

# ALTEN

## Activity at the end of December 2020

**Bruno Benoliel**

*Deputy Chief Executive Officer*

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Paris, January 29<sup>th</sup>, 2021





## BREAKDOWN OF TURNOVER PER GEOGRAPHICAL AREA AS AT DECEMBER 31<sup>ST</sup> 2020

COUNTRY	FY				Change			
	2019	%	2020	%	Published	Change in scope	Forex	Organic, excl. Forex effect
FRANCE	1 134.5	43.2%	907.5	38.9%	- 20.0%	- 0.5%	0.0%	- 19.5%
INTERNATIONAL	1 489.5	56.8%	1 424.4	61.1%	- 4.4%	4.2%	- 0.7%	- 7.9%
NORTH AMERICA	324.8	12.4%	299.1	12.8%	- 7.9%	3.2%	- 1.8%	- 9.3%
GERMANY	250.5	9.5%	193.7	8.3%	- 22.7%	1.8%	0.0%	- 24.5%
SCANDINAVIA	197.2	7.5%	165.4	7.1%	- 16.1%	2.6%	0.6%	- 19.3%
BENELUX	155.6	5.9%	152.7	6.5%	- 1.9%	1.2%	0.0%	- 3.1%
SPAIN	155.6	5.9%	151.9	6.5%	- 2.4%	2.4%	0.0%	- 4.8%
ASIA PACIFIC	95.9	3.7%	123.1	5.3%	28.3%	26.4%	- 4.5%	6.4%
ITALY	105.6	4.0%	118.1	5.1%	11.8%	0.0%	0.0%	11.8%
UK	89.3	3.4%	95.2	4.1%	6.6%	13.1%	- 1.3%	- 5.2%
SWITZERLAND	52.5	2.0%	57.3	2.5%	9.1%	0.0%	4.1%	5.0%
OTHERS	62.4	2.4%	68.0	2.9%	9.1%	0.5%	- 5.1%	13.7%
<b>TOTAL</b>	<b>2 624.0</b>	<b>100.0%</b>	<b>2 331.9</b>	<b>100.0%</b>	<b>- 11.1%</b>	<b>2.2%</b>	<b>- 0.4%</b>	<b>- 12.9%</b>



## BREAKDOWN OF TURNOVER PER GEOGRAPHICAL AREA AS AT DECEMBER 31<sup>ST</sup> 2020

COUNTRY	Q4 only				Change			
	2019	%	2020	%	Published	Change in scope	Forex	Organic, excl. Forex effect
FRANCE	289.9	42.2%	216.8	38.2%	- 25.2%	- 0.8%	0.0%	- 24.4%
INTERNATIONAL	397.7	57.8%	350.5	61.8%	- 11.9%	2.6%	- 2.1%	- 12.4%
NORTH AMERICA	89.2	13.0%	70.3	12.4%	- 21.2%	1.3%	- 6.0%	- 16.5%
GERMANY	62.4	9.1%	43.2	7.6%	- 30.8%	0.0%	0.0%	- 30.8%
SCANDINAVIA	52.7	7.7%	41.8	7.4%	- 20.7%	0.0%	2.1%	- 22.8%
BENELUX	39.2	5.7%	37.8	6.7%	- 3.5%	0.0%	0.0%	- 3.5%
SPAIN	40.3	5.9%	37.1	6.5%	- 7.8%	0.0%	0.0%	- 7.8%
ASIA PACIFIC	26.5	3.9%	35.0	6.2%	31.9%	33.6%	- 6.8%	5.1%
ITALY	29.2	4.2%	32.1	5.7%	10.0%	0.0%	0.0%	10.0%
UK	27.5	4.0%	21.4	3.8%	- 22.3%	0.0%	- 4.0%	- 18.3%
SWITZERLAND	14.2	2.1%	13.7	2.4%	- 3.8%	0.0%	1.5%	- 5.3%
OTHERS	16.4	2.4%	18.0	3.2%	10.0%	1.5%	- 8.6%	17.1%
<b>TOTAL</b>	<b>687.6</b>	<b>100.0%</b>	<b>567.4</b>	<b>100.0%</b>	<b>- 17.5%</b>	<b>1.2%</b>	<b>- 1.2%</b>	<b>- 17.4%</b>



# BREAKDOWN OF TURNOVER PER SECTOR (AS A % OF REVENUE) AS AT DECEMBER 31<sup>ST</sup> 2020

## Aerospace, Defense & Security

17,2%

21,1% Q4 2019

## Telecoms & Multimedia

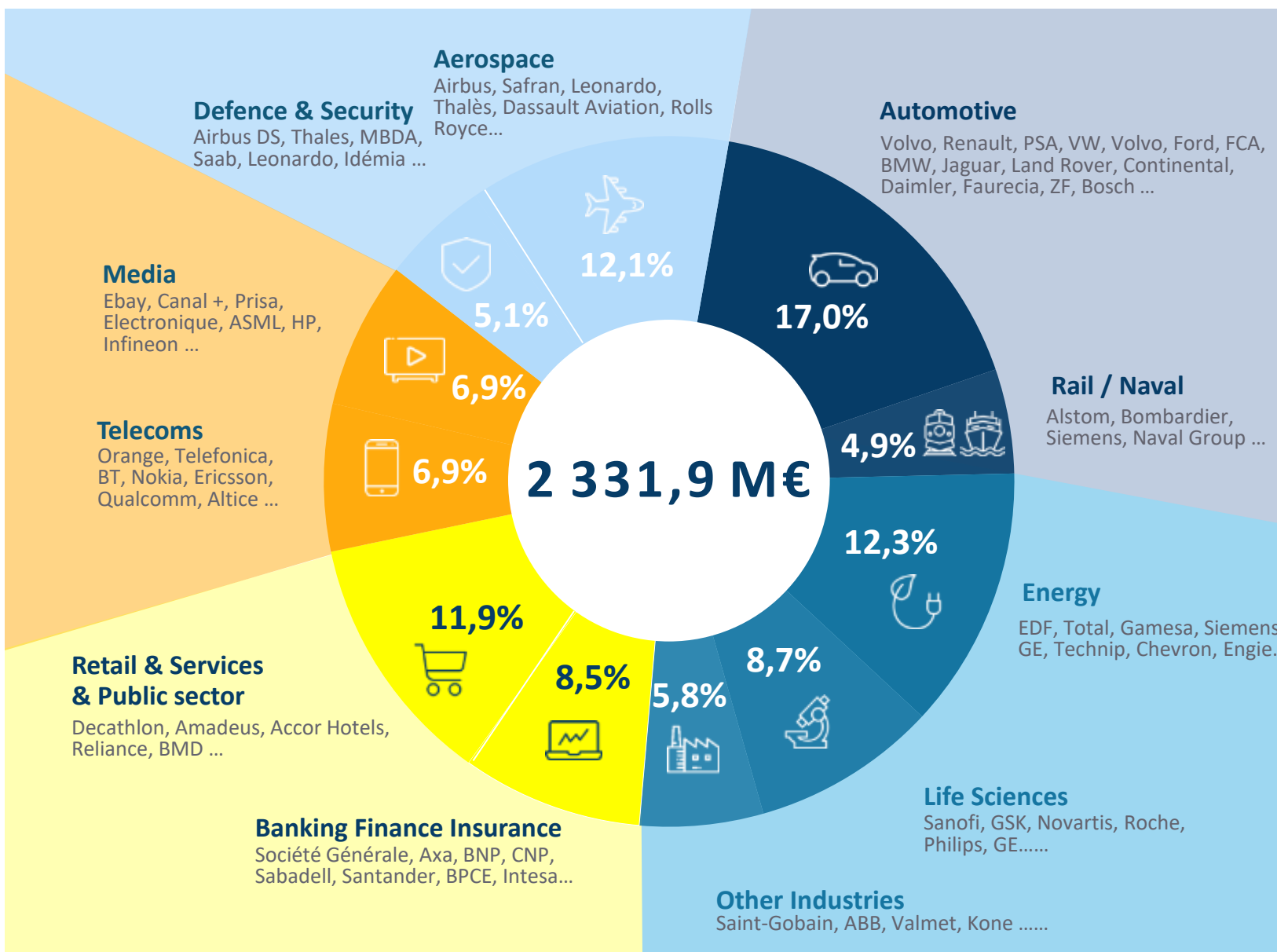
13,8%

13,2% Q4 2019

## IT Services & Finance

20,4%

18,4% Q4 2019



## Automotive & Rail / Naval

21,8%

24,2% Q4 2019

## Energy & Life Sciences

26,7%

23,1% Q4 2019



# ANNEXE

## BREAKDOWN OF TURNOVER PER GEOGRAPHICAL AREA AS AT DECEMBER 31<sup>ST</sup> 2020

COUNTRY	Q1 2020		Q2 2020		Q3 2020		Q4 2020		FY 2020	
	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	- 0.1%	0.4%	- 28.2%	- 27.9%	- 27.0%	- 26.6%	- 25.2%	- 24.4%	- 20.0%	- 19.5%
INTERNATIONAL	13.2%	6.8%	- 5.2%	- 11.0%	- 12.4%	- 14.0%	- 11.9%	- 12.4%	- 4.4%	- 7.9%
NORTH AMERICA	24.7%	16.3%	- 7.9%	- 13.3%	- 21.8%	- 19.7%	- 21.2%	- 16.5%	- 7.9%	- 9.3%
GERMANY	- 2.3%	- 6.3%	- 22.9%	- 26.0%	- 33.8%	- 34.1%	- 30.8%	- 30.8%	- 22.7%	- 24.5%
SCANDINAVIA	- 2.3%	- 3.8%	- 22.3%	- 25.8%	- 20.4%	- 26.7%	- 20.7%	- 22.8%	- 16.1%	- 19.3%
BENELUX	7.0%	2.0%	- 5.1%	- 5.1%	- 5.7%	- 5.7%	- 3.5%	- 3.5%	- 1.9%	- 3.1%
SPAIN	6.8%	1.4%	- 3.3%	- 7.6%	- 5.1%	- 5.1%	- 7.8%	- 7.8%	- 2.4%	- 4.8%
ASIA PACIFIC	32.4%	12.7%	34.3%	1.9%	16.0%	6.6%	31.9%	5.1%	28.3%	6.4%
ITALY	14.9%	14.9%	7.9%	7.9%	15.0%	15.0%	10.0%	10.0%	11.8%	11.8%
UK	57.7%	34.0%	18.3%	- 3.6%	- 13.2%	- 25.0%	- 22.3%	- 18.3%	6.6%	- 5.2%
SWITZERLAND	19.6%	12.7%	14.4%	7.8%	7.9%	6.0%	- 3.8%	- 5.3%	9.1%	5.0%
OTHERS	15.7%	17.0%	2.0%	6.9%	8.8%	13.5%	10.0%	17.1%	9.1%	13.7%
<b>TOTAL</b>	<b>7.3%</b>	<b>4.0%</b>	<b>- 15.2%</b>	<b>- 18.4%</b>	<b>- 18.6%</b>	<b>- 19.4%</b>	<b>- 17.5%</b>	<b>- 17.4%</b>	<b>- 11.1%</b>	<b>- 12.9%</b>

# ALTEN

## Activity at the end of December 2020

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