



Press Release

Paris, 25 February 2013

ANNUAL RESULTS 2012 STRONG GROWTH IN ACTIVITY AND RESULTS

In millions of euros	Dec. 2011	Dec. 2012	Var. %
Turnover	1,065.7	1,198.0	+12.4 %
<i>* France</i>	<i>715.7</i>	<i>757.7</i>	<i>5.9%</i>
<i>* International</i>	<i>350.0</i>	<i>440.3</i>	<i>25.8%</i>
Operating profit on activity	108.3	120.6	+11.4%
<i>As % of turnover</i>	<i>10.2%</i>	<i>10.1%</i>	
Stock options	-0.3	-0.3	
Operating Profit before Exceptional Items	108.0	120.3	+11.4%
Non-recurring profit/loss	-9.4	-3.9	
Profits/losses on disposals	-0.2	-	
Goodwill impairment	-3.1	-	
Operating Profit	95.3	116.4	+22.1%
<i>As % of turnover</i>	<i>8.9%</i>	<i>9.7%</i>	
Net profit Group share	59.4	78.1	+31.5%
<i>As % of turnover</i>	<i>5.6%</i>	<i>6.5%</i>	
Free cash flow (*)	67.8	80.0	+18.1%
<i>As % of turnover</i>	<i>6.4%</i>	<i>6.7%</i>	
Net cash	44.1	58.4	
Headcount	14,800	15,950	+7.8%

(*) Free cash flow: Flow generated by business activity

Audit in progress

2012 ACTIVITY

Turnover for 2012 was 1,198 M€, up 12.4%, compared with 2011. On a like-for-like basis, including exchange rate effect, activity increased 8.7% (5.9% in France and 14.4% abroad).

Aeronautics, as well as Railway, Energy and Telecom (manufacturers) were the most dynamics sectors. Germany, Sweden and Italy achieved a sustained growth.

OPERATING PROFIT ON ACTIVITY: 10.1% OF TURNOVER, UP 11.4%

The operating profit on activity totalled 120.6M€, or 10.1% of turnover.

Alten group maintained a high operating margin, despite:

- Fewer working days than in 2011;
- The continued structuring efforts to assist clients in the implementation of work packages;
- Pricing pressures in the banking sector in particular;
- The integration of less profitable acquired companies.

Rigorous project management, tight cost control and an increasing contribution of international activities, more profitable, allowed the Group to achieve satisfactory operational profitability.

STRONG GROWTH IN NET PROFIT GROUP SHARE: +31.2%

After taking account of tax charge (-38.9M€), the net profit group share was 78.1M€.

NET CASH: +58.4M€; GEARING: -13%

The free cash flow came to 80M€, up 18.1% (6.7% of turnover), thanks to good control of the Working Capital Requirement.

The Group was able to finance all its investments, acquisitions and dividends paid to shareholders.

Its gearing was -13%.

2013 OUTLOOK

Activity in 2013 shall remain in line with the end of 2012.

As a key technological partner, Alten should continue to benefit from its size, its international scope and its acknowledged expertise in globalized projects management in order to continue to expand abroad.

As a 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 stock is listed in compartment B of the Euronext Paris market (ISIN FR0000071946); it is part of the SBF 120, the IT CAC 50 index and MIDCAP 100, and is eligible for the Deferred Settlement Service (SRD).

Technology Consulting and Engineering (TCE)

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