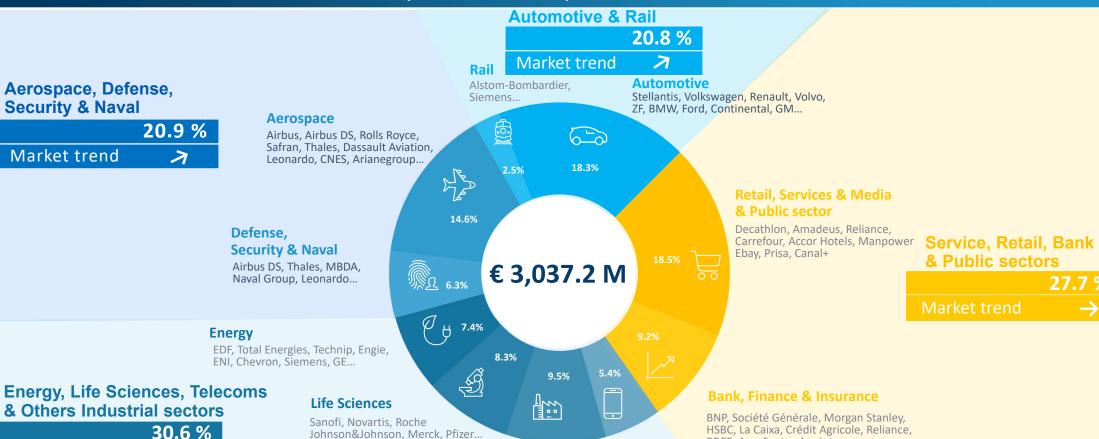








# Breakdown of turnover per sector (as a % of revenue) as at September 30<sup>th</sup> 2023



30.6 %

Market trend

### **Industrial equipment** & Electronics

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

#### Telecoms

Bouygues, Orange, Ericsson, Telefonica, Nokia...

BPCE, Axa, Santander, Intesa...





# BREAKDOWN OF TURNOVER PER GEOGRAPHICAL AREA AS AT SEPTEMBER 30<sup>TH</sup> 2023

	YTD				Change			
COUNTRY	2022	%	2023	%	Published	Change in scope	Forex	Organic, excl. Forex effect
FRANCE	877.8	31.5%	963.5	31.7%	9.8%	0.0%	0.0%	9.8%
IBERIC	237.9	8.5%	278.2	9.2%	16.9%	0.9%	0.0%	16.0%
GERMANY	242.5	8.7%	278.0	9.2%	14.7%	6.3%	0.0%	8.4%
UK	179.3	6.4%	240.1	7.9%	33.9%	24.0%	- 2.5%	12.4%
ITALY	182.7	6.6%	228.7	7.5%	25.2%	0.0%	0.0%	25.2%
BENELUX	147.3	5.3%	169.5	5.6%	15.0%	0.0%	0.0%	15.0%
SCANDINAVIA	135.0	4.8%	134.4	4.4%	- 0.4%	- 0.5%	- <b>6.2</b> %	6.3%
EASTERN EUROPE	62.2	2.2%	81.3	2.7%	30.8%	7.0%	1.5%	22.3%
SWITZERLAND	48.7	1.8%	46.6	1.5%	- 4.4%	0.0%	3.2%	- 7.7%
EUROPE (W/O FRANCE)	1 235.5	44.4%	1 456.7	48.0%	17.9%	5.1%	- 0.8%	13.6%
NORTH AMERICA	414.8	14.9%	361.3	11.9%	- 12.9%	- 15.1%	- 2.7%	4.9%
ASIA PACIFIC	235.4	8.5%	241.0	7.9%	2.4%	6.3%	- 7.5%	3.6%
OTHERS	19.7	0.7%	14.6	0.5%	- 25.9%	0.0%	- 3.7%	- 22.2%
TOTAL	2 783.2	100.0%	3 037.2	100%	9.1%	0.4%	- 1.4%	10.1%





# BREAKDOWN OF TURNOVER PER GEOGRAPHICAL AREA AS AT SEPTEMBER 30<sup>TH</sup> 2023

	Q3 only				Change			
COUNTRY	2022	%	2023	%	Published	Change in scope	Forex	Organic, excl. Forex effect
FRANCE	279.4	29.2%	308.8	31.2%	10.5%	0.0%	0.0%	10.5%
GERMANY	86.1	9.0%	93.9	9.5%	9.0%	7.6%	0.0%	1.4%
IBERIC	78.8	8.2%	89.6	9.1%	13.6%	0.0%	0.0%	13.6%
UK	83.7	8.7%	79.1	8.0%	- 5.5%	- 13.3%	- 0.3%	8.1%
ITALY	60.0	6.3%	74.1	7.5%	23.4%	0.0%	0.0%	23.4%
BENELUX	48.2	5.0%	55.3	5.6%	14.5%	0.0%	0.0%	14.5%
SCANDINAVIA	40.8	4.3%	37.9	3.8%	- 7.2%	- 0.5%	- <b>7.2</b> %	0.5%
EASTERN EUROPE	22.1	2.3%	28.3	2.9%	28.1%	10.8%	3.6%	13.7%
SWITZERLAND	16.5	1.7%	14.7	1.5%	- 11.2%	0.0%	0.9%	- 12.0%
EUROPE (W/O FRANCE)	436.3	45.6%	472.8	47.8%	8.4%	- 0.6%	- 0.5%	9.4%
NORTH AMERICA	149.0	15.6%	122.7	12.4%	- 17.7%	- 11.4%	- 7.7%	1.3%
ASIA PACIFIC	85.7	9.0%	80.4	8.1%	- 6.2%	4.4%	- 10.6%	0.0%
OTHERS	6.8	0.7%	4.7	0.5%	- 31.5%	0.0%	- 7.0%	- 24.5%
TOTAL	957.3	100.0%	989.3	100%	3.3%	- 1.9%	- 2.3%	7.6%





# BREAKDOWN OF TURNOVER PER GEOGRAPHICAL AREA AS AT SEPTEMBER 30<sup>TH</sup> 2023

	Q1 2023		Q2 2023		Q3 2023	
COUNTRY	Published	Organic, excl. Forex effect	Published	Organic, excl. Forex effect	Published	Organic, excl. Forex effect
FRANCE	12.2%	12.2%	6.7%	6.7%	10.5%	10.5%
IBERIC	22.7%	20.0%	14.6%	14.6%	13.6%	13.6%
GERMANY	24.5%	18.3%	11.5%	6.6%	9.0%	1.4%
UK	70.8%	16.3%	65.9%	16.3%	- 5.5%	8.1%
ITALY	27.6%	27.6%	24.7%	24.7%	23.4%	23.4%
BENELUX	18.1%	18.1%	12.5%	12.5%	14.5%	14.5%
SCANDINAVIA	6.6%	12.3%	- 1.5%	5.4%	- 7.2%	0.5%
EASTERN EUROPE	31.1%	34.1%	33.3%	20.3%	28.1%	13.7%
SWITZERLAND	0.0%	- 4.3%	- 2.0%	- 6.6%	- 11.2%	- 12.0%
EUROPE (W/O FRANCE)	26.6%	18.9%	19.8%	12.8%	8.4%	9.4%
NORTH AMERICA	- 5.9%	9.8%	- 14.1%	4.3%	- 17.7%	1.3%
ASIA PACIFIC	12.1%	7.6%	3.0%	4.0%	- 6.2%	0.0%
OTHERS	- 14.7%	- 14.4%	- 30.2%	- 26.7%	- 31.5%	- 24.5%
TOTAL	15.7%	14.4%	8.7%	8.6%	3.3%	7.6%

## 2024

Q4 2023 REVENUE	Thursday January 25 <sup>th</sup> at 5:45p.m		
FULL YEAR 2023 RESULTS => PUBLICATION	Thursday February 22 <sup>nd</sup>		
=> VIRTUAL CONFERENCE	Friday February 23rd at 10am		
Q1 2024 REVENUE	Thursday April 25 <sup>th</sup> at 5.45pm		
Annual General Meeting	Thursday June 20 <sup>th</sup> at 10am		
Q2 2024 REVENUE	Thursday July 25 <sup>th</sup> at 5.45pm		
H1 2024 RESULTS => PUBLICATION	Thursday September 19th		
=> VIRTUAL CONFERENCE	Friday September 20th at 10am		
Q3 2024 REVENUE	Thursday October 24 <sup>th</sup> at 5.45pm		

# Financial calendar 2024

# ALTEN Activity at the end of September 2023

### Contact

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