

WAVESTONE

H1 2017/18 revenue

Conference Call

November 2, 2017

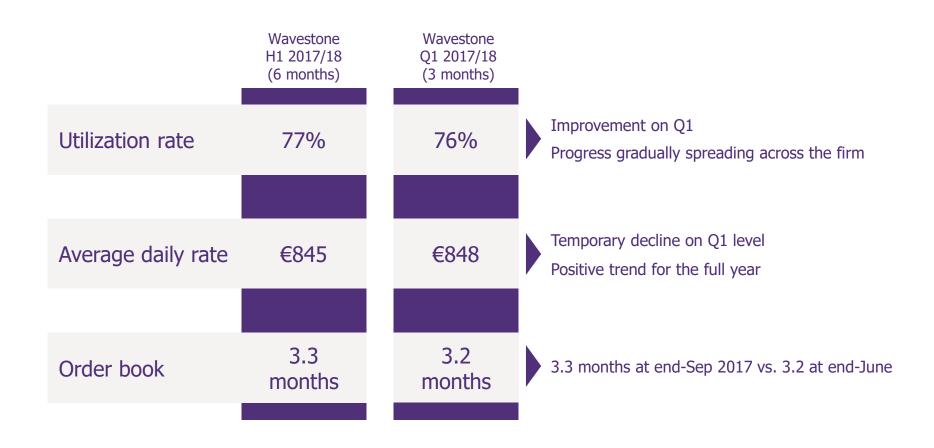
Return to growth in Q2

Revenue (€m) (unaudited consolidated data)	2017/18	2016/17	% change ¹
Q1	85.4	88.4	-3%
Q2	81.2	73.7	+10%
H1	166.5	162.0	+3%

- / 10% revenue growth in Q2 2017/18
- / Up 3% year-on-year in H1 2017/18
 - > unfavorable working day impact of -3% at consolidated level

¹ the scope of consolidation remained unchanged between the two periods.

Improvement in utilization rate



New HR model beginning to bear fruit



2,647 employees at end-September 2017

> from 2,628 at end-March 2017



Despite a competitive job market, **recruitment drive remains strong** in line with the firm's business plan



H1 staff turnover rate at 17% on an annual basis, stable on Q1 2017/18

Other events in H1 2017/18

- ► Exceptional decline in client receivables
 - > action plan implemented to address the situation over the coming months

- ► End of partnership with ShiftIn Partners
- First place of the ESG Gaïa Rating
 - > in the category of companies with revenues between €150m and €500m

2017/18 fiscal-year objectives confirmed



Financial calendar: upcoming events



