,518,737                                | 21,008,391          |
| Salaries and wages   |                     |                | 149,976,953                               | 143,234,328         |
| Social security contributions  |                     |                | 42,332,123                                | 42,251,025          |
| Depreciation, amortization, impairment and provisions:                   |                     |                |   |                     |
| Non-current assets: depreciation and amortization expense                |                     |                | 98,740,553                                | 92,303,573          |
| Non-current assets: impairment losses                                    |                     |                |   |                     |
| Current assets: impairment losses  |                     |                | 8,460,773                                 | 9,822,266           |
| Additions to provisions  |                     |                | 1,337,585                                 | 1,096,780           |
| Other expenses   |                     |                | 5,830,912                                 | 4,906,795           |
| <b>RECURRING OPERATING EXPENSES</b>                                      |                     |                | <b>513,706,375</b>                        | <b>486,010,567</b>  |
|  |                     |                | <b>OPERATING RESULT (PROFIT/LOSS)</b>     | <b>102,829,753</b>  |
| <b>SHARED TRANSACTIONS</b>   |                     |                |   |                     |
| Net income transferred in or net loss transferred out                    |                     |                |   |                     |
| Net loss transferred in or net income transferred out                    |                     |                |   |                     |
| <b>FINANCIAL INCOME</b>  |                     |                | <b>57,745,075</b>                         | <b>49,707,271</b>   |
| Financial earnings from equity investments                               |                     |                | 21,174,627                                | 41,132,355          |
| Income from other securities and non-current assets loans                |                     |                | 1,012                                     | 2,573               |
| Other interest income  |                     |                | 4,492,234                                 | 7,231,038           |
| Reinvoiced expenses and reversals of provisions                          |                     |                | 31,164,194                                | 1,244,000           |
| Foreign currency translation gains                                       |                     |                | 866,146                                   | 60,638              |
| Net income on disposals of marketable securities                         |                     |                | 46,862                                    | 36,665              |
| <b>FINANCIAL EXPENSES</b>  |                     |                | <b>67,909,797</b>                         | <b>20,167,258</b>   |
| Amortization and provisions on financial assets                          |                     |                | 51,684,655                                | 4,166,061           |
| Interest expense   |                     |                | 16,179,949                                | 15,993,494          |
| Foreign currency translation losses                                      |                     |                | 45,193                                    | 7,702               |
| Net loss on disposals of marketable securities                           |                     |                |   |                     |
|  |                     |                | <b>FINANCIAL INCOME</b>                   | <b>29,540,013</b>   |
|  |                     |                | <b>CURRENT PROFIT/LOSS BEFORE TAXES</b>   | <b>132,369,766</b>  |
| <b>NON-RECURRING INCOME</b>  |                     |                | <b>53,173,744</b>                         | <b>126,048,275</b>  |
| Non-recurring income from management transactions                        |                     |                | 1,518,575                                 | 1,804,481           |
| Non-recurring income from capital transactions                           |                     |                | 635,895                                   | 66,432,572          |
| Reinvoiced expenses and reversals of provisions                          |                     |                | 51,019,275                                | 57,811,221          |
| <b>NON-RECURRING EXPENSES</b>  |                     |                | <b>79,823,607</b>                         | <b>132,974,273</b>  |
| Non-recurring expenses on management transactions                        |                     |                | 20,571,425                                | 11,875,741          |
| Non-recurring expenses on capital transactions                           |                     |                | 667,456                                   | 53,198,593          |
| Non-recurring depreciation, amortization and provisions                  |                     |                | 58,584,726                                | 67,899,938          |
|  |                     |                | <b>EXTRAORDINARY RESULT (PROFIT/LOSS)</b> | <b>-6,925,997</b>   |
| Employee profit-sharing  |                     |                | 4,252,114                                 | 7,615,142           |
| Income tax expense   |                     |                | 17,163,670                                | 29,333,080          |
| <b>TOTAL INCOME</b>  |                     |                | <b>714,655,744</b>                        | <b>764,595,869</b>  |
| <b>TOTAL EXPENSES</b>  |                     |                | <b>682,855,564</b>                        | <b>676,100,321</b>  |
| <b>PROFIT OR LOSS</b>  |                     |                | <b>31,800,180</b>                         | <b>88,495,547</b>   |

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# 1. COMPANY BUSINESS AND SIGNIFICANT EVENTS DURING THE PERIOD

## 1.1. Company's business

Rental and leasing of other personal and household goods.

## 1.2. Significant events of the year

The financial statements for the year cover the 12-month period from 01/01/2015 to 12/31/2015, expressing a net result of €31,800,180.

### 1) Contributions:

- ⇒ Universal transfer of assets from SARL Sud-Ouest Hygiène Services as of 01/02/2015
- ⇒ Universal transfer of assets from SARL Poulard 1836 as of 10/31/2015
- ⇒ Universal transfer of assets from SAS Districlean Service as of 12/14/2015

### 2) Financial interests: new acquisitions and subscriptions to capital increase

- ⇒ Acquisition of 100% of the capital of Aquitaine Service Développement (including its subsidiary Blanchisserie Professionnelle d'Aquitaine) as of 04/08/2015
- ⇒ Acquisition of 100% of the capital of Hygiène Contrôle Ile de France as of 7/31/2015
- ⇒ Acquisition of 100% of the capital of the company established under Chilean law Elis Chile (Santiago de Chile) as of 9/30/2015
- ⇒ Subscription and capital increase of the Chilean subsidiary Elis Chile in November 2015 for a total amount of €15 million
- ⇒ Subscription to capital increases of the Brazilian subsidiary Atmosfera in 2015 for a total amount of €47.1 million
- ⇒ Subscription to a capital increase of the Italian subsidiary Elis Italia for an amount of €1 million by offsetting current account receivables.

### 3) Goodwill:

- ⇒ Leasing and management under the GRENELLE SERVICE subsidiary of the business of the establishments in Coignières as of 3/01/2015 and in Chilly-Mazarin as of 8/01/2015
- ⇒ Acquisition of the business Hytop (Villepreux) as of 4/01/2015
- ⇒ Acquisition of the business TPS (Avignon) as of 11/01/2015
- ⇒ Acquisition of the business Le Grand Blanc from the company Blanchisserie Professionnelle d'Aquitaine as of 12/01/2015

4) Capital increase of the company of €8,947,376 by way of the issue of 559,211 new shares performed as of 11/09/2015

## 2. SIGNIFICANT EVENTS SINCE THE END OF THE PERIOD

As of the date of presentation of the financial statements, there were no events after 12/31/2015 that could have a significant impact on the company's financial position.

## 3. ACCOUNTING METHODS AND RULES

Generally accepted accounting principles have been applied, including the principle of prudence, in accordance with the following basic assumptions: going concern, consistency of accounting methods from one fiscal year to the next, independence of fiscal years (accrual basis), in accordance with the general rules governing the preparation and presentation of annual financial statements defined by the French General Chart of Accounts.

The basic method used to measure the items recognized in the financial statements is the historical cost method.

- **Change of valuation method**

There were no notable changes in valuation method during the year.

- **Changes in presentation method**

There were no notable changes in presentation method during the year.

The main accounting policies applied are as follows:

### 3.1. Non-current assets

- **Property, plant and equipment and intangible assets**

Property, plant and equipment are valued at their acquisition cost, comprising ancillary costs incurred for their preparation for use, except for certain ancillary costs (transfer taxes, fees and commissions, and cost of deeds) which are recorded as charges for the year.

Some property, plant and equipment items were revalued (those acquired before December 31, 1976) or recognized at their contribution value when they came from certain absorbed companies.

The depreciable basis for property, plant and equipment is calculated as the acquisition cost less their residual value at the end of their useful life, which is usually zero.

Depreciation of property, plant and equipment is calculated on a straight-line basis over the expected useful life of the item or its component parts. Component parts and their depreciation over time periods that are different from those of the structure itself are identified and implemented for constructions. The conditions of use of the other fixed asset types do not require the prior identification of component parts, except in the event of

accidental failure leading to the replacement of significant items essential to the operation of the relevant fixed asset.

The depreciation periods applied by the company prior to the first year of application of CRC Regulation no. 2002-10 were retained for the calculation of accelerated depreciation and amortization, according to the rules outlined below.

Depreciation is calculated according to the expected life of the asset.

The most commonly used rates are as follows (SL = straight line, D = declining balance):

| Intangible assets   | Depreciation and Amortization | Deprec. used for tax purposes |
|---------------------|-------------------------------|-------------------------------|
| Goodwill            |                               | None (1)                      |
| Drawings            |                               | 3 years SL                    |
| ERP                 |                               | 15 years SL                   |
| Software            | 5 years SL                    | 12 months SL or expenses      |
| Production Software | 10 years SL                   | 5 years SL                    |

- (1) Goodwill acquired up to January 31, 1997 was amortized on a straight-line basis over five years. Those assets acquired after this date were recognized in the statement of financial position at their acquisition cost and no longer amortized, but may be depreciated.

| Property, plant and equipment                                       | Depreciation and Amortization | Deprec. used for tax purposes |
|---|-------------------------------|-------------------------------|
| <b>Buildings</b>  |                               |                               |
| Shell (structure, facade, roofing)                                  |                               | 50 years SL                   |
| Building (internal walls, partitions, painting and floor coverings) |                               | 10 years SL                   |
| <b>Equipment and tooling</b>  |                               |                               |
| Production equipment  | 10, 15 or 30 years SL         | 5 or 10 years D               |
| Transportation equipment  | 4, 6 or 8 years SL            | 4 years SL                    |
| Office equipment and furniture                                      |                               | 5 or 10 years SL              |
| Computer equipment  |                               | 5 years SL                    |
| <b>Textile items</b>  |                               |                               |
| Flat linens   | 3 years (average) SL          | 1.5 years D                   |
| Workwear  | 3.25 years (average) SL       | 1.5 years D                   |
| Hand towel rolls  | 4 years SL                    | 1.5 years D                   |
| Carpeting   | 4 years SL                    | 2 years SL                    |
| <b>Appliances and other rented items</b>                            |                               |                               |
| Hygiene, air purification, drinks dispensers, etc.                  | 2, 4 or 5 years SL            | 1 or 2 years SL               |

#### ■ Financial assets

*Equity investments and other securities:*

Their gross amount has been the acquisition cost, including any ancillary costs, since the first application of Opinion no. 2007-C issued on June 15, 2007 by the Urgent Issues Committee of the French National Accounting Board (CNC). Prior to this Opinion, transfer taxes, fees and commissions, and cost of deeds were recognized in expenses for the year. A five-year accelerated depreciation of these costs is then applied.

When the value in use is less than the gross amount, an impairment loss is recognized for the difference. The value in use is estimated based on the share of the net assets held by the Company at the end of the last known fiscal year, with the significant items of property, plant and equipment and intangible assets being remeasured.

### **3.2. Valuation of inventories**

Inventories are valued using the weighted average unit cost method. The gross value of goods and supplies includes the purchase price and ancillary costs, with the exception of any added value.

- **Raw materials and goods**

Inventories of raw materials, consumables, and spare parts are recorded at acquisition cost and have high turnover.

- **Work in progress and finished products**

None

- **Write-down of inventories**

A write-down is made if the net realizable value becomes lower than the cost of the inventoried items.

### **3.3. Receivables and liabilities**

Receivables are recorded at their face value.

An impairment loss is recognized when the recoverable amount is less than the carrying amount.

### **3.4. Marketable securities**

Marketable securities are stated in the statement of financial position at their purchase price. If their expected trading value at the end of the fiscal year is less than their purchase price, an impairment loss is recognized for the difference.

### **3.5. Translation of transactions in foreign currencies**

Income and expenses denominated in foreign currencies are recorded at their transaction-date equivalent amount.

Where applicable liabilities, receivables, cash and cash equivalents denominated in foreign currencies are converted and accounted for on the statement of financial position based on the latest known quoted price on the reporting date.

Resulting differences are recognized on the statement of financial position under “Foreign currency translation gains” and “Foreign currency translation losses.”

The amount of unrealized foreign currency translation losses not offset by foreign exchange risk hedge is recorded under “Provisions for risks.”

### **3.6. Regulated provisions**

Regulated provisions are reported under “Equity” on the statement of financial position and are detailed in Note 5.4 “Statement of provisions”. They are tax items corresponding to the provision for accelerated depreciation and amortization calculated according to the French tax regulations, equal to the difference between:

- depreciation and amortization calculated over the useful lives in effect until the date of the initial application of CRC Regulation no. 2002-10, using the declining balance method for eligible assets or, alternatively, the straight-line method;
- economic depreciation recognized as assets according to the principles described above.

The additions to or reversals of accumulated accelerated depreciation and amortization are recognized in net non-recurring income.

### **3.7. Other provisions for risks and expenses**

They primarily comprise environmental provisions that are assessed based on an expert report and the company's experience in this area. They correspond to the gross amount, undiscounted cost of studies or work that must be carried out and borne to meet its environmental obligations. They relate to sites or categories of work which are to be dealt with in the foreseeable future.

### **3.8. Employee benefit liabilities**

Retirement benefits for employees and additional retirement benefit commitments made to a category of senior management outlined at the Ordinary General Meeting of December 10, 1981 are subject to provisions calculated and recorded in accordance with Method 2 of ANC recommendation no. 2013-02 dated 11/7/2013.

Changes in retirement benefit obligations resulting from changes in actuarial assumptions or retirement plans occurring during the year are recognized directly in net non-recurring income: the provisions recorded as at the reporting date are thus equal to the actuarial obligation determined in accordance with Revised IAS 19.

Additional provisions are recorded for long-service award obligations, calculated in accordance with the Company's internal procedures on the basis of statistical and discounting assumptions. Changes in these provisions during the year are immediately and collectively recognized in income.

## 4. NOTES TO THE STATEMENT OF FINANCIAL POSITION – ASSETS

### 4.1. Property, plant and equipment and intangible assets

#### ▪ Acquisitions and disposals for the year

| Figures expressed in euros                        | As at<br>12/31/2014 | Acquisitions       | Reclassifica-<br>tions and<br>corrections<br>+/- | Disposals         | As at<br>12/31/2015 |
|---|---------------------|--------------------|--|-------------------|---------------------|
| Set-up and development costs                      | 3,266               |                    |  | -1                | 3,267               |
| Other intangible assets                           | 51,030,959          | 3,062,162          | 394,989  | 72,190            | 53,625,942          |
| <b>Total intangible assets</b>                    | <b>51,034,225</b>   | <b>3,062,162</b>   | <b>394,989</b>                                   | <b>72,189</b>     | <b>53,629,209</b>   |
| Land  | 3,615,160           |                    |  | 0                 | 3,615,160           |
| Buildings on own land                             | 25,019,622          | 159,346            | 25,066   | 22,638            | 25,131,264          |
| Buildings on leased land                          | 24,308,081          | 4,064,267          | -1,235,794                                       | 129,725           | 29,478,416          |
| Building fixtures and fittings                    | 29,690,677          | 843,788            | -5,537   | 8,709             | 30,531,293          |
| General installations and fittings                |                     |                    |  |                   |                     |
| Technical installations, machinery and equipment  | 180,084,885         | 20,787,474         | -1,379,886                                       | 6,679,379         | 195,572,866         |
| Transportation equipment                          | 48,786,553          | 4,210,426          | -323,300   | 1,984,706         | 51,335,573          |
| Office and computer equipment, and furniture      | 16,997,705          | 1,306,419          | -101,085   | 1,005,472         | 17,399,737          |
| Recyclable and other packaging                    | 266,229,310         | 81,278,701         | -17,796  | 77,575,200        | 269,950,607         |
| <b>Total property, plant and equipment</b>        | <b>594,731,993</b>  | <b>112,650,421</b> | <b>-3,038,332</b>                                | <b>87,405,829</b> | <b>623,014,916</b>  |
| Property, plant and equipment in progress (1)     | 4,769,241           | 4,196,583          | 2,643,342  |                   | 6,322,481           |
| <b>Total amounts due to suppliers of PP&amp;E</b> | <b>4,769,241</b>    | <b>4,196,583</b>   | <b>2,643,342</b>                                 | <b>0</b>          | <b>6,322,481</b>    |
| Prepayments                                       |                     |                    |  |                   |                     |
| <b>TOTAL</b>                                      | <b>650,535,459</b>  | <b>119,909,166</b> | <b>-1</b>  | <b>87,478,018</b> | <b>682,966,606</b>  |

(1) Changes in property, plant and equipment items and intangible asset items from one year to the next are due to acquisitions and disposals of assets made by the Company in respect of its business.



■ **Remarks on fixed assets**

The company holds the following goodwill:

| Figures expressed in euros |                                     | Tax value | Gross amount | Accumulated impairment losses | Balance as at 12/31/2015 |
|----------------------------|-------------------------------------|-----------|--------------|-------------------------------|--------------------------|
| 1953                       | 8 rue du GI Compans PANTIN          | 1,524     | 1,829        | 1,829                         | 0                        |
| 1957                       | 17 av. E. Vaillant PANTIN           | 9,147     | 11,434       | 11,434                        | 0                        |
| 1961                       | 5 rue du Débarcadère PANTIN         | 5,946     | 5,946        | 5,946                         | 0                        |
| 1978                       | 21 rue de Baconnes BEZANNES         | 1,220     | 1,220        | 1,220                         | 0                        |
| 1986                       | Z.I. Est -A. Engachies- AUCH        | 76,225    | 76,225       | 76,225                        | 0                        |
| 1987                       | 49 bd. Jean Jaurès NIMES            | 0         | 0            | 0                             | 0                        |
| 1987                       | 7 rte de Morières AVIGNON           | 126,533   | 126,533      | 126,533                       | 0                        |
| 1987                       | 15 av. du GI Delambre BEZONS        | 249,021   | 249,021      | 249,021                       | 0                        |
| 1987                       | 20 rue des Cosmonautes CHOISY       | 40,856    | 40,856       | 40,856                        | 0                        |
| 1991                       | Leasehold COIGNIERES                | 47,735    | 45,735       | 45,735                        | 0                        |
| 1992                       | Impasse Faye BORDEAUX               | 934,406   | 934,406      | 934,406                       | 0                        |
| 1992                       | 133 bd. de la Madeleine NICE        | 3,722,455 | 3,722,455    | 3,722,455                     | 0                        |
| 1994                       | BLEU DE FRANCE NICE                 | 749,439   | 749,439      | 749,439                       | 0                        |
| 1995                       | ZI 33 4ème avenue VITROLLES         | 1,981,837 | 1,981,837    | 1,981,837                     | 0                        |
| 1996                       | 3 rue de la Petite Chartreuse ROUEN | 583,041   | 583,041      | 583,042                       | 0                        |
| 1987                       | TRAPPES                             | 65,153    | 65,153       | 65,153                        | 0                        |
| 1987                       | PUTEAUX                             | 137,204   | 137,204      | 137,204                       | 0                        |
| 1987                       | RIORGES                             | 53,357    | 53,357       | 53,357                        | 0                        |
| 1988                       | SAULX                               | 103,924   | 103,924      | 103,924                       | 0                        |
| 1988                       | GRENOBLE                            | 42,686    | 42,686       | 42,686                        | 0                        |
| 1997                       | SAINT-ETIENNE (Tartary)             | 1,234,837 | 1,234,837    | 0                             | 1,234,837                |
| 2000                       | NOISY-LE-GRAND                      | 1,829,388 | 1,829,388    | 0                             | 1,829,388                |
| 2000                       | NICE CARROS (Prisme)                | 56,193    | 56,193       | 0                             | 56,193                   |
| 2000                       | NICE CARROS (Aquadis)               | 27,441    | 27,441       | 0                             | 27,441                   |
| 2001                       | CERGY-PONTOISE (San'look)           | 335,388   | 335,388      | 0                             | 335,388                  |
| 2002                       | LOURDES (Bie des Pyrénées)          | 516,800   | 516,800      | 0                             | 516,800                  |
| 2002                       | REIMS (Arden tapis)                 | 45,683    | 45,683       | 0                             | 45,683                   |
| 2002                       | CAPDENAC                            | 128,000   | 128,000      | 0                             | 128,000                  |
| 2002                       | CARCASSONNE (Bie de l'Arnouze)      | 1,128,449 | 1,128,449    | 0                             | 1,128,449                |
| 2002                       | REIMS (Tisserand)                   | 3,354     | 3,354        | 0                             | 3,354                    |
| 2003                       | Goodwill EX- SNDI                   | 23,439    | 23,439       | 0                             | 23,439                   |
| 2004                       | REIMS (Tisserand)                   | 76,156    | 76,156       | 0                             | 76,156                   |
| 2004                       | BONDOUFLE (SANIGIENE)               | 1         | 1            | 0                             | 1                        |
| 2006                       | MAJ LE CANNET (BTL)                 | 1,380,000 | 1,380,000    | 0                             | 1,380,000                |
| 2006                       | MAJ LE CANNET (BELISA)              | 448,786   | 448,786      | 0                             | 448,786                  |
| 2006                       | MAJ LE CANNET (BAM)                 | 1,180,160 | 1,180,160    | 0                             | 1,180,160                |
| 2006                       | MAJ MENTON (BDR)                    | 830,000   | 830,000      | 0                             | 830,000                  |
| 2007                       | PAU (BERROGAIN)                     | 37,320    | 37,320       | 0                             | 37,320                   |
| 2008                       | NICE CARROS (BBB)                   | 992,000   | 992,000      | 0                             | 992,000                  |
| 2009                       | BONDOUFLE (RDM)                     | 12,196    | 12,196       | 0                             | 12,196                   |
| 2009                       | CHAMPS-SUR-MARNE (CANNON HYGIENE)   | 1,184,282 | 1,184,282    | 0                             | 1,184,282                |
| 2010                       | Rés'O                               | 602,627   | 602,627      | 0                             | 602,627                  |
| 2010                       | MAJ EX-ANAPURNA                     | 21,150    | 21,150       | 0                             | 21,150                   |
| 2010                       | MAJ EX-CGB                          | 385,263   | 385,263      | 0                             | 385,263                  |
| 2010                       | AVIGNON EX-SNDI                     | 160,000   | 160,000      | 0                             | 160,000                  |
| 2010                       | AVIGNON EX-SNDI                     | 205,000   | 205,000      | 0                             | 205,000                  |
| 2013                       | TOULON SANARY                       | 448,600   | 448,600      | 0                             | 448,600                  |
| 2014                       | BMC                                 | 643,271   | 643,271      | 0                             | 643,271                  |
| 2014                       | LOCALIANCE (POULARD)                | 452,774   | 452,774      | 0                             | 452,774                  |
| 2014                       | SARL SYNEX (POULARD)                | 22,867    | 22,867       | 0                             | 22,867                   |
| 2014                       | CCE LOCALIANCE MARS 1998 (Poul)     | 76,225    | 76,225       | 0                             | 76,225                   |
| 2014                       | MAISON DE BLANC BERROGAIN (Poul)    | 21,124    | 21,124       | 0                             | 21,124                   |
| 2014                       | MHD (POLE SERV)                     | 169,561   | 169,561      | 0                             | 169,561                  |
| 2014                       | O SERVICES (POLE SERV)              | 150,780   | 150,780      | 0                             | 150,780                  |
| 2014                       | NESTLE (POLE SERV)                  | 179,507   | 179,507      | 0                             | 179,507                  |

|              |   |                   |                   |                  |                   |
|--------------|---|-------------------|-------------------|------------------|-------------------|
| 2014         | NESTLE TOULOUSE (POLE SERV)             | 129,351           | 129,351           | 0                | 129,351           |
| 2014         | PUREFLOW PLAN WATE (POLE SERV)          | 4,040             | 4,040             | 0                | 4,040             |
| 2015         | DISTRICLEAN (UTA)                       | 103,000           | 103,000           | 0                | 103,000           |
| 2015         | H+2 (UTA DISTRICLEAN)                   | 90,000            | 90,000            | 0                | 90,000            |
| 2015         | HYTOP                                   | 1,640,380         | 1,640,380         | 0                | 1,640,380         |
| 2015         | TRAITEMENT SERVICES PLUS                | 465,832           | 465,832           | 0                | 465,832           |
| 2015         | GRAND BLANC                             | 117,700           | 117,700           | 0                | 117,700           |
| 1987         | VILLEURBANNE                            | 33,615            | 33,615            | 33,615           | 0                 |
| 1987         | PUTEAUX 15 rue Voltaire                 | 4,573             | 4,573             | 4,573            | 0                 |
| 1993         | Leasehold COLLEGIEN                     | 7,622             | 7,622             | 0                | 7,622             |
| 1993         | Sale agreement COLLEGIEN                | 150,925           | 150,925           | 0                | 150,925           |
| 2005         | Merger deficit Sanigiène-Blue River (1) | 11,005,918        | 11,005,918        |                  | 11,005,918        |
| 2009         | Merger deficit R.D.M. (1)               | 986,018           | 986,018           |                  | 986,018           |
| 2010         | Merger deficit ANAPURNA (1)             | 2,771,519         | 2,771,519         |                  | 2,771,519         |
| 2010         | Merger deficit S.E.T. (1)               | 42,823            | 42,823            |                  | 42,823            |
| 2010         | Merger deficit C.G.B. (1)               | 1,210,786.95      | 1,210,786.95      |                  | 1,210,786.95      |
| 2012         | Merger deficit SNDI (1)                 | 6,587,813.13      | 6,587,813.13      |                  | 6,587,813.13      |
| 2014         | Merger Deficit POLE SERVICE (1)         | 708,674.95        | 708,674.95        |                  | 708,674.95        |
| 2015         | Merger deficit SOHS (1)                 | 176,700.84        | 176,700.84        |                  | 176,700.84        |
| 2015         | Merger deficit DISTRICLEAN (1)          | 56,996.92         | 56,996.92         |                  | 56,996.92         |
| <b>TOTAL</b> |   | <b>50,234,620</b> | <b>50,235,212</b> | <b>8,970,490</b> | <b>41,264,722</b> |

(1) Merger deficits are allotted in full to the goodwill contributed by these companies.

#### ■ Accumulated depreciation/amortization

| Figures expressed in euros                                 | As at<br>12/31/2014 | Contributions | Additions         | Decreases or<br>reversals | As at<br>12/31/2015 |
|--|---------------------|---------------|-------------------|---------------------------|---------------------|
| Set-up and development costs                               | 3,266               |               |                   |                           | 3,266               |
| Other intangible assets                                    | 10,997,235          |               | 295,508           | 72,190                    | 11,220,553          |
| <b>Total depreciation/amortization – intangible assets</b> | <b>11,000,501</b>   |               | <b>295,508</b>    | <b>72,190</b>             | <b>11,223,819</b>   |
| Land   |                     |               |                   |                           |                     |
| Buildings  | 48,232,992          |               | 3,549,643         | 161,071                   | 51,621,564          |
| General installations and fittings                         |                     |               |                   |                           |                     |
| Technical installations, machinery and equipment           | 107,927,379         |               | 11,569,772        | 6,047,467                 | 113,449,684         |
| Transportation equipment                                   | 38,018,159          | 419           | 3,691,658         | 1,954,881                 | 39,755,355          |
| Office and computer equipment, and furniture               | 10,680,849          | 1,490         | 1,267,519         | 1,002,290                 | 10,948,568          |
| Recyclable and other packaging                             | 127,547,456         | 9,614         | 78,366,453        | 77,575,200                | 128,348,324         |
| <b>Total depreciation/amortization – PP&amp;E</b>          | <b>332,406,835</b>  | <b>11,523</b> | <b>98,445,045</b> | <b>86,740,911</b>         | <b>344,122,496</b>  |
| <b>TOTAL</b>   | <b>343,407,336</b>  | <b>11,523</b> | <b>98,740,553</b> | <b>86,813,102</b>         | <b>355,346,316</b>  |



## 4.2. Financial assets

Movements for the year:

| Figures expressed in euros       | Gross value – 12/31/2014 | Acquisitions and reclassifications | Disposals and reclassifications | Gross value – 12/31/2015 | Accumulated impairment losses | Net value – 12/31/2015 |
|----------------------------------|--------------------------|------------------------------------|---------------------------------|--------------------------|-------------------------------|------------------------|
| Equity-accounted companies       |                          |                                    |                                 |                          |                               |                        |
| Other equity investments         | 395,889,082              | 68,951,350                         | 331,908                         | 464,508,524              | 69,177,450                    | 395,331,074            |
| Other investments                | 5,351                    |                                    | -1                              | 5,352                    | 1,244                         | 4,108                  |
| Loans and other financial assets | 2,738,396                | 84,474                             | 1,499,371                       | 1,323,499                |                               | 1,323,499              |
| <b>TOTAL</b>                     | <b>398,632,829</b>       | <b>69,035,824</b>                  | <b>1,831,278</b>                | <b>465,837,375</b>       | <b>69,178,694</b>             | <b>396,658,681</b>     |

## 4.3. Accumulated impairment losses of non-current assets

| Figures expressed in euros                                 | As at 12/31/2014  | Contributions  | Additions         | Reversals         | As at 12/31/2015  |
|--|-------------------|----------------|-------------------|-------------------|-------------------|
| Accumulated impairment losses – intangible assets          |                   |                |                   |                   |                   |
| Accumulated impairment losses – PP&E                       |                   |                |                   |                   |                   |
| Accumulated impairment losses – equity-accounted companies |                   |                |                   |                   |                   |
| Accumulated impairment losses – equity investments         | 56,271,241        | -41,655        | 44,071,620        | 31,123,756        | 69,177,450        |
| Accumulated impairment losses – other financial assets     | 1,244             |                |                   |                   | 1,244             |
| <b>TOTAL</b>   | <b>56,272,485</b> | <b>-41,655</b> | <b>44,071,620</b> | <b>31,123,756</b> | <b>69,178,694</b> |

## 4.4. List of subsidiaries and other equity investments

See attached document.



## LIST OF SUBSIDIARIES AND OTHER EQUITY INVESTMENTS (in €k)

| Subsidiaries and other equity investments  |                      | Capital               | Equity, excluding share capital and retained earnings | Percent of ownership | Carrying amount of shares held |                            | Loans and advances granted by the Company outstanding | Deposits and endorsements given by the Company | Revenues excl. tax for the last fiscal year | Results for the last fiscal year | Dividends received by the Company during the year |
|--|----------------------|-----------------------|---|----------------------|--------------------------------|----------------------------|---|--|---|----------------------------------|---|
|  |                      |                       |   |                      | Gross                          | Net                        |   |  |   |                                  |   |
|  |                      | €k                    | €k  |                      | EUR                            | EUR                        | €k  | IN €k  | €k  | €k                               | €k  |
| <b>A. Detailed information about equity investments whose carrying amount exceeds 1% of M.A.J.'s share capital</b> |                      |                       |   |                      |                                |                            |   |  |   |                                  |   |
| <b>1. Subsidiaries (&gt;50% of capital held by M.A.J.)</b>   |                      |                       |   |                      |                                |                            |   |  |   |                                  |   |
| ELIS SERVICES - Puteaux (92) - 693 001 091   | 1                    | 16,000                | -3,214  | 99.96                | 20,956,326.75                  | 20,956,326.75              |   | 577  | 295,600                                     | 32,774                           |   |
| REGIONALE DE LOCATION ET SERVICES TEXTILES<br>Marcq-en-Baroeul (59) - 885 581 033                                  | 1                    | 243                   | 20,232  | 91.25                | 1,408,609.31                   | 1,408,609.31               | 20,062  | 300  | 60,276                                      | 2,263                            | 3,470   |
| LE JACQUARD FRANCAIS - Gérardmer (88) - 505 480 137  | 1                    | 6,210                 | 329   | 100.00               | 7,369,398.62                   | 7,213,000.00               | 6,125   |  | 14,608                                      | -13                              |   |
| LES LAVANDIERES - Avrillé (49) - 062 201 009   | 1                    | 449                   | 56,563  | 100.00               | 7,021,068.73                   | 7,021,068.73               | 25,454  | 701  | 167,900                                     | 11,334                           | 11,172  |
| PIERRETTE TBA - Malzeville (54) - 306 042 268  | 1                    | 279                   | 17,728  | 99.78                | 663,346.81                     | 663,346.81                 | 58,515  | 50   | 54,286                                      | 12,923                           | 3,024   |
| GRENELLE SERVICE - Gennevilliers (92) - 341 203 875  | 1                    | 15,900                | 29,634  | 100.00               | 26,390,432.77                  | 26,390,432.77              |   | 557  | 77,539                                      | 7,767                            |   |
| LOVETRA - St-Ouen l'Aumône (95) - 320 734 858  | 1                    | 43                    | 921   | 100.00               | 5,335,715.61                   | 3,681,000.00               | 1,489   | 50   | 4,501                                       | -228                             |   |
| THIMEAU - Meaux (77) - 383 277 233   | 1                    | 160                   | 8,674   | 100.00               | 152,449.01                     | 152,449.01                 | 211   | 317  | 32,786                                      | 3,497                            | 1,981   |
| MAISON DE BLANC BERROGAIN - Anglet (64) - 542 721 063  | 1                    | 72                    | 625   | 100.00               | 836,100.34                     | 836,100.34                 | 578   | 50   | 2,357                                       | 130                              |   |
| S.O.C. - Puteaux (92) - 562 129 882  | 1                    | 728                   | -291  | 100.00               | 2,000,000.00                   | 461,000.00                 |   |  | 0   | -84                              |   |
| HYGIENE CONTROLE ILE DE FRANCE – Serris (77) - 441 216 306   | 1                    | 90                    | 484   | 100.00               | 2,927,585.64                   | 2,927,585.64               |   |  | 1,479                                       | 116                              |   |
| PRO SERVICES ENVIRONNEMENT – Rochetoirin (38) - 437 754 443  | 1                    | 8                     | 315   | 100.00               | 3,200,000.00                   | 1,841,000.00               |   |  | 1,798                                       | 146                              |   |
| AQUITAINE SERVICE DEVELOPPEMENT – Mios (33) - 413 185 877  |                      | 175                   | 502   | 100.00               | 2,727,275.70                   | 2,727,275.70               | 154   |  | 0   | -8                               |   |
| SOCIETE CIVILE IMMOBILIERE DES DEUX SAPINS – Grenoble (38) -424 647 170  | 1                    | 61                    | 78  | 99.98                | 312,134.63                     | 312,134.63                 | 185   |  | 263   | 190                              | 164   |
| HADES SA (Belgium)   | 1-2                  | 8,496                 | 7,765   | 99.99                | 9,028,086.43                   | 9,028,086.43               | 3,240   | 50   | 25,561                                      | -842                             |   |
| ELIS MANOMATIC SA (Spain)  | 1-2                  | 57,232                | 54,983  | 100.00               | 79,863,999.91                  | 79,863,999.91              | 20,465  | 550  | 64,477                                      | -553                             |   |
| KENNEDY HYGIENE PRODUCTS LTD (GB)  | voting<br>non-voting | £k 105<br>£k 800      | £k 7,293  | 100.00               | 206,029.36<br>1,209,761.49     | 206,029.36<br>1,209,761.49 |   |  | £k 9,192                                    | £k 440                           |   |
| S.P.A.S.T. Ltda (Portugal)   | 1-2                  | 1,400                 | 11,443  | 100.00               | 13,409,955.00                  | 13,409,955.00              |   | 350  | 40,878                                      | 1,323                            |   |
| ELIS ITALIA S.p.A. (Italy)   | 1                    | 14,700                | 2,586   | 99.24                | 52,043,538.40                  | 29,255,999.97              | 3,106   | 50   | 26,655                                      | -1,277                           |   |
| LAVOTEL S.A. (Switzerland)   | 1-2                  | CHF k 5,000           | CHF k -5,460  | 100.00               | 10,530,547.93                  | 10,530,547.93              | 90,866  | CHF k 4,219                                    | CHF k 22,964                                | CHF k 197                        |   |
| HEDENA S.A. (Switzerland)  | 1-2                  | CHF k 1,000           | CHF k 193   | 100.00               | 744,048.41                     | 735,000.00                 |   |  | 0   | CHF k -15                        |   |
| S.N.D.I. S.A. (Switzerland)  | 1                    | CHF k 450             | CHF k 1,470   | 100.00               | 260,619.98                     | 260,619.98                 |   |  | CHF k 6,720                                 | CHF k 1,530                      | 1,296   |
| ATMOSFERA GESTAO Ltda (Brazil)   | 1-2                  | BRL k 554,784         |   | 99.99                | 200,577,693.56                 | 158,907,472.67             |   | 8,030  |   |                                  |   |
| ELIS CHILE SpA (Chile)   | 1-2                  | CLP k 10,850,100      |   | 100.00               | 15,000,000.00                  | 15,000,000.00              |   |  |   |                                  |   |
| <b>2. Investments (10 to 50% of capital held by M.A.J.)</b>  |                      |                       |   |                      |                                |                            |   |  |   |                                  |   |
| <b>B. General information about other investments</b>  |                      |                       |   |                      |                                |                            |   |  |   |                                  |   |
| <b>As at 12/31/2015.</b>   |                      |                       |   |                      |                                |                            |   |  |   |                                  |   |
| 1. Subsidiaries (not included in Section A above)  |                      | 1 EUR = 0.7789 GBP    |   |                      |                                |                            |   |  |   |                                  |   |
| a. French subsidiaries (total)   |                      | 1 EUR = 1.2024 CHF    |   |                      | 20.04                          | 20.04                      |   |  |   |                                  |   |
| b. Foreign subsidiaries (total)  |                      | 1 EUR = 3.2207 BRL    |   |                      | 0.00                           | 0.00                       | 470   |  |   |                                  |   |
| 2. Investments (not included in Section A above)   |                      | 1 EUR = 772.06750 CLP |   |                      |                                |                            |   |  |   |                                  |   |
| a. In French companies (total)   |                      |                       |   |                      | 2,054.40                       | 526.00                     |   |  |   |                                  |   |
| b. In foreign companies (total)  |                      |                       |   |                      | 2.54                           | 2.54                       |   |  |   |                                  |   |

TOTAL EQUITY INVESTMENTS TO STATEMENT OF FINANCIAL POSITION

464,176,801.37

394,999,351.01

#### 4.5. Items concerning related party disclosures and investments

| Figures expressed in euros                                    | 2015        | 2014        |
|---|-------------|-------------|
| Equity investments  | 464,508,524 | 395,889,082 |
| Loans and advances to equity investees                        |             |             |
| Trade receivables   | 8,782,849   | 7,797,255   |
| Other receivables (tax consolidation current account)         | 16,414,011  | 5,849,248   |
| Other receivables (financial current account)                 | 245,577,151 | 197,687,322 |
| Sundry loans and other borrowings (financial current account) | 220,994,045 | 233,725,865 |
| Trade payables and related accounts                           | 19,664,835  | 31,511,868  |
| Amounts due on non-current assets and related accounts        |             |             |
| Other liabilities (tax consolidation current account)         |             |             |
| Income from equity investments                                | 21,174,627  | 41,132,356  |
| Other financial income  | 4,479,015   | 5,358,640   |
| Financial expenses  | 7,237,651   | 8,317,296   |

#### 4.6. Transactions with related parties

Significant transactions between the Company and related parties during the year are:

| Name of related party | Description of transaction        | Amount €<br>(receivable or<br>income) | Amount €<br>(liability<br>or expense) |
|-----------------------|-----------------------------------|---------------------------------------|---------------------------------------|
| ELIS S.A.             | <b>Current account agreement:</b> |                                       |                                       |
|                       | Advance granted to M.A.J.         |                                       | 148,717,120                           |
|                       | Interest paid by M.A.J.           |                                       | 1,170,830                             |
|                       | <b>Loan agreement:</b>            |                                       |                                       |
|                       | Loan granted to M.A.J.            |                                       | 87,752,644                            |
|                       | Interest to be paid by M.A.J.     |                                       | 1,329,940                             |

#### 4.7. Inventory accounts for goods and work in progress

The amount of inventories is broken down as follows:

| Figures expressed in euros | Gross amount     | Accumulated impairment losses | Balance as at 12/31/2015 |
|----------------------------|------------------|-------------------------------|--------------------------|
| Raw materials              | 6,108,491        |                               | 6,108,491                |
| Goods purchased for resale | 27,905           |                               | 27,905                   |
| Finished products          |                  |                               |                          |
| Goods in progress          |                  |                               |                          |
| Services in progress       |                  |                               |                          |
| <b>TOTAL</b>               | <b>6,136,396</b> | <b>0</b>                      | <b>6,136,396</b>         |

#### 4.8. Write-down of inventories

| Figures expressed in euros | As at 12/31/2014 | Additions | Reversals | As at 12/31/2015 |
|----------------------------|------------------|-----------|-----------|------------------|
| Raw materials              |                  |           |           |                  |
| Finished products          |                  |           |           |                  |
| Goods purchased for resale |                  |           |           |                  |
| <b>TOTAL</b>               | <b>0</b>         | <b>0</b>  | <b>0</b>  | <b>0</b>         |

#### 4.9. Statement of maturities of receivables

The receivables held by the company stood at €413,662,851, in gross value terms, as of 12/31/2015 and are broken down as follows:

| Figures expressed in euros             | Gross amount       | ≤ 1 year           | > 1 year |
|--|--------------------|--------------------|----------|
| <b>FIXED ASSETS:</b>                   | <b>1,323,500</b>   | <b>1,323,500</b>   | <b>0</b> |
| Loans and advances to equity investees |                    |                    |          |
| Loans                                  | 26,817             | 26,817             |          |
| Other financial assets                 | 1,296,683          | 1,296,683          |          |
| <b>CURRENT ASSETS:</b>                 | <b>412,339,350</b> | <b>412,339,350</b> | <b>0</b> |
| Trade                                  | 124,913,488        | 124,913,488        |          |
| Impaired trade                         | 12,253,038         | 12,253,038         |          |

|  |                    |                    |          |
|--|--------------------|--------------------|----------|
| Employees  | 26,558             | 26,558             |          |
| Social security                                      |                    |                    |          |
| Taxes and duties                                     | 7,667,350          | 7,667,350          |          |
| Group and associates                                 | 261,991,162        | 261,991,162        |          |
| Sundry receivables                                   | 2,036,213          | 2,036,213          |          |
| Prepaid expenses                                     | 3,451,541          | 3,451,541          |          |
| <b>TOTAL</b>   | <b>413,662,850</b> | <b>413,662,850</b> | <b>0</b> |
| Loans granted during the year                        | 53,408             |                    |          |
| Repayments received during the year                  | 53,064             |                    |          |
| Loans and advances granted to partners (individuals) |                    |                    |          |

#### 4.10. Trade receivables

| RECEIVABLES                            | Gross              | Accumulated impairment losses | Net 12/31/2015     | Net 12/31/2014     |
|--|--------------------|-------------------------------|--------------------|--------------------|
| Trade receivables                      | 137,166,526        | 11,237,114                    | 125,929,411        | 128,459,080        |
| Other receivables                      | 271,721,284        | 7,613,035                     | 264,108,249        | 210,719,755        |
| Subscribed capital called but not paid |                    |                               |                    |                    |
| <b>TOTAL</b>                           | <b>408,887,810</b> | <b>18,850,149</b>             | <b>390,037,660</b> | <b>339,178,835</b> |

#### 4.11. Accumulated impairment losses of receivables

| Figures expressed in euros | As at 12/31/2014  | Contributions   | Additions         | Reversals        | As at 12/31/2015  |
|----------------------------|-------------------|-----------------|-------------------|------------------|-------------------|
| Item: Impaired trade       | 13,039,063        | -556,214        | 8,460,773         | 9,706,508        | 11,237,114        |
| Item: Other receivables    |                   |                 | 7,613,035         |                  | 7,613,035         |
| <b>TOTAL</b>               | <b>13,039,063</b> | <b>-556,214</b> | <b>16,073,808</b> | <b>9,706,508</b> | <b>18,850,149</b> |

#### 4.12. Receivables represented by commercial paper

Commercial bills are entered under "Accounts receivable and related accounts":

| Figures expressed in euros | As at 12/31/2015. | As at 12/31/2014. |
|----------------------------|-------------------|-------------------|
| Commercial bills           | 700,192           | 786,702           |
| <b>TOTAL</b>               | <b>700,192</b>    | <b>786,702</b>    |

### 4.13. Accrued income

The amounts of accrued income included in the following statement of financial position items were as follows:

| Figures expressed in euros                    | As at<br>12/31/2015 | As at<br>12/31/2014 |
|---|---------------------|---------------------|
| Reductions, discounts, rebates to be obtained |                     |                     |
| Accrued income                                | 2,056,715           | 1,955,174           |
| Accrued trade receivables                     | 85,157              | 429,790             |
| Accrued interest on deposits and guarantees   |                     |                     |
| Accrued interest on current account           |                     |                     |
| <b>TOTAL</b>                                  | <b>2,181,872</b>    | <b>2,384,964</b>    |

### 4.14. Other accruals

- **Prepaid expenses**

Prepaid expenses amounted to €3,451,541.

| Figures expressed in euros   | As at 12/31/2015 | As at 12/31/2014 |
|------------------------------|------------------|------------------|
| Recurring operating expenses | 3,451,541        | 2,828,003        |
| Financial expenses           |                  |                  |
| Non-recurring expenses       |                  |                  |
| <b>TOTAL</b>                 | <b>3,451,541</b> | <b>2,828,003</b> |

- **Translation adjustments**

## 5. NOTES TO THE STATEMENT OF FINANCIAL POSITION – EQUITY AND LIABILITIES

### 5.1. Equity

Share capital was divided into 8,907,213 fully paid-up common shares with a par value of €16 each. As of November 9, 2015, the share capital was increased by a nominal amount of €8,947,376 via the issue of 559,211 new shares, with an issue premium of €161,052,624.

The change in equity during the year is as follows:

|   | Figures expressed in euros |
|---|----------------------------|
| <b>As at 12/31/2014</b>   | <b>380,019,407</b>         |
| Dividends paid  | (64,363,095)               |
| Capital increase  | 8,947,376                  |
| Issue premium   | 161,052,624                |
| Net income (loss) for the year                                  | 31,800,180                 |
| Change in investment grants                                     | 23,500                     |
| Portion of income from investment grants                        | -54,423                    |
| Change in regulated provisions (accelerated depr./amort., etc.) | 8,202,006                  |
| <b>As at 12/31/2015</b>   | <b>525,627,575</b>         |

### 5.2. Identity of the parent company

The company's financial statements are consolidated using the full consolidation method in the statements of the ELIS SA company (SIRET 499668440 00021) incorporated in Puteaux (92800), France.

### 5.3. Regulated provisions

| Figures expressed in euros                | As at 12/31/2014.  | Additions         | Reversals         | As at 12/31/2015.  |
|---|--------------------|-------------------|-------------------|--------------------|
| Accelerated depreciation and amortization | 155,617,508        | 58,435,106        | 50,233,100        | 163,819,513        |
| <b>TOTAL</b>                              | <b>155,617,508</b> | <b>58,435,106</b> | <b>50,233,100</b> | <b>163,819,513</b> |



## 5.4. Statement of provisions

Breakdown by type:

### ■ Provisions for risks

| Figures expressed in euros                                   | As at<br>12/31/2014 | Contributions | Additions        | Reversals      | As at 12/31/2015  |
|--|---------------------|---------------|------------------|----------------|-------------------|
| Provision for legal proceedings                              | 1,691,228           |               | 925,475          | 590,081        | 2,026,622         |
| Provision for warranty claims                                |                     |               |                  |                |                   |
| Provisions for losses on futures markets                     |                     |               |                  |                |                   |
| Provisions for fines and penalties                           |                     |               |                  |                |                   |
| Provision for unrealized foreign currency translation losses | 17,438              |               |                  | 17,438         |                   |
| Provisions for post-employment benefits                      | 13,226,234          | 1,149         | 387,787          | 316,047        | 13,299,124        |
| <b>TOTAL</b>   | <b>14,934,900</b>   | <b>1,149</b>  | <b>1,313,262</b> | <b>923,566</b> | <b>15,325,746</b> |

### ■ Provisions for expenses

| Figures expressed in euros   | As at<br>12/31/2014 | Additions      | Reversals      | As at 12/31/2015 |
|--|---------------------|----------------|----------------|------------------|
| Provisions for taxes   |                     |                |                |                  |
| Provisions for renewal of non-current assets                       |                     |                |                |                  |
| Provisions for large-scale maintenance                             |                     |                |                |                  |
| Provisions for tax and social security charges on leave to be paid |                     |                |                |                  |
| Other provisions for risks and expenses                            | 7,985,703           | 173,943        | 817,387        | 7,342,259        |
| <b>TOTAL</b>   | <b>7,985,703</b>    | <b>173,943</b> | <b>817,387</b> | <b>7,342,259</b> |

## 5.5. Statement of maturities of liabilities

| LIABILITIES  | Gross amount to mature | < 1 year           | 1–5 years          | > 5 years |
|--|------------------------|--------------------|--------------------|-----------|
| Convertible bond loans   |                        |                    |                    |           |
| Other bonds  |                        |                    |                    |           |
| Bank loans:  |                        |                    |                    |           |
| initially within 1 year  | 3,330,495              | 3,330,495          |                    |           |
| initially beyond 1 year  | 108,318,750            | 108,318,750        |                    |           |
| Sundry loans and other borrowings                                    | 109,813,859            | 7,985,878          | 101,827,981        |           |
| Trade payables   | 44,594,926             | 44,594,926         |                    |           |
| Employees  | 23,006,648             | 23,006,648         |                    |           |
| Social security and similar  | 17,967,977             | 17,967,977         |                    |           |
| Government and other public authorities:                             |                        |                    |                    |           |
| Income tax expense   |                        |                    |                    |           |
| Value added tax  | 27,537,098             | 27,537,098         |                    |           |
| Guaranteed bonds   |                        |                    |                    |           |
| Other taxes  | 13,197,051             | 13,197,051         |                    |           |
| Amounts due on non-current assets and related accounts               | 9,981,887              | 9,981,887          |                    |           |
| Group and associates   | 220,994,045            | 220,994,045        |                    |           |
| Other liabilities  | 2,406,799              | 2,406,799          |                    |           |
| Liabilities representing securities borrowed or pledged as guarantee |                        |                    |                    |           |
| <b>Deferred income</b>   | <b>24,483,680</b>      | <b>24,483,680</b>  |                    |           |
| <b>TOTAL</b>   | <b>605,633,216</b>     | <b>503,805,234</b> | <b>101,827,981</b> | <b>0</b>  |
| Loans taken during the year  | 1,196,000,000          |                    |                    |           |
| Loans repaid over the year   | 1,229,000,000          |                    |                    |           |

## 5.6. Trade payables and related accounts

| Figures expressed in euros      | As at<br>12/31/2015 | As at<br>12/31/2014 |
|---------------------------------|---------------------|---------------------|
| <b>Group suppliers</b>          | <b>19,117,880</b>   | <b>30,601,681</b>   |
| Suppliers                       | 4,854,647           | 7,192,511           |
| Suppliers of non-current assets | 9,981,887           | 6,818,730           |
| Notes payable                   |                     |                     |
| Invoices not received – Group   | 546,955             | 910,187             |
| Accruals                        | 20,075,445          | 23,786,996          |
| <b>Net carrying amount</b>      | <b>54,576,814</b>   | <b>69,310,105</b>   |

## 5.7. Accrued expenses

The amounts of accrued expenses included in the following statement of financial position items were as follows:

| Headings  | Fiscal year<br>2015 | Fiscal<br>year 2014 |
|---|---------------------|---------------------|
| <b>OPERATING LIABILITIES</b>  |                     |                     |
| Trade payables and related accounts                                 | 44,594,926          | 62,491,375          |
| Tax and employee-related liabilities                                | 81,708,774          | 84,443,086          |
| <b>FINANCIAL LIABILITIES</b>  |                     |                     |
| Convertible bond loans  |                     |                     |
| Other bonds   |                     |                     |
| Bank loans  | 111,649,245         | 160,971,195         |
| Sundry loans & other borrowings (o/w profit-sharing:)               | 330,807,904         | 288,978,446         |
| Advances and deposits on orders in progress                         |                     |                     |
| <b>SUNDRY LIABILITIES</b>   |                     |                     |
| Amounts due to suppliers of non-current assets and related accounts | 9,981,887           | 6,818,729           |
| Other liabilities   | 2,406,799           | 1,554,444           |
| <b>ADJUSTMENT ACCOUNTS</b>  |                     |                     |
| Deferred income   | 24,483,680          | 25,178,808          |
| <b>LIABILITIES</b>  | <b>605,633,216</b>  | <b>630,436,083</b>  |

## 5.8. Other accruals

### ▪ Deferred income

Deferred income breaks down as follows:

| Figures expressed in euros | As at<br>12/31/2015 | As at<br>12/31/2014 |
|----------------------------|---------------------|---------------------|
| Services billed in advance | 24,473,510          | 25,168,678          |
| Other operating income     | 10,170              | 10,130              |
| Financial income           |                     |                     |
| <b>TOTAL</b>               | <b>24,483,680</b>   | <b>25,178,808</b>   |

### ▪ Translation adjustments

| ADJUSTMENT – ASSETS     |          | ADJUSTMENT – LIABILITIES |                  |
|-------------------------|----------|--------------------------|------------------|
|                         | Euros    |                          | Euros            |
| Decrease in receivables |          | Decrease in liabilities  | 7,950,712        |
| Increase in liabilities |          | Increase in receivables  |                  |
| <b>TOTAL</b>            | <b>0</b> | <b>TOTAL</b>             | <b>7,950,712</b> |

## 6. INFORMATION RELATING TO INCOME STATEMENT

### 6.1. Breakdown of revenue

Revenue by business segment and region for 2015 breaks down as follows:

| Figures expressed in euros         | Fiscal year 2015   |                |                    | Fiscal year 2014   |
|------------------------------------|--------------------|----------------|--------------------|--------------------|
|                                    | France             | EEC + Export   | Total              | Total              |
| Sale of goods purchased for resale | 1,042,879          | 89,153         | 1,132,032          | 1,284,899          |
| Sales of goods                     | 1,236              |                | 1,236              |                    |
| Sales of services                  | 563,024,245        | 139,379        | 563,163,624        | 550,531,023        |
| <b>Revenue</b>                     | <b>564,068,361</b> | <b>228,532</b> | <b>564,296,893</b> | <b>551,815,922</b> |
| %                                  | 99.96 %            | 0.04 %         | 100%               |                    |

## 6.2. Reinvoiced expenses

| Figures expressed in euros | As at<br>12/31/2015 | As at<br>12/31/2014 |
|----------------------------|---------------------|---------------------|
| Employee expenses          | 1,555,161           | 1,347,587           |
| Other expenses             | 1,060,994           | 1,312,431           |
| <b>TOTAL</b>               | <b>2,616,155</b>    | <b>2,660,018</b>    |

## 6.3. Average number of employees

The average number of employees during 2015 breaks down as follows:

| Fiscal year 2015            | Number of<br>employees | Number of<br>secondees |
|-----------------------------|------------------------|------------------------|
| Managers                    | 482                    | 45                     |
| Supervisors and technicians | 552                    | 1                      |
| Other staff                 | 573                    | 1                      |
| Delivery drivers            | 1,346                  | 2                      |
| Other employees             | 3,287                  | 2                      |
| <b>TOTAL</b>                | <b>6,240</b>           | <b>51</b>              |

## 6.4. Compensation of management bodies

- Board of Directors: attendance fees 0.00
- Management: 0.00

## 6.5. Fees for Auditor(s)

- Statutory audit: €124,850
- Provision of services for due diligence directly related to statutory audit: €6,700

## 6.6. Financial income

Net financial expense for the year amounted to -€10,164,723, broken down as follows:

| Headings  | Fiscal year 2015   | Fiscal year 2014  |
|---|--------------------|-------------------|
| <b>FINANCIAL INCOME</b>                                   | <b>57,745,075</b>  | <b>49,707,271</b> |
| Financial earnings from equity investments                | 21,174,627         | 41,132,355        |
| Income from other securities and non-current assets loans | 1,012              | 2,573             |
| Other interest income                                     | 4,492,234          | 7,231,038         |
| Reinvoiced expenses and reversals of provisions           | 31,164,194         | 1,244,000         |
| Foreign currency translation gains                        | 866,146            | 60,638            |
| Net income on disposals of marketable securities          | 46,862             | 36,665            |
| <b>FINANCIAL EXPENSES</b>                                 | <b>67,909,797</b>  | <b>20,167,258</b> |
| Amortization and provisions on financial assets           | 51,684,655         | 4,166,061         |
| Interest expense  | 16,179,949         | 15,993,494        |
| Foreign currency translation losses                       | 45,193             | 7,702             |
| Net loss on disposals of marketable securities            |                    |                   |
| <b>FINANCIAL INCOME</b>                                   | <b>-10,164,723</b> | <b>29,540,013</b> |

## 6.7. Net non-recurring income (loss)

Net non-recurring income (loss) of -€26,649,863 is broken down as follows:

| Headings  | Fiscal year 2015   | Fiscal year 2014   |
|---|--------------------|--------------------|
| <b>NON-RECURRING INCOME</b>                             | <b>53,173,744</b>  | <b>126,048,275</b> |
| Non-recurring income from management transactions       | 1,518,575          | 1,804,481          |
| Non-recurring income from capital transactions          | 635,895            | 66,432,572         |
| Reinvoiced expenses and reversals of provisions         | 51,019,275         | 57,811,221         |
| <b>NON-RECURRING EXPENSES</b>                           | <b>79,823,607</b>  | <b>132,974,273</b> |
| Non-recurring expenses on management transactions       | 20,571,425         | 11,875,741         |
| Non-recurring expenses on capital transactions          | 667,456            | 53,198,593         |
| Non-recurring depreciation, amortization and provisions | 58,584,726         | 67,899,938         |
| <b>EXTRAORDINARY RESULT (PROFIT/LOSS)</b>               | <b>-26,649,863</b> | <b>-6,925,997</b>  |

Income and expenses from the sale of asset items is broken down as follows:

| Figures expressed in euros                | Gross value       | Net carrying amount | Sale price     | Income from disposals |
|---|-------------------|---------------------|----------------|-----------------------|
| Sale of property, plant and equipment     | 1,294,771         | 664,918             | 321,918        | -343,000              |
| Sale of intangible assets                 |                   |                     |                |                       |
| Sale of financial assets                  |                   |                     |                |                       |
| Disposal of intangible assets             | 72,190            |                     |                |                       |
| Disposal of property, plant and equipment | 86,111,059        |                     |                |                       |
| <b>TOTAL</b>                              | <b>87,478,020</b> | <b>664,918</b>      | <b>321,918</b> | <b>-343,000</b>       |

## 6.8. Income tax

The M.A.J. company is a member of a tax consolidation group whose parent company is ELIS SA incorporated in Puteaux (92800), France. Under the terms of the tax consolidation agreement, the tax expense borne by the company is identical to the amount it would have paid if it had been taxed separately.

### ■ Breakdown of income tax related to the business

| Results                                | Profits accounting before tax (in €k) | Reinstatements and deductions (in €k) | Tax result (in €k) | Amount of theoretical tax (in €k) | Carry-forward tax credit or tax charge to be allocated to corporation tax (in €k) | Due           | Net profit after taxes (in €k) |
|--|---------------------------------------|---------------------------------------|--------------------|-----------------------------------|---|---------------|--------------------------------|
| Income (loss) from ordinary operations | 79,866                                | -4,879                                | 74,987             | 27,498                            |   | 24,807        | 55,059                         |
| Net non-recurring income (loss)        | -26,650                               | 54                                    | -26,596            | -9,176                            |   | -10,092       | -16,558                        |
| Employee profit-sharing                | -4,252                                | 1,095                                 | -3,157             | -1,463                            |   | 2,449         | -6,701                         |
| <b>Total</b>                           | <b>48,964</b>                         | <b>-3,730</b>                         | <b>45,234</b>      | <b>16,859</b>                     |   | <b>17,164</b> | <b>31,800</b>                  |

Theoretical tax relating to current and exceptional results was determined by multiplying the current and exceptional accounting results by the tax rate of 34.43%, adjusted for the tax reinstatements and deductions of current and extraordinary expenses.



■ Deferred tax

| BASES  | At beginning of year (€k) | Change in net income (loss) for the year (€k) | At end of year (€k) |
|--|---------------------------|---|---------------------|
| <b>Tax-accelerated amounts aimed at obtaining tax relief:</b>                                    |                           |   |                     |
| Regulated provisions: Accelerated depreciation and amortization                                  | -155,617,506              | -8,202,008                                    | -163,819,513        |
| <b>Differences between accounting and tax bases of certain income and expense items:</b>         |                           |   |                     |
| Investment grants  | -182,970                  | 30,923  | -152,047            |
| Provision for retirement benefits  | -17,807,358               | 199,954                                       | -17,607,404         |
| Equity investment  | -7,134,457                | 4,164,563                                     | -2,969,894          |
| Corporate social solidarity contribution   | -1,049,263                | 124,249                                       | -925,014            |
| Provision for impairment losses on trade receivables   | -2,293,602                | 460,091                                       | -1,833,511          |
| Provision for site restoration   | -6,587,999                | 544,861                                       | -6,033,138          |
| <b>Tax-imposed income or charges deducted, not yet recognized</b>                                |                           |   |                     |
| Share of tax result – GIE Eurocall   | 66,808                    | 89,918  | 156,726             |
| Share of tax result – SCI des 2 Sapins   | 163,710                   | 26,069  | 189,779             |
| Share of tax result – SCI du Château de Janville   | 7                         | 2   | 9                   |
| <b>Potential taxation items (Capital gain on non-depreciable assets subject to tax deferral)</b> |                           |   |                     |
| Goodwill   | 32,359,534                | 233,698                                       | 32,593,232          |
| Land and real estate rights  | 136,562                   |   | 136,562             |
| Securities   | 9,340,184                 |   | 9,340,184           |
| <b>TOTAL</b>   | <b>-148,606,349</b>       | <b>-2,317,680</b>                             | <b>-150,924,029</b> |

| TAXES  | At beginning of year (€k) | Change in net income (loss) for the year (€k) | At end of year (€k) |
|--|---------------------------|---|---------------------|
| <b>Tax-accelerated amounts aimed at obtaining tax relief:</b>                            |                           |   |                     |
| Regulated provisions: Accelerated depreciation and amortization                          | -56,193,481               | -2,961,745                                    | -59,155,226         |
| <b>Differences between accounting and tax bases of certain income and expense items:</b> |                           |   |                     |
| Investment grants  | -66,070                   | 11,166  | -54,904             |
| Provision for retirement benefits  | 6,430,237                 | -72,203                                       | 6,358,034           |
| Equity investment  | 2,576,252                 | -1,503,824                                    | 1,072,429           |
| Corporate social solidarity contribution   | 378,889                   | -44,866                                       | 334,023             |
| Provision for impairment losses on trade receivables                                     | 828,220                   | -166,139                                      | 662,081             |



|  |                    |                   |                    |
|--|--------------------|-------------------|--------------------|
| Provision for site restoration   | 2,378,926          | -200,360          | 2,178,566          |
| <b>Tax-imposed income or charges deducted, not yet recognized</b>                                |                    |                   |                    |
| Share of tax result – GIE Eurocall   | -24,124            | -32,469           | -56,594            |
| Share of tax result – SCI des 2 Sapins   | -59,116            | -9,414            | -68,529            |
| Share of tax result – SCI du Château de Janville   | -3                 | -1                | -3                 |
| <b>Potential taxation items (Capital gain on non-depreciable assets subject to tax deferral)</b> |                    |                   |                    |
| Goodwill   | -11,685,028        | -84,388           | -11,769,416        |
| Land and real estate rights  | -49,312            |                   | -49,312            |
| Securities   | -3,372,739         |                   | -3,372,739         |
| <b>TOTAL</b>   | <b>-58,857,349</b> | <b>-5,064,241</b> | <b>-63,921,590</b> |

■ **Impact on net income (loss) of the application of tax provisions**

| Impact on net income (loss) for the year                                    | 2015              |
|---|-------------------|
| Net income (loss) for the year  | 31,800,180        |
| - Income tax  | 17,163,670        |
| - Tax credits:  | 0                 |
| CICE  | 8,079,689         |
| Other charges (Macron Law on deductions for investment)                     | 226,262           |
| <b>Pre-tax income (or tax credit)</b>                                       | <b>6,330,559</b>  |
| + Allowances during the year to regulated provisions                        | 58,435,106        |
| - Reversals for the year on regulated provisions                            | 50,233,100        |
| Change in regulated provisions: - Accelerated depreciation and amortization | 8,202,006         |
| <b>Income (loss) excluding tax provisions</b>                               | <b>-1,871,447</b> |

■ **Use of the competitiveness and employment tax credit (CICE)**

The CICE received in May 2015 in respect of remuneration for 2014, which stood at €7,654,030, enabled the company to partly finance investments for the fiscal year, which stood at €119,909,164 in 2015.

## 7. GENERAL INFORMATION

### 7.1. Financial commitments

#### ■ Commitments given

| Commitments given                      | Total in €k      | < 1 year     | 1–5 years       | > 5 years       |
|--|------------------|--------------|-----------------|-----------------|
| Related to cash and cash               | 89.253,0         |              |                 | 89.253,0        |
| Related to investments:                | 17.906,9         | 311.4        | 17.595,5        |                 |
| Related to services rendered/suppliers | 1.350,0          |              |                 | 1.350,0         |
| Related to real estate:                | 2.252,0          |              |                 | 2.252,0         |
|  | <b>110.761,9</b> | <b>311.4</b> | <b>17.595,5</b> | <b>92.855,0</b> |

Description of significant commitments given:

Indebtedness:

To guarantee the commitments made by ELIS SA in respect of the loan agreement entitled *Senior Term and Revolving Facilities Agreement* (€850,000,000) dated 9/02/2014, amended by the amendment dated 2/12/2015 and the bond loan entitled *Senior Notes* (€800,000,000) dated 4/28/2015, M.A.J. granted a joint and several guarantee for said commitments in respect of the financing pool represented by BNP Paribas for a total amount of €87,753k as of 12/31/2015.

Equity investments:

As part of the acquisition of equities of Brazilian subsidiaries in July and December 2015, various comfort letters were sent by M.A.J. to the sellers in order to guarantee payment by the Brazilian companies Atmosfera and Teclav of the acquisition price for a total outstanding amount at 12/31/2015 of BRL 77,208.9k (€17,906.9k)

Real estate:

Under the leases entered into between SCI LOTUS, lessor, and each subsidiary of M.A.J. (Les Lavandières, Elis Services, Grenelle Service, RLST, Thimeau) for the premises at Avrillé, Guérande, Loudun, Quimper, Brétigny (DAA), Brétigny (Grenelle), Marcq-en-Baroeul, and Meaux, M.A.J. granted joint and several indivisible guarantees on March 25, 2014 and June 27, 2014 to SCI LOTUS to guarantee the payment of rents and all amounts due by each subsidiary to the lessor for the lease term of 15 years, plus an additional six months.

#### ■ Commitments received

| Commitments received           | Total     | < 1 year | 1–5 years | > 5 years |
|--------------------------------|-----------|----------|-----------|-----------|
| Related to indebtedness:       | 216.000,0 |          | 108.000,0 | 108.000,0 |
| Related to equity investments: | 2.145,5   | 115.5    | 1.830,0   | 200.0     |
| Related to real estate:        | 1.694,3   | 50.0     |           | 1.644,3   |
| Sundry liabilities guaranteed: | 24.2      |          | 24.2      |           |
|                                | <b>0</b>  | <b>0</b> | <b>0</b>  | <b>0</b>  |

### Description of significant commitments received:

#### Indebtedness:

To guarantee the commitments made by M.A.J. pursuant to the loan agreement entitled *Senior Term and Revolving Facilities Agreement* dated 9/02/2014 with effect from 2/12/2015, and hedging agreements, the companies ELIS SA, S.P.A.S.T., Lavotel, Atmosfera and S.P.C.I. each made a joint and several guarantee of the said commitments in respect of the financial pool represented by BNP Paribas for a total amount of €216,000k as of 12/31/2015, each according to limited ceilings.

#### Equity investments:

Liability guarantee commitments granted by the sellers of the companies Pole Services, Ser-Konten (Sud-Ouest Hygiène Service), Aquitaine Service Développement and Blanchisserie Professionnelle d'Aquitaine and Hygiène Contrôle Ile de France, with bank guarantee on first demand, for a total of €2,145.5k.

#### Real estate:

Joint and several guarantees and guarantees on first demand granted by the Société Générale bank to lessors of premises rented by M.A.J. as guarantee for the payment of rents for the term of the lease of said premises for a total amount of €1,644.3k.

### ■ **Financial instruments**

Hedging by way of interest rate swap agreements on outstanding loans for €108,000k covering an initial period from 10/04/2011 through 10/04/2017. The Mark-to-Market value of the swaps at 12/31/2015 is negative: €(4,795k).

## **7.2. Employee benefit liabilities**

### ■ **Individual training rights**

Employees earned individual rights to training (DIF) under the professional training regime in effect until 12/31/2014 totaling 409,129 hours.