



Press release

Paris, 31 January 2011

## STRONG ORGANIC GROWTH IN 2010

In €M	2009	2010	Change
Turnover	857.1	916.6	+6.9%
of which France	593.6 i.e. 69.3%	633.1 i.e. 69.1%	+6.7%
of which International	263.5 i.e. 30.7%	283.5 i.e. 30.9%	+7.6%
Headcount	11,300	12,600	+11.5%

### 2010 ACTIVITY:

Growth accelerated throughout 2010, mainly from the second quarter:

- Turnover totalled €916.6M, up 6.9% (6.3% excluding the foreign exchange effect). On a comparable basis activity rose 7.7% (i.e. 7.5% in France and 8.1% internationally).
- In the last quarter, organic growth reached 14% in France and internationally.
- The most buoyant sectors are still Aerospace, Automotive, Energy and Electronics as well as the Insurance sector where Alten increased market share significantly in 2010.

To support the growth, Alten considerably increased its rate of recruitment in the fourth quarter (40% of net recruitments in 2010). Over 1300 engineers and consultants joined the Group this year. The activity ratio has stabilised at 93%, a very satisfactory level.

### EXTERNAL GROWTH:

After a 2009 marked by a freeze in the acquisitions market, the upturn in activity in 2010 has enabled us to reinitiate the negotiating and merger processes.

- Alten acquired a 19% stake in the capital of the Phoebe-Ingénica engineering group so that together they occupy a dominant position on all the energy markets both for design (Alten) and deployment (Ingénica).
- Alten created the ALTEN SIR GTS joint venture in association with Criteres Testing enabling them to pool their expertise and commercial presence in project management and consulting in Testing, in order to further develop this key activity.

- At the end of January 2011, Alten signed a “Master Agreement” with a view to acquiring a company located in the USA and in India (\$20M turnover, 580 employees) in the Telecoms and MS Technologies sector.

## **2011 OUTLOOK**

The start of 2011 has continued where 2010 left off.

Demand remains dynamic, buoyed by technological breakthrough projects in several industry sectors (Automotive, Aerospace, Energy, etc).

Therefore, Alten should reach an organic growth target of at least 8% over the year.

Alten will continue its external growth strategy, in order to accelerate its development, mainly on an international level.

## **NEXT PUBLICATION**

Annual Results 2010: Wednesday 2 March 2011 before markets open.

*As the European Leader in Technology Consulting and Engineering, ALTEN carries out design and research projects for the technical and IT divisions of major clients in industry, telecoms and services. ALTEN's stock is listed on 'compartment B' of the Euronext Paris stock exchange (ISIN FR0000071946). It is part of the SBF 120, the IT CAC 50 and MIDCAP 100 indices, and is eligible for the SRD.*

### **Technology Consulting and Engineering**

For more information: [www.alten.fr](http://www.alten.fr)

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