



Dominik de Daniel

CFO

Helvea Conference

January 13, 2012

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

Market overview

The growth potential of our industry

Our strategic priorities

Q3 2011 highlights

Outlook

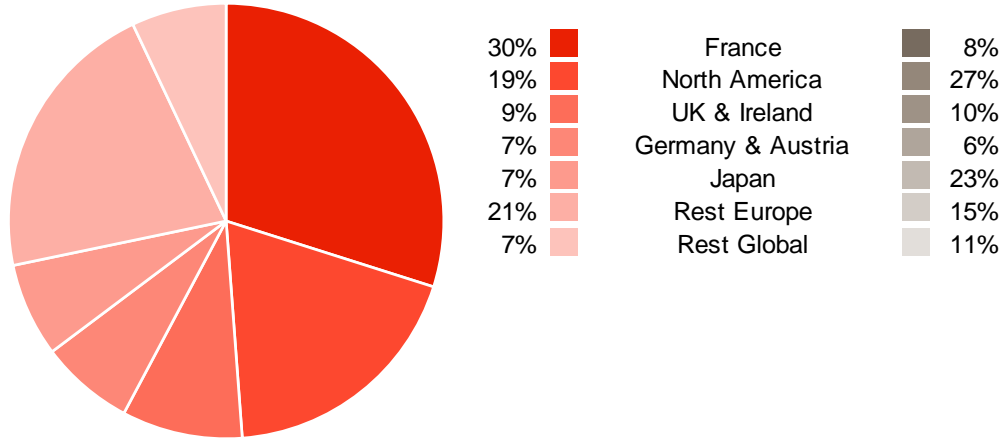
Appendix

Market overview

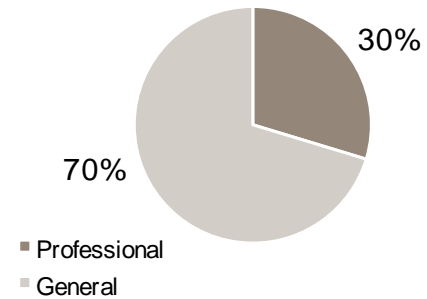
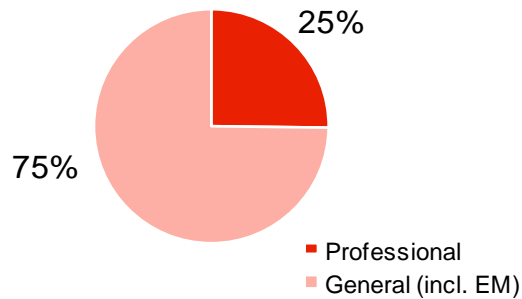
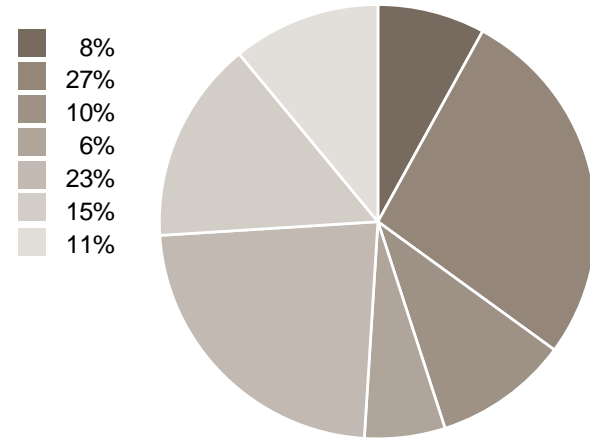
Market potential for Professional and General staffing

Market size and FY 2010 revenues of Adecco

Adecco FY 2010 revenues: EUR 18.7bn



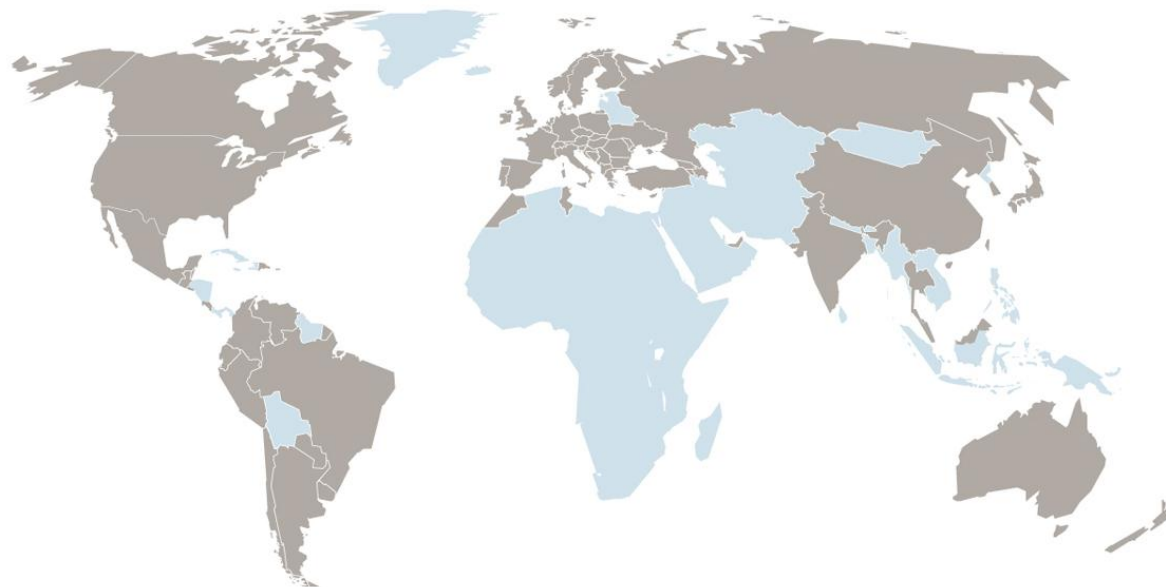
Global market 2010: Approx. EUR 220bn



Source: National statistics and Adecco estimates

Our global reach

■ Adecco Group operates in over 60 countries and territories worldwide



We help close to **750,000** people find work every day with more than **33,000** full-time employees and through a network of **5,600** branches in over **60** countries and territories.

The Adecco Group is the **world's leading provider** of HR solutions. We offer temporary staffing, permanent placement, outplacement, outsourcing and consulting services.

The growth potential of our industry

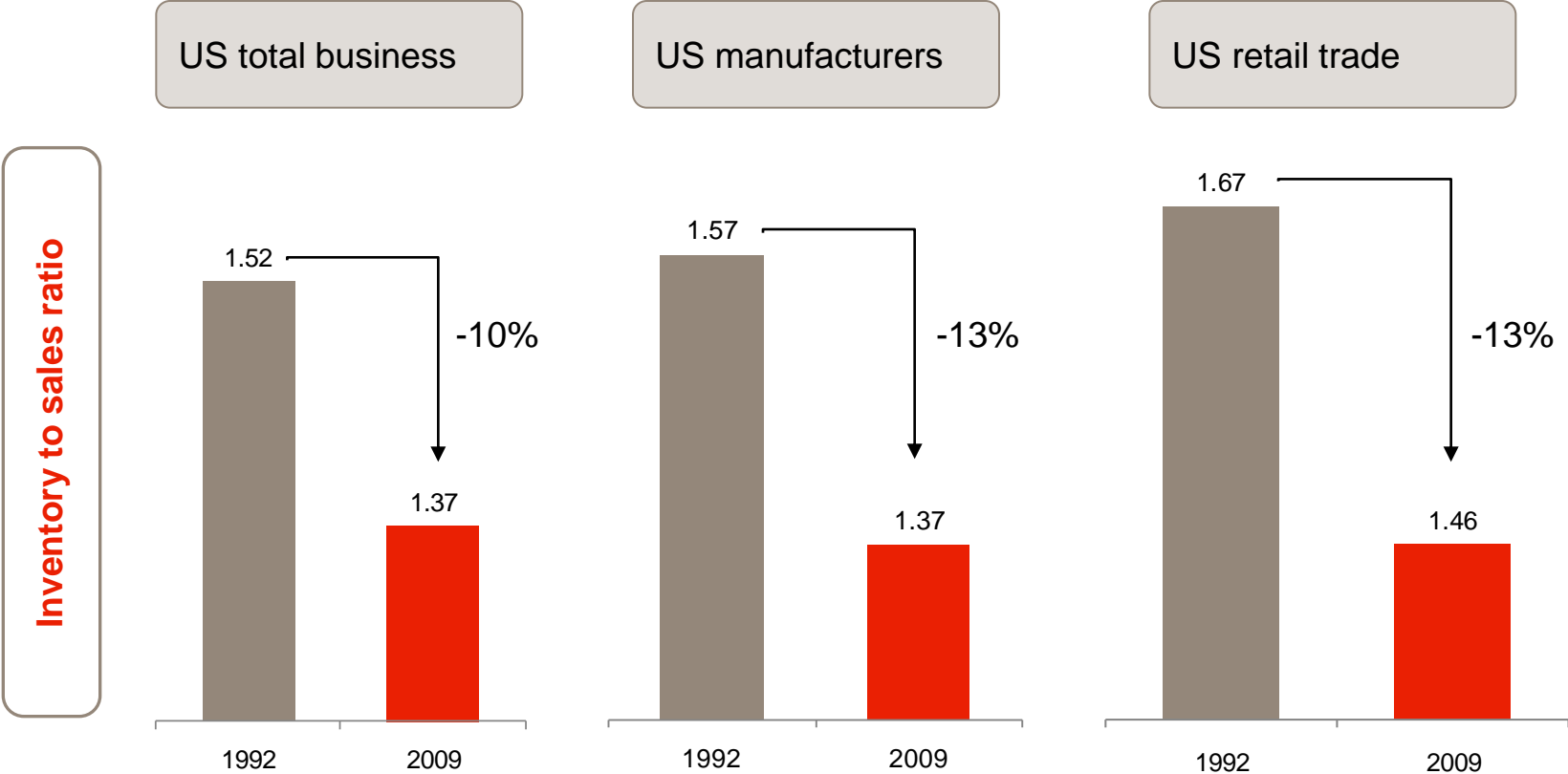
The growth potential of our industry

Five key trends



More made to order

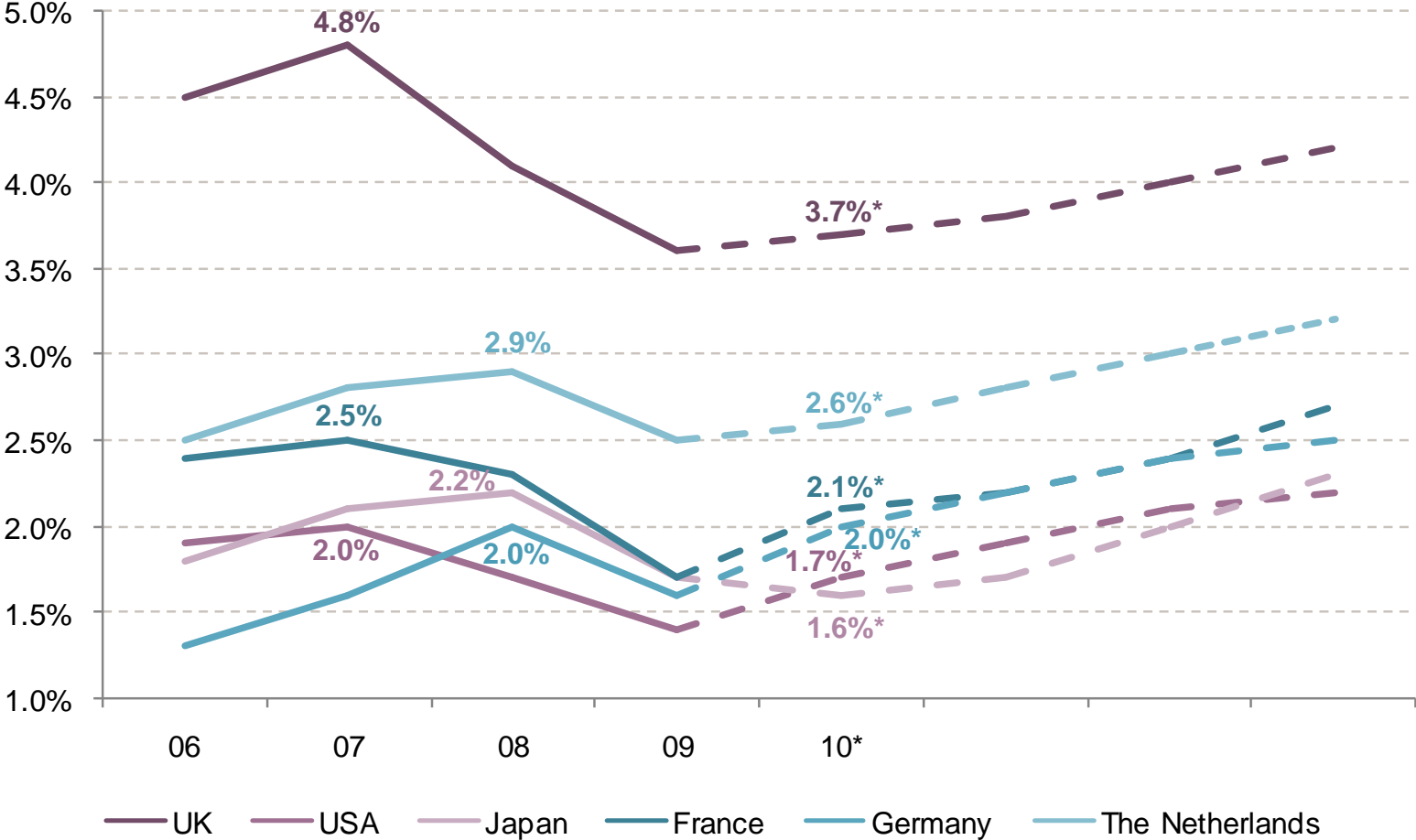
US example: Inventory to sales ratio declining 1992 – 2009



Source: US Inventory to Sales ratio; US Manufacturing and Trade Inventories and Sales report, June 2010.

Penetration rates expected to surpass prior peaks

Developments in our main markets

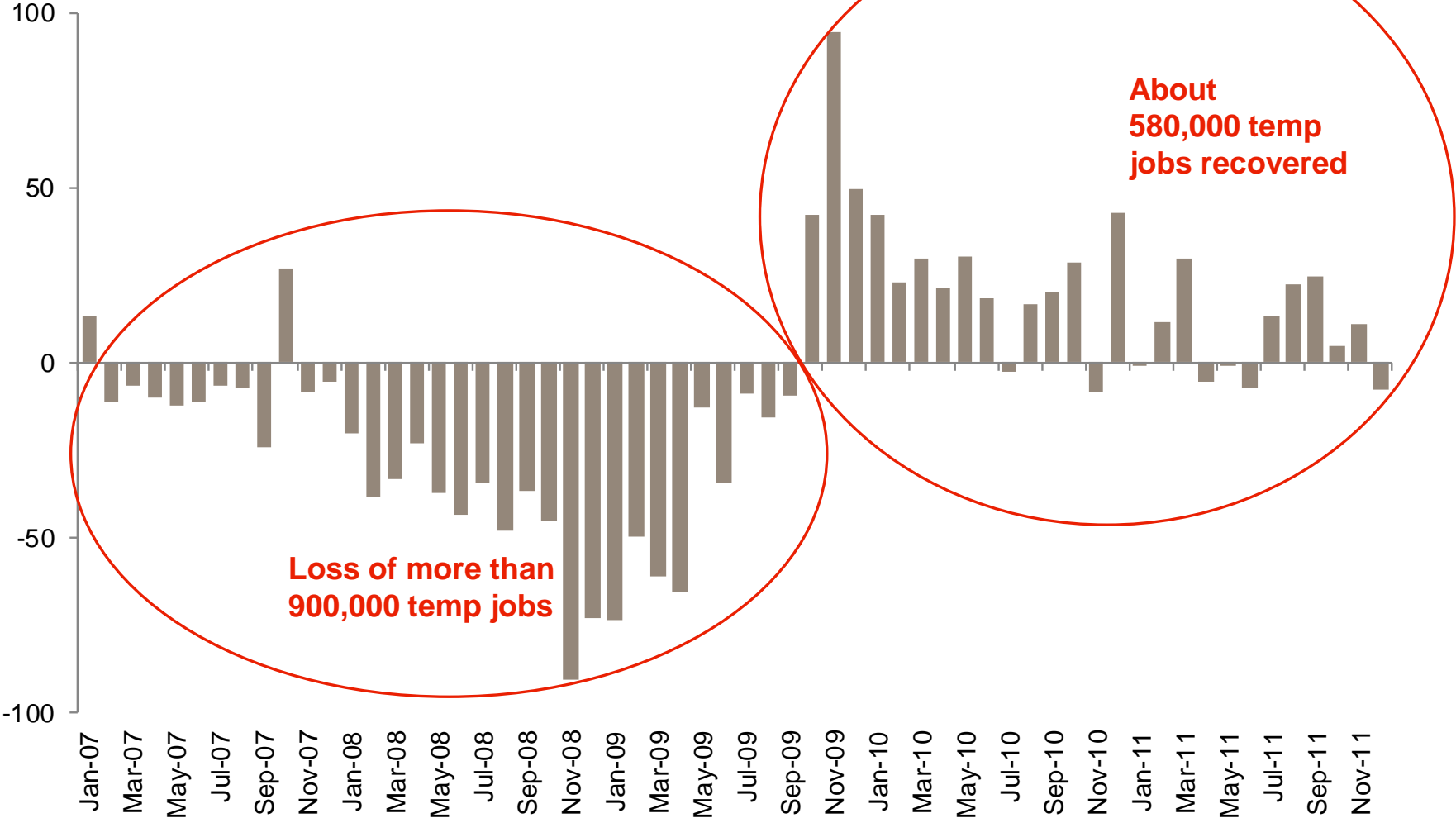


Source: Eurociett

*Adecco estimate

US temporary job market

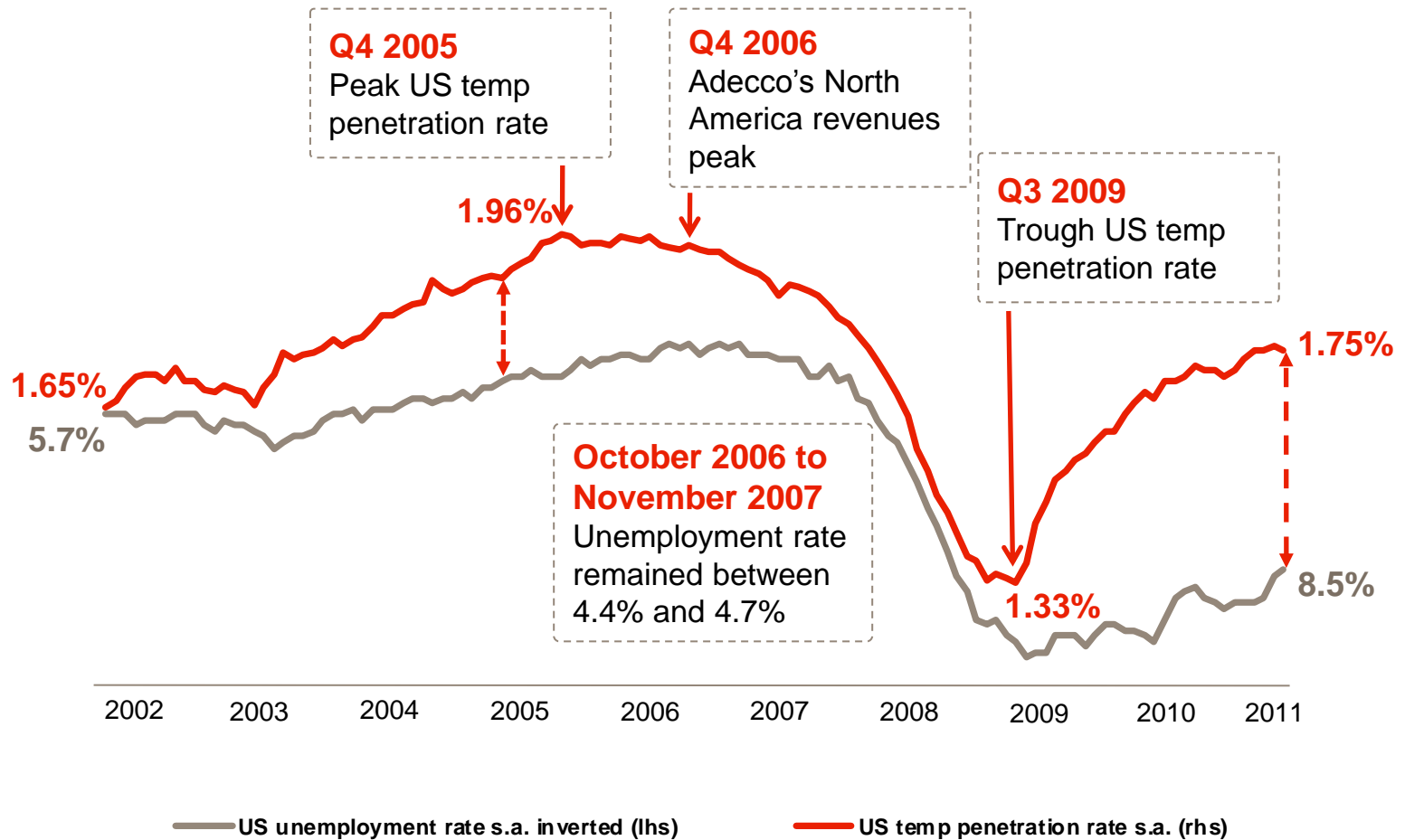
Monthly change



Source: Bureau of Labor Statistics (BLS)

Structural shift to temporary staffing

US temporary penetration rate vs. unemployment rate



Source: Bureau of Labor Statistics (BLS)

Our strategic priorities

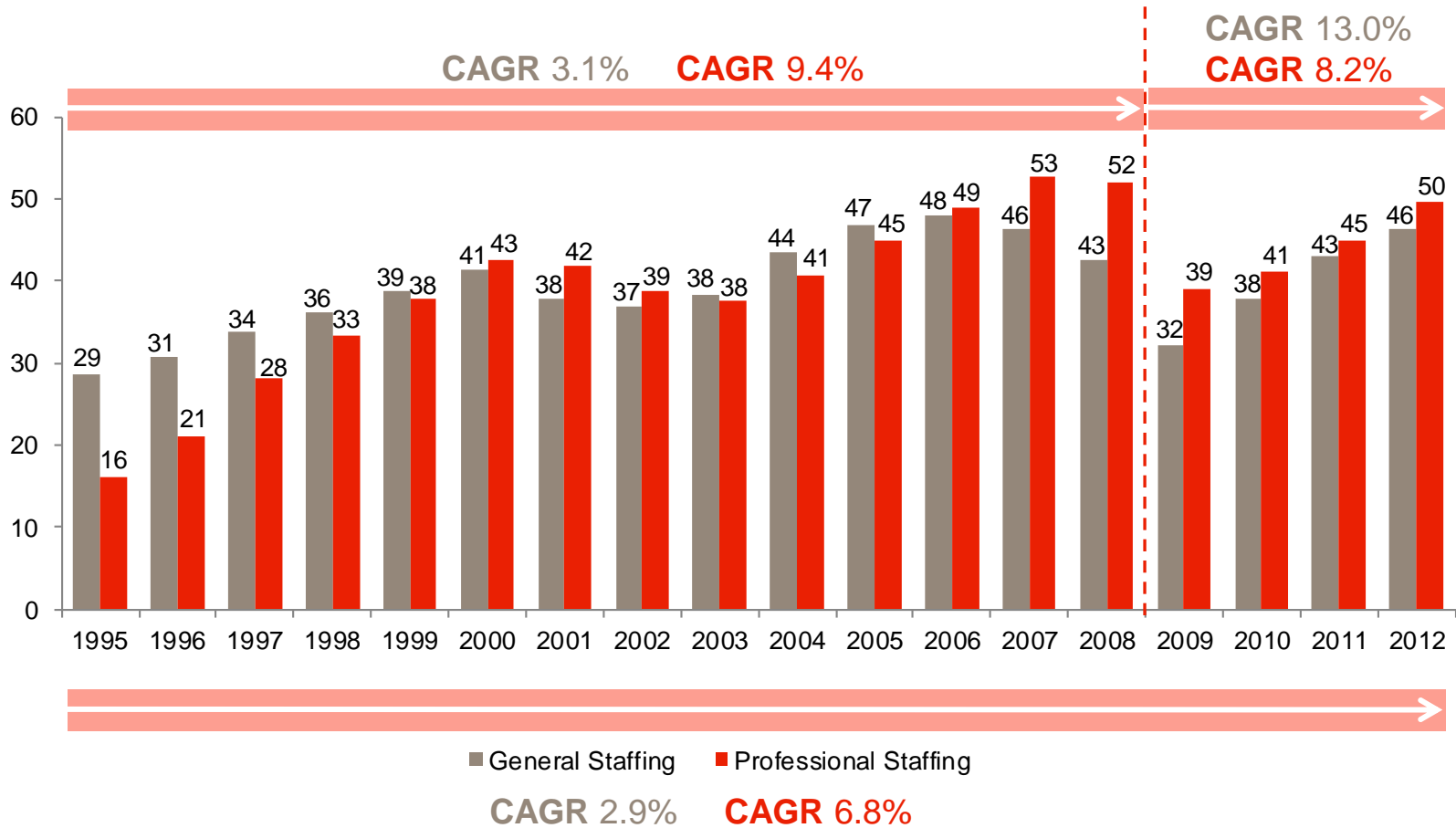
Our strategic priorities

Mid-term



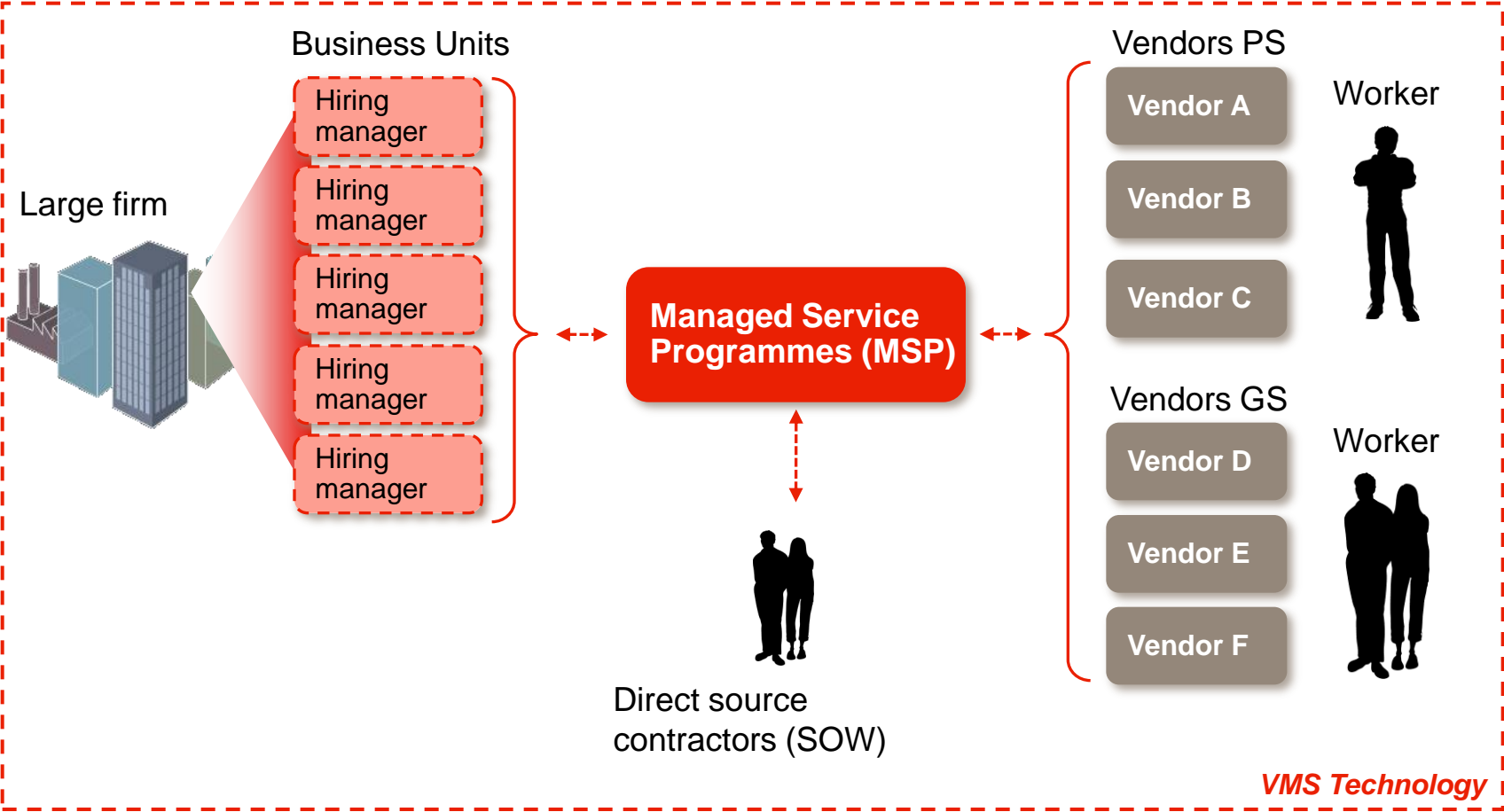
Professional staffing outgrowing general staffing

US temporary staffing market, based on revenues in USD billion



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

MSP Programmes manage the staffing supply chain



Developments in the Emerging Markets

Q3 2011 revenues by geography

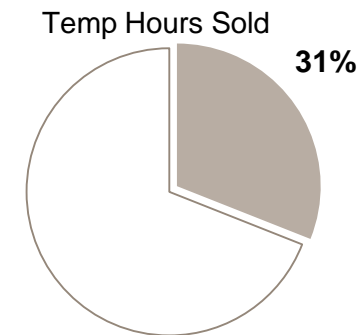
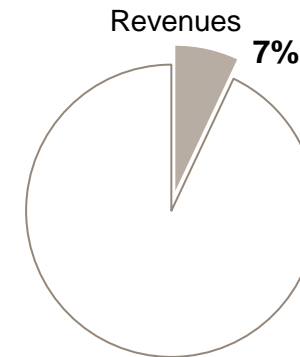
Revenue split / growth



yoy growth, in constant currency

32%	■ South America	15%
30%	■ Eastern Europe	11%
21%	■ Asia	8%
17%	■ India	52%

Emerging Markets compared to Adecco Group



■ Emerging Markets
□ Adecco Group (excl. Emerging Markets)

Q3 2011 highlights

Highlights

Q3 2011

- ▶ Continued solid revenue growth of 7%¹ against a strong comparison base
- ▶ Gross margin at 17.2%, up 30 bps sequentially and down 60 bps yoy
- ▶ SG&A well controlled, down 1% sequentially on an organic basis
- ▶ EBITA at EUR 226 million and the margin at 4.3%, down 20 bps yoy
- ▶ Net income of EUR 145 million, up 13%
- ▶ Revenues in September +8%, adjusted for trading days; October up mid-single digit

1) Revenue growth in constant currency. Organically revenues were also up 7%.

Debt and cash & short term investments

As of September 30, 2011

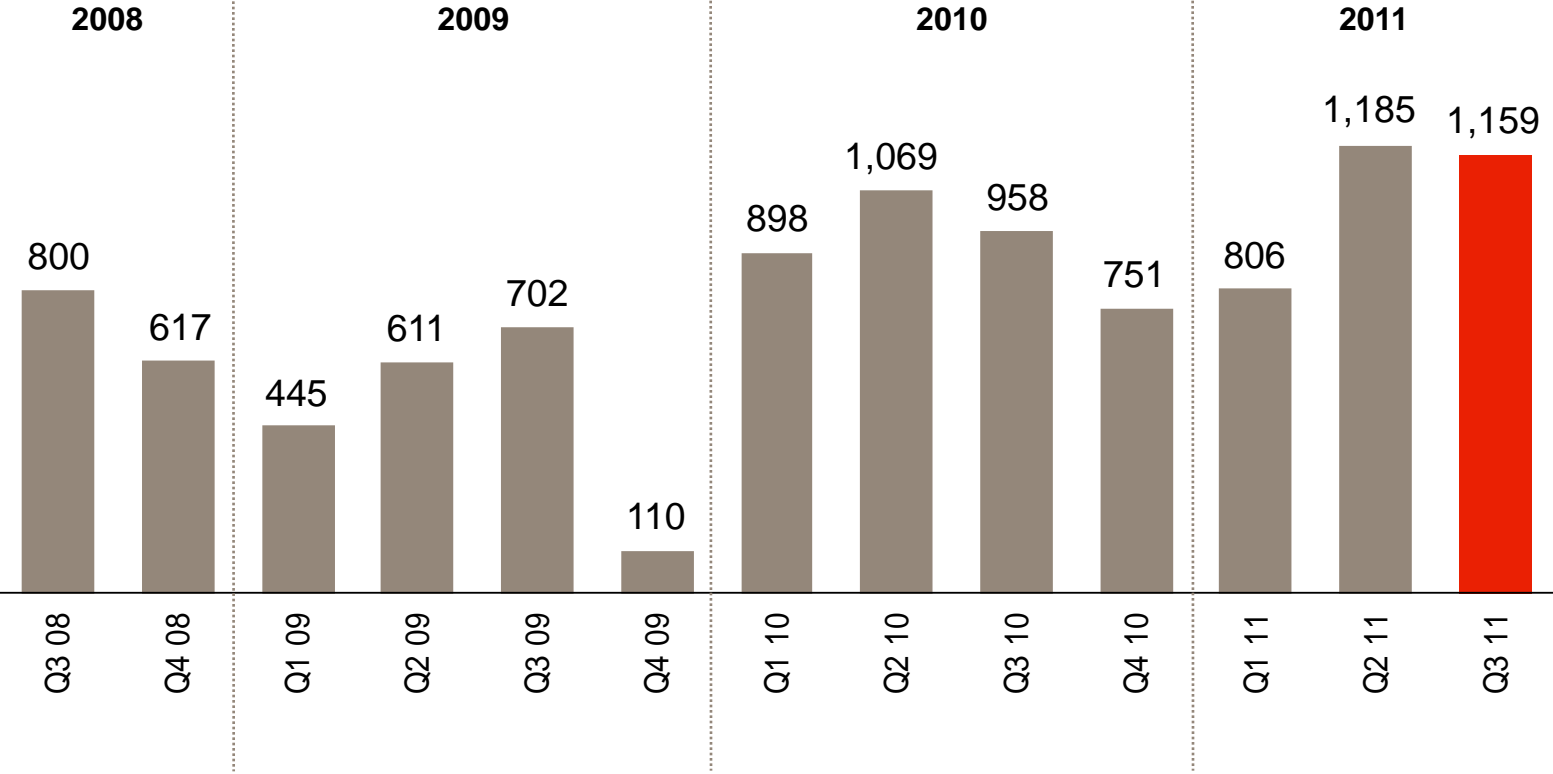
	Principal at maturity	Maturity	Fixed interest rate	Total in EUR million
7-year guaranteed Euro medium-term notes	EUR 500	2018	4.750%	489
5-year guaranteed Euro medium-term notes	EUR 356	2014	7.625%	357
Fixed rate guaranteed notes	EUR 333	2013	4.5%	340
Committed multicurrency revolving credit facility ¹⁾				75 ²⁾
Medium term loan				75
French Commercial Paper programme				169
Uncommitted lines & others				21
Short & long term debt				1,526
Cash & short term investments				367
Net Debt				1,159

1) Existing EUR 550 million 5-year multicurrency facility maturing in 2013 was replaced in October 2011 with a new EUR 600 million multicurrency facility, maturing in 2016

2) In addition, EUR 75 million used for letters of credit.

Net debt* development since Q3 2008

In EUR millions

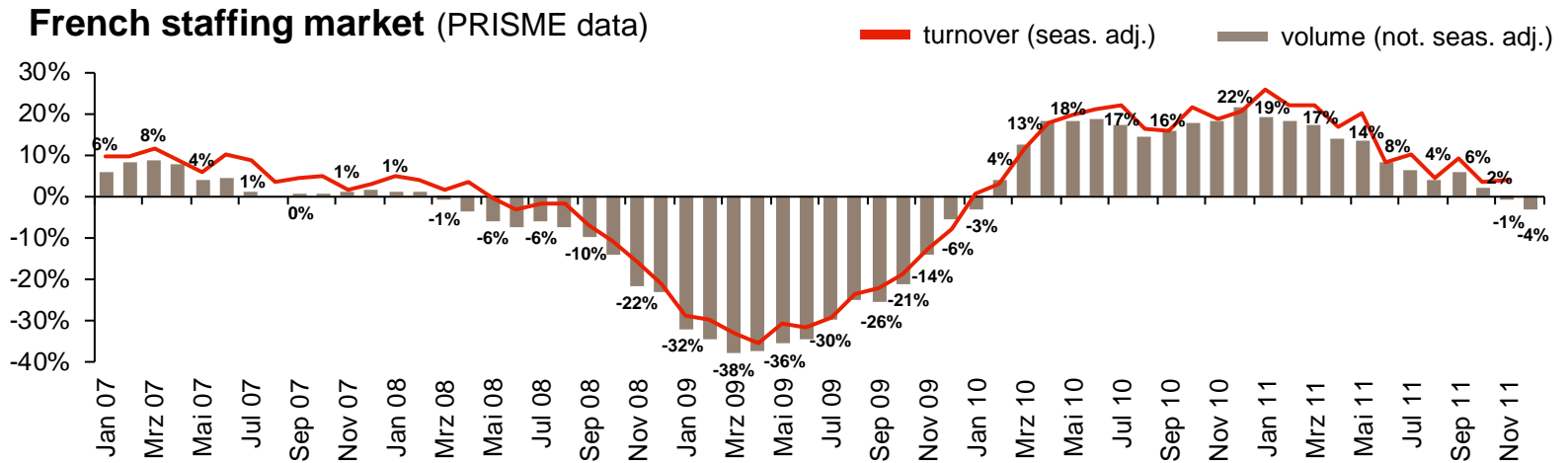
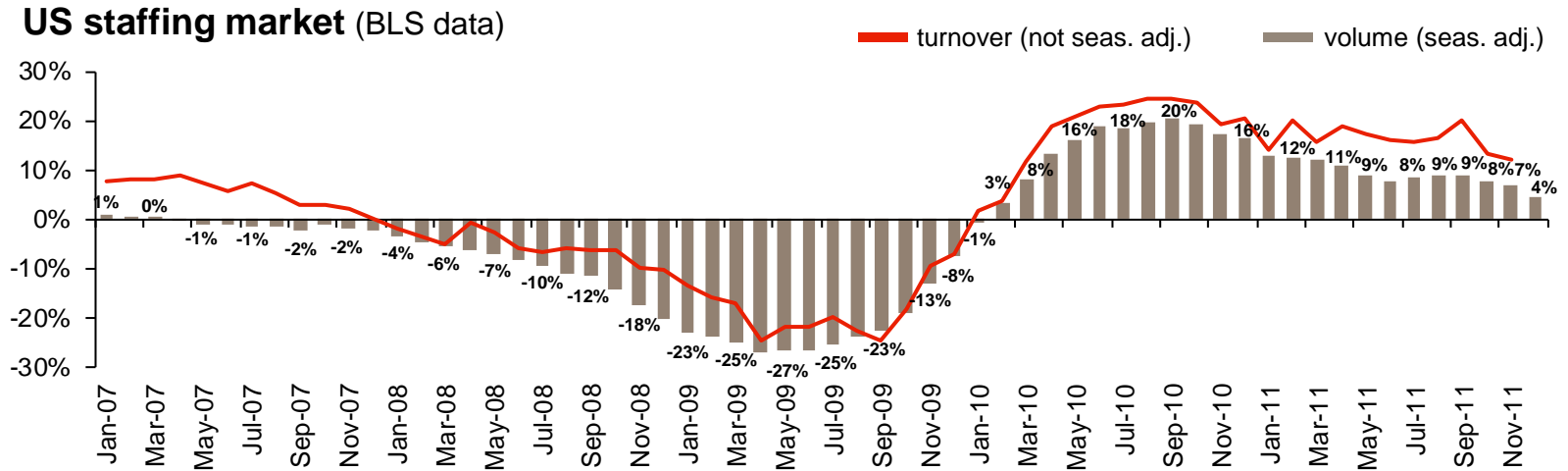


* Net debt is a non US GAAP measure and comprises short-term and long-term debt less cash and cash equivalents and short-term investments.

Outlook

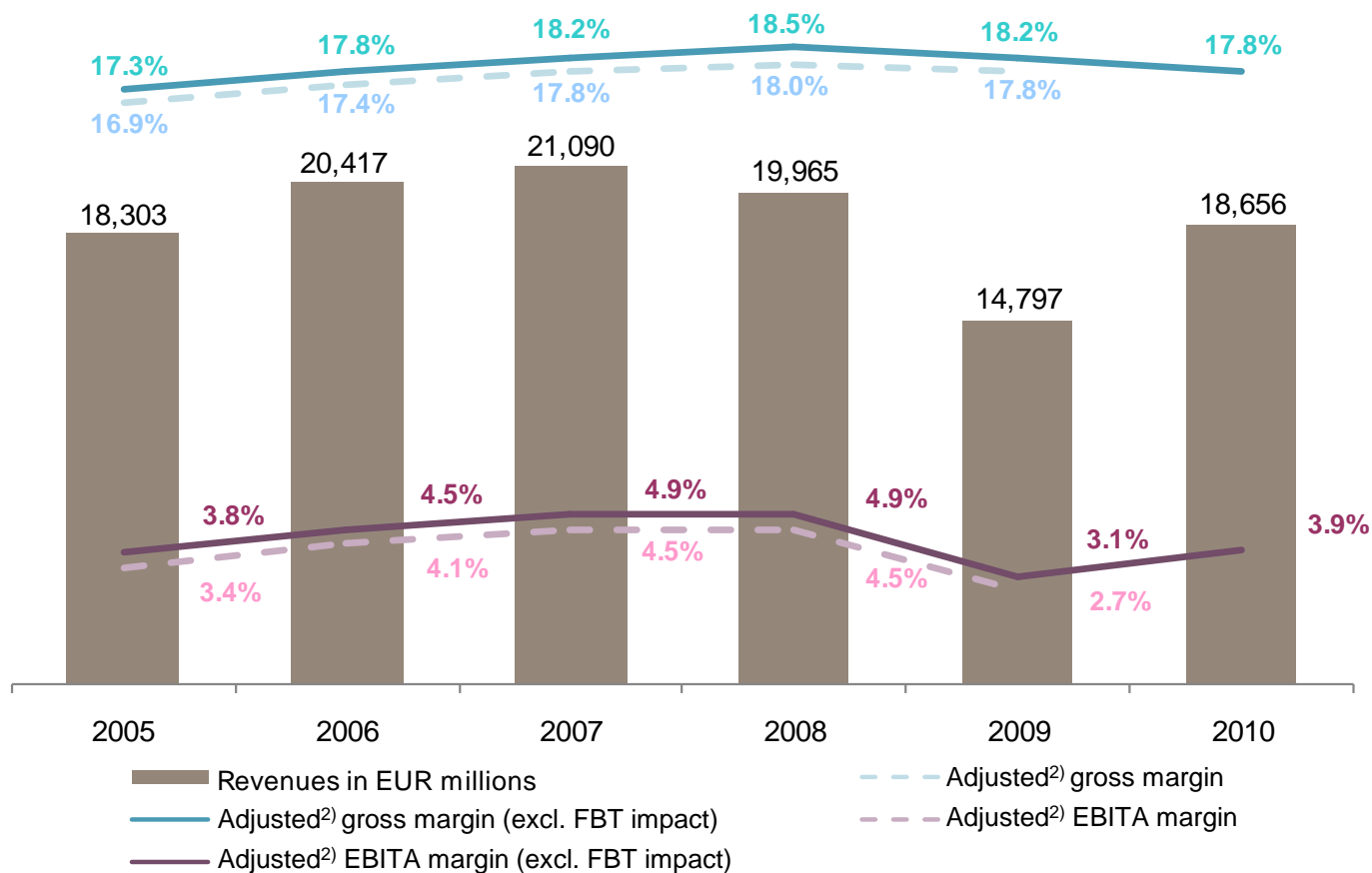
Development of US and French staffing market

Year-on-year growth



What we have achieved

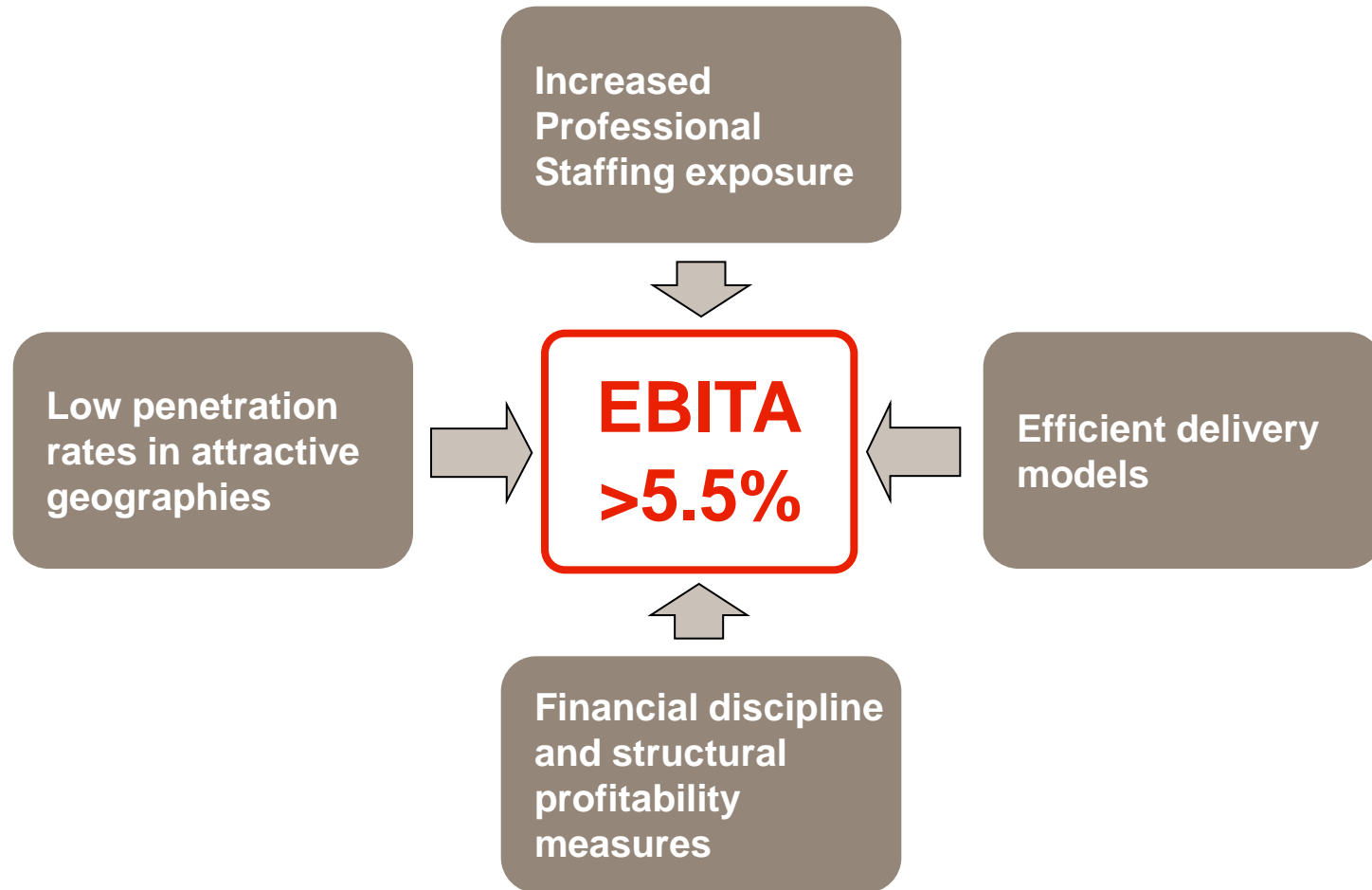
Financial performance since 2005



2) Please refer to slide 51.

We strive to reach an EBITA margin above 5.5%

In the mid-term



The success of EVA

A major achievement - comparison of KPIs during the last two downturns

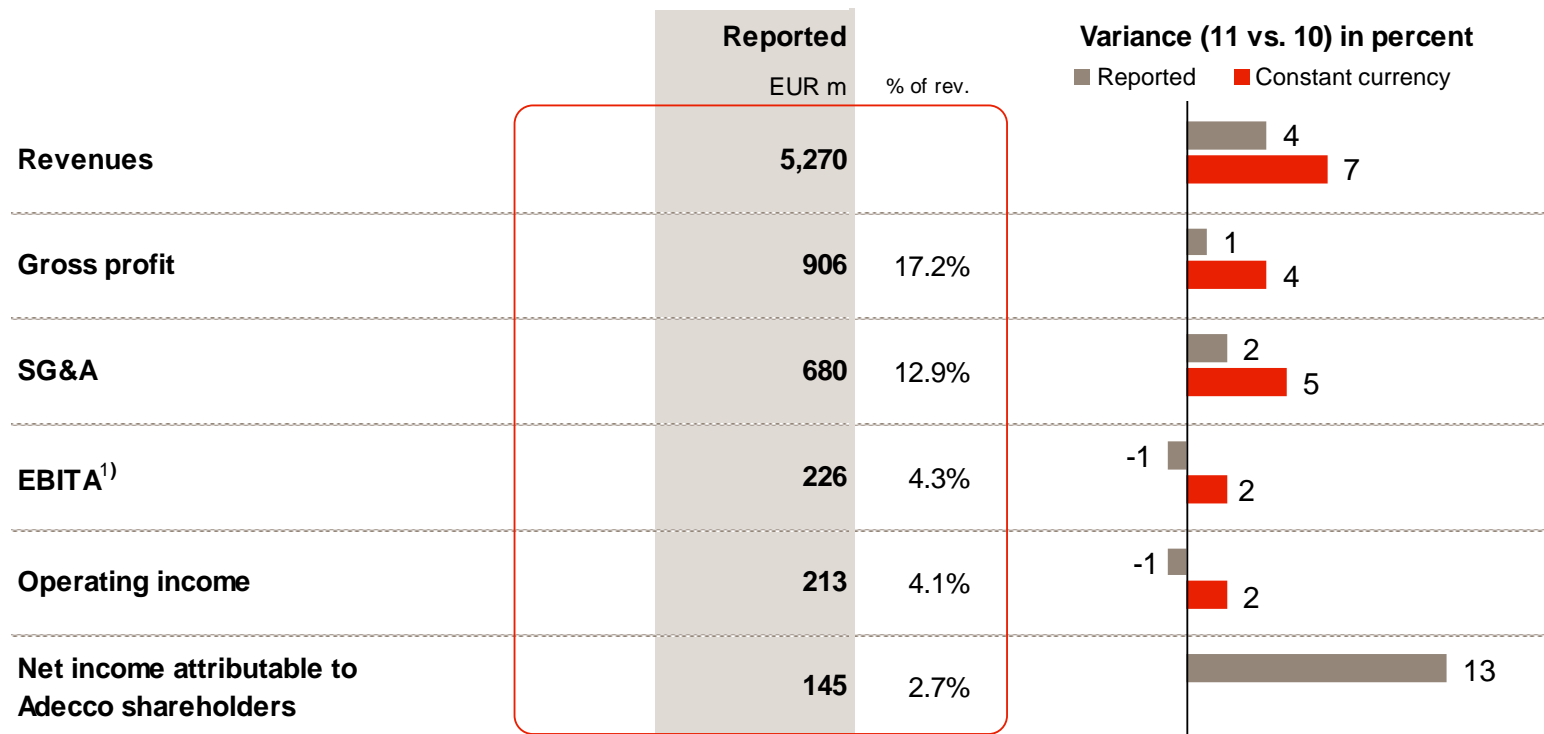
2002			2009	
Revenue decline yoy in constant currency	-3%	→	-27%	Revenue decline yoy organically
Gross margin yoy	-100 bps	→	-20 bps	Gross margin adjusted ¹⁾ yoy
SG&A in % of revenues	15.1%	→	15.1%	Adjusted ¹⁾ SG&A in % of revenues
EBITA margin yoy	-160 bps	→	-180 bps	EBITA margin adjusted ¹⁾ yoy
EBITA margin	2.7%	→	2.7%	EBITA margin adjusted ¹⁾

1) Please refer to slide 51.

Thank you

Appendix

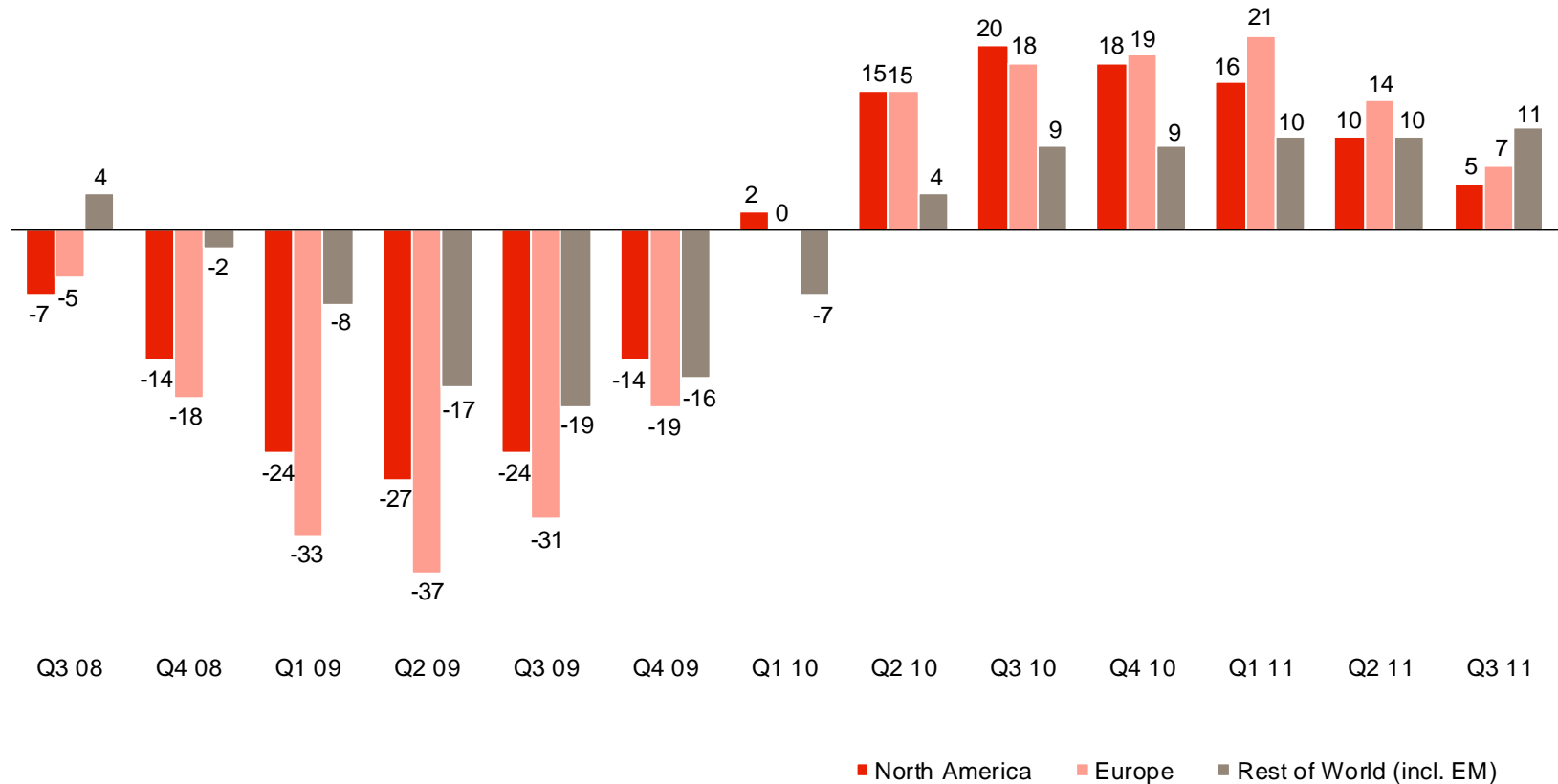
Q3 2011 results summary



1) EBITA is a non US GAAP measure and refers to operating income before amortisation of intangible assets.

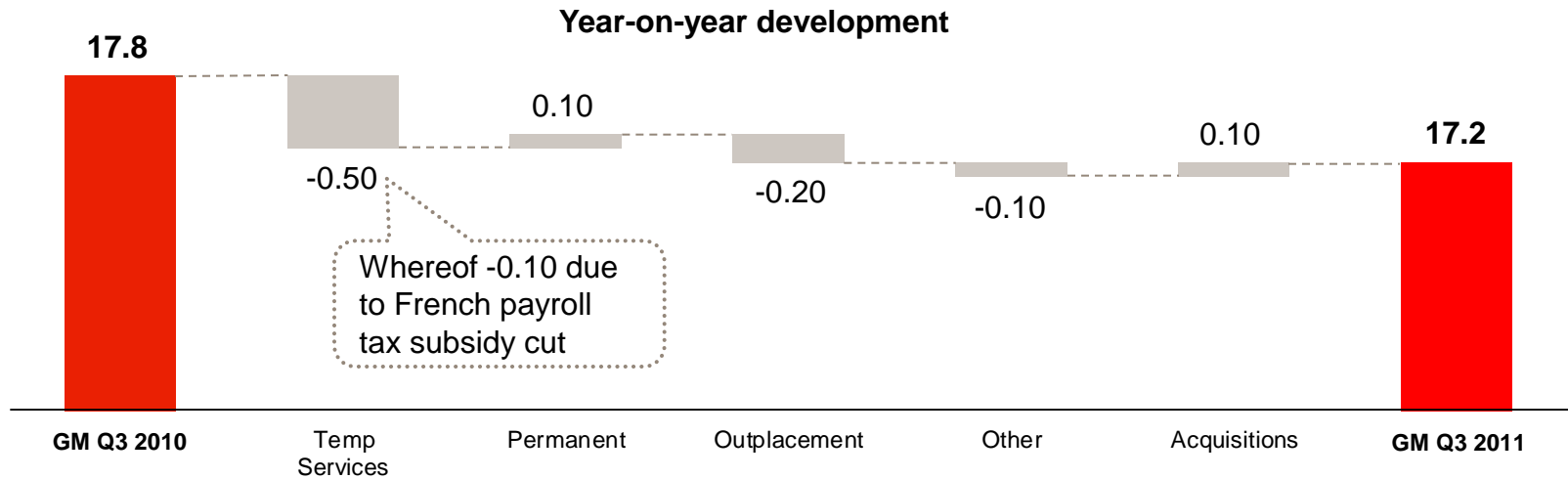
Revenue development by region

Organic year-on-year change in percent

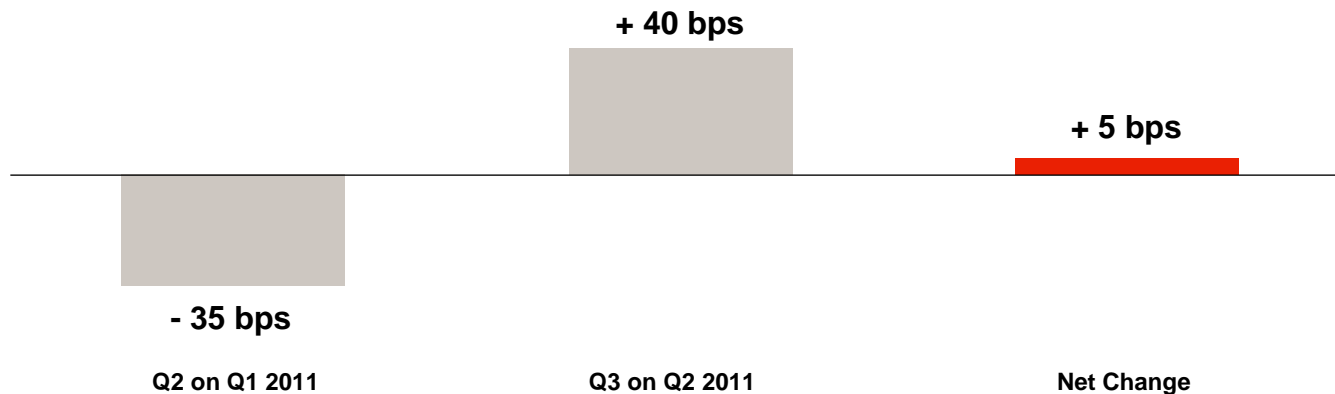


Q3 2011 gross margin drivers

In percent of revenues

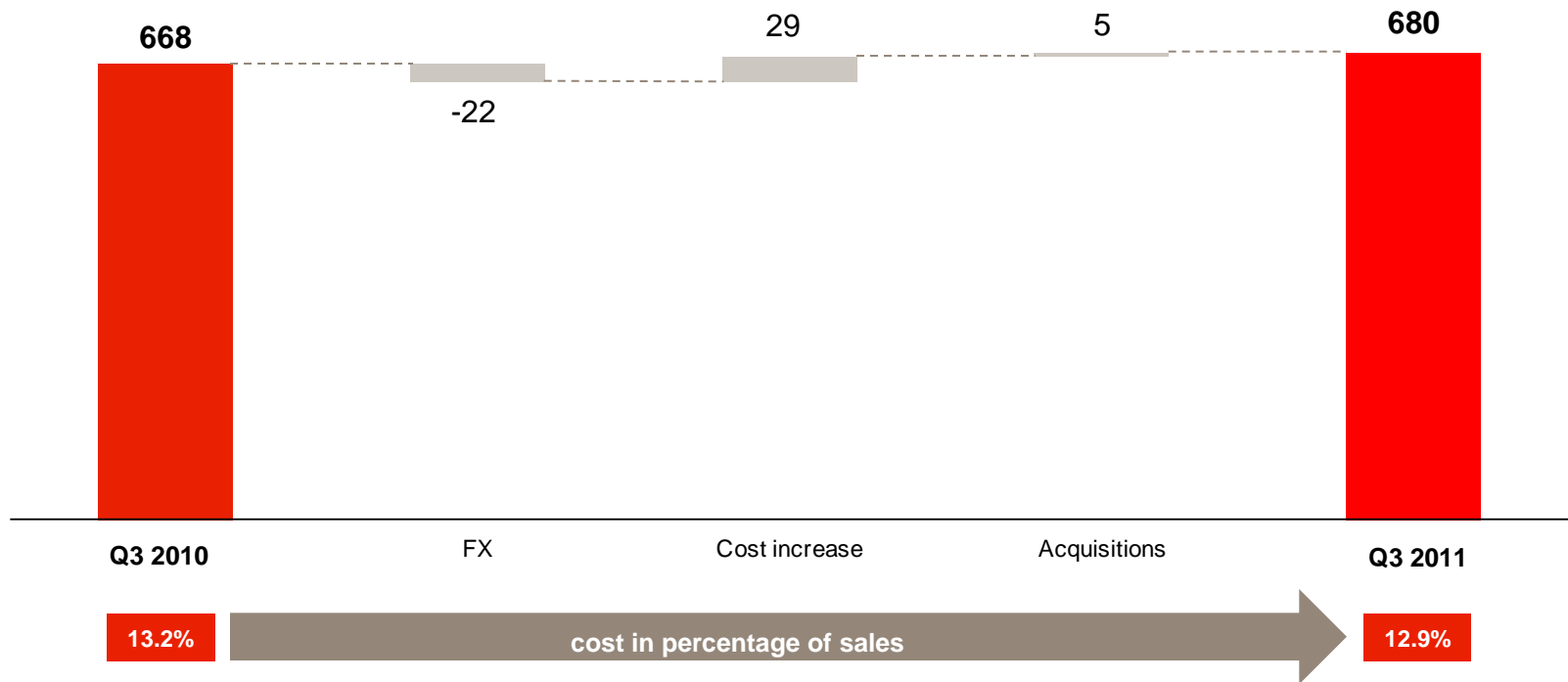


Quarter-on-quarter temporary gross margin development



Q3 2011 SG&A movements

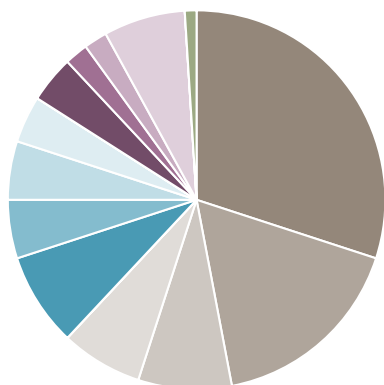
In EUR millions



Revenues and EBITA by segment

Q3 2011 vs. Q3 2010

Revenues in percent



	Revenues		EBITA ²⁾	
	EUR m	organic ¹⁾ yoy growth	EUR m	margin
30% ■ France	1,604	7%	64	4.0%
17% ■ North America	903	5%	38	4.2%
8% ■ UK & Ireland	424	2%	12	2.9%
7% ■ Japan	350	6%	19	5.5%
8% ■ Germany & Austria	413	23%	40	9.6%
5% ■ Benelux	253	6%	13	5.1%
5% ■ Italy	259	19%	16	6.3%
4% ■ Nordics	194	-2%	5	2.3%
4% ■ Iberia	188	-4%	5	3.0%
2% ■ Australia & New Zealand	135	8%	5	4.0%
2% ■ Switzerland	134	1%	14	10.1%
7% ■ Emerging Markets	360	17%	8	2.2%
1% ■ LHH	53	-12%	8	15.2%
Corporate			(21)	
Adecco Group	5,270	7%	226	4.3%

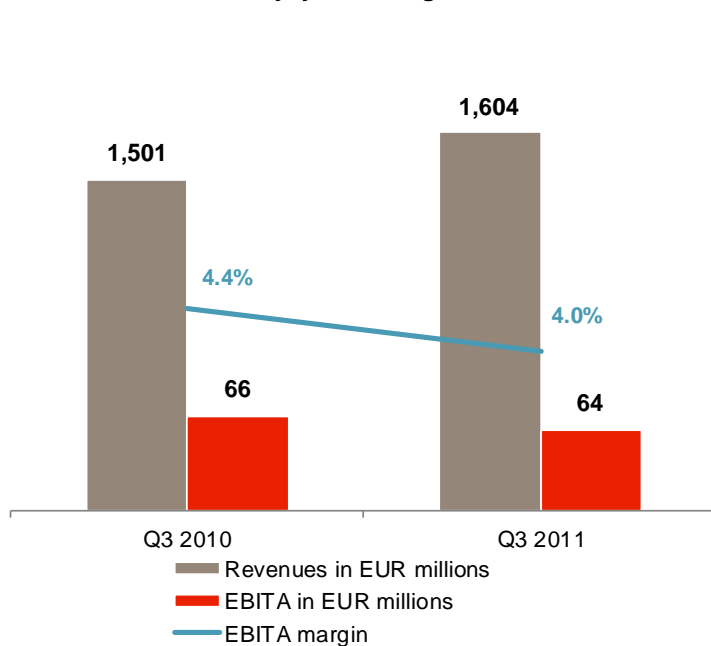
1) Organic growth is a non US GAAP measure and excludes the impact of currency and acquisitions.

2) EBITA is a non US GAAP measure and refers to operating income before amortisation of intangible assets.

France

30% of group revenues in Q3 2011

Q3 2011 yoy revenue growth: 7%



Revenue growth of 7% (15% in Q2 11), mainly driven by automotive, manufacturing and logistics

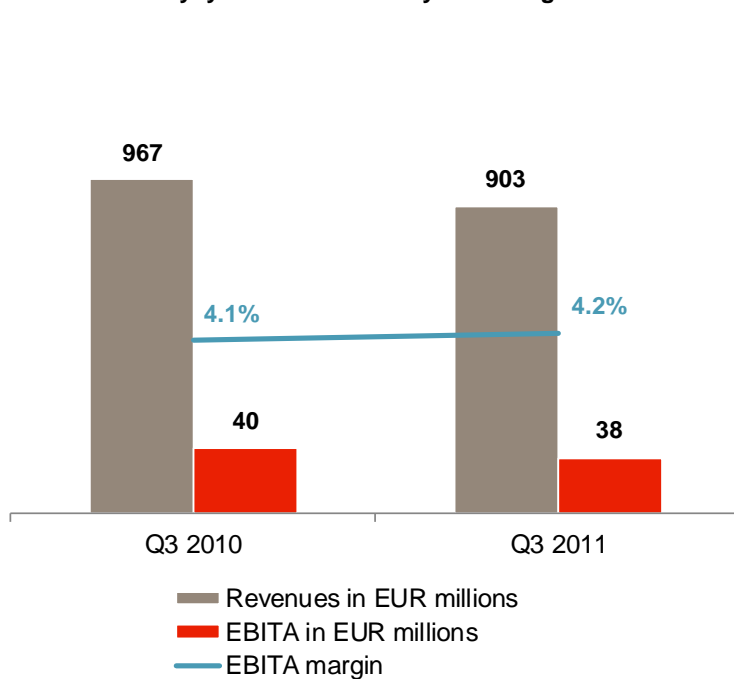
The negative impact of the payroll tax subsidy cut was still 30 bps on the gross margin this quarter

Revenues in September grew 7%, adjusted for trading days

North America

17% of group revenues in Q3 2011

Q3 2011 yoy constant currency revenue growth: 5%



Revenues up 5% in constant currency (12% in Q2 11) driven by automotive, manufacturing and technology sectors

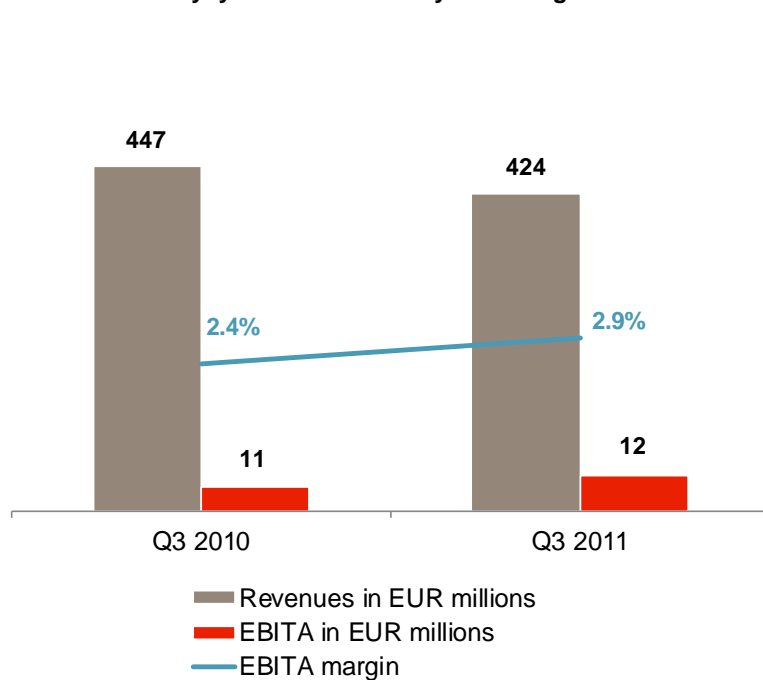
General staffing revenues grew 10% in constant currency, while professional staffing was flat, held back by IT

Revenues in September were up 4%, adjusted for trading days

UK & Ireland

8% of group revenues in Q3 2011

Q3 2011 yoy constant currency revenue growth: 2%



Revenues up 2% in constant currency (flat in Q2 11); the public sector was still weak (12% of total revenues)

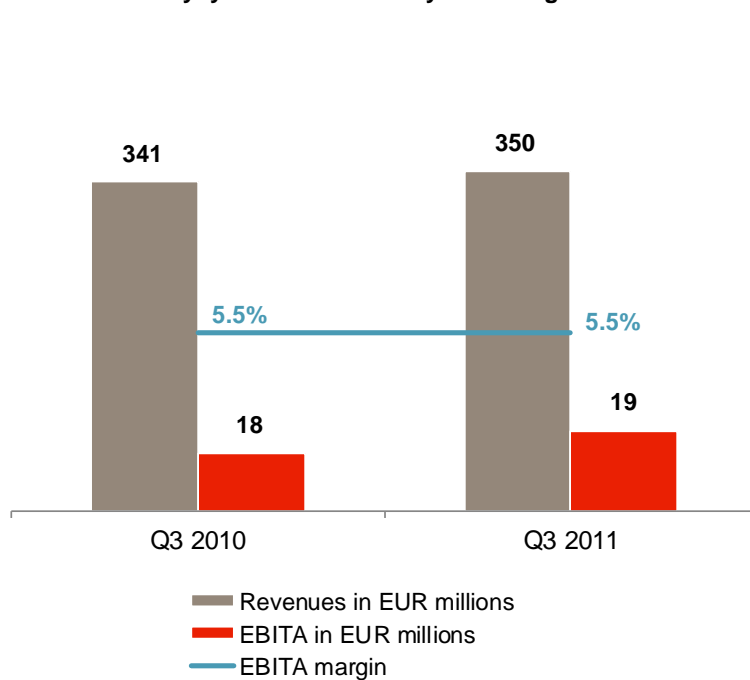
Strong growth in Permanent placement revenues, up 15% in constant currency

The EBITA margin was 2.9%, up 50 bps compared to last year

Japan

7% of group revenues in Q3 2011

Q3 2011 yoy constant currency revenue growth: 6%



Revenues up 6% in constant currency
(4% in Q2 11)

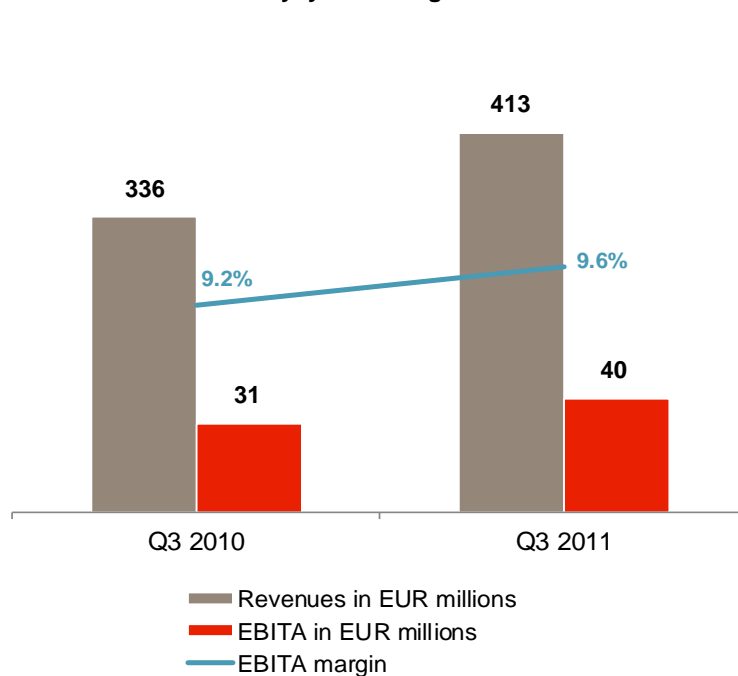
Underlying demand in temporary
staffing is still muted

Outsourcing contracts continued to
contribute positively and we see
additional opportunities here

Germany & Austria

8% of group revenues in Q3 2011

Q3 2011 yoy revenue growth: 23%



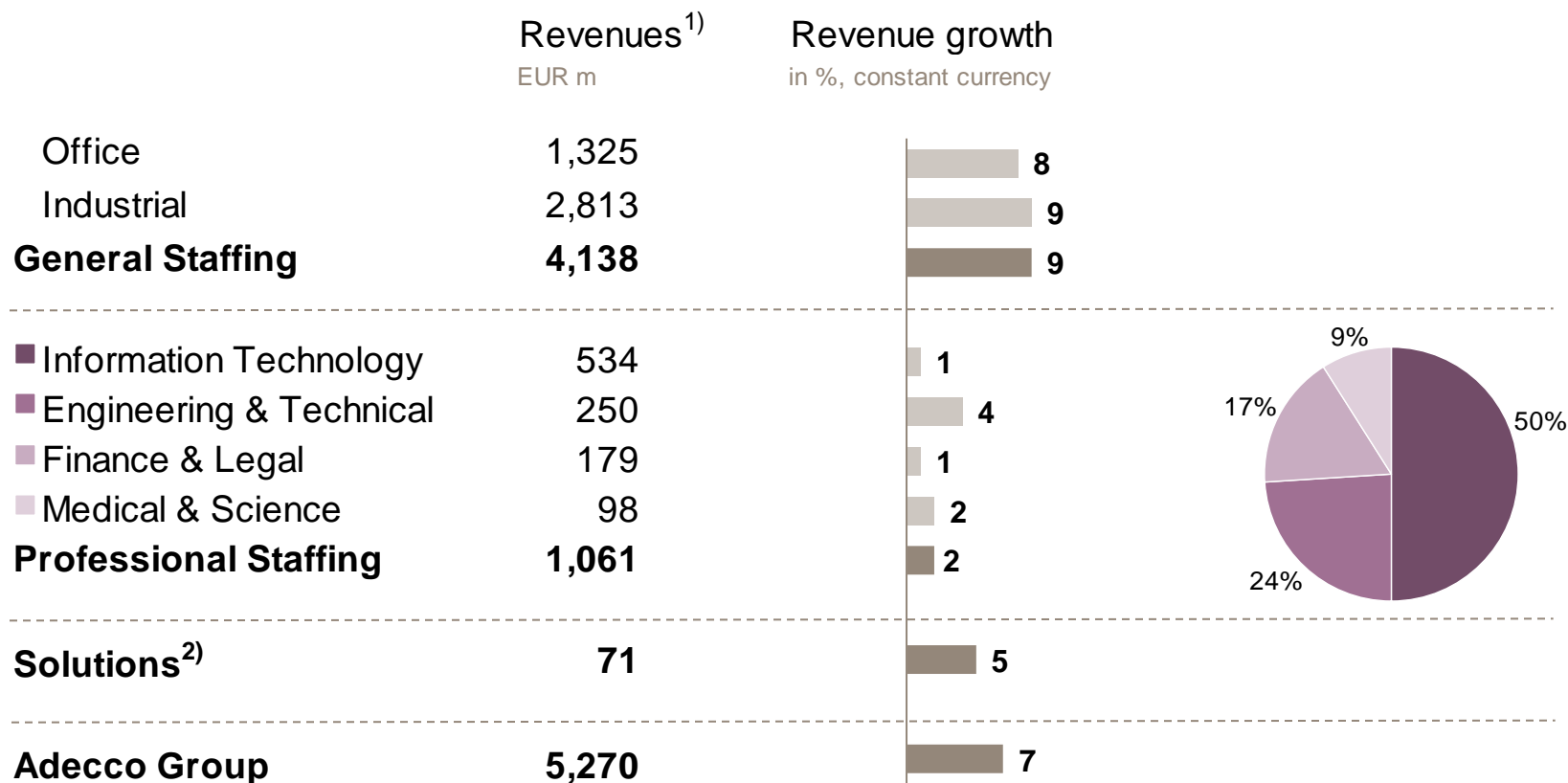
Revenues up 23%, well ahead of the market (+31% in Q2 11), driven by automotive, retail, manufacturing and electronics sectors

Strong increase in EBITA of 29% and the EBITA margin at 9.6% up 40 bps

Revenues in September up 19%, adjusted for trading days

Revenue development by business lines

Q3 2011 vs. Q3 2010



1) Breakdown of staffing revenues into Office, Industrial, Information Technology, Engineering & Technical, Finance & Legal and Medical & Science is based on dedicated branches. Solutions include revenues from Human Capital Solutions, Managed Service Programmes (MSP), Recruitment Process Outsourcing (RPO) and Vendor Management System (VMS). The 2010 information has been restated to conform to the current year presentation.

2) Q3 revenues changed organically in Solutions by -4%.

Q3 2011 Results in detail – P&L

In EUR millions

	Q3 2011	Q3 2010	Variance %		9M 2011	9M 2010	Variance %	
			EUR	Constant Currency			EUR	Constant Currency
Revenues	5,270	5,055	4%	7%	15,351	13,663	12%	13%
Direct costs of services	(4,364)	(4,157)			(12,715)	(11,228)		
Gross profit	906	898	1%	4%	2,636	2,435	8%	9%
<i>Gross margin</i>	17.2%	17.8%			17.2%	17.8%		
Selling, general, and administrative expenses	(680)	(668)	2%	5%	(2,039)	(1,924)	6%	7%
<i>As a percentage of revenues</i>	12.9%	13.2%			13.3%	14.1%		
EBITA¹⁾	226	230	-1%	2%	597	511	17%	19%
<i>EBITA¹⁾ margin</i>	4.3%	4.5%			3.9%	3.7%		
Amortisation of intangible assets	(13)	(14)			(40)	(41)		
Operating income	213	216	-1%	2%	557	470	19%	21%
<i>Operating income margin</i>	4.1%	4.3%			3.6%	3.4%		
Interest expense	(19)	(17)			(51)	(48)		
Other income / (expenses), net	2	(1)			(9)			
Income before income taxes	196	198	-1%		497	422	18%	
Provision for income taxes	(51)	(69)			(110)	(139)		
Net income	145	129	13%		387	283	37%	
Net income attributable to noncontrolling interests		(1)			(1)	(1)		
Net income attributable to Adecco shareholders	145	128	13%		386	282	37%	
<i>Net income margin attributable to Adecco shareholders</i>	2.7%	2.5%			2.5%	2.1%		

1) EBITA is a non US GAAP measure and refers to operating income before amortisation of intangible assets.

Balance sheet

In EUR millions

	Sep 30 2011	Dec 31 2010
Assets		
Cash and cash equivalents	365	549
Short-term Investments	2	5
Trade accounts receivable, net	3,878	3,541
Other current assets	459	351
Property, equipment, and leasehold improvements, net	300	291
Other assets	323	291
Goodwill and intangible assets, net	3,977	3,851
Total assets	9,304	8,879
Liabilities and shareholders' equity		
Accounts payable and accrued expenses	3,590	3,472
Short- and long-term debt	1,526	1,305
Other liabilities	558	535
Total Adecco shareholders' equity	3,627	3,565
Noncontrolling interests	3	2
Total liabilities and shareholders' equity	9,304	8,879
Net Debt*	1,159	751

* 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.

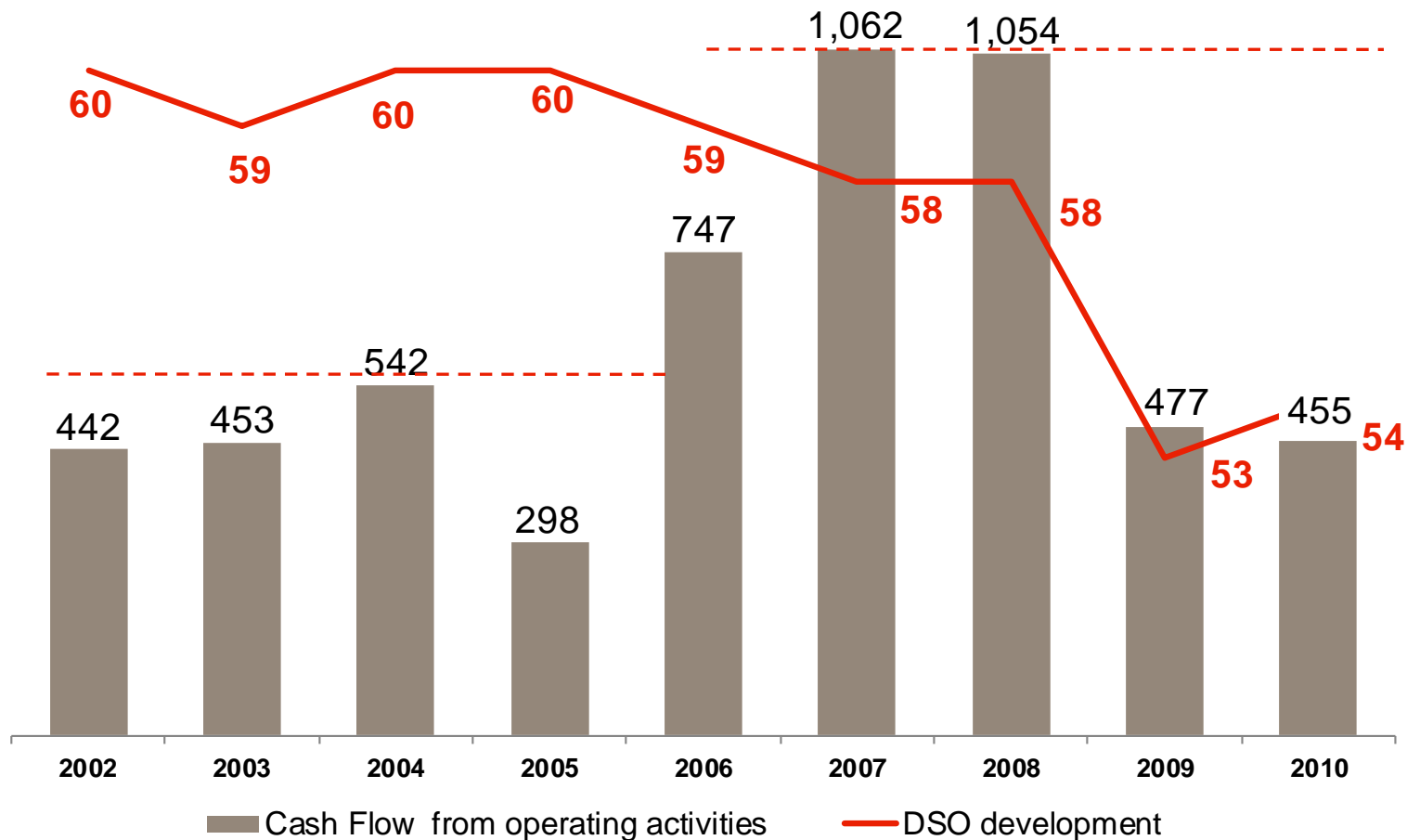
Cash-flow statement

In EUR millions

	Q3		9M	
	2011	2010	2011	2010
Net income	145	129	387	283
Adjustments to reconcile net income to cash flows from operating activities:				
– Depreciation and amortisation	37	37	110	105
– Other charges	19	30	22	53
Changes in operating assets and liabilities, net of acquisitions:				
– Trade accounts receivable	46	(179)	(354)	(645)
– Accounts payable and accrued expenses	14	165	99	375
– Other assets and liabilities	(14)	(8)	(47)	33
Cash flows from operating activities	247	174	217	204
Cash used in investing activities	(184)	(70)	(281)	(944)
Cash used in financing activities	(89)	(88)	(110)	(310)
Effect of exchange rate changes on cash	8	(8)	(10)	33
Net increase/(decrease) in cash and cash equivalents	(18)	8	(184)	(1,017)

Cash flow and DSO development

DSO reduction should positively impact future cash flows



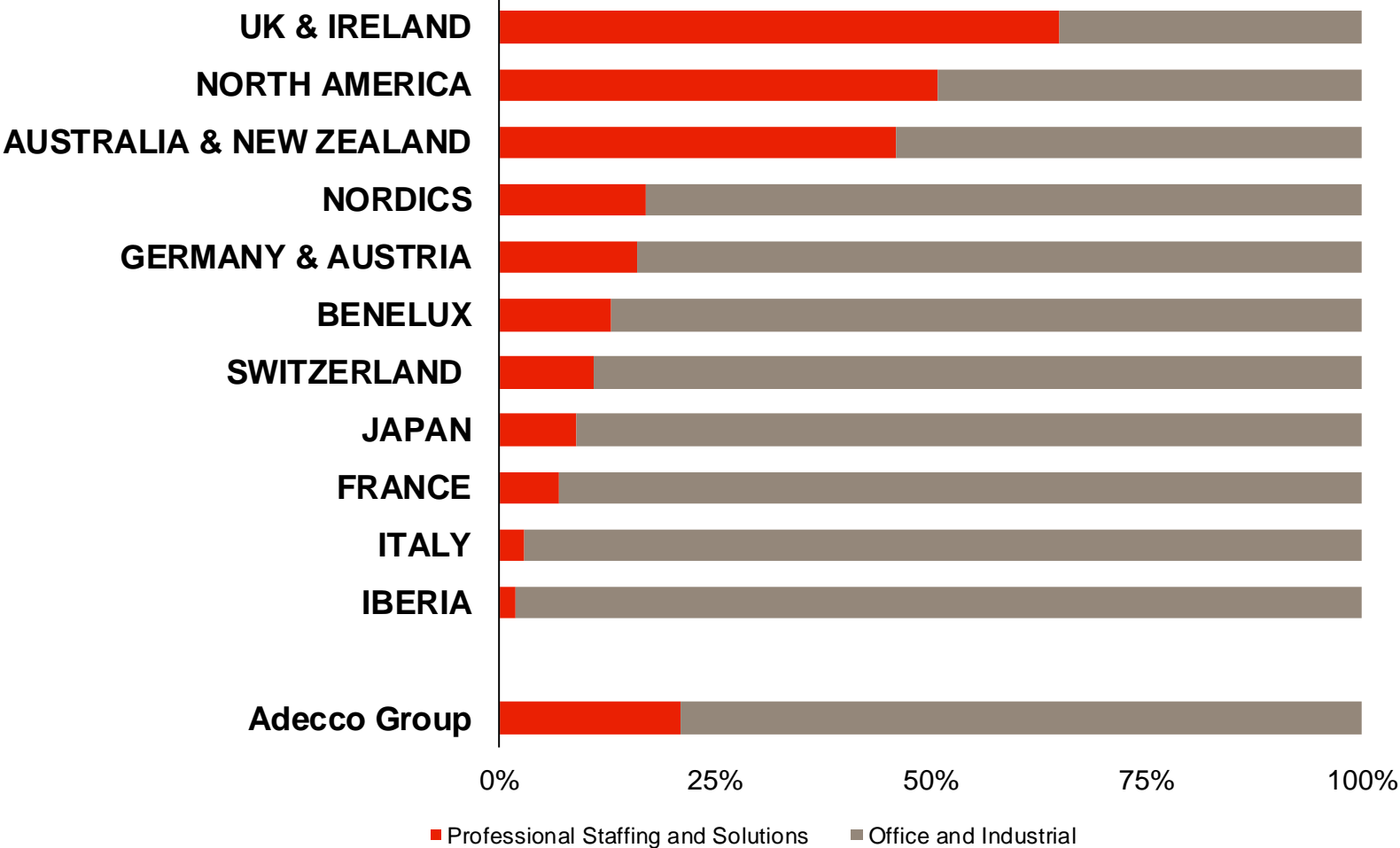
Financial Guidance

Full year 2011

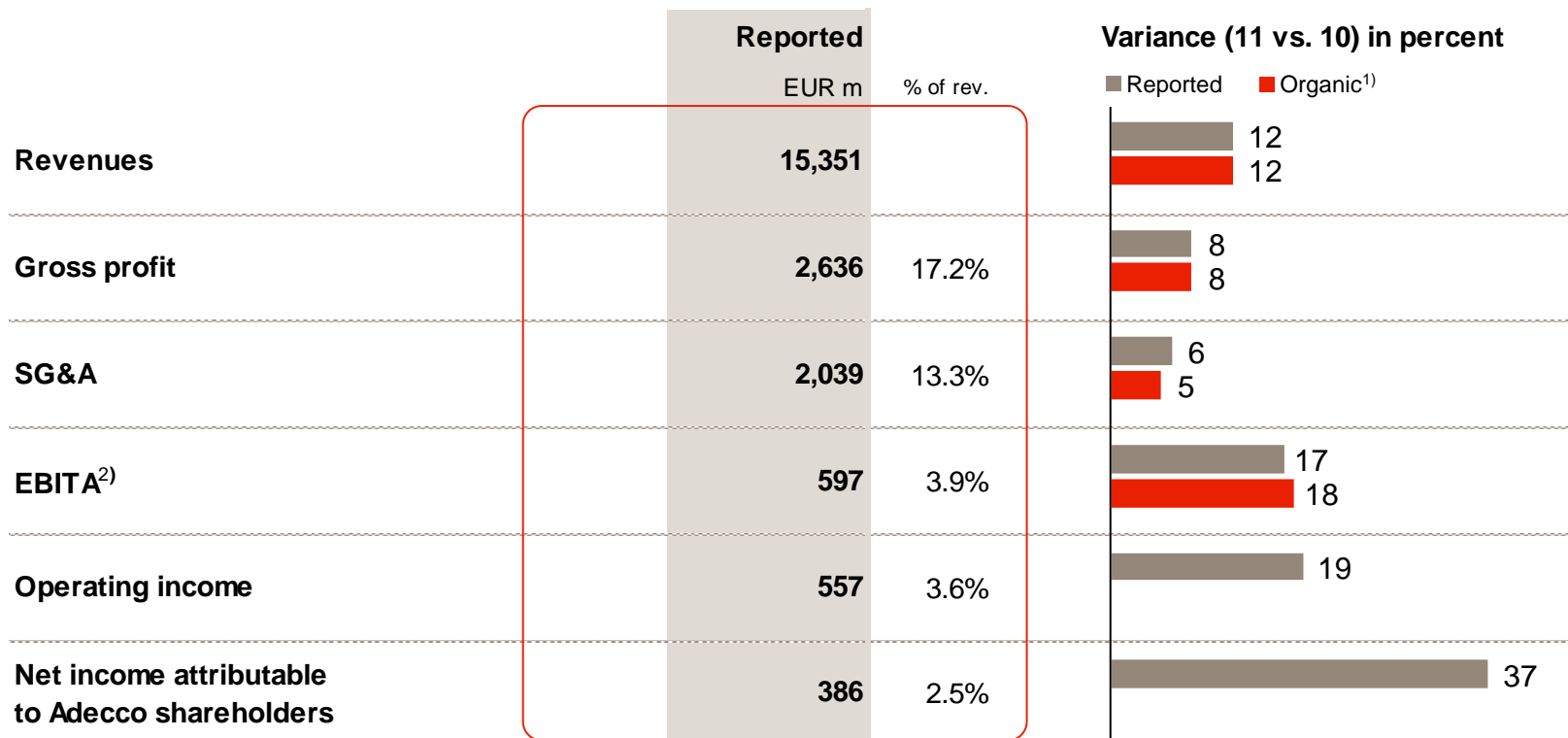
Capex	Approximately EUR 100 million
Interest expense	Approximately EUR 70 million
Corporate costs	Approximately EUR 85 million
Amortisation	Approximately EUR 55 million

Revenues – General vs. Professional Staffing and Solutions

Based on dedicated branches in Q3 2011



9M 2011 results summary



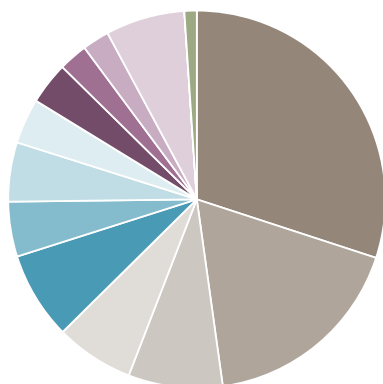
1) Organic growth is a non US GAAP measure and excludes the impact of currency and acquisitions.

2) EBITA is a non US GAAP measure and refers to operating income before amortisation of intangible assets.

Revenues and EBITA by segment

9M 2011 vs. 9M 2010

Revenues in percent



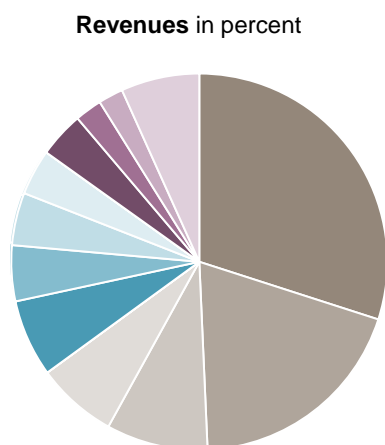
	Revenues		EBITA ²⁾	
	EUR m	organic ¹⁾ yoy growth	EUR m	margin
30% ■ France	4,608	14%	158	3.4%
18% ■ North America	2,729	11%	113	4.1%
8% ■ UK & Ireland	1,241	2%	27	2.1%
7% ■ Japan	1,032	4%	59	5.8%
7% ■ Germany & Austria	1,151	30%	88	7.6%
5% ■ Benelux	722	11%	33	4.6%
5% ■ Italy	779	30%	50	6.4%
4% ■ Nordics	594	8%	11	1.8%
4% ■ Iberia	555	4%	16	3.0%
2% ■ Australia & New Zealand	380	11%	12	3.2%
2% ■ Switzerland	355	12%	34	9.6%
7% ■ Emerging Markets	1,043	17%	27	2.6%
1% ■ LHH	162	-17%	29	18.1%
Corporate			(60)	
Adecco Group	15,351	12%	597	3.9%

1) Organic growth is a non US GAAP measure and excludes the impact of currency and acquisitions.

2) EBITA is a non US GAAP measure and refers to operating income before amortisation of intangible assets.

Revenues and EBITA by geography

FY 2010 vs. FY 2009



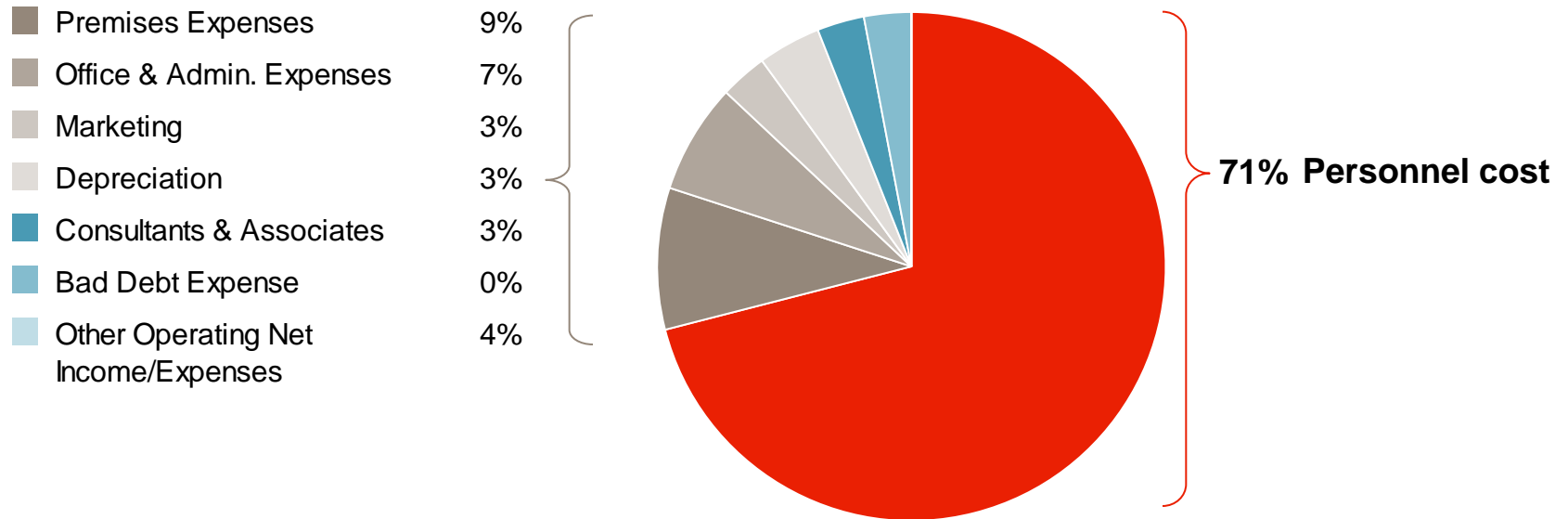
	Revenues		EBITA ¹⁾	
	EUR m	organic ¹⁾ yoy growth	EUR m	margin
30% ■ France	5,588	16%	212	3.8%
19% ■ North America	3,609	14%	174	4.8%
9% ■ UK & Ireland	1,630	-4%	22	1.4%
7% ■ Japan	1,297	-12%	69	5.3%
7% ■ Germany & Austria	1,238	19%	84	6.8%
5% ■ Benelux	894	8%	43	4.8%
4% ■ Italy	844	24%	37	4.4%
4% ■ Iberia	733	8%	27	3.8%
4% ■ Nordics	731	13%	38	5.1%
2% ■ Australia & New Zealand	435	15%	12	2.8%
2% ■ Switzerland	399	7%	42	10.4%
7% ■ Emerging Markets	1,258	23%	36	2.9%
Corporate			-74	
Adecco Group	18,656	12%	722	3.9%

1) Organic growth is a non US GAAP measure and excludes the impact of currency, acquisitions and divestures.

2) EBITA is a non US GAAP measure and refers to operating income before amortisation and impairment of goodwill and intangible assets.

SG&A breakdown

FY 2010



Adecco's market position in FY 2010

Based on revenues

	percent of Adecco revenues	Market share ¹⁾ in percent	Market position ¹⁾
France	30%	31%	1
North America	19%	5%	2
UK & Ireland	9%	8%	1
Germany & Austria	7%	10%	2
Japan	7%	3%	4
Italy	4%	16%	1
Iberia	4%	25%	2
Nordics	4%	15%	2
Benelux	5%	6%	3
Switzerland	2%	22%	1
Australia & New Zealand	2%	9%	5
Emerging Markets	7%	5%	1

1) Adecco estimate.

Notes to the slides

Details on sources, estimates, adjustments and other

- 1) 2009 figures exclude on gross profit the positive impact of EUR 25 million due to favourable developments in France resulting in the reassessment of existing accruals and the negative impact of EUR 7 million due to a sales tax accrual in the UK related to prior years. 2009 figures exclude on EBITA the positive impact of EUR 25 million due to favourable developments in France resulting in the reassessment of existing accruals, the negative impact of EUR 7 million due to a sales tax accrual in the UK relating to prior years and the negative impact of EUR 121 million associated with restructuring costs. 2008 figures on gross profit the positive impact of the modified calculation of the French social charges of EUR 63 million and from restructuring charges of EUR 8 million. 2008 figures exclude on EBITA the positive impact of the modified calculation of the French social charges of EUR 63 million and the negative impact associated with headcount reductions and branch optimisation in France and other European countries of EUR 32 million and the provision of the French antitrust procedure of EUR 19 million.
- 2) For better comparison, figures for 2005, 2006, 2007, 2008 and 2009 are excluding the impact of the French business tax (FBT), which as of January 1, 2010 was reclassified as income tax under US GAAP.
2005 figures exclude on gross profit the negative impact of the French business tax of EUR 80 million and on EBITA the negative impact of the French business tax of EUR 84 million.
2006 figures exclude on gross profit the negative impact of the French business tax of EUR 86 million and on EBITA the negative impact of the French business tax of EUR 91 million.
2007 figures exclude on gross profit the positive impact of the modified calculation of the French social charges of EUR 172 million and exclude the negative impact of the French business tax of EUR 88 million. 2007 figures exclude on EBITA the positive impact of the modified calculation of the French social charges of EUR 156 million and the negative impact of expenses related to the French antitrust proceedings of EUR 15 million and of the French business tax of EUR 93 million.
2008 figures exclude on gross profit the positive impact of the modified calculation of French social charges of EUR 63 million and from restructuring charges of EUR 8 million as well as the negative impact of the French business tax of EUR 84 million. 2008 figures exclude on EBITA the positive impact of the modified calculation of the French social charges of EUR 63 million, the negative impact associated with headcount reductions and branch optimisation in France and other European countries of EUR 32 million and of the provision for the French antitrust procedure of EUR 19 million and of the French business tax of EUR 89 million.
2009 figures exclude on gross profit the positive impact of EUR 25 million due to favourable developments in France resulting in the reassessment of existing accruals and the negative impact of EUR 7 million due to a sales tax accrual in the UK related to prior years and of the French business tax of EUR 61 million. 2009 figures exclude on EBITA the positive impact of EUR 25 million due to favourable developments in France resulting in the reassessment of existing accruals, the negative impact of EUR 7 million due to a sales tax accrual in the UK related to prior years, the negative impact of EUR 121 million associated with restructuring costs and of the French business tax of EUR 65 million.