



Press release

Paris, April 29<sup>th</sup>, 2013

## BUSINESS IN THE FIRST QUARTER 2013

In €M	2012	2013	Var. %
<b>Turnover</b>	<b>306.6</b>	<b>312.1</b>	<b>+ 1.8 %</b>
<i>France</i>	197.6	196.9	- 0.4 %
<i>International</i>	109.0	115.2	+ 5.7 %
Effectifs	<b>15 330</b>	<b>15 750</b>	<b>+ 2.7 %</b>

### **BUSINESS AT MARCH 31<sup>ST</sup> 2013: +0.9% (+4.5% at constant number of working days)**

- At the end of March 2013, the consolidated turnover grew by 1.8% (-0.4% in France; +5.7 abroad) despite 2.3 fewer working days compared to the first quarter of 2012.
- On a like-for-like basis and exchange rate, business increased 0.9% (-0.4% in France; +3.2% abroad):  
**On a same number of working days, organic growth was 4.5%.**
- In general, the business experienced a lower growth this quarter due to a general slowdown in the economy. For the Group, in particular, the business has been impacted by the restructuring carried out in Spain, the difficulties faced by automakers in France and an unfavorable calendar.
- As in 2012, the most dynamic sectors are Aerospace, Energy and the Rail.

### **2013 OUTLOOK**

- In order to respond to the financing of its acquisition policy, Alten has more than 75M€ of net cash at the end of March 2013.
- The activity ratio should still improve in the 2<sup>nd</sup> quarter despite, longer decision cycles, a tighter management of the investment budget, a reduced reactivity of the purchasers due to a lack of visibility.  
Despite an unfavorable calendar, organic growth is expected to be around 2% at the end of June 2013, in line with forecasts of the Group.

*Leader Européen de l'Ingénierie et du Conseil en Technologies (ICT), ALTEN réalise des projets de conception et d'études pour les Directions Techniques et DSI des grands comptes industriels, télécoms et tertiaires.*

*Le titre ALTEN est coté au compartiment B du marché d'Euronext Paris (ISIN FR0000071946), fait partie du SBF 120, de l'indice IT CAC 50 et du MIDCAP 100, et est éligible au SRD.*

**Ingénierie et Conseil en Technologies (ICT)**

Pour toutes informations: [www.alten.fr](http://www.alten.fr) - Contact : Matthieu Roquet Montégon 06 16 92 80 65