



Press release

Paris, October 3, 2007

## First half results 2007

| In €m                                | June 2006    | June 2007    | Change %       |
|--------------------------------------|--------------|--------------|----------------|
| <b>Turnover</b>                      | <b>271.7</b> | <b>337.8</b> | <b>+ 24.3%</b> |
| * France                             | 199.4        | 254.9        | + 27.8%        |
| * International                      | 72.3         | 82.9         | + 19.6%        |
| <b>Operational profit</b>            | <b>36.6</b>  | <b>38.2</b>  | <b>+ 4.4%</b>  |
| As % of turnover                     | 13.5%        | 11.3%        |                |
| Stock options                        | - 0.9        | - 2.0        | -              |
| Operating profit before exceptionals | 35.7         | 36.2         | -              |
| Operating profit                     | 35.7         | 31.6         | - 11.5%        |
| As % of turnover                     | 13.1%        | 9.4%         |                |
| <b>Attributable net profit</b>       | <b>22.7</b>  | <b>17.5</b>  | <b>- 22.9%</b> |
| As % of turnover                     | 8.3%         | 5.2%         |                |
| <b>Cash flow</b>                     | <b>38.0</b>  | <b>39.0</b>  | <b>+ 2.6%</b>  |
| <b>Free cash flow</b>                | <b>-3.6</b>  | <b>+2.3</b>  | <b>-</b>       |
| Headcount                            | 7,470        | 9,400        | -              |

(\*) according to IFRS.

Unaudited

### 2007 FIRST HALF ACTIVITY

ALLEN, the European leader in High Technology Consulting, achieved 24.3% growth in the first half 2007 (of which 14.3% through organic growth). International business represented 24.5% of turnover. The advanced technology consulting and engineering markets stay on a growth trend.

### OPERATIONAL PROFIT: 4.4%

Operational profit stood at €38.2m, 11.3% of turnover, up by 4.4% in comparison with the first half 2006 (€36.6m, or 13.5% of turnover).

A negative calendar effect, the integration of low profitability companies acquired in 2006, and the increase in the salary/price ratio are the main reasons for the drop in operational margins in the first half.

After the theoretical €2m cost of stock options (this expense does not give rise to a future disbursement), a non-recurring loss of €1.2m and €3.3m in exceptional goodwill amortization were posted, operating profit stood at €31.6m, down 11.5% from June 2006.

#### **NET INCOME, GROUP SHARE**

It amounted to €17.5m after deduction of - €0.5m in financial income and €13.5m in income tax expense.

#### **NET DEBT: €4.1m**

ALTEN generated a cash flow of €39m (+2.6% from June 2006) in line with the increase in operational profit (+4.4%).

Free cash flow amounted to €2.3m (after financing the income tax expense and WCR).

To finance its investments mainly related to acquisitions (€13.9m), ALTEN used its available cash in bank and borrowings. Net debt amounted to €4.1m at the end of June.

It has a solid capacity for financing, which will enable it to continue its development.

#### **2007 OUTLOOK**

The Group confirms that its organic growth target for 2007 is over 10 %.

It plans to improve operational and operating margins in the second half.

Alten confirmed its status as European leader in advanced technology consulting whilst maintaining its profit margins.

*As the European Leader in Advanced Technology Consulting and Engineering, ALTEN meets its major industrial, telecom, or service-providing clients' needs in R&D and new technologies.*

*ALTEN's stock is listed on 'compartiment B' of the Euronext Paris stock exchange (ISIN FR0000071946). It is part of the SBF 120, the IT CAC 50 and MIDCAP 100 indexes, and is eligible for the SRD.*

#### **ADVANCED TECHNOLOGY CONSULTING AND ENGINEERING**

For more information: [www.alten.fr](http://www.alten.fr)

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