

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 30TH 2022

COUNTRY	YTD				Change			
	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%

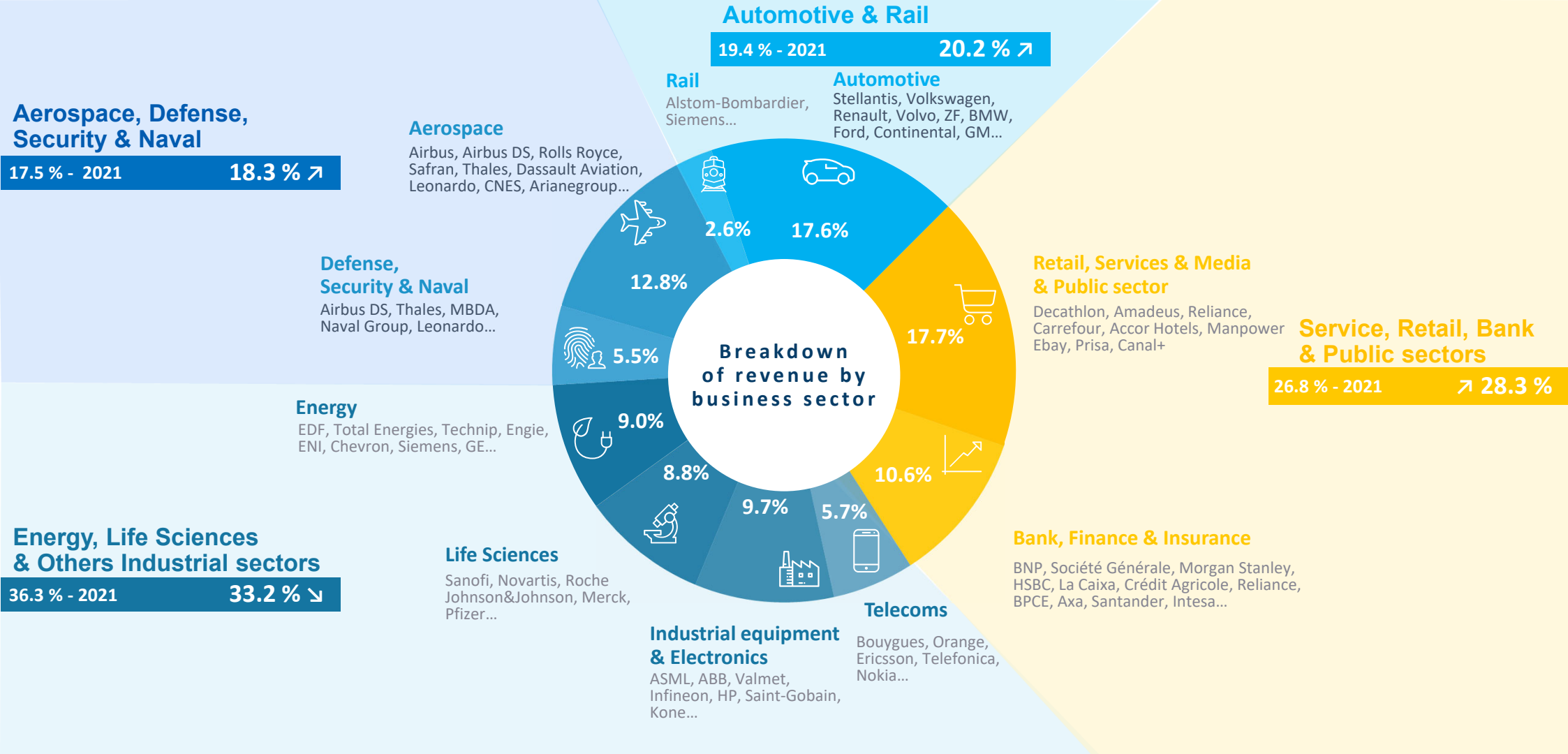


BREAKDOWN OF TURNOVER PER GEOGRAPHICAL AREA AS AT SEPTEMBER 30TH 2022

COUNTRY	Q3 only				Change			
	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 30TH 2022



Aerospace, Defense, Security & Naval
17.5 % - 2021 **18.3 % ↗**

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

Automotive & Rail
19.4 % - 2021 **20.2 % ↗**

Rail
Alstom-Bombardier, Siemens...

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

Defense, Security & Naval
Airbus DS, Thales, MBDA, Naval Group, Leonardo...

Retail, Services & Media & Public sector
Decathlon, Amadeus, Reliance, Carrefour, Accor Hotels, Manpower, Ebay, Prisa, Canal+

Service, Retail, Bank & Public sectors
26.8 % - 2021 **↗ 28.3 %**

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...

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

Industrial equipment & Electronics
ASML, ABB, Valmet, Infineon, HP, Saint-Gobain, Kone...

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



BREAKDOWN OF TURNOVER PER GEOGRAPHICAL AREA AS AT SEPTEMBER 30TH 2022

COUNTRY	Q1 2022		Q2 2022		Q3 2022	
	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%

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Activity at the end of September 2022

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