

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 right quadrant of the slide, partially overlapping the bokeh background and the woman's face.

AKNIA

PASSION FOR
TECHNOLOGIES

H1 2019 REVENUE

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Dov LEVY

25th July 2019



1 H1 2019 HIGHLIGHTS

H1 2019 : AN EXCELLENT SEMESTER

- **STRONG GROWTH FUELED BY ACCELERATION IN DIGITAL**
- **SUCCESSFUL INTEGRATION OF PDS TECH**
- **ACCELERATED DEVELOPMENT IN THE UNITED STATES**



**WE CONFIRM ALL OUR
2019 OBJECTIVES**

STRONG PERFORMANCE IN H1 2019

€ 330.8M

H1 2019 FRANCE REVENUE

+8.1%*

€ 255.4M

H1 2019 GERMANY REVENUE

+1.4%*

€ 152.4M

H1 2019 NORTH AMERICA REVENUE

+26.1%*

€ 152.8M

H1 2019 INTERNATIONAL REVENUE

+6.2%*

€ 891.4M

H1 2019 GROUP REVENUE

+8.3%*

20,624

HEADCOUNT END H1 2019

+24.1%
yoy

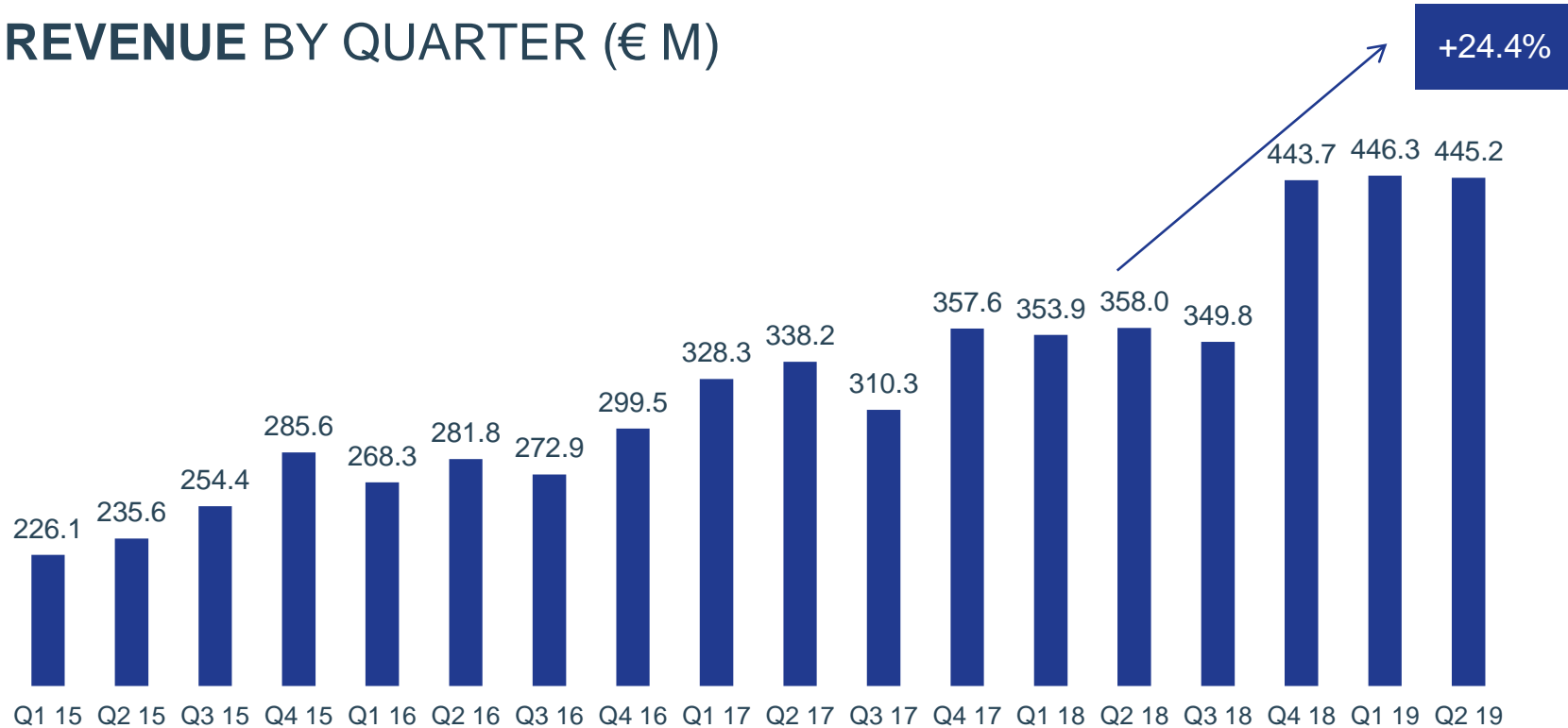
89.1%

UTILISATION RATE W/O PDS TECH

-50 bps

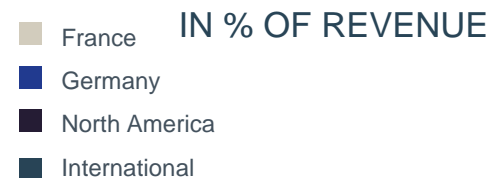
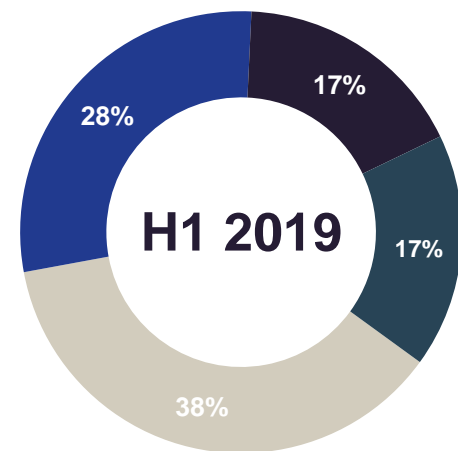
* Pro-forma growth

REVENUE BY QUARTER (€ M)



H1 2019 REVENUE BY BU

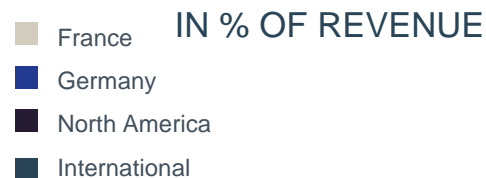
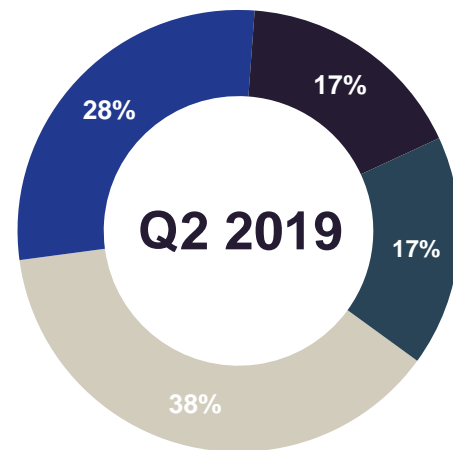
€ M	H1 2019 REVENUE	H1 2018 REVENUE	CHANGE %	ORGANIC*	Pro-forma
FRANCE	330.8	306.0	8.1%	8.1%	8.1%
GERMANY	255.4	252.0	1.4%	1.4%	1.4%
NORTH AMERICA	152.4	10.1	1,412.5%	48.2%	26.1%
INTERNATIONAL	152.8	143.8	6.2%	5.8%	6.2%
TOTAL GROUP	891.4	711.9	25.2%	5.9%	8.3%



* Growth at constant scope and exchange rates

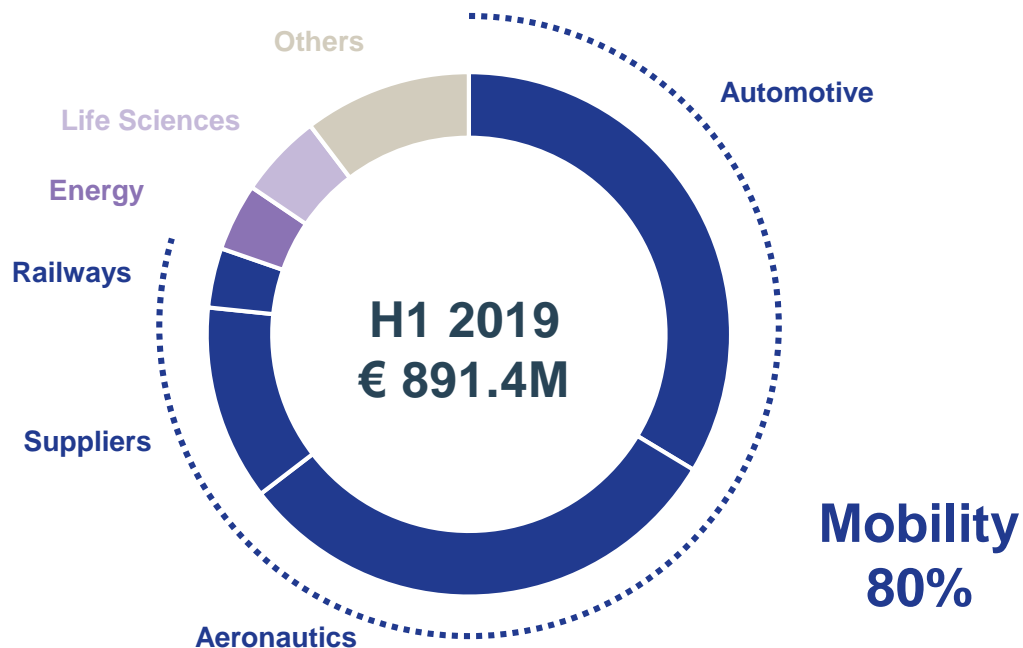
Q2 2019 REVENUE BY BU

€ M	Q2 2019 REVENUE	Q2 2018 REVENUE	CHANGE %	ORGANIC*	Pro-forma
FRANCE	161.7	145.7	11.0%	11.0%	11.0%
GERMANY	129.2	133.3	-3.1%	-3.1%	-3.1%
NORTH AMERICA	76.8	5.1	1,392.7%	60.1%	20.5%
INTERNATIONAL	77.4	73.8	4.9%	4.4%	4.9%
TOTAL GROUP	445.2	358.0	24.4%	5.1%	6.9%



* Growth at constant scope and exchange rates

ENHANCED DIVERSIFICATION



ORGANIC GROWTH (H1 2019)

MOBILITY +7%



**AUTO
+6%**



**AERO
+12%**



**RAILWAYS
+18%**

2 2019 OUTLOOK

2019 OBJECTIVES

ORGANIC
GROWTH

≥ 6%*

OPERATING
MARGIN

≥ 8%**

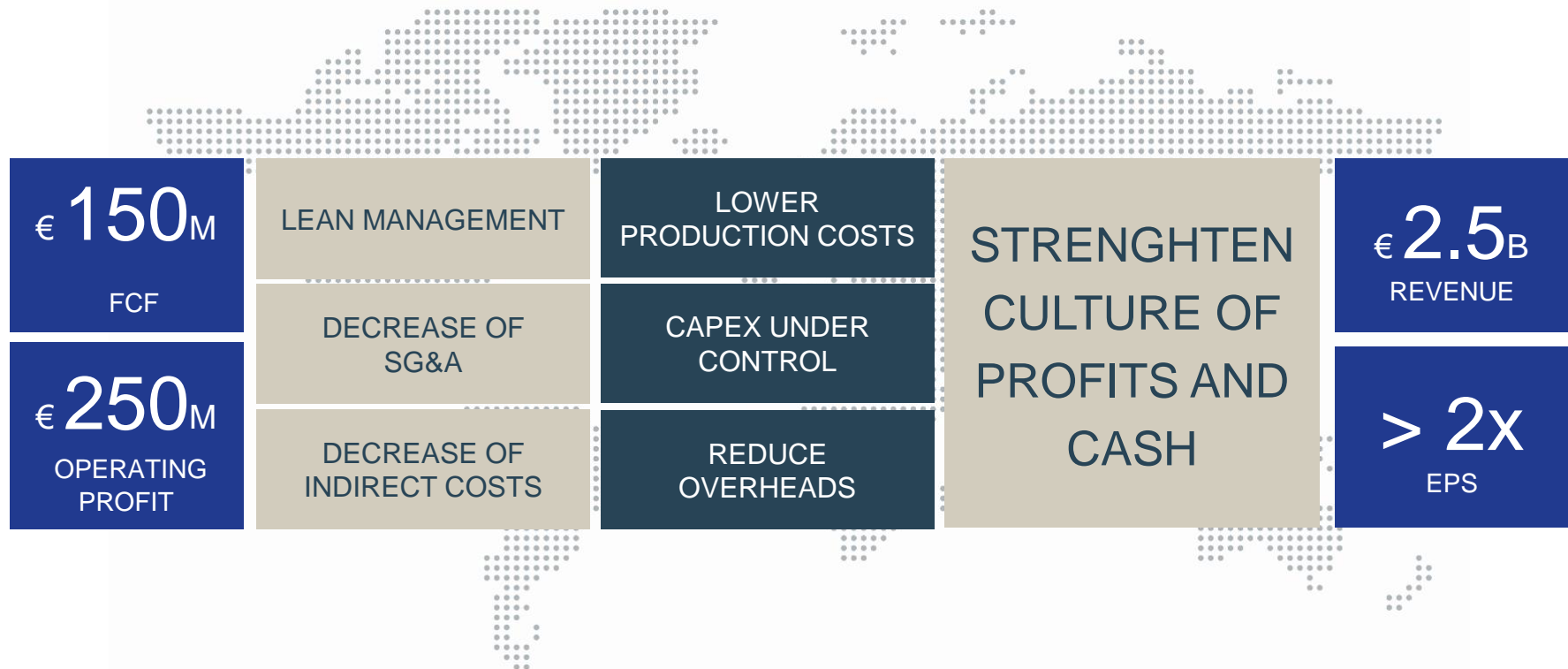
FREE CASH
FLOW
GENERATION

≥ 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

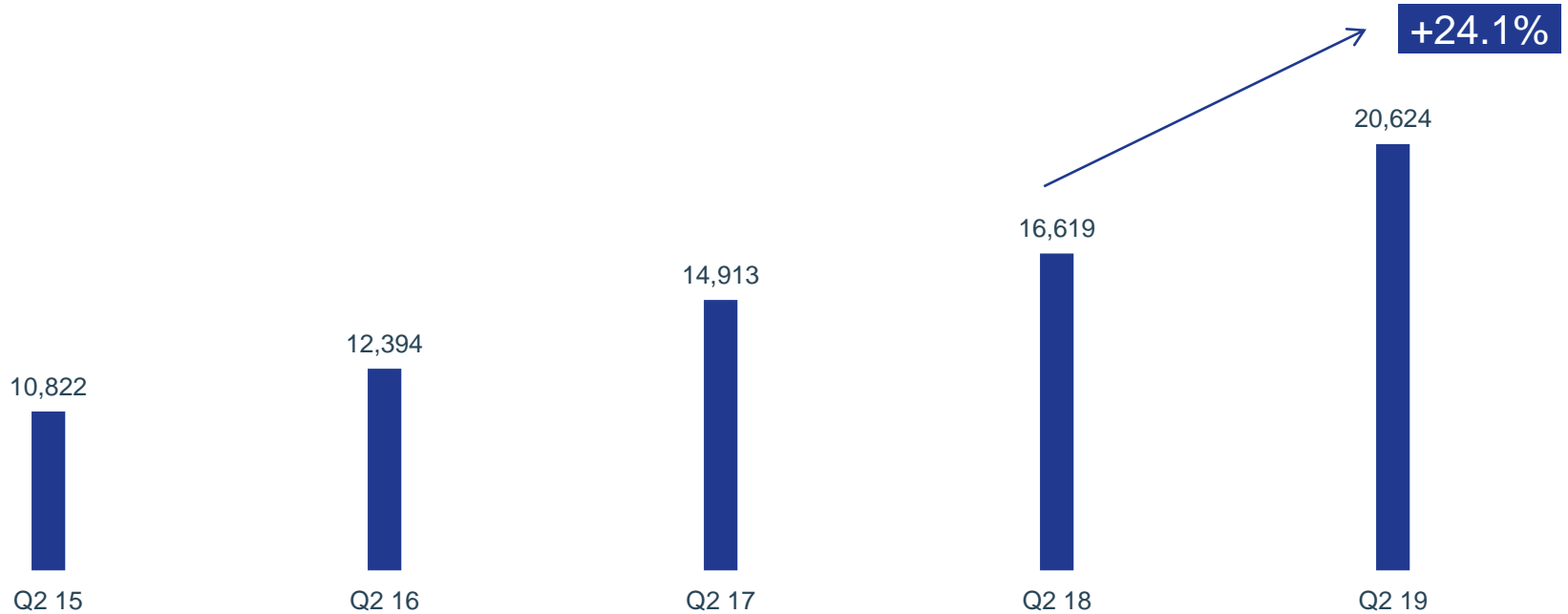
REVENUE BY QUARTER

Revenue (€ million)	Q1 2019	Q2 2019	H1 2019
France	169.1	161.7	330.8
<i>Change</i>	5.4%	11.0%	8.1%
<i>Organic growth*</i>	5.4%	11.0%	8.1%
<i>Economic growth**</i>	7.1%	11.0%	9.0%
Germany	126.2	129.2	255.4
<i>Change</i>	6.4%	-3.1%	1.4%
<i>Organic growth*</i>	6.4%	-3.1%	1.4%
<i>Economic growth**</i>	6.4%	-1.6%	2.1%
North America	75.6	76.8	152.4
<i>Change</i>	1,433.1%	1,392.7%	1,414.2%
<i>Organic growth*</i>	35.9%	60.1%	48.2%
<i>Economic growth**</i>	35.7%	60.3%	48.2%
International (excluding Germany)	75.4	77.4	152.8
<i>Change</i>	7.7%	4.9%	6.2%
<i>Organic growth*</i>	7.3%	4.4%	5.8%
<i>Economic growth**</i>	7.3%	4.4%	5.8%
Group total	446.3	445.2	891.4
<i>Change</i>	26.1%	24.4%	25.2%
<i>Organic growth*</i>	6.6%	5.1%	5.9%
<i>Economic growth**</i>	7.3%	4.8%	6.0%

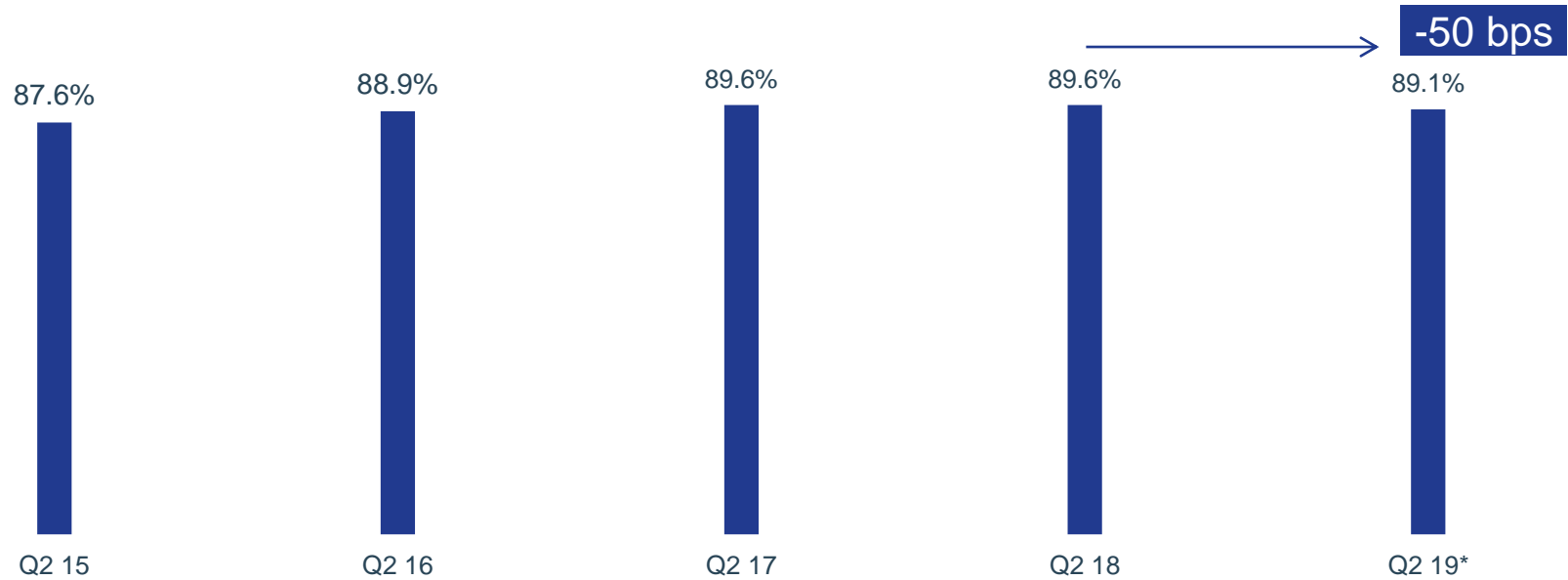
* Change at constant scope and exchange rates

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

HEADCOUNT (END OF PERIOD)

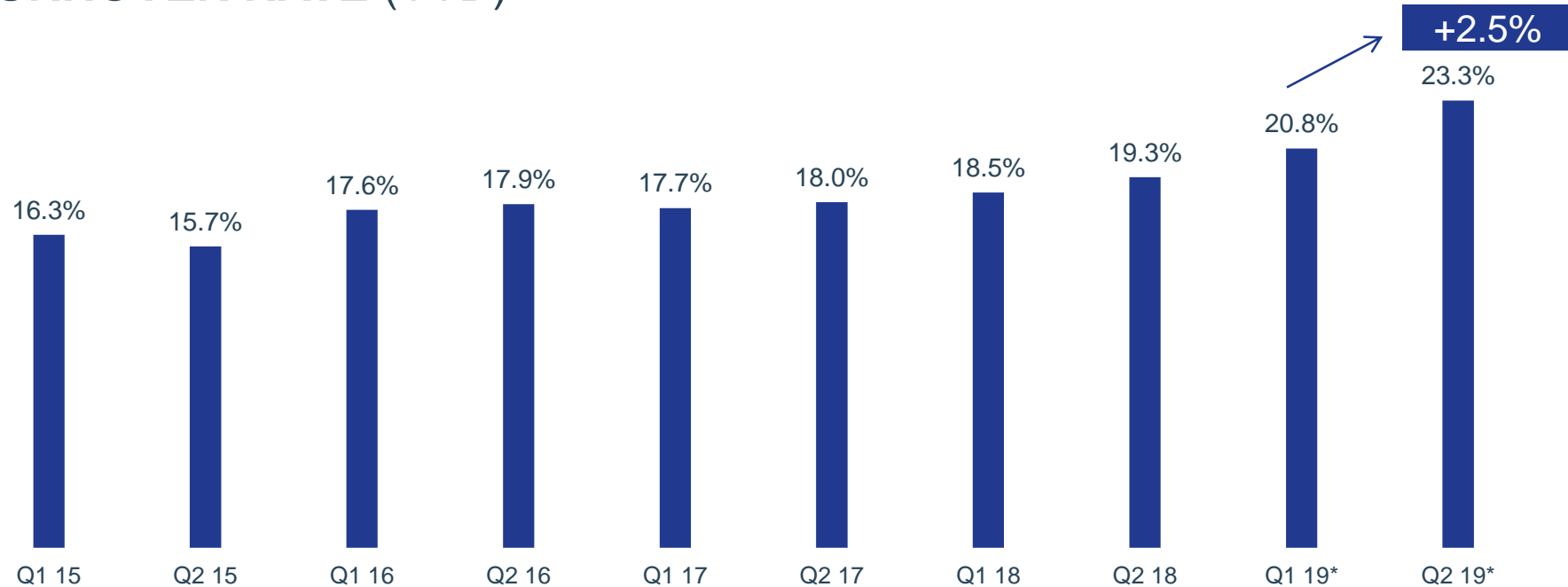


UTILISATION RATE (YTD)



* Excluding PDS Tech

TURNOVER RATE (YTD)



* Excluding PDS Tech



THANK YOU.

NEXT PUBLICATION – SFAF H1 2019 RESULTS ON SEPTEMBER 11, 2019



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