

## Press release

31 October 2014

### Publication of Q3 2014 revenues

#### Q3 revenues up 7.1% to €423m Sustained growth in invoicing rate to 87.2%

Consolidated revenues rose 7.1% in Q3 2014 to €423m, versus €395m in Q3 2013. In terms of economic growth<sup>1</sup>, revenues advanced 4.3% over the period. The Group's economic growth in the third quarter breaks down as follows: +5.2% in France, -1.7% in Northern Europe, +11.2% in Southern Europe and +8.5% in the RoW zone.

Commenting on Altran's Q3 revenue figures, Group Chairman and Chief Executive Philippe Salle stated: *"The fact that Altran reported significant growth in most regions in the third quarter bears out our client-support strategy designed to provide high value-added offerings that are tailored to meet the needs of our major customers. I am also pleased to note the steady improvement in the Group's invoicing rate, which is key to margin improvement and I remain confident in our ability to withstand the difficult trading conditions in the German aeronautics sector. In addition, we continued to pursue our external growth strategy with two acquisitions: the Telecoms R&D activities of Beyondsoft in China, and Concept Tech, a world leader in passive safety development for the automotive sector operating mainly in Germany and Austria"*.

Quarterly revenues break down as follows:

(€m)	Q3 2013	Q4 2013	Q1 2014	Q2 2014	Q3 2014
Revenues, excluding contributions of companies acquired and/or divested (A)	394.5	399.8	409.4	415.9	408.8
Contribution of companies acquired and/or divested (B)	0.3	15.4	20.6	15.9	14.1
<b>Total revenues (A)+(B)</b>	<b>394.8</b>	<b>415.2</b>	<b>430.0</b>	<b>431.8</b>	<b>422.9</b>

Over the first nine months, Altran reported revenue growth of 6.7% to €1,285m, versus €1,204m at end-September 2013. In terms of economic growth, revenues rose 3.2% over the period.

<sup>1</sup> Economic growth = organic growth restated for the forex impact and the change in the number of working days

## Headcount and invoicing rate

At 30 September 2014, the total headcount stood at 22,121 employees, compared with 21,657 at end-June 2014.

The invoicing rate continued to improve in the third quarter, reaching 87.2% at the end of the period, compared with 85.0% in Q3 2013 and 86.7% in Q2 2014.

	Q3 2013	Q4 2013	Q1 2014	Q2 2014	Q3 2014
Invoicing rate	85.0%	85.5%	84.5%	86.7%	87.2%

## Outlook

Altran Q3 revenues are in line with Group guidance. Based on the information currently at its disposal, management has confirmed that the Group's financial performance in 2014 should be in line with the financial targets set out in the 2012-2015 strategic plan.

## Financial Calendar

30 January 2015	Publication of Q4 2014 revenues
12 March 2015	Publication of 2014 full-year results
30 April 2015	Publication of Q1 2015 revenues
30 April 2015	General Shareholders' Meeting
30 July 2015	Publication of Q2 2015 revenues
3 September 2015	Publication of H1 2015 results
29 October 2015	Publication of Q3 2015 revenues

## 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, the Altran offers capitalise on the Group's technological know-how in five key areas: Innovative Product Development, Intelligent Systems, Lifecycle Experience, Mechanical Engineering, and Information Systems.

In 2013, the Group generated revenues of €1,633m. Altran now has a staff of over 21,000 employees in more than 20 countries.

[www.altran.com](http://www.altran.com)

[1] Employees of the Altran group

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