

# ALTRAN, GLOBAL LEADER IN INNOVATION



2015 Q2 REVENUES

30 July 2015

altran

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A—  
EXECUTIVE SUMMARY

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B—  
STAFF & INVOICING RATE

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C—  
CONCLUSION

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A—

# EXECUTIVE SUMMARY

## 1. EXECUTIVE SUMMARY - H1 2015

- 1 | Q2 2015 confirms the strongly positive Q1 2015 trend  
In H1 2015, Altran revenues amount to **€955m** vs. **€862m** in H1 2014, which represents a **+10.8%** posted growth
- 2 | This performance corresponds to an economic growth of **+4.0%**  
Change of perimeter, working days and FX had a respective impact of -4.2%, -0.4% and -2.2%
- 3 | Invoicing ratio reaches **87.2%** in Q2 2015 vs. **86.7%** in Q2 2014
- 4 | Outside Germany, Group performance is strongly over performing:
  - Economic growth amounts to **+8%** on the semester
  - Invoicing ratio amounts to **88.2%** in Q2 2015 vs 87.1% in Q2 2014

*\* Economic growth calculated on a constant forex, working-day and like-for-like basis*

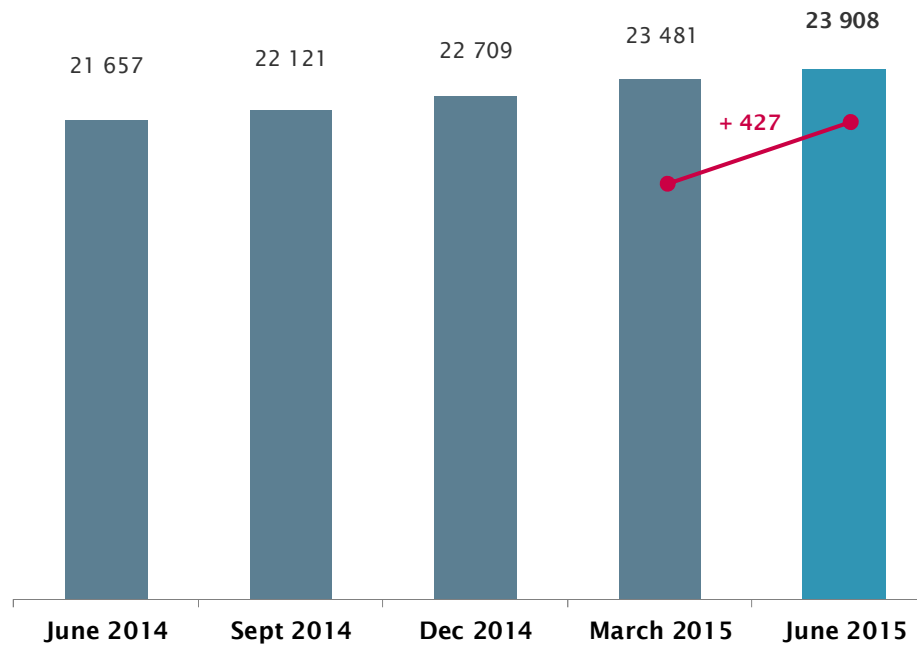
## 2. REVENUES BY COUNTRY/BY ZONE (in €m)

	H1 2015	H1 2014	Reported Growth	Economic Growth %*
<b>FRANCE</b>	<b>394.8</b>	<b>373.3</b>	<b>5.8%</b>	<b>5.7%</b>
<b>NORTHERN ZONE</b>	<b>304.5</b>	<b>277.6</b>	<b>9.7%</b>	<b>-6.1%</b>
Germany & Austria	112.2	129.5	-13.4%	-17.0%
Benelux	71.0	47.9	48.2%	-11.5%
UK	77.3	56.0	38.0%	25.3%
Scandinavia	28.6	29.1	-1.7%	1.5%
Switzerland	15.4	15.1	2.0%	-13.6%
<b>SOUTHERN ZONE</b>	<b>194.3</b>	<b>170.2</b>	<b>14.2%</b>	<b>13.4%</b>
Italy	102.1	88.7	15.1%	14.2%
Spain	80.1	72.6	10.3%	10.3%
Portugal	12.1	8.9	36.0%	35.4%
<b>REST OF THE WORLD</b>	<b>60.9</b>	<b>40.7</b>	<b>49.5%</b>	<b>20.3%</b>
USA	40.4	28.9	39.8%	8.3%
India	7.4	3.5	110.4%	82.1%
China	13.1	8.3	57.8%	32.8%
<b>TOTAL</b>	<b>954.5</b>	<b>861.8</b>	<b>10.8%</b>	<b>4.0%</b>

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# B— STAFF

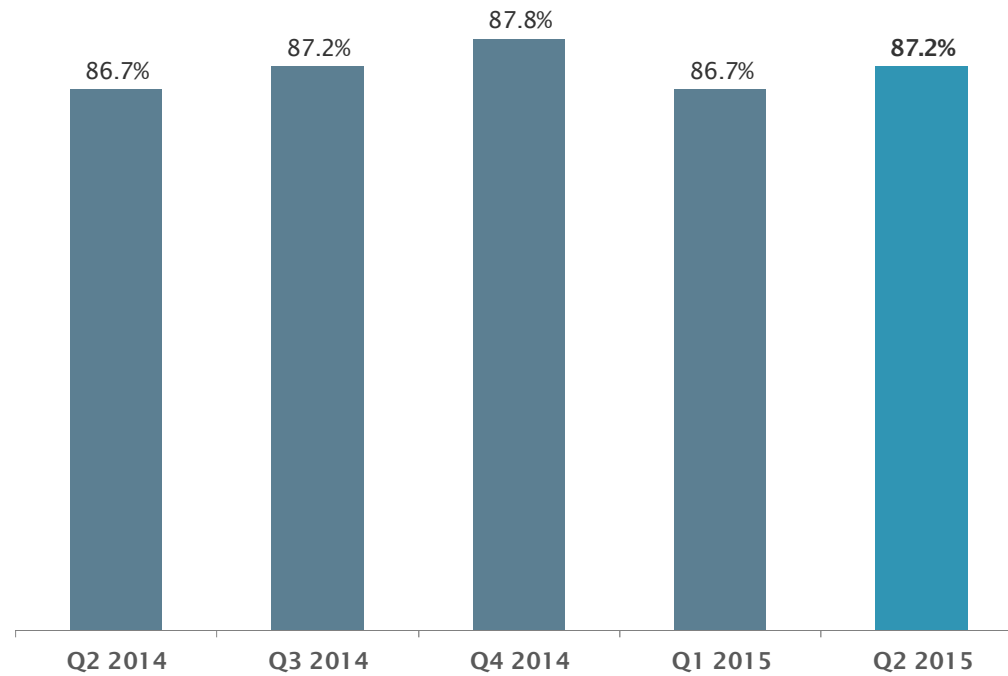
## 1. STAFF NUMBERS TREND



- Out of the 427 new employees, 24 stem from change in Group perimeter



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



- Still significant room for improvement
- 88.2% outside Germany

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

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C—  
CONCLUSION

## CONCLUSION

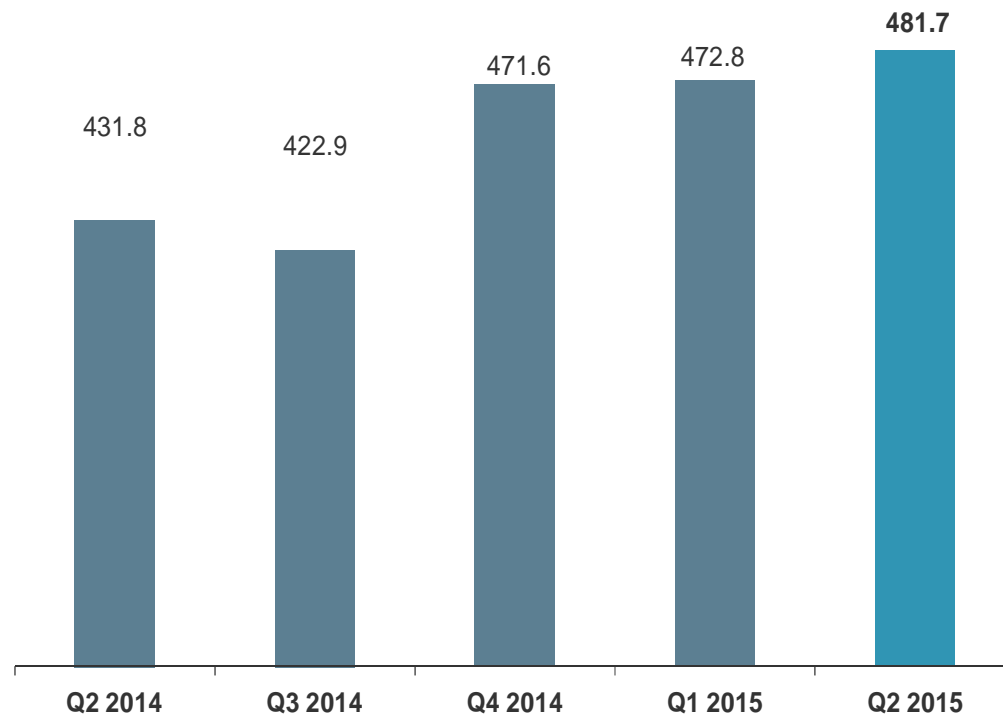
- 1 | Strong H1 dynamism: **+11%** posted growth and **+4%** economic growth
- 2 | Very solid performance outside Germany: **+8%** economic growth and **88.2%** invoicing ratio
- 3 | Energetic action plan currently in process in Germany under new management team leadership

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# APPENDICES

1. Quarterly Revenues Change
2. Q2 Revenues by Country/by Zone (in €m)
3. Group Revenues Change
4. Group Sequential Revenues Change
5. Geographical Split (IFRS8)

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



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

	Q2 2015	Q2 2014	Reported Growth	Economic Growth %*
<b>FRANCE</b>	<b>195.1</b>	<b>184.1</b>	<b>6.0%</b>	<b>5.5%</b>
<b>NORTHERN ZONE</b>	<b>155.9</b>	<b>138.3</b>	<b>12.7%</b>	<b>-4.5%</b>
Germany & Austria	54.6	63.0	-13.3%	-16.2%
Benelux	39.8	26.3	51.3%	-10.4%
UK	39.8	27.0	47.4%	34.3%
Scandinavia	13.6	14.5	-6.2%	-4.0%
Switzerland	8.1	7.5	8.0%	-7.6%
<b>SOUTHERN ZONE</b>	<b>99.5</b>	<b>86.7</b>	<b>14.8%</b>	<b>12.6%</b>
Italy	52.4	45.4	15.4%	13.8%
Spain	41.0	36.9	11.1%	9.4%
Portugal	6.1	4.4	38.6%	35.5%
<b>REST OF THE WORLD</b>	<b>31.2</b>	<b>22.7</b>	<b>37.4%</b>	<b>15.2%</b>
USA	20.3	15.6	30.1%	6.5%
India	3.9	2.4	62.5%	43.1%
China	7.0	4.7	48.9%	26.0%
<b>TOTAL</b>	<b>481.7</b>	<b>431.8</b>	<b>11.6%</b>	<b>3.9%</b>

\* Economic growth calculated on a constant forex, working-day and like-for-like basis

## 2. GROUP REVENUES CHANGE

<i>(in €m)</i>	Q2 2015	Q2 2014	Change (in %)
Revenues without contribution of acquired/divested companies (a)	463.3	431.8	7.3%
Contribution of acquired companies (b)	18.4	-	NA
Contribution of divested companies (c)	-	-	NA
<b>Total consolidated revenue (a+b+c)</b>	<b>481.7</b>	<b>431.8</b>	<b>11.6%</b>

### 3. GROUP SEQUENTIAL REVENUES CHANGE

<i>(in €m)</i>	Q2 2015	Q1 2015	Change (in %)
Revenues without contribution of acquired/divested companies (a)	463.3	455.1	1.8%
Contribution of acquired companies (b)	18.4	17.7	4.0%
Contribution of divested companies (c)	-	-	NA
<b>Total consolidated revenue (a+b+c)</b>	<b>481.7</b>	<b>472.8</b>	<b>1.9%</b>

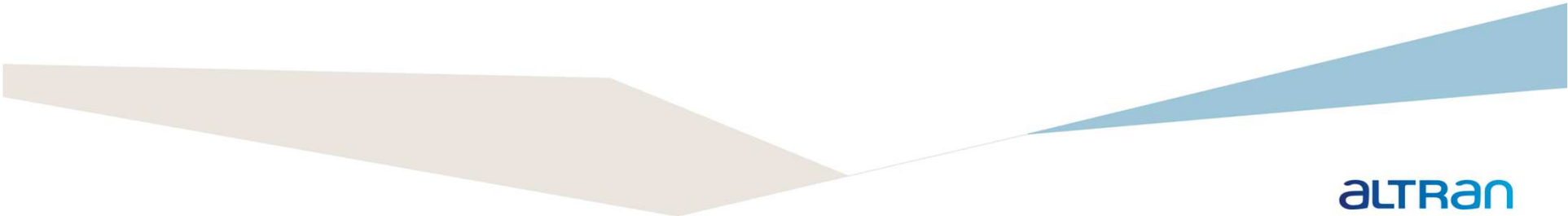
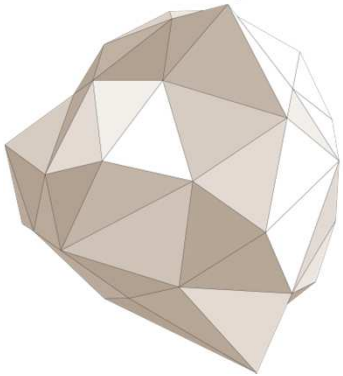


## 4. GEOGRAPHICAL SPLIT

### REVENUES CHANGE BY QUARTER IFRS8 EXCLUDING INTERZONES INTERCOS TRANSACTIONS

<i>(in €m)</i>	Q2 2015	Q1 2015	Q4 2014	Q3 2014	Q2 2014
FRANCE	206,8	210,4	214,7	191,9	193,7
NORTHERN ZONE	159,4	151,1	148,2	138,9	141,3
SOUTHERN ZONE	102,3	97,5	102,2	85,5	89,9
REST OF THE WORLD	31,0	30,6	26,9	24,2	23,7
ELIMINATIONS	(17,8)	(16,8)	(20,4)	(17,6)	(16,8)
<b>Total</b>	<b>481,7</b>	<b>472,8</b>	<b>471,6</b>	<b>422,9</b>	<b>431,8</b>

INNOVATION MAKERS



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