

Press release

18/02/2013

Acquisition

Altran finalises IndustrieHansa acquisition in Germany placing it among top five in this market

Altran, the global leader in innovation and high-tech engineering, announced that it has finalised the acquisition of 100% of IndustrieHansa, a major engineering and consulting group based in Germany. Its results will be consolidated in Altran's financial statements as of 2013.

This major acquisition, which is in line with the "2012-2015 strategic plan" announced by Philippe Salle, Altran's Chairman and Chief Executive, will boost the Group's market share in Germany and help step up its expansion in what is now Altran's second largest market after France. Having moved into fifth position in Germany, Altran has become one of the undisputed leaders in this growing market.

IndustrieHansa generated stronger-than-expected sales growth in 2012 and posted full-year revenues of EUR161m (based on German accounting standards). This profitable growth trend has continued into 2013. IndustrieHansa's solid and long-standing positions with major accounts, such as Audi, BMW, Daimler, EADS and Siemens Energy, will provide Altran with a major source of growth opportunities.

The integration of the Altran and IndustrieHansa teams should be relatively smooth thanks to the synergies between the two groups, as well as the complementarity of their activities and their common entrepreneurial culture.

Commenting on the operation, Philippe Salle, Chairman and Chief Executive of the Altran Group, said, *"The acquisition of IndustrieHansa will enhance EPS as of the first year. It is perfectly in line with Altran's strategy aimed at reinforcing client support notably for its major international accounts and in the field of complex projects. The complementary skills of the French and Germany companies offer real value-added in many areas, notably the Automotive, Aeronautics and Energy sectors."*

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 Makers¹ 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 & Critical Systems, and IT Systems.

In 2012, the Group generated revenues of €1456m. Altran now has a staff of 20,000 employees in more than 20 countries.

www.altran.com.

About IndustrieHansa

Founded 35 years ago, IndustrieHansa is a consulting and engineering firm specialised in the Automotive, Aeronautics and Energy sectors. Based in Munich, this German company has enjoyed strong growth, currently has a staff of 1,800 employees and generated revenue of EUR161m in 2012 (under German accounting standards).

www.industriehansa.de/en.html

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