

Strong growth of sales in 4th quarter 2010

- Growth accelerates
- Invoicing rate is continuing to improve
- Current operating result (EBITA) improvement will be stronger than previously announced
- The group made an acquisition in the sustainable development area

Consolidated Q410 sales rose 7.6% to €382.6m, implying an 8.4% like-for-like increase on Q409 levels (€344.9m). In organic terms and excluding Arthur D. Little, this represents growth of:

- + 10.3% in France
- + 6.6% abroad

And + 18.4% for Arthur D. Little

The group reported consolidated full-year sales of €1,436.7m in 2010, implying an increase of 2.3% on year-earlier levels. In organic terms, and excluding the impact of Arthur D. Little, revenue increased 4.1% over the period.

(€ million)	Q1 2009	Q2 2009	Q3 2009	Q4 2009	Q1 2010	Q2 2010	Q3 2010	Q4 2010
Revenue, excluding contributions of companies acquired and/or divested and Arthur D. Little (a)	333.4	315.4	293.4	319.1	323.5	328.7	314.9	345.9
Contribution of companies acquired and/or divested (b)	10.9	9.0	8.7	8.8	2.0	2.1	3.6	3.7
Contribution of Arthur D. Little (c)	27.1	25.3	24.9	27.8	26.1	26.8	26.4	33.0
TOTAL REVENUE (A)+(B)+(C)	371.4	349.7	327.0	355.7	351.6	357.6	344.9	382.6

Headcount and invoicing rate

At 31 December 2010, the total headcount stood at 17 038, implying a net increase of 225 employees on end-September 2010 levels.

The invoicing rate, which has been rising steadily since September 2009, reached 83.9% in Q4 2010.

	Q1 2009	Q2 2009	Q3 2009	Q4 2009	Q1 2010	Q2 2010	Q3 2010	Q4 2010
Invoicing rate	77.9%	77.6%	78.2%	80.8%	81.3%	83.0%	83.1%	83.9%

2010 Acquisition

In the 2nd semester the group consolidated the activities of XYPE, specialised in PLM (Product Lifecycle Management), in the United-Kingdom.

In Q4 2010, Altran acquired IGEAM, an Italian leader in sustainable development consulting, notably studies related to the environmental impact of new technologies with full-year sales of around €5m.

Outlook

The group confirms that it expects a sharp improvement which will be higher than previously announced in the current operating margin (EBITA) in H2 2010 compared to H1 2010.

Moreover, the overall improvement in the economic environment validates a continued sales growth in 2011 and an improvement in earnings on 2010 levels.

Next event: publication of 2010 results on 14 March 2011.

Press contacts
i&e CONSULTANTS
Karine Jazra et Pely Mendy:
Tél : 01 56 03 14 80
altranpresse@i-e.fr