

**Press Release** 

Paris, 4 February 2009

# HIGH INCREASE IN ACTIVITY IN 2008: + 20.7%

## SUSTAINED ORGANIC GROWTH: + 16.2%

In €m	2007	2008	Change
Turnover	701.2	846.3	+20.7%
of which France of which International	523.4 i.e. 74.7% 177.8 i.e. 25.3%	624.0 i.e. 73.7% 222.3 i.e. 26.3%	+19.2% +25.1%
Workforce	10,480	12,000	+14.5 %

#### **ACTIVITY 2008: + 20.7%**

ALTEN has increased its market share in all business sectors, particularly in Energy, and confirms its place as a leading European company in Technology Consulting and Engineering (ICT).

Excluding acquisitions, ALTEN has achieved very strong organic growth (16.2%), twice as high as that of the market: organic growth stands at 15.7% in France and 17.6% internationally.

In the last quarter, despite the poor economic context, and an extremely buoyant fourth quarter 2007 in comparison, organic growth reached 8.3%.

ALTEN had a satisfactory year in 2008 and confirms that its operating margin for 2008 should be between 11.5 and 11.8% of the turnover. The impact of acquisitions made in 2008 will cost around 0.4% on the year's operating margin and is already incorporated in the aforementioned estimation (unaudited).

### **EXTERNAL GROWTH**

ALTEN increased its acquisition policy in France and abroad.

#### 1<sup>st</sup> half year 2008:

• 2 companies specialising in project management (PMO) in France, first quarter (70 consultants, annual turnover: €5.2m),

- 1 company specialising in in-car / realtime software in the Netherlands, first quarter (90 consultants, annual turnover: €7.8m),
- 1 company specialising in documentary engineering, in Romania, second quarter (80 consultants, annual turnover: €1.7m).

## 2<sup>nd</sup> half year 2008:

- 1 company with expertise in Microsoft technology in France, July 2008 (80 consultants, annual turnover: €7.5m),
- 2 companies specialising in information technologies in Spain, end September (300 consultants, annual turnover: €24m),
- 1 company specialising in mechanics, electronics and scientific calculations, in Sweden, in December 2008 (400 consultants, annual turnover: €40m).

#### In January 2009:

#### In France,

• 1 company specialised in the design of "vehicle" systems: engine control and motorisation systems, in-car realtime software (180 consultants, annual turnover: €14m).

#### In Italy,

• 1 company specialised in Telecom activities and embedded software (150 consultants, annual turnover €10m).

### **2009 OUTLOOK**

The slowdown in activity experienced in the middle of the last quarter 2008 became more pronounced at the start of 2009, due to the abrupt slow down in automobile projects.

In other sectors (Aeronautics, Energy, Telecom and Service Sector) despite the economic context, ALTEN has maintained its level of activity.

ALTEN is taking the necessary measures to limit the impact. Despite a reduced visibility, ALTEN is confident in its ability to adapt to its environment and achieve an annual margin that will remain satisfactory.

#### **UP AND COMING INFORMATION**

Annual Results 2008: Wednesday 11 March 2008 before the stock market opens.

The European leader in consultancy and advanced engineering technology, ALTEN carries out consulting and design projects for Technical IS Departments for key industrial, telecom and tertiary sector accounts.

ALTEN stock is listed on 'compartment B' of the Euronext Paris Stock Exchange (ISIN FR0000071 946). It is part of the SBF 120, the IT CAC 50 and MIDCAP 100 indexes, and is eligible for the SRD.

# **Technology Consulting and Engineering**

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