



AKIA

PASSION FOR
TECHNOLOGIES

Q1 2018 REVENUE
26 APRIL 2018

1 Q1 2018 HIGHLIGHTS

Q1 2018 KEY FACTS

- **STRONG Q1 2018**
- **EXCELLENT PERFORMANCE IN EACH BU**
- **POWERFUL RECRUITMENT MOMENTUM**
- **INCREASED NUMBER OF DIGITAL PROJECTS**

STRONG PERFORMANCE IN Q1 2018

€158.0M

Q1 2018 FRANCE REVENUE

+10.6%*

€118.6M

Q1 2018 GERMANY REVENUE

+9.3%*

€77.3M

Q1 2018 FRANCE REVENUE

+11,0%*

€353.9M

2017 GROUP REVENUE

+10,2%*

16,051

HEADCOUNT END Q1 2018

+10.1%

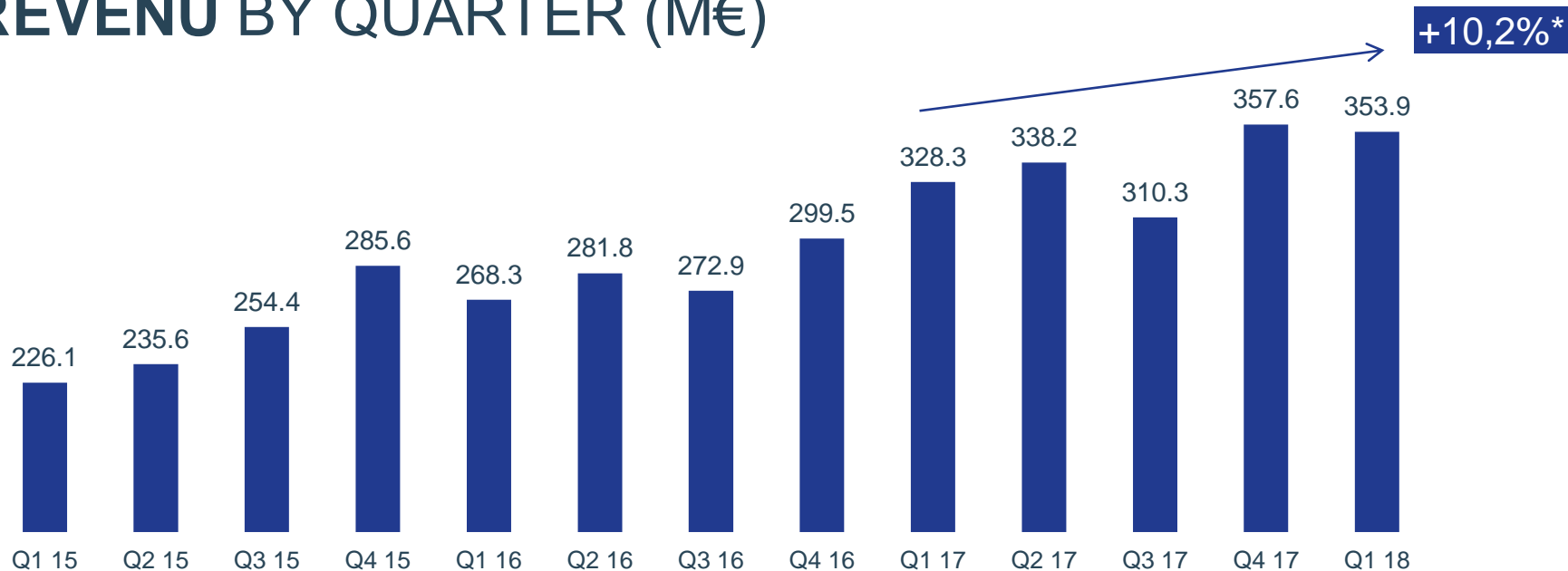
88.9%

UTILISATION RATE

STABLE

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

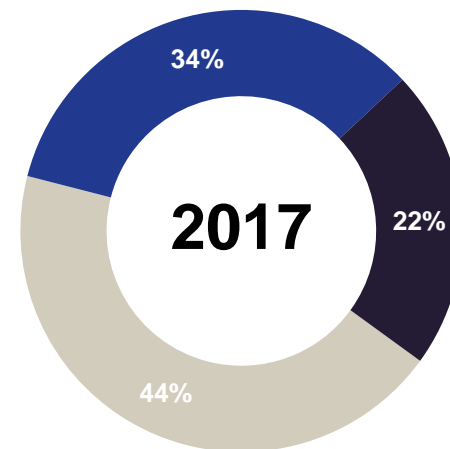
REVENUE BY QUARTER (M€)



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

Q1 2018 REVENUE BY BU

€M	Q1 2018 REVENUE	Q1 2017 REVENUE	GROWTH	ORGANIC*	ECONOMIC**
FRANCE	158.0	145.2	+8.9%	+8,9%	+10.6%
GERMANY	118.6	110.6	+7.2%	+7.2%	+9.3%
INTERNATIONAL	77.3	72.4	+6.7%	+8.9%	+11.0%
TOTAL GROUP	353.9	328.3	+7.8%	+8.3%	+10.2%



IN % OF REVENUE

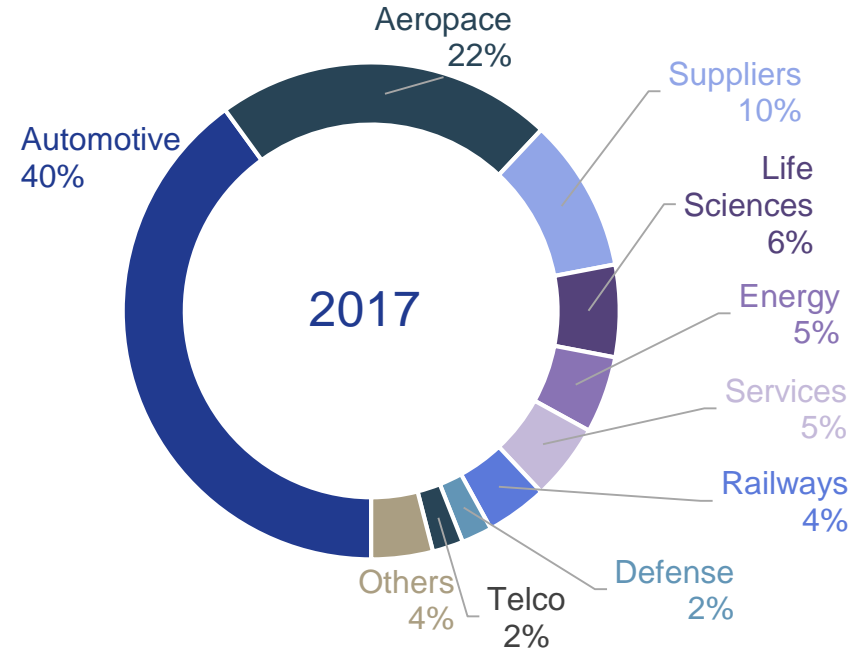
- France
- Germany
- International

* at constant scope and exchange rates

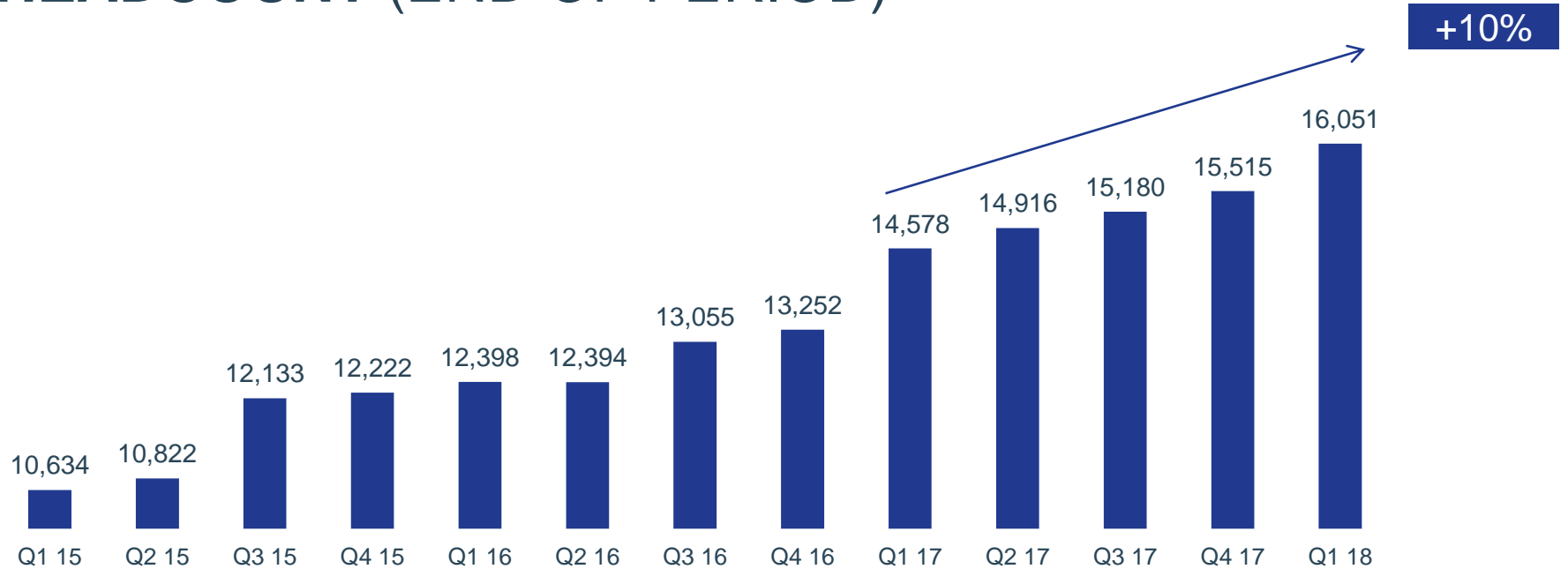
** at constant scope, exchange rates and number of working days

ENHANCED DIVERSIFICATION

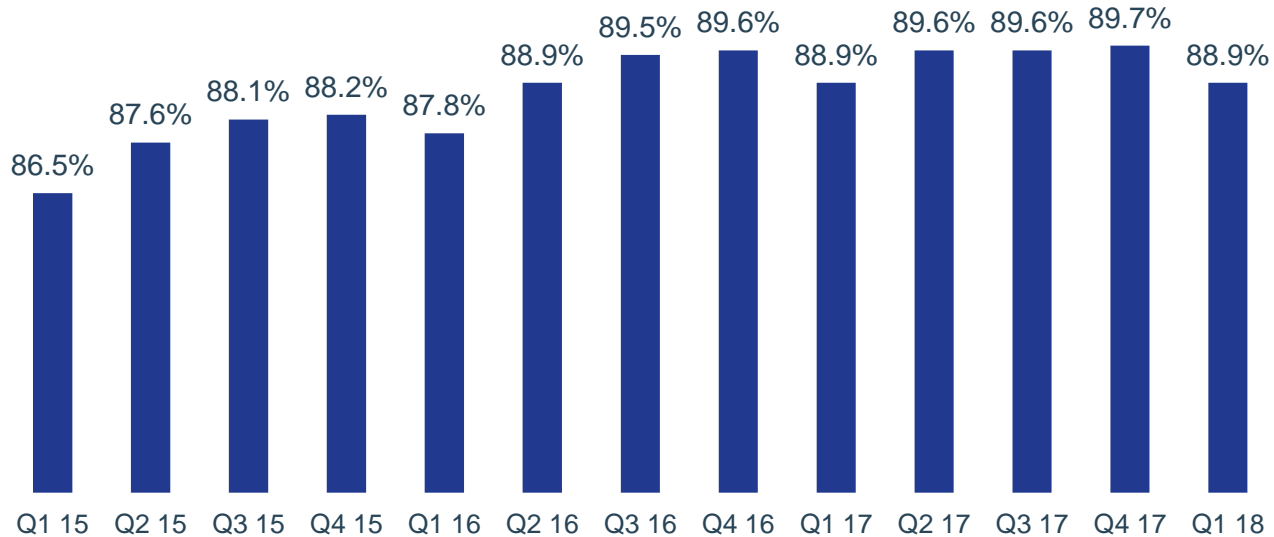
ORGANIC GROWTH (Q1 2018)



HEADCOUNT (END OF PERIOD)



UTILISATION RATE (YTD)



AKNIA

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TECHNOLOGIES**

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