

# LA FINANCIERE ATALIAN - CONSOLIDATED FINANCIAL STATEMENTS

## CONSOLIDATED STATEMENT OF FINANCIAL POSITION

in thousands of euros

ASSETS	<u>Period ended</u> <u>December</u> <u>2017</u>	<u>Year ended</u> <u>August 31,</u> <u>2016</u> <u>restated <sup>(1)</sup></u>
Goodwill	608,430	486,341
Intangible assets	21,260	17,758
Property, plant and equipment	85,732	66,439
Other non-current financial assets	18,268	19,233
Deferred tax assets	62,108	65,070
<b>NON CURRENT ASSETS</b>	<b>795,799</b>	<b>654,841</b>
Inventories	5,917	4,332
Prepayment to suppliers	3,525	2,377
Trade receivables	387,876	331,677
Current tax assets	4,716	3,089
Other receivables	239,118	170,037
Cash and cash equivalents	144,503	108,110
<b>CURRENT ASSETS</b>	<b>785,655</b>	<b>619,622</b>
<b>TOTAL ASSETS</b>	<b>1,581,454</b>	<b>1,274,463</b>
EQUITY AND LIABILITIES	<u>Period ended</u> <u>December</u> <u>2017</u>	<u>Year ended</u> <u>August 31,</u> <u>2016</u> <u>restated <sup>(1)</sup></u>
Equity		
- Share capital	112,728	112,728
- Share premium and other reserves	(16,861)	(2,454)
- Translation reserves	(13,720)	(5,624)
- Net income for the period	11,226	12,495
Equity attributable to owners of the Company	93,373	117,145
Non-controlling interests	50,031	19,326
<b>TOTAL EQUITY</b>	<b>143,404</b>	<b>136,471</b>
Non current financial liabilities	636,216	442,866
Non-current provisions	27,858	15,476
Deferred tax liabilities	2,338	3,529
<b>NON CURRENT LIABILITIES</b>	<b>666,413</b>	<b>461,871</b>
Customers prepayment	3,716	599
Current portion of financial liabilities	25,718	39,008
Current tax liabilities	8,252	8,150
Trade payables	198,353	168,426
Short-term provisions	17,862	17,788
Liabilities related to payroll tax credit prefinancing	129,889	98,812
Other current liabilities	386,367	339,841
Bank overdrafts and other cash position items	212	2,051
Financial instruments	1,268	1,446
<b>CURRENT LIABILITIES</b>	<b>771,637</b>	<b>676,121</b>
<b>TOTAL EQUITY AND LIABILITIES</b>	<b>1,581,454</b>	<b>1,274,463</b>

<sup>(1)</sup> The figures as of 31 August 2016 have been restated as described in note 2.2

# LA FINANCIERE ATALIAN - CONSOLIDATED FINANCIAL STATEMENTS

## CONSOLIDATED INCOME STATEMENT

in thousands of euros	<u>Period 16 months ended December 31, 2017</u>	<u>Period 12 months ended August 31, 2016 restated <sup>(1)</sup></u>
<b>REVENUE</b>	<b>2,646,515</b>	<b>1,649,895</b>
Raw materials & consumables used	(570,748)	(334,492)
External expenses	(159,666)	(93,819)
Staff costs	(1,715,408)	(1,100,756)
Taxes (other than on income)	(38,258)	(23,573)
Other operating revenue	31,743	16,065
Other operating expenses	(17,684)	(11,835)
<b>OPERATING INCOME BEFORE DEPRECIATION, AMORTIZATION PROVISIONS AND IMPAIRMENT LOSSES</b>	<b>176,495</b>	<b>101,485</b>
Depreciation and amortization, net	(50,793)	(29,793)
Provisions and impairment losses, net	(17,071)	(9,725)
<b>OPERATING PROFIT</b>	<b>108,631</b>	<b>61,967</b>
Cost of gross debt	(65,038)	(32,742)
Income from cash and cash equivalents	826	264
<b>NET FINANCE COSTS</b>	<b>(64,212)</b>	<b>(32,478)</b>
Other financial income and expenses	(2,459)	(876)
<b>NET FINANCIAL EXPENSE</b>	<b>(66,671)</b>	<b>(33,354)</b>
Income tax expense	(24,691)	(12,590)
Share of net income (loss) of other equity-accounted entities	233	(53)
<b>NET INCOME FOR THE PERIOD</b>	<b>17,503</b>	<b>15,970</b>
<b>Attributable to owners of the Company</b>	<b>11,225</b>	<b>12,495</b>
<b>Attributable to non-controlling interests</b>	<b>6,278</b>	<b>3,475</b>

<sup>(1)</sup> The figures as of 31 August 2016 have been restated as described in note 2.2

# LA FINANCIERE ATALIAN - CONSOLIDATED FINANCIAL STATEMENTS

## CONSOLIDATED STATEMENT OF COMPREHENSIVE INCOME

in thousands of euros

	<u>Period 16</u> <u>months ended</u> <u>December 31,</u> <u>2017</u>	<u>Period 12</u> <u>months ended</u> <u>August 31,</u> <u>2016 restated</u> <small>(1)</small>
<b>NET INCOME (LOSS) FOR THE PERIOD</b>	<b>17,503</b>	<b>15,970</b>
<b>Other items of comprehensive income subsequently released to net income</b>	<b>(9,033)</b>	<b>(426)</b>
Foreign exchange gains and losses	(8,096)	(426)
Related income tax expense	(937)	
<b>Other items of comprehensive income not subsequently released to net income</b>	<b>980</b>	<b>(3,156)</b>
Actuarial gains and losses on pension obligations	1,321	(3,156)
Related income tax expense	(341)	
<b>TOTAL OTHER COMPREHENSIVE INCOME</b>	<b>(8,053)</b>	<b>(3,582)</b>
<b>TOTAL COMPREHENSIVE INCOME (LOSS) FOR THE PERIOD</b>	<b>9,450</b>	<b>12,388</b>
Attributable to owners of the Company	3,172	8,913
Attributable to non-controlling interests	6,278	3,475

<sup>(1)</sup> The figures as of 31 August 2016 have been restated as described in note 2.2

# LA FINANCIERE ATALIAN - CONSOLIDATED FINANCIAL STATEMENTS

## CONSOLIDATED CASH FLOW STATEMENT

in thousands of euros	<u>Period 16</u> <u>months</u> <u>ended</u> <u>December</u> <u>31, 2017</u>	<u>Period 12</u> <u>months ended</u> <u>August 31,</u> <u>2016 restated <sup>(1)</sup></u>
<b>A - NET CASH FROM OPERATING ACTIVITIES</b>		
<u>Operating cash flow before changes in working capital:</u>		
Net income for the period	17,503	15,970
Share of net income (loss) of equity-accounted companies	(233)	53
Operating depreciation, amortization, provisions and impairment losses	48,884	23,261
Gains/losses on disposal	(3,561)	(1,560)
Other non cash items	(297)	(105)
<u>Operating cash flow before changes in working capital</u>	<u>62,296</u>	<u>37,619</u>
Net finance costs	64,212	32,478
Income tax expense	24,691	12,590
<u>Operating cash flow before changes in working capital, net finance costs and income tax expense</u>	<u>151,199</u>	<u>82,687</u>
Income taxes paid	(27,780)	(17,303)
Changes in operating working capital (excluding change in deconsolidated Factoring)	(17,011)	(29,242)
<b>NET CASH FROM (USED IN) OPERATING ACTIVITIES</b>	<b>A</b>	<b>106,408</b>
<b>B - NET CASH USED IN INVESTING ACTIVITIES</b>		<b>36,142</b>
Purchases of intangible assets, property, plant and equipment	(41,399)	(26,090)
Proceeds from disposal of intangible assets, property, plant and equipment	7,642	4,132
Purchases of consolidated companies (net of cash acquired and sold)	(84,584)	(71,868)
Other cash flows from investing activities	4,668	6,126
<b>NET CASH USED IN INVESTING ACTIVITIES</b>	<b>B</b>	<b>(113,672)</b>
<b>C - NET CASH USED IN FINANCING ACTIVITIES</b>		<b>(87,700)</b>
Dividends paid to shareholders of the parent company	(15,800)	(4,800)
Increase in borrowings	623,772	182,947
Decrease in borrowings	(499,914)	(46,602)
Net finance costs	(64,212)	(32,478)
Non-cash interest expenses	9,626	4,018
Other cash flows from financing activities	(6,709)	263
<b>NET CASH USED IN FINANCING ACTIVITIES</b>	<b>C</b>	<b>46,763</b>
<b>EFFECT OF FOREIGN EXCHANGE RATE CHANGES AND OTHER</b>	<b>D</b>	<b>103,348</b>
<b>CHANGE IN NET CASH AND CASH EQUIVALENTS (A + B + C + D)</b>		<b>(1,266)</b>
		<b>(80)</b>
<b>CHANGE IN NET CASH AND CASH EQUIVALENTS (A + B + C + D)</b>		<b>38,232</b>
		<b>51,710</b>
<b>NET CASH AND CASH EQUIVALENTS AT THE BEGINNING OF THE PERIOD</b>	<b>106,059</b>	<b>54,349</b>
Net cash flows for the period	38,232	51,710
<b>NET CASH AND CASH EQUIVALENTS AT THE END OF THE PERIOD</b>	<b>144,291</b>	<b>106,059</b>

<sup>(1)</sup> The figures as of 31 August 2016 have been restated as described in note 2.2

## LA FINANCIERE ATALIAN - CONSOLIDATED FINANCIAL STATEMENTS

### STATEMENT OF CHANGES IN EQUITY

in thousands of euros

	Share capital and share premium	Reserves / Retained earnings	Net income for the year	Foreign exchange translation reserves	EQUITY ATTRIBUTABLE TO OWNERS OF THE COMPANY	Non-controlling interests	TOTAL EQUITY
<b>AS OF AUGUST 31, 2015</b>	112,728	(2,900)	10,304	(5,198)	114,934	17,071	132,005
Errors corrections <sup>(1)</sup>		(40)			(40)		(40)
<b>AS OF AUGUST 31, 2015 restated</b>	112,728	(2,940)	10,304	(5,198)	114,894	17,071	131,965
Net income for the year <sup>(1)</sup>			12,495		12,495	3,475	15,970
Income and expenses recognised directly in equity		(3,156)		(426)	(3,582)	82	(3,500)
<b>Net income for the year and income and expenses recognised directly in equity</b>		(3,156)	12,495	(426)	8,913	3,557	12,470
Appropriation of FY 2015 profit		10,304	(10,304)				
Dividends paid		(4,800)			(4,800)		(4,800)
Changes in consolidation scope		(1,862)			(1,862)	(1,302)	(3,164)
<b>AS OF AUGUST 31, 2016 restated</b>	112,728	(2,454)	12,495	(5,624)	117,145	19,326	136,471
Net income for the year			11,225		11,225	6,278	17,503
Income and expenses recognised directly in equity		(1,129)		(8,096)	(9,225)	(889)	(10,114)
<b>Net income for the year and income and expenses recognised directly in equity</b>		(1,129)	11,225	(8,096)	2,000	5,389	7,389
Appropriation of FY 2016 profit		12,495	(12,495)				
Dividends paid		(15,800)			(15,800)		(15,800)
Changes in consolidation scope <sup>(2)</sup>		(9,972)			(9,972)	25,316	15,344
<b>AS OF DECEMBER 31, 2017</b>	112,728	(16,860)	11,225	(13,720)	93,373	50,031	143,404

<sup>(1)</sup> The figures as of 31 August 2016 have been restated as described in note 2.2

<sup>(2)</sup> Increase of non-controlling interests at the end of December 2017 is mainly due to the Group's option of applying full goodwill method for acquisitions of the period