

The AKNIA logo is rendered in a large, white, sans-serif font. The letters 'A', 'K', and 'I' are solid white, while the 'N' and 'A' are filled with a light gray bokeh pattern that matches the background on the left side of the slide. The logo is positioned in the upper center of the image, partially overlapping the bokeh background and the woman's face.

# AKNIA

PASSION FOR  
TECHNOLOGIES

## H1 2018 REVENUE

July 25<sup>th</sup> 2018



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# 1 H1 2018 HIGHLIGHTS

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# NICOLAS VALTILLE

## Group Managing Director

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## H1 2018 KEY FACTS

- **SOLID GROWTH IN H1 2018**
- **EXCELLENT RECRUITMENT MOMENTUM**
- **INCREASED NUMBER OF DIGITAL PROJECTS**
- **LAUNCH OF CLEAR 2022 STRATEGIC PLAN**
- **UPCOMING ACQUISITION OF PDS IN THE US**



**STRONG DYNAMICS TO CONTINUE  
IN H2**

## STRONG PERFORMANCE IN H1 2018

**€301.4M**

H1 2018 FRANCE REVENUE

**+9.5%\***

**€252.0M**

H1 2018 GERMANY REVENUE

**+3.7%\***

**€158.6M**

H1 2018 INTERNATIONAL REVENUE

**+11,7%\***

**€711.9M**

H1 2018 GROUP REVENUE

**+7,9%\***

**16,619**

HEADCOUNT END H1 2018

**+11.4%  
ytd**

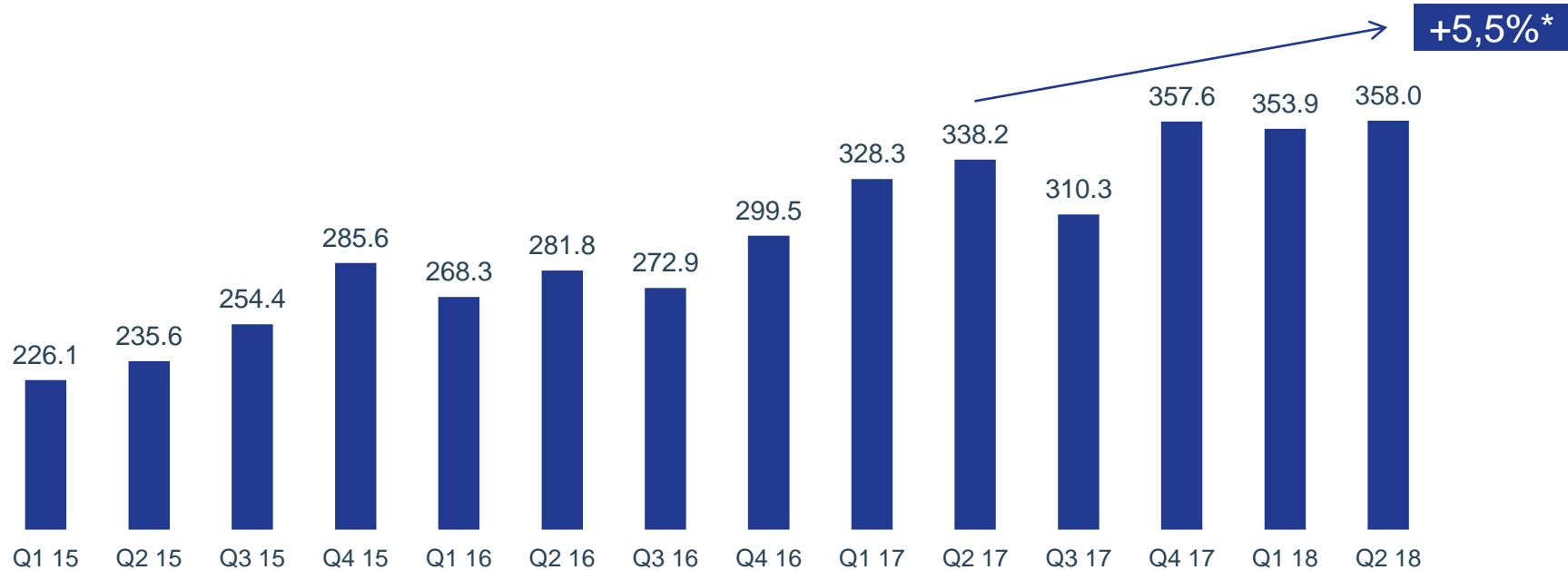
**89.7%**

UTILISATION RATE

**+10 bps**

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

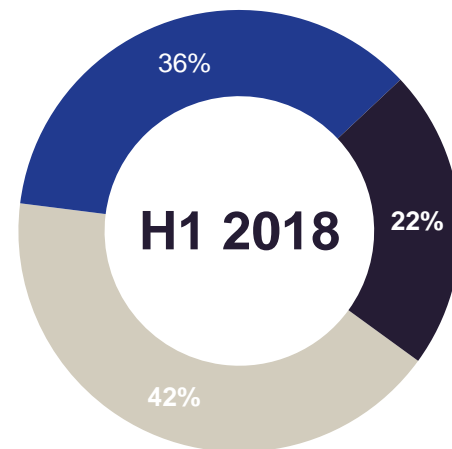
## REVENUE BY QUARTER (M€)



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

## H1 2018 REVENUE BY BU

€M	H1 2018 REVENUE	H1 2017 REVENUE	CHANGE %	ORGANIC*	ECONOMIC**
FRANCE	301,4	277,3	8,7%	8,7%	9,5%
GERMANY	252,0	243,5	3,5%	3,5%	3,7%
INTERNATIONAL	158,6	145,7	8,9%	11,0%	11,7%
<b>TOTAL GROUP</b>	<b>711,9</b>	<b>666,5</b>	<b>6,8%</b>	<b>7,3%</b>	<b>7,9%</b>



IN % OF REVENUE

- France
- Germany
- International

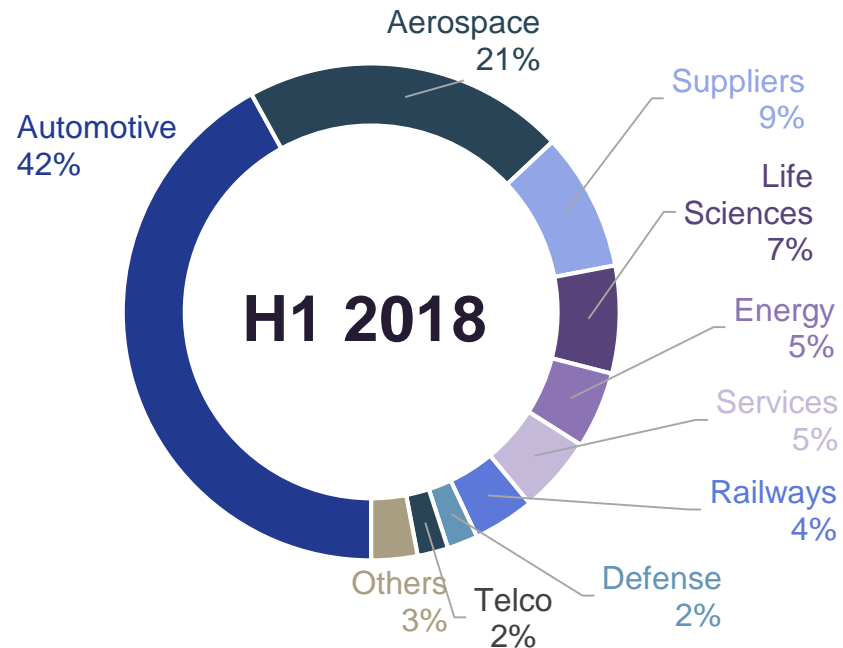
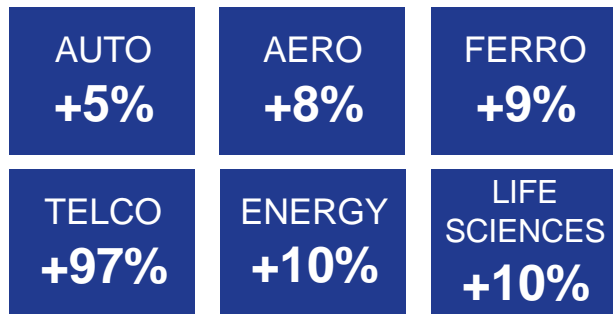
\* Growth at constant scope and exchange rates

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



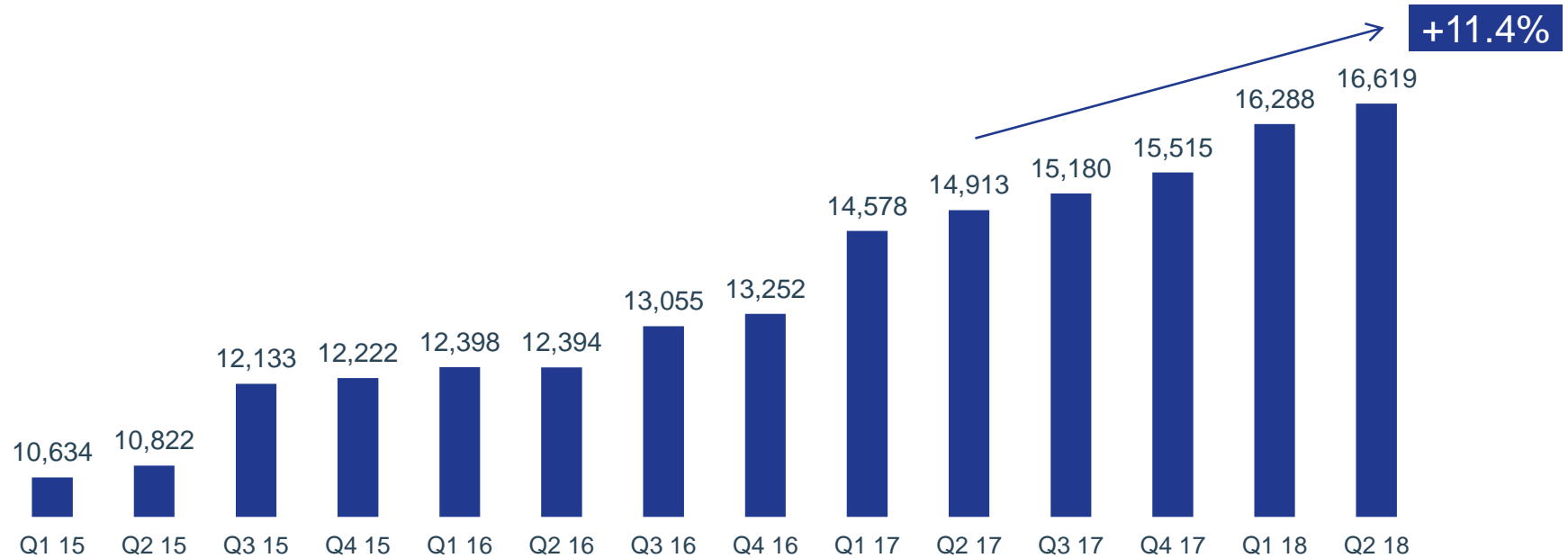
## ENHANCED DIVERSIFICATION

### ECONOMIC GROWTH\* (H1 2018)

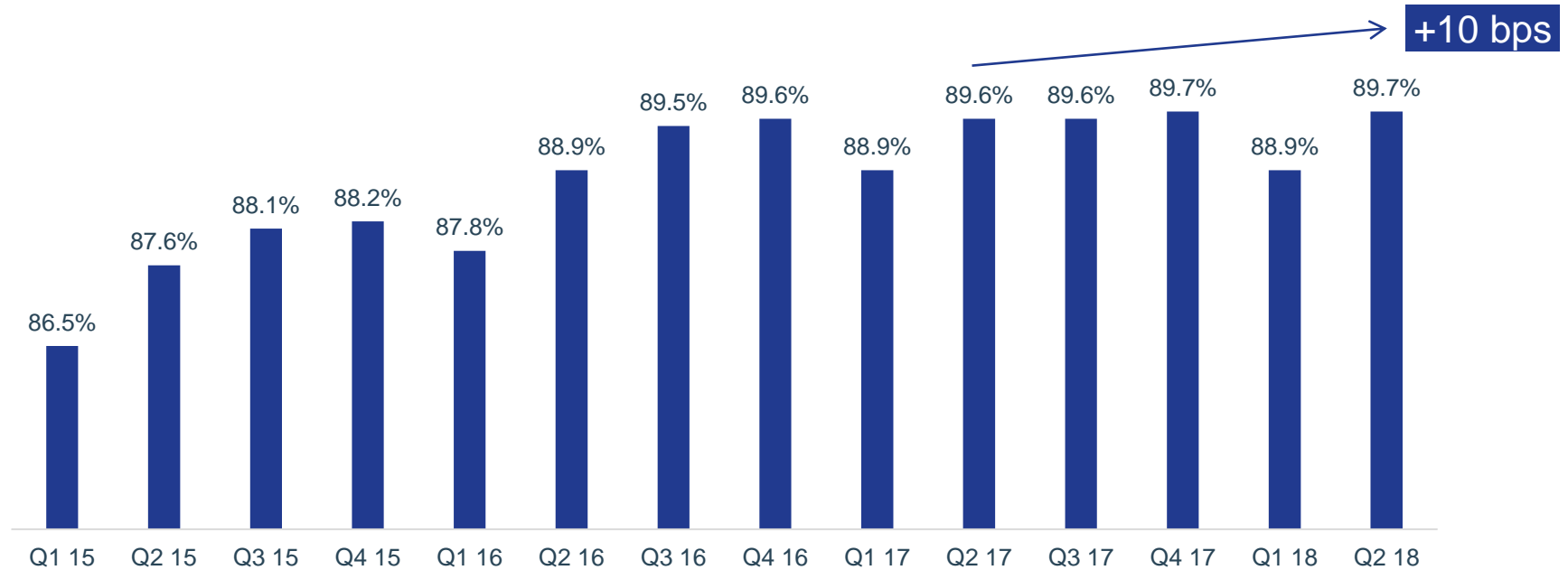


\* Growth at constant scope, exchange rates and number of working days

## HEADCOUNT (END OF PERIOD)



## UTILISATION RATE (YTD)



# 2 H1 2018 OUTLOOK

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## 2018 OBJECTIVES

ORGANIC  
GROWTH

> 6%\*

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

**€ 2.5B**

REVENUE

**€ 250M**

OPERATING PROFIT  
FROM RECURRING  
ACTIVITIES

**€ 150M**

FCF

# 3 APPENDIX

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# QUARTERLY REVENUE

Revenue (€ million)	Q1 2018	Q2 2018	H1 2018	Q1 2017	Q2 2017	H1 2017
<b>France</b>	<b>158.0</b>	<b>143.3</b>	<b>301.4</b>	<b>145.2</b>	<b>132.1</b>	<b>277.3</b>
<i>Variation</i>	+8.9%	+8.5%	+8.7%			
<i>Organic change*</i>	+8.9%	+8.5%	+8.7%			
<b>Economic growth**</b>	<b>+10.6%</b>	<b>+8.5%</b>	<b>+9.5%</b>			
<b>Germany</b>	<b>118.6</b>	<b>133.3</b>	<b>252.0</b>	<b>110.6</b>	<b>132.9</b>	<b>243.5</b>
<i>Variation</i>	+7.2%	+0.3%	+3.5%			
<i>Organic change*</i>	+7.2%	+0.3%	+3.5%			
<b>Economic growth***</b>	<b>+5.3%</b>	<b>+2.0%</b>	<b>+3.7%</b>			
<b>International (excl. Germany)</b>	<b>77.3</b>	<b>81.3</b>	<b>158.6</b>	<b>72.4</b>	<b>73.2</b>	<b>145.7</b>
<i>Variation</i>	+6.7%	+11.1%	+8.9%			
<i>Organic change*</i>	+8.9%	+13.0%	+11.0%			
<b>Economic growth**</b>	<b>+11.0%</b>	<b>+12.3%</b>	<b>+11.7%</b>			
<b>Total Group</b>	<b>353.9</b>	<b>358.0</b>	<b>711.9</b>	<b>328.3</b>	<b>338.2</b>	<b>666.5</b>
<i>Variation</i>	+7.8%	+5.8%	+6.8%			
<i>Organic change*</i>	+8.3%	+6.2%	+7.3%			
<b>Economic growth**</b>	<b>+10.2%</b>	<b>+5.5%</b>	<b>+7.9%</b>			

\* 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



# AKKA

PASSION FOR  
TECHNOLOGIES

## THANK YOU.

*NEXT PUBLICATION - H1 RESULTS ON 12 SEPTEMBER 2018*



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