

Paris, January 26th, 2018

5:40pm

## FULL-YEAR 2017 REVENUE

- **Strong 13% increase in activity**
- **Accelerated growth in Q4**
- **6 acquisitions overseas**

| € millions       | 2016                      | 2017                        | YoY change    |
|------------------|---------------------------|-----------------------------|---------------|
| <b>Revenue</b>   | <b>1,748.3</b>            | <b>1,975.4</b>              | <b>+13.0%</b> |
| ▪ France         | 830.1 million, i.e. 47.5% | 914.4 million, i.e. 46.3%   | +10.1%        |
| ▪ International  | 918.2 million, i.e. 52.5% | 1,061.1 million, i.e. 53.7% | +15.6%        |
| <b>Headcount</b> | <b>24,000</b>             | <b>28,000</b>               | <b>+16.7%</b> |

### 2017 STRONG GROWTH IN ACTIVITY: 13% INCREASE

Growth has remained sustained throughout the year reaching 10.1% in France and 15.6% overseas. On a like-for-like and constant exchange rate, business increased by 7.9% (7.1% in France and 8.5% outside France). Despite a negative calendar effect (2 less business days as compared to 2016) ALTEN's activity has grown sharply all year and more particularly during last quarter.

Revenue in Q4 2017 reaches €522.8 M with a 15.2% increase (vs. €453.8 M in Q4 2016).

On a like-for-like basis, business increased by 10.4% (11% in France and 9.9% abroad).

In France, accelerated growth in Q4 has increased to the levels reported for international growth. Outside France, business in nearly all geographical areas is growing; Sweden, North America and Spain report a growth in activity of over 10%.

Similarly to 2016, Automotive, Aerospace and Life Sciences are the business sectors that most contributed to accelerate growth.

### EXTERNAL GROWTH: 6 ACQUISITIONS OUTSIDE FRANCE

ALTEN is consolidating its position abroad and has carried out six acquisitions overseas in 2017:

- Two companies in Germany and Switzerland (annual revenue: €20 M, 170 consultants)
- Four companies in the US (annual revenue: €32 M, 205 consultants)

## **OUTLOOK FOR 2018**

The beginning of 2018 follows on the trend of 2017, i.e. a well-oriented demand. Provided similar economic conditions, ALTEN will continue to grow in 2018 thanks to a positive organic growth and targeted external developments.

## **NEXT PUBLICATION:**

**Full-year 2017 results:** Analyst meeting: February 21<sup>st</sup> 2018, 10:00am  
Publication of press release: February 20<sup>th</sup> 2018, after trading

## **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 and MIDCAP100 indexes and is eligible for the deferred Settlement Service (SRD).*