

# ALTEN

Activity at the end  
of December 2018

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January 29<sup>th</sup>, 2019



# Breakdown of turnover per geographical area

## December 31<sup>st</sup> 2018 (in €M)



| COUNTRY        | Q4 only      |               |              |               | Change       |                 |              |                                 |
|----------------|--------------|---------------|--------------|---------------|--------------|-----------------|--------------|---------------------------------|
|                | 2017         | %             | 2018         | %             | Released     | Change in scope | Forex        | Organic, excluding Forex effect |
| France         | <b>243.6</b> | <i>46.3%</i>  | <b>277.8</b> | <i>45.3%</i>  | <b>14.1%</b> | <b>0.0%</b>     | <b>0.0%</b>  | <b>14.1%</b>                    |
| International  | <b>282.1</b> | <i>53.7%</i>  | <b>335.7</b> | <i>54.7%</i>  | <b>19.0%</b> | <b>6.0%</b>     | <b>-0.3%</b> | <b>13.3%</b>                    |
| North America  | 56.9         | <i>10.8%</i>  | 68.9         | <i>11.2%</i>  | <b>21.0%</b> | <b>2.3%</b>     | <b>2.9%</b>  | <b>15.8%</b>                    |
| Germany        | 50.8         | <i>9.7%</i>   | 56.1         | <i>9.1%</i>   | <b>10.5%</b> | <b>7.9%</b>     | <b>0.0%</b>  | <b>2.7%</b>                     |
| Scandinavia    | 43.2         | <i>8.2%</i>   | 46.1         | <i>7.5%</i>   | <b>6.6%</b>  | <b>0.0%</b>     | <b>-4.7%</b> | <b>11.3%</b>                    |
| Spain/Portugal | 24.3         | <i>4.6%</i>   | 38.2         | <i>6.2%</i>   | <b>57.2%</b> | <b>37.6%</b>    | <b>0.0%</b>  | <b>19.7%</b>                    |
| Italia         | 20.4         | <i>3.9%</i>   | 24.0         | <i>3.9%</i>   | <b>17.8%</b> | <b>0.0%</b>     | <b>0.0%</b>  | <b>17.8%</b>                    |
| UK             | 20.9         | <i>4.0%</i>   | 20.9         | <i>3.4%</i>   | <b>0.1%</b>  | <b>0.0%</b>     | <b>0.0%</b>  | <b>0.1%</b>                     |
| Belgium        | 16.9         | <i>3.2%</i>   | 17.6         | <i>2.9%</i>   | <b>4.6%</b>  | <b>0.0%</b>     | <b>0.0%</b>  | <b>4.6%</b>                     |
| Netherlands    | 15.8         | <i>3.0%</i>   | 19.2         | <i>3.1%</i>   | <b>21.8%</b> | <b>0.0%</b>     | <b>0.0%</b>  | <b>21.8%</b>                    |
| Asia Pacific   | 11.1         | <i>2.1%</i>   | 18.1         | <i>3.0%</i>   | <b>63.3%</b> | <b>17.7%</b>    | <b>-4.9%</b> | <b>50.6%</b>                    |
| Others         | 21.8         | <i>4.1%</i>   | 26.5         | <i>4.3%</i>   | <b>21.3%</b> | <b>2.2%</b>     | <b>0.2%</b>  | <b>18.9%</b>                    |
| <b>TOTAL</b>   | <b>525.7</b> | <i>100.0%</i> | <b>613.5</b> | <i>100.0%</i> | <b>16.7%</b> | <b>3.2%</b>     | <b>-0.2%</b> | <b>13.7%</b>                    |

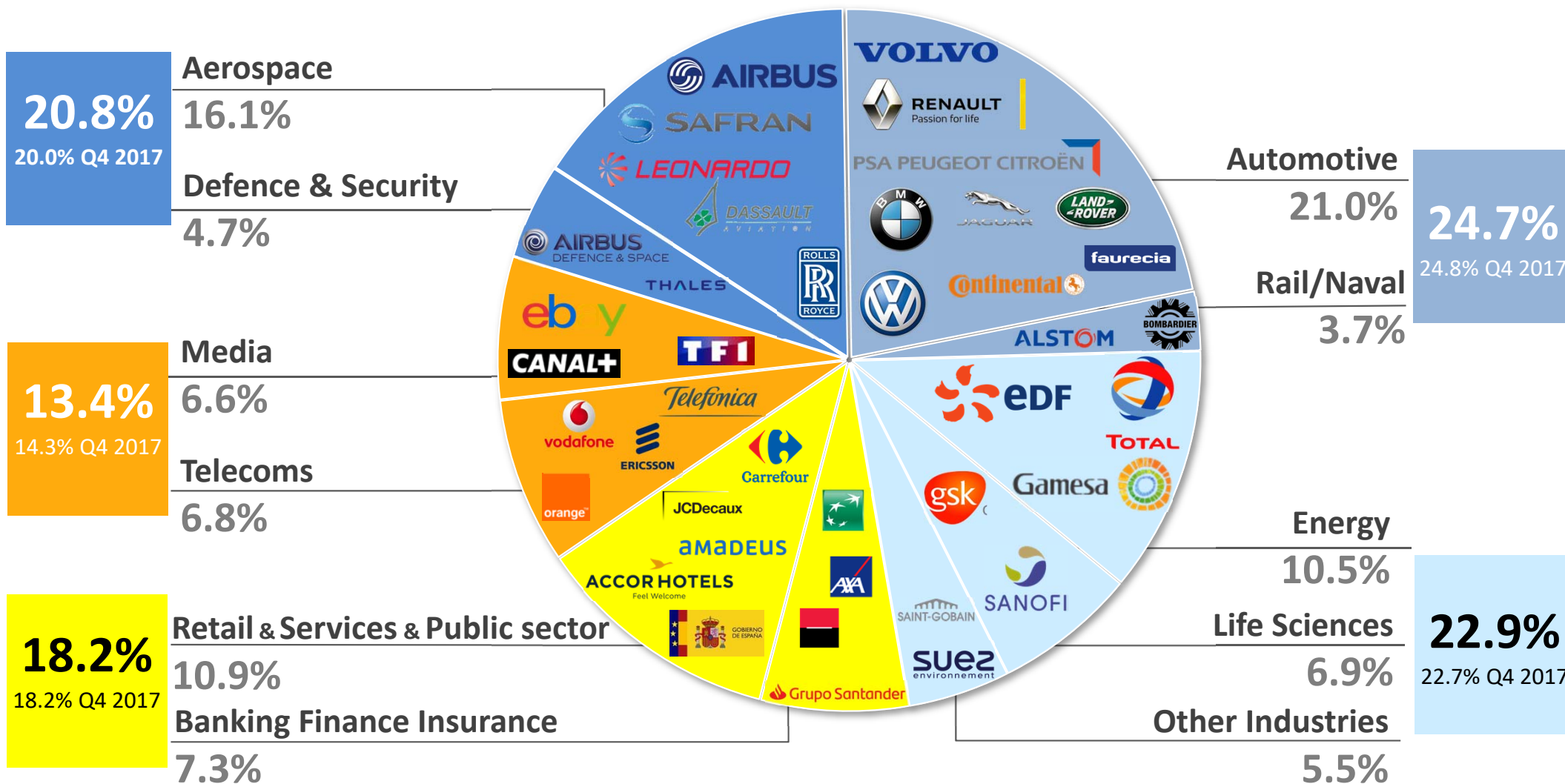
# Breakdown of turnover per geographical area

## December 31<sup>st</sup> 2018 (in €M)



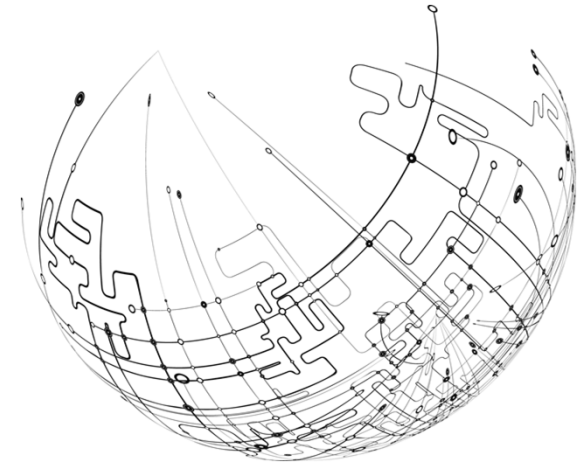
| COUNTRY        | FY             |               |                |               | Change       |                 |              |                                 |
|----------------|----------------|---------------|----------------|---------------|--------------|-----------------|--------------|---------------------------------|
|                | 2017           | %             | 2018           | %             | Released     | Change in scope | Forex        | Organic, excluding Forex effect |
| France         | 925.6          | 46.6%         | 1,029.9        | 45.4%         | 11.3%        | 0.0%            | 0.0%         | 11.3%                           |
| International  | 1,059.1        | 53.4%         | 1,240.0        | 54.6%         | 17.1%        | 6.7%            | -2.2%        | 12.7%                           |
| North America  | 201.2          | 10.1%         | 257.7          | 11.4%         | 28.1%        | 17.0%           | -4.6%        | 15.7%                           |
| Germany        | 207.4          | 10.5%         | 222.0          | 9.8%          | 7.0%         | 4.0%            | 0.0%         | 3.1%                            |
| Scandinavia    | 157.6          | 7.9%          | 166.9          | 7.4%          | 5.9%         | 0.0%            | -5.5%        | 11.5%                           |
| Spain/Portugal | 93.7           | 4.7%          | 122.8          | 5.4%          | 31.1%        | 12.1%           | 0.0%         | 19.0%                           |
| Italia         | 76.6           | 3.9%          | 87.3           | 3.8%          | 13.9%        | 0.0%            | 0.0%         | 13.9%                           |
| UK             | 84.2           | 4.2%          | 82.0           | 3.6%          | -2.7%        | 0.0%            | -0.7%        | -1.9%                           |
| Belgium        | 65.1           | 3.3%          | 73.0           | 3.2%          | 12.1%        | 0.0%            | 0.0%         | 12.1%                           |
| Netherlands    | 58.9           | 3.0%          | 70.9           | 3.1%          | 20.3%        | 0.0%            | 0.0%         | 20.3%                           |
| Asia Pacific   | 40.6           | 2.0%          | 61.0           | 2.7%          | 50.4%        | 8.8%            | -7.6%        | 49.2%                           |
| Others         | 73.8           | 3.7%          | 96.5           | 4.3%          | 30.8%        | 18.1%           | -2.8%        | 15.5%                           |
| <b>TOTAL</b>   | <b>1,984.8</b> | <b>100.0%</b> | <b>2,269.9</b> | <b>100.0%</b> | <b>14.4%</b> | <b>3.6%</b>     | <b>-1.2%</b> | <b>12.0%</b>                    |

# BREAKDOWN OF TURNOVER PER SECTOR (AS A % OF REVENUE) YTD Q4 2018



# ALLEN

Activity at the end  
of December 2018



## Contact

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