

## Press release

30 July 2013

### Financial results: organic growth gathers pace in Q2 2013

#### H1 2013 Revenue: +10.5% to €809m

Commenting on Altran's H1 revenues, Group Chairman and Chief Executive, Philippe Salle stated, "*Given the economic environment in Europe, I am satisfied with Altran's organic growth result in the second quarter. This performance, coupled with the acquisition of IndustrieHansa, validates the Group's 2015 strategy, notably with respect to expanding its international exposure via organic growth and acquisitions. At the same time, a rigorous management strategy has been implemented to boost Group productivity. The improvement in the invoicing rate to 85.3% in Q2 is proof that this strategy is already bearing fruit, and underscores the mobilisation of all of our teams.*"

**In Q2 2013**, consolidated revenue rose by more than 14% to €412m, implying organic growth of 3.2% on Q2 2012 levels, of which +8.4% abroad.

**In H1 2013**, Group revenue came out at €809.2m, up 10.5% on H1 2012 levels (€732.6m). This implies organic growth<sup>1</sup> of 1.1% and economic growth<sup>2</sup> of 2.7%.

This strong performance was driven by the revenue contribution from IndustrieHansa (consolidated as of 1 February 2013), coupled with a sustained increase in Altran's international activities (organic growth of 5.6%). At the same time, in France, the Group pursued its strategy of refocusing on more profitable activities (organic growth of -3.1%).

Altran's organic growth in H1 2012 breaks down as follows:

- . France: -3.1%
- . Northern Europe: +4.3%
- . Southern Europe: +3.0%
- . Rest of the World (RoW): +35%

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<sup>1</sup> Organic growth calculated on a like-for-like basis

<sup>2</sup> Economic growth = organic growth restated for the forex impact and the change in the number of working days

## Trends in quarterly revenues break down as follows

(€m)	Q2 2012	Q3 2012	Q4 2012	Q1 2013	Q2 2013
Revenue, excluding contributions of companies acquired and/or divested (A)	362.2	344.2	379.0	370.5	370.3
Contribution of companies acquired and/or divested (B)	(0.7)	-	-	26.5	41.9
<b>TOTAL REVENUE (A)+(B)</b>	<b>361.5</b>	<b>344.2</b>	<b>379.0</b>	<b>397.0</b>	<b>412.2</b>

## Invoicing rate

The Q2 2013 invoicing rate came out at 85.3%, up sharply on Q1 2013 (82.9%) and topping the Q2 2012 level of 84.8%.

This improvement underscores the impact of productivity-enhancement measures implemented by the Group in several of its operating countries.

Trends in the invoicing rate are as follows:

	Q2 2012	Q3 2012	Q4 2012	Q1 2013	Q2 2013
Invoicing rate	84.8%	84.1%	84.4%	82.9%	85.3%

## Trends in staff levels

At 30 June 2013, the Group's total headcount stood at 20,092 employees, stable on Q1 2013 levels.

## Outlook

On the basis of the information currently at its disposal, management has confirmed that consolidated profitability in 2013 will be in line with the objectives laid down in the Group's 2015 Strategic Plan.

Altran will publish its 2013 interim results on 5 September before market opening.

## About Altran

As global leader in innovation and advanced engineering consulting, Altran accompanies its clients in the creation and development of their new products and services. Altran's Innovation Makers<sup>3</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>

## Financial Calendar

Thursday 5<sup>th</sup> September 2013

Thursday 31<sup>st</sup> October 2013

2013 Half-year results

2013 3<sup>rd</sup> quarter revenues

## Altran contacts:

### 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

#### Caroline Decaux

Tel: 33 1 44 82 46 38

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

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<sup>3</sup> Employees of the Altran group