

## BUSINESS AT THE END OF DECEMBER 2022: +29.3%

- **Strong organic growth: +17.7%**
- **8 acquisitions overseas**

€ million	2021	2022	YoY change
<b>Revenue</b>	<b>2,925.2</b>	<b>3,783.1</b>	<b>+29.3%</b>
▪ Of which France	1,031.9 i.e. 35.3 % of total revenue	1,178.2 i.e. 31.1 % of total revenue	<b>+14.2%</b>
▪ Of which International	1,893.3 i.e. 64.7 % of total revenue	2,604.9 i.e. 68.9 % of total revenue	<b>+37.6%</b>

### **BUSINESS IN 2022: +29.3%**

Organic growth remains sustained throughout the whole year despite an adverse comparison basis in H2 2022 – induced by the sharp recovery of H2 2021.

Business grows by 29.3% in 2022: +14.2% in France and +37.6% outside France. On a like-for-like basis and constant exchange rate, business grows by +17.7% (+12.3% in France and +20.7% outside France).

In Q4 2022, business grows by 25.8%: +9.6% in France and +34.3% outside France. On a like-for-like basis, business grows by +14.9% (+9.6% in France and +17.6% outside France).

Most of geographical areas experience sharp growth (equal to or above 10%).

All business sectors are growing – more specifically Civil Aeronautics, Automotive, Defense & Security, Life Sciences, Electronics and Bank/Insurance.

### **EXTERNAL GROWTH: 8 ACQUISITIONS ET 1 DIVESTMENT OVERSEAS**

ALLEN finalised 8 acquisitions in 2022 :

- In Spain: one company in Cloud and digital transformation (annual revenue: €12 M, 180 consultants)
- In India/US/Canada: one company in product engineering (annual revenue: €12 M, 480 consultants)
- In the UK: one company in Cloud architecture and digital transformation (annual revenue: €110 M, 710 consultants)
- In Australia: one company in project management (annual revenue: €10 M, 90 consultants)
- In Romania: one company in software development and IT consulting (annual revenue: €13 M, 300 consultants)
- In the US: one company in project management (annual revenue: €14 M, 65 consultants)

- In India: one company in product engineering (annual revenue: €10 M, 295 consultants)
- In Germany: one company in Telecoms (annual revenue: €20 M, 190 consultants)

ALTEN divested a non-strategic activity at the end of December 2022:

- In the US and UK : one division specialised in Agile consulting (annual revenue: €147.1 M, 550 consultants)

## OUTLOOK FOR 2023:

The beginning of 2023 fits in the continuity of the trend observed in 2022. Demand remains robust. Business will grow depending on the evolution of geopolitical and macroeconomic environments.

## AGENDA:

- 2022 FULL-YEAR RESULTS: Thursday, February 23<sup>rd</sup>, 2023 (conference on Friday 24<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, January 27<sup>th</sup>, 2023  
5:40 pm



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 2022

€M	2021 Revenue	2022 Revenue	% Change
<b>Revenue on a like-for-like basis</b>	<b>2,925.2</b>	<b>3,444.2</b>	<b>17.7%</b>
France	1,031.9	1,158.5	12.3%
International	1,893.3	2,285.7	20.7%
<b>Scope variation</b>		<b>276.4</b>	<b>9.4%</b>
France		19.7	1.9%
International		256.7	13.6%
<b>Exchange rate impact</b>		<b>62.5</b>	<b>2.1%</b>
France		-	-
International		62.5	3.3%
<b>Group revenue</b>	<b>2,925.2</b>	<b>3,783.1</b>	<b>29.3%</b>
France	1,031.9	1,178.2	14.2%
International	1,893.3	2,604.9	37.6%