Analyst Presentation

Q3 2013 Revenues

November 7th, 2013
Disclaimers

▶ This presentation contains forward-looking statements that involve risks and uncertainties concerning the Group's expected growth and/or profitability in the future. Actual events or results may differ from those described in this document.

▶ The company cannot guarantee the accuracy and the completeness of said forward-looking statements due to a number of uncertainties. many of which the company is not aware of.

▶ For additional information concerning any important factor that may cause the company's actual results to materially differ from expectations and underlying assumptions. please refer to the reports filed by the company with the “Autorité des Marchés Financiers » (AMF).
Agenda

1. Key facts and figures

2. Q3 2013 Revenues

3. Prospects and change in governance

4. Appendix
1

Key facts and figures
Key facts and figures

- **101.8m€ Revenues. -13.4% vs. Q3 2012**
  - -1.7% like-for-like* (versus -5.9% l-f-l in H1)
  - Decrease in France of -0.9% l-f-l variation (versus -3.8% l-f-l in H1)
  - Decrease outside of France of -2.5% l-f-l variation (versus -7.7% l-f-l in H1)
  - Outside of France. ongoing impact of Ericsson

- **9m Revenues totaled 339.1M€ (-4.6% like-for-like)**
  Change in yearly growth rate trend in Q3 versus H1 thanks to number of days and utilization rate

- **Appointment of a new COO**

- **Launch of a share repurchase tender offer @ 13.50€ per share**

- **Ongoing divestment of Teligent in Russia**

*at constant exchange rates and perimeter
Q3 2013 Revenues
Q3 2013 Revenues

Revenues Q3 (m€)

-13.4%

117.6

101.8

2012

2013

Revenues 9 months (m€)

-10.7%

379.9

339.1

2012

2013

-1.7% Like-for-like variation
- FX impact: -1.3%.
- M&A impact: -10.4%
- Favorable Number of working days: +1.4%
  (excluding divested entities)

-4.6% Like-for-like variation
- FX impact: -0.5%.
- M&A impact: -5.6%
- Unfavorable number of working days: -0.4%
  (excluding divested entities)
Revenues by Region

<table>
<thead>
<tr>
<th>Region</th>
<th>Q3 2013</th>
<th>Q3 2012</th>
<th>9m 2013</th>
<th>9m 2012</th>
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<td>-16.9%</td>
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<td>-15.2%</td>
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<td>12.6</td>
<td>34.6</td>
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<td>-12.5%</td>
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<td>-12.3%</td>
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<td>Var l-f-l</td>
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<tr>
<td>Divestments*</td>
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<tr>
<td>Total</td>
<td>101.8</td>
<td>117.6</td>
<td>339.1</td>
<td>379.9</td>
</tr>
<tr>
<td>Var</td>
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<td>-10.7%</td>
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<tr>
<td>Var l-f-l</td>
<td>-1.7%</td>
<td>-4.6%</td>
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</tbody>
</table>

*Includes DVT Teligent
Major customers & split by segment Q3 2013

Excluding Divestments

Top 3
12.3% of revenue
- BNP Paribas
- Pierre Fabre
- Major electricity provider

Next 7
17.5% of revenue
- SNCF
- NSN
- Vodafone
- Crédit Agricole
- Deutsche Telekom
- SANOFI
- Gaz de France Suez
Headcount evolution and billable ratio*

- **Organic decrease of -78 people in Q3** represents an annualized rate of -8%
- **Change in scope** is YTD figure: T&M and Exaprobe ICT in H1. Russia (69 people) in Q3

* Billable ratio = billable headcount / total headcount
3

Prospects and change in governance
2013 Prospects

Guidance

Full year revenues expected around 450M€

Operating margin in % of revenues flat compared to 2012 @ 3.5%

Strong improvement in net income
Additional push on the transformation - COO role is created

Sébastien Chevrel assumes the new role of COO

- Graduated from King's College of London and ISEN Engineer School.
- Held various senior management positions at Altran
- Joined Devoteam in 2012. successfully lead and transformed the Western Europe region
Appendix
## 2013 quarterly growth France & rest of the world

<table>
<thead>
<tr>
<th>In million of euros</th>
<th>Q1 2013</th>
<th>Q1 2012</th>
<th>Q2 2013</th>
<th>Q2 2012</th>
<th>Q3 2013</th>
<th>Q3 2012</th>
<th>H1 2013</th>
<th>H1 2012</th>
<th>9m 2013</th>
<th>9m 2012</th>
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<tbody>
<tr>
<td><strong>France</strong></td>
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</tr>
<tr>
<td>Var</td>
<td>0.4%</td>
<td>-23.2%</td>
<td>-22.7%</td>
<td>-11.4%</td>
<td>-14.9%</td>
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<td>-3.8%</td>
<td>-2.9%</td>
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<tr>
<td><strong>Rest of the world</strong></td>
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<tr>
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<td>-5.4%</td>
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<td>-7.1%</td>
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<tr>
<td>Var l-f-l</td>
<td>-10.5%</td>
<td>-4.8%</td>
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<td>-7.7%</td>
<td>-6.1%</td>
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<tr>
<td><strong>Total</strong></td>
<td>125.3</td>
<td>132.6</td>
<td>112.0</td>
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<td>101.8</td>
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<td>262.3</td>
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<td>Var</td>
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<td>Var l-f-l</td>
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<td>-4.6%</td>
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</tr>
</tbody>
</table>

## Q3 2013 revenue split

- **France**: 42%
- **ROW**: 58%
### Proforma

<table>
<thead>
<tr>
<th>In millions (€)</th>
<th>Q1 2013 pro forma</th>
<th>Q1 2013 presented</th>
<th>Q2 2013 pro forma</th>
<th>Q2 2013 presented</th>
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</thead>
<tbody>
<tr>
<td>Others</td>
<td>20.1</td>
<td>21.1</td>
<td>21.5</td>
<td>22.5</td>
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<tr>
<td>Growth rate</td>
<td>23.9%</td>
<td>24.6%</td>
<td>25.0%</td>
<td>20.4%</td>
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<tr>
<td>Growth rate L-F-L</td>
<td>23.5%</td>
<td>24.3%</td>
<td>25.1%</td>
<td>20.7%</td>
</tr>
<tr>
<td><strong>Divestments</strong>*</td>
<td>15.7</td>
<td>14.7</td>
<td>1.4</td>
<td>0.4</td>
</tr>
<tr>
<td>Growth rate</td>
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<td>13.5%</td>
<td>-89.7%</td>
<td>-96.6%</td>
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<tr>
<td>Growth rate L-F-L</td>
<td>-0.4%</td>
<td>-2.7%</td>
<td>-5.6%</td>
<td>-2.5%</td>
</tr>
</tbody>
</table>

*Reclassification of Teligent from the segment "others" to the segment "Divestments"*
Split of revenues by Region

Revenue contribution by Region - Q3 2013

- **Western Europe**
  - France expertise & Belux: 25%

- **Mediterranean area**
  - France Solutions, France Consulting, North Africa: 16%

- **Northern Europe**
  - Scandinavia & UK: 12%

- **Central Europe**
  - Germany, Poland, Czech Rep., Switz. & Austria: 11%

- **Middle East & Turkey**
  - 5%

- **Single entities**
  - Spain, Italy & NL: 10%

- **Others**
  - Venture & non allocated HQ: 21%

Map showing regional contributions:
- Western Europe
- Mediterranean area
- Northern Europe
- Central Europe
- Middle East & Turkey
- Single entities
- Others