

# Activity at the end of December 2017

**Bruno Benoliel**

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*Deputy Chief Executive Officer*

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January, 26<sup>th</sup>, 2018





# Breakdown of turnover per geographical area

## December 31, 2017 (in M€)

Country	Q4 only				Var.	
	2016	%	2017	%	Var.	of which organic. excl forex
France	210.1	46.3%	240.3	46.0%	14.4%	11.0%
International	243.7	53.7%	282.5	54.0%	15.9%	9.9%
North America	47.2	10.4%	60.9	11.7%	29.2%	21.3%
Germany	46.7	10.3%	50.5	9.7%	8.0%	-4.3%
Scandinavia	37.5	8.3%	42.8	8.2%	14.2%	14.8%
Spain	20.7	4.6%	23.9	4.6%	15.3%	15.3%
United Kingdom	22.5	5.0%	20.0	3.8%	-11.1%	-9.5%
Italy	18.5	4.1%	20.0	3.8%	8.2%	8.2%
Belgium	15.5	3.4%	16.8	3.2%	8.2%	8.2%
Netherlands	14.1	3.1%	15.8	3.0%	11.9%	11.9%
Asia Pacific	7.6	1.7%	10.9	2.1%	43.3%	50.0%
Others	13.3	2.9%	20.8	4.0%	56.8%	8.6%
<b>TOTAL</b>	<b>453.8</b>	<b>100.0%</b>	<b>522.8</b>	<b>100.0%</b>	<b>15.2%</b>	<b>10.4%</b>

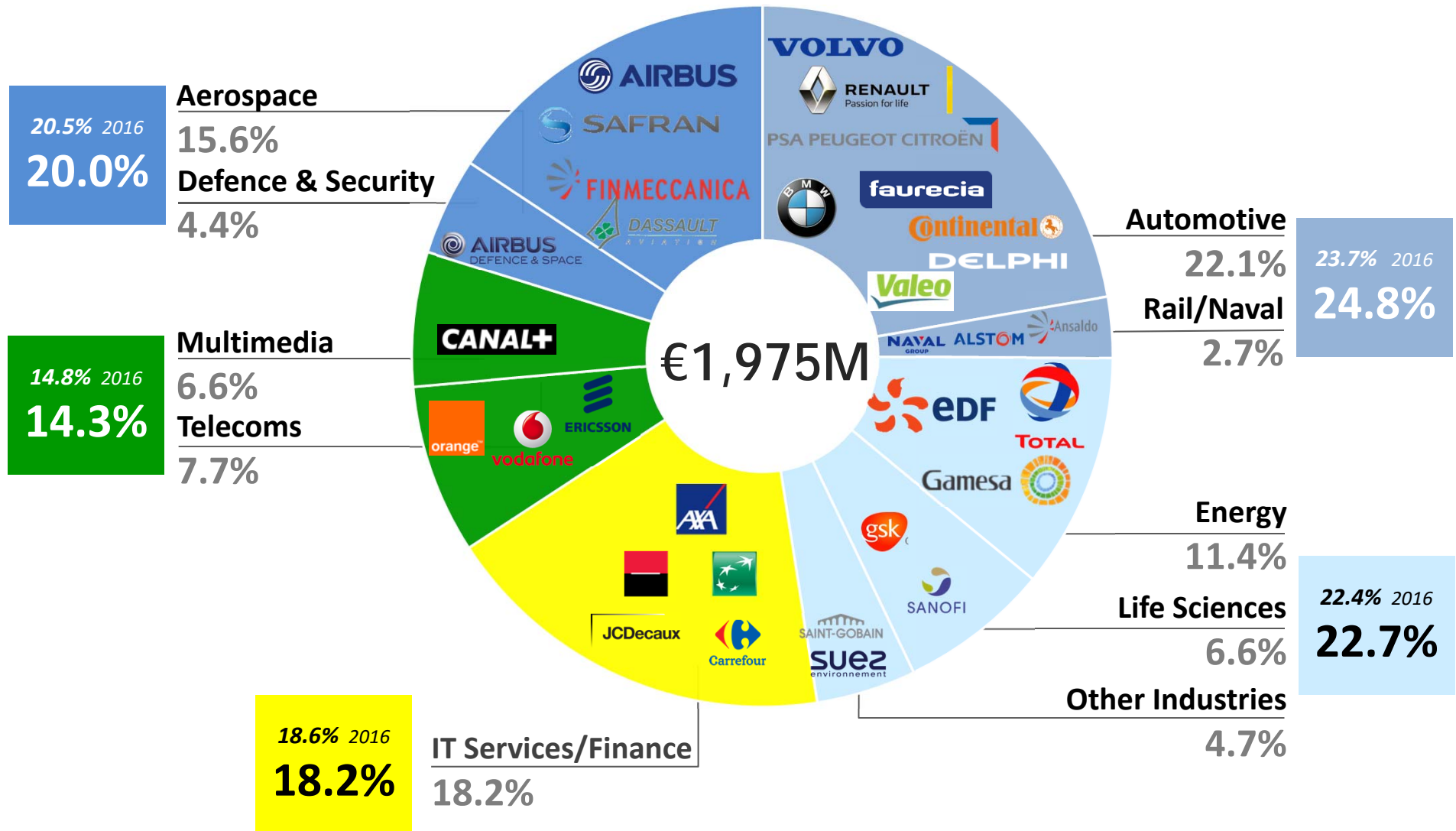


# Breakdown of turnover per geographical area December 31, 2017 (in M€)

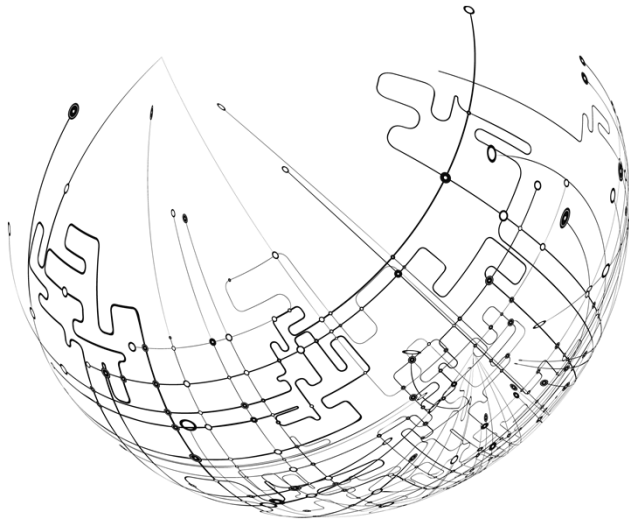
Country	YTD				Var.	
	2016	%	2017	%	Var.	of which organic. excl forex
France	830.1	47.5%	914.4	46.3%	10.2%	7.1%
International	918.2	52.5%	1 061.1	53.7%	15.6%	8.5%
North America	162.9	9.3%	217.4	11.0%	33.4%	16.3%
Germany	177.2	10.1%	206.5	10.5%	16.5%	1.6%
Scandinavia	136.0	7.8%	156.3	7.9%	15.0%	16.7%
Spain	82.9	4.7%	92.2	4.7%	11.2%	11.2%
United Kingdom	93.2	5.3%	79.0	4.0%	-15.2%	-12.0%
Italy	74.1	4.2%	76.2	3.9%	2.8%	2.8%
Belgium	61.6	3.5%	64.9	3.3%	5.4%	5.4%
Netherlands	53.8	3.1%	58.8	3.0%	9.3%	9.3%
Asia Pacific	25.8	1.5%	40.0	2.0%	54.8%	46.0%
Others	50.7	2.9%	69.7	3.5%	37.6%	11.6%
<b>TOTAL</b>	<b>1 748.3</b>	<b>100%</b>	<b>1 975.4</b>	<b>100.0%</b>	<b>13.0%</b>	<b>7.9%</b>



# BREAKDOWN OF TURNOVER PER SECTOR (AS A % OF REVENUE) DEC 2017



# ALLEN



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