

## BUSINESS AT THE END OF SEPTEMBER 2022: +30.6%

- Strong organic growth: +18.8%

€ million	2021	2022	Y-o-Y change
<b>Revenue</b>	<b>2,130.4</b>	<b>2,783.2</b>	<b>+30.6%</b>
▪ Of which France	757.8 i.e. 35.6% of total revenue	877.8 i.e. 31.5% of total revenue	+15.8%
▪ Of which international	1,372.6 i.e. 64.4 % of total revenue	1,905.5 i.e. 68.5 % of total revenue	+38.8%

### BUSINESS AT END OF SEPTEMBER 2022: +30.6%

Business has grown very sharply for almost 18 months. Organic growth remains sharp despite an adverse comparison basis, which shows demand is strong.

Revenue grows by 30.6% at end of September 2022: +15.8% in France and +38.8% outside France. On a like-for-like basis and constant exchange rate, business grows by 18.8% (13.2% in France and 21.9% outside France).

For the third quarter, revenue stands at €957.3 M. It grows by 30.2%: +10.7% in France and +40.4% outside France. On a like-for-like basis, business grows by 17.0% (+10.7% in France and +20.3% outside France).

All business sectors are growing and more specifically Civil aeronautics, Automotive, Rail, Finance and Electronics.

With the exception of Scandinavia and Switzerland (6.6% of Group Revenue), most of geographical areas experience a strong growth exceeding 10%.

### EXTERNAL GROWTH: 4 ACQUISITIONS OUTSIDE FRANCE – 1 DIVESTMENT

ALLEN has finalised 4 acquisitions en 2022:

- In Spain: one company specialised in Cloud and digital transformation (annual revenue: €12 M, 180 consultants)
- In India/US/Canada: one company specialised in product engineering (annual revenue: €12 M, 480 consultants)
- In the UK: one company specialised in Cloud architecture and digital transformation (annual revenue: €110 M, 710 consultants)
- In Australia: one company specialised in project management, consulting and training (annual revenue: €10 M, 90 consultants)

ALLEN signed an agreement to divest a non-strategic activity in Agile consulting in connection with the sale of software licences such as Atlassian, Gitlab, Apptio, and Workato ...

In 2021, this activity located in the US and UK represented a consolidated revenue of 142 MUSD (under IFRS 15) and employed 410 consultants (employees and contractors).

At September 2022, the consolidated revenue is 115 MUSD. The transaction is expected to close by the end of calendar year 2022, subject to customary conditions and regulatory approvals.

### **OUTLOOK FOR 2022:**

Business in the third quarter confirms the trend for a sustained organic growth in 2022.

Provided similar conditions, ALTEN should achieve a very satisfactory organic growth of over 15%. Additional operations for targeted external growth should be finalized by the end of 2022.

### **AGENDA:**

Publication of Q4 2022 results: Friday, January 27<sup>th</sup> 2023

#### **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, October 26th 2022  
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 Q3 2022

€M	Q3 2021 Revenue	Q3 2022 Revenue	% Change
<b>Revenue on a like-for-like basis</b>	<b>2,130.4</b>	<b>2,531.4</b>	<b>18.8%</b>
France	757.8	858.1	13.2%
International	1,372.6	1,673.2	21.9%
<b>Scope variation</b>		<b>200.3</b>	<b>9.4%</b>
France		19.7	2.6%
International		180.6	13.2%
<b>Exchange rate impact</b>		<b>51.6</b>	<b>2.4%</b>
France		-	-
International		51.6	3.8%
<b>Group revenue</b>	<b>2,130.4</b>	<b>2,783.2</b>	<b>30.6%</b>
France	757.8	877.8	15.8%
International	1,372.6	1,905.5	38.8%