



Press release

Paris, 30 January 2012

## 2011 ACTIVITY: SUSTAINED ORGANIC GROWTH

In €M	2010	2011	Var.
<b>Turnover</b>	916.6	1 065,7	+16.3%
of which France	633.1 i.e. 69.1%	715.7 i.e. 67.1%	+ 13.1%
of which International	283.5 i.e. 30.9%	350.0 i.e. 32.9%	+ 23.4%
<b>Headcount</b>	12 600	14 800	17.5%

### 2011 ACTIVITY:

The consolidated turnover for the fourth quarter of 2011 was 281.2 million euros, up 14.4% compared with the previous year (12.5% at constant scope and exchange rates).

Organic growth thus remained satisfactory throughout 2011, despite a slight slowdown in the last quarter, mainly in France, and 2 fewer working days than in 2010.

The consolidated turnover for 2011 was 1,065.7 million euros, up 16.3% compared with the previous year (14.5% excluding the impact of exchange rates and at constant scope).

The international share of the turnover is growing steadily and now accounts for one-third of the Group's activity.

In France, in 2011, growth was 13.1% (15.3% in the first half-year; 10.9% in the second). International activity remained dynamic, up 23.4% compared with 2010. Excluding the impact of exchange rates, and at constant scope, activity grew by 17.7%.

Three countries saw very strong growth: Sweden whose turnover grew by 47.7% (40% excluding the impact of exchange rates), the Netherlands (+27.8%) and Germany (+19%).

Automotive, Aeronautics, Electronics and Energy were the most dynamic sectors.

Despite a high staff turnover (over 20%), Alten managed to attract the necessary resources to complete its projects and maintained a steady recruitment rate during 2011.

The activity rate remained satisfactory in 2011: it was 92.5% (versus 92.7% in 2010).

## **EXTERNAL GROWTH: THREE INTERNATIONAL ACQUISITIONS**

Alten acquired:

- Calsoft Labs, a company specialising in Telecoms (onboard electronics, telecoms networks and mobile platforms), based in India and the United States (650 people; 22 M USD of T/O)
- Bardenheuer, a company in a niche of the telecoms security market, in Germany (30 people; 2.3 M € of T/O)
- Enea, a leading Telecoms company in Sweden (250 people, 260 M SEK of T/O); the takeover is due to be completed in February 2012.

## **2012 OUTLOOK**

Despite a depressed economic context at the end of 2011, the start of 2012 was reassuring and even encouraging. January activity remained satisfactory and comparable with the previous year.

Being one of the main technological partner, Alten has confirmed all its reference listings among the main principals in the aeronautics, automotive, energy, telecommunication sectors... Alten should continue to benefit from its size, its international presence, its diversified offer and its recognised know-how in technology project management to pursue its expansion.

## **NEXT PUBLICATION**

Annual Results 2011: Wednesday 29 February 2012 before markets open.

*As the European Leader in Technology Consulting and Engineering, ALTEN carries out design and research projects for the technical and IT divisions of major clients in industry, telecoms and services. ALTEN's stock is listed on 'compartment B' of the Euronext Paris stock exchange (ISIN FR0000071946). It is part of the SBF 120, the IT CAC 50 and MIDCAP 100 indices, and is eligible for the SRD.*

### **Technology Consulting and Engineering**

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