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Helvea Conference

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#### 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 operates; integration of acquired companies; 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; any adverse developments in existing commercial relationships, disputes or legal and tax proceedings.



### Today's agenda

**Operational Q3 2009 review** 

Adecco to acquire MPS Group, Inc.

Strategy & Outlook

Appendix



**Operational Q3 2009 review** 



### Q3 2009 results summary

	Reported		Adjusted*	Variance (09 vs. 08) in percent		
	EUR m	% of rev.	EUR m	% of rev.	Reported Adjusted* (constant currency)	
Revenues	3,718		3,718		-27 -28	
Gross profit	658	17.7%	647	17.4%	-28 -31	
SG&A	523	14.1%	522	14.0%	-21 -22	
EBITA**	135	3.6%	125	3.4%	-47 -52	
Operating income***	127	3.4%			-48	
Net income attributable to Adecco shareholders	90	2.4%			-46	

\* Adjusted is a non US GAAP measure and excludes the positive impact on gross profit of EUR 11 million in Q3 2009 due to favourable developments which resulted in the reassessment of existing accruals in France and the negative impact on SG&A of EUR 1 million in Q3 2009 associated with restructuring costs for headcount reductions and branch optimisation

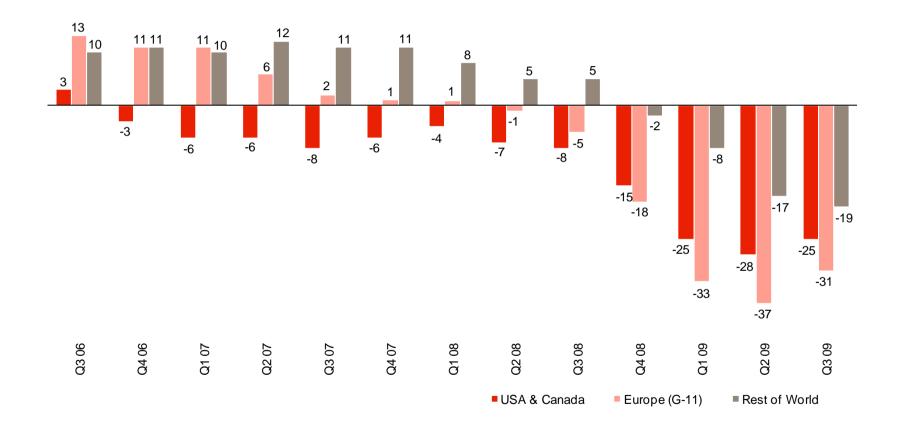
\*\* EBITA is a non US GAAP measure and refers to operating income before amortisation and impairment of goodwill and intangible assets

\*\*\* Operating income excludes amortisation of intangible assets of EUR 8 million for Q3 2009 and EUR 10 million for Q3 2008



## **Revenue development by region**

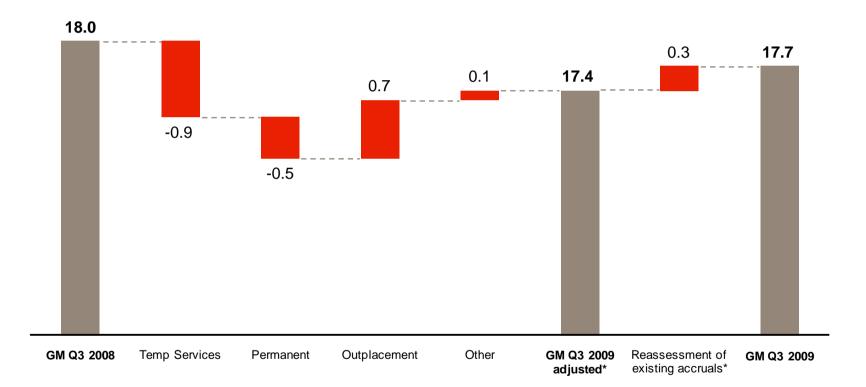
Organic year-on-year change in percent





## **Gross margin drivers**

In percent of revenues

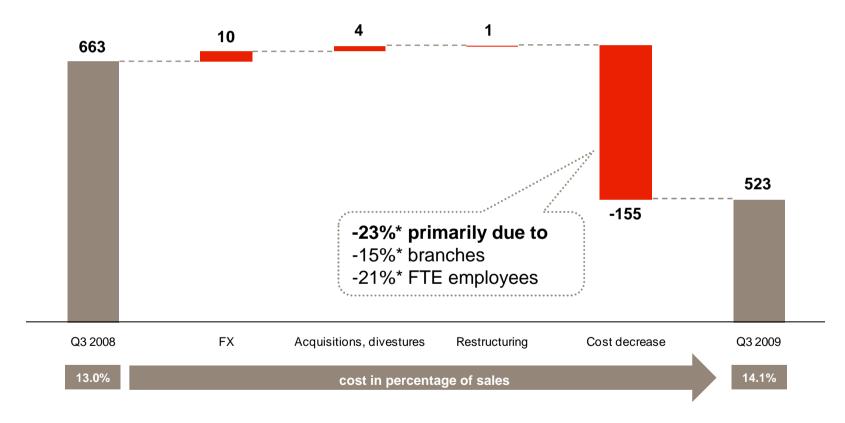


\* Adjusted is a non US GAAP measure and excludes the positive impact on gross profit of EUR 11 million in Q3 2009 due to favourable developments which resulted in the reassessment of existing accruals in France



## Q3 2009 SG&A movements

In EUR millions



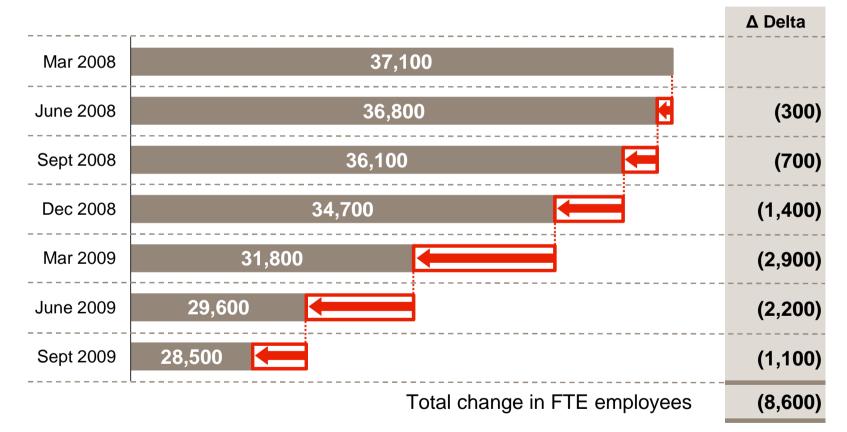
\* Organically



## **Development of full-time equivalent (FTE) employees**

Trend since end March 2008

#### **Group FTE employees**





## Restructuring timeline In EUR millions

	Restr	Restructuring costs expensed		ised	Benefits starting		
Countries	Q4 2008	Q1 2009	Q2 2009	Q3 2009	schedule		
France	23	12	29	-3	First plan: Q2 2009; Adia plan: Q1 2010		
Italy		18	1		End Q1 2009		
lberia	5		10		Q1 2009 / Q4 2009		
Benelux			10	2	Mid Q3 2009		
Other	12	6	4	2	Various		
Total	40	36	54	1			

Restructuring liability stands at EUR 52 million as of 30 September 2009

Restructuring costs of EUR 35 million are expected in Q4 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 Q4 2009 and for measures in various other countries.



# **Revenues and EBITA by geography**

Q3 2009 vs. Q3 2008 in constant currency

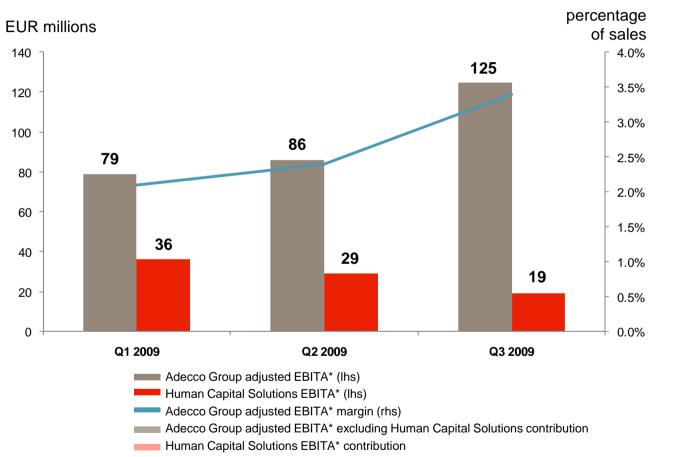
	Revenues		EBITA		
	EUR m	growth yoy constant currency	EUR m	growth yoy constant currency	EBITA margin
34% E France**	1,280	-27%	47	-33%	3.6%
14% 🔳 USA & Canada	525	-25%	24	-25%	4.4%
7% 🔳 Germany	247	-39%	20	-62%	8.1%
8% 🗖 Japan	298	-28%	20	-36%	6.7%
6% 🔳 UK & Ireland	228	-28%	0	-89%	0.2%
4% 🔳 Italy	163	-43%	5	-64%	3.4%
6% 🔳 Benelux*	204	-18%	5	-63%	2.8%
4% Nordics	145	-35%	5	-62%	3.6%
5% 🔳 Iberia	183	-33%	6	-66%	3.1%
3% 🔳 Switzerland & Austria	101	-39%	5	-59%	5.7%
2% 🔳 Australia & New Zealand	72	-27%	2	-53%	2.4%
7% Emerging Markets*	272	-4%	10	-20%	3.5%
Corporate			(14)		
Adecco Group**	3,718	-28%	135	-48%	3.6%

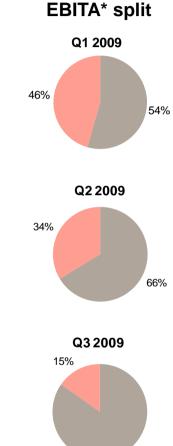
\* Q3 2009 revenue development organically in Benelux -24% and in the Emerging Markets -3%

\*\* Excl. restructuring costs (EUR -3 million for France and EUR 4 million for various countries) and the positive impact on gross profit of EUR 11 million due to favourable developments which resulted in the reassessment of existing accruals in France, adjusted Group EBITA was EUR 125 million (3.4% adjusted EBITA margin) and adjusted EBITA in France was EUR 33 million (2.5% adjusted EBITA margin)



#### Human Capital Solutions impact on Adecco Group profitability In EUR millions





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



Adecco Group presentation January 14, 2010 Slide 12

85%

## Balance sheet In EUR millions

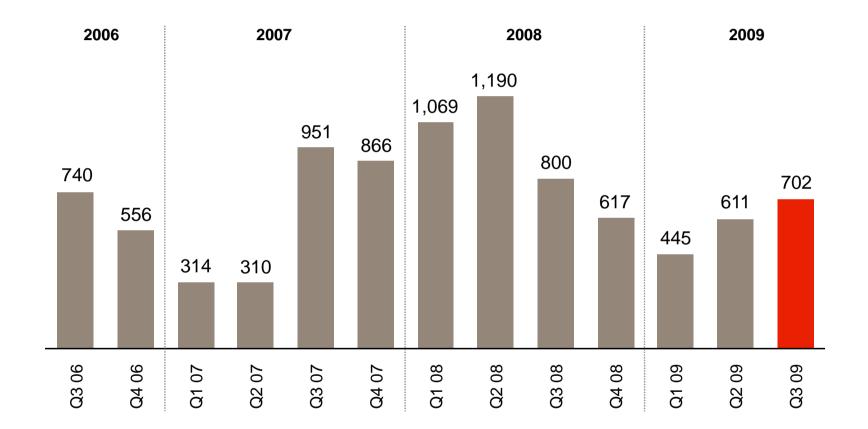
Assets	Sept 30 2009	Dec 31 2008
Cash and cash equivalents	767	574
Short-term Investments	1	7
Trade accounts receivable, net	2,528	3,046
Other current assets	471	389
Property, equipment, and leasehold improvements, net	234	236
Other assets	269	219
Goodwill and intangible assets, net	2,874	3,059
Total assets	7,144	7,530
Liabilities and shareholders' equity		
Accounts payable and accrued expenses	2,671	3,053
Short- and long-term debt	1,470	1,198
Other liabilities	437	481
Total Adecco shareholders' equity	2,565	2,793
Noncontrolling interests	1	5
Total liabilities and shareholders' equity	7,144	7,530
Net Debt*	702	617

\* 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.



## Net debt\* development since Q3 2006

In EUR millions



\* 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 September 30, 2009

	Principal at maturity	Maturity	Fixed interest rate	Total in EUR million
Guaranteed Euro medium term notes	EUR 500	2014	7.625%	499
Guaranteed zero-coupon convertible bond	CHF 696	2013*		433
Fixed rate guaranteed notes	EUR 500	2013	4.5%	517
Committed multicurrency revolving credit facility	EUR 550	2013	variable	_**
Uncommitted lines	EUR 435	various	variable	21
Short & long term debt				1,470
Cash & short term investments				768
Net Debt				702

\* Put option per August 2010

\*\* EUR 79 million used for letters of credit



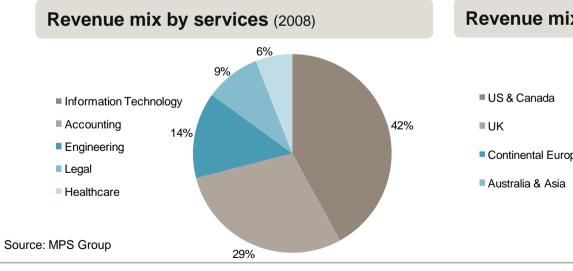
Adecco to acquire MPS Group, Inc.



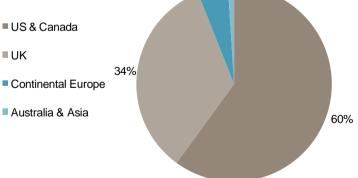


Adecco Group



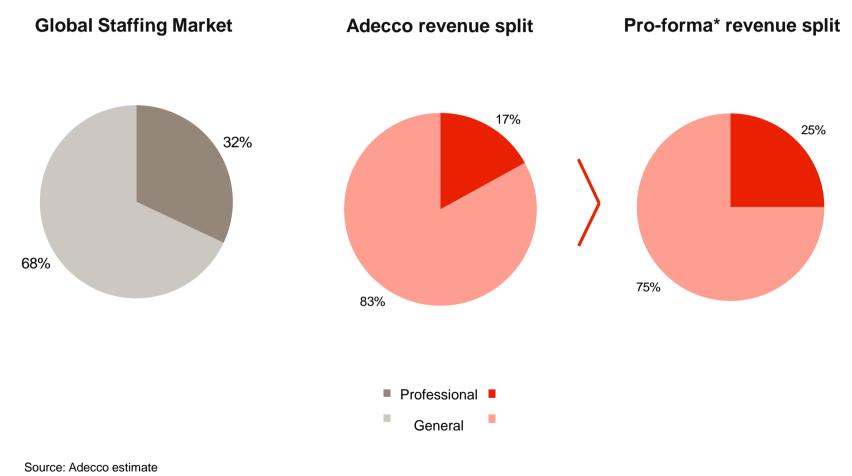


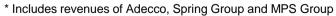
Revenue mix by geography (2008) 5% 1%



# A significant shift towards professional staffing

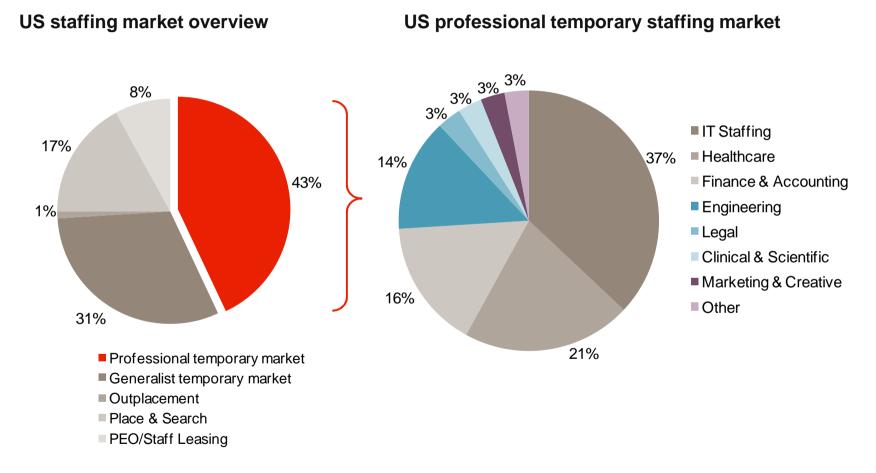
Based on FY 2008 revenues in EUR







#### US staffing market Based on FY 2008 revenues in USD

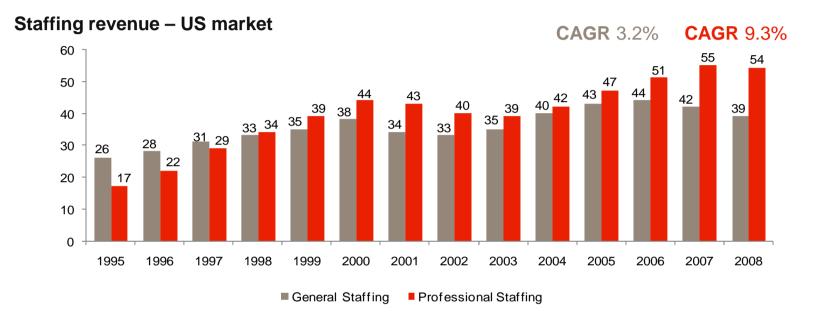


Source: Staffing Industry Analysts Inc.



# US temporary staffing market split

Based on revenues in USD billion



#### Key growth drivers for Professional Staffing

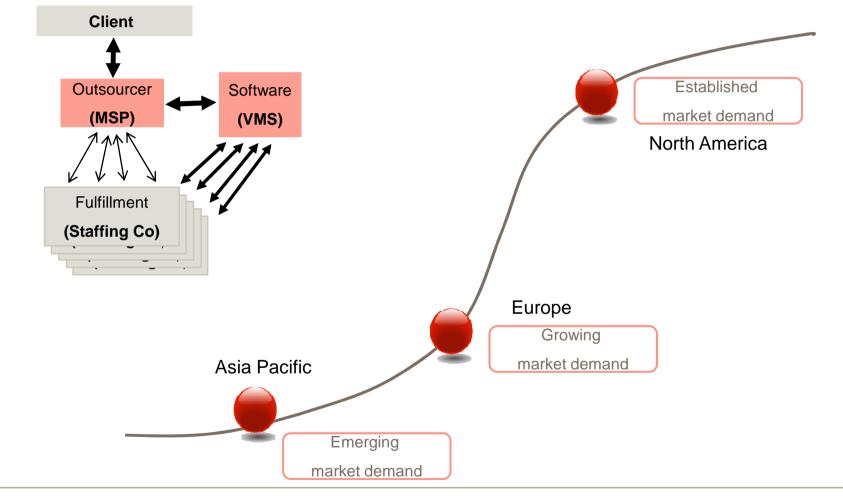
Aging population reaching retirement age increases scarcity of qualified skilled people Demand for highly skilled temporary staff will trigger higher wage inflation over time

Source: Staffing Industry Analysts Inc., U.S. Census Bureau, Bureau of Labor Statistics, public company results



## Managed Service Program (MSP) offering

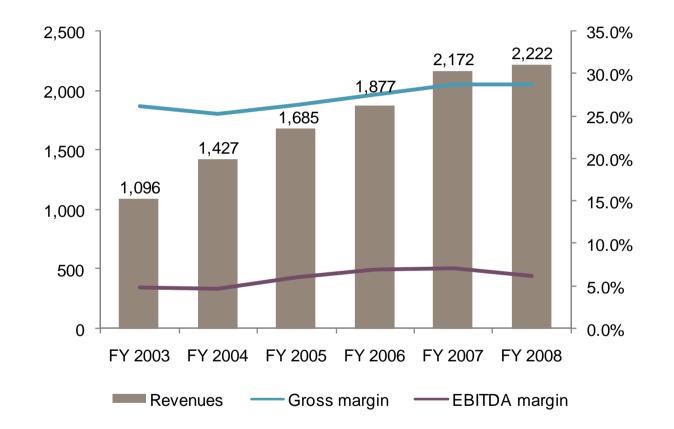
Overview





## **MPS Group**

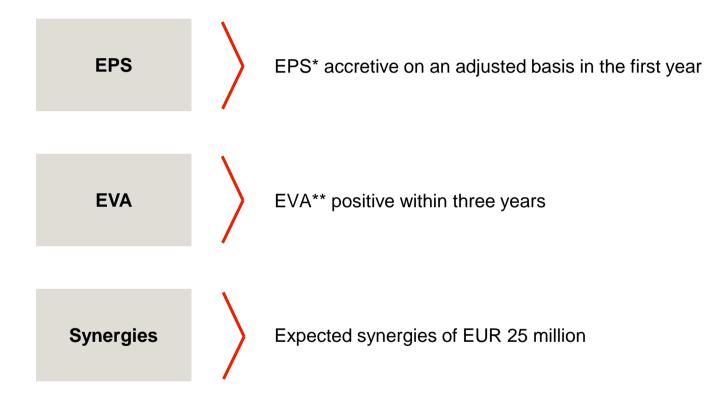
Five years financial performance in USD million



Source: MPS Group



### Key financial value drivers



\* Excluding amortisation and integration costs

\*\* Based on Adecco's cost of capital

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Strategy & Outlook



# Adecco Group strategy

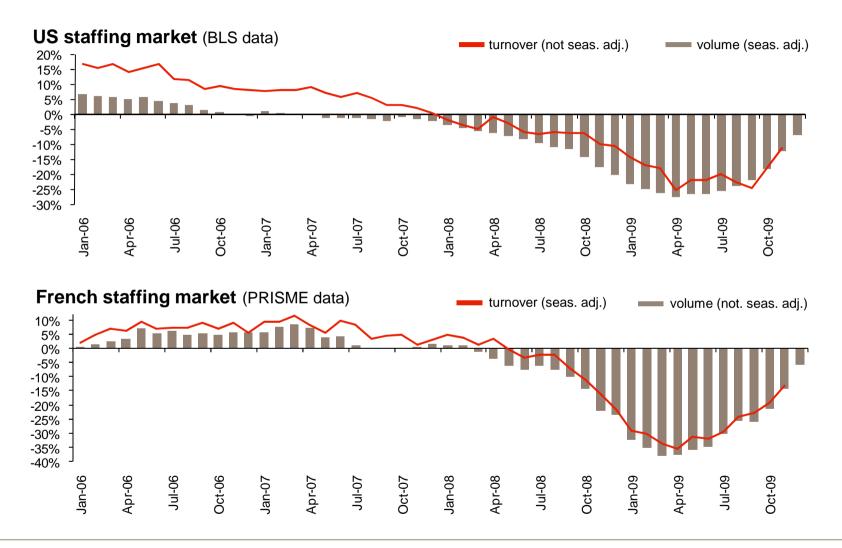
Our two-folded market approach





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

Year-on-year growth



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## Thank you

