

# PRESS RELEASE

# Organic growth of 3.3% in the third quarter and of 2.1% in the first nine months of 2013

(Paris – 12 November 2013, 6:00 pm CET) – Assystem S.A. (ISIN: FR0000074148 - ASY), a leading innovation and engineering consultancy, today announced its consolidated revenue for the third quarter of 2013, which ended 30 September, and for the first nine months of the year.

# 2013 consolidated revenue and % change versus 2012 (unaudited)

€m	2012	2013	Reported change	Organic change*
Third quarter	202.0	208.6	+3.3%	+3.3%
France	118.2	122.6	+3.7%	+3.7%
International	83.8	86.0	+2.6%	+2.6%
First nine months	629.1	644.6	+2.5%	+2.1%
France	381.9	384.0	+0.5%	+1.1%
International	247.2	260.6	+5.4%	+3.7%

NB: In the third quarter, the scope of consolidation was exactly the same in both 2012 and 2013. First nine-month 2013 figures reflect the changes in scope of consolidation resulting from the disposal of Anafi in late May 2012 and the consolidation since 1 February 2012 of international operations managed from Dubai.

\* at current exchange rate.

#### **THIRD QUARTER 2013 REVENUE**

In the third quarter of 2013, consolidated revenue rose by 3.3% year-on-year. In France, the return to growth observed in the second quarter continued into the third, with a 3.7% gain. Growth in international markets, at 2.6%, was impacted by a significant currency effect related to the British pound.

#### FIRST NINE MONTHS: SUSTAINED GROWTH IN STRATEGIC MARKETS

Consolidated revenue for the first nine months of the year stood at €644.6 million, up 2.5% as reported. Excluding the unfavourable calendar effect (two fewer business days in the 2013 period) and at constant exchange rates, organic growth came to 4.0%.

In **Complex Infrastructure Engineering**, Assystem has delivered solid growth, with gains of 4.9% as reported and 4.1% on an organic basis, led by the sustained momentum in the nuclear markets (up 14%). The on-site technical assistance services business improved thanks to the initial adjustment initiatives undertaken, while market conditions remained mediocre in the conventional energy segments.

Revenue from **Outsourced R&D**<sup>1</sup> rose by 0.7% over the period, with first-half trends remaining operative in both the aerospace segment (up 8.1%) and automotive market (down 6.5%). In France, the automotive business has declined by 26% since the beginning of the year. It accounted for 13% of consolidated nine-month revenue and 46% of international business (up 36% over the period).

<sup>&</sup>lt;sup>1</sup> The Outsourced R&D segment comprises the Aerospace Engineering and Technology & Product Engineering business units.

# **WORKFORCE AND INVOICING RATE**

Assystem had 11,092 employees at 30 September 2013, representing a net increase of 347 people since 31 December 2012. The operational invoicing rate came to 91.5% for the first nine months of the year.

# **2013 OUTLOOK**

In a persistently uneven economic environment, Assystem should come in at the lower end of the targets set for the year. The Group is pursuing the adjustment initiatives undertaken in the first half and is continuing to invest outside France.

## **INVESTOR CALENDAR**

- 10 February 2014: 2013 FY Revenue

Assystem is an international Engineering and Innovation Consultancy. As a key participant in the industry for more than 45 years, Assystem supports its customers in developing their products and managing their capital expenditure throughout the product life cycle. Assystem employs 11,092 people worldwide and reported €855 million in revenue in 2012. The Company is listed on NYSE Euronext Paris.

For more information, please visit <u>www.assystem.com</u> - Follow Assystem on Twitter: <u>@anewpath2growth</u>

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# **APPENDICES**

# REVENUE BY BUSINESS UNIT, THREE MONTHS ENDED 30 SEPTEMBER 2013

€m	Q3 2012	Q3 2013	Reported change	Organic change*
Infrastructure Engineering & Operations	83.0	88.7	+6.9%	+6.9%
Aerospace Engineering	58.0	60.9	+5.0%	+5.0%
Technology & Product Engineering	61.0	59.0	-3.3%	-3.3%

NB: In the third quarter, the scope of consolidation was exactly the same in 2012 and 2013.

# REVENUE BY BUSINESS UNIT, NINE MONTHS ENDED 30 SEPTEMBER 2013

€m	9 Months 2012	9 Months 2013	Reported change	Organic change*
Infrastructure Engineering & Operations	257.8	270.5	+4.9%	+4.1%
Aerospace Engineering	175.2	189.3	+8.1%	+8.1%
Technology & Product Engineering	196.1	184.8	-5.8%	-5.8%

<sup>\*</sup> at current exchange rate.

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