



# Altran Q3 2019 revenues

October 31<sup>st</sup>, 2019

**altran**

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## Q3 2019 Executive summary

Robust Q3 organic growth of 6.0% (YTD 7.0%), consistent with our mid-term objectives driven by focused execution

Europe continues to deliver a strong performance (+7.2% Q3 organic growth, +8.0% YTD), weathering the impact of Brexit and the volatility of the German market

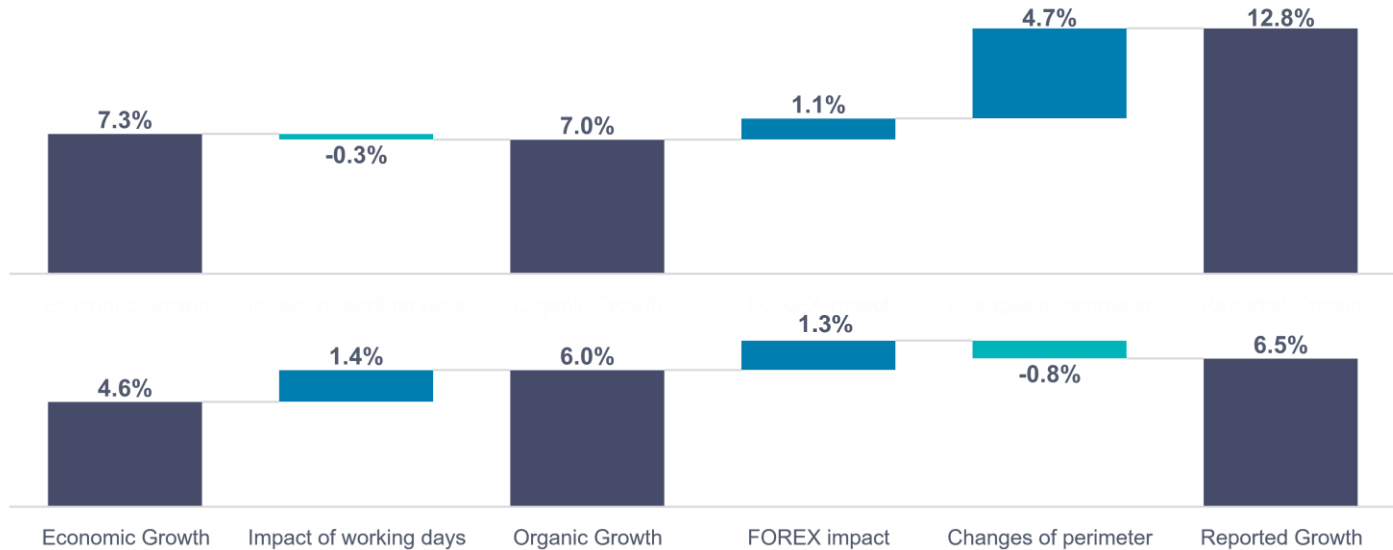
North America confirms growth trajectory and telecom recovery, offset by the expected semiconductor business cycle

AMF clearance obtained on Capgemini's tender offer; AMF to publish the closing date of the offer

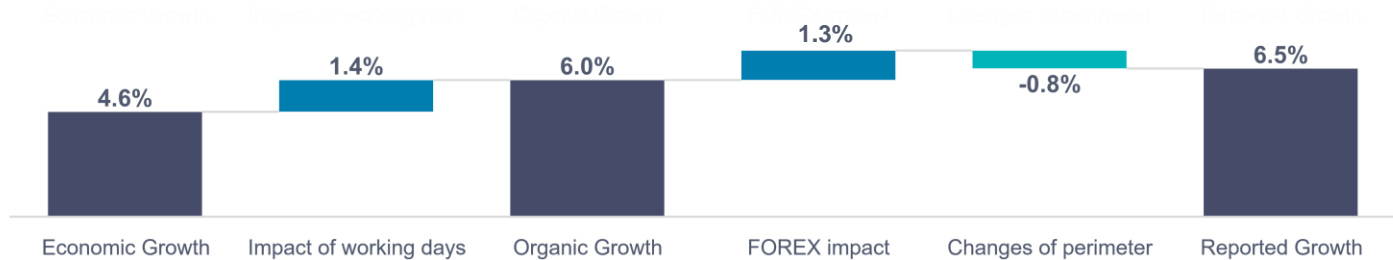
## 9 months key figures

- 9 months revenues were €2,372.9m compared to 9 months 2018 revenues of €2,103.8m (Q3 2019 revenues of €778.9m)
- 9 months 2019 Organic growth of 7.0% and reported growth of 12.8%

### 9m 2019



### Q3 2019

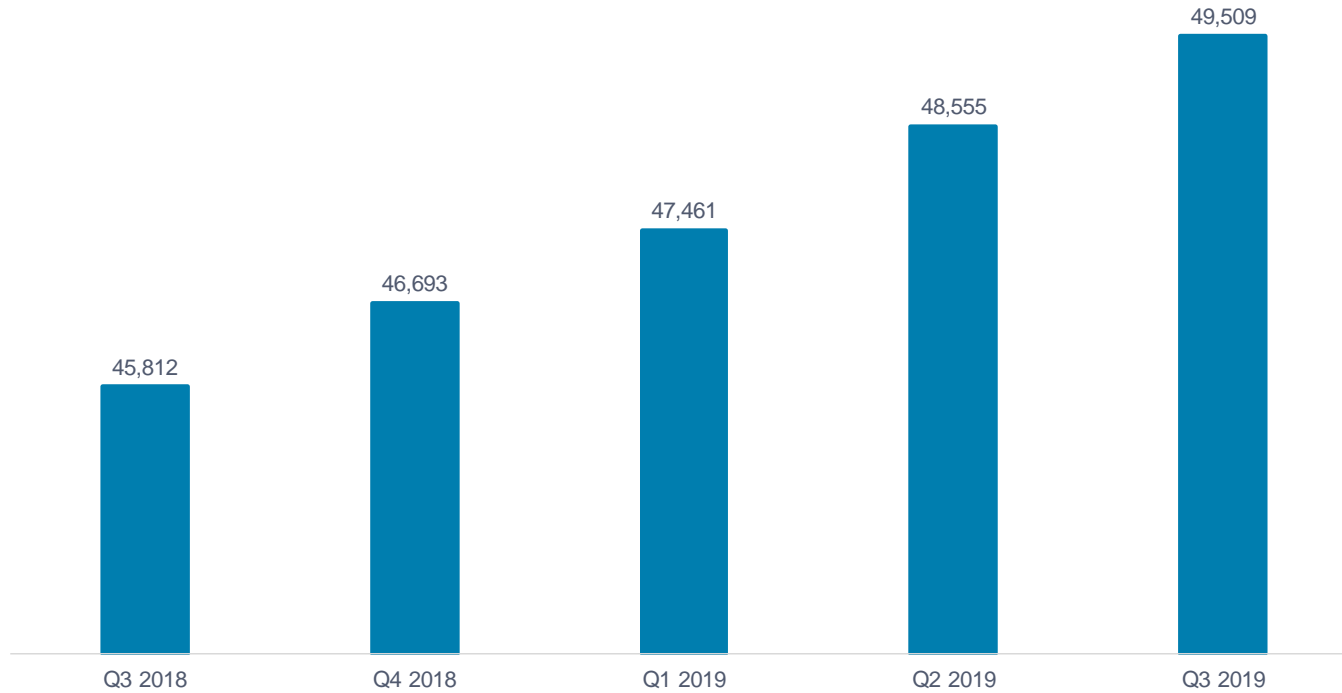


## Growth per region

<i>(in €m)</i>	Third Quarter			9 months YTD		
	Revenues	Reported Growth%	Organic Growth%	Revenues	Reported Growth%	Organic Growth%
<b>EUROPE</b>	565.8	6.3%	7.2%	1,753.3	7.1%	8.0%
West Europe	266.0	7.7%	7.4%	819.7	7.0%	6.7%
North Europe	85.1	3.0%	4.6%	274.7	6.1%	6.7%
Central Europe	72.9	-7.8%	-2.0%	221.6	-0.9%	6.2%
South East Europe	72.1	15.6%	14.7%	220.5	12.4%	11.7%
Iberia	69.7	13.8%	13.7%	216.8	13.2%	13.3%
<b>AMERICAS</b>	203.1	7.4%	2.6%	591.5	34.0%	3.4%
<b>ASIA</b>	10.0	4.8%	2.2%	28.1	7.6%	6.1%
<b>TOTAL</b>	<b>778.9</b>	<b>6.5%</b>	<b>6.0%</b>	<b>2,372.9</b>	<b>12.8%</b>	<b>7.0%</b>

- Europe is operating through clusters since January 1<sup>st</sup>, 2019.
- West Europe: France, Belgium, Luxemburg, Morocco, Tunisia; South East Europe: Italy, Switzerland; Iberia: Spain, Portugal; Central Europe: Germany, Austria, Czech Republic, Slovakia, Romania; North Europe: Netherlands, Scandinavia, United Kingdom
- The impact of the changes of perimeter linked to the disposal of AAC, a German player in the AÜG business (temporary work), to the discontinuity of Denmark activities in Scandinavia, and RT Tool in Czech Republic, has been restated to calculate the organic growth.

# Q3 Resources

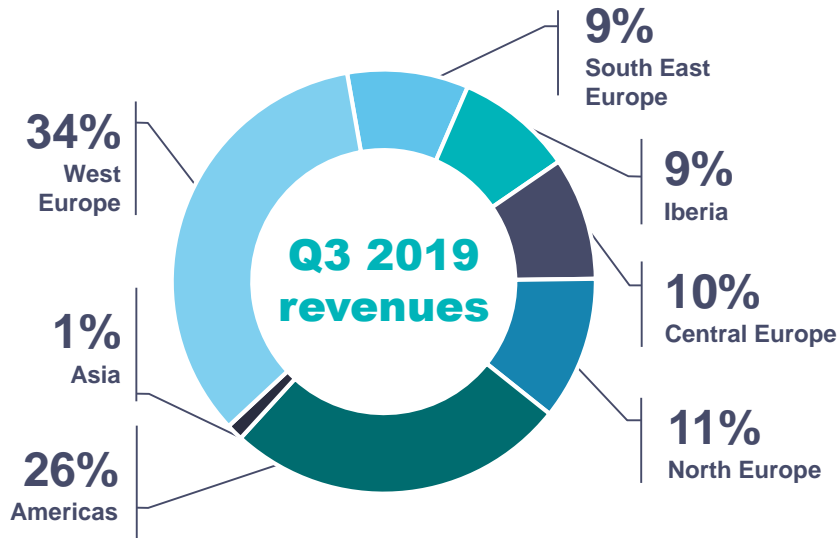


9 months  
net hiring:  
+ 2,940\*

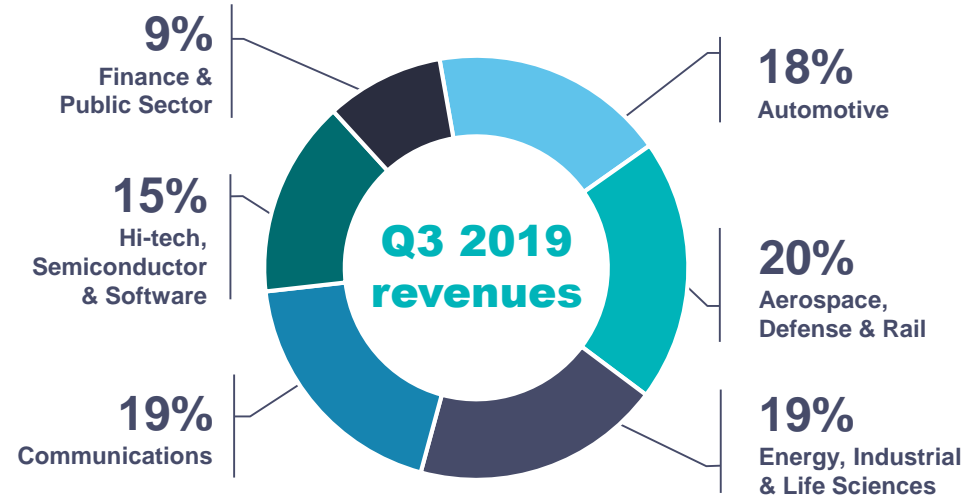
\*restated for changes of perimeter

# Balanced revenue mix across geographies and sectors

## Revenue mix per geography



## Revenue mix per sector



## Key takeaways

Underlying demand for ER&D services remains robust across geographies and industries notwithstanding some disparate events (Brexit, German market, semiconductor cycle)

Continuous improvement of operating performance leading to further deleveraging at year end

Focused to deliver our mid-term objectives by leveraging our service models



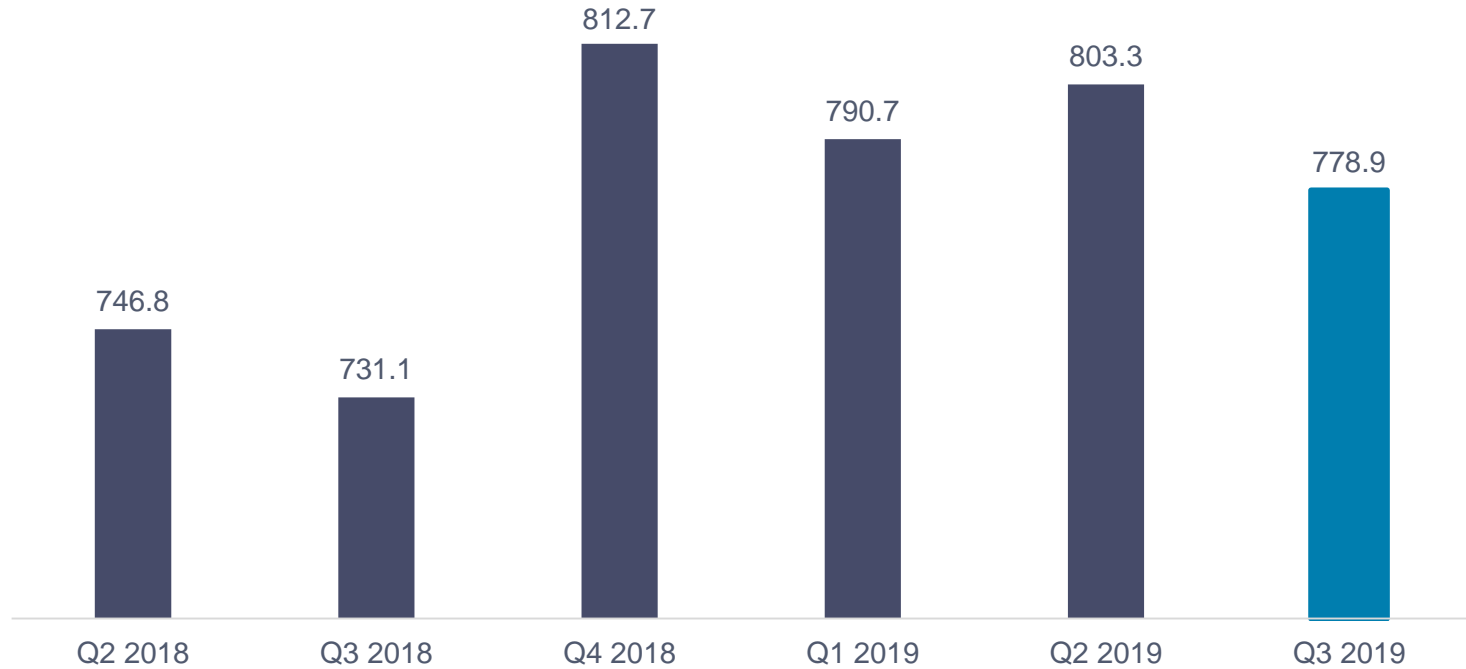
# Appendix

# 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:*

- **Organic growth** is the reported growth decreased by the impact of changes in the consolidation scope and the impact of exchange rate changes
- **Economic growth** is the organic growth restated for the variation in the number of working days

## Quarterly revenues change (in €m)



## Growth per region

<i>(in €m)</i>	Third Quarter				9 months YTD			
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EUROPE	565.8	6.3%	7.2%	5.7%	1,753.3	7.1%	8.0%	8.1%
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