

Press release

29 October 2015

Publication of Q3 2015 revenues

Altran pursues sustained growth: Revenues up 11.2% to €470m in Q3 2015

Altran reported Q3 2015 consolidated revenues of €470.2m, versus a year-earlier level of €422.9m, reflecting reported growth of +11.2% year-on-year and organic growth¹ of +4.2% over the period (economic growth² of +3.2 %).

Commenting on Altran Q3 2015 revenues, Group Chairman and CEO Dominique Cerutti, stated: *"Altran recorded sustained growth over the quarter and now has a headcount of nearly 25,000 employees. The Group continues to expand its global footprint, with revenues outside of France now accounting for 60% of the total. This dynamic performance confirms persistent growth trends and puts us in an ideal position to implement our ambitious 2016-2020 strategic plan, which we will be presenting on 17 November"*.

By geographic zone, the Group's Q3 **organic growth** breaks down as follows:

- **France:** +3.0% organic growth (economic growth of +1.7%) technically impacted (-170 bp) by one fewer working day (long weekend for the 14 July holiday) than in Q3 2014.
- **Southern Europe:** +12.9% organic growth (economic growth of +11.7%).
- **Northern Europe (excluding Germany):** +9.4% organic growth (economic growth of +9.0%). This good performance was due to renewed growth in Switzerland and Scandinavia as well as the improvement recorded in the Benelux countries.
- **Germany:** -14.5% organic growth (-14.8% economic growth).
- **Rest of the World:** +24.3% (economic growth of +23.8%).

Note that, over the quarter, organic growth in revenues excluding Germany reached +7.7%.

¹ Organic growth = like-for-like growth at constant exchange rates

² Economic growth = organic growth restated for the change in the number of working days

Quarterly trends in Group revenues are as follows:

<i>(in millions of euros)</i>	Q3 2014	Q4 2014	Q1 2015	Q2 2015	Q3 2015
Revenues, excluding contributions from companies acquired and/or divested (A)	408.8	453.8	455.1	463.3	449.8
Contribution of companies acquired and/or divested (B)	14.1	17.8	17.7	18.4	20.4
TOTAL REVENUES (A)+(B)	422.9	471.6	472.8	481.7	470.2

Over the first nine months, the Altran Group reported revenue growth of +10.9% to €1,425m, versus the year-earlier level of €1,285m. Organic growth came to +4.4%, and economic growth stood at +3.7% over the period.

Invoicing rate

The invoicing rate in the third quarter remained stable compared to the Q3 2014 level of 87.2%. Excluding Germany, the invoicing rate came out at 87.8%.

	Q3 2014	Q4 2014	Q1 2015	Q2 2015	Q3 2015
Invoicing rate	87.2 %	87.8 %	86.7 %	87.2 %	87.2 %

Trends in staff levels

At 30 September 2015, the total headcount of the Altran Group stood at 24,903 employees, compared with 23,908 at end-June 2015 and 22,121 at end-September 2014.

Outlook

Management has confirmed its view that 2015 will be another year of profitable growth for the Group.

Altran will present its new 2016–2020 strategic plan on 17 November 2015.

Financial calendar

17 November 2015:	2016–2020 Strategic Plan
28 January 2016:	Q4 2015 revenues
10 March 2016:	2015 annual results
28 April 2016:	Q1 2016 revenues
29 April 2016:	Shareholders' Annual General Meeting
28 July 2016:	Q2 2016 revenues
08 September 2016:	H1 2016 results
27 October 2016:	Q3 2016 revenues

About Altran

As global leader in innovation and high-tech engineering consulting, Altran accompanies its clients in the creation and development of their new products and services. Altran Innovation Makers ¹ have been providing services for thirty years to key players in the Aerospace, Automotive, Energy, Railways, Finance, Healthcare and Telecoms sectors. Covering every stage of project development from strategic planning to manufacturing, Altran solutions capitalise on the Group's technological know-how in five key areas: Innovative Product Development, Intelligent Systems, Lifecycle Experience, Mechanical Engineering, and Information Systems.

In 2014, the Group generated revenues of €1.756bn. Altran now has a staff of over 24,000 employees operating in more than 20 countries throughout the world.

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¹ Employees of the Altran group