

## Publication of Q3 2010 sales: €344.9m

Consolidated Q3 2010 sales rose 5.5%\* to €344.9m\*, implying a 7.2% like-for-like increase on Q3 2009 levels (€327.0m\*).

On a like-for-like basis and excluding Arthur D. Little, sales rose 11.6% in France and 3.3% abroad. Arthur D. Little's sales increased by 6.2% on year-earlier levels.

Altran's French operations reported Q3 revenue of €160.4m, up 11.9% on Q3 2009 levels and the group's international sales remained stable at €184.5m (+0.4%).

(€ million)	Q3 2009	Q4 2009	Q1 2010	Q2 2010	Q3 2010
Revenue, excluding contributions of companies acquired and/or divested and Arthur D. Little (a)	293.4	319.1	323.5	328.7	314.9
Contribution of companies acquired and/or divested (b)	8.7	8.8	2.0	2.1	3.6
Contribution of Arthur D. Little (c)	24.9	27.8	26.1	26.8	26.4
Total revenue (a)+(b)+(c)	327.0	355.7	351.6	357.6	344.9

### Scope of consolidation changes

XYPE, a UK specialist in Product Lifecycle Management, acquired by the group, was consolidated for the first time in Q3 2010. Moreover, Altran sold the subgroup Altran Control Solutions (ex-CSI) on 31 July 2010.

\* A negative forex impact shaved 1.7% from Q3 2010 sales relative to year-earlier levels

## Headcount and invoicing rate

At end-September 2010, the total headcount stood at 16,813, implying a net increase of 134 employees in Q3 (excluding the 122 departures carried out over the period within the context of Altran's Personalised Voluntary Departure Plan).

The invoicing rate rose to 83.1% in the third quarter.

	Q1 2009	Q2 2009	Q3 2009	Q4 2009	Q1 2010	Q2 2010	Q3 2010
Invoicing rate	77,9%	77,6%	78,2%	80,8%	81,3%	83,0%	83,1%

## Outlook

Management has confirmed that it will pursue its efforts to ensure a significant margin improvement in H2 compared with H1 2010 levels.

Next event: publication of 2010 sales on 7 February 2011.