

Q2 2009 Results

Adecco Group

### **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 internal and external personnel or clients; the potential impact of disruptions related to IT and any adverse developments in existing commercial relationships, disputes or legal and tax proceedings.



# Today's agenda

**Operational review** 

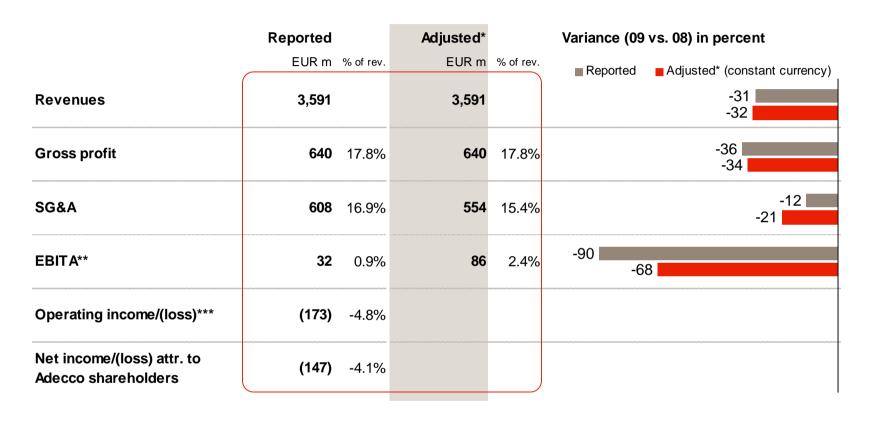
**Financial review** 

Outlook



# **Operational review** Patrick De Maeseneire, Group CEO Q2 2009 Results

### Q2 2009 results summary



<sup>\*</sup> Adjusted is a non US GAAP measure and excludes the negative SG&A impact associated with restructuring costs for headcount reductions and branch optimisation of EUR 54 million in Q2 2009, as well as the impact of the modified calculation of French social charges in 2005, which positively impacted Q2 2008 with EUR 61 million on gross profit and EUR 54 million on EBITA.

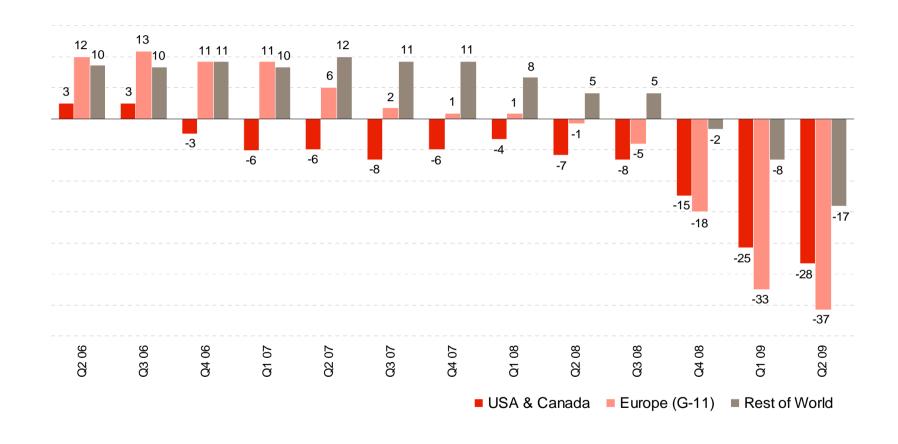
<sup>\*\*\*</sup> Operating income in Q2 2009 includes an impairment charge on goodwill and intangible assets of EUR 192 million and amortisation of intangible assets of EUR 13 million.



<sup>\*\*</sup> EBITA is a non US GAAP measure and refers to operating income before amortisation and impairment of goodwill and intangible assets.

# Revenue development by region

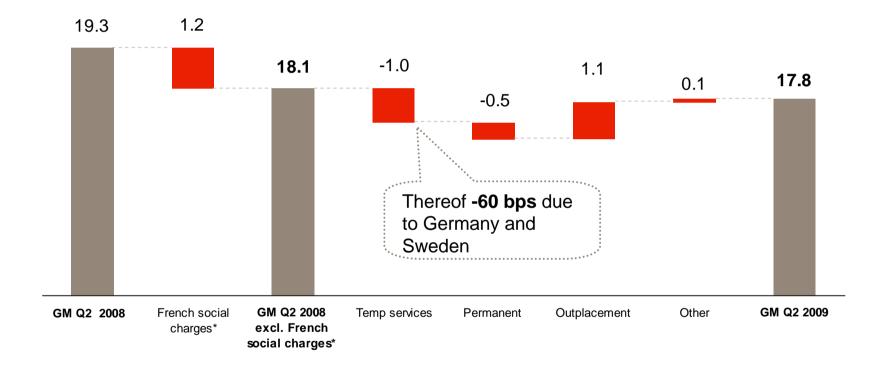
Organic year-on-year change in percent





# **Gross margin drivers**

## In percent of revenues

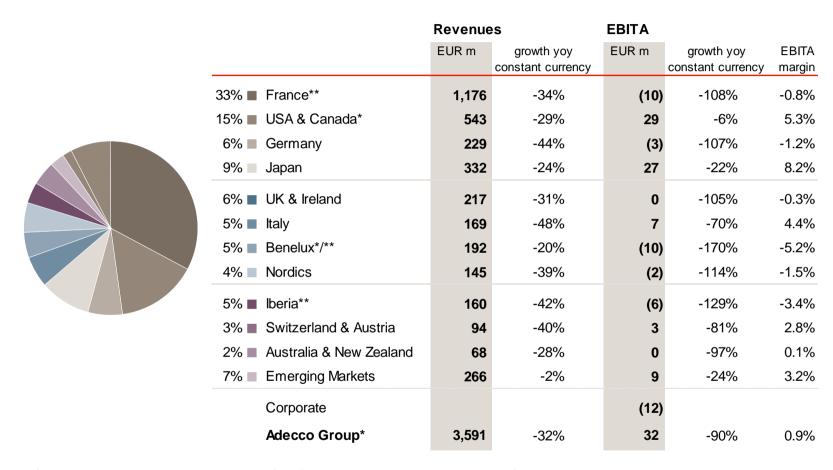


<sup>\*</sup> French social charges in Q2 2008 related to FY 2005, which positively impacted Q2 2008 gross profit with EUR 61 million



# Revenues and EBITA by geography

Q2 2009 vs. Q2 2008 in constant currency



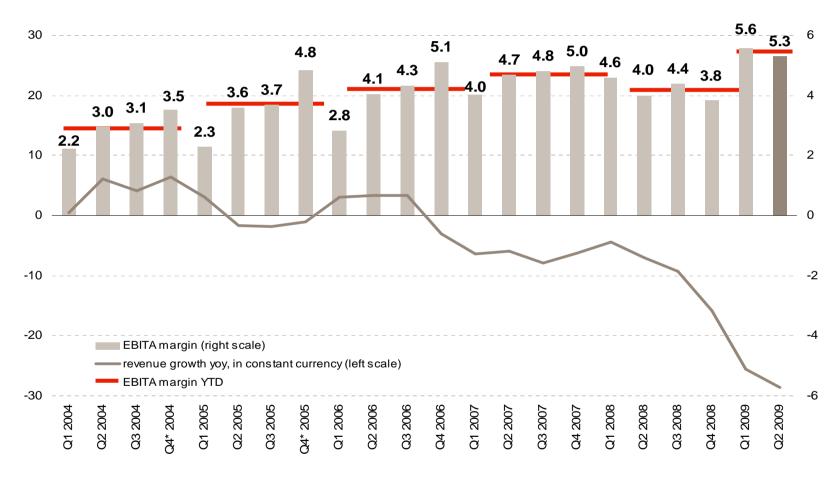
<sup>\*</sup> Q2 2009 revenue development organically in USA & Canada -28%, Benelux -27% and Adecco Group -33%.

<sup>\*\*</sup> Excl. Restructuring costs (EUR 29 million for France, EUR 10 million for Benelux, EUR 10 million for Iberia, EUR 5 million for various countries) adjusted Group EBITA was EUR 86 million (2.4% adjusted EBITA margin), adjusted EBITA in France was EUR 19 million (1.6% adjusted EBITA margin), in Benelux EUR 0 million and in Iberia was EUR 4 million (2.5% adjusted EBITA margin).



### **USA & Canada revenue and EBITA margin**

Development Q1 2004 – Q2 2009 in percent



<sup>\*</sup>Adjusted for impact of 14th week in revenues



# Revenue development by business lines

Q2 2009 vs. Q2 2008 in constant currency

	Revenues*	Revenue growth** in %, in constant currency	
Office	841	-28	
Industrial	1,750	-41	
Information Technology	261	-10	
Engineering & Technical	151	-29	
Finance & Legal	83	-33	
Medical & Science	59	-14	
Sales, Marketing & Events	90	-12	
Human Capital Solutions	94		36
Emerging Markets***	262	-2 <b> </b>	
Adecco Group	3,591	-32	

<sup>\*</sup> Breakdown of revenues is based on dedicated branches.

<sup>\*\*\*</sup> Emerging Markets excluding professional business lines.



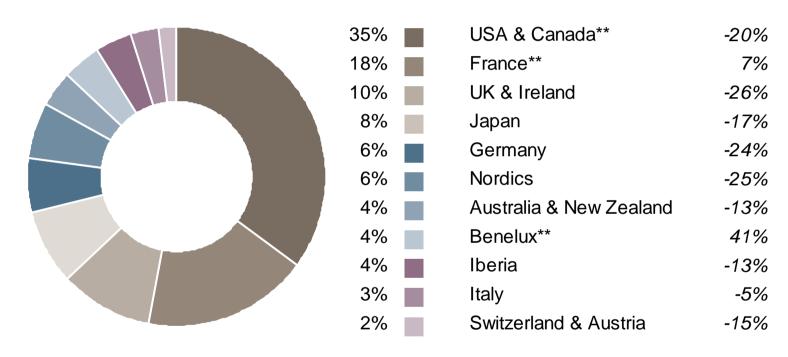
<sup>\*\*</sup> In Q2 2009, revenues changed organically in IT by -17%, Finance & Legal by -37% and Adecco Group by -33%.

# **Q2 2009 professional business lines\***

### Revenues by geography



#### yoy growth, in constant currency



<sup>\*\*</sup> Organically: USA & Canada -19%, France -5%, Benelux -33%

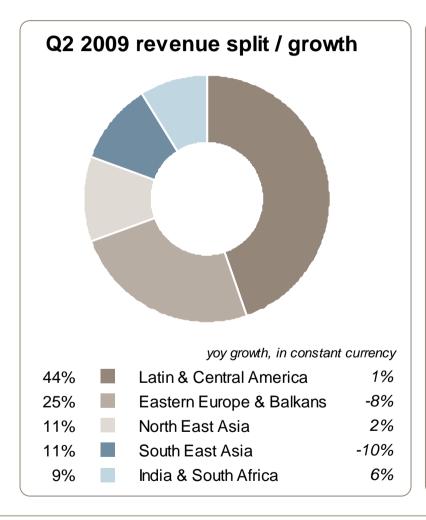


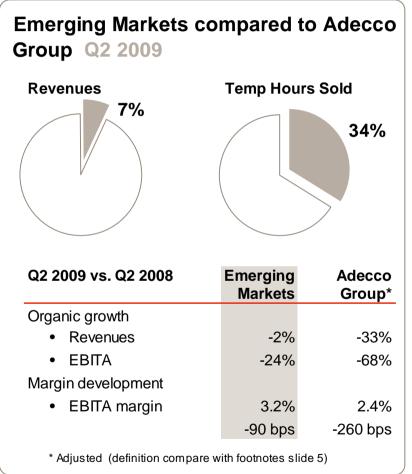
<sup>\*</sup> Based on dedicated branches

### **Developments in the Emerging Markets**

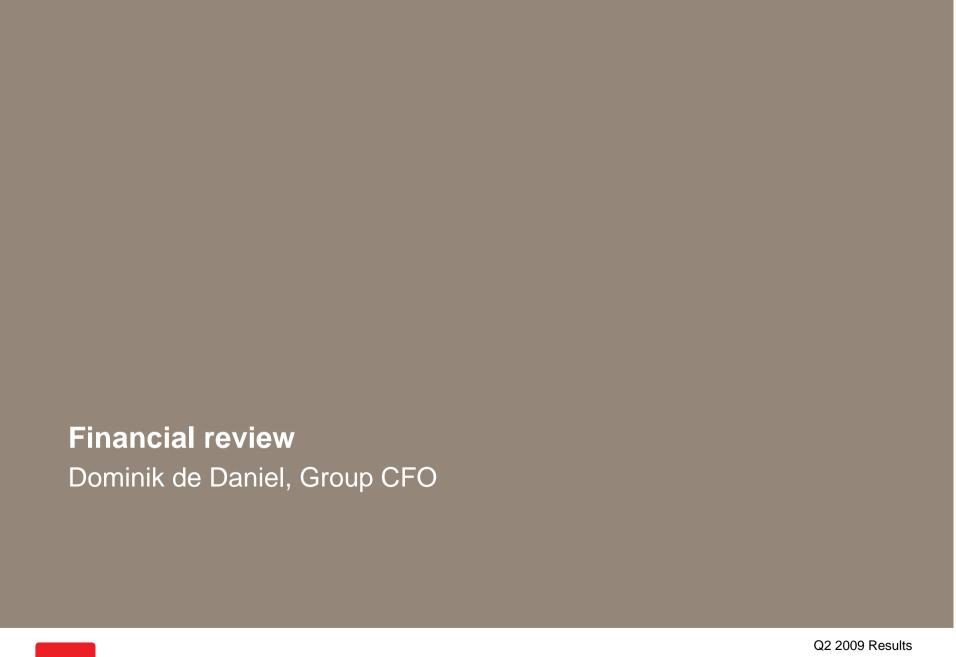
Q2 2009 revenues by geography











## Q2 2009 Results in detail - P&L

EUR millions	Q2 2009	Q2 2008			Q2 2009	
		-00	Var	iance Constant		Variance % adjusted*
	reported	reported	EUR	Currency	adjusted*	constant currency
Revenues	3,591	5,202	-31%	-32%	3,591	-32%
Direct costs of services	(2,951)	(4,199)			(2,951)	
Gross profit	640	1,003	-36%	-38%	640	-34%
Gross margin	17.8%	19.3%			17.8%	
Selling, general and administrative expenses	(608)	(687)	-12%	-14%	(554)	-21%
As a percentage of revenues	16.9%	13.2%			15.4%	
EBITA**	32	316	-90%	-90%	86	-68%
EBITA margin	0.9%	6.1%			2.4%	
Amortisation of intangible assets	(13)	(12)				
Impairment of goodwill and intangible assets	(192)					
Operating income/(loss)	(173)	304	-157%	-156%		
Operating income/(loss) margin	-4.8%	5.9%				
Interest expense	(15)	(16)				
Other income/(expenses), net	1	7				
Income/(loss) before income taxes	(187)	295	-163%			
Provision for income taxes	40	(81)				
Net income/(loss)	(147)	214	-169%			
Net income attributable to noncontrolling		(2)				
interests		(2)				
Net income/(loss) attributable to Adecco	(147)	212	-169%			
shareholders	(171)					
Net income/(loss) margin attributable to Adecco shareholders	-4.1%	4.1%				

<sup>\*</sup> Adjusted is a non US GAAP measure and excludes the negative SG&A impact associated with restructuring costs for headcount reductions and branch optimisation of EUR 54 million in Q2 2009, as well as the impact of the modified calculation of French social charges in 2005, which positively impacted Q2 2008 with EUR 61 million on gross profit and EUR 54 million on EBITA.

<sup>\*\*</sup> EBITA is a non US GAAP measure and refers to operating income before amortisation and impairment of goodwill and intangible assets.



# Q2 2009 reported and adjusted/before impairment

	Q2 2009					Q2 2009	
	reported	previously	turing expe additional measures	nses total Q2 expenses	impairment goodwill & intangible assets**	adjusted/ before impairment	adjusted*** grow th yoy constant currency
Gross profit	640					640	-34%
Gross margin	17.8%					17.8%	
SG&A	(608)	(14)	(40)	(54)		(554)	
% of revenues France Benelux Iberia Other	16.9%			(29) (10) (10) (5)		15.4%	-21%
EBITA % margin	<b>32</b> 0.9%	(14)	(40)	(54)		<b>86</b> 2.4%	-68%
Operating income/(loss) % margin	(173) -4.8%	(14)	(40)	(54)	(192)	<b>73</b> 2.0%	

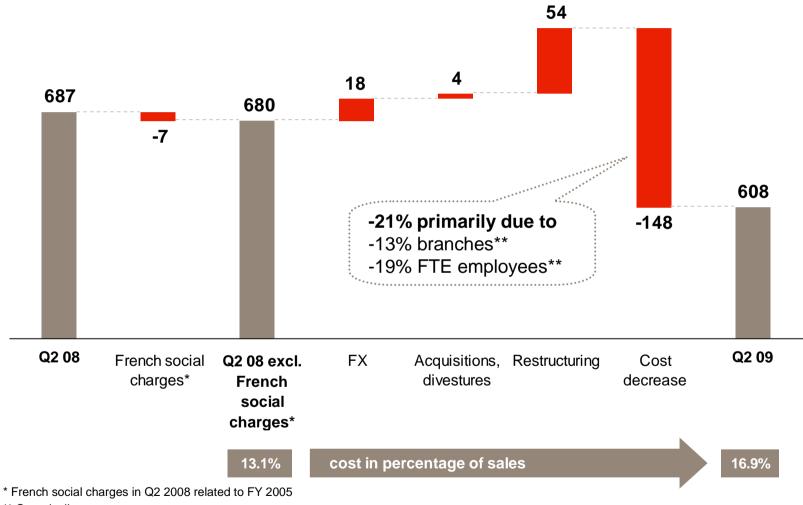
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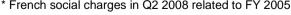
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<sup>\*\*</sup> EUR 125 million relates to an impairment charge on goodwill of the German operations and EUR 67 million mainly relates to an impairment charge on intangible assets of Tuja Germany

### Q2 2009 SG&A movements





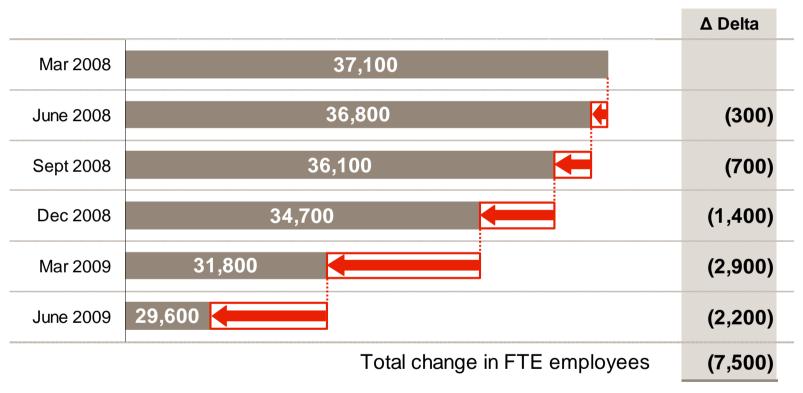
<sup>\*\*</sup> Organically



# Development of full-time equivalent (FTE) employees

Trend since end March 2008

### **Group FTE employees**





# **Restructuring timeline**

	Restructuring costs expensed			Benefits starting
Countries	Q4 2008	Q1 2009	Q2 2009	schedule
France	23	12	29	First plan: mid Q2 2009; Adia plan: Q1 2010
Italy		18	1	End Q1 2009
lberia	5		10	Q1 2009 / Q4 2009
Benelux			10	Mid Q3 2009
Other	12	6	4	Various
Total	40	36	54	

- Restructuring liability stands at EUR 77 million as of 30 June 2009.
- Restructuring costs of EUR 40 million expected in H2 2009. The largest part relates to France (Adia plan and further measures for the Adecco brand). The remainder is targeted for the completion of the branch footprint optimisation in the US in H2 2009 and for measures in various other countries.



### **Balance sheet**

Assets	Jun 30 2009	Dec 31 2008
Cash and cash equivalents	922	574
Short-term Investments	1	7
Trade accounts receivable, net	2,464	3,046
Other current assets	349	389
Property, equipment, and leasehold improvements, net	249	236
Other assets	248	219
Goodwill and intangible assets, net	2,889	3,059
Total assets	7,122	7,530
Liabilities and shareholders' equity		
Accounts payable and accrued expenses	2,631	3,053
Short- and long-term debt	1,534	1,198
Other liabilities	439	481
Total Adecco shareholders' equity	2,517	2,793
Noncontrolling interests	1	5
Total liabilities and shareholders' equity	7,122	7,530
Net Debt*	611	617

<sup>\*</sup> 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.

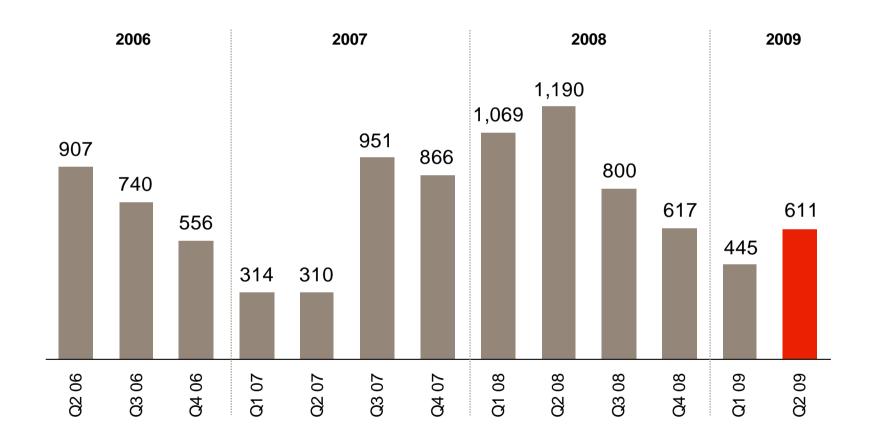


### **Cash-flow statement**

	H1 2009	H1 2008
Consolidated statements of cash flows		
Net income/(loss)	(124)	352
Adjustments to reconcile net income/(loss) to cash flows from operating activities:		
Depreciation and amortisation	67	62
<ul> <li>Impairment of goodwill and intangible assets</li> </ul>	192	
- Other charges	(27)	25
Changes in operating assets and liabilities, net of acquisitions:		
- Trade accounts receivable	584	(105)
<ul> <li>Accounts payable and accrued expenses</li> </ul>	(422)	(108)
- Other assets and liabilities	12	12
Cash flows from operating activities	282	238
Cash flows from/(used in) investing activities	(99)	(91)
Cash flows from/(used in) financing activities	158	(343)
Effect of exchange rate changes on cash	7	(15)
Net increase/(decrease) in cash and cash equivalents	348	(211)



# Net debt\* development since Q2 2006



<sup>\*</sup> 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.



### Credit facilities and cash & short term investments

As of June 30, 2009

	Principal at maturity	Maturity	Fixed interest rate	Total in EUR million
Guaranteed Euro medium term notes	EUR 500	2014	7.625%	497
Guaranteed zero-coupon convertible bond	CHF 807*	2013**		498
Fixed rate guaranteed notes	EUR 500	2013	4.5%	514
Committed multicurrency revolving credit facility	EUR 550	2013	variable	_***
Uncommitted lines	EUR 435	various	variable	25
Short & long term debt				1,534
Cash & short term investments				923
Net Debt				611



<sup>\*</sup> Excluding bonds repurchased with a nominal value of EUR 135 million as of the end of June 2009

<sup>\*\*</sup> Put option per August 2010

<sup>\*\*\*</sup> EUR 86 million used for letters of credit

# Outlook Patrick De Maeseneire, Group CEO Q2 2009 Results

## **Spring Group plc**

### Highlights

- Adecco agrees to make a recommended cash offer of 62 pence per share for Spring Group.
- ► The acquisition of Spring Group strengthens Adecco's position in the UK staffing market, particularly in the UK Professional Staffing and Managed Solutions market.
- Spring Group offers an excellent strategic fit and substantial synergy potential for Adecco in the UK staffing market.
- Adecco intends to offer the current CEO of Spring Group, Peter Searle, the position of country manager of the combined operations of Adecco UK & Ireland and Spring Group.



# **Adecco Group strategy**

Our two-folded market approach

general skilled

professional skilled

expertise

Offer high-volume services through specialized solutions

**Experts** talk to experts

continuous relationships

Attract and retain those motivated to work

**Provide serial assignments** 

Client-driven training

Attract and retain professionals

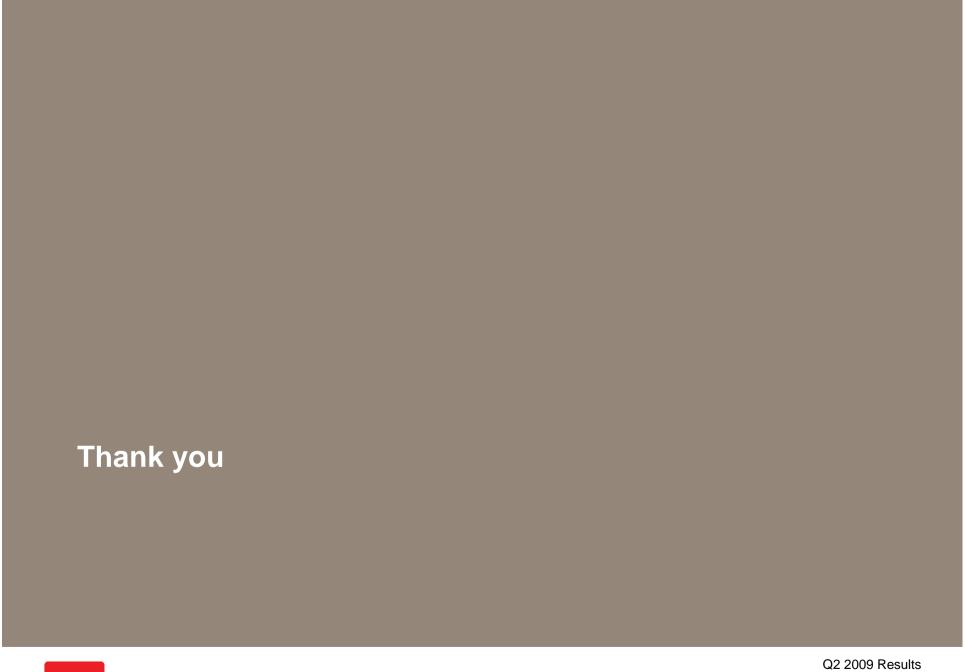
Provide challenging serial projects

Enhance their skills through continuous learning



'expert' solutions, maintaining cost leadership 'expert' quality, delivering higher gross margins







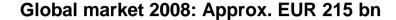


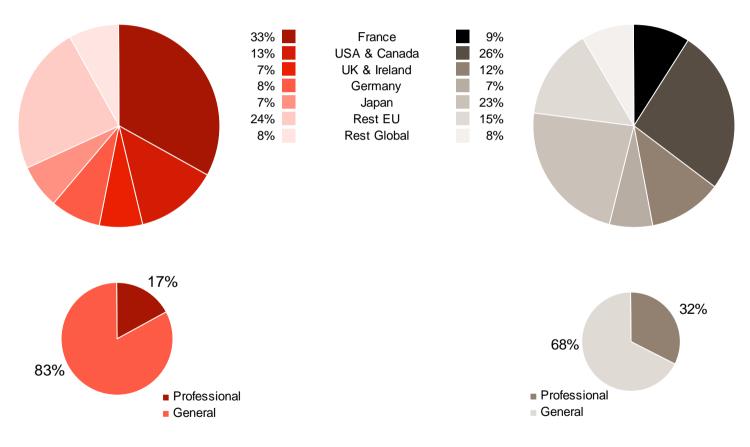


# Market potential for Professional and General staffing

Market size and FY 2008 revenues of Adecco

Adecco FY 2008 revenues: EUR 20.0 bn



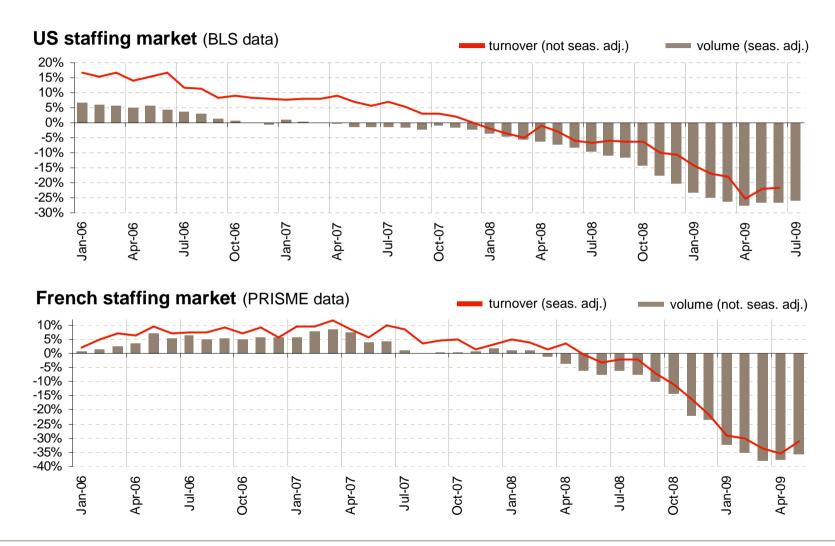






# **Development of US and French staffing market**

Year-on-year growth





### **Our market**

### Structure of the operating fields of Adecco

# Fields of operation / HR services

### Adecco's business structure

- Temporary staffing
- Permanent placement
- Secondment
- Outsourcing
- Training
- Assessment

- Restructuring
- Career transition/outplacement
- Talent management
- Training

- **General staffing**
- Office
- Industrial

### **Professional business lines**

### **Professional staffing**

- Information Technology
- Engineering & Technical
- Finance & Legal

- Medical & Science
- Sales, Marketing & Events

### **Professional services**

• Human Capital Solutions

HR process management services

**RPO** 

Recruitment Process Outsourcing

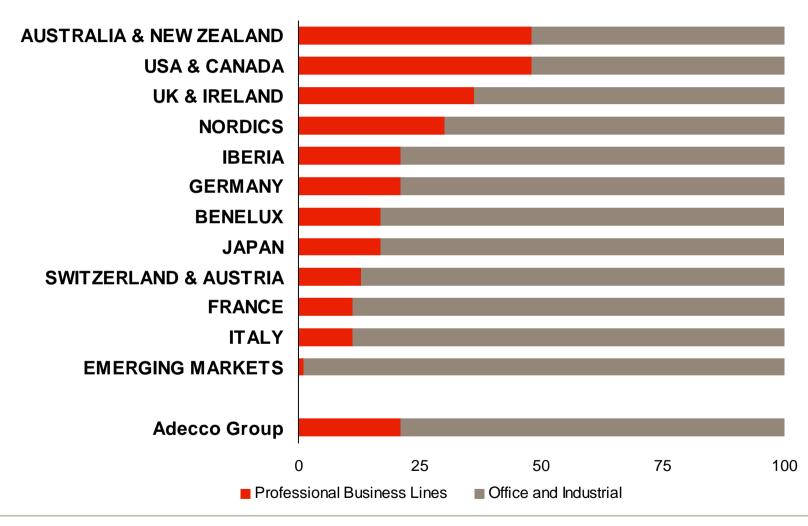
**MSP** 

Managed Service Provider



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

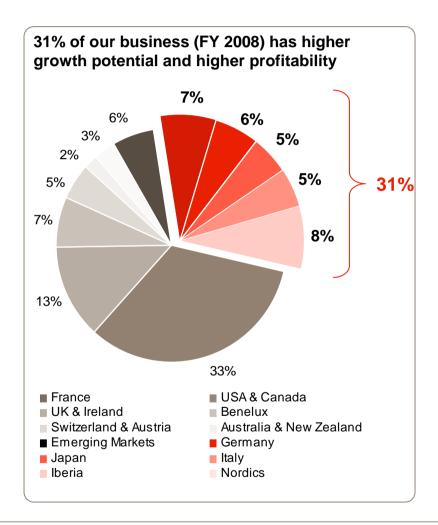
In percent, based on dedicated branches in H1 2009

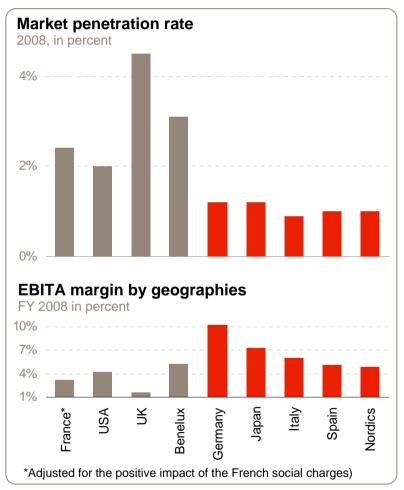




# **Exposure to structural growth markets**

### Market penetration rate as growth driver



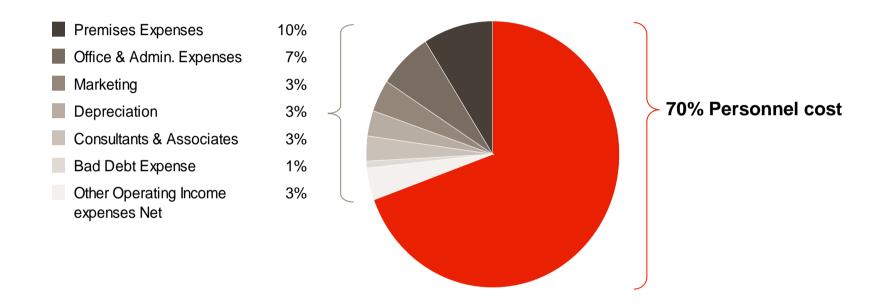




## Protecting profitability in weakening markets

How we deal with the cyclical nature of our business

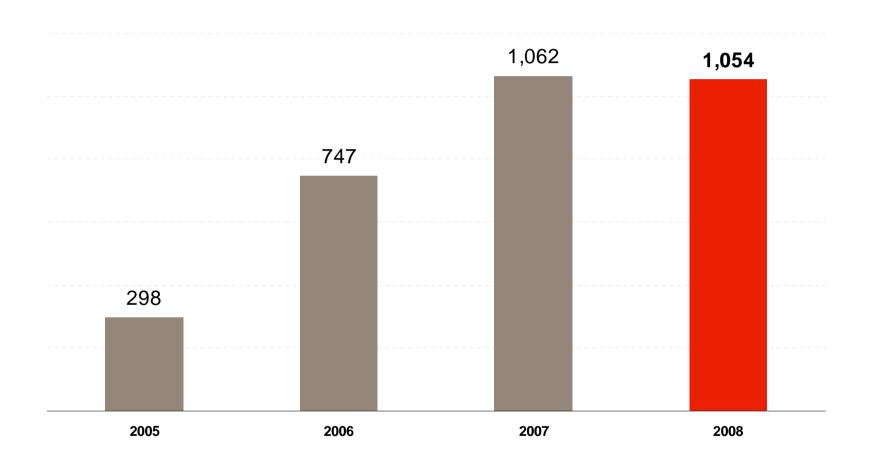
#### SG&A breakdown for H1 2009





# **Strong cash flow development**

Cash flows from continuing operations 2005 – 2008, in EUR millions





## H1 2009 results summary

	Reported	Adjusted*		Variance (09 vs. 08) in percent
	EUR m % of	rev. EUR m	% of rev.	■ Reported ■ Adjusted* (constant currency)
Revenues	7,294	7,294		-29 -30
Gross profit	<b>1,326</b> 18	2% <b>1,326</b>	18.2%	-31 -30
SG&A	<b>1,251</b> 17	2% 1,161	15.9%	-9 -17
EBITA**	<b>75</b> 1	0% 165	2.3%	-86 -66
Operating income/(loss)***	<b>(143)</b> -2	0%		
Net income/(loss) attributable to Adecco	<b>(124)</b> -1	7%		

<sup>\*</sup> Adjusted is a non US GAAP measure and excludes the negative SG&A impact associated with restructuring costs for headcount reductions and branch optimisation of EUR 90 million in H1 2009, as well as the impact of the modified calculation of French social charges in 2005, which positively impacted Q2 2008 with EUR 61 million on gross profit and EUR 54 million on EBITA.

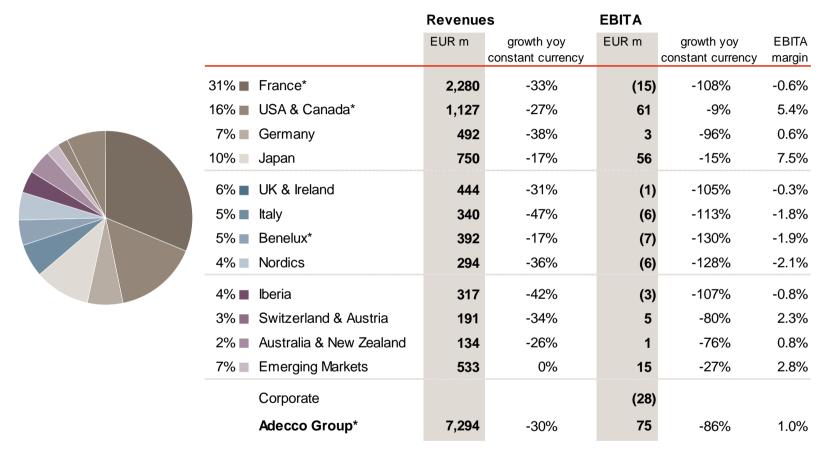
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<sup>\*\*</sup> EBITA is a non US GAAP measure and refers to operating income before amortisation and impairment of goodwill and intangible assets.

### Revenues and EBITA by geography

H1 2009 vs. H1 2008 in constant currency

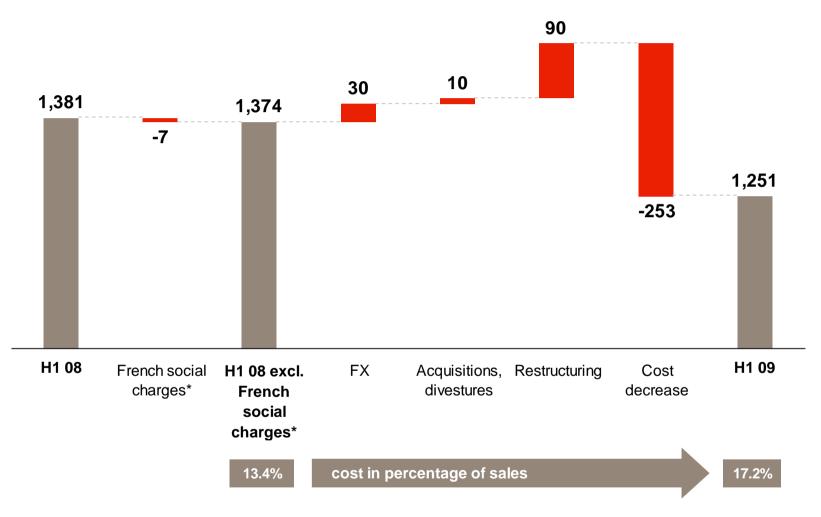


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<sup>\*\*</sup> Excl. Restructuring costs (EUR 41 million France, EUR 19 million Italy, EUR 10 million Benelux, EUR 10 million Iberia, EUR 10 million various countries) adjusted Group EBITA was EUR 165 million (2.3% adjusted EBITA margin), adjusted EBITA in France was EUR 26 million (1.1% adjusted EBITA margin), adjusted EBITA in Italy was EUR 13 million (3.7% adjusted EBITA margin) and adjusted EBITA in Iberia was EUR 7 million (2.2% adjusted EBITA margin).



### H1 2009 SG&A movements



<sup>\*</sup> French social charges in H1 2008 related to FY 2005



# H1 2009 reported and adjusted

	H1 2009					H1 2009	
	reported	previously	turing expe additional measures	nses total H1 expenses	impairment goodwill & intangible assets**	adjusted/ before impairment	adjusted*** grow th yoy constant currency
Gross profit	1,326					1,326	-30%
Gross margin	18.2%					18.2%	
SG&A	(1,251)	(50)	(40)	(90)		(1,161)	-17%
% of revenues  France Italy Benelux Iberia Other	17.2%			(41) (19) (10) (10) (10)		15.9%	
EBITA	75	(50)	(40)	(90)		165	-66%
% margin	1.0%					2.3%	
Operating income/(loss)	(143)	(50)	(40)	(90)	(192)	139	
% margin	-2.0%					1.9%	

<sup>\*</sup> EUR 50 million restructuring costs were announced for H109 of which EUR 36 million were booked in Q109

<sup>\*\*\*</sup> Adjusted is a non US GAAP measure and excludes the negative SG&A impact associated with restructuring costs for headcount reductions and branch optimisation of EUR 90 million in H1 2009, as well as the impact of the modified calculation of French social charges in 2005, which positively impacted Q2 2008 with EUR 61 million on gross profit and EUR 54 million on EBITA.



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### **Market potential**

### Regulatory framework evolution in France

 Opening of the French administration Temp sector Adopted in the National Assembly on 7th July, 2009



 Temporary staffing allowed in public sector (State and Local Administrations, Hospitals)

- Potential evaluated by Eurociett is around 130,000 FTE in the mid term (25% of actual temp market, EUR 3-5 billion potential)
- Strengthens Adecco's position for perm placements in public sector
- Public Tender by French employment office Pole Emploi



► The government employment office will hand over 320'000 unemployed persons to staffing agencies by the end of 2011 as part of the government's EUR 466 million Plan d'Urgence

- Adecco's value share is approximately 15%
- Synergies with existing staffing operations

