

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, partially overlapping the background and the woman's face.

AKNIA

PASSION FOR
TECHNOLOGIES

Q3 2018 REVENUE

Nicolas VALTILLE

Dov LEVY

31st October 2018



1 Q3 2018 HIGHLIGHTS

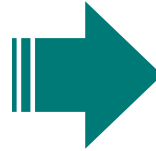


NICOLAS VALTILLE

Group Managing Director

Q3 2018 KEY FACTS

- **VERY DYNAMIC MARKET**
- **STRONG RECRUITMENT DYNAMICS**
- **EXCELLENT PERFORMANCE IN EACH BU**
- **AUTO, AERO AND RAIL GROWTH ABOVE 10%**
- **APPROVAL FROM US AUTHORITIES FOR PDS TECH ACQUISITION**



2018

TARGET

IMPROVED



STRONG PERFORMANCE IN Q3 2018

€150.6M

Q3 2018 FRANCE REVENUE

+19.6%

€120.6M

Q3 2018 GERMANY REVENUE

+5.9%

€78.5M

Q3 2018 INTERNATIONAL REVENUE

+11.5%

€349.8M

Q3 2018 GROUP REVENUE

+12.7%

17,144

HEADCOUNT END Q3 2018

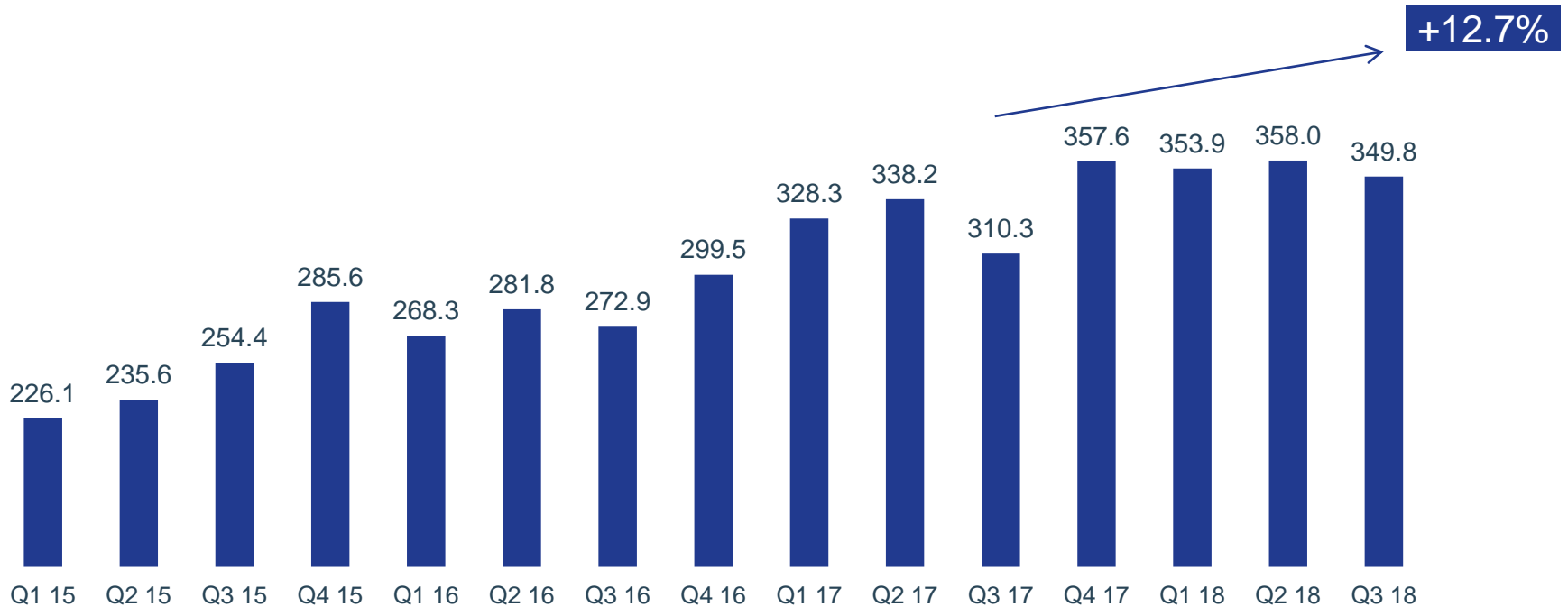
+12.9%
ytd

89.9%

UTILISATION RATE

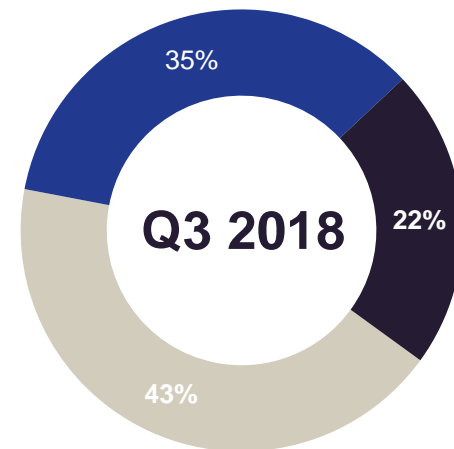
+30 bps

REVENUE BY QUARTER (M€)



Q3 2018 REVENUE BY BU

€M	Q3 2018 REVENUE	Q3 2017 REVENUE	CHANGE %	ORGANIC*	ECONOMIC**
FRANCE	150.6	125.9	19.6%	19.6%	17.7%
GERMANY	120.6	113.9	5.9%	5.9%	5.6%
INTERNATIONAL	78.5	70.5	11.5%	12.0%	11.7%
TOTAL GROUP	349.5	310.3	12.7%	12.8%	12.0%



IN % OF REVENUE

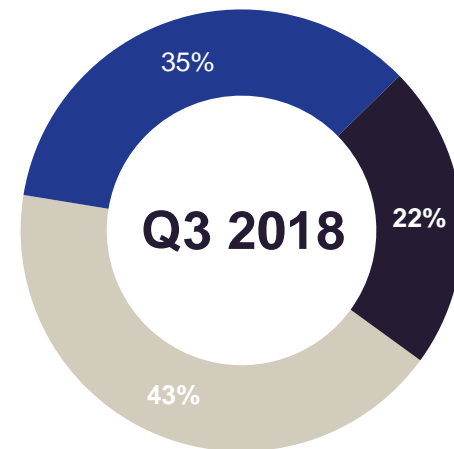
- France
- Germany
- International

* Growth at constant scope and exchange rates

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

YTD 9M 2018 REVENUE BY BU

€M	YTD 9M 2018 REVENUE	YTD 9M 2017 REVENUE	CHANGE %	ORGANIC*	ECONOMIC**
FRANCE	451.9	403.3	12.1%	12.1%	12.1%
GERMANY	372.6	357.4	4.2%	4.2%	4.3%
INTERNATIONAL	237.1	216.1	9.7%	11.3%	11.7%
TOTAL GROUP	1061.7	976.8	8.7%	9.0%	9.1%



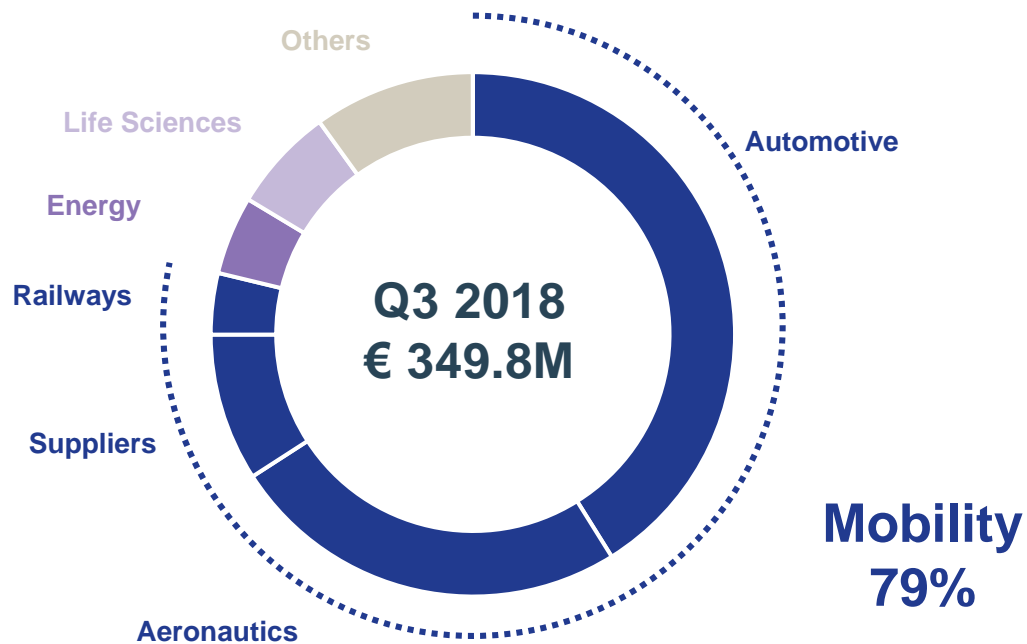
- France
- Germany
- International

IN % OF REVENUE

* Growth at constant scope and exchange rates

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

ENHANCED DIVERSIFICATION



GROWTH (Q3 2018)

MOBILITY +12%


AUTO
+12%


AERO
+11%

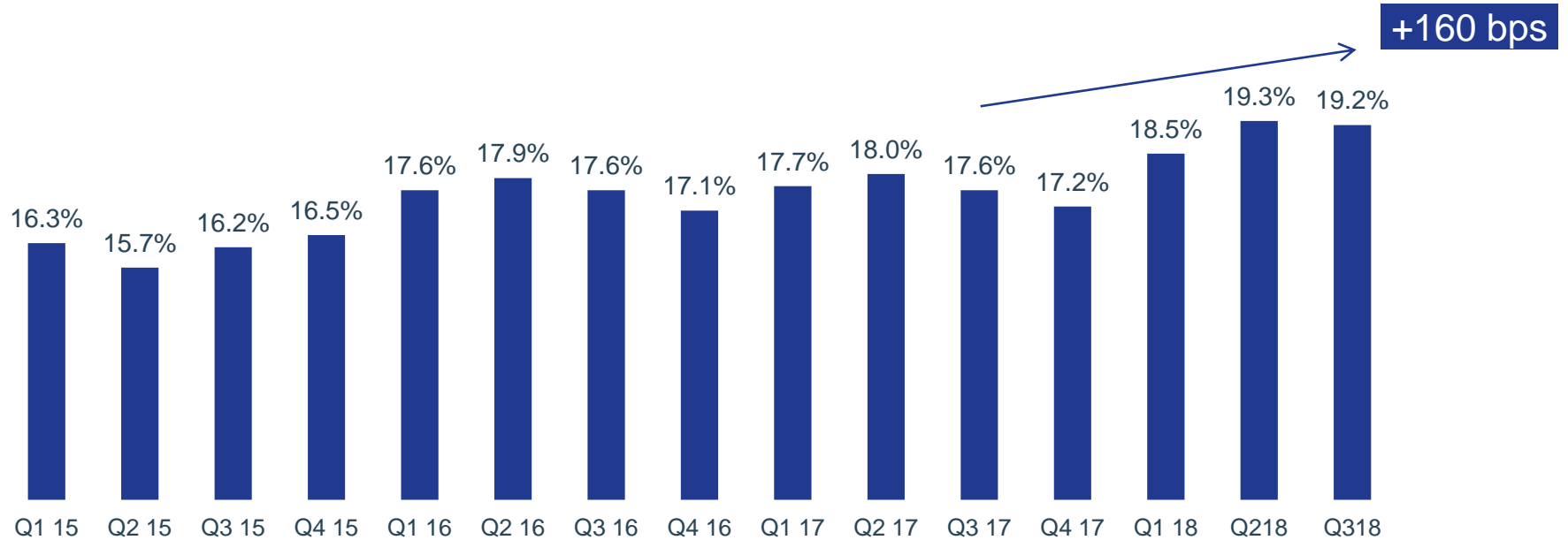

RAILWAYS
+17%

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

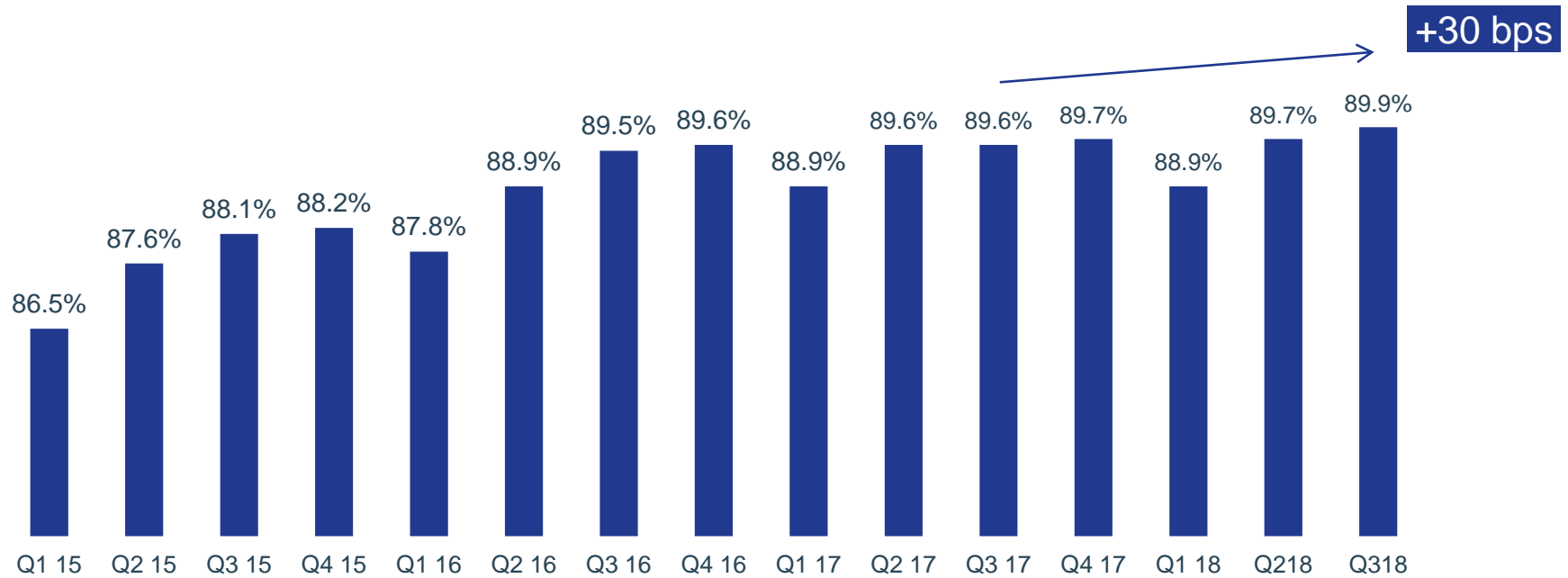
HEADCOUNT (END OF PERIOD)



TURNOVER RATE (YTD)



UTILISATION RATE (YTD)



2 2018 OUTLOOK

2018 OBJECTIVES

ORGANIC
GROWTH

$\geq 9\%^*$

MARGIN FROM
ORDINARY
ACTIVITIES

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

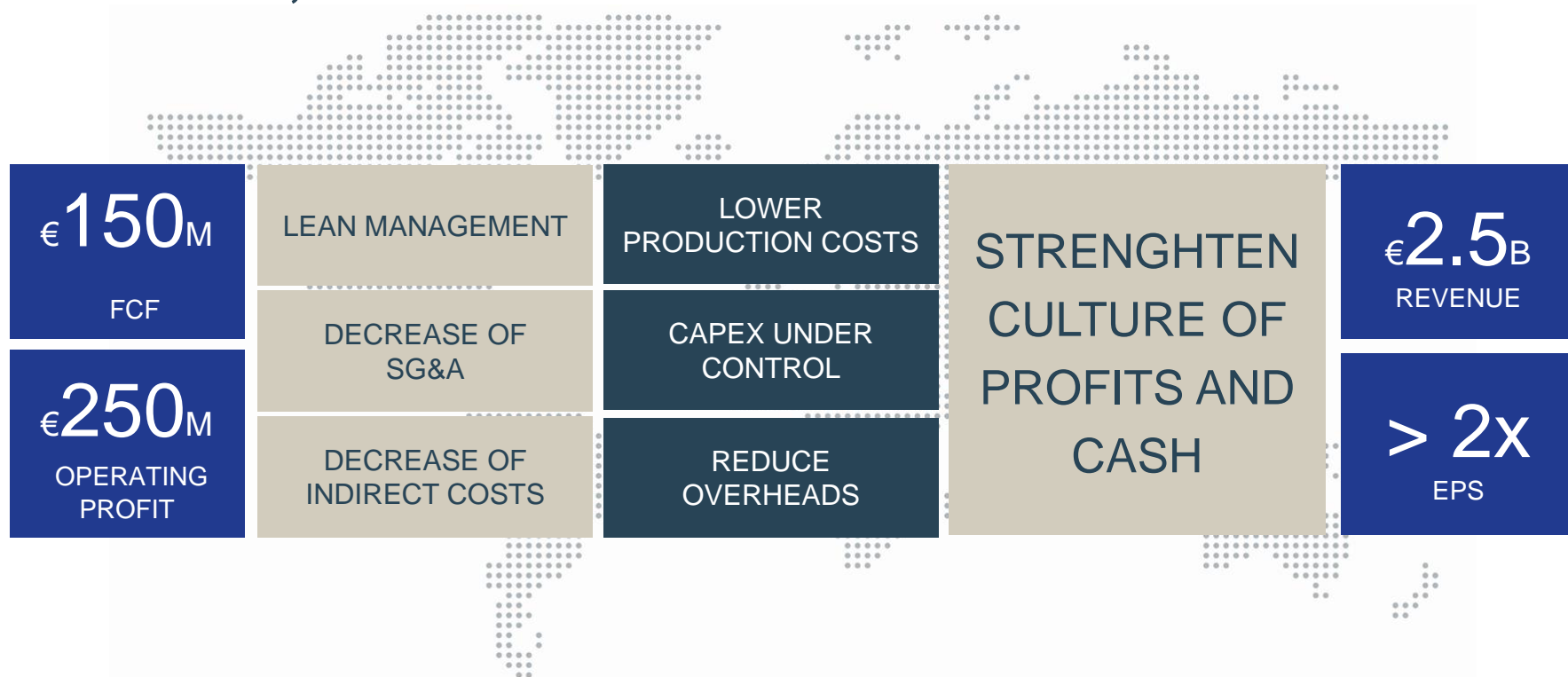
FREE CASH
FLOW
GENERATION

$\geq 4.5\%$

** % 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	YTD 2018	Q1 2017	Q2 2017	Q3 2017	YTD 2017
 France	Revenue	158.0	143.3	150.6	451.9	145.2	132.1	125.9	403.3
	Growth	+8.9%	+8.5%	+19.6%	12.1%				
	Organic Growth***	+8.9%	+8.5%	+19.6%	12.1%				
	Economic Growth**	+10.6%	+8.5%	+17.7%	12.1%				
 Germany	Revenue	118.6	133.3	120.6	372.6	110.6	132.9	113.9	357.4
	Growth	+7.2%	+0.3%	+5.9%	4.2%				
	Organic Growth***	+7.2%	+0.3%	+5.9%	4.2%				
	Economic Growth**	+5.3%	+2.0%	+5.6%	4.3%				
 International	Revenue	77.3	81.3	78.5	237.1	72.4	73.2	70.5	216.1
	Growth	+6.7%	+11.1%	+11.5%	9.7%				
	Organic Growth***	+8.9%	+13.0%	+12.0%	11.3%				
	Economic Growth**	+11.0%	+12.3%	+11.7%	11.7%				
	Revenue	353.9	358.0	349.8	1061.7	328.3	338.2	310.3	976.8
	Growth	+7.8%	+5.8%	+12.7%	8.7%				
	Organic Growth***	+8.3%	+6.2%	+12.8%	9.0%				
	Economic Growth**	+10.2%	+5.5%	+12.0%	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



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THANK YOU.

NEXT PUBLICATION – Q4 REVENUE 2018 ON FEBRUARY 7, 2019



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