

2018 Q1 REVENUES

26 April 2018

ALTRAN

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A.

Executive summary

B.

Key figures

C.

Conclusion

A. Executive summary

1

First quarter revenues **€625.9m** (compared to **€586.8m*** in Q1 2017), Aricent contributing **€20.5m (\$25.3m)** over 10 days
+6.7% reported growth
+5.3% economic** growth

2

Ongoing strong performance in major countries (France: **+5.4%**, Germany **+10.0%**, Americas **+8.7%**, Italy **+9.2%** and Iberia **+9.8%** economic growth)

3

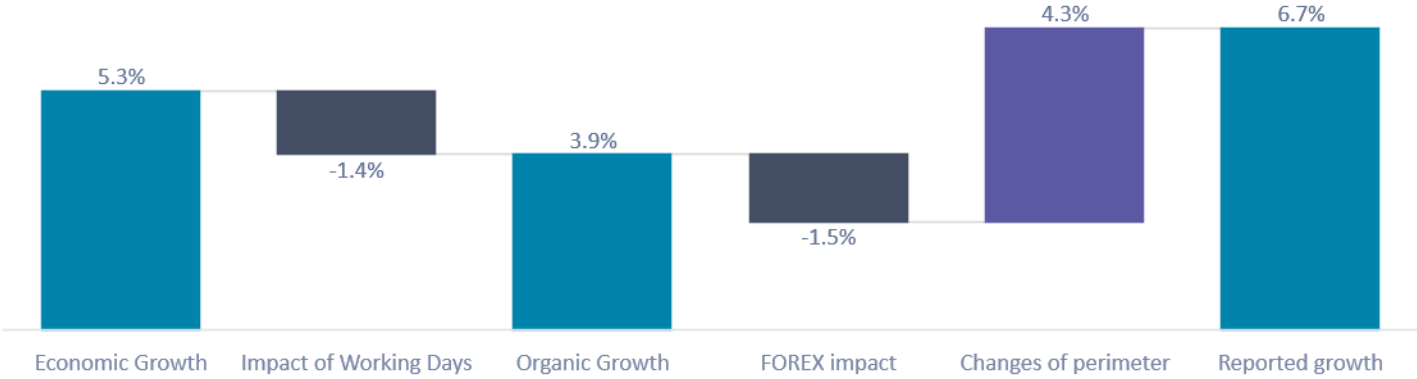
Group headcount now exceeding **45,000** employees after the acquisition of Aricent out of which **1/3** in our five Global Delivery Centers

* Figures for Q1 2017 have been restated to factor: (i) implementation of IFRS 15, (ii) discontinuation of US utilities business (IFRS5) and (iii) reclassification of Luxembourg revenues from Benelux to France and of Romania revenues from Italy to Germany / Austria – See appendix 1 page 11 for reconciliation

** Economic growth calculated on a constant forex, working days and perimeter – Changes in perimeter reflect some pass-through non core activities being discontinued in Northern Europe.

B. Q1 Key figures

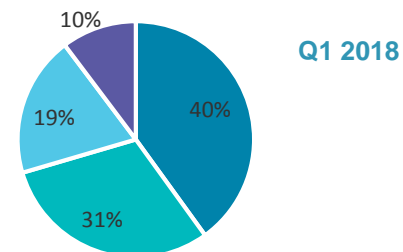
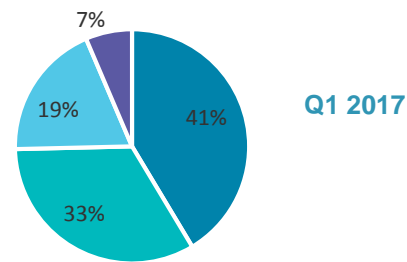
In Q1 2018, revenues were **€625.9m** compared to **€586.8m*** in Q1 2017
+6.7% reported growth **+3.9%** organic** growth **+5.3%** economic*** growth



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** Organic growth calculated on a constant forex and perimeter - Changes in perimeter reflect some pass-through non core activities being discontinued in Northern Europe.
*** Economic growth calculated on organic growth at constant working days

Altran Q1 revenues by country / by zone

(in €m)	Q1 2018	Q1 2017*	Reported Growth%	Organic Growth%**	Economic Growth%***
FRANCE	250.6	242.9	3.2%	3.8%	5.4%
NORTHERN ZONE	190.4	195.0	-2.4%	0.9%	3.7%
Germany & Austria	70.1	67.5	3.9%	7.9%	10.0%
Belgium & Netherlands	40.5	44.1	-8.2%	-7.5%	-6.0%
UK	55.3	55.9	-1.1%	0.3%	2.2%
Scandinavia	16.7	18.8	-11.2%	-0.6%	1.0%
Switzerland	7.8	8.7	-10.3%	-2.3%	0.9%
SOUTHERN ZONE	120.6	111.2	8.5%	8.5%	9.7%
Italy	58.2	53.3	9.2%	9.2%	9.2%
Iberia	62.4	57.9	7.8%	7.8%	9.8%
AMERICAS	56.6	30.3	86.8%	8.3%	8.7%
ASIA (China)	7.7	7.4	4.1%	-3.1%	-3.1%
TOTAL	625.9	586.8	6.7%	3.9%	5.3%



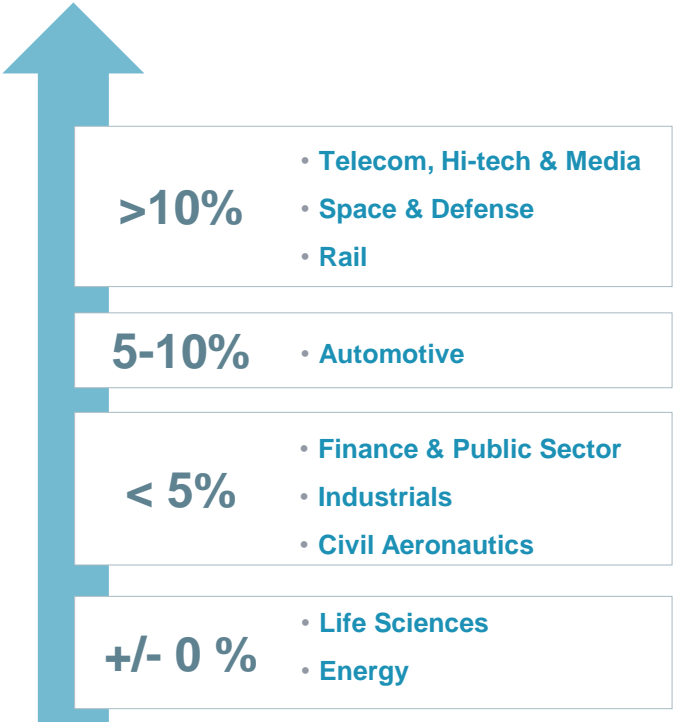
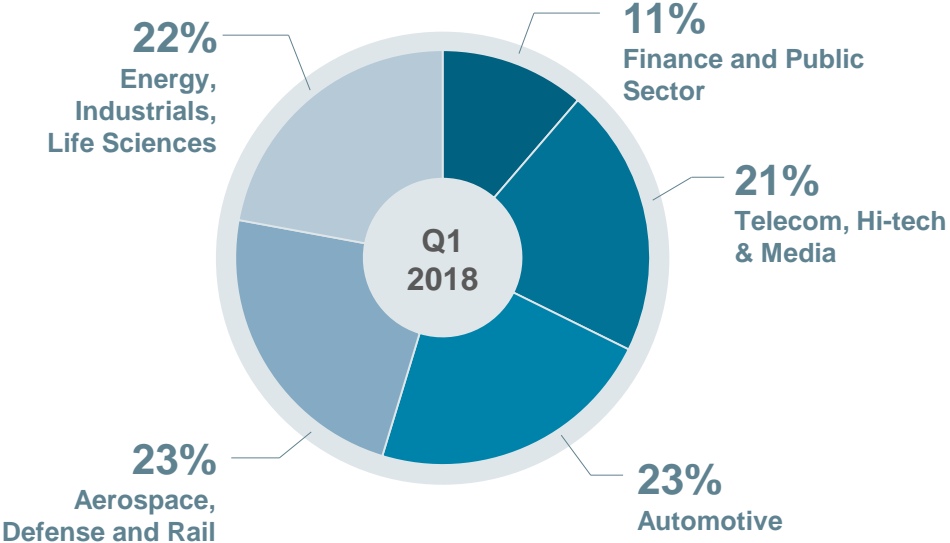
■ FRANCE
 ■ NORTHERN ZONE
■ SOUTHERN ZONE
 ■ AMERICAS & ASIA

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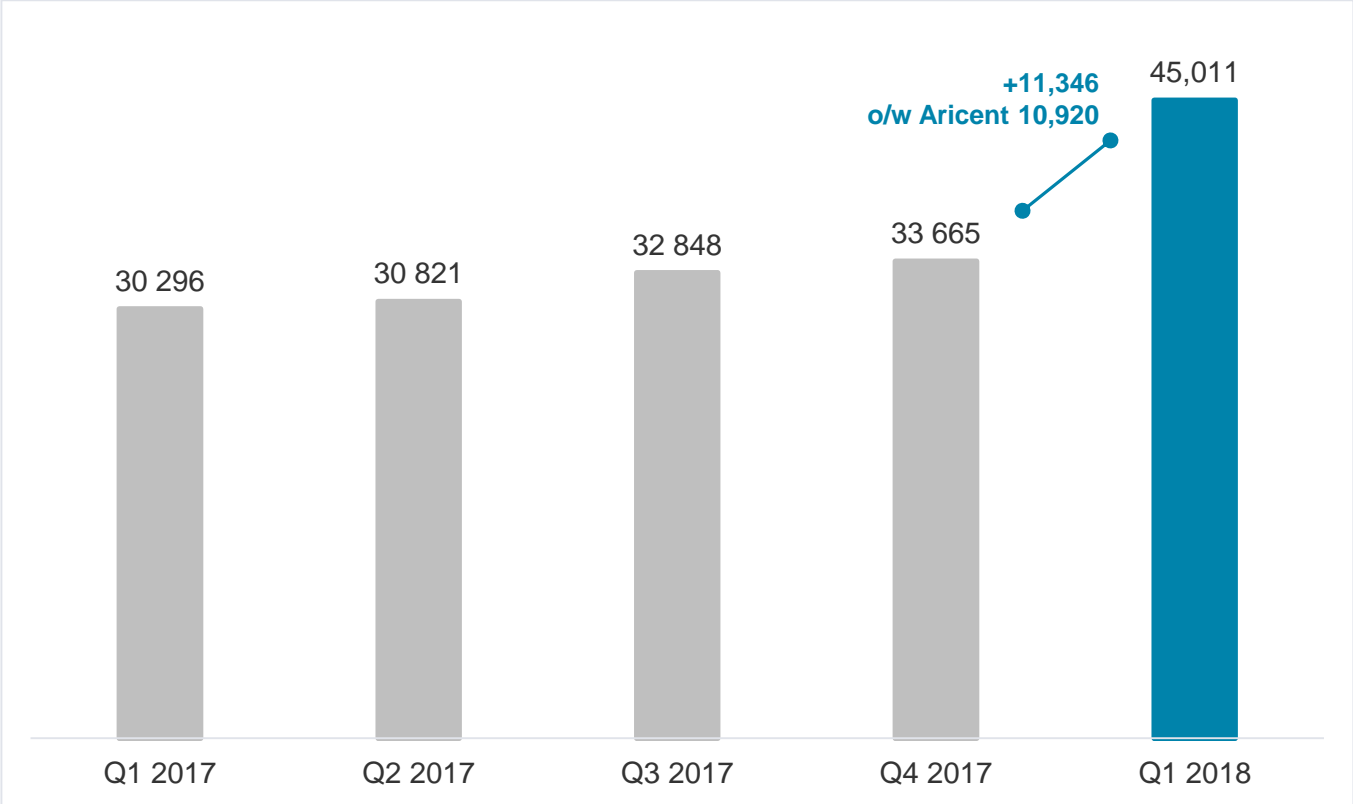
** Organic growth calculated on a constant forex and perimeter – Changes in perimeter reflect some pass-through non core activities being discontinued in Northern Europe.

*** Economic growth calculated on organic growth at constant working days

Q1 Revenue by key industries



Strong increase of resources



C. Conclusion

1

Another solid quarter, in line with expectations

2

Following the successful closing, debt raising and right issue related to the Aricent acquisition in record time, the 1st contribution and early stage convergence work confirm strategic intention

APPENDICES

1. Reconciliation of Q1 2017 revenues restated for IFRS 5 & 15 vs published numbers
2. Quarterly Revenues Change

1. Reconciliation of restated Q1 2017 revenues vs published numbers

(in €m)	Q1 2017	Transfert	IFRS 5	IFRS 15	Q1 2017 (restated)
FRANCE	241.0	0.6		1.3	242.9
NORTHERN ZONE	194.5	(0.6)		1.1	195.0
Germany & Austria	66.8			0.7	67.5
Belgium & Netherlands	44.7	(0.6)			44.1
UK	55.7			0.2	55.9
Scandinavia	18.7			0.1	18.8
Switzerland	8.6			0.1	8.7
SOUTHERN ZONE	110.7	0.0		0.5	111.2
Italy	53.2			0.1	53.3
Iberia	57.5			0.4	57.9
AMERICAS	45.0	0.0	(7.7)	0.4	37.7
ASIA (China)	7.4			0.0	7.4
TOTAL	591.2	0.0	(7.7)	3.3	586.8

Figures for Q1 2017 have been restated to factor:

- reclassification of Luxemburg revenues from Benelux to France and of Romania revenues from Italy to Germany / Austria (Transfert)
- discontinuation of US utilities business (IFRS5)
- implementation of IFRS 15

2. Quarterly revenues change (in €m)



Quarterly figures have been restated to factor:

- discontinuation of US utilities business (IFRS5)
- implementation of IFRS 15

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