



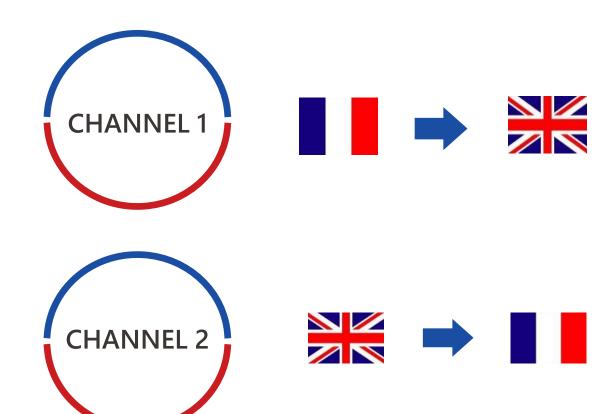
#### **TRANSLATION**

# **GENERAL MEETING OF GROUPE EUROTUNNEL SE**

Dear Shareholders,

Translation headsets are at your disposal at the entrance to the meeting room so that you may follow all proceedings, either in French or in English.

As presentations will be made in French, priority for translation headsets will be given to English speaking shareholders.











**Groupe Eurotunnel SE - 18 APRIL 2018** 

# OPENING OF THE COMBINED GENERAL MEETING

JACQUES GOUNON – Chairman and Chief Executive Officer



#### **GROUPE EUROTUNNEL SE**

# ORDER OF PROCEEDINGS

$\bigcirc$	10:00	Introduction

10:10	<b>Presentations</b>
10.10	Presentations

○ <b>11:15</b>	Reports of the	Statutory	<b>Auditors</b>
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○ 11:20 ElecLink video

○ 11:25 Questions & answers

○ 11:55 Presentation and vote on resolutions

○ 12:15 Close of the Meeting

○ 12:25 Departure of minibuses to the Tram station



#### LIST OF DOCUMENTS AVAILABLE

# TO SHAREHOLDERS AT THE MEETING

- French Gazette and Journal of Official Legal Announcements (BALO) containing the preliminary notice and notice of meeting
- **○** Copy of documents sent to the registered shareholders
- Copy of the notices of meeting sent to the Statutory Auditors
- Annual financial statements
- Reports of the Board of Directors (article L.225-37 of the French Commercial Code) and of the Statutory Auditors
- Single proxy/postal voting form
- Text of the proposed resolutions
- Company's Articles of Association
- Statement of the total number of voting rights



#### AGENDA OF THE ORDINARY GENERAL MEETING

# RESOLUTIONS FOR DECISION BY THE ORDINARY GENERAL MEETING

- Board of Directors' management report
- Board of Directors' reports to the Ordinary General Meeting
- Board of Directors' report on corporate governance, under Article L.225-37 of the French Commercial Code
- Auditors' reports on the accounts for the year ended 31 December 2017
- Consideration and approval of the statutory accounts for the year ended 31 December 2017
- Appropriation of the profits of the year ended 31 December 2017, fixing of the dividend and the date at which it will be paid
- Consideration and approval of the consolidated accounts for the year ended 31 December 2017
- Auditors' special report on the continuation of a regulated agreement during the financial year
- Autorisation granted to the Board of Directors for 18 months to enable the Company to buy back and to trade in its own shares
- Renewal of Jacques Gounon's term as a director
- Ratification of the co-option of Bertrand Badré, director



#### AGENDA OF THE ORDINARY GENERAL MEETING

# RESOLUTIONS FOR DECISION BY THE ORDINARY GENERAL MEETING

- Renewal of Bertrand Badré's term as a director
- Renewal of Corinne Bach's term as a director
- Renewal of Patricia Hewitt's term as a director
- Renewal of Philippe Vasseur's term as a director
- Renewal of Tim Yeo's term as a director
- Appointment of Giovanni Castellucci, as a director
- Appointment of Elisabetta De Bernardi di Valserra, as a director
- Approval of the remuneration owed or allocated for the year ended 31 December 2017 to Jacques Gounon,
   Chairman and Chief Executive Officer
- Approval of the remuneration owed or allocated for the year ended 31 December 2017 to François Gauthey,
   Deputy Chief Executive Officer
- Approval of the remuneration policy applicable to the Chairman and Chief Executive Officer
- Approval of the remuneration policy applicable to the Deputy Chief Executive Officer



#### AGENDA OF THE EXTRAORDINARY GENERAL MEETING

# RESOLUTIONS FOR DECISION BY THE EXTRAORDINARY GENERAL MEETING

- Board of Directors' report to the extraordinary general meeting
- Statutory Auditors' reports
- Delegation given to the Board for 12 months to proceed with the granting of free shares to all the employees (other than executive officers and executives) of the Company and companies directly or indirectly linked to it, with the meaning of Article L.225-197-2 of the French Commercial Code
- Creation of preference shares convertible into ordinary shares after 3 years, subject to performance conditions and corresponding amendment of the articles of association
- Delegation given to the Board for 12 months to proceed with the granting, subject to performance, of preference shares to executive officers and to certain executives of the Company and companies directly or indirectly linked to it, within the meaning of Article L.225-197-2 of the French Commercial Code
- Authorisation granted to the Board for 18 months to reduce the capital by cancelling shares



# RESOLUTION STEAR TO ENGINEE STEAR TO THE TENGT RAOR DINARY GENERAL MEETING

- Delegation given to the Board for 26 months to proceed with increases of capital, with withdrawal of the shareholders' preferential subscription right, by the issue of ordinary shares or transferable securities giving access to the Company's capital reserved for employees signed up to a Company savings plan
- Amendment of Articles 15, 16 and 17 of the articles of association to introduce terms for appointing the director(s) representing the employees to the Board of Directors
- Amendment of Article 15 of the articles of association to increase by two the number of directors appointed by the General Meeting
- Amendment of Article 23 of the articles of association to raise the age limit for performing the duties of Chief Executive Officer or Deputy Chief Executive Officer from 65 to 68 years
- Amendment of Article 3 of the articles of association to change the name of the Company from Groupe Eurotunnel SE to Getlink SE
- Power for the formalities





**Groupe Eurotunnel SE - 18 APRIL 2018** 

# PRESENTATIONS TO THE GENERAL MEETING



#### **SUMMARY OF THE PRESENTATION**

# GENERAL MEETING OF GROUPE EUROTUNNEL SE

2017 FINANCIAL RESULTS

1

STRATEGY AND OUTLOOK

3

GOVERNANCE

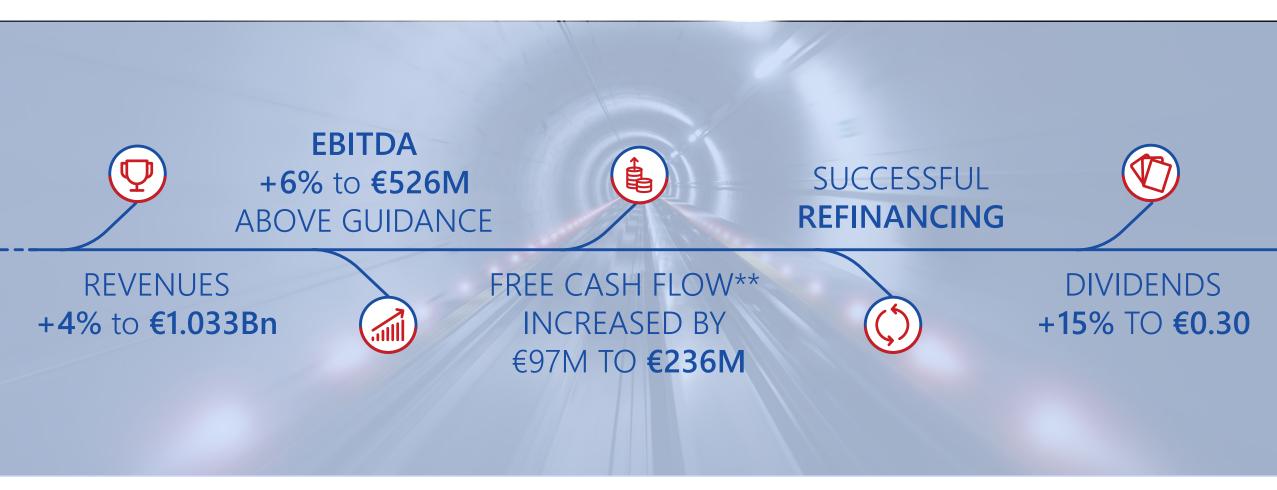




François Gauthey – Deputy Chief Executive Officer

#### 2017 KEY FIGURES\*

# 2017, A YEAR OF STRONG ACHIEVEMENTS





<sup>\*\*</sup> Excluding ElecLink



# **EUROTUNNEL: TRAFFIC ROBUST + YIELD INCREASE + OPERATIONAL EFFICIENCY**

In €M	2017	Change	2016*
Revenue	915	+4%	881
Shuttle Services	604	+3%	585
Railway Network	293	+4%	282
Other	18	+29%	14
Operating costs	-394	+2%	-386
EBITDA	521	+5%	495
% of revenue	<b>57%</b>	+70bps	56.3%



# **EUROPORTE: PROFITABLE GROWTH**

Only profitable rail freight operator in **France** 

Fret SNCF to become an **independent subsidiary** of SNCF (no longer part of the logistics business unit): 1st step to a fair market

In €M	2017	Change	2016
Revenue	118	+2%	116
Operating costs	-112	-3%	-116
EBITDA	6	+€6M	0
% of revenue	5%		0%
Net profit	0.3	+€11M	-11



# **ELECLINK: ON TIME + ON BUDGET**







EQUIVALENT TO THE CONSUMPTION OF **1.65M** HOUSEHOLDS



# 2017 CONSOLIDATED INCOME STATEMENT

_ In €M	2017	2016*	△% 2017 vs 2016
Revenue	1,033	997	+4%
Operating costs	(507)	(503)	+1%
EBITDA	526	494	+6%
% of revenue	<i>50.9%</i>	49.5%	+140bp
Trading profit	374	344	+9%
Net finance costs	(270)	(254)	+6%
Net consolidated profit excluding non-recurring items**	106	74	+43%
Net consolidated profit	113	188	-€75M

<sup>\*</sup> Recalculated at 2017 exchange rate: £1 = €1.14



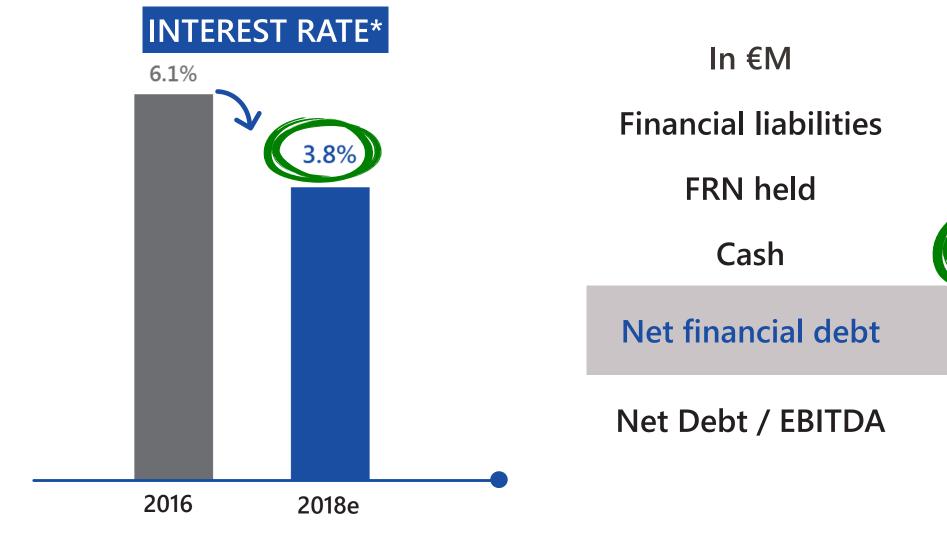
<sup>\*\* 2017</sup> excluding €55M cost relating to acquisition of bonds, €57M deferred tax income and €5M profit from discontinued activities and in 2016 excluding €50M gain on integration of ElecLink and profit of €64M from discontinued activities

# FREE CASH FLOW UP €97M

In €M	2017	2016	Change
Cash flow from operations	532	498	+7%
Investments (excl. ElecLink)	-79	-97	
Debt service	-230	-281	
Other	13	19	
Free cash flow	236	139	+70%
Other	13	19	+70%



# **NET DEBT: LOWER COST + HIGH CASH POSITION**





2017

(4,346)

(3,733)

7.1x

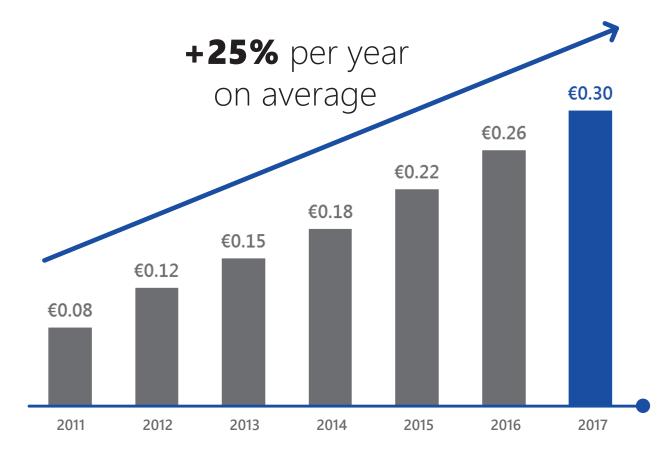
# **DIVIDEND: €1Bn\* DISTRIBUTED SINCE 2008**

A sustainable policy

2017: €0.30 per share,
a 15% increase

Total amount
for 2017: €165M



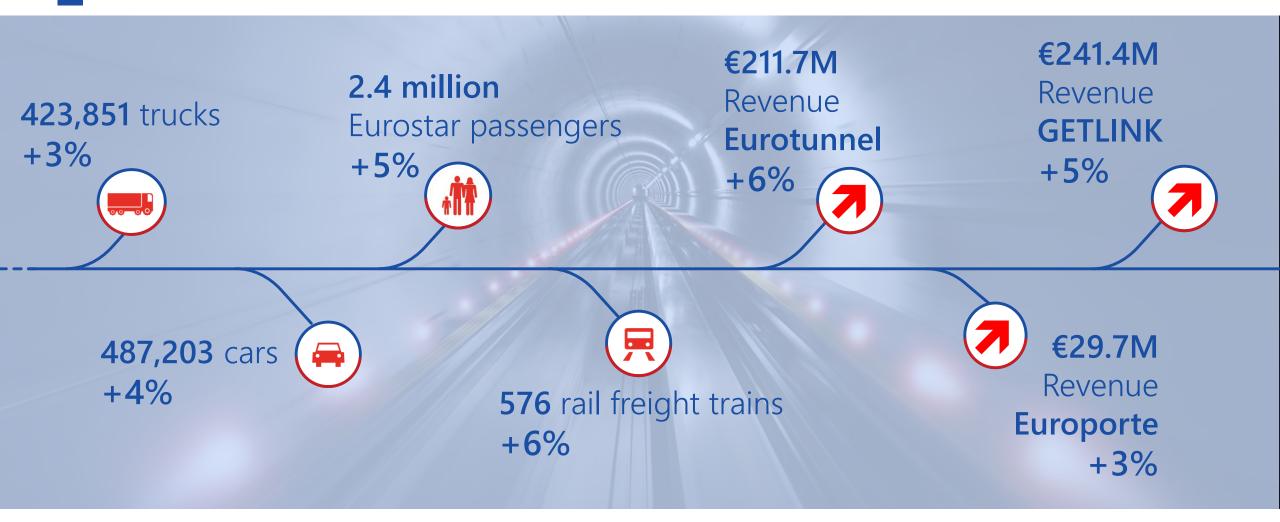






#### **GETLINK: OUTLOOK**

# A STRONG PERFORMANCE IN THE 1ST QUARTER OF 2018\*







# **GOVERNANCE**

JACQUES GOUNON – CHAIRMAN AND CHIEF EXECUTIVE OFFICER



#### **GROUPE EUROTUNNEL SE**

# SHARE LISTED ON EURONEXT PARIS AND LONDON

- Work of the Board of Directors in 2017
  - 9 meetings of the Board
  - 96% attendance rate
  - 31 meetings of the Committees



- Market capitalisation: €6.4Bn at 12 April 2018
- Share performance: +22%
   in one year



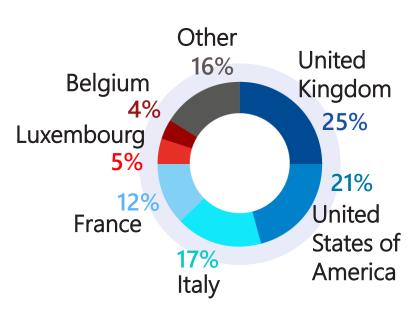
#### **GROUPE EUROTUNNEL SE**

# A HIGH QUALITY AND LONG TERM SHAREHOLDING

# Capital breakdown\*

- 202,000 shareholders
- 8% individual shareholders
- Average holding increased to 7,649 shares
- \* Based on the January 2018 bearer identification analysis (TPI) covering holders of 1,000 or more shares, on the registers of Société Générale Securities Services and Computershare

# By location\*\*



# Purchase of the Aero I Global & International fund by Atlantia

on 2 March 2018:

- 15.49% of the Group's capital
- 26.66% of voting rights
- €12.40 per share, representing €1,056M in total



#### ATLANTIA TODAY IN FIGURES

# A MAJOR PLAYER IN INFRASTRUCTURE



# **TOLL MOTORWAYS**

- 16 Concessions in Italy, Brazil, Chile, India, Poland
- 5,000km of motorways
- 5 million customers a day

# **TECHNOLOGY**

- Free-flow tolling motorway systems
- Airport automation solutions
- Traffic information
- 11 million Telepass devices

## **AIRPORTS**

- 5 including 2 in Rome (Fiumicino, Ciampino) and 3 on the Côte d'Azur (Nice, Saint Tropez, Cannes-Mandelieu)
- 60 million passengers per year

€6Bn revenues in 2017



#### **EVOLUTION OF GOVERNANCE**

# REPRESENTATION OF ATLANTIA, OUR LARGEST SHAREHOLDER

# Appointment of 2 new non-independent directors

Giovanni Castellucci

• Elisabetta De Bernardi di Valserra











Resolutions 13 and 14



#### STRENGTHENED GOVERNANCE PRESERVING ITS BALANCE AND INDEPENDENCE

# DIVERSITY OF SKILLS IN THE BOARD

Ratification of the co-option of Bertrand Badré,
 Director





## Renewal of the terms of 6 Directors

- Jacques Gounon
- Bertrand Badré
- Corinne Bach
- Patricia Hewitt
- Philippe Vasseur
- Tim Yeo

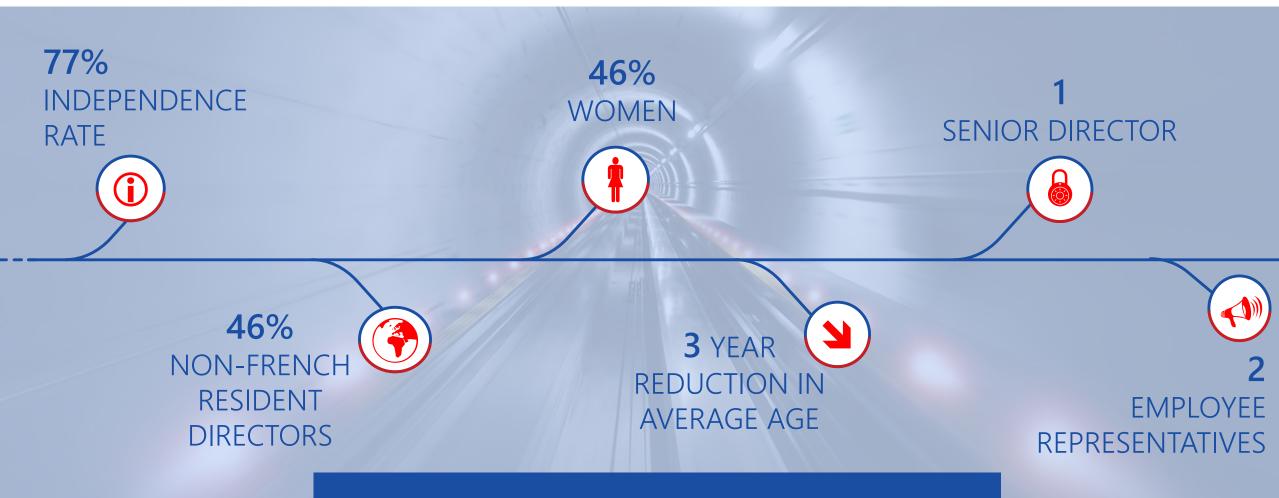


Resolutions 6 to 12



#### GOVERNANCE AT THE END OF THE GENERAL MEETING

# AN INTERNATIONAL, DIVERSE AND REJUVENATED BOARD



13 DIRECTORS + 2 EMPLOYEE REPRESENTATIVES



# COMPLIANCE WITH THE PRINCIPLES OF THE AFEP/MEDEF CODE AND THE SAPIN 2 LAW REMUNERATION POLICY FOR THE EXECUTIVE OFFICERS

1/3 fixed salary

1/3 annual variable

1/3 long-term variable

2/3 at risk

Chairman & Chief Executive Officer and Deputy Chief Executive Officer

### **EX-ANTE VOTE**

Approval of the remuneration policy for 2018

## **EX-POST VOTE or SAY ON PAY**

Vote on the components of the payment owed or allocated for the financial year 2017, pursuant to the policy approved at the 2017 AGM





#### EX-POST VOTE: COMPONENTS OF THE REMUNERATION OWED OR AWARDED FOR THE 2017 FINANCIAL YEAR

# CHAIRMAN AND CHIEF EXECUTIVE OFFICER

No multi-annual variable remuneration

No deferred variable remuneration

No exceptional remuneration

No allocation of stock options

No allocation of free shares (collective scheme for the employees)

No compensation linked to taking up or leaving a position

No non-competition payment or clause

No supplementary defined benefit pension plan

50% financial: net result, EBITDA

50% operational and strategic

Performance over 3 years

**GET share+ CSR + EBITDA** 

**STRINGENT PERFORMANCE** 

CONDITIONS

### **FIXED**

€500,000

+ Attendance fees: €72,050

+ Allowance for the use of his personal car: €10,944

#### **VARIABLE**

€600,000

## **LONG-TERM COMPONENTS**

120,000 performance shares



**Resolution 15** 

#### EX-POST VOTE: COMPONENTS OF THE REMUNERATION OWED OR AWARDED FOR THE 2017 FINANCIAL YEAR

# **DEPUTY CHIEF EXECUTIVE OFFICER**

No multi-annual variable remuneration

No deferred variable remuneration

No attendance fees

No exceptional remuneration

No allocation of stock options

No allocation of free shares (collective scheme for the employees)

No compensation linked to taking up or leaving a position

No non-competition payment or clause

No supplementary defined benefit pension plan

50% financial: net result, EBITDA 50% operational and strategic

Performance over 3 years GET share + CSR + EBITDA STRINGENT PERFORMANCE CONDITIONS

#### **FIXED**

€385,000

+ Company car: €2,909

#### **VARIABLE**

€253,500

## LONG-TERM COMPONENTS

105,000 performance shares



**Resolution 16** 

#### **EX-ANTE VOTE: REMUNERATION POLICY FOR 2018**

# CHAIRMAN AND CHIEF EXECUTIVE OFFICER

#### **FIXED**

€600,000

Below the 1st quartile and well below the average

#### **VARIABLE**

MAXIMUM: 120% of fixed

## **LONG-TERM COMPONENTS**

MAXIMUM: 150,000 shares

STRINGENT PERFORMANCE CONDITIONS



50% financial: net result, EBITDA 50% operational and strategic

Performance over 3 years

GET share + CSR + EBITDA

Resolutions 17 and 20



#### **EX-ANTE VOTE: REMUNERATION POLICY FOR 2018**

# DEPUTY CHIEF EXECUTIVE OFFICER

#### **FIXED**

€400,000

According to the level of responsabilities and the Comex remuneration policy

#### **VARIABLE**

MAXIMUM: 65% of fixed

## **ELEMENTS LONG TERME**

MAXIMUM: 150,000 shares

STRINGENT PERFORMANCE CONDITIONS

DATE OF STREET O

50% financial: consolidated operating cash flow, EBITDA
50% operational and strategic

Performance over 3 years GET shares + CSR + EBITDA

Resolutions 18 and 20



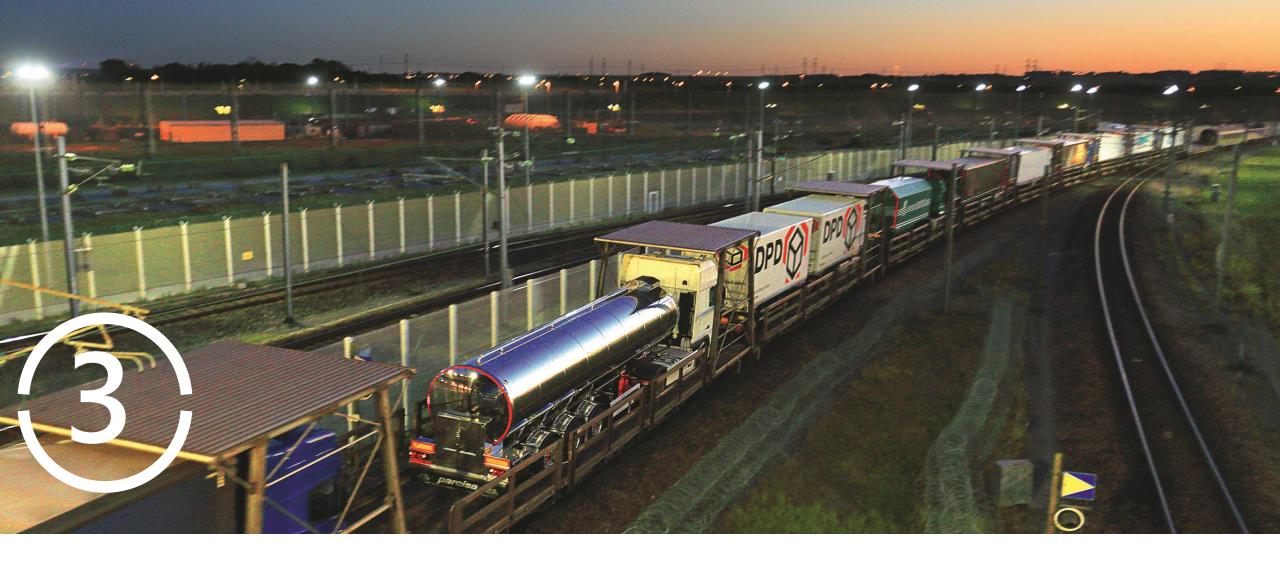
#### CORPORATE GOVERNANCE – KEY FACTOR IN THE GROUP'S PERFORMANCE

# LONG-TERM INCENTIVE PLAN AND REPRESENTATION OF THE GROUP

- Democratic plan for granting free shares to the Group's employees
  - Allocation of existing shares held under the buy-back programme
  - 100 ordinary shares to each employee, excluding executive officers, amounting to a total max. of 420,000 shares
- Long-term incentive programme for the main executive directors of the Group (including executive officers): maximum of 1,500,000 shares in total
  - Definitive grant of shares subject to stringent internal and external performance conditions and ambitious criteria over 3 years
  - Performance of the GET ordinary share compared with that of the GPR Getlink index (including dividend): 40%
  - Performance of the Group's consolidated EBITDA: 50%
  - Performance of the CSR (composite index): 10%
- Age limit for the Chief Executive Officer to be raised from 65 to 68 years
  - To ensure the representation of the Group at the highest level in the context of Brexit
- Separation of the roles of Chairman and Chief Executive Officer over a 2-year period



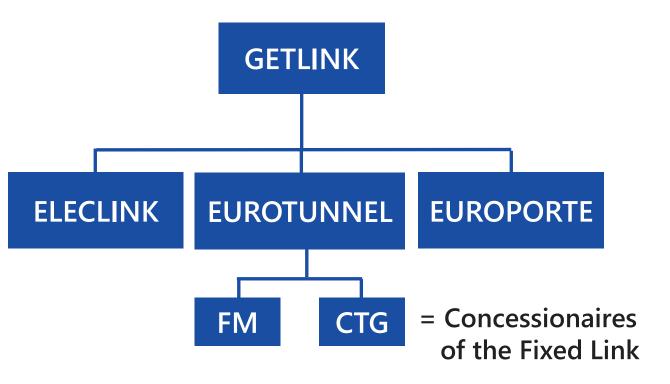




# STRATEGY AND OUTLOOK



### GETLINK, THE GROUP'S NEW IDENTITY

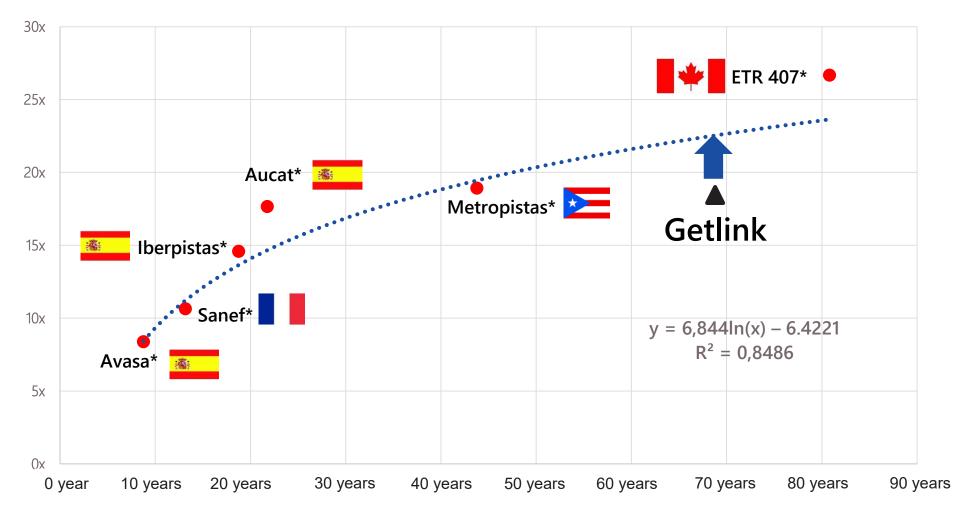


- New challenges
- Dynamism of exchanges and links
- Passage into a new era for mobility infrastructures
- Change of the Company's name from Groupe Eurotunnel SE to Getlink SE





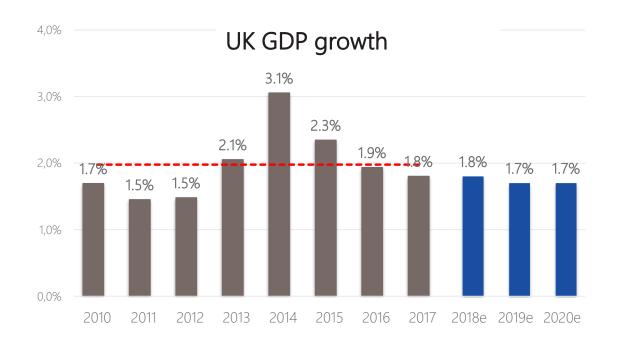
### CORRELATION ENTERPRISE VALUE/EBITDA AND LENGTH OF CONCESSION





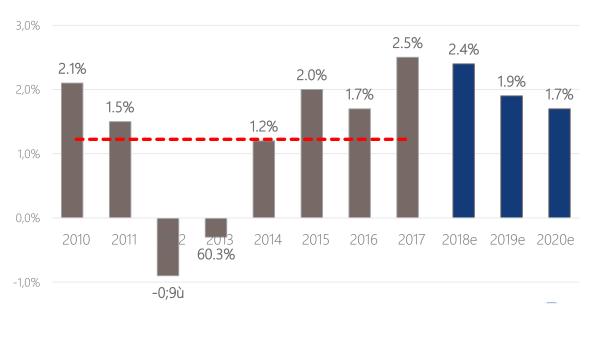
### **ECONOMIC GROWTH IN THE UK AND EURO ZONE**

### United Kingdom: continuous solid growth despite Brexit



# ○ Euro zone: acceleration in GDP growth

#### Euro Zone GDP growth



-2,0%

### **BREXIT: ACCELERATOR OF DIGITALISATION + SMART BORDER**

#### BREXIT: AGREEMENT ON THE TRANSITION PERIOD SIGNED IN MARCH 2018

- 29 March 2019: the UK will leave the European Union
- 31 December 2020: end of the transition period
- A partnership between the UK and the European on free trade and customs to develop a frictionless border and ensure fluidity of trade flows
- No impact on the vitality of trade or on customer behaviour

#### ○ ANTICIPATE POSSIBLE CHANGES IN BORDER CONTROLS IN THE NEXT 5 YEARS+

- Accelerate digital developments in progress and dematerialisation
- Work closely with the States (Governments, customs, police) and industrial stakeholders (logistics, industries)
- Additional checkpoints (Border Force and PAF)
- Objective: create a virtual border => Smart Border
- Biometric controls, geolocation of customers, travel file for freight



#### **GROUP'S STRATEGY**

### 5.0 DIGITALISATION PLAN: 5-YEAR VISION

1. Increase fluidity of Le Shuttle and Le Shuttle

Freight services

flexiplus PROCHAINS DÉPARTS 13:52

14:20 Appel en cours
DERNIER APPEL DANS 8 min

14:36 Attendez l'appel
PREMIER APPEL DANS 9 min
DERNIER APPEL DANS 24 min

14:50 Attendez l'appel
PREMIER APPEL DANS 23 min
DERNIER APPEL DANS 38 min

3. Optimise infrastructure and rolling stock management through data analysis



5. Develop Group's IT tools

**GETLINK** 

5 thèmes

2. Enhance Customer Experience



4. Strengthen the Group's digital culture and collaboration





#### FIXED LINK CONCESSION'S STRATEGY

### INVESTMENTS IN CAPACITY AND QUALITY OF SERVICE



25% of trade in goods between the UK and continental Europe transit through the Channel Tunnel

#### Development of operational capacity

- New truck Shuttles
- Security
- Extension on terminals
- ERTMS (GSM-R + ETCS): gain in capacity, reliability and safety

### ○ Quality of service

- Improved through digitalisation of Le Shuttle service: connected objects, tracking of customers, wi-fi, real time information
- Le Shuttle Freight: digitalisation of customer relations, new online services, Driver Info App

STRATEGY: PREMIUM SERVICE

### FLEXIPLUS: THE HIGH-END PRODUCT



#### RAILWAY NETWORK: HIGH POTENTIAL FOR GROWTH

#### ○ High-speed: development in traffic and destinations

- 4 April 2018: start of Eurostar direct service London-Amsterdam in 3h40mn, with increased service in 2019
- Congestion of 4 out of 5 airports in London by 2025\*
- Minimisation of the greenhouse gas emissions: 90% less CO<sub>2</sub> compared to air transport\*\*
- New operators
- New destinations representing markets of c.10M passengers, across all transport modes

# TEURO TÜNNEL

\* Source: British government report October \*\* Source: Eurostar

#### ○ Rail freight: return to growth

- Silk Road: 1st train through the Tunnel in 2017
- New contracts in 2018, the first since securing the Fréthun yard
- New full train scanner
- Target of 5,000 trains/year again achievable



#### **GETLINK'S CSR IN FIGURES**

### **ENVIRONMENTAL EXCELLENCE**

-47% vs 2006

1

**2M** TONNES CO<sub>2</sub> saving/year vs ferries/airlines

2

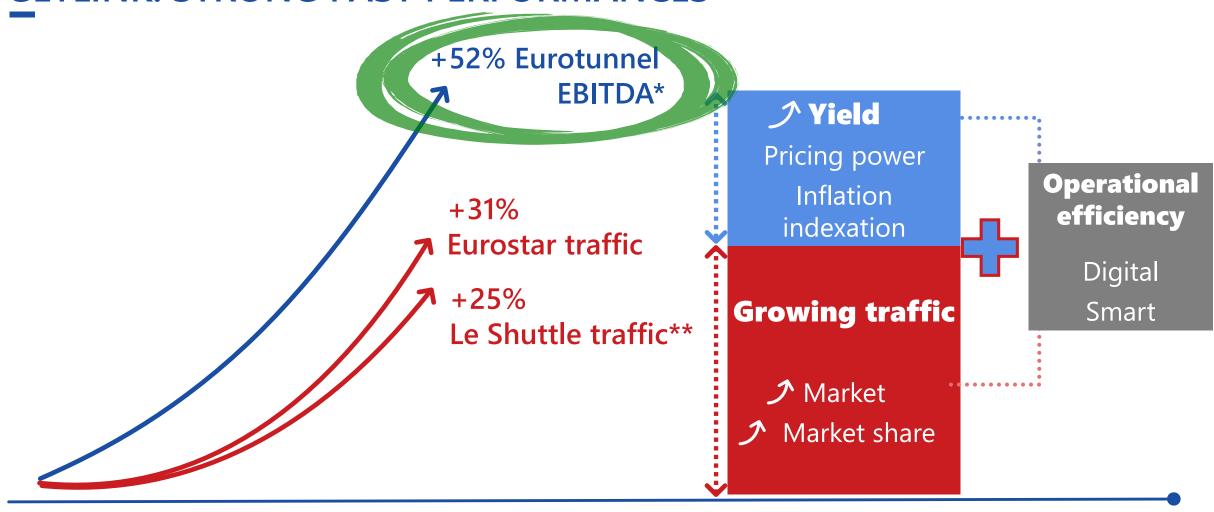
LOW CARBON MOBILITY **€8M** commercial incentive from EDF in 2017/2018 4

ELECLINK FAVOURS energy transition and preserves sealife



#### **OUTLOOK**

### **GETLINK: STRONG PAST PERFORMANCES**



\* At constant exchange rate, excluding MUC in 2006

\*\* Car, truck and coach volumes; 1 truck = 2.3 cars = 0.8 coach

2017



2006

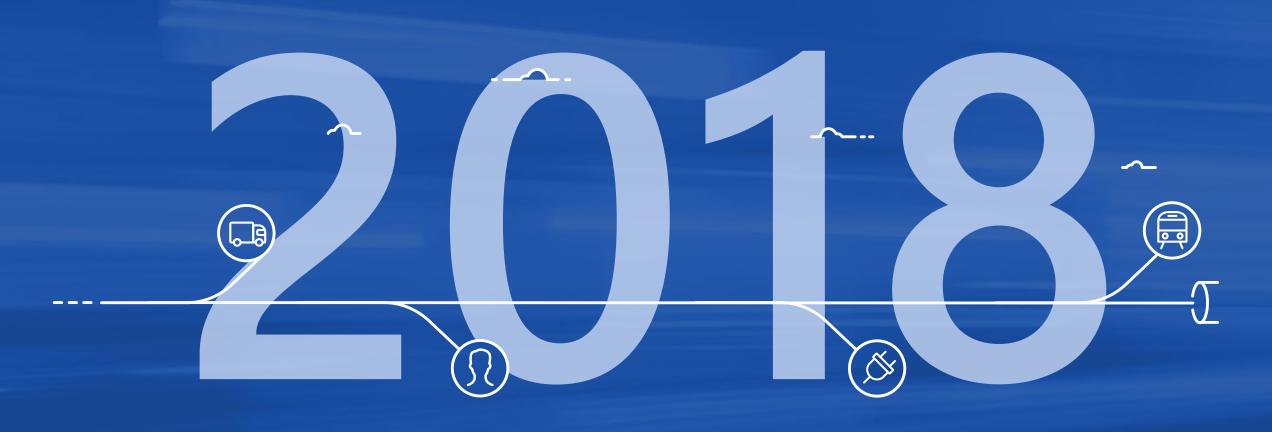
#### **OUTLOOK**

### **GETLINK: CONFIDENCE IN FUTURE GROWTH**









# REPORTS OF THE STATUTORY AUDITORS KPMG Audit - Mazars



### STATUTORY AUDITORS' REPORT

REPORTS	Registration Document
■ Report on the annual financial statements	Page 87
■ Report on the consolidated financial statements	Page 37
Special report on regulated agreements and commitments	Page 160
<ul> <li>Report on consolidated social, environmental and societal information published in the Management Report</li> </ul>	Page 213
■ Report on share operations	-







#### ANNUAL FINANCIAL STATEMENTS

(REGISTRATION DOCUMENT : PAGE 87)

**Resolution 1** 

#### **UNQUALIFIED AUDIT OPINION ON ACCOUNTS**

Conclusion of our work:

"The financial statements give a true and fair view of the assets and liabilities and of the financial position of the company as at 31 December 2017 and of the results of its operations for the year then ended in accordance with French accounting principles."

- Justification of assessments key audit matters
  - Valuation of investments in subsidiary undertakings and intercompany receivables







#### **CONSOLIDATED FINANCIAL STATEMENTS**

(REGISTRATION DOCUMENT: PAGE 37)

Resolution 3

#### **UNQUALIFIED AUDIT OPINION ON ACCOUNTS**

Conclusion of our work

"The consolidated financial statements give a true and fair view of the assets and liabilities and of the financial position of the Group as at 31 December 2017 and of the results of its operations for the year then ended in accordance with International Financial Reporting Standards as adopted by the European Union"

- Justification of assessments key audit matters
  - Goodwill and recoverable amount of tangible and intangible assets
  - Accounting treatment of transactions completed in the context of the reorganisation of the Term Loan







#### REGULATED AGREEMENTS AND COMMITMENTS

(REGISTRATION DOCUMENT : PAGE 160)

**Resolution 4** 

## Agreements and Commitments submitted for ratification to the Company's General Meeting

"We have not been advised of any agreements and commitments authorised during the year 2017 and requiring the approval of the shareholders' meeting in accordance with article L. 225-38 of the French Commercial Code (Code de commerce)."

#### Agreements and Commitments previously approved

"We have been informed of the following agreements and commitments approved in prior years and which remained current during the year ending 31 December 2017:

- Complementary defined contribution pension plan for the benefit of Deputy Chief Executive Officer of GET SE since 1 May 2016"







#### **CSR INFORMATION**

(REGISTRATION DOCUMENT : PAGE 213)

#### Labour, environmental and social information

- Statement of completeness of CSR Information
- Reasoned opinion on the fairness of the CSR Information
- Reasonable assurance on a selection of CSR information
- Conclusion of our work
  - No observations to make







#### **OPERATIONS ON SHARES**

#### Resolutions 19 to 23

#### Nature of related operations:

- Delegation given to the Board for 12 months to proceed with the grant of free shares to all the employees (other than executive officers and executives) of the Company and the companies directly or indirectly linked to it, as stated in Article L. 225-197-2 of the French Commercial Code (Resolution 19)
- Authorisation to create and grant free preference shares convertible into ordinary shares subject to performance criteria to executive officers and executive employees (Resolutions 20 and 21)
- Authorisation granted for 18 months to the Board of Directors for the purpose of reducing the capital by cancellation of shares (Resolution 22)
- Delegation of powers granted for 26 months to the Board of Directors for the purpose of proceeding to increase the capital, with withdrawal of the shareholders' preferential right of subscription, by the issue of ordinary shares or transferable securities giving access to the Company's capital reserved to the employees signed up to a Company savings plan (Resolution 23)







### **OPERATIONS ON SHARES (2/2)**

#### Resolutions 19 to 23

- Conclusion of our work
  - No observations to make on the procedures and information mentioned in the Board of Directors report
  - If applicable, we will prepare a complementary report in case of the use of the authorisations by the Board of Directors





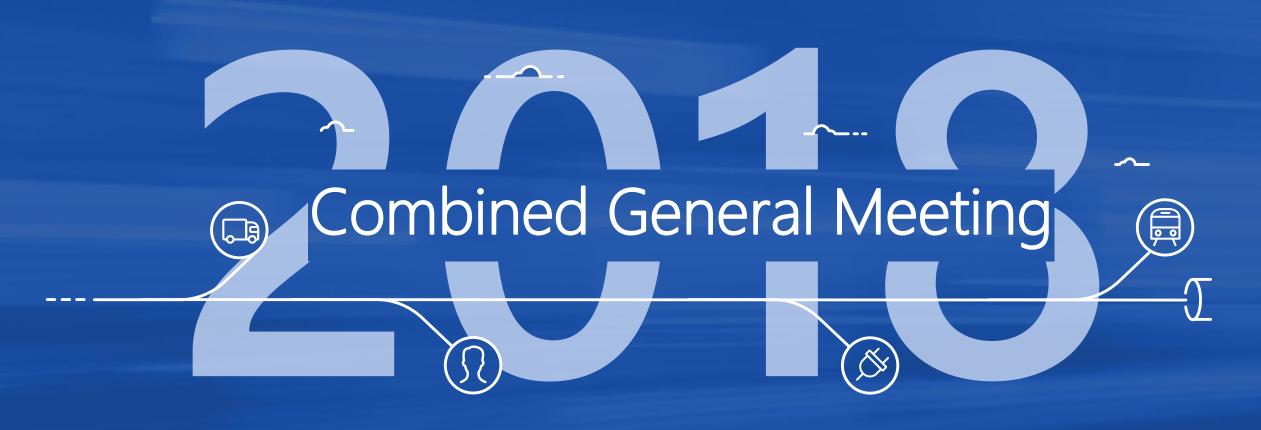




### **ELECLINK VIDEO**







### **QUESTIONS & ANSWERS**





### PRESENTATION AND VOTE ON RESOLUTIONS





Consideration and approval of the statutory accounts for the financial year ended 31 December 2017

**Profit of €69,749,545** 





Appropriation of the profit for the financial year ended 31 December 2017

**Net profit for the financial year:** €69,749,545

**Dividend:** €165,000 000

Balance carried forward: €178,134,652

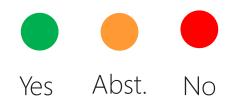




Consideration and approval of the consolidated accounts for the financial year ended 31 December 2017

**Net profit of €113,282,472** 





Special report of the Statutory Auditors on the continuation of a regulated agreement entered into during the past financial year

Deputy Chief Executive Officer's supplementary contribution defined pension scheme (François Gauthey)





Authorisation granted to the Board of Directors to allow the Company to buy back and trade in its own shares

**Duration: 18 months** 

Maximum purchase price: €14

Overall ceiling: 10% of the share capital

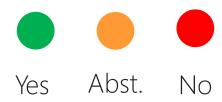
Outside public tender offer periods





Renewal of Jacques Gounon's term as director





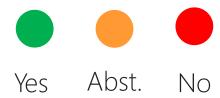
Ratification of the co-option of Bertrand Badré, as director





Renewal of Bertrand Badré's term as director





Renewal of Corinne Bach's term as director





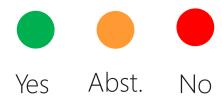
Renewal of Patricia Hewitt's term as director





Renewal of Philippe Vasseur's term as director





Renewal of Tim Yeo's term as director





Appointment of Giovanni Castellucci as a director, subject to the vote on resolution 25





Appointment of Elisabetta De Bernardi di Valserra as a director, subject to the vote on resolution 25





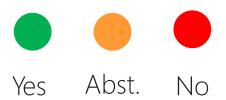
Ex-post vote: approval of the remuneration owed or attributed for the year ended 31 December 2017 to Jacques Gounon, Chairman and Chief Executive Officer





Ex-post vote: approval of the remuneration owed or attributed for the financial year ended 31 December 2017 to François Gauthey, Deputy Chief Executive Officer





Ex-ante vote: approval of the remuneration policy applicable to the Chairman and Chief Executive Officer for 2018





Ex-ante vote: approval of the remuneration policy applicable to the Deputy Chief Executive Officer for 2018





Delegation of authority granted to the Board of Directors to carry out collective allocation of free shares to all employees of the Company (other than executive officers and executives) and companies directly or indirectly linked to it, as stated in Article L.225-197-2 of the French Commercial Code

**Duration: 12 months** 

Maximum: 420,000 ordinary shares, namely 0.08% of the share capital





Long-term incentive programme for executive officers and executives of the Group: creation of preference shares convertible into ordinary shares after a period of 3 years, subject to performance criteria





Power given to the Board of Directors to grant, free of charge, preference shares to certain executive officers of the Company and certain executives of the Company and its subsidiaries

**Duration: 12 months** 

Maximum: 1,500,000 ordinary shares, namely 0.27% of the share capital Shareholders' preferential subscription rights waived Outside public tender offer periods





Authorisation granted to the Board of Directors to reduce the capital by cancellation of own shares

**Duration: 18 months** 

Maximum: 10% of the share capital





Delegation of powers granted to the Board of Directors in order to proceed to increase the share capital, with withdrawal of the shareholders' preferential right of subscription, by the issue of ordinary shares or transferable securities giving access to the Company's capital reserved to the employees signed up to a Company savings plan

**Duration: 26 months** 

Overall ceiling: €2,000,000





Amendment of Articles 15, 16 and 17 of the articles of association of the Company for the purpose of determining the terms for appointing the director(s) representing the employees to the Board of Directors





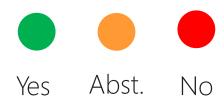
Amendment of Article 15 of the Company's articles of association to provide the possibility of increasing the number of directors





Amendment of Article 23 of the articles of association of the Company to raise the age limit of the Chief Executive Officer and the Deputy Chief Executive Officer, from 65 to 68 years





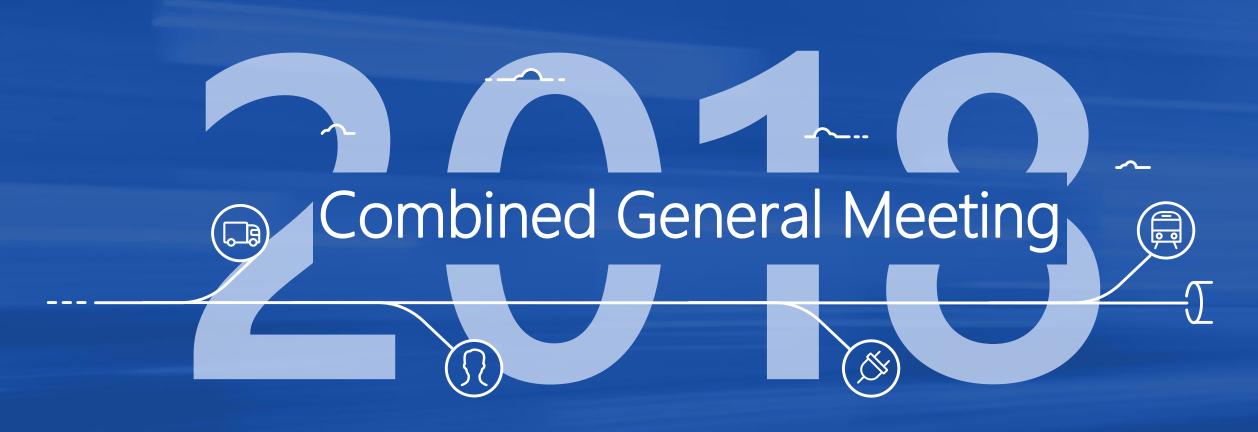
Amendment of Article 3 of the articles of association of the Company to change the Company's name from Groupe Eurotunnel SE to Getlink SE





Power to carry out formalities





**Groupe Eurotunnel SE - 18 APRIL 2018** 

#### **CLOSE OF THE MEETING**



#### GENERAL MEETING OF GROUPE EUROTUNNEL SE

THANK YOU FOR ATTENDING THE MEETING

PLEASE RETURN THE TRANSLATION HEADSETS
AND VOTING TABLETS WHEN LEAVING THE ROOM

PLEASE NOTE: THE MINIBUS TO THE CROISÉ LAROCHE TRAM STATION WILL LEAVE IMMEDIATELY

