## ALTRAN, GLOBAL LEADER IN INNOVATION





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A-EXECUTIVE SUMMARY B-STAFF & INVOICING RATE

cCONCLUSION



## A— EXECUTIVE SUMMARY



#### 1. EXECUTIVE SUMMARY - Q1 2015

- In Q1 2015, Altran revenues amounted to €473m vs. €430m in Q1 2014, which represents a +10% posted growth
- In Q1 2015, Altran revenues generated an economic growth of +4.1% Change of perimeter, working days and FX had a respective impact of -4.1%, +0.2% and -1.9%
- Invoicing ratio reaches a new record level at **86.7%** in Q1 2015 vs. **84.5%** in Q1 2014 (and 87.8% in Q4 2014)



### 2. REVENUES BY COUNTRY/BY ZONE (in €m)

	Q1 2015	Q1 2014	Reported Growth	Economic Growth %*
France	199.8	189.2	5.6%	5.6%
NORTHERN ZONE	148.7	139.2	6.8%	-7.4%
Germany & Austria	57.6	66.5	-13.4%	-17.7%
Benelux	31.2	21.6	44.4%	-12.8%
UK	37.6	28.9	30.1%	17.7%
Scandinavia	15.0	14.6	2.7%	8.3%
Switzerland	7.3	7.6	-3.9%	-18.1%
SOUTHERN ZONE	94.7	83.4	13.5%	13.9%
Italy	49.6	43.3	14.5%	14.6%
Spain	39.0	35.6	9.6%	11.2%
Portugal	6.1	4.5	35.6%	35.2%
REST OF THE WORLD	29.6	18.2	62.6%	27.2%
USA	20.1	13.3	51.1%	11.7%
India	3.4	1.0	240.0%	167.8%
China	6.1	3.9	56.4%	52.0%
TOTAL	472.8	430.0	9.9%	4.1%

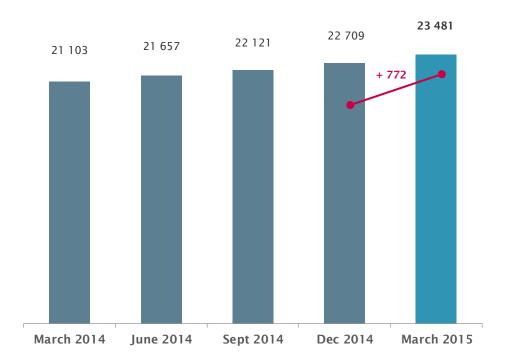
Economic growth\* for International 3.0%



B— STAFF



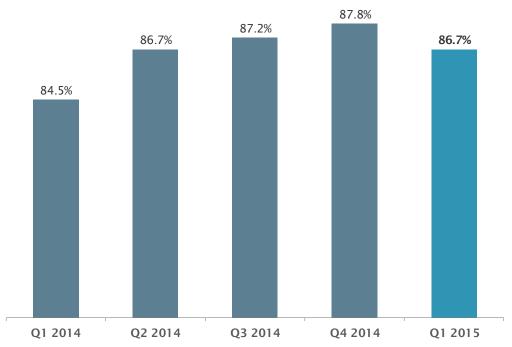
#### 1. STAFF NUMBERS TREND



 Out of the 772 new employees, 629 stem from change in Group perimeter



### 2. INVOICING RATE (excluding Cambridge Consultants activities)



<sup>\*</sup> Invoicing rate is equal to the ratio between the number of billed days and the number of potential billable days excluding notably legal vacations



## C— CONCLUSION



#### **CONCLUSION**

- Very strong Q1: +10% posted growth and +4.1% economic growth
- Invoicing rate keeps on improving: **86.7**% in Q1 2015 vs. **84.5**% in Q1 2014
- 2015 should be another year of profitable growth

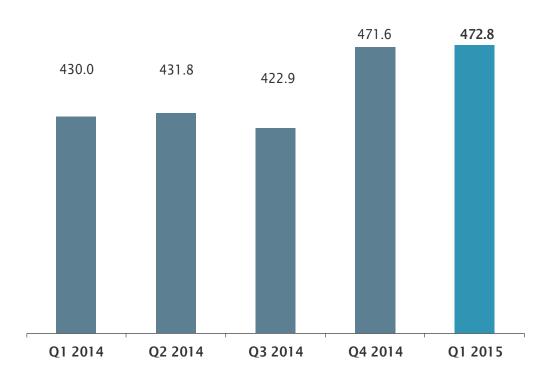


## **APPENDICES**

- 1. Quarterly Revenues Change
- 2. Group Revenues Change
- 3. Group Sequential Revenues Change
- 4. Geographical Split (IFRS8)



### 1. QUATERLY REVENUES CHANGE (in €m)





### 2. GROUP REVENUES CHANGE

(in €m)	Q1 2015	Q1 2014	Change (in %)
Revenues without contribution of acquired/divested companies (a)	455.1	430.0	5.8%
Contribution of acquired comapnies (b)	17.7		NA
Contribution of divested companies (c)	-		NA
Total consolidated revenue (a+b+c)	472.8	430.0	9.9%



## 3. GROUP SEQUENTIAL REVENUES CHANGE

(in €m)	Q1 2015	Q4 2014	Change (in %)
Revenues without contribution of acquired/divested companies (a)	455.1	453.8	0.3%
Contribution of acquired comapnies (b)	17.7	17.8	-0.6%
Contribution of divested companies (c)	-		NA
Total consolidated revenue (a+b+c)	472.8	471.6	0.3%



# 4. GEOGRAPHICAL SPLIT REVENUES CHANGE BY QUARTER IFRS8 EXCLUDING INTERZONES INTERCOS TRANSACTIONS

(in €m)	Q1 2015	Q4 2014	Q3 2014	Q2 2014	Q1 2014
France	210.4	214.7	191.9	193.7	198.7
NORTHERN ZONE	151.1	148.2	138.9	141.3	141.6
SOUTHERN ZONE	97.5	102.2	85.5	89.9	86.2
REST OF THE WORLD	30.6	26.9	24.2	23.7	19.0
ELIMINATIONS	(16.8)	(20.4)	(17.6)	(16.8)	(15.5)
Total	472.8	471.6	422.9	431.8	430.0



## **INNOVATION MAKERS**

