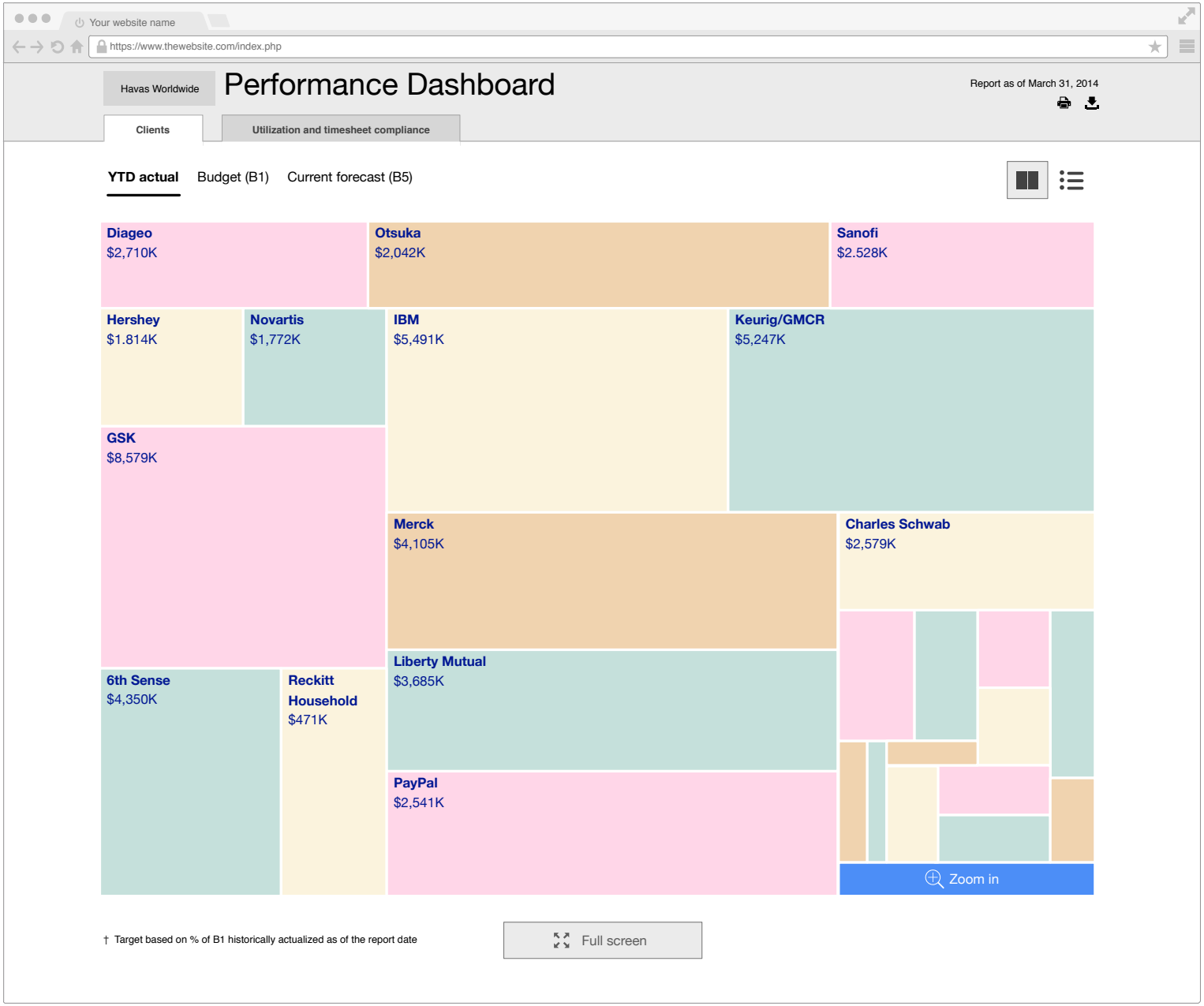
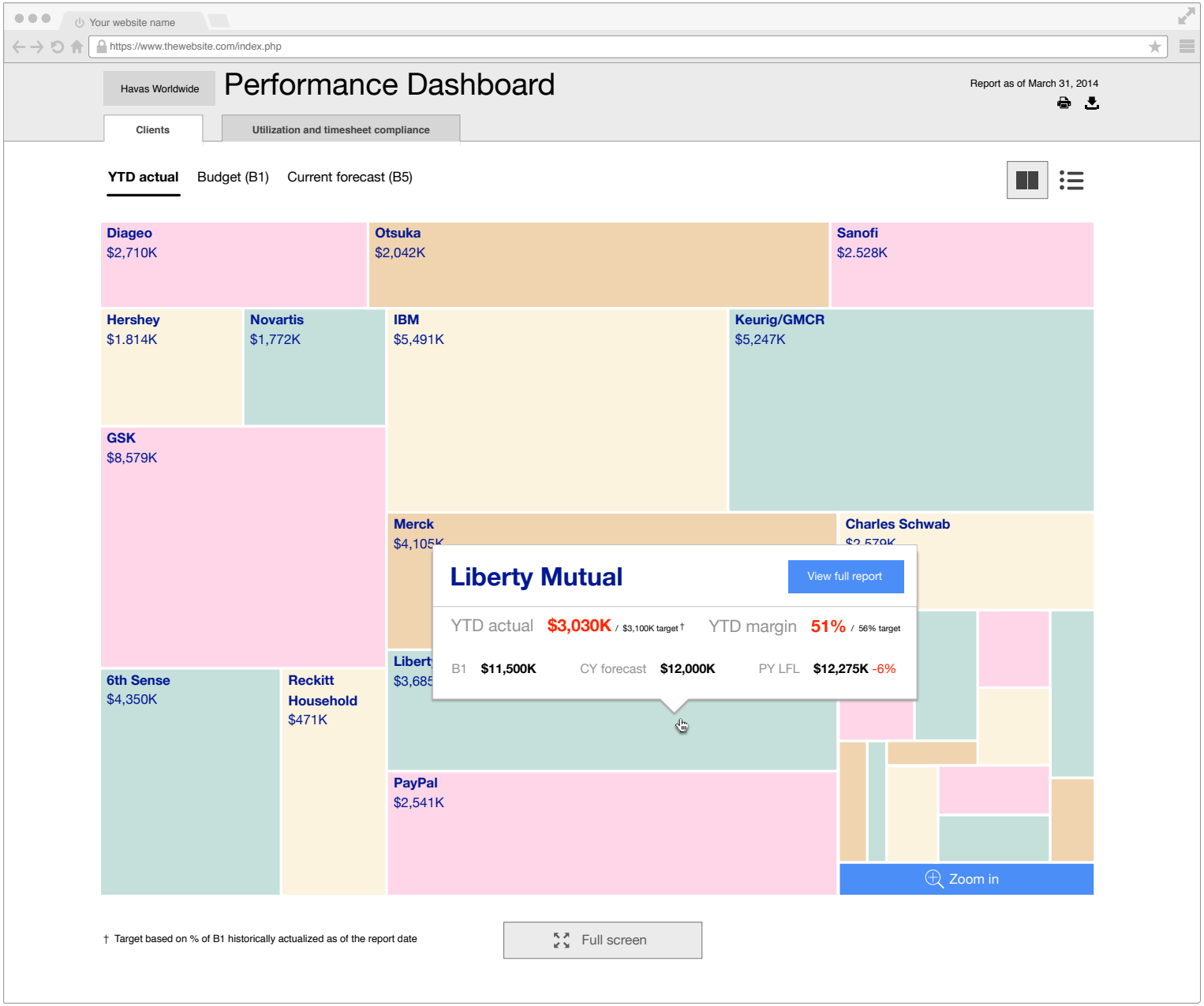
Executive Summary / Default Chart View



Executive Summary / Chart View / Click or tap on client



Executive Summary / Default Table View

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Havas Worldwide

Performance Dashboard

Report as of March 31, 2014

Clients | Utilization and timesheet compliance

B1 **$11,500K** | YTD actual **$3,030K** / $3,100K target † | YTD margin **51%** / 56% target

CY forecast **$12,000K** | PY LFL **$12,275K** -6% | Committed **$8,050K** | Pending **$1,075K** | "Go Get" **$2,875K**

Client	Prior year (2013) revenue $K	Budget (B1) $K	Current forecast (B5) $K and prior year % variance		YTD revenue $K and % of YTD B1 target †	YTD client margin vs. 56% target
Client A	12,275	11,500	12,000	+5%	3,030	51%
Client B	*n/a*	5,000	4,000	-10%	1,200	58%
Client C	2,000	2,100	2,200	+20%	1,525	48%
Client D	2,500	1,200	1,200	+10%	560	57%
Client E	9,100	9,500	6,800	-15%	2,280	60%
Client F	100	600	800	+25%	410	61%
Client G	13,000	13,000	13,200	+5%	4,500	59%
Client H	*n/a*	5,000	4,000	-10%	1,200	58%
Client I	2,000	2,100	2,200	+20%	1,525	48%
Client J	2,500	1,200	1,200	+10%	560	57%
Client K	9,100	9,500	6,800	-15%	2,280	60%
Client L	100	600	800	+25%	410	61%
Client M	13,000	13,000	13,200	+5%	4,500	59%
Client N	*n/a*	5,000	4,000	-10%	1,200	58%
Client O	2,000	2,100	2,200	+20%	1,525	48%
Client P	2,500	1,200	1,200	+10%	560	57%
Client Q	9,100	9,500	6,800	-15%	2,280	60%
Client R	100	600	800	+25%	410	61%
Client S	13,000	13,000	13,200	+5%	4,500	59%
Client D	2,500	1,200	1,200	-10%	560	57%

40% 60% 80% 100% 120%

† Target based on % of B1 historically actualized as of the report date

Client Detail

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Clients | Utilization and timesheet compliance

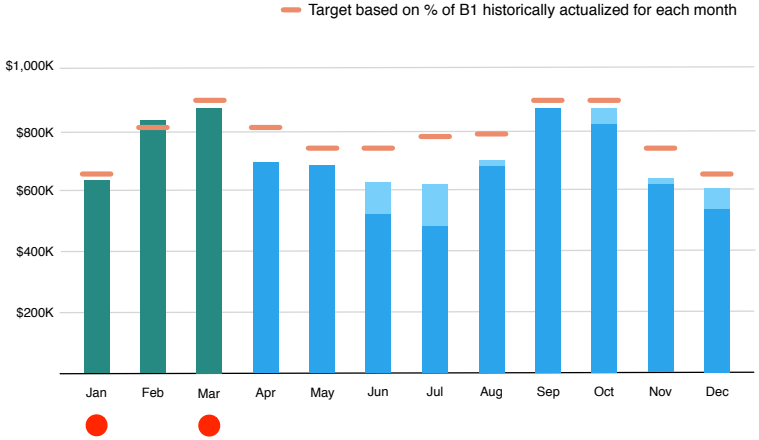
Back | **Client A**

NYSE: ABC 87.54 +2.10 (+3%) | **52 week** 65.72 - 88.13

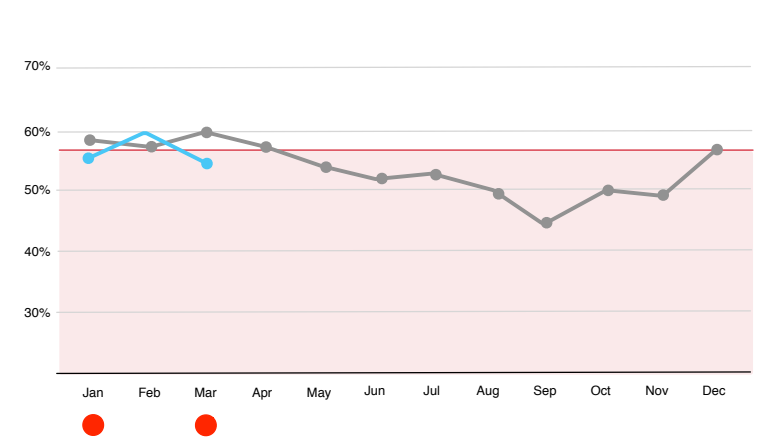
B1 **$11,500K** | YTD actual **$3,030K** / $3,100K target † | YTD margin **51%** / 56% target

CY forecast **$12,000K** | PY LFL **$12,275K** -6% | Committed **$8,050K** | Pending **$1,075K** | "Go Get" **$2,875K**

Actual by month



YTD margin by month



† Target based on % of B1 historically actualized as of the report date

Utilization and Timesheet Compliance

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Performance Dashboard

Report as of March 31, 2014

Clients | Utilization and timesheet compliance

	Last month utilization			Timesheet compliance		
Client	**# employees**	**% client related** vs. 75% requirement	**% billable**	**Delinquent**	**Pending**	**Total**
Account	500	77%	60%	20	5	25
Broadcast	300	95%	90%	20	5	25
Creative	2,500	80%	78%	20	5	25
Executive	50	88%	40%	20	5	25
Experience Design	30	74%	70%	20	5	25
Finance HR	20	*n/a*	*n/a*	20	5	25
New Biz	150	80%	*n/a*	20	5	25
Operations	250	*n/a*	*n/a*	20	5	25
Planning	800	76%	67%	20	5	25
Print Production	600	80%	70%	20	5	25
Project Management	750	70%	55%	20	5	25
Studio	350	105%	98%	20	5	25
Technology	600	100%	71%	20	5	25
Total	**16,000**	**78%**	**74%**	**260**	**65**	**325**

40% 60% 80% 100% 120%