

Press release

27 October 2016

Q3 2016 revenues

Strong growth path recorded in Q3 revenues:

- **+6.5% reported growth (+5.1% economic growth)**
- **Invoicing ratio up 30bp**

Altran Group reported revenues up +6.5% in Q3 2016 vs. Q3 2015, amounting to €501m. Economic growth¹ stands at +5.1%, a record for a 3rd quarter, and organic growth² at +3.7% over the period.

Commenting on the Group's Q3 2016 revenues, Altran Chairman and Chief Executive Officer Dominique Cerutti declared: *“Once again, Altran turned in a very satisfying performance this quarter, with strong dynamics in France, Iberia and the UK, where the Group recorded economic growth rates above 5%. We are focused on delivering our Altran 2020. Ignition plan and the performance recorded this quarter bodes well for the future.”*

<i>(in millions of euros)</i>	Q3 2015	Q4 2015	Q1 2016	Q2 2016	Q3 2016
Revenues, excluding contributions from companies acquired and/or divested (A)	449.8	496.2	499.8	523.6	479.0
Contribution of companies acquired and/or divested (B)	20.4	24.3	22.6	11.6	21.9
TOTAL REVENUES (A)+(B)	470.2	520.5	522.4	535.2	500.9

Geographic breakdown for Q3 2016 performance:

- **France:** +4.6% (+5.8% economic growth), driven by the continued growth dynamics of the automotive, aeronautics and life sciences industries.
- **Southern Europe:** +5.6% (+7.4% economic growth), Iberia continuing its dynamics and Italy managing contextual business transition.
- **Northern Europe:** +4.8% (+1.3% economic growth), with significant sequential improvement in Germany, and turnaround on track.

¹ Economic growth = organic growth restated for the change in the number of working days

² Organic growth = like-for-like growth at constant exchange rates

- **Rest of the World:** +29.2% (+8.8% economic growth), with India continuing to show double digit economic growth.

In October, Altran announced the acquisitions of BENTELER Engineering and SWELL, rebuilding the Group's capacity and capabilities in Germany, and marking the beginning of the investment phase of its turnaround plan in this priority market. The closing of BENTELER Engineering acquisition is expected to take place at the end of the year while the company expects to be in a position to close the SWELL acquisition shortly.

Trends in invoicing rate

The invoicing rate of the Group came in at 87.5% for Q3 2016 (compared with 87.2% at the same period last year).

Trends in staff levels

As of 30 September 2016, the Group's total headcount stood at 28,467 employees, compared with 27,150 at the end of June 2016, and 24,903 a year ago.

Outlook

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

Financial calendar

27 January 2017: Q4 2016 revenues

9 March 2017: 2016 annual results

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 28,000 employees, Altran is present in more than 20 countries.

www.altran.com

[Read all our news on the Altran press hub](#)

Contacts

Altran Group

Albin Jacquemont

Executive Vice-President and CFO

Tel: + 33 (0)1 46 41 71 89

comfi@altran.com

Marine Boulot

Group Vice-President Communications

Tel: + 33 (0)1 46 41 71 73

marine.boulot@altran.com

Press relations

Shan

Candice Baudet Depierre, directeur conseil

Tel: +33 (0)1 44 50 51 71

candice.baudetdepierre@shan.fr

Anne Vernois, directeur associé

Tel: + 33 (0)1 44 50 51 75

anne.vernois@shan.fr

Follow-us on Twitter: [@Altran](#) [#Altran2020](#)

DISCLAIMER

This press release contains forward-looking statements (as defined in the United States Private Securities Litigation Reform Act, as amended) based upon current management expectations. Numerous risks, uncertainties and other factors (including, risks relating to: government legislation affecting our businesses; competition; our ability to manage rapid technological change in the industries in which we compete; litigation risks, labour issues; unanticipated costs from disposals or restructuring) may cause actual results to differ materially from those anticipated, projected or implied in or by the forward-looking statements. Many of the factors that will determine our future results are beyond our ability to control or predict. These forward-looking statements are subject to risks and uncertainties and, therefore, actual results may differ materially from our forward-looking statements. You should not place undue reliance on forward-looking statements which reflect our views only as of the date of this presentation. We undertake no obligation to revise or update any forward-looking statements, or to make any other forward-looking statements, whether as a result of new information, future events or otherwise.