

Press release

30 January 2014

Publication of Q4 2013 Revenues

2013: a year of conquest and accomplishment for Altran

2013 revenues: up 12.1% to €1.633bn

Q4 2013 revenues: up 13.1%

Further growth in invoicing rate: up to 85.5% in Q4

At the consolidated level, Altran reported further growth in Q4 2013 with revenues up 13.1%, implying organic¹ and economic² growth of 1.9% and 2.7%, respectively, over the period.

As expected, measures undertaken by the Group in H1 2013 boosted business levels in H2, driving up full-year revenues by 12.1%, to €1.633bn, implying organic and economic growth of 1.7% and 2.5% respectively, in 2013.

Commenting on Altran's Q4 revenues performance, Group Chairman and Chief Executive Philippe Salle declared, *"Since 2011, the Group has respected all of its commitments. 2013 was a year of growth, development and recruitment. The positive impact of Altran's more extensive range of skills and offerings, our new organisation and the constant, dynamic efforts invested to implement our strategic plan began to feed through during the second half of 2013 and will really bear fruit in 2014. The Group is now fully equipped to seize growth opportunities throughout the world and invent tomorrow's products and services."*

2013 consolidated revenues:

(€m)	Q4 2012	Q1 2013	Q2 2013	Q3 2013	Q4 2013	2012	2013
Revenues, excluding contributions of companies acquired and/or divested (A)	379.0	370.5	370.3	353.6	386.3	1455.9	1480.5
Contribution of companies acquired and/or divested (B)	-	26.5	41.9	41.2	42.5	-	152.3
TOTAL REVENUE (A)+(B)	379.0	397.0	412.2	394.8	428.8	1455.9	1632.8

¹ Organic growth calculated on a like-for-like basis

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

2013; a year of conquest and accomplishment for Altran

In 2012, the Group laid down the basis of its strategic plan, namely to refocus on its core activities and regions, implement the key management decisions, in terms of restructuring, organisation and finance, and to launch the debate on how to revamp the Group's offering.

In 2013, Altran's first achievements included:

- Strategic acquisitions carried out in strong growth markets (IndustrieHansa in Germany and Sentaca in the UK) and the search for synergies;
- Several targeted acquisitions carried out for the purposes of integrating complementary skills: Aircad in France (private-jet retrofit), Scalae AB in Sweden (innovative products development);
- The roll-out of the Group's two global solutions: Intelligent Systems (connectivity, industrial Internet) and Lifecycle Experience (innovation cycle, shortened industrialisation processes, product and services distribution);
- The creation of two joint-ventures in China; the first of which with Beyondsoft (Intelligent-Systems based engineering systems) and the second, set up, on 27 January 2014, with Shanghai-based Launch Automotive Design (specialised in automobile design).

Further growth in staff levels and the invoicing rate

In Q4 2013, the total headcount rose 1% bringing the number of employees to 20,427 at 31 December 2013, compared with 20,217 at 30 September 2013. The increase on end-Q3 levels includes the net recruitment of 228 consultants in Q4.

The invoicing rate continued to improve in Q4 2013 reaching 85.5% at the end of the period, compared with 85.0% at 30 September 2013 and 84.4% at 31 December 2012.

	Q4 2012	Q1 2013	Q2 2013	Q3 2013	Q4 2013
Invoicing rate	84.4%	82.9%	85.3%	85.0%	85.5%

Outlook

On the back of Altran's dynamic sales performances in Europe and the rest of the world, as well as the favourable reaction to its new offerings, and the outstanding accomplishments of its teams, the Group is confident that it will be able to achieve the ambitious objectives targeted in its 2012-2015 strategic plan.

Financial Calendar

13 March 2014:	Publication of 2013 Results
30 April 2014:	Publication of Q1 2014 Revenues
13 June 2014:	Annual General Meeting
29 July 2014:	Publication of Q2 2014 Revenues
4 September 2014:	Publication of H1 2014 Results
31 October 2014:	Publication of Q3 2014 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 Makers³ 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 five key areas: Lifecycle Experience, Product Development, Mechanical Engineering, Intelligent Systems and Information Systems.

In 2013, the Group generated revenues of €1,633m. Altran now has a staff of almost 21,000 employees in more than 20 countries.

www.altran.com

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³ *Employees of the Altran group*