

Paris, April 25<sup>th</sup> 2018

5:40 pm

## BUSINESS IN FIRST QUARTER 2018

- Sustained growth in France and abroad: **+9.1%**
- **3 acquisitions outside France**

€ million	Q1 2017 as published	Q1 2017 IFRS 15	Q1 2018 IFRS 15	Year-on- year change
<b>Revenue</b>	<b>497.3</b>	<b>501.6</b>	<b>547.4</b>	<b>+9.1%</b>
▪ Of which France	234.6 i.e. 47.2% of total revenue	237.3 i.e. 47.3% of total revenue	255.7 i.e. 46.7% of total revenue	+7.7%
▪ Of which international	262.7 i.e. 52.8% of total revenue	264.2 i.e. 52.7% of total revenue	291.8 i.e. 53.3% of total revenue	+10.4%

Please note the new IFRS 15 Revenue from Contracts with Customers standards implemented in January 1st 2018 do not bear a significant impact on the information that have been published.

### BUSINESS UP +9.1% IN THE QUARTER ENDED MARCH 31ST 2018

Business grows by 9.1% in Q1 2018 reaching 7.7% in France and 10.4% abroad; on a like-for-like basis and constant exchange rate, it increased by 8.5% (7.7% in France and 9.3% outside France). Restated for the number of business days (-1 working day in Q1) and at constant exchange rate, growth would have reached 10.2% (9.4% in France and 11% abroad).

France sustains a robust growth rate in consistency with the increase recorded at the end of 2017.

Business abroad also grows sharply and more specifically in North America, Spain and Benelux.

All business sectors are growing: Aerospace, Defence & Security, Life Sciences and Rail/Naval experience sharp growth.

### EXTERNAL GROWTH: 3 ACQUISITIONS OUTSIDE FRANCE

ALLEN is consolidating its positions abroad and has carried out 3 acquisitions since the beginning of 2018:

- 2 companies in Austria and Spain (annual revenue: €14M, 245 consultants)
- 1 company in China (annual revenue: €7M, 160 consultants)

## OUTLOOK FOR 2018:

The beginning of 2018 shows that our activity remains well oriented in almost all geographical areas and business sectors. ALTEN confirmed its main reference listings and acquired new ones mostly abroad. Assuming similar economic conditions, ALTEN should achieve a satisfactory positive organic growth again.

## DIVIDENDS

The Board of Director of ALTEN will propose to the Combined General Shareholders' Meeting of June 20th 2018 to pay a €1 dividend per common share and €0.50 dividend per preference share.

## NEXT PUBLICATION: JULY 25TH 2018

**Q2 2018 Revenue:** Press Release to be published on July 25<sup>th</sup> 2018 after market closing

## **About ALTEN**

For more information: [www.alten.fr/investisseurs](http://www.alten.fr/investisseurs) / **Contact: ESCAL Consulting Tel: + 33 1 44 94 95 66**

*As a European Leader in Engineering and Technology Consulting (ETC), ALTEN carries out design and research projects for Technical and IT divisions of major clients in industry, telecoms and services.*

*ALTEN's stock is listed in compartment A of the Euronext Paris market (ISIN FR000001946); it is part of the SBF 120, the IT CAC 50 index and MIDCAP100, and is eligible for the deferred Settlement Service (SRD).*

# PRESS RELEASE



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*Appendix to Press Release:*

## Definition of alternative performance measures and reconciliation with IFRS standards

The ALTEN Group uses alternative performance measures especially selected to follow up on its operational activities. The Group has chosen these measures as they supply additional information allowing the users of periodic financial information to have a comprehensive understanding of the Group's performance. Such alternative performance measures are complementary to IFRS standards.

### Revenue growth on a like-for-like basis (i.e. organic growth)

Growth on a like-for-like basis (and constant exchange rate) is calculated excluding the effects of exchange rate variations and the variations of the consolidation scope on a chosen period.

Exchange rate impacts are measured by converting the revenue of the period with the average exchange rate from the previous period.

Scope variation impacts are measured excluding acquisitions, revenue of the period and for transfers, revenue of the previous period, in order to create a scope which is identical to the previous period.

This alternative measure enables to identify the real performance of the Group in terms of activity on the chosen period.

### Evolution of business in Q1 2018

€M	Q1 2017 Revenue as published	Q1 2017 Revenue restated of IFRS 15	Q1 2018 Revenue	% Change
<b>Revenue on a like-for-like basis</b>	<b>497.3</b>	<b>501.6</b>	<b>544.4</b>	<b>+8.5%</b>
France	234.6	237.3	255.7	+7.7%
International	262.7	264.2	288.7	+9.3%
<b>Scope variation</b>			<b>14.0</b>	<b>+2.8%</b>
France			-	-
International			14.0	+5.3%
<b>Exchange rate impact</b>			<b>-11.0</b>	<b>-2.2%</b>
France			-	-
International			-11.0	-4.2%
<b>Group revenue</b>	<b>497.3</b>	<b>501.6</b>	<b>547.4</b>	<b>+9.1%</b>
France	234.6	237.3	255.7	+7.7%
International	262.7	264.2	291.8	+10.4%