# ALTEN

## Activity at the end of September 2022

## **Bruno Benoliel**

Deputy Chief Executive Officer

Paris, October 26th, 2022





## Breakdown of turnover per geographical area as at September 30<sup>th</sup> 2022

	YTD				Change			
COUNTRY	2021	%	2022	%	Published	Change in scope	Forex	Organic, excl. Forex effect
FRANCE	757.8	35.6%	877.8	31.5%	15.8%	2.6%	0.0%	13.2%
GERMANY	189.7	8.9%	242.5	8.7%	27.8%	4.8%	0.0%	23.1%
IBERIC	190.8	9.0%	237.9	8.5%	24.7%	2.6%	0.0%	22.0%
ITALY	144.8	6.8%	182.7	6.6%	26.2%	0.0%	0.0%	26.2%
UK	98.5	4.6%	179.3	6.4%	82.1%	53.2%	2.3%	26.6%
BENELUX	124.6	5.9%	147.3	5.3%	18.2%	1.4%	0.0%	16.8%
SCANDINAVIA	128.4	6.0%	135.0	4.8%	5.1%	0.4%	- 2.7%	7.5%
EASTERN EUROPE	45.1	2.1%	62.2	2.2%	37.9%	0.6%	- 2.2%	39.5%
SWITZERLAND	46.0	2.2%	48.7	1.8%	5.9%	0.0%	7.6%	- 1.7%
EUROPE (W/O FRANCE)	967.9	45.4%	1 235.5	44.4%	27.7%	7.1%	0.1%	20.4%
NORTH AMERICA	272.5	12.8%	414.8	14.9%	52.2%	17.0%	14.6%	20.7%
ASIA PACIFIC	117.8	5.5%	235.4	8.5%	99.9%	55.6%	7.6%	36.7%
OTHERS	14.5	0.7%	19.7	0.7%	36.4%	0.0%	11.6%	24.9%
TOTAL	2 130.4	100.0%	2 783.2	100.0%	30.6%	9.4%	2.4%	18.8%



## Breakdown of turnover per geographical area as at September 30<sup>th</sup> 2022

	Q3 only				Change			
COUNTRY	2021	%	2022	%	Published	Change in scope	Forex	Organic, excl. Forex effect
FRANCE	252.4	34.3%	279.4	29.2%	10.7%	0.0%	0.0%	10.7%
GERMANY	70.4	9.6%	86.1	9.0%	22.3%	0.0%	0.0%	22.3%
UK	40.4	5.5%	83.7	8.7%	107.2%	80.3%	0.1%	26.7%
IBERIC	64.1	8.7%	78.8	8.2%	23.0%	3.8%	0.0%	19.2%
ITALY	48.0	6.5%	60.0	6.3%	25.0%	0.0%	0.0%	25.0%
BENELUX	41.5	5.6%	48.2	5.0%	16.3%	0.0%	0.0%	16.3%
SCANDINAVIA	36.7	5.0%	40.8	4.3%	11.2%	0.0%	- 3.3%	14.5%
EASTERN EUROPE	16.2	2.2%	22.1	2.3%	36.1%	0.0%	- 2.7%	38.7%
SWITZERLAND	16.3	2.2%	16.5	1.7%	1.5%	0.0%	10.3%	- 8.8%
EUROPE (W/O FRANCE)	333.6	45.4%	436.3	45.6%	30.8%	10.5%	0.0%	20.3%
NORTH AMERICA	99.8	13.6%	149.0	15.6%	49.4%	14.8%	18.7%	15.9%
ASIA PACIFIC	44.5	6.0%	85.7	9.0%	92.8%	54.4%	8.6%	29.8%
OTHERS	4.9	0.7%	6.8	0.7%	38.5%	0.0%	16.4%	22.1%
TOTAL	735.1	100.0%	957.3	100.0%	30.2%	10.0%	3.2%	17.0%







## Breakdown of turnover per sector (as a % of revenue) as at September 30<sup>th</sup> 2022

Rail

12.8%

**1** 5.5%

9.0%

8.8%

Siemens...

Alstom-Bombardier.

2.6%



18.3 % 7

## **Aerospace**

Airbus, Airbus DS, Rolls Royce, Safran, Thales, Dassault Aviation, Leonardo, CNES, Arianegroup...

## Defense, **Security & Naval**

Airbus DS. Thales. MBDA. Naval Group, Leonardo...

## **Energy**

EDF, Total Energies, Technip, Engie, ENI, Chevron, Siemens, GE...

## **Energy, Life Sciences** & Others Industrial sectors

36.3 % - 2021

33.2 % 🗵

**Life Sciences** 

Sanofi. Novartis. Roche Johnson&Johnson, Merck. Pfizer...

## **Industrial equipment** & Electronics

ASML, ABB, Valmet, Infineon, HP, Saint-Gobain, Kone...

## **Automotive & Rail**

20.2 % 7 19.4 % - 2021

### **Automotive**

6

17.6%

Breakdown

of revenue by

business sector

9.7%

Stellantis, Volkswagen, Renault, Volvo, ZF, BMW, Ford. Continental. GM...

17.7%

10.6%

Telecoms

Nokia...

Bouygues, Orange,

Ericsson, Telefonica,

5.7%

## Retail, Services & Media & Public sector

Decathlon, Amadeus, Reliance, Carrefour, Accor Hotels, Manpower Service, Retail, Bank Ebay, Prisa, Canal+

& Public sectors

26.8 % - 2021

**7 28.3 %** 

### Bank, Finance & Insurance

BNP, Société Générale, Morgan Stanley, HSBC, La Caixa, Crédit Agricole, Reliance, BPCE, Axa, Santander, Intesa...



## Breakdown of turnover per geographical area as at September 30<sup>th</sup> 2022

	Q1	2022	Q2	2022	Q3 2022	
COUNTRY	Published	Organic, excl. Forex effect	Published	Organic, excl. Forex effect	Published	Organic, excl. Forex effect
FRANCE	18.9%	14.9%	17.9%	14.2%	10.7%	10.7%
IBERIC	26.7%	26.7%	24.4%	20.5%	23.0%	19.2%
GERMANY	31.0%	23.2%	31.2%	23.8%	22.3%	22.3%
ITALY	28.2%	28.2%	25.4%	25.4%	25.0%	25.0%
BENELUX	18.1%	15.9%	20.2%	18.3%	16.3%	16.3%
UK	71.5%	29.9%	58.4%	23.5%	107.2%	26.7%
SCANDINAVIA	4.0%	6.1%	1.4%	3.3%	11.2%	14.5%
EASTERN EUROPE	41.2%	41.8%	36.7%	38.1%	36.1%	38.7%
SWITZERLAND	13.4%	7.8%	3.4%	- 3.4%	1.5%	- 8.8%
EUROPE (W/O FRANCE)	27.3%	21.9%	24.8%	19.1%	30.8%	20.3%
NORTH AMERICA	54.2%	26.2%	53.6%	21.0%	49.4%	15.9%
ASIA PACIFIC	102.7%	39.8%	105.5%	41.8%	92.8%	29.8%
OTHERS	26.9%	22.1%	43.9%	30.6%	38.5%	22.1%
TOTAL	31.3%	20.7%	30.4%	18.9%	30.2%	17.0%

# ALTEN

## Activity at the end of September 2022

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