



Press Release

Paris, January 31st, 2014

2013 ANNUAL TURNOVER

SPEEDING UP OF INTERNATIONAL DEVELOPMENT: SIX ACQUISITIONS MADE IN 2013

In Euros Millions	2012	2013	Var.
Turnover	1,198.0	1,216.2	+ 1.5 %
France	757.7 or 63.2 %	751.0 or 61.7 %	- 0.9 %
International	440.3 or 36.8 %	465.2 or 38.3 %	+ 5.7 %
Headcount	15,950	16,000	

2013 ACTIVITY:

- In 2013, consolidated turnover amounted to € 1,216.2 million, which represents an increase of 1.5% compared to 2012.
Despite 2.4 fewer working days compared to 2012, business raised by 0.5%, on a like-for-like basis including exchange rate effect (-1% in France, 3.2 % abroad). On a same number of working days, organic growth would have been 1.5%.
In Germany and in Italy, business increased by more than 10%.
- In the fourth quarter, business totaled € 308.8 million, down 1.5% compared to the fourth quarter of 2012. On a like-for-like basis, it decreased by 2.5 % (-4.2% in France, 0.6 % abroad), penalized by one business day fewer compared to the fourth quarter of 2012. On a same number of working days, organic decrease would just have been 1%.

Aerospace, Energy, Defense and Security sectors were the most dynamics.

- The economic environment has proven difficult in 2013, particularly in Spain and to a lesser extent in France and Benelux.
ALLEN has nevertheless developed its market share and maintained its operating margin which should be equal to at least 10% in the second half.

ENERGY STIMULATING INNOVATION

Ingénierie et Conseil en Technologies (ICT)

Pour toutes informations: www.alten.fr / Contact : Matthieu Roquet Montégon - 06 16 92 80 65

EXTERNAL GROWTH: SIX ACQUISITIONS IN 2013

- In order to strengthen and accelerate its expansion into new markets, ALTEN purchased in 2013, six new companies, including one in France and five abroad (U.S., UK, Germany, Belgium).

In total, these companies represent:

- € 95.2 million annual turnover (including € 13 million in France)
- 865 engineers and consultants.

- The acquisition process of GECI ENGINEERING, a company specialized in business structure calculations, the integration of mechanical and electrical systems, is progressing according to schedule and should be finalized in February 2014

OUTLOOK 2014

The economic environment in 2014 is in line with 2013.

The relevance of Alten's positioning as well as the acquisitions in 2013 allow it to pursue its development in accordance with its margin policy.

The share of international business will account for more 40 % of the activity in 2014.

NEXT EVENT: 2014 Annual results, in February 26th, 2014 before the market opening

*As a European Leader in Technology Consulting and Engineering (TCE), ALTEN carries out design and research projects for Technical and IT divisions of major clients in industry, telecoms and services.
ALTEN's stock is listed in compartment A of the Euronext Paris market (ISIN FR0000071946); it is part of the SBF 120, the IT CAC 50 index and MIDCAP 100, and is eligible for the Deferred Settlement Service (SRD).*

For more informations: www.alten.fr
comfi@alten.fr

ENERGY STIMULATING INNOVATION

Ingénierie et Conseil en Technologies (ICT)

Pour toutes informations: www.alten.fr / Contact : Matthieu Roquet Montégon - 06 16 92 80 65