

# ALTEN

## Activity at the end of December 2019

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*Deputy Chief Executive Officer*

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Paris, January 29<sup>th</sup>, 2020





## BREAKDOWN OF TURNOVER PER GEOGRAPHICAL AREA AS AT DEC. 31<sup>ST</sup> 2019 (IN €M)

| COUNTRY       | FY             |               |                |               | Change       |                 |             |                             |
|---------------|----------------|---------------|----------------|---------------|--------------|-----------------|-------------|-----------------------------|
|               | 2018           | %             | 2019           | %             | Published    | Change in scope | Forex       | Organic, excl. Forex effect |
| FRANCE        | 1,029.9        | 45.4%         | 1,134.5        | 43.2%         | 10.2%        | 0.0%            | 0.0%        | 10.2%                       |
| INTERNATIONAL | 1,240.0        | 54.6%         | 1,489.5        | 56.8%         | 20.1%        | 7.8%            | 1.2%        | 11.2%                       |
| NORTH AMERICA | 257.7          | 11.4%         | 324.8          | 12.4%         | 26.0%        | 1.9%            | 6.0%        | 18.1%                       |
| GERMANY       | 222.0          | 9.8%          | 250.5          | 9.6%          | 12.8%        | 8.7%            | 0.0%        | 4.1%                        |
| SCANDINAVIA   | 166.9          | 7.4%          | 197.2          | 7.5%          | 18.2%        | 14.5%           | -2.7%       | 6.4%                        |
| SPAIN         | 121.2          | 5.3%          | 155.6          | 5.9%          | 28.4%        | 22.6%           | 0.0%        | 5.8%                        |
| ITALY         | 87.3           | 3.8%          | 105.6          | 4.0%          | 21.1%        | 0.0%            | 0.0%        | 21.1%                       |
| ASIA PACIFIC  | 61.0           | 2.7%          | 95.9           | 3.7%          | 57.3%        | 16.9%           | 2.8%        | 37.6%                       |
| UK            | 82.0           | 3.6%          | 89.3           | 3.4%          | 9.0%         | 4.3%            | 0.8%        | 3.9%                        |
| NETHERLANDS   | 70.9           | 3.1%          | 80.5           | 3.1%          | 13.5%        | 6.5%            | 0.0%        | 7.0%                        |
| BELGIUM       | 73.0           | 3.2%          | 73.4           | 2.8%          | 0.6%         | 0.0%            | 0.0%        | 0.6%                        |
| OTHERS        | 98.0           | 4.3%          | 116.7          | 4.4%          | 19.0%        | 2.0%            | 1.6%        | 15.4%                       |
| <b>TOTAL</b>  | <b>2,269.9</b> | <b>100.0%</b> | <b>2,624.0</b> | <b>100.0%</b> | <b>15.6%</b> | <b>4.2%</b>     | <b>0.7%</b> | <b>10.7%</b>                |

## BREAKDOWN OF TURNOVER PER GEOGRAPHICAL AREA AS AT DEC. 31<sup>ST</sup> 2019 (IN €M)

| COUNTRY       | Q4 only      |               |              |               | Change       |                 |             |                             |
|---------------|--------------|---------------|--------------|---------------|--------------|-----------------|-------------|-----------------------------|
|               | 2018         | %             | 2019         | %             | Published    | Change in scope | Forex       | Organic, excl. Forex effect |
| FRANCE        | 277.8        | 45.3%         | 289.9        | 42.2%         | 4.3%         | 0.0%            | 0.0%        | 4.3%                        |
| INTERNATIONAL | 335.7        | 54.7%         | 397.7        | 57.8%         | 18.5%        | 7.7%            | 1.0%        | 9.8%                        |
| NORTH AMERICA | 68.9         | 11.2%         | 89.2         | 13.0%         | 29.5%        | 5.1%            | 3.8%        | 20.5%                       |
| GERMANY       | 56.1         | 9.1%          | 62.4         | 9.1%          | 11.2%        | 7.7%            | 0.0%        | 3.6%                        |
| SCANDINAVIA   | 46.1         | 7.5%          | 52.7         | 7.7%          | 14.3%        | 17.9%           | -2.5%       | -1.1%                       |
| SPAIN         | 37.5         | 6.1%          | 40.3         | 5.9%          | 7.6%         | 4.4%            | 0.0%        | 3.2%                        |
| ITALY         | 24.0         | 3.9%          | 29.2         | 4.2%          | 21.6%        | 0.0%            | 0.0%        | 21.6%                       |
| ASIA PACIFIC  | 18.1         | 3.0%          | 26.5         | 3.9%          | 46.4%        | 15.6%           | 3.0%        | 27.9%                       |
| UK            | 20.9         | 3.4%          | 27.5         | 4.0%          | 31.8%        | 16.9%           | 2.9%        | 12.1%                       |
| NETHERLANDS   | 19.2         | 3.1%          | 21.0         | 3.1%          | 9.4%         | 8.5%            | 0.0%        | 0.9%                        |
| BELGIUM       | 17.6         | 2.9%          | 17.7         | 2.6%          | 0.2%         | 0.0%            | 0.0%        | 0.2%                        |
| OTHERS        | 27.3         | 4.5%          | 31.2         | 4.5%          | 14.0%        | 0.0%            | 2.8%        | 11.2%                       |
| <b>TOTAL</b>  | <b>613.5</b> | <b>100.0%</b> | <b>687.6</b> | <b>100.0%</b> | <b>12.1%</b> | <b>4.2%</b>     | <b>0.6%</b> | <b>7.3%</b>                 |



## BREAKDOWN OF TURNOVER GROWTH PER GEOGRAPHICAL AREA AS AT DEC. 31<sup>ST</sup> 2019 (IN %)

|               | Q1 2019   |                             | Q2 2019   |                             | Q3 2019   |                             | Q4 2019   |                             | FY 2019   |                             |
|---------------|-----------|-----------------------------|-----------|-----------------------------|-----------|-----------------------------|-----------|-----------------------------|-----------|-----------------------------|
| COUNTRY       | Published | Organic, excl. Forex effect | Published | Organic, excl. Forex effect | Published | Organic, excl. Forex effect | Published | Organic, excl. Forex effect | Published | Organic, excl. Forex effect |
| FRANCE        | 12.5%     | 12.5%                       | 14.3%     | 14.3%                       | 10.2%     | 10.2%                       | 4.3%      | 4.3%                        | 10.2%     | 10.2%                       |
| INTERNATIONAL | 21.9%     | 12.6%                       | 20.0%     | 10.9%                       | 20.3%     | 11.5%                       | 18.5%     | 9.8%                        | 20.1%     | 11.2%                       |
| NORTH AMERICA | 24.8%     | 16.2%                       | 24.3%     | 17.7%                       | 25.2%     | 17.6%                       | 29.5%     | 20.5%                       | 26.0%     | 18.1%                       |
| GERMANY       | 16.3%     | 5.6%                        | 11.8%     | 3.3%                        | 12.2%     | 4.1%                        | 11.2%     | 3.6%                        | 12.8%     | 4.1%                        |
| SCANDINAVIA   | 22.7%     | 13.5%                       | 19.0%     | 8.4%                        | 16.8%     | 5.3%                        | 14.3%     | -1.1%                       | 18.2%     | 6.4%                        |
| SPAIN         | 46.3%     | 12.8%                       | 36.8%     | 4.3%                        | 30.9%     | 4.5%                        | 7.6%      | 3.2%                        | 28.4%     | 5.8%                        |
| ITALY         | 20.3%     | 20.3%                       | 20.0%     | 20.0%                       | 22.4%     | 22.4%                       | 21.6%     | 21.6%                       | 21.1%     | 21.1%                       |
| ASIA PACIFIC  | 80.8%     | 56.4%                       | 61.7%     | 41.9%                       | 49.4%     | 31.7%                       | 46.4%     | 27.9%                       | 57.3%     | 37.6%                       |
| UK            | -4.7%     | -5.7%                       | -1.9%     | -2.1%                       | 10.2%     | 11.0%                       | 31.8%     | 12.1%                       | 9.0%      | 3.9%                        |
| NETHERLANDS   | 11.6%     | 11.6%                       | 18.2%     | 9.8%                        | 15.3%     | 6.5%                        | 9.4%      | 0.9%                        | 13.5%     | 7.0%                        |
| BELGIUM       | -2.3%     | -2.3%                       | 1.7%      | 1.7%                        | 3.0%      | 3.0%                        | 0.2%      | 0.2%                        | 0.6%      | 0.6%                        |
| OTHERS        | 22.8%     | 19.4%                       | 17.7%     | 13.9%                       | 21.2%     | 17.0%                       | 14.0%     | 11.2%                       | 19.0%     | 15.4%                       |
| TOTAL         | 17.5%     | 12.5%                       | 17.5%     | 12.4%                       | 15.8%     | 10.9%                       | 12.1%     | 7.3%                        | 15.6%     | 10.7%                       |



## BREAKDOWN OF TURNOVER PER BUSINESS SECTOR (AS A % OF REVENUE) FY 2019 (IN €M)



# ALTEN

## Activity at the end of December 2019

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