

## Press release

28 July 2016

### Publication of H1 2016 revenues

## Strong growth in H1 2016: +11% to €1,058m, with +8% organic growth

Altran Group's consolidated revenues amounted to €1,057.6m in H1 2016 versus €954.5m in H1 2015, implying a 10.8% reported growth and an organic<sup>1</sup> growth of 7.9% (6.2% economic<sup>2</sup> growth) over the period.

This performance results from a reported growth of 11.1% (9.6% organic growth) in the second quarter, higher than the already sustained growth of the Group in the first quarter (6.0%).

Commenting on the Group's H1 2016 revenues, Altran Chairman and Chief Executive Officer Dominique Cerutti declared: *"The first half of 2016 was a very intensive period for Altran with the first major steps of the Altran 2020. Ignition strategic plan. The growth we have registered this semester confirms the dynamism of the market and the relevance of our new positioning. This excellent performance has been achieved while our teams are accelerating the execution of our strategic plan in several domains, from strategic acquisitions announced in July such as Synapse and Lohika in the United States, to the deployment of our World Class Centers or the industrialization of our Delivery Centers. This pace of transformation confirms our ability to achieve all the objectives of the Altran 2020. Ignition strategic plan."*

Quarterly trends in Group revenues are as follows:

<i>(in millions of euros)</i>	Q2 2015	Q3 2015	Q4 2015	Q1 2016	Q2 2016
Revenues, excluding contributions from companies acquired and/or divested (A)	463.3	449.8	496.2	499.8	523.6
Contribution of companies acquired and/or divested (B)	18.4	20.4	24.3	22.6	11.6
<b>TOTAL REVENUES (A)+(B)</b>	<b>481.7</b>	<b>470.2</b>	<b>520.5</b>	<b>522.4</b>	<b>535.2</b>

By geographic zone, the Group's H1 2016 organic growth of 7.9% breaks down as follows:

- **France:** +8.7% (+6.4% economic growth), confirming the growth dynamics of the automotive, aeronautics and health industries.
- **Southern Europe:** +11.9% (+10.8% economic growth).
- **Northern Europe:** +2.5% (+1.1% economic growth). The Group stabilized its organic growth in Germany during Q2 2016.

<sup>1</sup> Organic growth = like-for-like growth at constant exchange rates

<sup>2</sup> Economic growth = organic growth restated for the change in the number of working days

- **Rest of the World:** +17.4% (+16.4% economic growth).

## Trends in invoicing rate

The invoicing rate of the Group in Q2 2016, at 87.2% (+0.5% compared with the Q1 2016 level), remained stable compared with the same period last year.

## Trends in staff levels

As of 30 June 2016, the total headcount of the Group stood at 27,150 employees, compared with 26,681 at the end of March 2016 and 23,908 a year ago.

## Outlook

Based on the information currently at its disposal, Altran expects 2016 to be another year of profitable growth.

## Financial calendar

8 September 2016: H1 2016 results  
27 October 2016: Q3 2016 revenues

### About Altran

As a global leader in Engineering and R&D services (ER&D), Altran offers its clients a new way to innovate by developing the products and services of tomorrow. Altran works alongside its clients on every link in the value chain of their project, from conception to industrialization. For over thirty years, the Group has provided its expertise to key players in the Aerospace, Automotive, Defence, Energy, Finance, Life Sciences, Railway, and Telecoms sectors, among others. In 2015, the Altran group generated revenues of €1.945bn. With a headcount of more than 27,000 employees, Altran has a presence in more than 20 countries.

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