## Adecco

better work, better life

## Q1 2007 Results

Lausanne, May 8, 2007

## Disclaimer

## Forward-looking statements

Information in this release may involve guidance, expectations, beliefs, plans, intentions or strategies regarding the future. These forward-looking statements involve risks and uncertainties. All forward-looking statements included in this release are based on information available to Adecco S.A. as of the date of this release, and we assume no duty to update any such forward-looking statements. The forward-looking statements in this release are not guarantees of future performance and actual results could differ materially from our current expectations. Numerous factors could cause or contribute to such differences. Factors that could affect the Company's forward-looking statements include, among other things: global GDP trends and the demand for temporary work; changes in regulation of temporary work; intense competition in the markets in which the Company competes; changes in the Company's ability to attract and retain qualified temporary personnel; the resolution of the French anti-trust investigation and the resolution of the US class action; and any adverse developments in existing commercial relationships, disputes or legal and tax proceedings.

Please refer to the Company's most recent Annual Report on Form 20-F and other reports filed with or submitted to the US Securities and Exchange Commission from time to time, for further discussion of the factors and risks associated with our business.

## Today's agenda

| Operational review | Dieter Scheiff |
| :--- | :--- |
| Financial review | Dominik de Daniel |
| Outlook | Dieter Scheiff |

## Operational review

 Dieter Scheiff, Group CEO
## Q1 2007 results summary



* Amortisation of intangibles of EUR 4 million for Q1 2007 compares to EUR 1 million in Q1 2006.
** Organic is a non-US GAAP measure and is presented for comparison. It is in constant currency excluding acquisitions.


## Group revenue growth

Constant currency year-on-year growth in percent

*impact 14th week

## Regions revenue growth

Constant currency year-on-year growth in percent


## Gross margin drivers

In percent of revenues

|  |  |  | Q1 2006 |
| :---: | :---: | :---: | :---: |
| Temp services | 15.3 | Temp services | 14.7 |
| Permanent | 1.6 | Permanent | 1.5 |
| Temp \& Perm | 16.9 | Temp \& Perm | 16.2 |
| Outplacement | 0.7 | Outplacement | 0.9 |
| Other | 0.2 | Other | 0.3 |
| Grand total | 17.8 | Grand total | 17.4 |

## Revenues and revenue growth by business lines

 Q1 2007 vs Q1 2006 in constant currencies

## Q1 2007 professional business lines

Based on dedicated branches

Total professional business lines revenues by geographies in percent


## Pay rates of Office, IT F\&L and E\&T vs. Industrial

FY 2006 numbers, Industrial = 100



France

IT Information Technology
E\&T Engineering \& Technical
SM\&E Sales, Marketing \& Events
F\&L Finance \& Legal
M\&S Medical \& Science

## Revenues and operating income growth in geographies

 Q1 2007 vs Q1 2006 in constant currencies|  | Revenues EUR millions | Revenues growth in percent |  | rating income cent |
| :---: | :---: | :---: | :---: | :---: |
| France | 1,599 | -8 |  | 17 |
| USA \& Canada | 819 | -6 |  | 25 |
| UK \& Ireland | 487 | 10 | -9 |  |
| Japan | 341 | 6 |  | 6 |
| Italy | 293 | 9 |  | 11 |
| Iberia | 269 | 9 |  | 19 |
| Benelux | 235 | 6 |  | 18 |
| Nordics** | 225 | 41 | -1 |  |
| Germany** | 244 | 131 |  | 204 |
| Australia \& New Zealand** | 109 | 10 |  |  |
| Switzerland | 96 | 20 |  | 33 |
| Emerging Markets** | 274 | 16 |  | 141 |
| Adecco Group** | 4,991 | -10 |  | 32 |


|  | Q1 2007 Results |
| :--- | :--- |
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## France

Financial performance since Q1 2006, organically

|  | Q1 2006 | Q2 2006 | Q3 2006 | Q4 2006* | Q1 2007 |
| :--- | ---: | ---: | ---: | ---: | ---: | ---: |
| Sales growth | $3 \%$ | $8 \%$ | $10 \%$ | $7 \%$ | $8 \%$ |
| Adjusted for business days | $2 \%$ | $10 \%$ | $9 \%$ | $7 \%$ | $9 \%$ |
| Gross margin $\Delta$ | -20 bps | -60 bps | -30 bps | -10 bps | 0 bps |
| SG\&A \% $\Delta$ | 30 bps | -30 bps | -30 bps | -30 bps | -30 bps |
| Operating margin $\Delta$ | -50 bps | -30 bps | -0 bps | +20 bps | +30 bps |

## Development since Q1 2006

- below market growth
- recovered
- gross margin deterioration
- stopped
- costs growing faster than sales
- operating leverage

[^0]Financial review
Dominik de Daniel, Group CFO

## Results in detail

## In EUR millions

Revenues
Direct costs of services
Gross profit
Gross margin

Selling, general and administrative expenses
As a percentage of revenues
Amortisation of intangible assets
Operating income
Operating income margin

Interest expense
Other income/(expenses), net
Income before income taxes and minority interests
Provision for income taxes
Income applicable to minority interests

## Net income

Net income margin

| Q1 2007 | Q1 2006 | Variance \% |  |
| :---: | :---: | :---: | :---: |
|  |  | EUR | Constant Currency |
| 4,991 | 4,679 | 7\% | 10\% |
| $(4,101)$ | $(3,867)$ |  |  |
| 890 | 812 | 10\% | 13\% |
| 17.8\% | 17.4\% |  |  |
| (696) | (662) | 5\% | 9\% |
| 13.9\% | 14.2\% |  |  |
| (4) | (1) |  |  |
| 190 | 149 | 28\% | 32\% |
| 3.8\% | 3.2\% |  |  |
| (13) | (12) |  |  |
| 9 | 4 |  |  |
| 186 | 141 | 32\% |  |
| (51) | (41) |  |  |
| (2) | - |  |  |
| 133 | 100 | 33\% |  |
| 2.7\% | 2.1\% |  |  |

## Q1 2007 SG\&A movement

In EUR millions


## Balance sheets <br> In EUR millions

| Mar 31, |  |
| ---: | ---: |
| $\mathbf{2 0 0 7}$ | Dec 31, <br> $\mathbf{2 0 0 6}$ |
| 1,145 | 888 |
| 3,697 | 3,846 |
| 321 | 311 |
| 223 | 229 |
| 305 | 357 |
| 2,040 | 2,051 |
| $\mathbf{7 , 7 3 1}$ | $\mathbf{7 , 6 8 2}$ |
|  |  |
|  |  |
| 3,265 | 3,544 |
| 1,459 | 1,444 |
| 364 | 187 |
| 43 | 41 |
| 2,600 | 2,466 |
| $\mathbf{7 , 7 3 1}$ | 7,682 |
| 314 | 556 |

* As a result of the adoption of FIN 48 on January 1, 2007, an amount of EUR 164 and EUR 66 of unrecognised income tax benefits, previously reported in "accounts payable and accrued expenses", have been reclassified to "other liabilities" and "other assets" respectively.
** Net debt is a non-US GAAP measure and comprises short-term and long-term debt less cash and cash equivalents and short-term investments.

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## Cash-flow statements In EUR millions

Q1 2007 Q1 2006

Consolidated statements of cash flows

| Net income | 133 | 100 |
| :--- | ---: | ---: |
| Adjustments to reconcile net income to cash flows from operating activities: |  |  |
| - Depreciation and amortisation | 26 | 25 |
| - Other charges | 16 | 17 |
| Changes in operating assets and liabilities, net of acquisitions: |  |  |
| - Trade accounts receivable | 135 | 148 |
| - Accounts payable and accrued expenses | $(52)$ | $(40)$ |
| - Other assets and liabilities | $\mathbf{( 1 1 )}$ | 5 |
| Cash flows from operating activities | $\mathbf{( 2 4 7}$ | $\mathbf{2 5 5}$ |
| Cash flows from/(used in) investing activities | $\mathbf{3 1}$ | $\mathbf{( 2 2 1 )}$ |
| Cash flows from/(used in) financing activities | $\mathbf{( 1 )}$ | $\mathbf{( 3 )}$ |
| Effect of exchange rate changes on cash | $\mathbf{2 5 7}$ | $\mathbf{( 4 6 )}$ |
| Net increase/(decrease) in cash and cash equivalents |  |  |

## Financial strength - net debt development since Q1 2004 Net debt in EUR millions*



- Includes off balance sheet debt (In EUR: 2004 Q1 37m; from Q2 2004 to Q1 2005 there is no off balance sheet debt due to cancellation of the external financing of the securitisation agreement; Q2 2005 14m; Q3 2005 1m - both relating to Humangroup sale of receivables). From Q4 2005 through Q1 2007 there is no off balance sheet debt.


## Outlook

Dieter Scheiff, Group CEO

## Two approaches

general skilled
expertise
continuous
relationships


Attract and retain those motivated to work

Provide serial assignments Client-driven training
professional skilled

Experts talk to experts

## Attract and retain professionals <br> Provide challenging serial projects <br> Enhance their skills through continuous learning


'expert' quality, delivering higher gross margins

## Targets

|  | Until 2009 <br> in percent |
| :--- | :---: |
| Revenue growth | $\mathbf{7 - 9}$ p.a. |

ROCE: (Operating profit - 30\% income tax) / average invested capital
Invested capital = Assets - liabilities, excluding cash and interest-bearing liabilities

## Thank you

Question and answer session

## Appendix

## Q1 2007 revenues and gross profit by business lines

 Based on dedicated branchesRevenues
in percent


Gross Profit
in percent

M\&S Medical \& Science
SM\&E Sales, Marketing \& Events
HCS Human Capital Solutions


EmMa Emerging Markets excl. prof. business lines Office Office
Indust Industrial

## Revenues - Office and Industrial vs. Professional business lines

 In percent, based on dedicated branches in Q1 2007

## Return on capital employed

 ROCE ${ }^{1}$ in \% and NOPAT and invested capital in EUR billions
${ }^{1}$ ROCE $=$ NOPAT $/$ Average Invested Capital $=$ Operating profit $-(30 \%$ income tax $) /$ average invested capital Invested Capital = Asset - liabilities excluding cash and interest bearing liabilities
2001 NOPAT and average invested capital adjusted for goodwill amortization.

## Our view of the professional and office and industrial business

 Market size and FY 2006 revenues of AdeccoAdecco FY 2006 revenues: EUR 20.4 bn


- Professional
- Office\& Industrial

Global market 2006: Approx. EUR 210 bn


Source: Adecco estimates

## Adecco versus competitors

2006 Revenue growth vs. EBIT margin


- Market growth of professional staffing is potentially higher than general staffing
- EBIT margin of professional at least 3-5\% higher than general staffing


## Driving revenue growth <br> Revenue split by countries 2006

2006

- France
- US \& Canada

UK \& Ireland

- Benelux
- Switzerland

Australia \& NZ
$\equiv$ Emerging Markets

- Japan

■ Italy

- Iberia
- Nordics
- Germany
- 26\% of our business has higher growth potential and higher profitability


Adecco operating margin 2006


[^0]:    * adjusted for $\Delta$ in estimates of payroll provisions

