

Paris, January 25, 2017
17h40

FULL-YEAR 2016 REVENUE

- **Strong 13.5% increase in revenue**
- **Strong international growth: +23.2%**
- **10 acquisitions completed in 2016 (incl. 9 outside France)**

€ millions	2015	2016	YoY change
Revenue	1,540.9	1,748.3	13.5%
▪ France	795.3 million, i.e. 51.6 %	830.1 million, i.e. 47.5 %	4.4%
▪ International	745.6 million, i.e. 48.4 %	918.2 million, i.e. 52.5 %	23.2%
Headcount	20,400	24,000	17.6%

STRONG ACTIVITY INCREASE IN FULL-YEAR REVENUE 2016: +13.5%

Consolidated full-year 2016 revenue grew 13.5% year on year to €1,748.30 million.

On a like-for-like and constant exchange rate basis, business increased by 7.3% (up 3.4% in France and up 11.5% outside France), confirming the momentum observed throughout the year. International activity now stands for 52.5% of the activity of the Group.

In Q4, the Group reported a 13.1% increase in revenue to €453.8 million. On a like-for-like basis, business grew by 6.4% during the final quarter of the year (up 2.2% in France and up 10.8% outside France).

Despite seasonal fluctuations in 2016, growth developed throughout the year.

Southern Europe, North America and the UK reported sustained growth of over 10% in 2016. Organic growth improved as the year went on in Scandinavia (>10% in Q4); it turned positive again in Germany in H2 2016.

Activity growth is mainly driven by Automotive, Services/Finance and Aerospace.

EXTERNAL GROWTH: A NEW ACQUISITION COMPLETED IN GERMANY; 10 ACQUISITIONS SINCE JANUARY 2016

Alten continued to deploy a dynamic, targeted external growth strategy throughout the year.

The Group completed 10 acquisitions (including 9 outside France), representing an additional 1,700 consultants and cumulative annual revenue of €119 million.

In France, Alten acquired a Life Sciences company (estimated annual revenue of €19 million - 190 additional consultants).

Abroad, 9 companies reached the Group:

- 4 acquisitions in Europe: Germany, Italy and Romania (Revenue: €41 million - 450 consultants).
- 5 acquisitions in North America and India (Revenue: €59 million - 1,065 consultants).

OUTLOOK FOR 2017

Although 2017 starts in a context of geopolitical uncertainty both in Europe and the US, the activity remains well oriented. Alten has consolidated its positions in all the areas where the Group does business in 2016 and this should enable it to deliver positive organic growth once again in 2017 (assuming comparable economic conditions).

NEXT PUBLICATION:

Full-year 2016 results: Analyst meeting: February 22, 2017, 10:00 AM
Publication of press release: February 21, 2017, after trading

About ALTEN

For more information, go to www.alten.com/investors / Contact: Matthieu Roquet Montégon - +33 (0)6 16 92 80 65
As 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 shares are listed on compartment A of Euronext Paris (ISIN FR000001946). It is part of the SBF 120, IT CAC 50 and MIDCAP100 indexes and is eligible for the deferred Settlement Service (SRD).