

## Double-digit sales growth in Q1 2011

- Q1 2011 sales up 10.3% on year-earlier levels
- Consolidated Q1 sales of €387.7m
- Sharp improvement in operating income on ordinary activities on Q1 2010 levels
- Disposal of all group's operations in Brazil

Consolidated Q1 2011 sales rose 10.3% to €387.7m, reflecting, for the fourth quarter running, a steady improvement, in like-for-like growth trends (+10.1% over the period).

On a like-for-like basis and excluding Arthur D. Little (+10.9%), Group sales rose 14.9% in France and 5.3% abroad in the first quarter.

(€m)	Q1 2010	Q2 2010	Q3 2010	Q4 2010	Q1 2011
Revenue, excluding contributions of companies acquired and/or divested and Arthur D. Little (a)	322.0	327.0	312.7	344.6	354.5
Contribution of companies acquired and/or divested (b)	3.5	3.8	5.8	5.1	4.3
Contribution of Arthur D. Little (c)	26.1	26.8	26.4	33.0	28.9
<b>TOTAL REVENUE (A)+(B)+(C)</b>	<b>351.6</b>	<b>357.6</b>	<b>344.9</b>	<b>382.6</b>	<b>387.7</b>

### Headcount and invoicing rate

At 31 March 2011, the total headcount stood at 17,316, implying a net increase of 278 employees on end-December 2010 levels.

The invoicing rate came out at 83.6% in the first quarter.

	Q1 2009	Q2 2009	Q3 2009	Q4 2009	Q1 2010	Q2 2010	Q3 2010	Q4 2010	Q1 2011
Invoicing rate	77.9%	77.6%	78.2%	80.8%	81.3%	83.0%	83.1%	83.9%	83.6%

## Outlook

Demand should remain brisk over the coming months, particularly in France.

The Group is anticipating a sharp improvement in the operating margin on ordinary activities in H1 2011, compared with year-earlier levels.

On 26 April, Altran signed a Share Purchase Agreement for the disposal of all of its Brazilian subsidiaries.

Yves de Chaisemartin, Chairman and Chief Executive Officer of Altran, declared *“With demand for outsourcing and R&D gathering pace in Europe, the Group will maintain its recruitment objectives and consolidate its position as leader in Innovation and High-Tech Consulting.”*

Next event: publication of Q2 2011 sales on 28 July 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 its expertise in the fields of advanced technology and innovation, the Group is able to advise and accompany 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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