

## Press release

17 October 2013

### Analyst Day

## **Altran increases its position as a global partner in innovation and confirms the financial objectives laid out in its 2015 strategic plan**

### **Innovation: a lever for growth and expertise**

Every day, 20,000 Innovation Makers<sup>1</sup>, Altran experienced engineers and consultants, bring innovation “Made in Altran” to life all over the world.

In line with its strategic plan for 2012-2015, Altran continues to increase its position as the key strategic partner for its clients’ innovation projects.

On the occasion of Altran Analyst Day event, scheduled for 16 and 17 October 2013, the Group has chosen to feature its subsidiary Cambridge Consultants, a veritable golden nugget that has, for 50 years, been transforming creative ideas into commercial realities. Cambridge Consultants boasts several research and innovation centres throughout the world. Every year, its laboratories perform complete product development, from concept to production. Such is the case for Prism 200, a discreet and lightweight radar that fits in a simple backpack. Placed against a wall, it provides precise information on the position and movement of people on the other side. This radar is particularly useful for anti-terrorist units in the field, as well as rescue teams responding to natural disasters.

Altran Chairman and Chief Executive, Philippe Salle, declared that: *“At Altran, innovation is in our DNA. We work daily to transform creative ideas into commercial realities. For example, at the Group’s subsidiary Cambridge Consultants, innovation is a major lever for growth and expertise. This enables Altran to provide a range of support solutions, from consulting to prototyping, adapted to meet its clients’ specific project needs.”*

### **Ambitious 2012-2015 strategic-plan objectives confirmed**

Midway through the Group’s 2012-2015 strategic plan (presented by Philippe Salle in October 2011), and despite tough economic conditions, Altran has been delivering strong growth in its business and income for the past two years. Moreover, the Group is expected to generate profitable growth throughout 2013.

The 12 projects announced in 2011 were launched with a view to guiding the Group in its transformation, and quest for growth and financial efficiency.

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

Significant operations include:

- Disposals of non-strategic businesses (Arthur D. Little, Hilson Moran, activities in Brazil, etc.),
- Recovery and optimisation of “non-core” countries,
- Acquisitions in strong growth-potential markets (IndustrieHansa in Germany, Sentaca in the UK, etc.),
- Development in China: revenues for H1 2013 are 4.5 times higher than those for full-year 2010 (signature of a joint venture with Beyondsoft),
- Strategic partnerships forged with more than 20 key accounts, including alliances with Vodafone, Bosch, Novartis, OHB, Intel, Safran, GDF Suez, etc. over the span of two years,
- Launch of two global solutions: Intelligent Systems and Lifecycle Experience.

These operations were carried out for the purposes of enhancing Altran’s position as the key strategic partner for its clients’ innovation projects.

On the strength of all of these factors, as well as potential acquisitions currently under review, Altran has confirmed its 2015 objectives, and is targeting:

- €2bn revenues, while maintaining its dynamic acquisition strategy,
- EBITA equal to, or higher than, 11% (12% at the top of the cycle),
- Free Cash Flow of 3-6% at the top of the cycle (compared with 2-4% in the initial plan).

Philippe Salle stated: *“For the past two-and-a-half years, Altran has been keeping its promises and going all out to achieve its 2015 goals in spite of an unfavourable economic environment. We will step up Altran’s development, notably by focusing on three strategic pillars: product development and the launch of two global solutions (Intelligent Systems and Lifecycle Experience), to ensure an upmarket impetus for our offerings and to boost growth for the Group on target markets. This strategy will also enhance Altran’s position as a key strategic partner for its clients’ innovation projects”.*

## Financial calendar

31 October 2013: Q3 2013 revenues

## 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>2</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 Information 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>

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<sup>2</sup> Employees of the Altran group

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