

Press release

31/01/2013

Publication of Q4 2012 revenues

Pursuing profitable growth which is set to gather pace in Northern Europe in 2013 via the acquisition of IndustrieHansa in Germany

Strong growth in 2012 revenues (+4.3%)
Sustained growth abroad (+6.1%)
R&D profile heightened

Commenting on Altran's Q4 performance, Group Chairman and Chief Executive, Philippe Salle stated, "Altran continued to pursue profitable growth in 2012, a trend underscoring the relevance of the Group's 2012-2015 strategic plan. The acquisition of the German company, IndustrieHansa, will serve to strengthen Altran's market share and profitability in Germany in 2013".

2012 revenues came out at €1455.9m, vs. €1419.5m in 2011, implying organic growth ⁽¹⁾ of 4.3% and economic growth ⁽²⁾ of 3.6%.

Altran's Q4 performances confirm growth trends observed throughout the year, with revenues of €379.0m over the quarter, vs. €370.6m in Q4 2011, implying organic growth ⁽¹⁾ of 4.0% and economic growth ⁽²⁾ of 2.6%.

Consolidated 2012 revenues:

(€m)	Q4 2011	Q1 2012	Q2 2012	Q3 2012	Q4 2012	2011	2012
Revenues, excluding contributions of companies acquired and/or divested (A)	364.6	370.4	362.2	344.2	379.0	1395.5	1455.9
Contribution of companies acquired and/or divested (B)	6.0	0.7	(0.7)	-	-	24.0	-
TOTAL REVENUES (A)+(B)	370.6	371.1	361.5	344.2	379.0	1419.5	1455.9

The breakdown of organic growth (1) by geographic zone is as follows:

1) Organic growth calculated on a like-for-like basis

2) Economic growth = organic growth restated for the forex impact and the change in the number of working days

- France: +2.7 %
- Southern zone: +1.5 %
- Northern zone: +6.3 %
- Rest of the World (RoW): +46.1 %

All regions contributed to revenue growth, with an increase of 2.7% in France and of 6.1% abroad. The Rest of the World (RoW) zone (US, China, India) continued to perform well thanks notably to strong sales growth in the nuclear segment in the US and the ramp-up of group sales in the emerging markets.

By region, Q4 2012 organic growth ⁽¹⁾ was as follow: +1.3 % in France, +6.0% in Northern Europe, +2.0% in Southern Europe and +55.0% in the RoW zone (US, Asia, China).

By activity segment, revenue growth was driven by buoyant business in the Aerospace, Defence and Railways (ASDR) sector, the Energy, Energy Industry and Life Sciences (ELiS) activity and, to a lesser extent, the Telecoms and Media (TEM) segment.

In 2012, the Group reinforced its positions in R&D Consulting which accounted for 72% of consolidated revenues at year-end (+6.1% on 2011 levels).

Headcount and invoicing rate

At 31 December 2012, the total headcount stood at 18,130 (including 16,126 consultants), implying a net increase of 336 on end-September 2012 staff levels and of 800 over 12 months. The invoicing rate came out at 84.4 % at end-December, compared with 84.1% at end-September 2012.

Outlook

The Group has confirmed a significant improvement in profitability in 2012 and that its cash generation is ahead of the 2015 strategic plan target .

The acquisition process of the German company, IndustrieHansa, is running to plan and the deal will be finalised in February. This acquisition will contribute actively to growth in Group earnings. It will also bolster Altran's presence with large German accounts and open the door to developing new business with other major players.

About Altran

As global leader in innovation and high-tech engineering consulting, Altran accompanies its clients in the creation and development of their new products and services. Altran's "Innovation Makers"⁽³⁾ have been providing services for thirty years to key players in the Aerospace, Automotive, Energy, Railways, Finance, Healthcare and Telecoms sectors. Covering every stage of project development from strategic planning through to manufacturing, Altran's offers capitalise on the Group's technological know-how in four key areas: Product Lifecycle Management, Mechanical Engineering, Embedded and Critical Systems, and IT Systems.

In 2012, the Group generated revenues of €1456m. Altran has a staff of 18,000 employees worldwide.

www.altran.com

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Financial calendar

- 14 March 2013 2012 results
- 30 April 2013 Publication of Q1 2013 revenues
- 30 July 2013 Publication of Q2 2013 revenues
- 5 September 2013 2013 interim results
- 31 October 2013 Publication of Q3 2013 revenues