

# ALTEN

## Activity at the end of September 2022

**Bruno Benoliel**

*Deputy Chief Executive Officer*

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Paris, October 26<sup>th</sup>, 2022





## BREAKDOWN OF TURNOVER PER GEOGRAPHICAL AREA AS AT SEPTEMBER 30<sup>TH</sup> 2022

COUNTRY	YTD				Change			
	2021	%	2022	%	Published	Change in scope	Forex	Organic, excl. Forex effect
<b>FRANCE</b>	<b>757.8</b>	35.6%	<b>877.8</b>	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%
<b>EUROPE (W/O FRANCE)</b>	<b>967.9</b>	<b>45.4%</b>	<b>1 235.5</b>	<b>44.4%</b>	<b>27.7%</b>	<b>7.1%</b>	<b>0.1%</b>	<b>20.4%</b>
<b>NORTH AMERICA</b>	<b>272.5</b>	<b>12.8%</b>	<b>414.8</b>	<b>14.9%</b>	<b>52.2%</b>	<b>17.0%</b>	<b>14.6%</b>	<b>20.7%</b>
<b>ASIA PACIFIC</b>	<b>117.8</b>	<b>5.5%</b>	<b>235.4</b>	<b>8.5%</b>	<b>99.9%</b>	<b>55.6%</b>	<b>7.6%</b>	<b>36.7%</b>
OTHERS	14.5	0.7%	19.7	0.7%	36.4%	0.0%	11.6%	24.9%
<b>TOTAL</b>	<b>2 130.4</b>	<b>100.0%</b>	<b>2 783.2</b>	<b>100.0%</b>	<b>30.6%</b>	<b>9.4%</b>	<b>2.4%</b>	<b>18.8%</b>

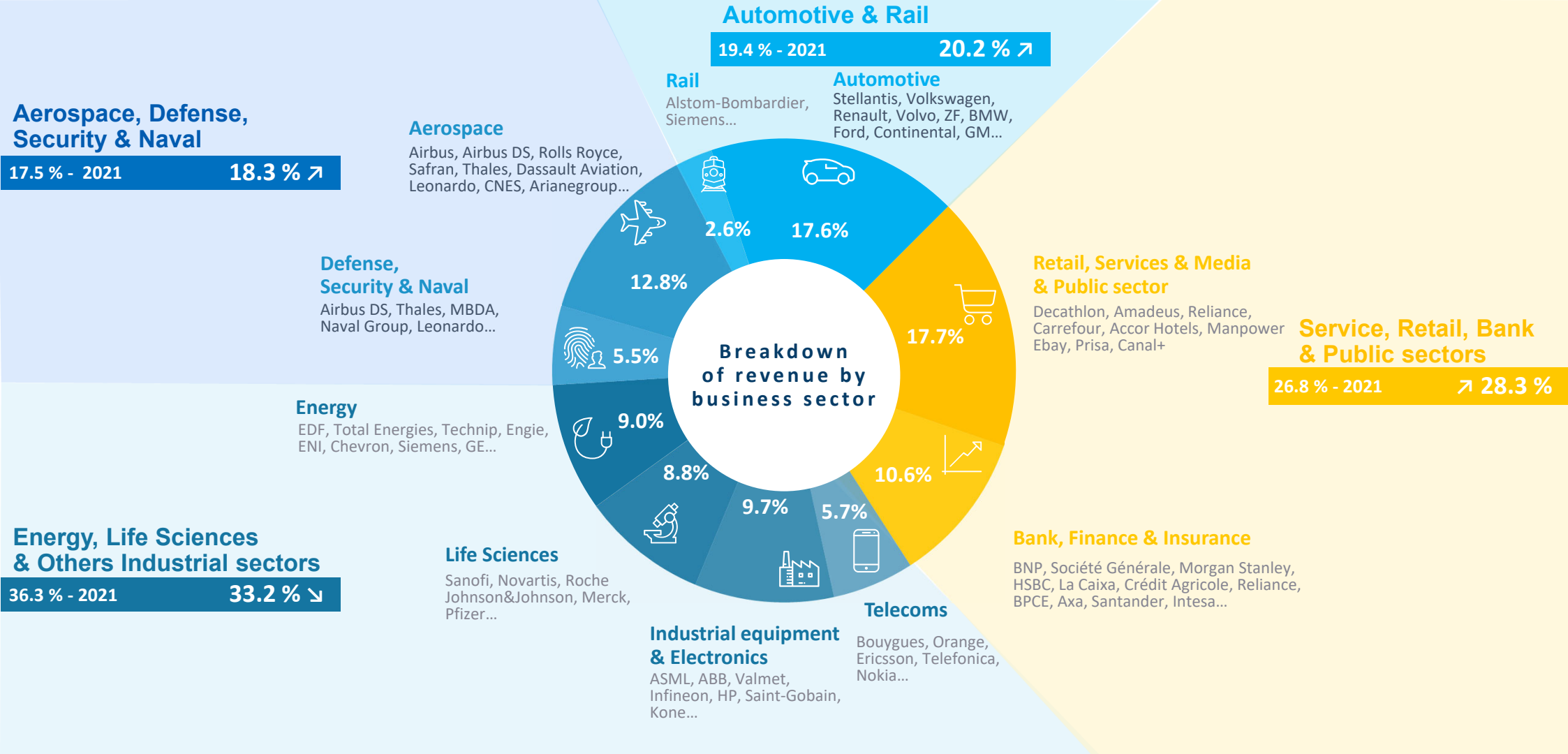


## BREAKDOWN OF TURNOVER PER GEOGRAPHICAL AREA AS AT SEPTEMBER 30<sup>TH</sup> 2022

COUNTRY	Q3 only				Change			
	2021	%	2022	%	Published	Change in scope	Forex	Organic, excl. Forex effect
<b>FRANCE</b>	<b>252.4</b>	34.3%	<b>279.4</b>	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%
<b>EUROPE (W/O FRANCE)</b>	<b>333.6</b>	<b>45.4%</b>	<b>436.3</b>	<b>45.6%</b>	<b>30.8%</b>	<b>10.5%</b>	<b>0.0%</b>	<b>20.3%</b>
<b>NORTH AMERICA</b>	<b>99.8</b>	<b>13.6%</b>	<b>149.0</b>	<b>15.6%</b>	<b>49.4%</b>	<b>14.8%</b>	<b>18.7%</b>	<b>15.9%</b>
<b>ASIA PACIFIC</b>	<b>44.5</b>	<b>6.0%</b>	<b>85.7</b>	<b>9.0%</b>	<b>92.8%</b>	<b>54.4%</b>	<b>8.6%</b>	<b>29.8%</b>
OTHERS	4.9	0.7%	6.8	0.7%	38.5%	0.0%	16.4%	22.1%
<b>TOTAL</b>	<b>735.1</b>	<b>100.0%</b>	<b>957.3</b>	<b>100.0%</b>	<b>30.2%</b>	<b>10.0%</b>	<b>3.2%</b>	<b>17.0%</b>



# BREAKDOWN OF TURNOVER PER SECTOR (AS A % OF REVENUE) AS AT SEPTEMBER 30<sup>TH</sup> 2022





## BREAKDOWN OF TURNOVER PER GEOGRAPHICAL AREA AS AT SEPTEMBER 30<sup>TH</sup> 2022

COUNTRY	Q1 2022		Q2 2022		Q3 2022	
	Published	Organic, excl. Forex effect	Published	Organic, excl. Forex effect	Published	Organic, excl. Forex effect
<b>FRANCE</b>	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%
<b>EUROPE (W/O FRANCE)</b>	<b>27.3%</b>	<b>21.9%</b>	<b>24.8%</b>	<b>19.1%</b>	<b>30.8%</b>	<b>20.3%</b>
<b>NORTH AMERICA</b>	<b>54.2%</b>	<b>26.2%</b>	<b>53.6%</b>	<b>21.0%</b>	<b>49.4%</b>	<b>15.9%</b>
<b>ASIA PACIFIC</b>	<b>102.7%</b>	<b>39.8%</b>	<b>105.5%</b>	<b>41.8%</b>	<b>92.8%</b>	<b>29.8%</b>
OTHERS	26.9%	22.1%	43.9%	30.6%	38.5%	22.1%
<b>TOTAL</b>	<b>31.3%</b>	<b>20.7%</b>	<b>30.4%</b>	<b>18.9%</b>	<b>30.2%</b>	<b>17.0%</b>

# ALTEN

## Activity at the end of September 2022

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