

## BUSINESS IN FIRST HALF 2021: +12.5%

- Earlier return to organic growth from the Second Quarter
- 4 acquisitions in France and Overseas

€ million	H1 2020	H1 2021	YoY change
<b>Revenue</b>	<b>1,240.4</b>	<b>1,395.2</b>	<b>+12.5%</b>
▪ of which France	491.1 i.e. 39.6% of sales	505.4 i.e. 36.2% of sales	+2.9%
▪ of which International	749.3 i.e. 60.4% of sales	889.8 i.e. 63.8% of sales	+18.8%

### BUSINESS AT END OF JUNE 2021: +12.5%

The Group has returned to growth in the first Half 2021. Business is growing by 12.5%: +2.9% in France and +18.8% overseas.

On a like-for-like basis and constant exchange rate, the first half activity grows by 3.4%: -0.1% in France and 5.7% out of France.

Business recovery has been stronger than anticipated in the second quarter. It is strongly progressing to stand at 29.8%: +24.9% in France and +32.6% overseas.

On a like-for-like basis, organic rebound is of 19.7%, benefiting from a favorable basis of comparison. In France, organic growth reaches 21.3%; out of France, it stands at 18.8%.

The utilization rate keeps improving to reach nearly normative level in June 2021.

All business sectors experience a strong organic growth on the second quarter of 2021.

On the full semester, most of business sectors have grown, of more than 10% for some of them (Rail, Naval, Life Science, ...). Only Automotive and Civil Aeronautics sectors remain behind the pre-Covid period level (Q1 2020), even if they grew in comparison with the second half 2020.

All geographical areas have renewed with growth this semester, except for Germany and Sweden, where the weight of automotive and/or civil aeronautics sectors is important. France is stable and keep being impacted on these business sectors. It shows nevertheless solid growth on other sectors.

## EXTERNAL GROWTH: 4 ACQUISITIONS IN FRANCE AND OVERSEAS

ALTEN has completed 4 acquisitions in 2021:

- In UK/Finland: 1 company specialised in Consulting and Agile Training (€9.5M Revenue, 65 consultants)
- In Germany: 1 company specialised in Engineering Consulting (especially in the Automotive sector) (€10M Revenue, 90 consultants)
- In France: 1 company specialised in the transformation and digitalisation of Information System (€37M Revenue, 280 consultants)
- In UK: 1 company specialised in Life Science (€20M Revenue, 180 consultants)

## OUTLOOK FOR 2021:

The sectors of Automotive and Heavy Trucks, Aircrafts and Civil Aeronautics stay impacted by the health crisis. The upturn keeps strengthening among those sectors, particularly in the Automotive sector. The other business sectors have exceeded their pre-crisis levels.

The return of organic growth has come faster than anticipated but its sustainability and intensity will however depend on the health crisis and its evolution.

If the context stays the same, ALTEN should reach in 2021 a satisfying organic growth.

ALTEN will keep reinforcing its position in strategic business and activities by pursuing its strategy of targeted external growth enabling the acceleration of its development, mainly overseas.

## NEXT PUBLICATION: SEPTEMBER 22<sup>ND</sup> 2021

**H1 2021 results:** September 22<sup>nd</sup> 2021

### **About ALTEN**

***For more information: [www.alten.com/investisseurs](http://www.alten.com/investisseurs) / Journalists' details: [alten@hopscotch.fr](mailto:alten@hopscotch.fr)***

*As a European Leader in Engineering and Technology Consulting (ETC), 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 A of the Euronext Paris market (ISIN FR000001946); it is part of the SBF 120, the IT CAC 50 index and MIDCAP100, and is eligible for the deferred Settlement Service (SRD).*

# PRESS RELEASE

Paris, July 28th 2021  
5:40pm



Appendix to Press Release:

## Definition of alternative performance measures and reconciliation with IFRS standards

The ALLEN Group uses alternative performance measures especially selected to follow up on its operational activities. The Group has chosen these measures as they supply additional information allowing the users of periodic financial information to have a comprehensive understanding of the Group's performance. Such alternative performance measures are complementary to IFRS standards.

### Revenue growth on a like-for-like basis (i.e. organic growth)

Growth on a like-for-like basis (and constant exchange rate) is calculated excluding the effects of exchange rate variations and the variations of the consolidation scope on a chosen period.

Exchange rate impacts are measured by converting the revenue of the period with the average exchange rate from the previous period.

Scope variation impacts are measured excluding acquisitions, revenue of the period and for transfers, revenue of the previous period, in order to create a scope which is identical to the previous period. This alternative measure enables to identify the real performance of the Group in terms of activity on the chosen period.

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### Evolution of business in H1 2021

€M	H1 2020 Revenue	H1 2021 Revenue	% change
<b>Revenue on a like-for-like basis</b>	<b>1,232.7</b>	<b>1,274.7</b>	<b>3.4%</b>
France	484.1	483.6	- 0.1%
International	748.6	791.1	5.7%
<b>Scope variation</b>	<b>7.7</b>	<b>134.5</b>	<b>10.2%</b>
France	7.0	21.8	3.0%
International	0.7	112.7	15.0%
<b>Exchange rate impact</b>		<b>- 14.0</b>	<b>- 1.1%</b>
France		-	-
International		- 14.0	- 1.9%
<b>Group revenue</b>	<b>1,240.4</b>	<b>1,395.2</b>	<b>12.5%</b>
France	491.1	505.4	2.9%
International	749.3	889.8	18.8%