

The logo for AKNIA, featuring the letters 'AKNIA' in a bold, white, sans-serif font. The letters are slightly overlapping and have a subtle gradient, giving them a three-dimensional appearance. The background behind the logo is a dark, bokeh-style pattern of light-colored circles.

PASSION FOR
TECHNOLOGIES

Q1 2019 REVENUE

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Dov LEVY

6th May 2019



1 Q1 2019 HIGHLIGHTS

Q1 2019: GOOD START TO THE YEAR

- **REVENUE GROWTH OF 26.1%**

- ✓ 8.3% like-for-like *

- **PROMISING INTEGRATION OF PDS TECH WITHIN AKKA NORTH AMERICA**

- ✓ AKKA NA delivered organic growth of 34%

- ✓ Double digit growth with Boeing, Honeywell, UTC & Daimler

- **STRONG DEMAND IN DIGITAL & MOBILITY RELATED ACTIVITES**

- ✓ € 62 Million worth of contracts being negotiated encompassing ADAS, Connectivity and HV Batteries

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

STRONG PERFORMANCE IN Q1 2019

€ 169.1M

Q1 2019 FRANCE REVENUE

+9.3%*

€ 126.2M

Q1 2019 GERMANY REVENUE

+6.4%*

€ 75.6M

Q1 2019 NORTH AMERICA REVENUE**

+34.0%*

€ 75.4M

Q1 2019 INTERNATIONAL REVENUE***

+8.0%*

€ 446.3M

Q1 2019 GROUP REVENUE

+8.3%*

20,904

HEADCOUNT END Q1 2019

+30.2%

88.7%

UTILISATION RATE

**-90 bps
ytd**

20.8%

TURNOVER RATE****

**+70 bps
ytd**

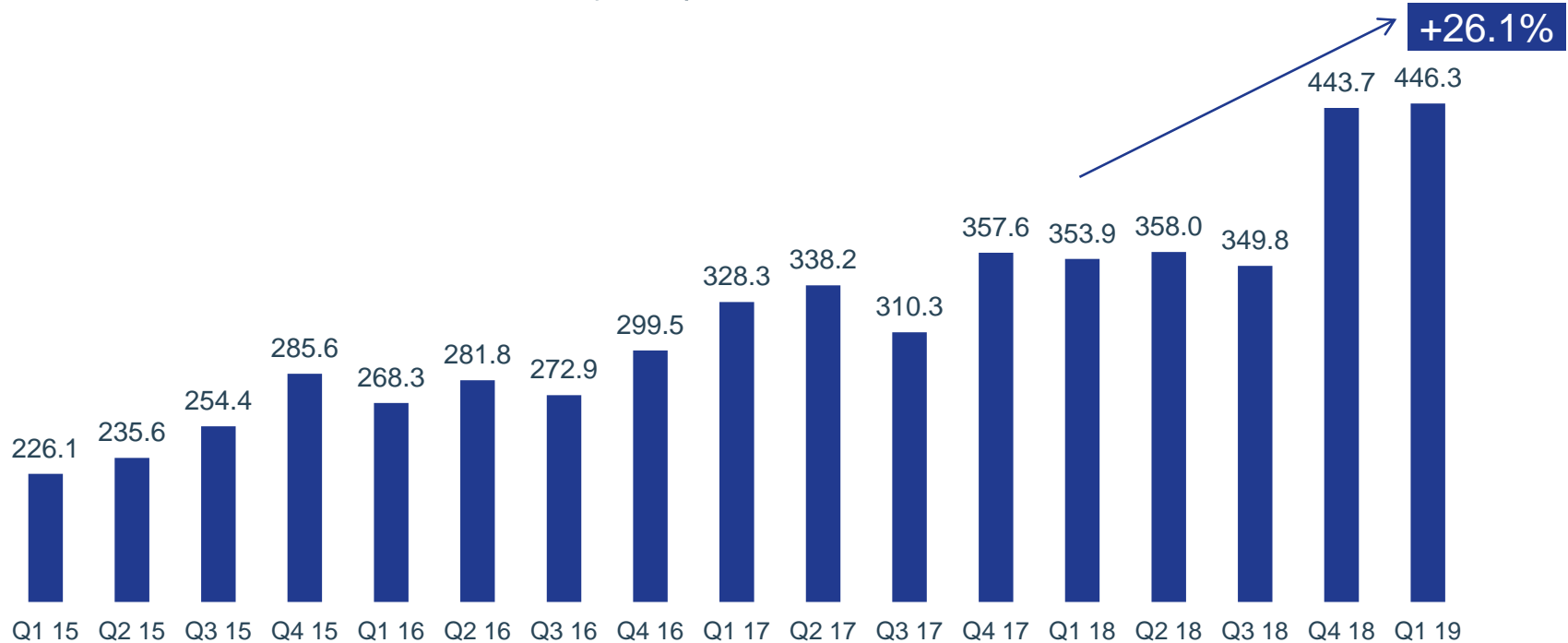
* Growth at constant scope, exchange rates and number of working days

** PDS Tech is consolidated as of 1st November 2018

*** Excluding Germany and North America

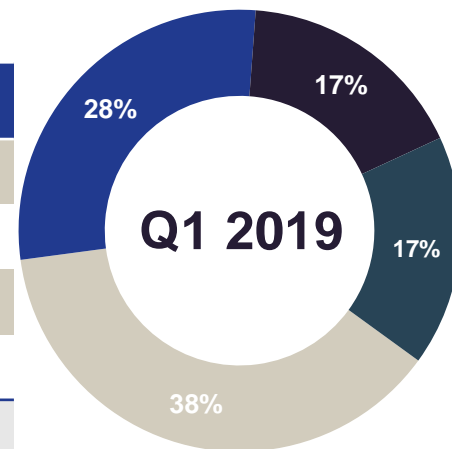
**** Excluding AKKA North America

REVENUE BY QUARTER (€ M)

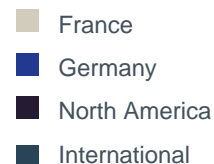


FY2019 REVENUE BY BU

€ M	Q1 2019 REVENUE	Q1 2018 REVENUE	CHANGE %	ORGANIC***	Like-for-Like****
FRANCE	169.1	160.4	5.4%	5.4%	9.3%
GERMANY	126.2	118.6	6.4%	6.4%	6.4%
NORTH AMERICA*	75.6	4.9	1,433.1%	35.9%	34.0%
INTERNATIONAL**	75.4	70.0	7.7%	7.3%	8.0%
TOTAL GROUP	446.3	353.9	26.1%	6.6%	8.3%



IN % OF REVENUE



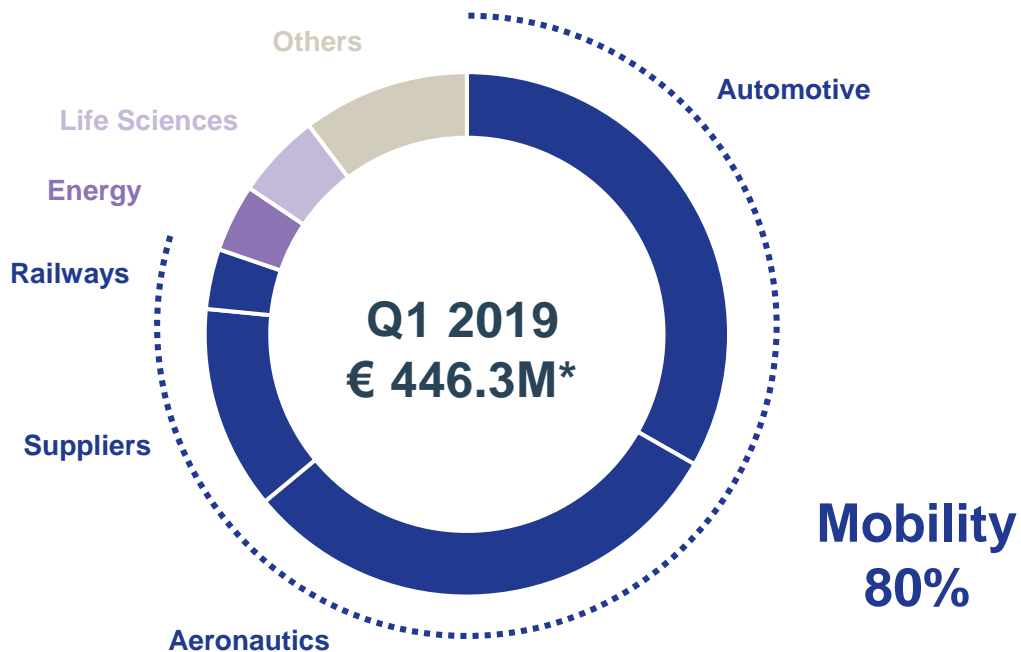
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** Excluding Germany and North America

*** Growth at constant scope and exchange rates

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

ENHANCED DIVERSIFICATION



ORGANIC GROWTH (Q1 2019)*

++ Mobility ++



AUTO
+9%



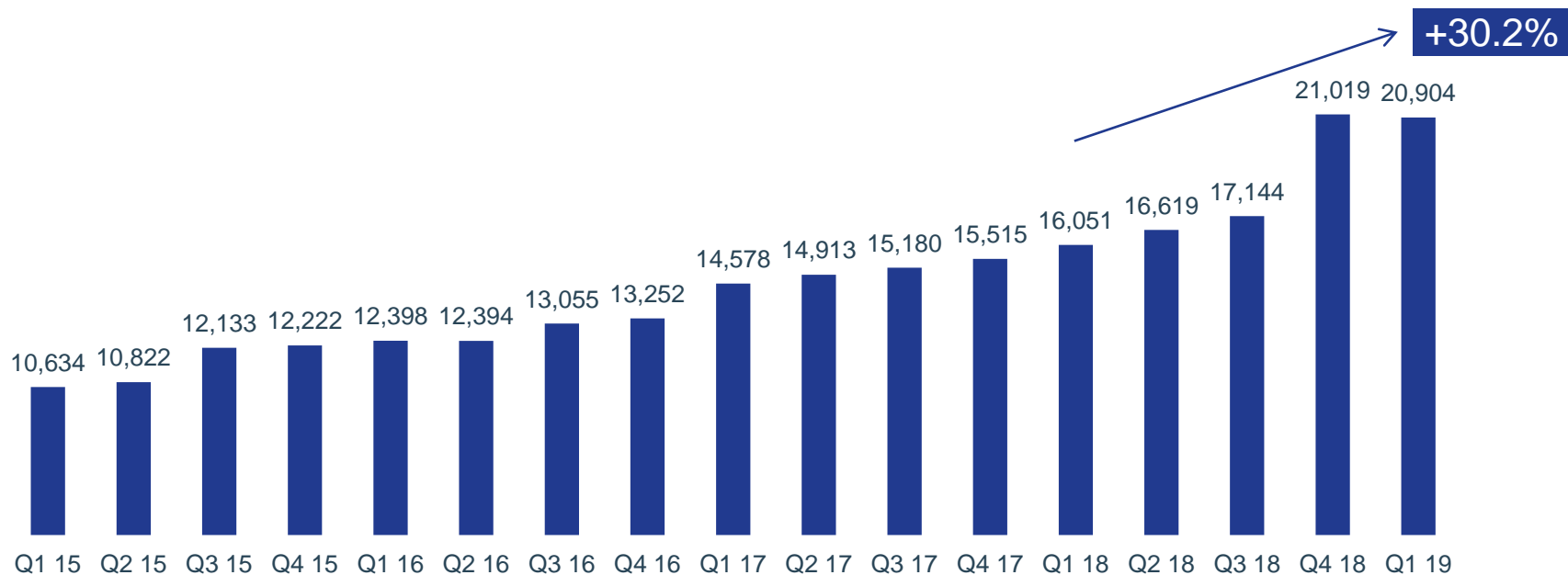
AERO
+9%



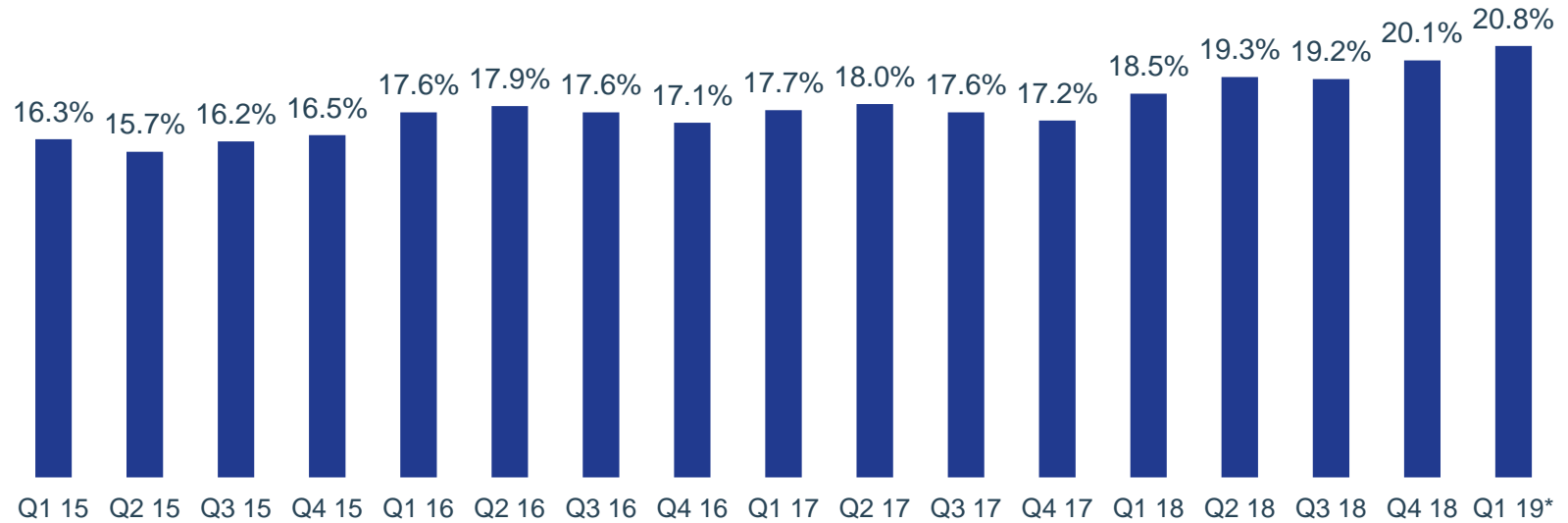
RAILWAYS
>10%

* Growth at constant scope and exchange rates

HEADCOUNT (END OF PERIOD)

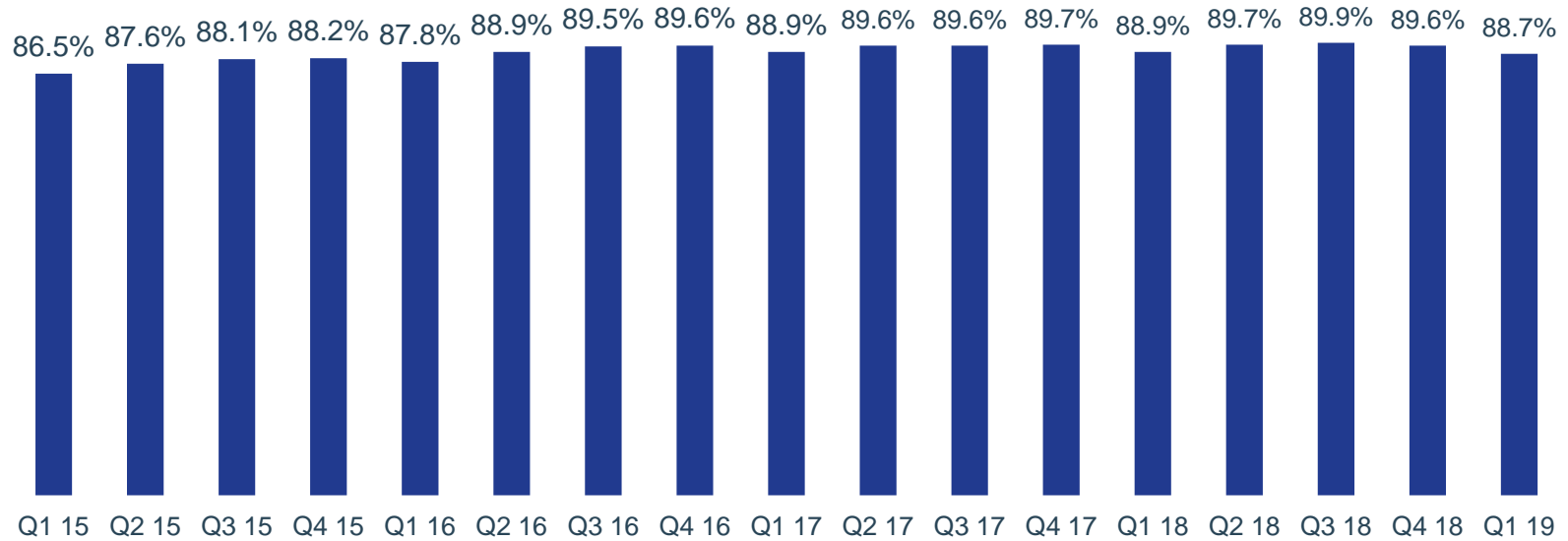


TURNOVER RATE (YTD)



* Excluding AKKA North America

UTILISATION RATE (YTD)



2 2019 OUTLOOK

2019 OBJECTIVES

ORGANIC
GROWTH

$\geq 6\%^*$

OPERATING
MARGIN

$\geq 8\%^{**}$

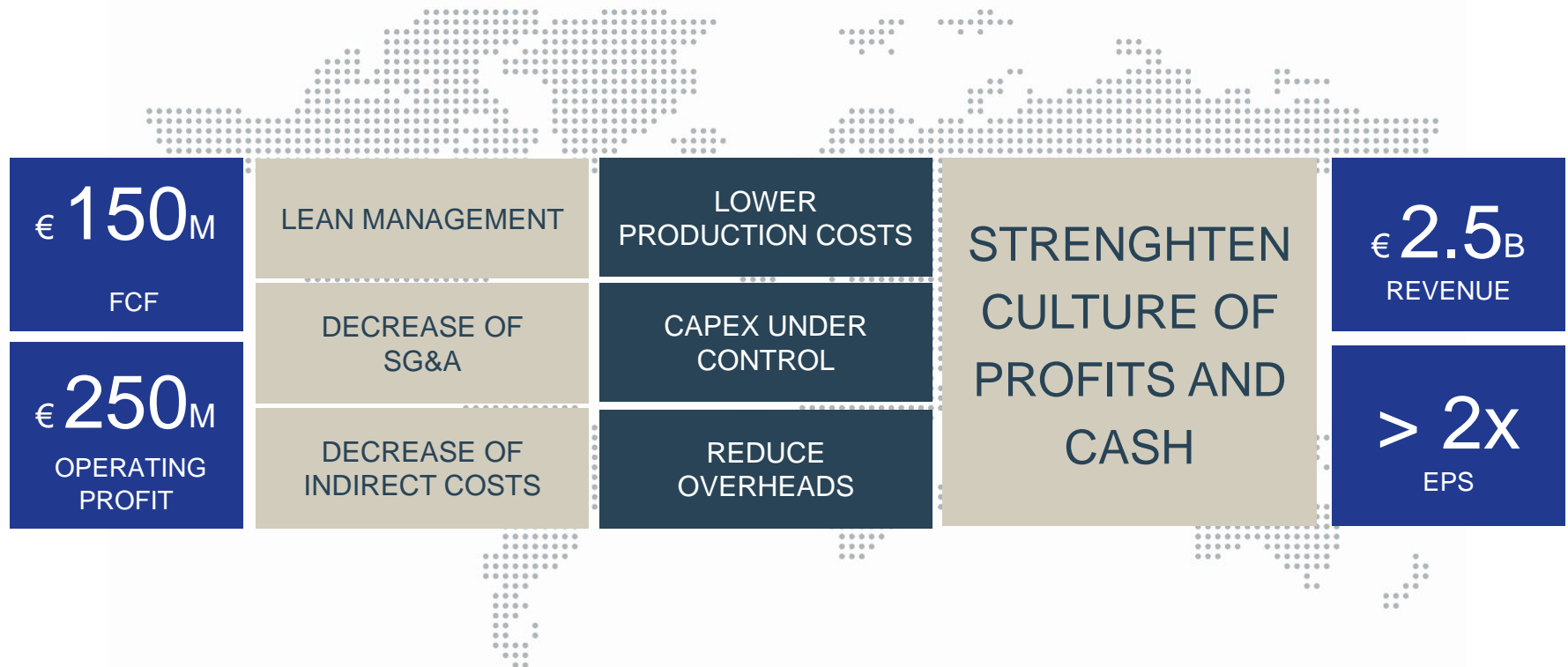
FREE CASH
FLOW
GENERATION

$\geq 5\%$

** % 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





PASSION FOR
TECHNOLOGIES

THANK YOU.

NEXT PUBLICATION – H1 2019 REVENUE ON JULY 25, 2019



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