

## Press release

14/06/2013

### **Altran and Beyondsoft set up a joint-venture in China: Altran-Beyondsoft (Beijing) Technologies Co., Ltd.**

Altran, a European company, global leader in innovation and high-tech engineering consulting, and Beyondsoft Corporation, one of Asia's leading full-spectrum IT services and industry solution providers with global delivery capabilities, set up a joint-venture (JV) in China, Altran-Beyondsoft (Beijing) Technologies Co., Ltd. Altran will initially own 51% and Beyondsoft 49% of this joint-venture.

China is a key market for Altran in Asia, where the Group is pursuing development in line with the strategic plan launched in 2011 by Philippe Salle, Chairman and Chief Executive of the Altran group.

The creation of Altran-Beyondsoft (Beijing) Technologies occurs after more than a year of intense and successful co-operation between Altran and Beyondsoft in China. Altran-Beyondsoft (Beijing) Technologies will thus begin operations immediately in the People's Republic of China, delivering software engineering services focused on "Intelligent Systems", one of the global solutions of Altran and one of the software R&D expertise of Beyondsoft. With 450 billion intelligent interactions per day expected in 2020, Intelligent Systems are set to transform the world we live in and break down the boundaries between industrial players. These systems will permit people to stay connected wherever they are: at home, in the car, on a plane.

Altran and Beyondsoft both believe that the three factors underpinning the success of the Intelligent Systems of tomorrow will be greater user focus, the safe and secure integration of technologies and profitability.

Altran-Beyondsoft (Beijing) Technologies will deliver R&D services in the field of Connectivity, Electronics, and Software Engineering to clients from the "Telecom" & "Automotive" sectors located in China.

The initial focus will be European Telecom Equipment manufacturers, who are increasingly developing their R&D investments in closer proximity to their primary and growing Asian market. As such, they require local, high-quality and high-efficiency R&D services in China.

Altran-Beyondsoft (Beijing) Technologies will also rapidly leverage the Altran group expertise in the field of the Connected Car, for which China is expected to be quickly one of the first world markets thanks to Chinese customer's habits.

David Nicolas, CEO of Altran China, South & East Asia stated: "*The Telecommunication & Connectivity market is made of over 1 billion mobile phone subscribers in China, 25 billion USD invested in network infrastructure in 2012 and already more than 200 million IPTV users and one of the world's largest installed bases of smartphones, tablets and connected devices. In this market, Altran-Beyondsoft (Beijing) Technologies is a key asset for the short term sales and delivery of competitive, innovative and Intelligent Connectivity Engineering Services, localized in China, which will foster long-term and successful development of Altran Group in the country*".

Aaron Liu, EVP of Beyondsoft commented: "*Beyondsoft is deeply rooted in Asia, especially China, focusing on customers' efficient operation and business value maximization. R&D of intelligent systems and application has been widely embraced by Beyondsoft in the field of logistics, home, and automotive, and our joint venture with the global leader in innovation is powerful convergence of advanced technology, streamlined processes, proven centers of excellence and intelligent talents from Europe and China. Altran-Beyondsoft (Beijing) Technologies initiates a brand new collaboration model between China and European companies in high-tech service sector. I believe it will benefit telecom and automotive companies in China.*"

### **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<sup>1</sup> 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 to manufacturing, Altran's offers capitalise on the Group's technological know-how in four key areas: Lifecycle Experience, Mechanical Engineering, Intelligent Systems and IT Systems.

In 2012, the Group generated revenues of €1,456m. Altran now has a staff of 20,000 employees in more than 20 countries.

<http://www.altran.com>

### **About Beyondsoft**

Beyondsoft (Shenzhen Stock Exchange listed, 002649) is one of Asia's top-notch, full-spectrum IT services and industry solution providers with global delivery capabilities. Beyondsoft focuses on IT consulting, R&D Engineering, IT Services, System Integration, and Business Process Outsourcing (BPO) services for diversified verticals of High-Tech, Internet, Financial Services, Telecommunications, Consumer Electronics, Manufacturing, Pharmaceuticals, Healthcare, Automobile, Media, Energy, Education and Government sectors. Beyondsoft also has the best track record of delivering technology leadership and operation excellence for the Fortune 500 and top technology companies.

[www.beyondsoft.com](http://www.beyondsoft.com)

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<sup>1</sup> Employees of the Altran group

## Financial calendar

Friday 28, June 2013

Tuesday 30, July 2013

Thursday 5, September 2013

Thursday 31, October 2013

Annual General Meeting

Publication of Q4 2013 revenues

Publication of H1 2013 results

Publication of Q4 2013 revenues

## Investor relations

### Altran Group

#### Philippe Salle

Chairman and Chief Executive

Tel: 33 1 46 17 49 66

### Olivier Aldrin

#### Senior Vice-President and CFO

Tel: 33 1 46 17 49 69

[comfi@altran.fr](mailto:comfi@altran.fr)

## Financial press relations

### Publicis Consultants

#### Véronique Duhoux

Tel: 33 1 44 82 46 33

[veronique.duhoux@consultants.publicis.fr](mailto:veronique.duhoux@consultants.publicis.fr)

### Caroline Decaux

Tel: 33 1 44 82 46 38

[caroline.decaux@consultants.publicis.fr](mailto:caroline.decaux@consultants.publicis.fr)