

## Press release

31 October 2013

### Q3 2013 revenues

## Revenue growth of over 15% to €395m

Consolidated Q3 2013 revenues came out at €395m, up 15% on the year-earlier level of €344m. This performance implies organic and economic growth of +2.6% and + 1.7%, respectively.

Altran's organic growth in the third quarter breaks down as follows: +1.6% in France, +2.4% in Northern Europe, +4.6% in Southern Europe and +7.6% in the RoW zone.

Commenting on Altran's Q3 revenues, Group Chairman and Chief Executive, Philippe Salle stated, « *Altran reported a solid third quarter with double-digit revenue growth despite a tough economic environment, particularly in France. The Group continues to benefit from the strong momentum driven by its focus on innovation and wider international exposure, a factor which makes us confident for the quarters ahead. The Group is still pursuing its rigorous management strategy and the development of new technological solutions designed to transform all economic sectors* ».

#### Quarterly revenues break down as follows:

(€m)	Q3 2012	Q4 2012	Q1 2013	Q2 2013	Q3 2013
Revenues, excluding contributions of companies acquired and/or divested (A)	344.2	379.0	370.5	370.3	353.6
Contribution of companies acquired and/or divested (B)	-	-	26.5	41.9	41.2
<b>Total revenues (A)+(B)</b>	<b>344.2</b>	<b>379.0</b>	<b>397.0</b>	<b>412.2</b>	<b>394.8</b>

Over the first nine months, Group revenues came out at €1204m, versus the 2012, 9-month figure of €1077m. This implies overall growth of +11.8%, organic growth of +1.6% and economic growth of +2.4% over the 9-month period.

#### Headcount and invoicing-rate trends

At 30 September 2013, the total headcount came out at 20,217 employees. This implies a 0.6% increase on end-June (20,092 staff members) stemming from the recruitment of 150 consultants.

At 85%, the invoicing rate in Q3 2013 remained stable on the 30-June level of 85.3% (adjusted for the seasonal impact), and reflected an improvement on the year-earlier level of 84.1%.

	Q3 2012	Q4 2012	Q1 2013	Q2 2013	Q3 2013
Invoicing rate	84.1%	84.4%	82.9%	85.3%	85.0%

## Outlook

Altran's Q3 revenues are in line with Group forecasts. This performance validates management's full-year guidance for 2013 and the objectives announced in the 2012-2015 strategic plan.

## 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's Innovation Makers<sup>1</sup> 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's offers capitalise on the Group's technological know-how in four key areas: Lifecycle Experience, Mechanical Engineering, Intelligent Systems and Information Systems.

In 2012, the Group generated revenues of €1,456m. Altran now has a staff of 20,000 employees in more than 20 countries.

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<sup>1</sup> Employees of the Altran group