



WAVESTONE

## Q3 2017/18 revenue

Conference call

January 30, 2018

# Solid progression in revenue in Q3

| Revenue                                    | 2017/18      | 2016/17      | Change <sup>1</sup> |
|--|--------------|--------------|---------------------|
| <i>In €m - unaudited consolidated data</i> |              |              |                     |
| H1   | 166.5        | 162.0        | +3%                 |
| Q3   | 95.0         | 86.1         | +10%                |
| <b>9-month total</b>                       | <b>261.5</b> | <b>248.2</b> | <b>+5%</b>          |

<sup>1</sup> There are no changes to report in the scope of consolidation between the two periods.

## / Sustained growth of +10% in Q3 2017/18

- > +11% on a constant forex basis

## / Total nine-month growth: +5%

- > +6% on a constant forex basis

## Growth fueled by an expanding workforce



Workforce of **2,758 employees** at December 31, 2017

> compared with 2,628 at March 31, 2017



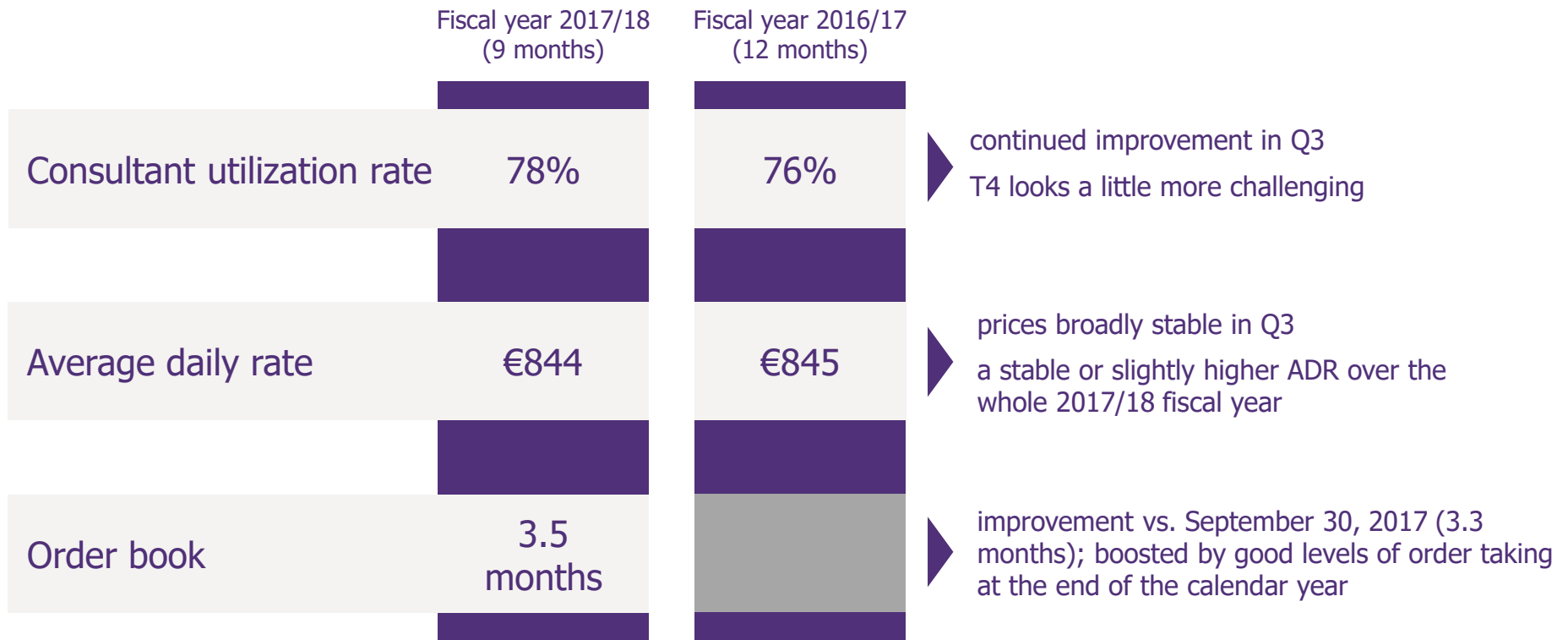
A **sustained recruitment pattern**, in line with the company's roadmap, despite growing tensions in the labor market



**Staff turnover stable at 17% (annual equivalent)**



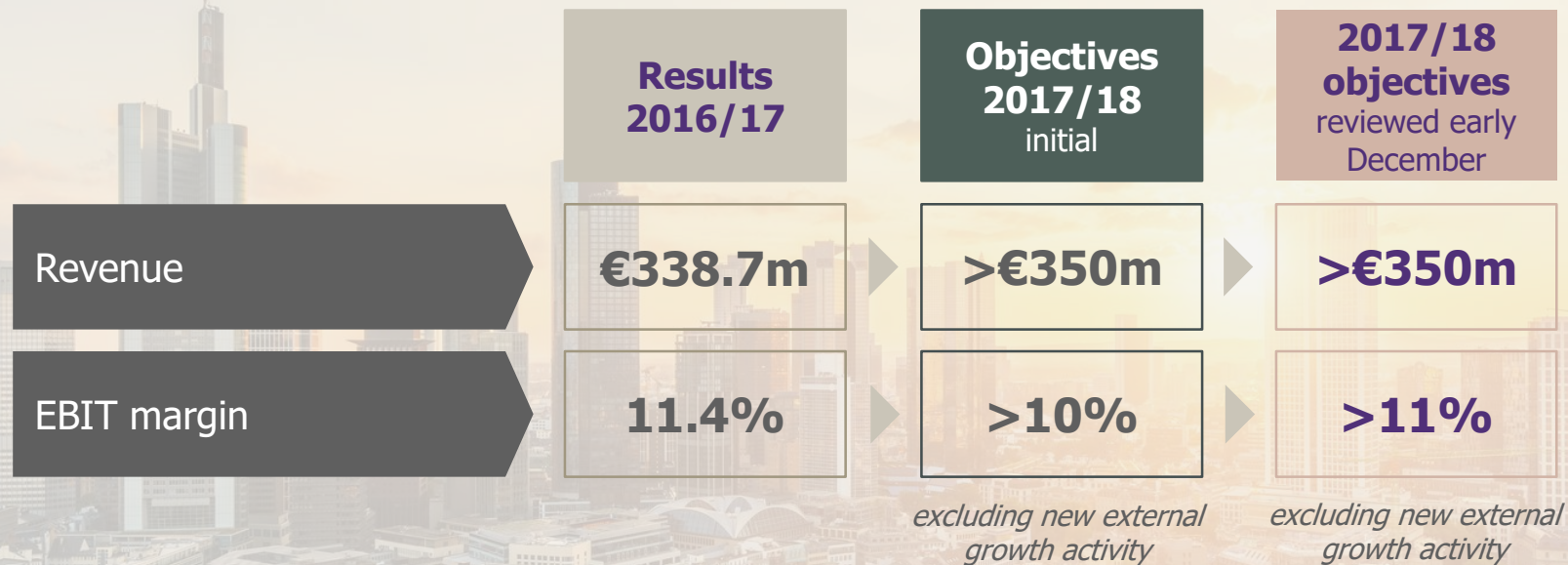
# Progress on operational performance confirmed



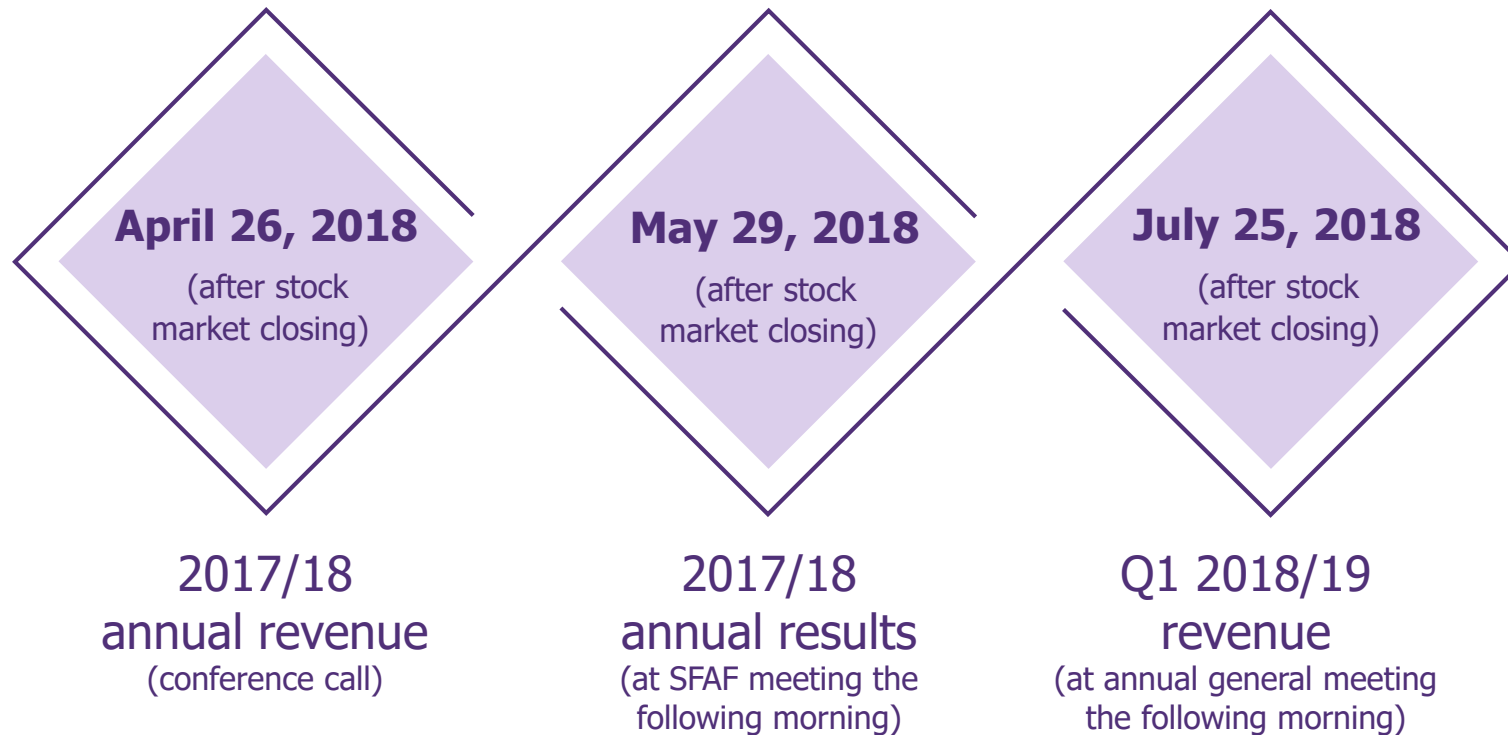
# Cash position normalized

- ▶ For the record: an unusual deterioration in payment collection at the end of September
  - > linked to a delay of €20m in the collection of trade receivables
- ▶ Delay fully rectified by late November
  - > Vigilance with regard to changes in, and control of, payment collection in the coming quarters
- ▶ Confirmation of net-financial-debt objective for March 31, 2018, at a level significantly lower than for March 31, 2017
  - > excluding effects of new acquisitions

# Confidence in annual objectives reinforced



# Financial calendar: upcoming events





PARIS

LONDRES

NEW YORK

HONG KONG

SINGAPOUR \*

DUBAI \*

SAO PAULO \*

LUXEMBOURG

MADRID \*

MILAN \*

BRUXELLES

GENEVE

CASABLANCA

ISTANBUL \*

LYON

MARSEILLE

NANTES

\* Partenariats

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*Thank you for your joining us on this  
conference call*