

2016 Press Kit



Sparkling
Consulting,
Smarter
Innovation

CONSULTING IN TECHNOLOGIES & MANAGEMENT

Business & Management, IT/IS, Telecom, Engineering & High Technologies, Biotech & Pharma

PRESS CONTACT :

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I. The Amaris group

Amaris is an independent and international Technologies and Management Consulting Group created in 2007. Our business consists in supporting our clients in carrying out their projects. We act within their organization to help them improve their effectiveness and enhance their performance. Our knowledge of their business sectors and our functional and technical expertise enable us to offer them the best advice for carrying out their plans.

With more than 60 offices around the world, Amaris provides its customers with a consistent help and support; whether you are in Europe, in Asia or in America we can guarantee state of the art expertise in your area.



Managing directors (from left to right): Olivier BROURHANT, Olivier TISSEYRE, Jean-François THUNET and Till BOHBOT



Key figures:

- ▶ 140 000 000m€ turnover
- ▶ 2650 employees
- ▶ More than 500 clients

Expertise:

- ▶ Business & Management Consulting
- ▶ IT/IS
- ▶ Telecom
- ▶ Engineering & High Technologies
- ▶ Biotechnologies & Pharmaceuticals

Main Business Sectors:

- ▶ Computing
- ▶ Automotive Industry
- ▶ Transportation
- ▶ Energy
- ▶ Pharmaceutical Industry
- ▶ Bank, Finance and Insurance
- ▶ Public Administrations

Positioning: *"The proximity and the flexibility of a local partner, combined with the effectiveness of an International Group"*. In all its subsidiaries, Amaris takes advantage of the important Group methodological tools, while keeping this reactivity which characterizes the local companies.

Recruitment: Amaris recruitment objective for 2016 is to reach 2650 people. Recruitment concerns technical and functional positions.

Development Strategy: Establishment in big cities and assistance of our customers out of their international establishments, while keeping this relation of proximity which characterizes Amaris.

Values:



II. History

2007

Amaris was founded as a business consulting company specialized in management and information systems by two engineers, a lawyer and a financial expert. Implementing a strategy of international development, the project took a wide-ranging scope, Amaris simultaneously extended its activities in Switzerland (Geneva) France (Lyon) and crossing the English Channel (London).

2008

The first quarter of 2008 was regulated by the opening of two subsidiaries in Lausanne (Switzerland) and Madrid (Spain). The group also established itself in Paris and reached a total of 100 employees.

2009

The Group's European network was reinforced by opening activities in Brussels (Belgium), Strasbourg (France), Barcelona (Spain), and London (United Kingdom).

Amaris, which reached 200 employees, also expanded its activity to the USA, Russia and Mexico.

2010

On the heels of its success, Amaris opened five new subsidiaries: Belfort (France), Basel & Zurich (Switzerland), and Torino & Roma (Italy). During the first quarter, operational activities were launched in Luxembourg and Amaris further developed its technological activity in Switzerland. The group now has activities in 10 countries and employs close to 400 people.

2011

From January to June: The beginning of the year 2011 is marked by the establishment of the Group in a new country: Germany! Amaris opened its Munich subsidiary in March, thus finalizing its strategic presence in Europe. Some new activities also started in France, in the South-Est quarter, with the objective of following the development of the activities across the country in the medium term.

From July to December: The 500 employees step is reached and the growth forecast revised upwards; Amaris ends the year 2011 by counting more than 640 employees and more than 200 customers, allowing to consider serenely the 5 year Anniversary.

2012

From January to June: Amaris, who reported a 4-digit organic growth in five years, took a strategic turn in 2012 by making its first important acquisition: Thales Information Systems & Austria CEB. The first half was marked by the extension of the group in Asia with the opening of offices in Shanghai and Singapore, and in the Middle East, in Dubai. Amaris also reinforces its presence in Europe by opening a subsidiary in Milan. The group now accompanies its customers in over 40 subsidiaries worldwide.

From July to December 2012: After 5 years of existence and growth, Amaris started a rebranding project which, among other things, gave the opportunity to reaffirm the values that make the group's success: performance, commitment, confidence, boldness and independence. This rebranding intends to work on the corporate image to better reflect the diversity of personalities and values of the company. Amaris finished 2012 with a turning point in its growth history; major projects have emerged, the group is now operating across borders and is to reach 1,000 employees soon.

2013

From January to June 2013: The first quarter was marked by the creation of subsidiaries in Amsterdam and Lisbon, representing strategic locations, and consolidating the Group's presence in Europe. In the second quarter of 2013, Amaris expanded its international network by opening a new location in Canada. The Montreal office will now enable the Group to support its Canadian and North American clients locally in carrying out their projects.

The Group has crossed the symbolic threshold of 1,000 employees and now has more than 350 clients; up to 700 people will be recruited in 2013 in order to support the Group's international growth.

From July to December 2013: The Group keeps its momentum going and opens a new office in Nantes and Aix en Provence. Regarding partnerships, Amaris is awarded "Managed Advanced Partner" by Cisco and reasserts its status as a benchmark in Cloud Computing.

In November, Amaris receives Deloitte Fast 50 award, rewarding the most performing and innovating companies. The Group closes out the year on a good note and records a significant increase in turnover.

2014

From January to June 2014: Amaris has just completed the second acquisition of its History: Thales SAP subsidiary in Italy. Through the acquisition of the Thales SAP subsidiary, Amaris strengthens its existing SAP competence centre and reinforces its expertise, client base and portfolio of offers.

In March, Amaris announces the opening of a new office in Stuttgart and in April, the Group launches a new society specialised in Training, Coaching and Consulting for executives and CEOs : Inneraction.

From July to December 2014: Amaris accelerates its international expansion and opens six new offices in six months. Turkey, Greece, Ireland and Vietnam are thus added to the Group's country list. In parallel, Amaris increases its presence in Italy with the opening of a new office in Bologna and opens a new office in San Francisco.

In November, Olivier Brouhant, CEO of Amaris, is chosen to be part of the delegation of business leaders who accompany the President of the French Republic on his official visit to Canada, due to the company's growth and recruitment drive.

At the end of the year, Amaris reaches € 78m turnover, 1510 employees and a presence in 40 countries.

2015

From January to June 2015: Amaris celebrates its 8th anniversary and starts the year off with the opening of a new office in Toronto, animated by the success of its first Montreal location.

In addition, our IT services quality has been rewarded twice, as our CIO Olivier Delattre has been nominated amongst this year's best CIOs by the magazine IT for Business and our teams received the 3rd prize in the Global IT Meetings for the best IT transformation project.

In the meantime, our COO Jean-François Thunet has won the award of most mediatic personality by the Alumni of Centrale Paris specialized Master in Technologies and Management, thus enlightening the general recognition of his expertise.

As a tangible proof for our strong development, we are also part of the strongest recruiters in 2015 in a national ranking established by Challenges magazine.

In 2015, Amaris intends to reach a turnover of 105 million euros and a workforce of 2050 employees.

From July to December 2015: The Group spreads its presence in Europe with new openings in Toulouse and Lille (France), in Valencia (Spain) and in Brindisi (Italy).

Amaris marks its arrival on the African market with a new opening in Mauritius. This office allows the consulting firm in Management and Technologies to support the activity of its customers 24 hours a day. On the Asian continent, Amaris expands its activity with the opening of the first office in India, in Bangalore.

The Group closes out the year on crossing the symbolic threshold of 2000 employees worldwide. Amaris's international success is rewarded by the French magazine L'Express which ranked us 61st in its Top 100 SME and mid-cap companies which stand out on international market.

2016

From January to July 2016 : Amaris is getting closer to its two digit birthday and has launched the "Growing up" campaign to celebrate its journey to 10 years.

This ninth year starts with an award as National Champion for France at the European Business Awards. At the beginning of the year, our offices in Toronto (Canada), Torino (Italy), Amsterdam (The Netherlands), Eindhoven (The Netherlands) and Istanbul (Turkey) have moved to support Amaris' unbounded success.

After the successful opening of its first African office in Mauritius, the Group is expanding its activities on this continent with the opening of an office in Casablanca, Morocco. This new office makes it possible for Amaris to work alongside its clients and to become their privileged geographical partner.

Amaris took a huge step forward at the end of June with the opening of an office in Australia. Amaris is now present on all five continents.

In 2016, Amaris intends to reach a turnover of 140 million euros and a workforce of 2650 employees.

Our recruitment policy has been highlighted in the French newspaper Le Figaro which has ranked Amaris as one of the most recruiting companies in 2015. The international success of Amaris has also been rewarded in the magazine L'Expansion. We are part of the Top 100 SME and mid-cap companies which stand out on the international market.

III. Our Expertises

IT / IS: Architecture, The evolution of information technologies has made our clients' information system a fundamental issue for:

- ◆ Delivering our products and services;
- ◆ Measuring and improving their performance;
- ◆ Setting themselves apart from their competitors and meeting the standards of certain major contractors.

We have set up teams of application and infrastructure specialists, with experts in technology, methodology and service delivery, in order to be able to meet the challenges of our clients' entire information-system process.

Amaris has major advantages for effectively supporting its clients:

- ◆ A strong international presence that enables it to mobilise teams consistent with the increasingly complex organisation of our clients;
- ◆ Strong know-how in transforming delivery models in order to support the evolution of "time & material" projects towards more industrial "service-level-agreement" organisations;
- ◆ Capitalisation of the know-how deriving from the various projects carried out, which puts a network of experts and strong feedback at our clients' disposal;
- ◆ Strong business and methodological expertise;
- ◆ An independence that guarantees a lack of conflicts of interest in regard to the recommended solutions.projects.

The infrastructure part is predominant too, more particularly in a context of voice/data convergence, storage issues and information security. This requires projects of datacenter optimization (green architecture) or technological migration (cloud computing).

Business & Management Consulting: *Business Consulting, BPM, Compliance, Strategy & Governance, PMO...*

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Amaris works primarily with large accounts that need to meet increasingly complex challenges resulting on one hand from increasingly stringent regulatory constraints and on the other from an international competition that requires ever faster responses.

We provide our clients with the business and organisational skills needed to drive their strategic considerations, particularly by producing analyses of the market, the company's structure or its legal framework. These considerations translate into the implementation of transverse projects requiring specialised technical and functional skills.

Amaris has major advantages for effectively supporting its clients:

- ◆ A strong international presence that enables it to mobilise teams consistent with the increasingly complex organisation of our clients;
- ◆ A very strong service/responsiveness ethic;
- ◆ Capitalisation of the know-how deriving from the various projects carried out, which puts a network of experts and strong feedback at our clients' disposal;
- ◆ Strong business and methodological expertise;
- ◆ An independence that guarantees a lack of conflicts of interest in regard to the recommended solutions.

We seek to improve our clients' operational performance through methodological, technical and project-management support. We respond to varied problems and issues: corporate governance (for example, for projects carried out within small and medium-sized organisations), risk management, process analysis and optimisation (consulting on choosing solutions, process mapping, model definition, implementation and process re-engineering).

Our work also provides a response to retrofitting issues. This may involve standards governing certain key functions in the organisation (SOX, IAS-IFRS, etc.), other, more specialised ones like Basel 3, or more specific ones like Dodd Franck, EMIR, Fatca or Rubik.

Media Telecommunications & Embedded applications: *Architecture, Engineering, Project Management, Business/IT Project Management Support, etc.*

Our Telecom centre works on the entire life cycle of a network, from the upstream architecture and engineering phases through deployment, optimisation and network life.

Future LTE/4G architectures and transport problems (optical transmission, IP and xDSL/FTTx access) and data security are the challenges our consultants face every day.

The Innovation centre offers career prospects in the content of embedded mobile applications. Operating systems (Android, iPhone, Bada, etc.) are constantly evolving, and Amaris engineers evolve with them.

Engineering & High Technologies: *Research & Development, Commercial Production, Product Management, etc.*

Our activity in Engineering and High Technology allows us to support our clients in their projects with a high added technological value.

Amaris engineers capitalise on their multi-sector expertise to achieve, from one project to the next, a genuine transfer of know-how in terms of technologies, methodologies and processes. They work in many fields of activity, including transport (Automotive, Rail, Aeronautics and Naval), aerospace, defence, biomedical, telecommunications, electronics, energy, industrial and home automation.

Amaris engineers are able to work at all stages in the product life cycle: from feasibility studies to the production phase, by way of research and development, and engineering.

Depending on our clients' needs, they contribute their expertise on the product's technical characteristics, on functional problems or those associated with process management.

Biotechnology & Pharmaceuticals

Amaris offers multiple services to biotechnology companies and pharmaceutical labs, from support for product development to the design of internal procedures. Our teams' objective is to optimise procedures, improve productivity, ensure quality and reduce costs.

We bring technical solutions to all levels of the value chain: from clinical research to administrative and commercial management of projects as part of research and development of new technologies in the health-care sector.

Our HEMA (Health Economics & Market Access) department focuses its activity on medical and economic assessment. These studies are used in negotiating prices, reimbursement issues and market access strategies.

The problem areas studied cover epidemiology, measuring the impact of a pathology, clinical and economic evaluation. We operate through a structured portfolio of projects including publications, value dossiers, market access toolkits and tenders in new health-care technologies.