

Publication of Q3 2011 sales

Economic growth* of 8.4 %

- Q3 sales up 4.7% to €361.0m
- Economic growth* of +8.4% over the period
- The Group signed, on November 1st 2011, a termsheet for an MBO concerning the disposal of Arthur D. Little due to be finalised by the year-end

Altran reported consolidated Q3 2011 revenue of €361.0million. This implies a reported increase of 4.7 % and economic growth* of 8.4 % on year-earlier levels (€344.9m). Compared with Q3 2010, this performance includes a negative like-for-like and working-day impact of -2.0% and -1.4%, respectively, and an unfavourable forex impact of -0.3%.

Excluding Arthur D. Little, economic growth* came out at +10.6% in France, and +7.9% abroad

Arthur D. Little's sales declined 5.1% on year-earlier levels.

The breakdown of Altran's Q3 sales is given in the table below:

(€m)	Q3 2010	Q4 2010	Q1 2011	Q2 2011	Q3 2011
Revenue, excluding contributions of companies acquired and/or divested and Arthur D. Little (a)	309.0	342.2	352.2	353.1	332.7
Contribution of companies acquired and/or divested (b)	9.5	7.4	6.6	1.2	3.3
Contribution of Arthur D. Little (c)	26.4	33.0	28.9	34.0	25.0
TOTAL REVENUE (A)+(B)+(C)	344.9	382.6	387.7	388.3	361.0

*Economic growth = like-for-like growth excluding forex impact and the change in the number working days

Headcount and invoicing rate

At 30 September 2011, the total headcount stood at 17,728, implying a net increase of 226 employees on end-June 2011 levels.

The invoicing rate widened to 83.8% in Q3 2011 (84.7%, excluding Arthur D. Little) from 83.1% in Q3 2010.

	Q2 2010	Q3 2010	Q4 2010	Q1 2011	Q2 2011	Q3 2011
Invoicing rate	83.0%	83.1%	83.9%	83.6%	84.9%	83.8%

Outlook

Client demand in all Group markets, excluding the financial sector, remains brisk and management still anticipates sales growth in the fourth quarter.

Next publication: 2011 sales, Thursday, 2 February 2012, before market opening

About Altran

As European leader in Innovation and high-tech engineering consulting, Altran supports companies in the creation and development of their new products and services, and provides end-to-end management solutions for client projects in four main industries: Automotive, Infrastructure & Transportation, Aeronautics, Space & Defence, Energy & healthcare, and Telecommunications. Altran provides services in five key technological domains: Innovation Management, Mechanical Engineering, Engineering & Embedded Systems, IT Systems and Performance Management.

With a global network of 18,000 collaborators, (including 16,000 consultants), and some 500 major clients throughout the world, the Group reported sales of €1,437m in 2010.

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