

Activity at the end of December 2016

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Deputy Chief Executive Officer

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Breakdown of turnover per geographical area December 31, 2016 (in M€)

Country	Q4 only				Var.	
	2015	%	2016	%	Var.	of which organic. excl exchange rates effect
France	205.6	51.2%	210.1	46.3%	2.2%	2.2%
International	195.6	48.8%	243.7	53.7%	24.6%	10.8%
Germany	41.3	10.3%	46.7	10.3%	13.2%	-0.7%
North America	27.9	6.9%	47.2	10.4%	69.4%	17.3%
Scandinavia	32.5	8.1%	37.5	8.3%	15.4%	13.0%
United Kingdom	22.3	5.6%	22.5	5.0%	0.9%	9.2%
Spain	18.8	4.7%	20.7	4.6%	10.2%	10.2%
Italy	15.2	3.8%	18.5	4.1%	22.0%	2.7%
Belgium	14.7	3.7%	15.5	3.4%	5.9%	5.9%
Netherlands	13.6	3.4%	14.1	3.1%	4.0%	4.0%
Others	9.4	2.3%	20.9	4.6%	122.6%	70.3%
TOTAL	401.1	100.0%	453.8	100.0%	13.1%	6.4%



Breakdown of turnover per geographical area

December 31, 2016 (in M€)

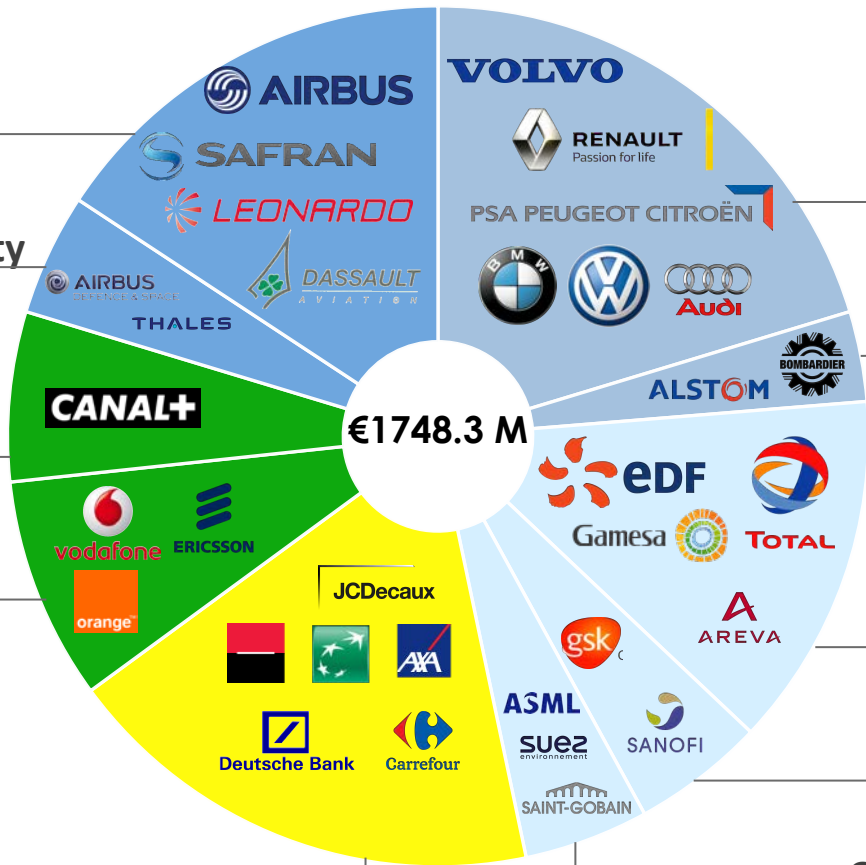
Country	YTD				Var.	
	2015	%	2016	%	Var.	of which organic. excl exchange rates effect
France	795.3	<i>51.6%</i>	830.1	<i>47.5%</i>	<i>4.4%</i>	<i>3.4%</i>
International	745.6	<i>48.4%</i>	918.2	<i>52.5%</i>	<i>23.2%</i>	<i>11.5%</i>
Germany	160.2	<i>10.4%</i>	177.2	<i>10.1%</i>	<i>10.6%</i>	<i>-1.0%</i>
North America	109.6	<i>7.1%</i>	162.9	<i>9.3%</i>	<i>48.6%</i>	<i>15.5%</i>
Scandinavia	121.6	<i>7.9%</i>	136.0	<i>7.8%</i>	<i>11.8%</i>	<i>7.3%</i>
United Kingdom	86.1	<i>5.6%</i>	93.2	<i>5.3%</i>	<i>8.2%</i>	<i>13.5%</i>
Spain	69.8	<i>4.5%</i>	82.9	<i>4.7%</i>	<i>18.7%</i>	<i>18.7%</i>
Italy	56.9	<i>3.7%</i>	74.1	<i>4.2%</i>	<i>30.3%</i>	<i>13.2%</i>
Belgium	52.9	<i>3.4%</i>	61.6	<i>3.5%</i>	<i>16.5%</i>	<i>8.0%</i>
Netherlands	51.8	<i>3.4%</i>	53.8	<i>3.1%</i>	<i>3.9%</i>	<i>3.9%</i>
Others	36.6	<i>2.4%</i>	76.5	<i>4.4%</i>	<i>108.9%</i>	<i>63,3%</i>
TOTAL	1,540.9	<i>100%</i>	1,748.3	<i>100%</i>	<i>13.5%</i>	<i>7.3%</i>



BREAKDOWN OF TURNOVER PER SECTOR (AS A % OF REVENUE) YTD Q4 2016

22.0 % Q4 2015
20.5 %

Aerospace
15.9 %
Defence & Security
4.6 %



Automotive
20.8 %
22.3 % Q4 2015
23.7 %

15.0 % Q4 2015
14.8 %

Multimedia
6.4 %
Telecom
8.4 %

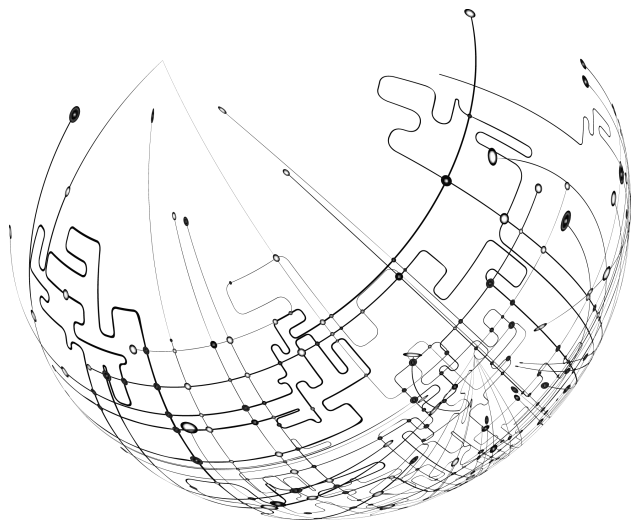
16.1 % Q4 2015
18.6 %

IT Services/Finance
18.6 %

Energy
12.8 %
Life Sciences
5.1 %
22.4 %

Other Industries
4.5 %

ALLEN



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