



# Altran Q1 2019 results

April 25, 2019

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## Q1 2019 Executive summary

Another strong quarter, delivering 8.1% organic growth and 9.2% economic growth underpinned by strong business momentum, and in spite of the Q1 cyber incident

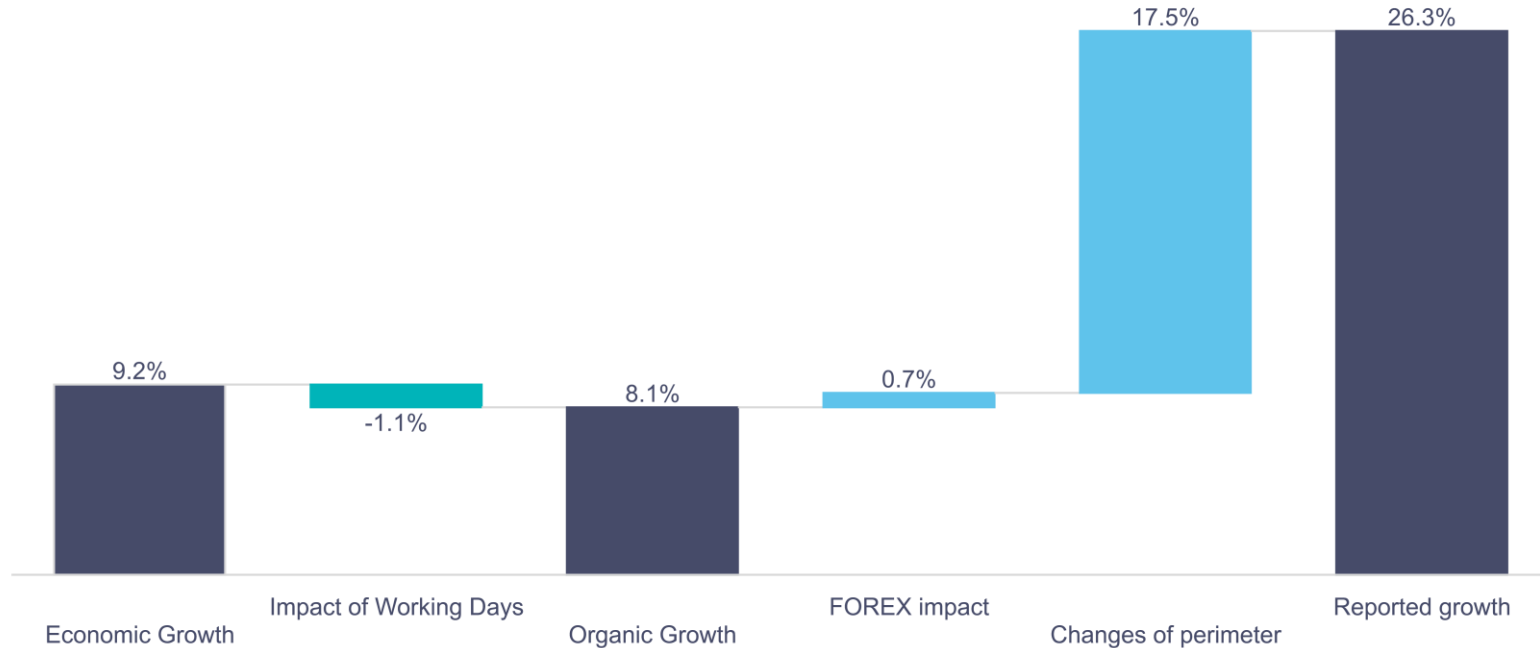
Well balanced performance across industries and geographies notably in Americas and Central Europe (13.7% and 12.4% economic growth)

One year after Aricent deal closing, Altran North America operations are successfully integrated, all operating under the unified banner of Altran

- Impact of the cyber incident on revenues estimated between €12m and €14m
- Cyber bench and remediation costs within the range of €16m to €18m
- Net impact on FY operating income expected to be marginal owing to insurance coverage

## Q1 key figures

- Q1 2019 revenues were €790.7m compared to €625.9m in Q1 2018
- Economic growth of 9.2%, organic growth of 8.1% and reported growth 26.3%

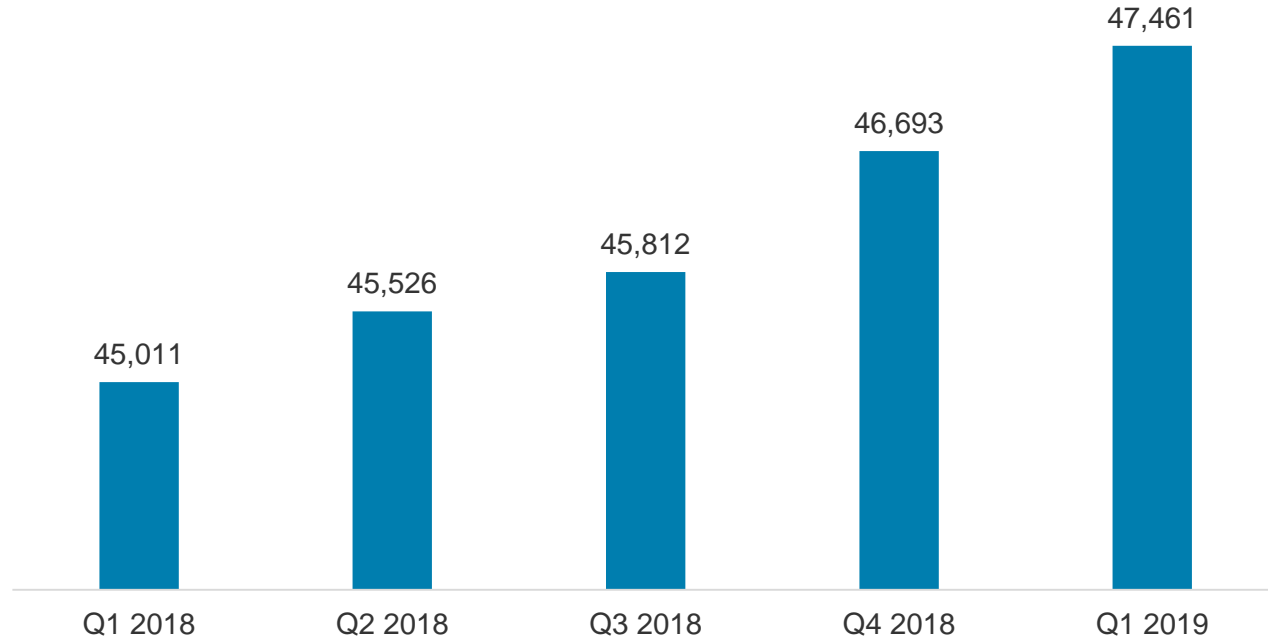


## Solid performance in our top markets

<i>(in €m)</i>	Q1 2019	Q1 2018	Reported growth %	Organic growth %	Economic growth %
<b>EUROPE</b>	594.7	553.9	7.4%	7.7%	8.7%
West Europe	278.4	267.8	4.0%	4.0%	5.5%
South East Europe	72.2	66.0	9.4%	8.9%	10.5%
Iberia	72.5	62.4	16.2%	16.2%	16.3%
Central Europe	75.8	70.1	8.1%	12.4%	12.4%
North Europe	95.7	87.6	9.2%	8.4%	9.1%
<b>AMERICAS</b>	187.4	64.3	191.4%	13.0%	13.7%
<b>ASIA</b>	8.6	7.7	11.7%	9.1%	10.7%
<b>TOTAL</b>	<b>790.7</b>	<b>625.9</b>	<b>26.3%</b>	<b>8.1%</b>	<b>9.2%</b>

- Europe is now operating through clusters since January 1<sup>st</sup>, 2019
- West Europe: France, Belgium/Luxemburg; South East Europe: Italy, Switzerland; Iberia: Spain, Portugal; Central Europe: Germany/Austria; North Europe: Netherlands, Scandinavia, United Kingdom
- Detailed revenues per country are provided in the Appendix

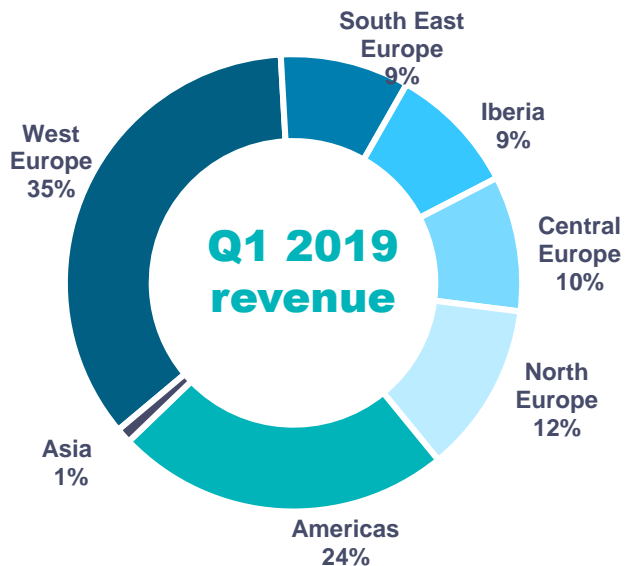
## Q1 resources



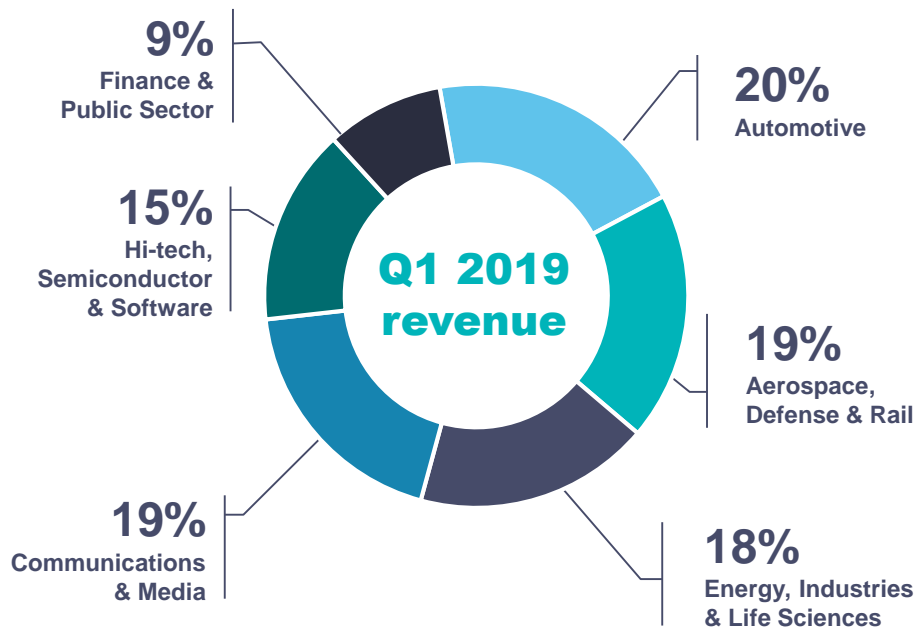
**3 months  
Net hiring:  
+884**

# Balanced revenue mix across geographies and sectors

## Revenue mix per geography



## Revenue mix per sector



## Q1 2019 Executive summary

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Well balanced performance across industries and geographies notably in Americas and Central Europe (13.7% and 12.4% economic growth)

One year after Aricent deal closing, Altran North America operations are successfully integrated, all operating under the unified banner of Altran

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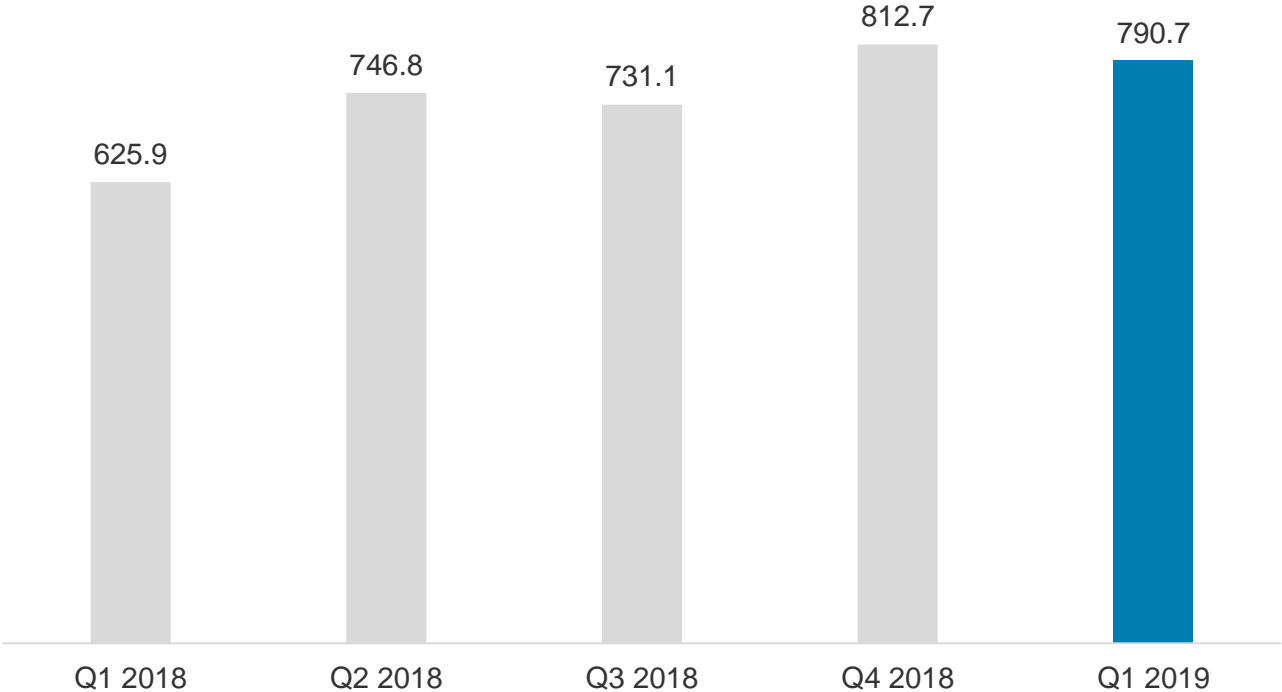
# Appendix

# GLOSSARY

*In accordance with the AMF's position « DOC 2015-12 » applicable as of July 3, 2016, please find below the definitions of the alternative performance indicators*

- 1. Organic growth** is the reported growth restated for the impact of perimeter (excluding Aricent contribution for both Q1 2018 and 2019) and foreign exchange effects
- 2. Economic growth** is the organic growth restated for the variation in the number of working days

# Quarterly revenue (in €m)



## Q1 revenue with detailed geographies

<i>Amounts in M€</i>	Q1 2019	Q1 2018	Reported growth %	Organic growth %	Economic growth %
<b>EUROPE</b>	594.7	553.9	7.4%	7.7%	8.7%
<b>WEST EUROPE</b>	278.4	267.8	4.0%	4.0%	5.5%
France	260.5	250.6	4.0%	4.0%	5.5%
Belgium	17.9	17.2	4.1%	4.1%	5.6%
<b>SOUTH EAST EUROPE</b>	72.2	66.0	9.4%	8.9%	10.5%
Italy	61.4	58.2	5.5%	5.5%	7.1%
Switzerland	10.8	7.8	38.5%	34.6%	34.6%
<b>IBERIA</b>	72.5	62.4	16.2%	16.2%	16.3%
Spain	58.8	52.2	12.6%	12.6%	12.6%
Portugal	13.7	10.2	34.3%	34.3%	34.3%
<b>CENTRAL EUROPE</b>	75.8	70.1	8.1%	12.4%	12.4%
<b>NORTH EUROPE</b>	95.7	87.6	9.2%	8.4%	9.1%
Netherlands	21.6	23.3	-7.3%	-7.3%	-5.7%
Scandinavia	14.2	16.7	-15.0%	-11.4%	-11.4%
United Kingdom	59.9	47.6	25.8%	23.1%	23.1%
<b>AMERICAS</b>	187.4	64.3	191.4%	13.0%	13.7%
<b>ASIA</b>	8.6	7.7	11.7%	9.1%	10.7%
<b>TOTAL</b>	790.7	625.9	26.3%	8.1%	9.2%

## Reconciliation of restated Q1 2018 revenue vs published numbers

(in €m)	Q1 2018	Change for France	Change for Netherlands	Change for Cambridge	Q1 2018 (restated)
FRANCE	250.6	-250.6			0.0
EUROPE	311.0	250.6	0.0	-7.7	553.9
<b>WEST EUROPE</b>	<b>40.5</b>	<b>250.6</b>	<b>-23.3</b>		<b>267.8</b>
France		250.6			250.6
Belgium	40.5		-23.3		17.2
<b>SOUTH EAST EUROPE</b>	<b>66.0</b>				<b>66.0</b>
Italy	58.2				58.2
Switzerland	7.8				7.8
<b>IBERIA</b>	<b>62.4</b>				<b>62.4</b>
Spain	52.2				52.2
Portugal	10.2				10.2
<b>CENTRAL EUROPE / GERMANY</b>	<b>70.1</b>				<b>70.1</b>
<b>NORTH EUROPE</b>	<b>72.0</b>		<b>23.3</b>	<b>-7.7</b>	<b>87.6</b>
Netherlands			23.3		23.3
Scandinavia	16.7				16.7
United Kingdom	55.3			-7.7	47.6
<b>AMERICAS</b>	<b>56.6</b>			<b>7.7</b>	<b>64.3</b>
<b>ASIA</b>	<b>7.7</b>				<b>7.7</b>
<b>TOTAL</b>	<b>625.9</b>	<b>0.0</b>	<b>0.0</b>	<b>0.0</b>	<b>625.9</b>

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