

The AKNIA logo is rendered in a large, white, sans-serif font. The letters are bold and modern, with the 'A' and 'I' having a slightly unique shape. The logo is positioned in the upper center of the slide, overlapping the bokeh background and the woman's face.

AKNIA

PASSION FOR
TECHNOLOGIES

FY 2018 REVENUE

Nicolas VALTILLE

Dov LEVY

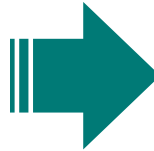
7th February 2019



1 FY 2018 HIGHLIGHTS

FY 2018 : AN EXCELLENT YEAR

- **2018 : REVENUE : +13% AT €1.5BN**
 - **EXCELLENT PERFORMANCE IN EACH BU**
 - **STRONG DYNAMIC IN DIGITAL / MOBILITY**
 - **STRONG POTENTIAL IN NORTH AMERICA**
- ✓ PDS revenue : +15% in 2018 at \$302.7M



2018
TARGETS

OUTPERFORMED

STRONG PERFORMANCE IN FY 2018

€ 615.1M

FY 2018 FRANCE REVENUE

+11.5%

€ 511.0M

FY 2018 GERMANY REVENUE

+5.1%

€ 379.2M

FY 2018 INTERNATIONAL REVENUE

+27.9%*

€ 1,505.3M

FY 2018 GROUP REVENUE

+12.8%*

21,019

HEADCOUNT END FY 2018

+35.5%*
ytd

89.6%

UTILISATION RATE

-10 bps

* PDS Tech is consolidated as of 1st November 2018

STRONG PERFORMANCE IN Q4 2018

€ 163.7M

Q4 2018 FRANCE REVENUE

+10.3%

€ 138.4M

Q4 2018 GERMANY REVENUE

+7.5%

€ 141.6M

Q4 2018 INTERNATIONAL REVENUE

+76.1%*

€ 443.7M

Q4 2018 GROUP REVENUE

+24.1%*

21,019

HEADCOUNT END Q4 2018

+35.5%*
ytd

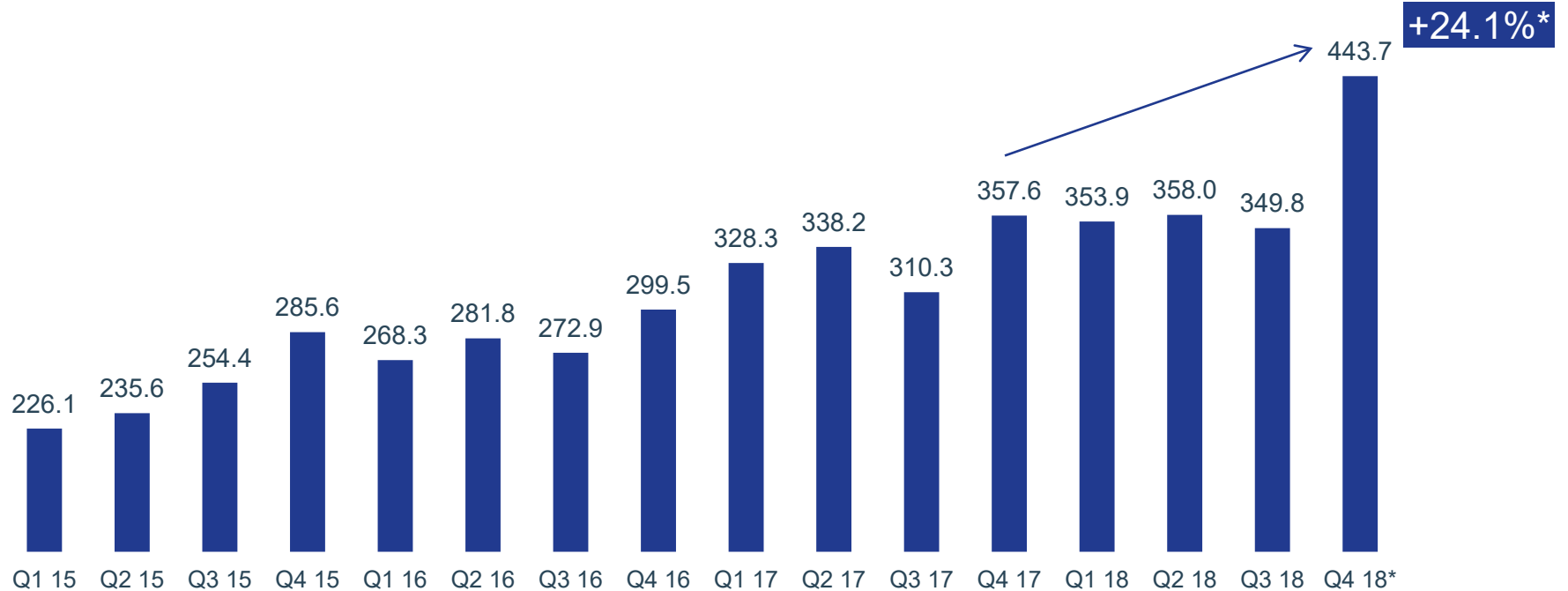
89.6%

UTILISATION RATE

-10 bps

* PDS Tech is consolidated as of 1st November 2018

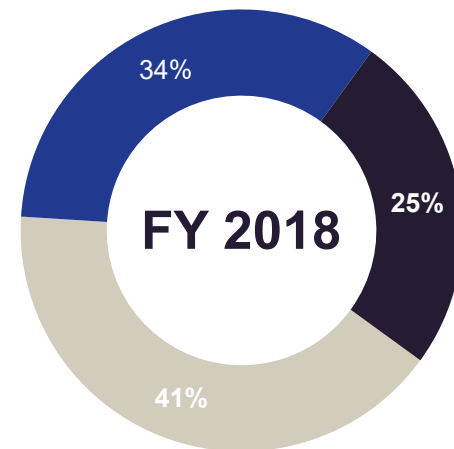
REVENUE BY QUARTER (€ M)



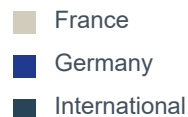
* PDS Tech is consolidated as of 1st November 2018

FY2018 REVENUE BY BU

€ M	FY 2018 REVENUE	FY 2017 REVENUE	CHANGE %	ORGANIC**	ECONOMIC***
FRANCE	615.1	551.6	11.5%	11.5%	11.1%
GERMANY	511.0	486.2	5.1%	5.1%	4.3%
INTERNATIONAL	379.2*	296.5	27.9%	13.2%	12.6%
TOTAL GROUP	1,505.3*	1,334.4	12.8%	9.5%	9.1%



IN % OF REVENUE

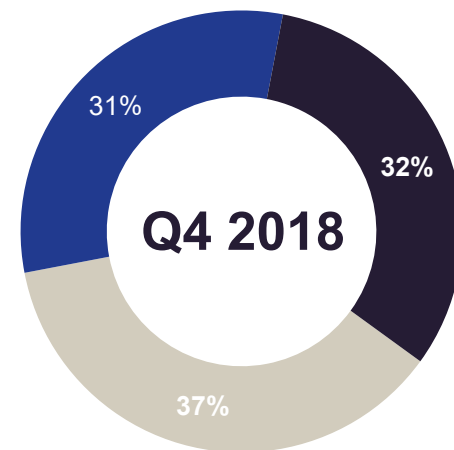
* PDS Tech is consolidated as of 1st November 2018

** Growth at constant scope and exchange rates

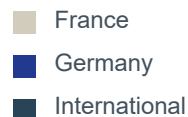
*** Growth at constant scope, exchange rates and number of working days

Q4 2018 REVENUE BY BU

€ M	Q4 2018 REVENUE	Q4 2017 REVENUE	CHANGE %	ORGANIC**	ECONOMIC***
FRANCE	163.7	148.4	10.3%	10.3%	8.6%
GERMANY	138.4	128.8	7.5%	7.5%	4.1%
INTERNATIONAL	141.6*	80.4	76.1%	17.4%	13.9%
TOTAL GROUP	443.7*	357.6	24.1%	10.9%	8.6%



IN % OF REVENUE

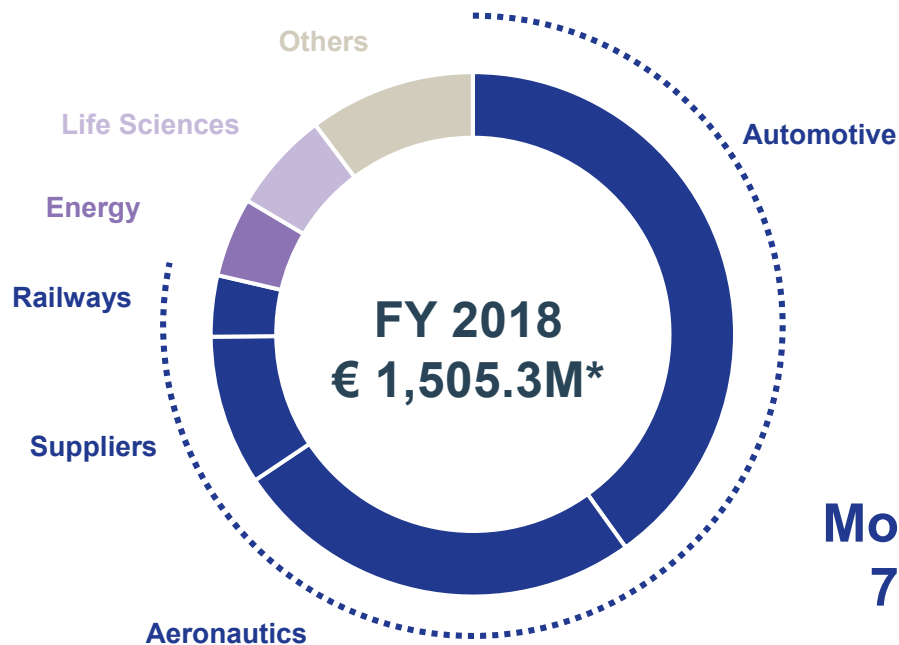


* PDS Tech is consolidated as of 1st November 2018

** Growth at constant scope and exchange rates

*** Growth at constant scope, exchange rates and number of working days

ENHANCED DIVERSIFICATION



ORGANIC GROWTH (FY 2018)**

MOBILITY +8%

Mobility
79%

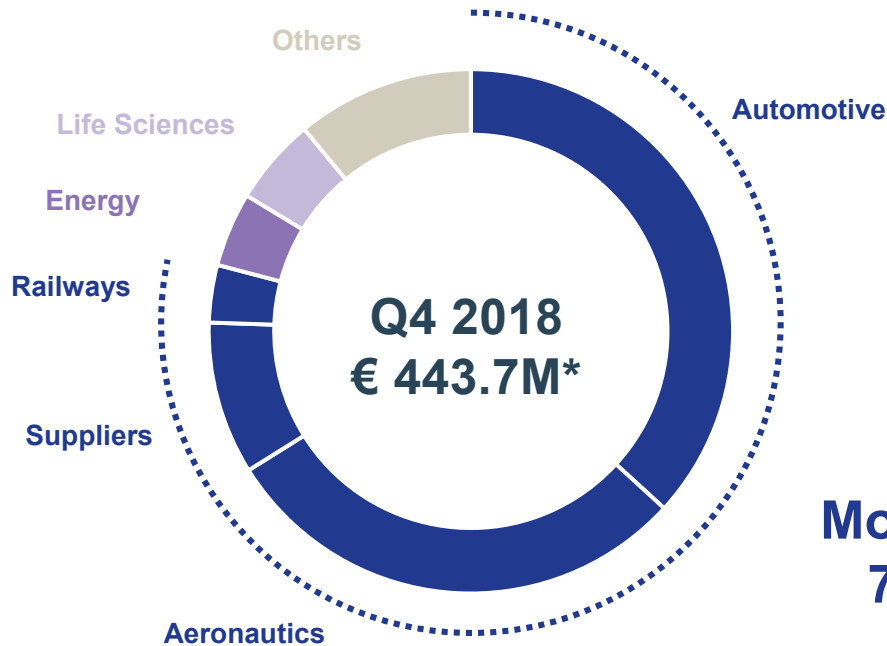

AUTO
+8%


AERO
+11%


RAILWAYS
+14%

* PDS Tech is consolidated as of 1st November 2018
** Growth at constant scope and exchange rates

ENHANCED DIVERSIFICATION



ORGANIC GROWTH (Q4 2018)**

MOBILITY +10%

**Mobility
79%**



AUTO
+11%



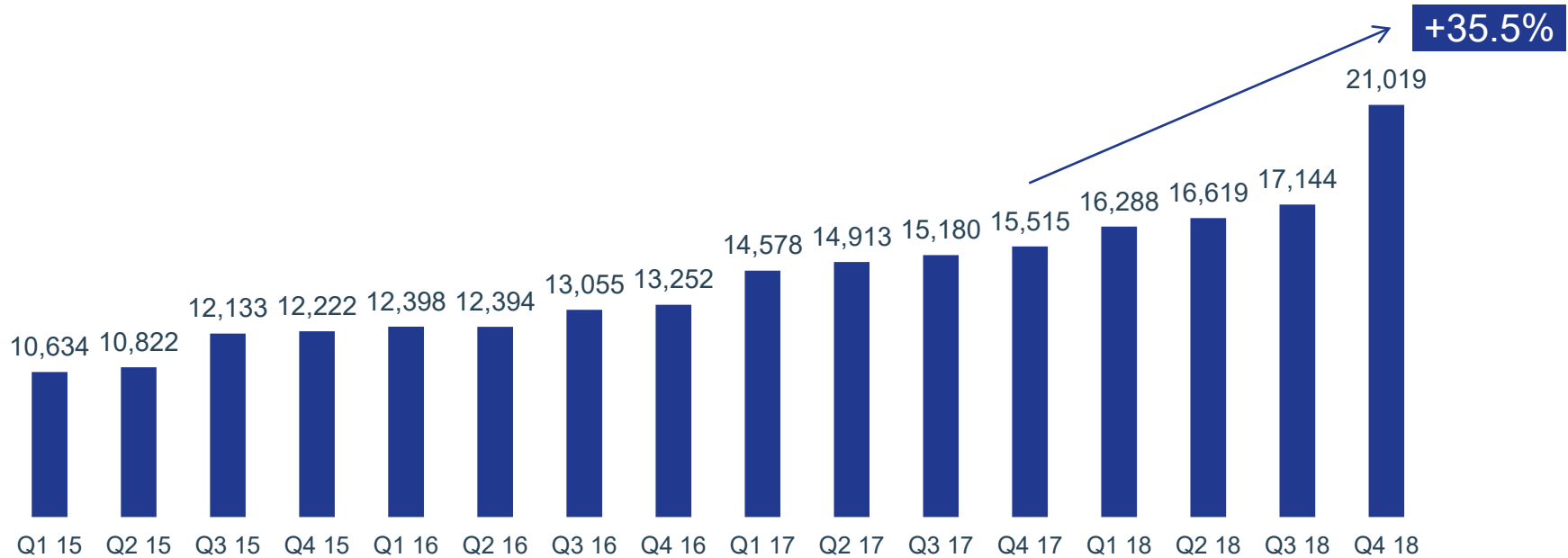
AERO
+16%



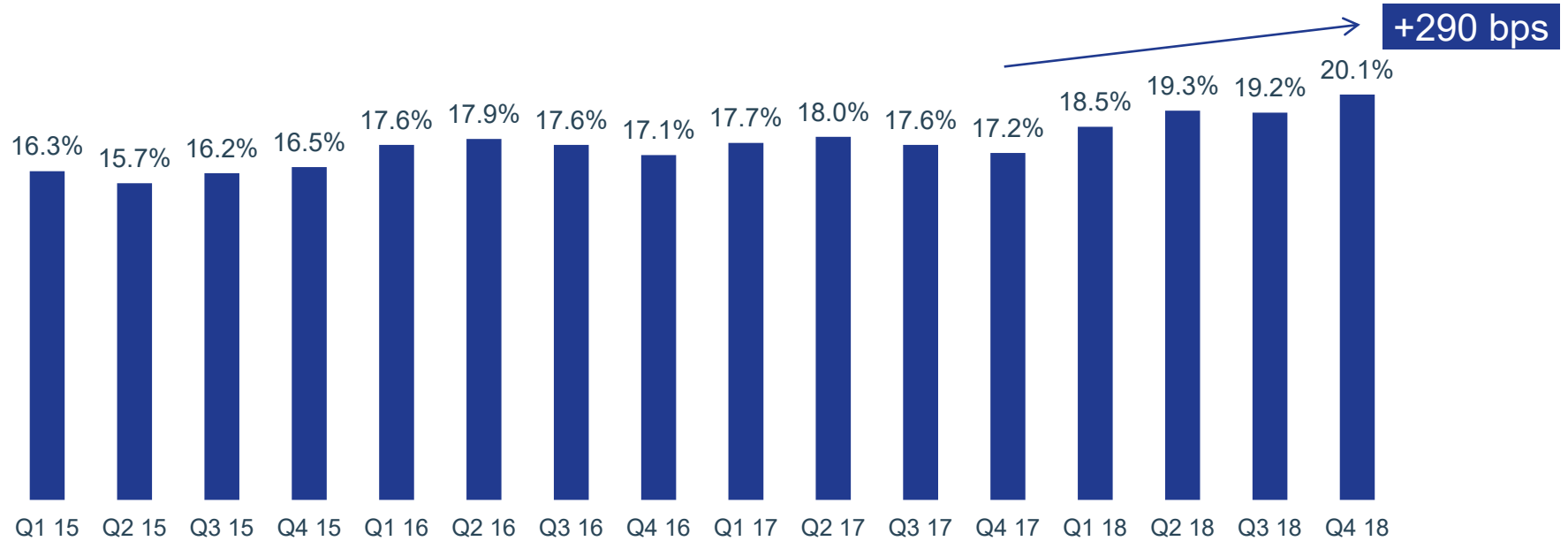
RAILWAYS
+21%

* PDS Tech is consolidated as of 1st November 2018
** Growth at constant scope and exchange rates

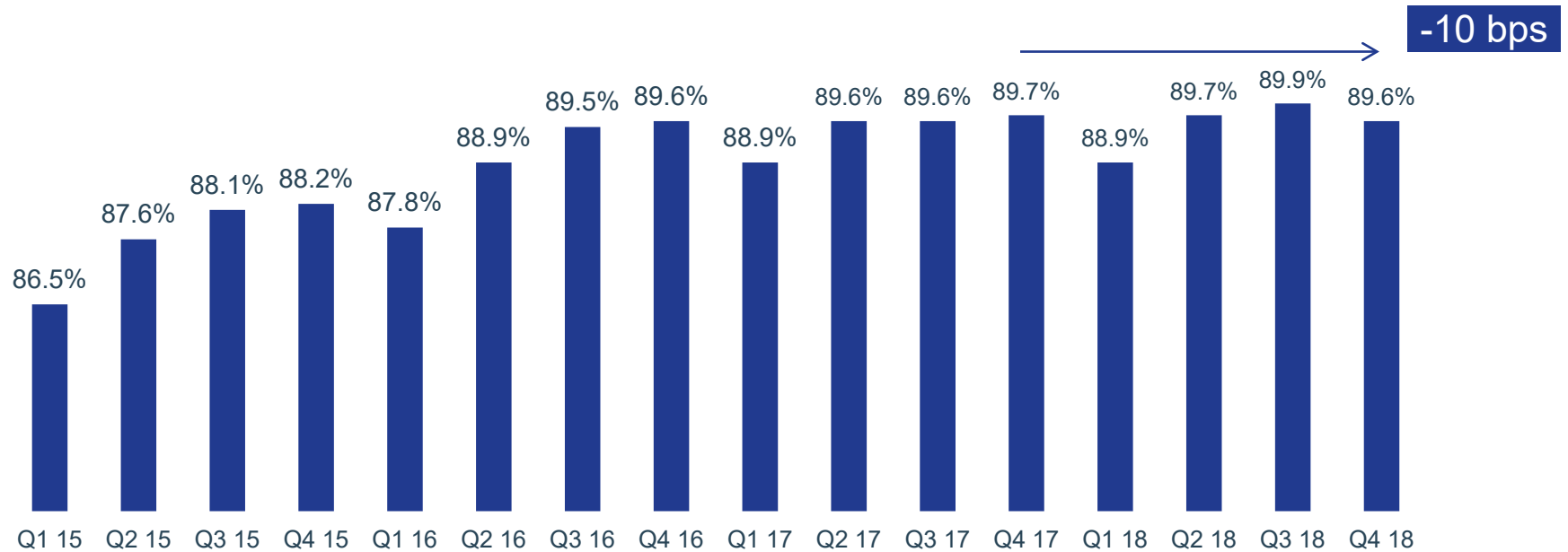
HEADCOUNT (END OF PERIOD)



TURNOVER RATE (YTD)



UTILISATION RATE (YTD)



2 2018 OUTLOOK

2018 OBJECTIVES

ORGANIC
GROWTH

≥ 9%*

MARGIN FROM
ORDINARY
ACTIVITIES

≥ 8%**

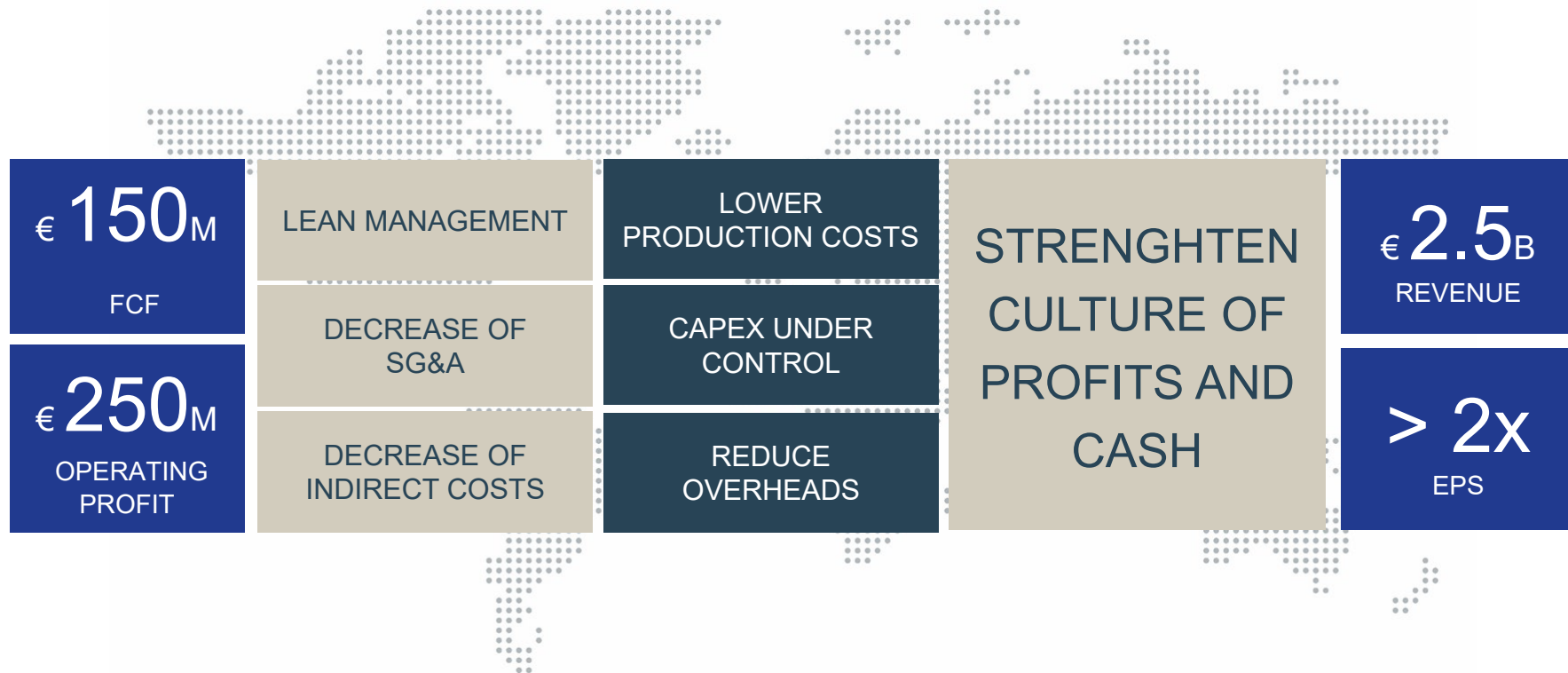
FREE CASH
FLOW
GENERATION

≥ 4.5%

* % of revenue & at constant scope





** Profit from business operations calculated before non-recurring items and cost of stock options and free shares

CLEAR 2022, RESULTS ORIENTED



3 APPENDIX

QUARTERLY REVENUE

Revenue (€ m)		Q1 2018	Q2 2018	Q3 2018	Q4 2018	FY 2018
 France	Revenue	158.0	143.3	150.6	163.7	615.1
	Growth	+8.9%	+8.5%	+19.6%	+10.3%	+11.5%
	Organic Growth***	+8.9%	+8.5%	+19.6%	+10.3%	+11.5%
	Economic Growth**	+10.6%	+8.5%	+17.7%	+8.4%	+11.1%
 Germany	Revenue	118.6	133.3	120.6	138.4	511.0
	Growth	+7.2%	+0.3%	+5.9%	+7.5%	+5.1%
	Organic Growth***	+7.2%	+0.3%	+5.9%	+7.5%	+5.1%
	Economic Growth**	+5.3%	+2.0%	+5.6%	+4.1%	+4.3%
 International	Revenue	77.3	81.3	78.5	141.6	379.2
	Growth	+6.7%	+11.1%	+11.5%	+76.1%	+27.9%
	Organic Growth***	+8.9%	+13.0%	+12.0%	+17.4%	+13.2%
	Economic Growth**	+11.0%	+12.3%	+11.7%	+13.9%	+12.6%
	Revenue	353.9	358.0	349.8	443.7	1,505.3
	Growth	+7.8%	+5.8%	+12.7%	+24.1%	+12.8%
	Organic Growth***	+8.3%	+6.2%	+12.8%	+10.9%	+9.5%
	Economic Growth**	+10.2%	+5.5%	+12.0%	+8.6%	+9.1%

* Change at constant scope and exchange rates

** Growth at constant scope, exchange rates and number of working days

*** Growth at constant scope, exchange rates and number of working days and adjusted for the seasonal impact of Gigatronik in H1 2017



THANK YOU.

NEXT PUBLICATION – SFAF FY 2018 RESULTS ON MARCH 19, 2019



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