

Publication of Q2 2011 sales

Organic growth of 9.4%

- **Q2 2011 sales of €390.5m, excluding impact of *Brazilian activity disposal* and €388.3m including it**
- **Organic growth of 9.4% in Q2 2011**

Altran's consolidated Q2 2011 sales came out at €388.3m after the restatement of Q1 2011 sales of Group's Brazilian activities being sold during Q2 2011, which shaved €2.3m from sales over the period. This implies an increase of 8.6% and organic growth of 9.4% on Q2 2010 levels (€357.6m).

Working-days had a positive impact of 0.2% and forex was neutral in Q2 2011 vs Q2 2010.

Excluding Arthur D. Little, organic growth came out at +11.1% in France, and +7.6% abroad.

Arthur D. Little posted an increase in Q2 2011 sales of 27% on Q2 2010 levels, driven mainly by the company's activities in Asia and the Middle East.

<i>(€ million)</i>	Q2 2010	Q3 2010	Q4 2010	Q1 2011	Q2 2011
Revenue, excluding contributions of companies acquired and/or divested and Arthur D. Little (a)	322.8	309.0	342.2	352.2	353.1
Contribution of companies acquired and/or divested (b)	8.0	9.5	7.4	6.6	1.2
Contribution of Arthur D. Little (c)	26.8	26.4	33.0	28.9	34.0
TOTAL REVENUE (A)+(B)+(C)	357.6	344.9	382.6	387.7	388.3

Headcount and invoicing rate

At 30 June 2011, the total headcount stood at 17,502, implying a net increase of 186 employees on end-March 2011 levels. Factoring in the disposal of the Group's Brazilian activities (-209 employees), Altran net staff increase is 395, for the most part in France, during the second quarter.

The invoicing rate rose to 84.9% in the second quarter.

	Q1 2010	Q2 2010	Q3 2010	Q4 2010	Q1 2011	Q2 2011
Invoicing rate	81.3%	83.0%	83.1%	83.9%	83.6%	84.9%

Outlook

Altran confirm a sharp improvement on H1 2010 levels in the H1 2011 operating margin on ordinary activities.

Demand will remain sustained over the coming months and we do not anticipate any slowdown at this stage.

Next event: publication of H1 2011 results on 31 August 2011.

About Altran

As European leader in Innovation and High-Tech Consulting, Altran has been providing services for almost thirty years to key players in the Automotive, Telecoms, Energy, Healthcare and Finance sectors. Thanks to the Group's expertise in advanced technologies and innovation processes it is able to support its clients in the creation and development of their products and services. Present at every stage of project development from strategic planning through to manufacturing, Altran provides new-technology services in the fields of Innovation Management, Mechanical Engineering, Engineering and Embedded Systems, IT Systems and Performance Management.

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