

## Press release

30/04/2013

### Q1 2013 Revenues

#### Altran continues to grow Revenues up 7% to €397m

The Altran group reported Q1 2013 revenues of €397m, up 7% compared to Q1 2012 (€371m). This figure represents organic growth<sup>1</sup> of 0.1% and economic growth<sup>2</sup> of 3.5%, particularly considering IndustrieHansa, which was consolidated as of 1 February 2013.

Commenting on Altran's Q1 performance, Group Chairman and Chief Executive Philippe Salle stated, *"We are satisfied with this first-quarter growth considering the overall economic context. Economic growth is in line with FY 2012 levels. Furthermore, we consolidated IndustrieHansa for the first time. This company's performance and its integration process are perfectly in line with our expectations. Moreover, the success of the convertible bond redemption operation made it possible both to preserve the Group's full acquisition potential and significantly reduce financial costs"*.

Quarterly revenues break down as follows:

(€m)	Q1 2012	Q2 2012	Q3 2012	Q4 2012	Q1 2013
Revenues, excluding contributions of companies acquired and/or divested (A)	370.4	362.2	344.2	379.0	370.5
Contribution of companies acquired and/or divested (B)	0.7	(0.7)	-	-	26.5
<b>TOTAL REVENUES (A)+(B)</b>	<b>371.1</b>	<b>361.5</b>	<b>344.2</b>	<b>379.0</b>	<b>397.0</b>

The geographic breakdown of the Group's organic growth is as follows:

- France: -2.6%
- International: + 2.9%

<sup>1</sup> Organic growth calculated on a like-for-like basis

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

## Headcount and invoicing rate

At 31 March 2013, the Group's total headcount stood at 20,100 employees, compared to 18,130 at 31 December 2012. This increase of 1,970 employees was primarily due to the consolidation of IndustrieHansa.

The Q1 2013 invoicing rate came to 82.9%, down slightly on Q4 2012 (84.4%). An improvement plan has been implemented in several countries with the aim of quickly restoring this rate.

## Outlook

Growth recorded in Q1 is in line with the Group's full-year objectives and allows Altran to maintain its goal of achieving profitable growth over the fiscal year.

## 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>3</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 IT Systems.

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

<http://www.altran.com>

## Financial Calendar

Friday 28<sup>th</sup> June 2013

Tuesday 30<sup>th</sup> July 2013

Thursday 5<sup>th</sup> September 2013

Thursday 31<sup>st</sup> October 2013

2013 Annual General Meeting

2013 2<sup>nd</sup> quarter revenues

2013 Half-year results

2013 3<sup>rd</sup> quarter revenues

## Investor Relations

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<sup>3</sup> Employees of the Altran group