

## Publication of Q2 2010 sales: €357.6m

Consolidated Q2 2010 sales rose 2.3% to €357.6m, implying a 3.8% like-for-like increase on Q2 2009 levels (€349.7m).

The group's French operations reported Q2 revenue of €163m, up 8% on Q2 2009 levels. At the international level, Q2 sales fell 2.2% to €192.3m. Arthur D. Little reported an increase of 5.9% on year-earlier levels.

Like-for-like, sales rose 7.5% in France and 0.4% abroad.

(€ million)	Q2 2009	Q3 2009	Q4 2009	Q1 2010	Q2 2010
Revenue, excluding contributions of companies acquired and/or divested and Arthur D. Little (a)	318.7	296.7	321.6	325.5	330.8
Contribution of companies acquired and/or divested (b)	5.7	5.5	6.3	-	-
Contribution of Arthur D. Little (c)	25.3	24.8	27.8	26.1	26.8
Total revenue (a)+(b)+(c)	349.7	327.0	355.7	351.6	357.6

### Scope of consolidation changes

Altran has acquired XYPE, a UK company, specialised in Product Lifecycle Management. This company, which will be consolidated as of 1 July 2010, generates full-year sales of around €9m.

### Headcount and invoicing rate

Within the context of the Personalised Voluntary Departure Plan (PPDV) in France, 601 requests for voluntary departure have been accepted by the company. 92 members of staff had left the company by end-2009, 150 by end-March 2010 and 151 by end-June 2010. Another 208 departures are scheduled mainly in Q3.

At 30 June 2010, the total headcount stood at 16,801, representing an increase of 32 employees on 31 March 2010 levels.

The invoicing rate continued to improve, reaching 83.0% in Q2 2010.

	Q1 2009	Q2 2009	Q3 2009	Q4 2009	Q1 2010	Q2 2010
Invoicing rate	77.9%	77.6%	78.2%	80.8%	81.3%	83.0%

## Outlook

- 1) The steady improvement in sales over the last three quarters and notably a stronger growth in France will be key factors in the recovery of group margins.
- 2) 1<sup>st</sup> semester 2010 is still impacted by:
  - further difficulties in the strategy and management market
  - the situation in Brazil

As a consequence, operating margin in H1 2010 should prove slightly stronger than in H1 2009.

- 3) The group is targeting a sharper increase in margins in H2 2010

Next event: publication of H1 2010 results on 1<sup>st</sup> September 2010.