



AL TEN

Press release:

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## BUSINESS ON THE FIRST QUARTER 2011: ROBUST ORGANIC GROWTH STRATEGIC ACQUISITION IN INDIA AND THE USA

In €m	2010	2011	Change %
<b>Turnover</b>	<b>223.2</b>	<b>261.5</b>	<b>+17.1%</b>
* France	153.4	179.9	+17.3%
* International	69.8	81.6	+16.9%
Workforce	11,450	13,100	<b>+14.4%</b>

### ACTIVITY

Activity of the first quarter of 2011 follows the trend initiated on the second half of 2010. Turnover grows significantly by 17.1% compared to the first quarter of 2010 (16.25% excluding exchange rate variations).

On a like-for-like basis, the activity of the Group increases by 17.3% (17.2% in France and 17.7% abroad).

The increase of technology investments in the Auto sector (hybrid and electric engines, electric vehicles etc.), as well as in Aeronautics and Energy, continues to drive business growth in Europe.

In order to support its development, and cope with staff turnover, Alten accelerated its recruitment pace. At the end of March, the Group had 13,100 employees, including 11,550 engineers.

The activity ratio of more than 92% for the first quarter of 2011 remains stable compared to previous year.

### EXTERNAL GROWTH

Alten has just finalized the acquisition of Calsoft Labs, based in India and the USA.

The 600 engineers of Calsoft Labs design and develop technological products, requiring expertise in the areas of electronics, onboard software, telecommunications networks, mobile platforms etc.

Calsoft Labs generated a turnover of around US\$22 million for the year 2010/2011.

This acquisition strengthens the offshore production capacity of Alten in strategic areas of expertise. It allows structured projects (workpackages), implemented by the European subsidiaries, to benefit from this know-how. It also enables Alten to be present in the U.S and on Asian markets.

With Alten India, Alten is already present in India, but thanks to Calsoft Labs, Alten becomes one of the European Technology Consulting and Engineering companies with the strongest presence in India

## **2011 OUTLOOK**

The outlook for 2011 is expected to remain good, as research and innovation budgets of the main customers should continue to increase compared to 2010.

In this context, and on a like-for-like scope of consolidation, Alten is expected to generate turnover in 2011 which is at least 10% above 2010.

Alten will also keep on with its strategy of external growth, mainly abroad, in order to accelerate its development.

*As the European Leader in Technology Consulting and Engineering (TCE), 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 (TCE)**

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

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