



Business on the first quarter 2018

Bruno Benoliel

Deputy Chief Executive Officer

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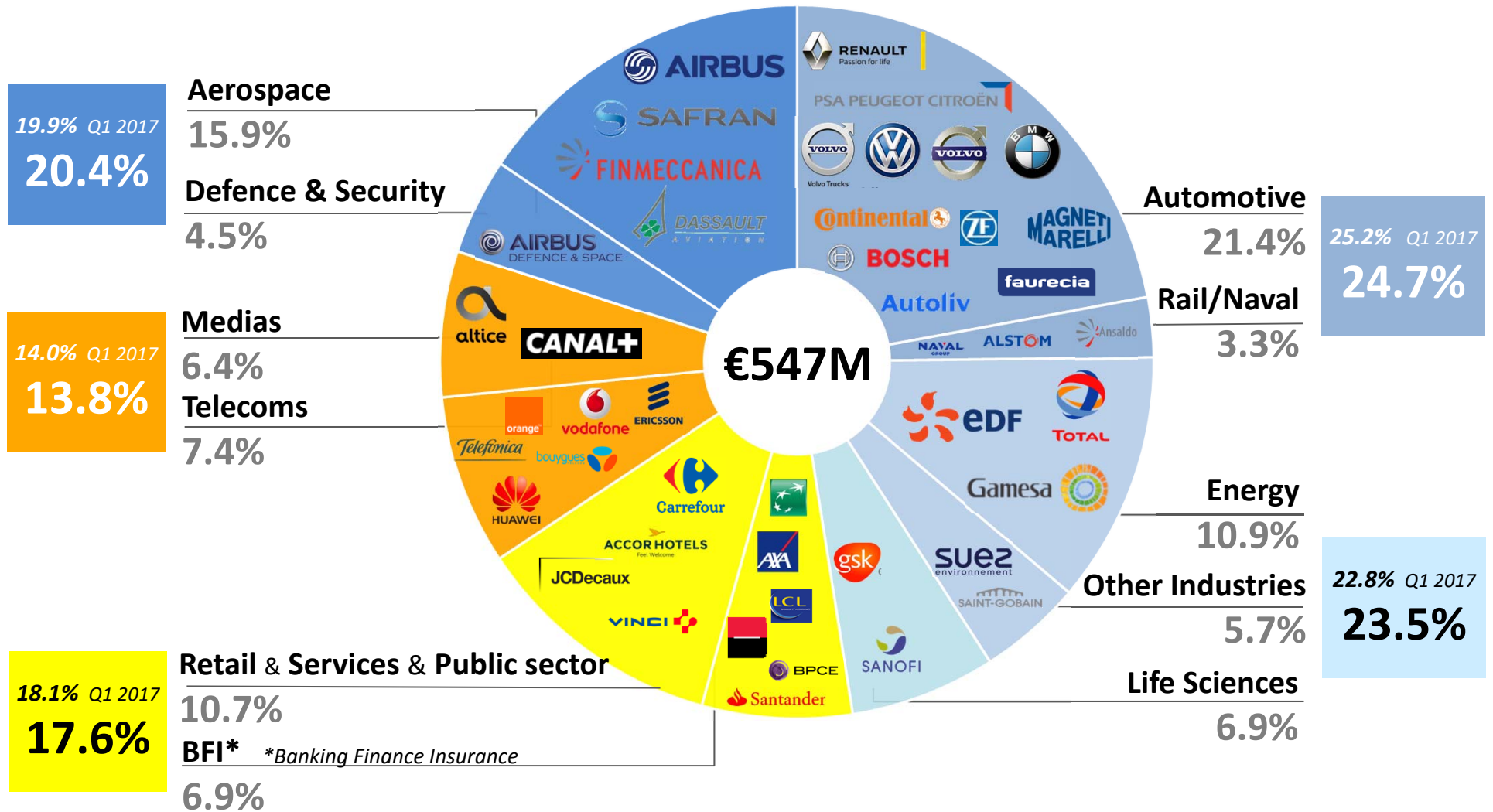
Breakdown of turnover per geographical area

March 31st, 2018 (in €M)

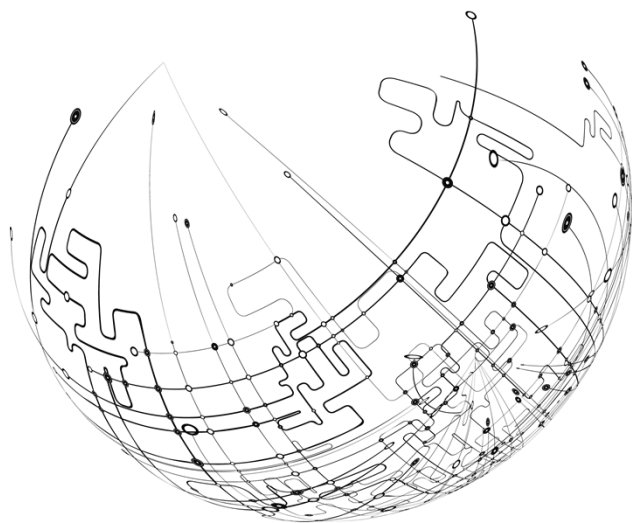
Country	YTD				Change			
	Q1 2017 IFRS 15	%	Q1 2018	%	Published	Change in Scope	Forex	Organic. excl forex
France	237.3	47.3%	255.7	46.7%	7.7%	0.0%	0.0%	7.7%
International	264.2	52.7%	291.8	53.3%	10.4%	5.3%	-4.2%	9.3%
North America	46.9	9.3%	57.6	10.5%	22.8%	20.4%	-15.0%	17.4%
Germany	53.1	10.6%	53.1	9.7%	-0.2%	0.0%	0.0%	-0.2%
Scandinavia	41.3	8.2%	42.8	7.8%	3.6%	0.0%	-4.1%	7.8%
Spain/Portugal	23.0	4.6%	26.5	4.8%	15.1%	0.0%	0.0%	15.1%
Italy	19.3	3.8%	20.8	3.8%	8.0%	0.0%	0.0%	8.0%
United Kingdom	22.4	4.5%	20.7	3.8%	-7.3%	0.0%	-1.9%	-5.4%
Belgium	16.8	3.4%	19.2	3.5%	14.2%	0.0%	0.0%	14.2%
Netherlands	15.0	3.0%	17.1	3.1%	14.0%	0.0%	0.0%	14.0%
Asia Pacific	9.1	1.8%	11.4	2.1%	25.5%	0.0%	-10.9%	36.3%
Others	17.4	3.5%	22.6	4.1%	29.9%	25.7%	-4.9%	9.2%
TOTAL	501.6	100%	547.4	100.0%	9,1%	2.8%	-2.2%	8.5%



BREAKDOWN OF TURNOVER PER SECTOR (AS A % OF REVENUE) YTD Q1 2018



ALLEN



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