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## BUSINESS IN THE NINE MONTHS TO END-SEPTEMBER 2016

- **Big 13.6% increase in business**
- **9 new acquisitions since January 2016**

€ millions	9M 2015	9M 2016	Year-on-year change
<b>Revenue</b>	<b>1,139.8</b>	<b>1,294.5</b>	<b>+13.6%</b>
France	€589.7 million, i.e. 51.7% of total revenue	€620.0 million, i.e. 47.9% of total revenue	+5.1%
International	€550.0 million, i.e. 48.3% of total revenue	€674.5 million, i.e. 52.1% of total revenue	+22.6%

### BUSINESS UP 13.6% IN THE NINE MONTHS TO 30 SEPTEMBER 2016

There has been a strong increase in business on the back of both sustained organic growth and the Group's dynamic external growth strategy.

On a "like-for-like" and constant exchange rate basis, business grew by 7.7% (up 3.8% inside France and up 11.8% outside France) in the first nine months of the year.

The positive trends noted in previous quarters were confirmed in the third quarter of 2016. Quarterly revenue amounts to €424.1 million (€375.6 million in September 2015) up 12.9%. On a like-for-like and constant exchange rate basis, business increased by 6.8% (up 1.8% inside France and up 12.2% outside France). Figures restated to take account of the calendar effect (i.e., 1 working day less in Q3 2016 than in Q3 2015), show that Q3 business grew strongly both inside and outside France.

Outside France, all regions are delivering growth, including Germany which has returned to positive organic growth. Southern Europe, North America and the UK have all reported organic growth of over 10%.

The good momentum recorded in the first-half of the year has continued and all business lines are growing, especially the Automotive, Finance/Services, Electronics and Aeronautic sectors.

### EXTERNAL GROWTH: 9 NEW ACQUISITIONS SINCE THE BEGINNING OF 2016

Alten completed two new acquisitions in October 2016:

- a French-based Life Sciences company (estimated annual revenue: €19 million - 190 additional consultants);
- a Romanian IT company (estimated annual revenue: €9 million - 185 additional consultants);

Alten has completed nine international acquisitions since the start of the year, including eight outside France:

- four acquisitions in Europe: in France, Germany, Italy and Romania (annual revenue: €48 million - 510 additional consultants);
- five acquisitions in North America and India (annual revenue: €59 million - 1,065 additional consultants);

## **OUTLOOK FOR FULL-YEAR 2016**

Amid a general improvement in the business environment, Alten confirms that the Group will deliver a much higher year-on-year increase in organic growth for full-year 2016, i.e., in excess of 5.5%.

## **NEXT PUBLICATION:**

**Publication of business in fourth quarter (Q4 Rev):** January 25, 2017

## **About ALTEN**

**For more information, go to [www.alten.com/investors](http://www.alten.com/investors) / Contact: Matthieu Roquet Montégon - +33 (0)6 16 92 80 65**

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

*ALTEN's shares are listed on compartment A of Euronext Paris (ISIN FR000001946). It is part of the SBF 120, IT CAC 50 index and MIDCAP100 and is eligible for the deferred Settlement Service (SRD).*